

# Navigating through Unprecedented Headwinds in Asian Trade Finance

*Webinar & Virtual Panel Discussion*

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# Today's Speakers



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**HSBC**

# About Greenwich Associates

We are the leading provider of global information based products and advisory services to the financial services industry

**We provide unique market information, insights and advice to help clients:**

- **Improve their business performance**
  - Enhance operational performance
  - Increase sales effectiveness
- **Drive product strategy and development**
- **Improve every aspect of customer experience**
- **Gain a significant competitive advantage**

## By the numbers

### **300+ Clients**

in financial services and Fintech

### **200 Employees**

throughout North America, Europe and Asia

### **Unique Data Sourcing**

Gather proprietary data from commercial banks, investment banks, asset managers, and third parties

### **Data Collection from Buy Side**

Annual inputs from over 60,000 key buyers of financial languages

### **300,000+ Universe of Experts**

relationships with buy-side contacts who control global asset flows

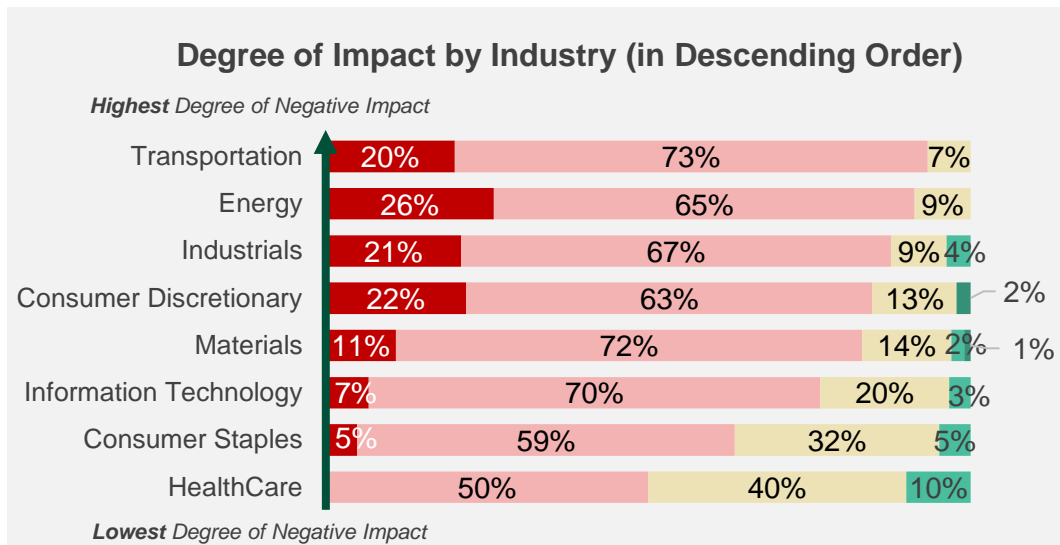
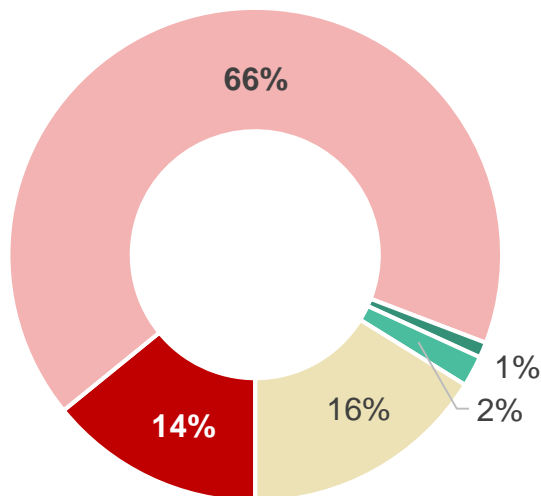
## Firm Facts

- Founded in 1972
- Since 2020 part of CRISIL (an S&P Global company); being integrated with Coalition
- Headquartered in Stamford, CT, with regional offices in London, Singapore, Tokyo, and Toronto

# Impact of COVID-19 on Business and Supply Chain

What is the impact of the pandemic on your business and supply chain?

