

League tables

Full year 2019



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Welcome to the league table report for the Full year 2019. This report is a compilation of different online league tables **as they stood on the 13-02-2019**. The tables normally have small variations over time because we keep receiving new deals closed in 2019 as lenders receive permission from the borrowers to disclose them. The latest table can be visited online [following this link](#).

The methodology that we follow to illustrate these tables can also be found online [on this link](#).

In addition, we offer a range of products where the data can be dissected and analysed so you can have a better assessment of where that market is and where your company sits in the market, whether you belong to a financial institution, export credit agency, exporter, law firm or company interested in borrowing. Contact us for a trial now.

Our mission is to provide comprehensive and credible data to the industry and we are moving forward immensely in this regard. We would like to thank the institutions that currently provide us with data and encourage those that do not to join us in making this industry's data more transparent and accurate. Accurate data will help to better explain the export finance product internally and externally, as well as enhance reporting, research, benchmarking and business development in the sector. We hope you find this report valuable and engaging.

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Top 15 Financial institutions. ECA deals including commercial tranches

MLA				
		\$m	No	Share (%)
1	Santander Bank	7,608	50	11.1%
2	BNP Paribas	5,493	37	8.1%
3	Credit Agricole	5,021	33	7.4%
4	HSBC	3,980	26	5.8%
5	Standard Chartered	3,704	24	5.4%
6	Société Générale	3,527	25	5.2%
7	ING Bank	2,489	28	3.6%
8	SMBC	2,127	15	3.1%
9	MUFG	2,126	12	3.1%
10	KfW IPEX-Bank	1,873	18	2.7%
11	Bank of China	1,773	7	2.6%
12	Mizuho	1,731	14	2.5%
13	BBVA	1,719	22	2.5%
14	Natixis	1,581	10	2.3%
15	DZ Bank	1,301	7	1.9%

Lender				
		\$m	No	Share (%)
1	Santander Bank	7,419	50	10.0%
2	BNP Paribas	5,337	40	7.4%
3	Credit Agricole	4,287	35	5.8%
4	Société Générale	3,563	30	4.8%
5	HSBC	3,374	28	4.5%
6	Standard Chartered	3,229	29	4.4%
7	SMBC	3,256	26	4.4%
8	KfW IPEX	2,893	32	3.9%
9	Bank of China	2,616	9	3.5%
10	ING Bank	2,494	32	3.3%
11	MUFG	2,159	19	2.9%
12	Mizuho	2,003	22	2.7%
13	BBVA	1,688	22	2.3%
14	Natixis	1,552	12	2.1%
15	China Construction Bank	1,395	2	1.9%

Top 15 Financial institutions. ECA tranches only

Lender				
		\$m	No	Share (%)
1	Santander Bank	7,122	50	13.7%
2	BNP Paribas	4,615	39	8.9%
3	Credit Agricole	3,579	34	6.9%
4	HSBC	3,011	25	5.8%
5	Société Générale	2,857	28	5.5%
6	Standard Chartered	2,816	27	5.4%
7	KfW IPEX	2,510	30	4.8%
8	SMBC	2,050	16	3.9%
9	ING Bank	1,960	30	3.8%
10	BBVA	1,405	20	2.7%
11	MUFG	1,318	12	2.5%
12	Natixis	1,184	9	2.3%
13	Mizuho	1,176	11	2.3%
14	Citi	1,116	10	2.1%
15	Deutsche Bank	1,076	11	2.1%

League tables full year 2019

League tables: emerging markets and Africa



Top lenders in emerging markets*

Overall				
		\$m	No	Share (%)
1	Standard Chartered	912	12	10.2%
2	ING Bank	640	10	7.1%
3	MUFG	619	6	6.9%
4	SMBC	605	7	6.8%
5	HSBC	595	7	6.6%
6	Deutsche Bank	514	6	5.7%
7	Credit Agricole	461	5	5.1%
8	BNP Paribas	354	6	3.9%
9	KfW IPEX	343	5	3.8%
10	Santander	324	2	3.6%
11	Commerzbank	311	17	3.5%
12	ANZ	290	2	3.2%
13	Société Générale	256	3	2.9%
14	Lloyds Bank	217	2	2.4%
15	BBVA	185	2	2.1%

