



Euromoney Trade Finance Survey 2012

Best Global Trade Finance Provider

Global			
2012	2011		Score
1	1	Citi	2,288
2	3	BNP Paribas	1,357
3	2	Deutsche Bank	1,130
4	4	HSBC	1,009
5	5	Uni Credit	708
6	6	Standard Chartered	537
7	7	RBS	504
8	8	Commerzbank	488
9	9	JPMorgan	162
10	11	Bank of America Merrill Lynch	142

Best Regional Trade Finance Provider – Western Europe

Western Europe			
2012	2011		Score
1	1	Deutsche Bank	382
2	2	Citi	346
3	4	BNP Paribas	317
4	5	Commerzbank	250
5	3	Uni Credit	243
6	6	HSBC	202
7	7	RBS	120
8	8	Standard Chartered	72
9		Société Générale	43
10		Bank of America Merrill Lynch	30

Best Regional Trade Finance Provider – North & Central America

North & Central America			
2012	2011		Score
1	1	Citi	517
2	2	Deutsche Bank	190
3	3=	BNP Paribas	163
4	5	HSBC	140
5	7	Bank of America Merrill Lynch	116
6	3=	JPMorgan	102
7	6	UniCredit	96
8	8	Standard Chartered	82
9		Commerzbank	81
10	10	RBS	73

Best Regional Trade Finance Provider – Asia Pacific

Asia Pacific			
2012	2011		Score
1	1	Citi	1,063
2	3	BNP Paribas	675
3	2	HSBC	613
4	4	Deutsche Bank	483
5	5	Standard Chartered	305
6	6	Uni Credit	185
7	8	Commerzbank	175
8	7	RBS	127
9		DBS Bank	83
10		ANZ Banking Group	77

Best Regional Trade Finance Provider – Middle East & Africa

Middle East & Africa			
2012	2011		Score
1	1	Citi	476
2	3	Deutsche Bank	214
3	5	BNP Paribas	211
4	2	HSBC	200
5	6	Uni Credit	123
6	4	Standard Chartered	115
7	9	Commerzbank	90
8	7	RBS	77

Best Regional Trade Finance Provider – Latin America

Latin America			
2012	2011		Score
1	1	Citi	268
2	2	Deutsche Bank	162
3	4=	HSBC	104
4		Commerzbank	94
5	6	Santander Group	71
6	7	BNP Paribas	67
7	3	Uni Credit	55
8=	9	Bank of America Merrill Lynch	31
8=	4=	BBVA	31
10		Banco Itau	29

Best Regional Trade Finance Provider – Central & Eastern Europe

Central & Eastern Europe			
2012	2011		Score
1	3	Citi	463
2	1	Deutsche Bank	427
3	2	Uni Credit	353
4	4	BNP Paribas	278
5	6	Commerzbank	266
6	5	HSBC	161
7	9	RBS	132
8	7	Standard Chartered	82
9		Société Générale	62
10		Raiffeisen Zentralbank (RZB)	58

Best Domestic Trade Finance Provider

Argentina			
2012	2011		
1		Citi	
2		Standard Bank	
3		Santander Group	

Bosnia and Herzegovina		
2012	2011	
1		Uni Credit
2		Raiffeisen Zentralbank (RZB)
3		Deutsche Bank
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Brazil		
2012	2011	
1		Deutsche Bank
2		Santander Group
3		Citi
▲ back to top		
Bulgaria		
2012	2011	
1	3	Uni Credit
2		Société Générale
3	1	Citi
▲ back to top		
Canada		
2012	2011	
1		Royal Bank of Canada
2=		CIBC
2=		Commerzbank
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Czech Republic		
2012	2011	
1		Uni Credit
2=		Citi
2=		Commerzbank

Egypt		
2012	2011	
1		Citi
2		Barclays
3		Deutsche Bank
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Germany		
2012	2011	
1	1	Deutsche Bank
2	2	Commerzbank
3	3	Uni Credit
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Hong Kong		
2012	2011	
1		BNP Paribas
2		HSBC
3		Citi
▲ back to top		
India		
2012	2011	
1	1	BNP Paribas
2	2	Citi
3	3	HSBC
▲ back to top		
Indonesia		
2012	2011	
1	1	Citi
2	2	Deutsche Bank
3=		Bank Central Asia
3=		Standard Chartered

Italy		
2012	2011	
1	1	Uni Credit
2	3	Intesa Sanpaolo
3=	2	BNP Paribas
3=		Deutsche Bank
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Kenya		
2012	2011	
1		Citi
2		Standard Chartered
3		Standard Bank
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Malaysia		
2012	2011	
1		Citi
2		Standard Chartered
3=		BNP Paribas
3=		HSBC
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Mexico		
2012	2011	
1		Santander Group
2		Citi
3		BBVA
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Netherlands		
2012	2011	
1		RBS
2		Deutsche Bank
3		ING Group

Pakistan		
2012	2011	
1		Citi
2		Standard Chartered
3		HBL
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Philippines		
2012	2011	
1		Citi
2		BNP Paribas
3=		Deutsche Bank
3=		HSBC
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Poland		
2012	2011	
1		Deutsche Bank
2		ING Group
3		Bank Pekao
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Romania		
2012	2011	
1		Citi
2		RBS
3		ING Group
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Saudi Arabia		
2012	2011	
1		Deutsche Bank
2		Citi
3		Standard Chartered