■ High Negative Impact ■ Negative Impact ■ No Impact ■ Positive Impact ■ High Positive Impact



## Verbatim from Corporates

• “We have to **cease operations** at our factories since February. Logistics wise, we would **need to find alternative ways to transport** our goods and inventory, which **adds on to the cost of production.**”

• “Since our company is **vertically integrated**, we are not affected as much. We have control over our supply chain (for now)”

“As people started to work from home, **there is greater need for technology and demand for our products have increased.**”

Note: Based on 347 respondents within the listed industries who had provided a response on the extent of COVID-19 impact on business & supply chain, from Greenwich Large Corporate Trade Finance Study 2020, interviewed between March to May 2020.

# Support from Banks for Mitigating COVID-19 Impact

## How have Banks aided in mitigating the impact of COVID-19?

### Key Support Provided by Banks



Note: Based on 238 unique responses on how banks have aided corporates in mitigating the impact of COVID-19, from Greenwich Large Corporate Trade Finance Study 2020, interviewed between March to May 2020.

# Evolving Supply Chain Strategies

Will COVID-19 and other geopolitical risks affect your supply chain strategy?

If Yes, do you currently have plans to alter your supply chain strategy?

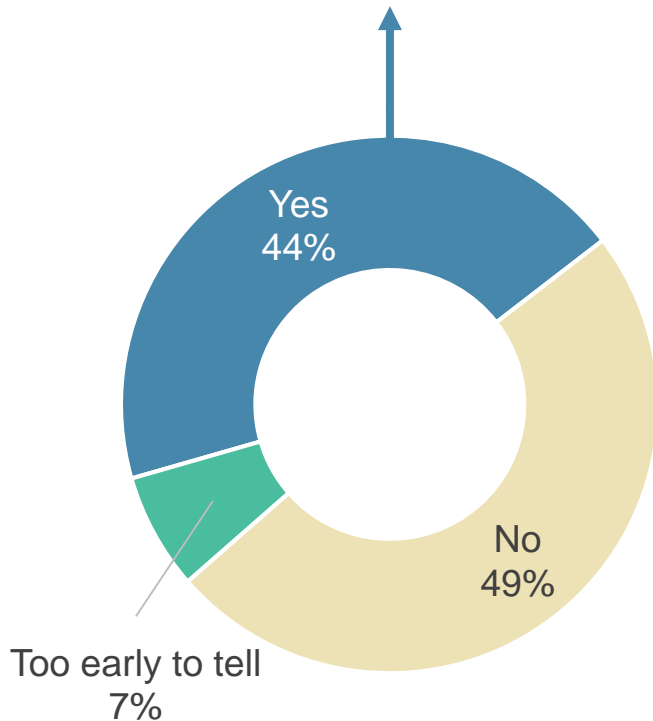


**39%** - Yes, we are changing our supply chain strategy

*“Yes. About 25% of our export was affected because of the US-China trade war. In view of that, we have moved some of the production from China to other factories in Vietnam and Thailand to mitigate the impact.”*

**61%** - No, we are still monitoring the situation

*“There is impact but it is difficult to quantify at the moment as we are **still monitoring the situation**. It is **too early to plan for such changes now**.”*