*Lower-middle income & low income countries according to the world bank classification

ECA Tranches				
		\$m	No	Share (%)
1	Standard Chartered	835	11	11.3%
2	HSBC	590	6	8.0%
3	MUFG	504	4	6.8%
4	ING Bank	494	9	6.7%
5	SMBC	490	5	6.7%
6	Credit Agricole	449	5	6.1%
7	Deutsche Bank	432	6	5.9%
8	KfW IPEX	340	5	4.6%
9	BNP Paribas	316	6	4.3%
10	Commerzbank	309	17	4.2%
11	ANZ	290	2	3.9%
12	Santander	232	2	3.2%
13	Lloyds Bank	200	2	2.7%
14	BBVA	185	2	2.5%
15	Société Générale	149	2	2.0%

Top lenders in Africa



Overall				
		\$m	No	Share (%)
1	Standard Chartered	505	8	13.9%
2	Deutsche Bank	450	5	12.4%
3	ING Bank	386	6	10.6%
4	SMBC	348	3	9.6%
5	Société Générale	256	3	7.1%
6	BNP Paribas	249	4	6.9%
7	Santander	223	2	6.2%
8	Credit Agricole	221	2	6.1%
9	Lloyds Bank	217	2	6.0%
10	BBVA	110	1	3.0%
11	KfW IPEX	80	1	2.2%
12	Dekabank	79	1	2.2%
13	HSBC	75	3	2.1%
14	Mashreq Bank	44	1	1.2%
14	Natixis	44	1	1.2%

ECA Tranches				
		\$m	No	Share (%)
1	Standard Chartered	428	7	15.0%
2	Deutsche Bank	381	5	13.4%
3	SMBC	348	3	12.2%
4	ING Bank	240	5	8.4%
5	BNP Paribas	211	4	7.4%
6	Credit Agricole	209	2	7.3%
7	Lloyds Bank	200	2	7.0%
8	Société Générale	149	2	5.2%
9	Santander	131	2	4.6%
10	BBVA	110	1	3.9%
11	KfW IPEX	80	1	2.8%
12	Dekabank	79	1	2.8%
13	HSBC	70	2	2.5%
14	Intesa Sanpaolo	34	1	1.2%
15	Commerzbank	28	1	1.0%



Top lenders in Asia (inc. Asia, Asia Pacific, Australasia and Russia CIS)



Overall				
		\$m	No	Share (%)
1	Bank of China	1,870	5	5.9%
2	SMBC	1,610	12	5.1%
3	MUFG	1,595	12	5.0%
4	China Construction Bank	1,395	2	4.4%
5	BNP Paribas	1,341	11	4.2%
6	Mizuho	1,239	11	3.9%
7	ING Bank	1,233	13	3.9%
8	Société Générale	1,125	8	3.5%
9	HSBC	1,073	9	3.4%
10	Credit Agricole	1,071	9	3.4%
11	Gazprombank	969	1	3.1%
11	Sberbank	969	1	3.1%
11	VTB Bank	969	1	3.1%
12	Standard Chartered	878	2	2.8%
13	Commerzbank	396	26	2.5%

ECA tranches				
		\$m	No	Share (%)
1	MUFG	1,046	8	5.3%
2	ING Bank	1,033	13	5.3%
3	BNP Paribas	963	10	4.9%
4	Mizuho	894	6	4.6%
5	SMBC	888	6	4.5%
6	Credit Agricole	880	9	4.5%
7	HSBC	792	7	4.0%
8	Société Générale	785	7	4.0%
9	Standard Chartered	763	8	3.9%
10	Commerzbank	683	25	3.5%
11	Santander Bank	638	4	3.3%
12	Natixis	556	5	2.8%
13	Credit Suisse	498	2	2.5%
14	DZ Bank	487	5	2.5%
15	UniCredit	470	9	2.4%

Top lenders in Americas (Latin America, North America)



