

Survey Questionnaire

This is the working version of Euromoney Trade Finance 2026 survey questionnaire. The survey is targeted to go live on **8th September 2025** and run for 6 weeks, with a potential extension of additional 2 weeks.

For weekly updates or any additional questions, please contact [Olga Kontodimou](#).

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EUROMONEY TRADE FINANCE 2026

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]

Note: a disclosure will be applied. Respondents can opt in to disclose their answers, to allow you a meaningful analysis of the results and create an action plan at corporate level.

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)]:

- **Advisory Services** (e.g. Trade Finance Analytics, Market and Industry Research Tools, Regulatory Compliance Advisory, Tax Advisory, Credit Insurance)
- **Dynamic discounting**
- **Documentary Collections** (e.g. Import and Export Documentary Collection)
- **ESG Solutions** (e.g. ESG-Linked Trade Loans, Green Trade Finance, Sustainability-Linked Supply Chain Finance)
- **Foreign Exchange (FX) Services**
- **Guarantees**
- **Islamic Trade Finance Products** (available only for respondents in Middle East and Turkey, aligned with geographic scope of Euromoney Islamic Awards)
- **Letters of credit** (e.g. Import / Export LCs, SBLCs)
- **Trade Loans / Structured Trade** (e.g. Pre-Export Finance, Warehouse / Inventory Financing, Import / Export Finance, Commodities)
- **Working Capital Solutions** (e.g. Payables / Receivables Finance, Supplier Finance, Factoring, Invoice Discounting)
- **Other (please specify)**

Q2. How important are the following criteria when selecting your trade finance provider? [rate each from 1 (low) to 10 (high)]

- Advisory capabilities
- Availability of credit
- Credit terms and conditions
- ESG credentials and knowledge sharing
- In-country presence (i.e. local branches, domestic processing, local regulatory expertise, etc.)
- International capabilities (i.e. multi-country coverage, cross-border trade expertise, global processing capabilities, etc.)
- Overall relationship
- Partner marketplace (i.e. providers' access to third party solutions which can be integrated in the trade finance flow)
- Price
- Product offering
- Quality of services
- Software and technology solutions

Q3. 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. For the providers selected, think about your cross-border activities. For which of the following corridors are you using these providers? [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]

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:

- **Advisory Services** (e.g. Trade Finance Analytics, Market and Industry Research Tools, Regulatory Compliance Advisory, Tax Advisory, Credit Insurance)
- **Dynamic discounting**
- **Documentary Collections** (e.g. Import and Export Documentary Collection)
- **ESG Solutions** (e.g. ESG-Linked Trade Loans, Green Trade Finance, Sustainability-Linked Supply Chain Finance)
- **Foreign Exchange (FX) Services**
- **Guarantees**
- **Islamic Trade Finance Products** (available only for respondents in Middle East and Turkey, aligned with geographic scope of Euromoney Islamic Awards)
- **Letters of credit** (e.g. Import / Export LCs, SBLCs)
- **Trade Loans / Structured Trade** (e.g. Pre-Export Finance, Warehouse / Inventory Financing, Import / Export Finance, Commodities)
- **Working Capital Solutions** (e.g. Payables / Receivables Finance, Supplier Finance, Factoring, Invoice Discounting)

Note: only products which are given a priority in Section 3 / Q1 will be displayed to the respondent

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
- Billing and invoicing process

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? Please offer tangible examples where the providers excelled. (*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? Please offer tangible examples of what can be improved (*optional*) [text]

Section 7: Third-party software

Q1. (NEW) Are you currently using a third-party provider for? [Yes / No] (*optional*)

- End -to-end trade finance execution platforms (incl. multi-bank platforms)
- Supply chain finance / receivables platform
- Trade documentation and ePresentation tools
- Trade compliance and sanctions automation
- ERP-native solutions

[For any categories marked as “Yes”]:

Q1.1. For each of the above categories, specify the name of the provider [text] (*optional*)

Q1.2. Please rate this provider [Slides 1-10, Not applicable] (*optional*)

[For any categories marked as “No”]:

Q1.3. Are you planning to start using a third-party provider in the next 12-18 months? [Yes / No] (*optional*)

Q2. What are the main criteria which you are considering when choosing a third-party software? (*optional*)

- Integration capabilities with internal systems
- User interface
- Security and data protection standards
- Compatibility with banking provider
- Cost / pricing model
- Provider’s industry expertise and track record
- Customer service
- Onboarding support
- Other (please specify)

Q3. How do you prefer to access 3rd party trade finance solutions? (*optional*)

- Directly via web-based interfaces
- Embedded into ERP / TMS system
- Through banking partner’s interface
- Via APIs integrated into internal workflows
- Other (please specify)

Section 8: Market View

Q1. What were the top 3 risks your business regarding trade activities in 2025?

- Cybersecurity
- Environmental / climate-related events
- FX volatility
- Geopolitical tensions
- Inflation
- Protectionism / tariffs
- Regulatory changes
- Sanctions
- Supply chain disruptions
- Other (please specify)

Q2. Over the past 12–24 months, how has your use of traditional documentary trade instruments (e.g., guarantees, letters of credit) changed relative to open account trading? [drop-down: traditional documentary trade increased, while open account trading decreased; traditional documentary trade decreased, while open account increased; both decreased; both increased] (*optional*)

Q3. 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%]

Q4. Would these changes impact any of your providers? (*optional*) [drop-down option for each provider cited for Increase Flows / Decrease Flows]

Q5. In which markets are you expecting to start or increase your volume of trade finance activities? (*optional*) [multi-selection from a list]

Q6. How important is digital trade documentation (e.g. electronic bills of lading, digital letters of credit) for your trade finance operations? [rate from 1 (low) to 5 (critical), with option “not applicable”] (*optional*)

Q7. What are the top 3 barriers your organisation faces in adopting digital solutions for trade finance processes? (*optional*)

- Cost
- Counterparty readiness
- Data security concerns
- Implementation turnaround time
- Internal technology barriers
- Lack of legal clarity
- Lack of standards and interoperability
- Other (please specify)
- Resources

Section 9: 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!