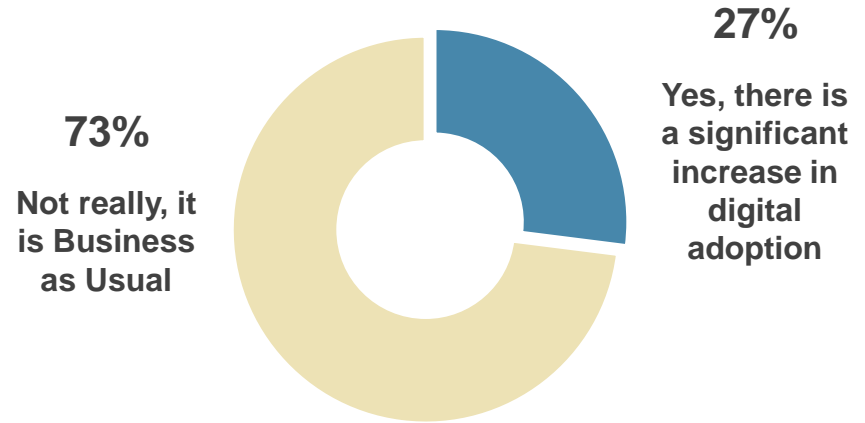
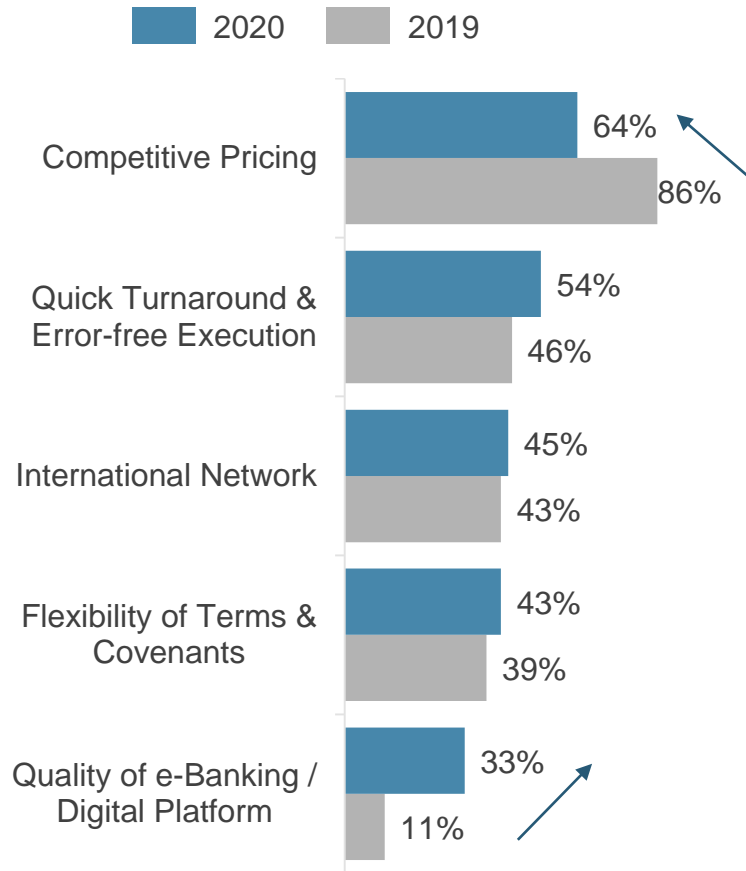


Note: Based on 315 respondents from Greenwich Large Corporate Trade Finance Study 2020, interviewed between March to May 2020.

# Impact of COVID-19 Situation on Digital Adoption

Has COVID-19 and the resulting BCP processes affected your usage of digital platforms and solutions for your banking needs?

