

Media Release

Trade Finance League Tables H2 2020

(25 August 2020 – Asia) This league table of trade finance market share in Asia covers the relative positioning of the top 19 providers for the Top 1,000 multinational corporations (MNCs) and large domestic/ regional corporates in the region. It covers a range of solutions including documentary trade, supply chain finance, structured trade finance and e-Trade solution.

Primary market share: Percentage of corporates that nominate each financial institution as their primary trade financier, also known as primary relationship share.

Primary wallet share: Average percentage of trade finance volume that corporates allocate to their primary provider.

Top Trade Financiers in Asia

Trade Financier	Primary Market Share (% of Primary Relationships)		Primary Wallet Share (Average % of Business per Primary Relationship)	
	Rank	Year-on-Year Change	Rank	Year-on-Year Change
HSBC	1st	-3.7% ▼	2nd	+0.9% ▲
Citigroup	2nd	+2.9% ▲	3rd	-2.1% ▼
Standard Chartered	3rd	+4.1% ▲	1st	+0.9% ▲
DBS	4th	+4.7% ▲	4th	+1.5% ▲
JP Morgan	5th	+1.5% ▲	5th	-2.0% ▼
Mitsubishi UFJ	6th	+5.6% ▲	8th	+0.9% ▲
ANZ	7th	+4.3% ▲	17th	-2.2% ▼
Bank of China	8th	+11.4% ▲	12th	+1.2% ▲
Deutsche Bank	9th	-17.4% ▼	7th	-5.3% ▼
Bank of America	10th	-12.8% ▼	9th	-3.7% ▼
ICBC	11th	-3.2% ▼	15th	-6.7% ▼
Sumitomo Mitsui FG	12th	+7.7% ▲	11th	-2.7% ▼
BNP Paribas	13th	+22.2% ▲	16th	-1.6% ▼
Bank of India	14th	-19.0% ▼	18th	-3.1% ▼
Maybank	15th	0.0% -	6th	-1.5% ▼
OCBC	15th	-11.8% ▼	14th	-3.0% ▼
UOB	17th	0.0% -	13th	-6.3% ▼
Hang Seng	18th	-33.3% ▼	10th	-2.7% ▼
RABO	18th	0.0% -	19th	-3.8% ▼

Source: East and Partners' Asian Trade Finance Markets Program

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Methodology

East & Partners Asian Institutional Trade Finance Markets Program monitors demand for Trade Finance, Engagement, Products and Relationships, in the Top 1000 Corporates in 10 countries across Asia, covering the markets of China, Taiwan, Hong Kong, Singapore, Malaysia, Thailand, Philippines, Indonesia, India and South Korea. The top 100 revenue ranked corporates in each of the ten Asian markets were targeted for interview.

About East & Partners

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