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Euromoney Corporate Banking
Trade Finance Survey 2027

Methodology document

Latest updated: September 2026.

EUROMONEY

Intelligence that drives action

Defending margins amid shifting revenue pools

We provide independent, comparable financial performance benchmarks so you can pinpoint underperformance, defend market share and reallocate resources effectively.

Losing visibility into the sentiment shaping client decisions

Our large-scale, industry-wide and global independent satisfaction data uncovers what clients value, enabling you to address pain points, strengthen relationships and capture greater wallet share before competitors do.

Targeting investments that accelerate competitive advantage

Our capability benchmarking identifies concrete strengths, weaknesses and maturity gaps, giving you hard evidence to guide investment, modernise platforms and accelerate product differentiation.

Differentiating in a fast-expanding and highly competitive market

Our rigorous, methodology-driven certification provides independent proof of excellence, helping you demonstrate leadership, strengthen client trust and differentiate meaningfully from competitors in crowded markets.

How your subscription helps your organisation

C-suite

Independent benchmarking to validate and steer strategy

Benchmark financial performance, products and service capabilities against peers to validate your strategic direction or justify recalibration.

Product & Department Heads

Sharper product positioning backed by comparative intelligence

Identify where your products and services lead the market or lag peers to focus investment, refine product strategy and strengthen competitive positioning.

Sales & Relationship Managers

Insights that enhance client conversations

Understand client priorities and perception of your services to showcase strengths versus competitors, grow wallet share and target improvements that sustain performance.

Marketing & Communications

Credible proof points to elevate brand and differentiation

Leverage independent benchmarking and client feedback to amplify your strongest capabilities, sharpen differentiation in competitive markets.

Euromoney Client Sentiment

Hear your clients. Meet their needs.

Client Sentiment research captures the voice of your clients through comprehensive surveys from thousands of corporates, institutions, and high net worth individuals. This intelligence delivers a clear picture of how your services are perceived, validates your strengths, and uncovers areas for improvement. With actionable feedback, you can enhance relationships and align your strategy with client expectations.

45,000+ respondents across 3 studies

EUROMONEY

World's most comprehensive client satisfaction studies

Cash Management Survey

- Coverage: all corporates, including small, medium and large corporates
- Geographic coverage: all continents, 120+ countries
- Data collection method: digital survey

25,000+ corporates

Trade Finance Survey

- Coverage: all corporates, including small, medium and large corporates
- Geographic coverage: all continents, 90+ countries
- Data collection method: digital survey

12,000+ corporates

Financial Institutions Survey

- Coverage: NBFIs (insurance, asset managers, brokers, PEs, funds, fintechs, PSPs, etc.) and institutions with a banking licence
- Geographic coverage: all continents
- Data collection method: digital survey

2,000+ institutions

2027 TF Survey: Detailed Methodology

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Applies for: Corporate respondents.

"Corporate" respondent definition:	A corporate respondent is defined as a non-financial commercial organisation that utilises bank-provided trade finance, working capital, documentary collections, structured trade, etc. to support its operational and strategic financial activities. This includes companies operating across sectors such as, but not limited to: manufacturing, energy, technology, consumer goods, healthcare, infrastructure, transport, telecommunications, etc. Banks and non-bank financial institutions (NBFIs) are captured separately under the Financial Institutions Survey.
Overall scores calculation:	Across all drivers an average is calculated per provider per corporate. Averages will determine a ranking for client service, product, technology and an overall ranking in each geographic position for each provider. If multiple respondents (with the same role – global, regional, domestic) are completing the survey on behalf of the same corporate, their assessment is averaged (simple average). Annual sales /turnover in USD is used to segment the market into: large, medium and small corporates, with the following weigths: x10 for large corporates, 5x for medium corporates and 1x for small corporates.
Geographic definition:	Following classification is used: - Global rankings: 0.5x regional respondents are considered for the global rankings, 1x global respondents; - Regional rankings: 0.5x domestic respondents in that geography, 1x regional respondents, 1x global respondents who are using the provider in the geography. - The latter is determined through Q3 in Section 4: "*For the providers selected, in which region(s) do you use each of the banks? Think about all your trade finance activities.*" - *Africa takes into consideration all providers used for activities in North Africa and Sub-Saharan Africa* - *Asia Pacific takes into consideration all providers used for activities in North, Central, South and East Asia and Oceania* - *Europe takes into consideration all providers used for activities in Central & Eastern and Western Europe* - *Latin America, Middle East and North America do not have any sub-regional splits* - Domestic respondents are only considered for national / regional rankings. Section 1 / Q6.2 – "*country you oversee*" – determines the country of the respondent. Working was updated to align with feedback from other surveys.
Qualifying criteria:	For the global rankings, a ranked provider requires a significant number of votes (generally 5%) coming from respondents in at least 2 different regions. For the regional ranking, a ranked provider requires a significant number of votes (generally 5%) coming from respondents in at least 2 different countries in that region.
List of all rankings:	Top Trade Finance Providers for corporates: global, 6 regions*, national / territorial rankings* Note (*): sample dependent