## Selection Criteria for Trade Providers



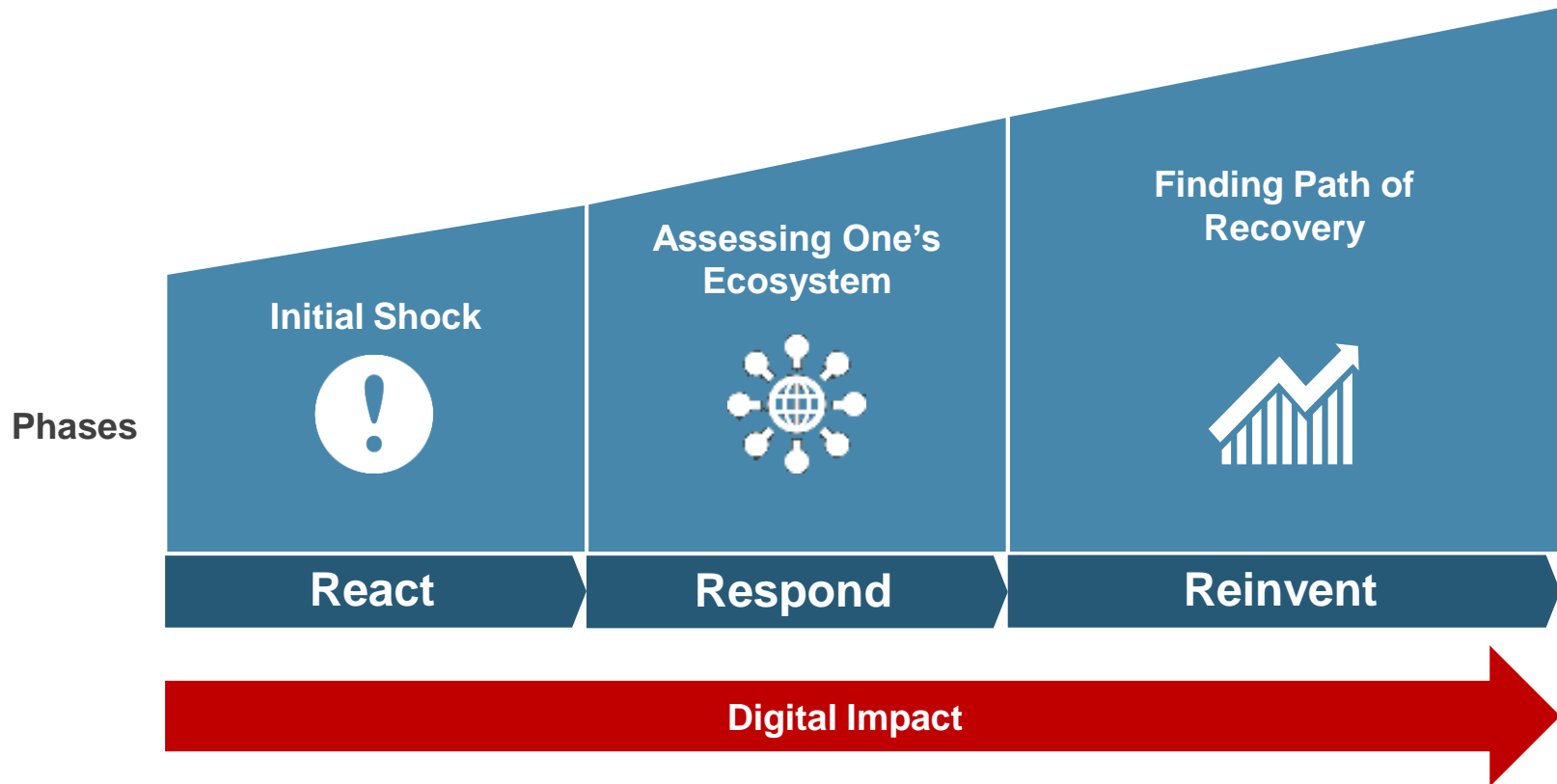
*“Prior to COVID-19, our banking process was very traditional and manual. After the lockdown, we managed to onboard the digital platform with the bank for cash payment and document presentation. We are now able to do cash payment transfers seamlessly via the digital platform.”*

*“There are still issues that cannot be resolved digitally like signatures and paperwork. We have staff on rotation to be in office for such matters.”*

Note: Based on 340 respondents from Greenwich Large Corporate Trade Finance Study 2020, interviewed between March to May 2020.

