

Working capital finance

Navigating the landscape: from global corporate bank alignment, risk vs relationship, the change in technology and implications of cloud. Explore the trade landscape in our series of white papers:

In partnership with East and Partners, in a global survey covering...

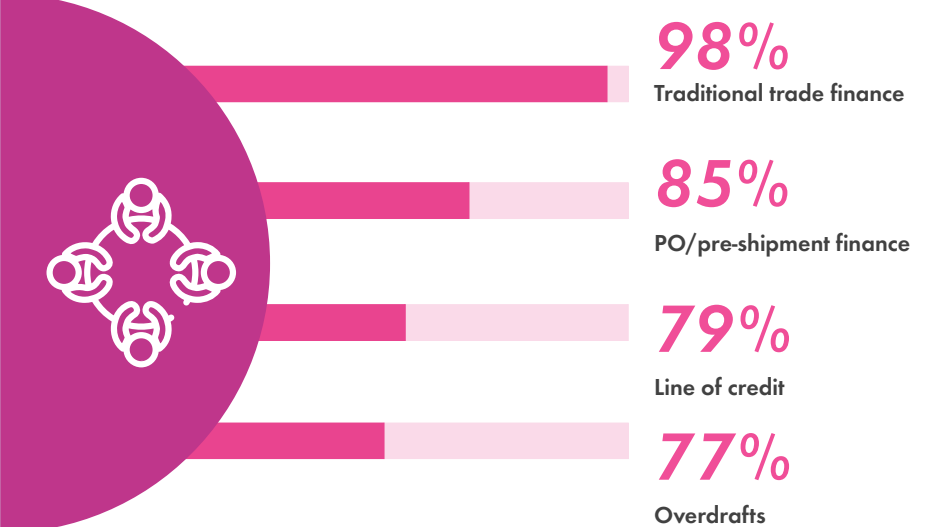


...with the aim in understanding whether corporate banks and their clients are aligned.

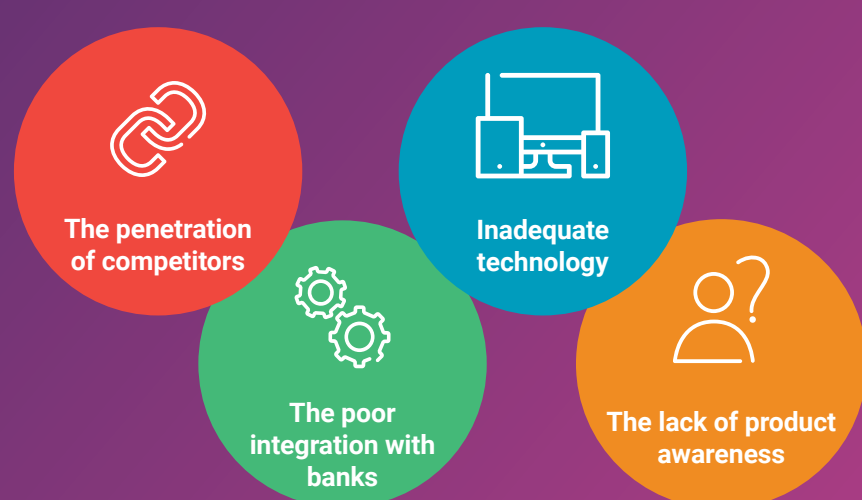
Financing products offered by corporate banks



Financing products used by corporate treasurers



With key drivers of this supply-demand gap being



Although, corporate treasurers still see their bank as their trusted advisor:

80% Prioritize their broader relationship with the bank when considering financing their supply chain

But the barrier to access funding is high, with corporate banks considering:

100% Credit worthiness of their corporate client as a key priority

So, how will corporate banks differentiate themselves?

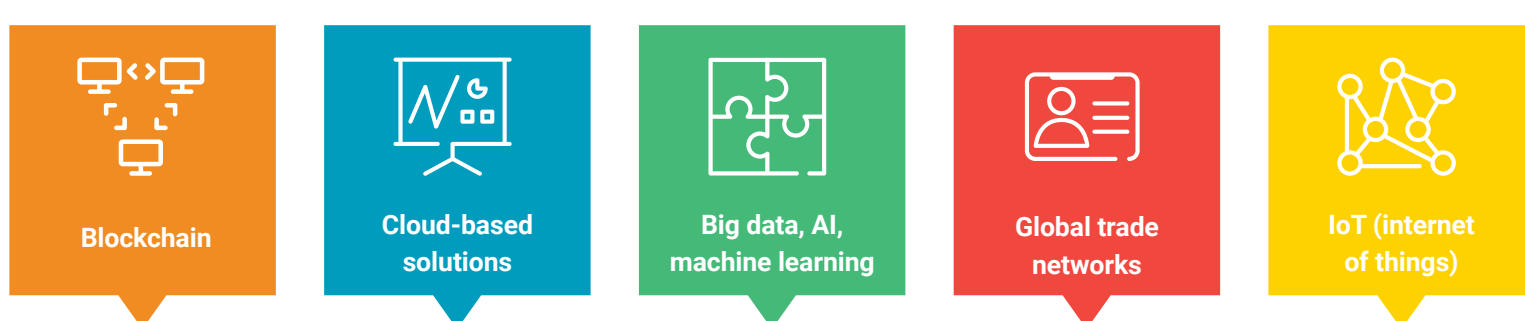


Corporates are not solely waiting for banks

45.5%
Are also already working with third-party technology vendors on cloud-based solution

Meaning that corporate banks who can leverage

the most pertinent technologies in supply chain finance



can take advantage of delivering a unique and differentiating proposition in the market

It's time to act now

1. Evaluate your alignment to your corporate clients
2. Manage to minimize your supply chain finance risks
3. Review the opportunities in the technological ecosystem
4. Adapt and adopt cloud to enhance services

To find out more about the full findings, we invite you to access our webpage on **Working capital finance** sponsored by Finastra.

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