

# 2019 TRADE FINANCE TRENDS

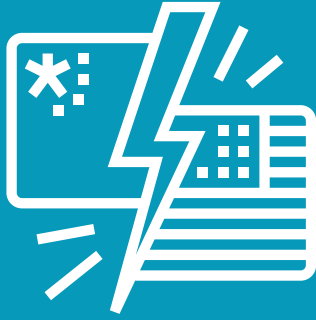
TFG interviewed 20 leading experts in trade, and supply chain finance, summarising the key trends of 2019

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## TRADE WAR - SLOWDOWN IN GROWTH IMPACTS EXPORTERS

**\$420 bn**  
Estimated loss in exporter revenues

Source: Euler Hermes



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## RISE OF REGTECH TO COMBAT INCREASING COMPLIANCE HURDLES

**100%**

of respondents stated increased compliance and regulatory requirements were a key challenge



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## OPTIMISM IN EMERGING AND DEVELOPING ECONOMIES



Open account trade grew

Correspondent bank de-risking measures continued

Services sector growth doubled

Demise of the WTO left poorer countries without a mechanism to level playing field

More young people and women owned businesses than ever before

World bank growth forecasts downgraded



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## DLT IN TRADE MOVES BEYOND PROOF OF CONCEPT

**39**

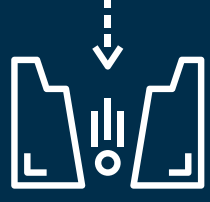
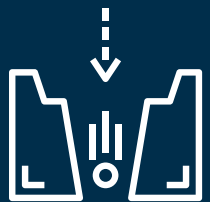
Consortia & companies using DLT to disrupt trade

Source: ICC, TFG, WTO Study, 2019



**\$1.5 TN**

## TRADE FINANCE GAP



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## TRADE FINANCE COMPETITION COMING FROM ASIA



"New competition entering the market from the East, particularly from China with Ant Financial offering its 38 million SME customer base trade finance solutions."

- Cecile Andre Leruste  
Accenture

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## FOCUS ON SUSTAINABLE FINANCE

**\$2.5 tn**

Estimated annual financing required to address the 17 SDG's



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## OPEN ACCOUNT TRADE CONTINUES TO GROW

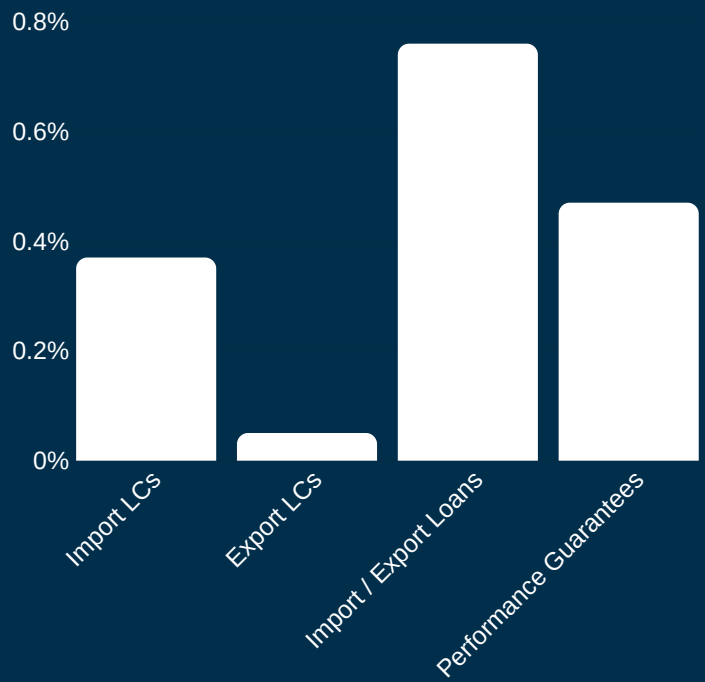


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## TRADE FINANCE AS AN ASSET CLASS

Low default rates on trade finance (right). Average default rates indicated on the right (when weighted by obligors)

Source: 2018 ICC Trade Register



SIMON PARIS  
FINASTRA



SUKAND  
RAMACHANDRAN  
BCC



VINCO DAVID  
BERNE UNION



SEAN EDWARDS  
ITFA



CHARLES  
BRYANT  
EESPA



STEVEN BECK  
ADB



DAVID BISSCHOP  
ICC BANKING  
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EULER  
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TRADEIX /  
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