# Panel Discussion

## Evolution of the Current Crisis

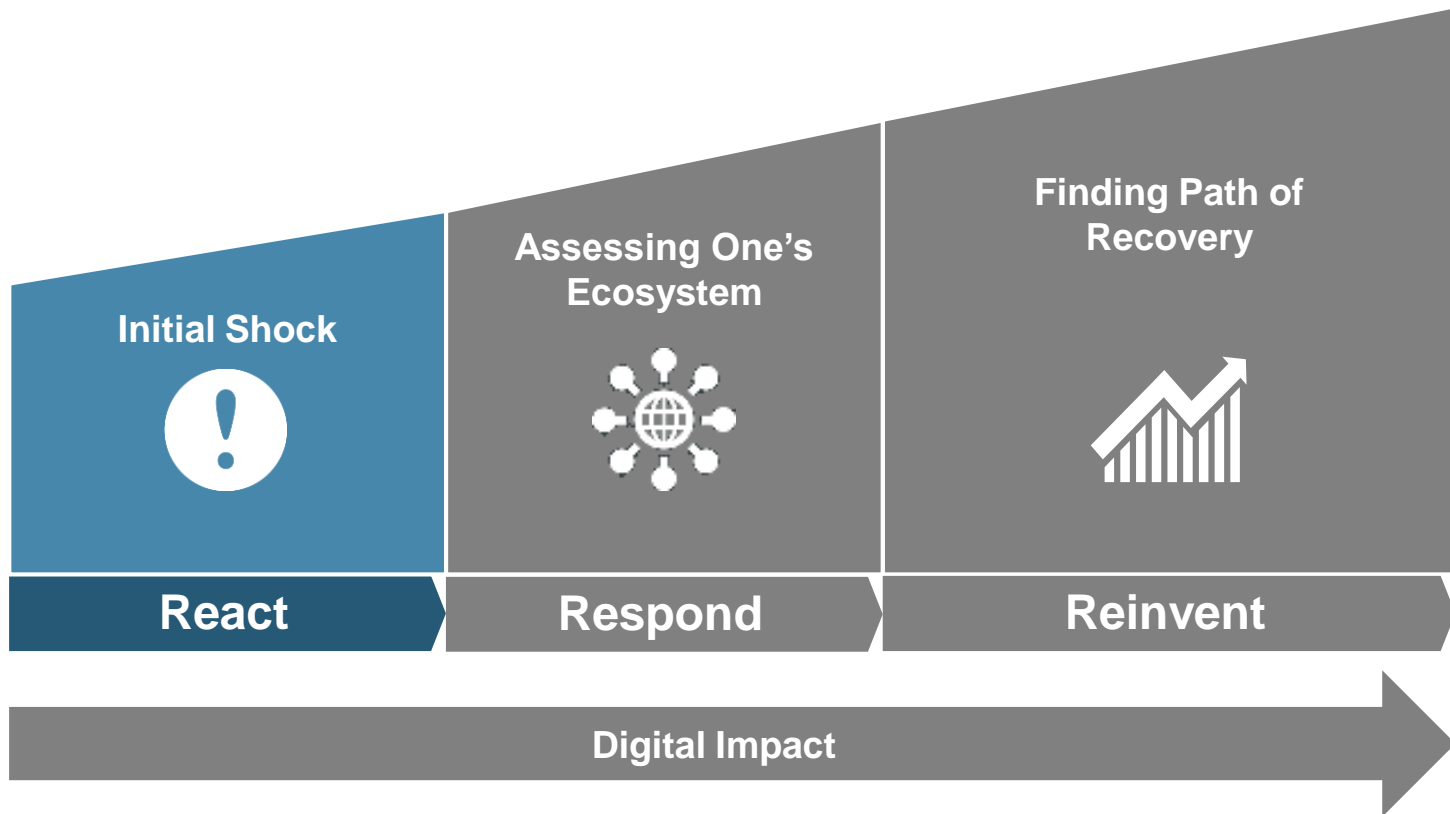




# Part 1

Share with us your experience in the Initial Shock Phase