Serbia		
2012	2011	
1		Uni Credit
2		Raiffeisen Zentralbank (RZB)
3		Société Générale
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Singapore		
2012	2011	
1	1	Citi
2		BNP Paribas
3	2	HSBC
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Slovakia		
2012	2011	
1		Uni Credit
2		Commerzbank
3		Erste Bank
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South Korea		
2012	2011	
1	1	Citi
2		BNP Paribas
3	2	HSBC
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Switzerland		
2012	2011	
1	2=	UBS
2	1	Deutsche Bank
3	2=	Credit Suisse

Thailand		
2012	2011	
1		Citi
2		BNP Paribas
3		Deutsche Bank
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Turkey		
2012	2011	
1		RBS
2		Yapi Kredi
3		HSBC
▲ back to top		
United Arab Emirates		
2012	2011	
1		Citi
2		HSBC
3		Standard Chartered
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United Kingdom		
2012	2011	
1		Lloyds TSB
2		RBS
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United States of America		
2012	2011	
1		Deutsche Bank
2		Citi
3=	1	Bank of America Merrill Lynch
3=		RBS
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Vietnam		
2012	2011	
1		Citi
2		BIDV
3		BNP Paribas

Service Category Ratings

Relationship management			
2012	2011		Score
1	6	BNP Paribas	6
2=	4	Citi	5.86
2=	1	Uni Credit	5.86
4	8	Commerzbank	5.78
5	10	RBS	5.67
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Risk management/Mitigation			
2012	2011		Score
1	1	Citi	5.5
2	8=	BNP Paribas	5.47
3	2	Deutsche Bank	5.4
4	6=	Uni Credit	5.38
5		RBS	5.31
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Competitive pricing			
2012	2011		Score
1	10	BNP Paribas	5.29
2	4	Citi	5.25
3		Uni Credit	5.23
4		RBS	5.09
5	2=	Deutsche Bank	5.03
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Trade documentation			
2012	2011		Score
1	4	Citi	5.57
2	5	Uni Credit	5.55
3	9	BNP Paribas	5.53
4	3	Commerzbank	5.51
5	1	Deutsche Bank	5.48

Global trade network			
2012	2011		Score
1	1	Citi	5.8
2	2	Deutsche Bank	5.71
3	5	BNP Paribas	5.6
4	7	Uni Credit	5.57
5	10	Commerzbank	5.45
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Customization of solutions/Innovation			
2012	2011		Score
1	1	Citi	5.55
2	6=	BNP Paribas	5.49
3	5	Uni Credit	5.48
4	9	Commerzbank	5.39
5	2	Deutsche Bank	5.35
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Supply chain finance			
2012	2011		Score
1	1	Citi	5.41
2	8	Uni Credit	5.4
3	6	BNP Paribas	5.3
4	7	Commerzbank	5.29
5	3	Deutsche Bank	5.28
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Online trade finance capabilities			
2012	2011		Score
1	1	Citi	5.6
2	7	RBS	5.38
3	2	Deutsche Bank	5.33
4	5	BNP Paribas	5.32
5	3	Uni Credit	5.29

Emerging market knowledge			
2012	2011		Score
1	1	Citi	5.56
2	5	BNP Paribas	5.49
3	2	Deutsche Bank	5.44
4	3	Commerzbank	5.36
5	7	Uni Credit	5.32
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Structured trade finance			
2012	2011		Score
1	1	Citi	5.58
2	5	BNP Paribas	5.54
3=	7	Commerzbank	5.44
3=	4	Uni Credit	5.44
5	3	Deutsche Bank	5.42

Wallet Share by Region

Western Europe			
2012	2011		Percent
1	2	Citi	57.53
2	4	BNP Paribas	55.48
3	7	RBS	50.88
4	3	Uni Credit	50.16
5	1	Deutsche Bank	48.01
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North & Central America			
2012	2011		Percent
1	2	Deutsche Bank	60.32
2	1	Citi	59.96
3	6	Uni Credit	54.55
4	3=	JPMorgan	50.58
5		Commerzbank	49.72

Asia Pacific			
2012	2011		Percent
1	6	Uni Credit	59.53
2	7	RBS	58.13
3	1	Citi	57.3
4	4	Deutsche Bank	51.38
5	3	BNP Paribas	47.53
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Middle East & Africa			
2012	2011		Percent
1	1	Citi	61.92
2	6	Uni Credit	57.24
3	3	Deutsche Bank	51.7
4	7	RBS	47.73
5	5	BNP Paribas	43.89
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Latin America			
2012	2011		Percent
1	1	Citi	66.69
2	2	Deutsche Bank	52.13
3		Commerzbank	49.05
4	3	Uni Credit	45.67
5	6	Santander Group	41.05
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Central & Eastern Europe			
2012	2011		Percent
1	2	Uni Credit	62.28
2	3	Citi	58.41
3	1	Deutsche Bank	48.15
4=	4	BNP Paribas	47.86
4=	9	RBS	47.86