

Survey Questionnaire

The survey is expected to go live on 16 September 2024 and run until 28 October 2024, with a possible extension of 2 further weeks.

If you have any questions, please contact [Olga Kontodimou](#) at Euromoney.

Table of Contents

Section 1: Personal Details.....	2
Section 2: Company Details	3
Section 3: Your Priorities	4
Section 4: Your Trade Finance Providers	5
Section 5: Rate Your Providers	6
Section 6: Your Main Provider	7
Section 7: Market View.....	8
Section 8: Sign-off	9

Section 1: Personal Details

The following information is required to validate your vote only. It will not be passed on to third parties nor used in sales or marketing activities.

Q1. First Name: [text]

Q2: Last Name: [text]

Q3. Work email address: [text]

Q4. Your office location: [pre-defined drop down]

Q5. Which of the following describes your role? [pre-defined drop down], Other (please specify): [text]

Q6. What is the scope of your role: [single choice: global, regional or domestic]

Q6a. *If selected regional or global:* Which regions does your role cover? [check boxes with regions]

Section 2: Company Details

Q1. Company Name: [text]

Q2: If your company is listed on a stock exchange, please enter your ticker/code/symbol? (optional) [text]

Q3. Approximately, what is your company's turnover (global, regional or domestic) in USD)?

- Global turnover [pre-defined drop down, 3 bands]
- Regional turnover [pre-defined drop down, 3 bands]
- Domestic turnover [pre-defined drop down, 3 bands]

[Link to currency conversion](#)

Q4. Which of the below describes the best the ownership of your company (parent company, treasury centre, subsidiary of a domestic company, subsidiary of a foreign company) [pre-defined drop down]

Section 3: Your Priorities

Q1. How important are the following trade finance products to your business? [rate each from 1 (low) to 10 (high)]:

- **Letters of credit / Guarantees** (e.g. Import / Export LCs, SBLCs, Guarantees)
- **Documentary Collections** (e.g. Import and Export Documentary Collection)
- **Working Capital Solutions** (e.g. Payables / Receivables Finance, Supplier Finance, Factoring, Invoice Discounting)
- **Trade Loans / Structured Trade** (e.g. Pre-Export Finance, Warehouse / Inventory Financing, Import / Export Finance, Commodities)
- **ESG Solutions** (e.g. ESG-Linked Trade Loans, Green Trade Finance, Sustainability-Linked Supply Chain Finance)
- **Foreign Exchange (FX) Services**
- **Islamic Trade Finance Products**
- **Advisory Services** (e.g. Trade Finance Analytics, Market and Industry Research Tools, Regulatory Compliance Advisory, Tax Advisory, Credit Insurance)

Q2. What percentage of your trade finance volume / facilities is ESG / sustainability-linked? (0%-20%, 20%-40%, 40%-60%, 60%-80%, 80%-100%, All ESG /sustainability-linked volume / facilities are additional new business) [pre-defined drop down]

Q3. How important are the following criteria when selecting your trade finance provider? [rate each from 1 (low) to 10 (high)]

- Advisory capabilities
- ESG credentials and knowledge sharing
- External accreditation
- Finance and credit
- International capabilities
- Overall relationship
- Partner marketplace
- Price
- Product Offering
- Software and technology

Q4. What would make you change or look for additional trade finance provider(s)? (*optional*) [text]

Section 4: Your Trade Finance Providers

Q1. How many trade finance providers do you use? [single choice: 1, 2, 3, 4, 5, 6 or more]

Q2. Please list them in order of priority:

- Principal (main) provider: [pre-defined drop down]
- Secondary provider: [pre-defined drop down]
- Third provider: [pre-defined drop down]
- Fourth provider: [pre-defined drop down]
- Fifth provider: [pre-defined drop down]