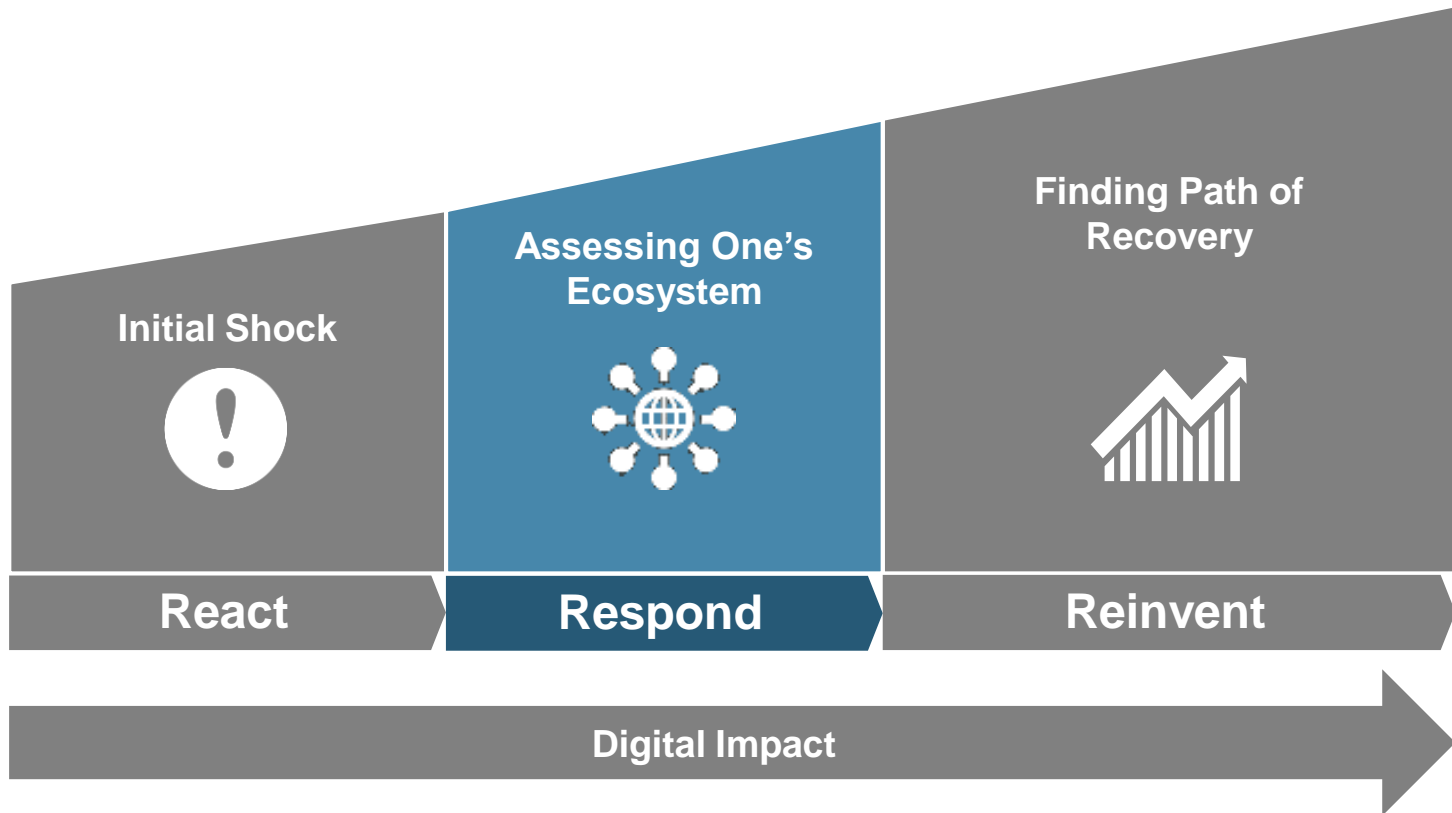
## Evolution of the Current Crisis



# Part 2

## Which actions did you take to Respond?

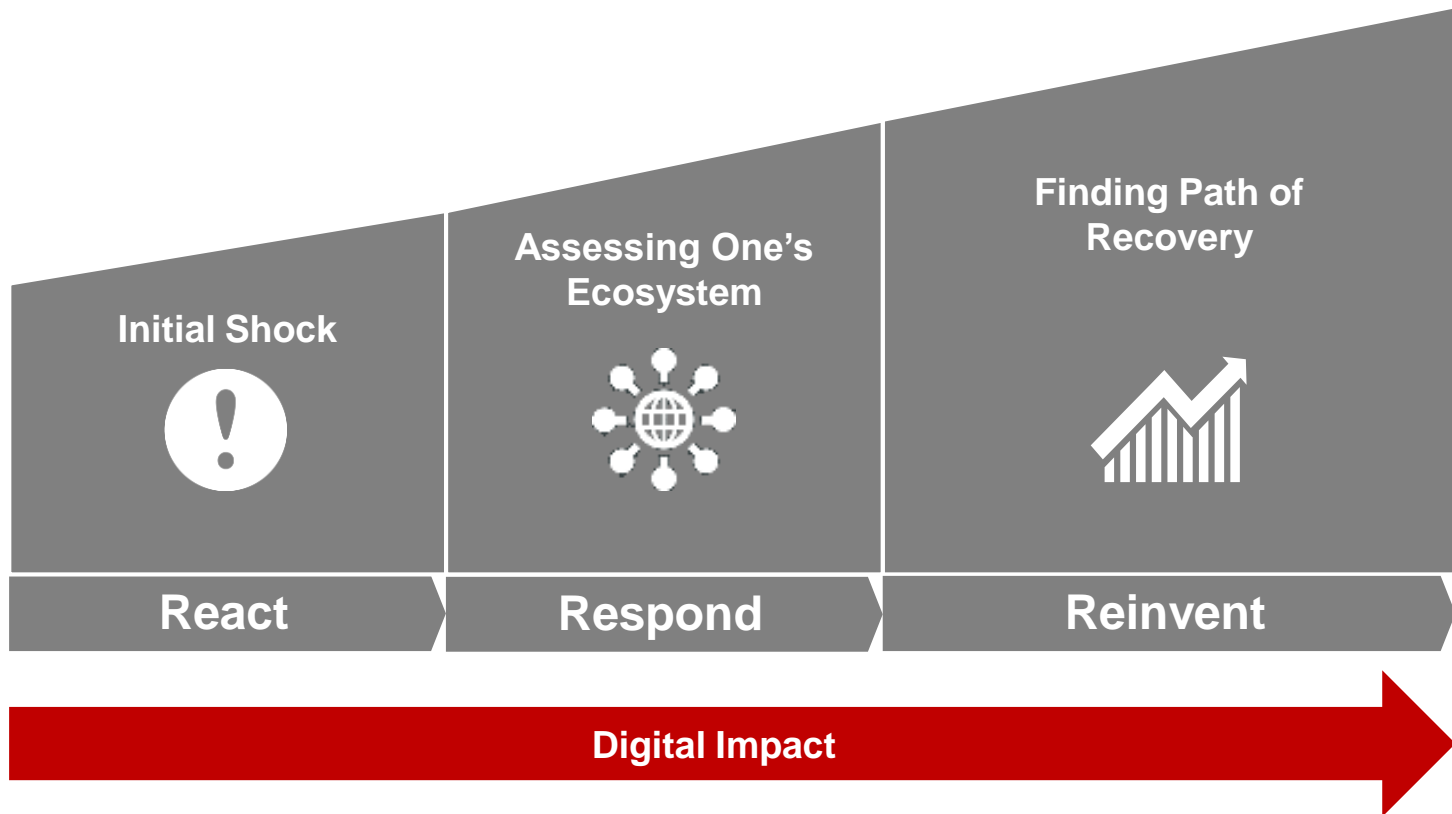