Q3. In which region(s) do you use each of your provider? [multi-choice selection per provider cited]. Regions: Africa - North Africa; Africa - Sub-Saharan Africa; America - Central America; America - North America; America - South America; Asia - Central Asia; Asia - East Asia & Pacific; Asia – Oceania; Asia - Southern Asia; Europe - Western Europe; Europe – Nordics; Europe - Central Europe; Europe - Eastern Europe; The Middle East

Q4. What is the difference between how you use your principal (main) provider and the others? (for example, different products, domestic vs international, better pricing, etc.) *(optional)* [text]

Q5. Do you use any non-bank providers (FinTechs) for trade finance? *(optional)* [yes/no]

Q5a. If YES, what are their names? *(optional)* [text]

Q5b. Which trade finance products do you use them for? *(optional)* [text]

Q5c. Why do you use them instead of banks? *(optional)* [text]

Section 5: Rate Your Providers

Q1. Rate each of your providers by competence in the following sectors [rate each from 1 (low) to 10 (high)]:

Products:

- **Letters of credit / Guarantees** (e.g. Import / Export LCs, SBLCs, Guarantees)
- **Documentary Collections** (e.g. Import and Export Documentary Collection)
- **Working Capital Solutions** (e.g. Payables / Receivables Finance, Supplier Finance, Factoring, Invoice Discounting)
- **Trade Loans / Structured Trade** (e.g. Pre-Export Finance, Warehouse / Inventory Financing, Import / Export Finance, Commodities)
- **ESG Solutions** (e.g. ESG-Linked Trade Loans, Green Trade Finance, Sustainability-Linked Supply Chain Finance)
- **Foreign Exchange (FX) Services**
- **Islamic Trade Finance Products**
- **Advisory Services** (e.g. Trade Finance Analytics, Market and Industry Research Tools, Regulatory Compliance Advisory, Tax Advisory, Credit Insurance)

Service:

- International presence
- Advice on market practices and risk
- Compliance and due diligence
- Price
- Credit facility terms and availability
- Credible and trusted ESG advisor
- Transaction speed and efficiency

People:

- Client on-boarding
- KYC process
- Timely issue resolution
- Client manager quality of advice

Technology

- Digital product origination
- Paperless documentation processing
- Integration into supply chain / workflow management
- Software tools
- Analytics and reporting tools

Section 6: Your Main Provider

Please think about all the products and services you receive from [insert your main provider's name].

Q1. What does your main trade finance provider do particularly well? Where does it stand-out? *(optional)* [text]

Q2. How could [insert your main provider's name] improve the products and services they offer to your business? Where can it do better? *(optional)* [text]

Q3. What is the main reason why you use [insert your main provider's name] for trade finance? *(optional)* [text]

Section 7: Market View

Q1. How did your volume of trade finance change in the past 12 months? (*optional*) [drop-down: increased by more than 10%; increased by 0%-10%; remained the same; decreased by 0%-10%; decreased by more than 10%]

Q2. Which trade finance products did you use more of? (*optional*) [multiselect: list of trade finance products]

Q3. What caused this change in the past 12 months? (*optional*) [text]

Q4. Which provider(s) distinguished themselves during the transition, and in what ways did they assist you? (*optional*) [text]

Q5. How do you expect your trade finance needs to evolve in the next 12-18 months? [drop-down: increase by more than 10%; increase by 0%-10%; remain the same; decrease by 0%-10%; decrease by more than 10%]

Q6. Would these changes impact any of your providers? (*optional*) [drop-down option for each provider cited for Increase Flows / Decrease Flows]

Q7. Which main trends impact your day-to-day trade finance activities? (*optional*) [text]

Section 8: Sign-off

As a thank you for participating in this survey, we are offering you 12-month free subscription to Euromoney.com. You will be able to review our rankings of the leading trade finance providers and access research and opinion on corporate treasury, banking, capital markets and more.

[tick box]

Yes, please send me a registration email for 12-month free access to Euromoney.com

Thank you for the participation!