### Evolution of the Current Crisis



# Part 3

## Discussing the Digital Impact

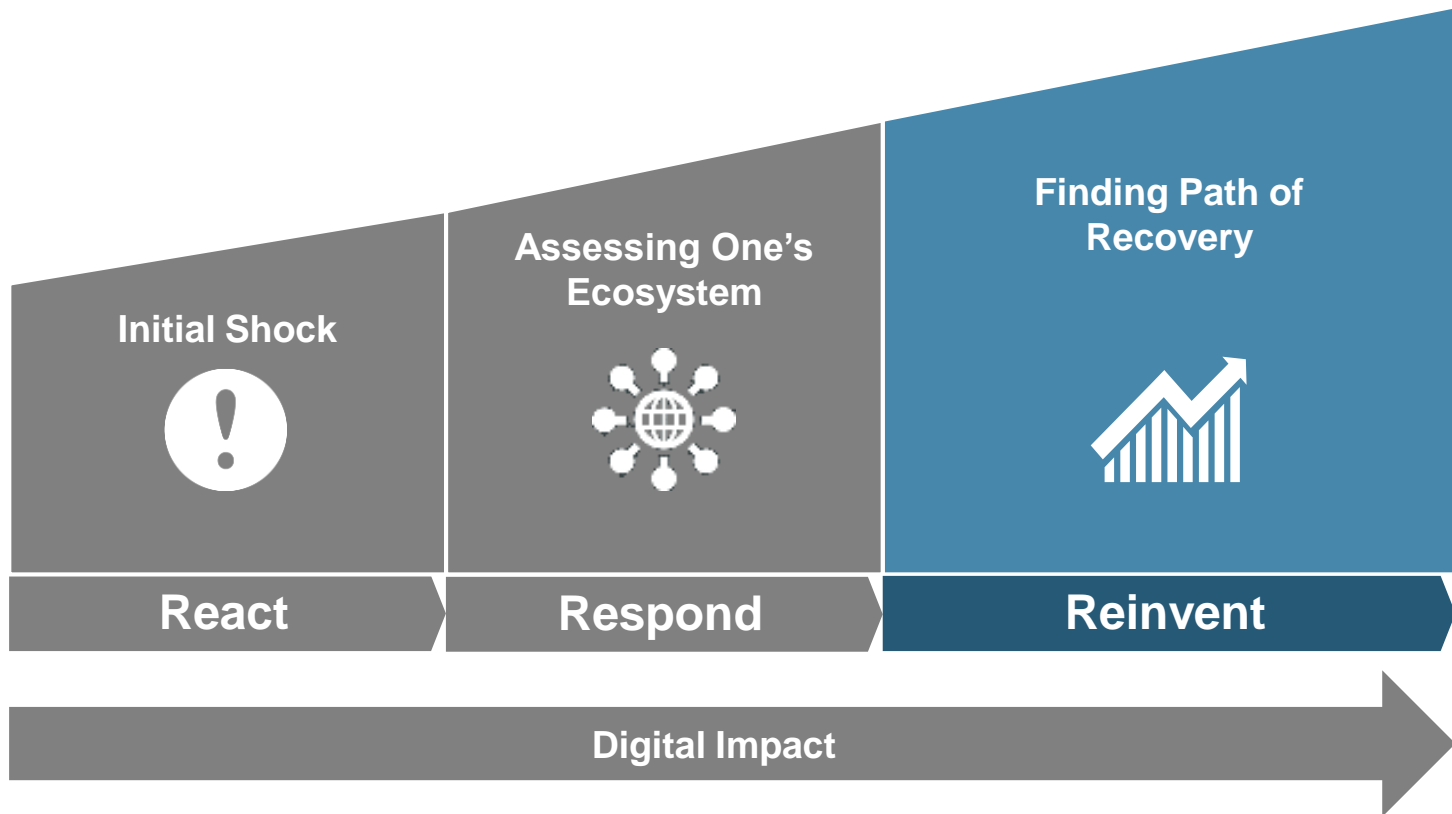
### Evolution of the Current Crisis



# Part 4

Which initiatives are you planning to take / have you already initiated on your Path of Recovery?

## Evolution of the Current Crisis



# Questions?



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