Overall				
		\$m	No	Share (%)
1	Santander Bank	3,273	26	23.6%
2	BNP Paribas	1,713	13	12.4%
3	HSBC	1,608	13	11.6%
4	Credit Agricole	1,253	14	9.0%
5	KfW IPEX-Bank	1,076	13	7.8%
6	Société Générale	790	9	5.7%
7	SMBC	694	5	5.0%
8	BBVA	666	7	4.8%
9	Mizuho	550	7	4.0%
10	Citi	424	3	3.1%
11	ING Bank	243	3	1.8%
12	Scotia Bank	175	1	1.3%
12	Bank of China	175	1	1.3%
13	Natixis	151	3	1.1%
14	JP Morgan	127	3	0.9%

ECA tranches				
		\$m	No	Share (%)
1	Santander Bank	3,242	26	26.6%
2	BNP Paribas	1,673	13	13.7%
3	HSBC	1,608	13	13.2%
4	KfW IPEX-Bank	1,076	13	8.8%
5	Credit Agricole	999	13	8.2%
6	Société Générale	790	9	6.5%
7	BBVA	533	6	4.4%
8	SMBC	443	3	3.6%
9	Citi	424	3	3.5%
10	Mizuho	269	3	2.2%
11	ING Bank	203	3	1.7%
12	JP Morgan	127	3	1.0%
13	BayernLB	96	1	0.8%
14	DZ Bank	96	1	0.8%
15	LBBW	93	2	0.8%

League tables full year 2019

League tables: Europe & Middle East



Top lenders in Europe



Overall				
		\$m	No	Share (%)
1	BNP Paribas	1,457	9	13.5%
2	Santander Bank	1,002	9	9.3%
3	Credit Agricole	833	5	7.7%
4	KfW IPEX-Bank	593	5	5.5%
5	Societe Generale	559	5	5.2%
6	DZ Bank	475	3	4.4%
7	ING Bank	438	8	4.1%
8	MUFG	374	3	3.5%
9	Credit Industriel et Commercial	361	2	3.3%
10	SMBC	272	3	2.5%
11	Barclays	247	2	2.3%
12	Natixis	246	1	2.3%
12	UBS	246	1	2.3%
13	Shinsei Bank	229	2	2.1%
13	Norinchukin Bank	229	2	2.1%

ECA Tranches				
		\$m	No	Share (%)
1	BNP Paribas	1,082	9	16.3%
2	Santander Bank	923	9	13.9%
3	Credit Agricole	647	5	9.7%
4	Societe Generale	381	5	5.7%
5	KfW IPEX-Bank	328	5	4.9%
6	ING Bank	289	7	4.4%
7	DZ Bank	288	3	4.3%
8	Credit Industriel et Commercial	250	2	3.8%
9	Natixis	246	1	3.7%
10	UBS	246	1	3.7%
11	MUFG	197	2	3.0%
12	JP Morgan	180	2	2.7%
13	HSBC	156	2	2.3%
14	Citi	153	3	2.3%
15	Standard Chartered	150	2	2.3%

Top lenders in Middle East



Overall				
		\$m	No	Share (%)
1	Santander Bank	1,842	8	13.1%
2	Standard Chartered	1,740	11	12.4%
3	ICBC	979	2	7.0%
4	Credit Agricole	909	5	6.5%
5	Société Générale	833	5	5.9%
6	BNP Paribas	776	3	5.5%
7	China Minsheng Bank	667	1	4.8%
8	KfW IPEX Bank	640	6	4.6%
9	Bank Of China	455	2	3.2%
10	HSBC	435	1	3.1%
11	Deutsche Bank	426	2	3.0%
12	BBVA	400	1	2.9%
13	Natixis	365	2	2.6%
14	JP Morgan	348	2	2.5%
15	SMBC	332	3	2.4%

ECA tranches				
		\$m	No	Share (%)
1	Santander Bank	1,747	8	17.1%
2	Standard Chartered	1,475	10	14.4%
3	Credit Agricole	845	5	8.3%
4	Société Générale	752	5	7.4%
5	BNP Paribas	686	3	6.7%
6	KfW IPEX Bank	601	5	5.9%
7	Bank of China	455	2	4.5%
8	Deutsche Bank	426	2	4.2%
9	BBVA	400	1	3.9%
10	HSBC	385	1	3.8%
11	JP Morgan	348	2	3.4%
12	ICBC	313	1	3.1%
13	SMBC	293	2	2.9%
14	Natixis	290	1	2.8%
15	ING Bank	194	2	1.9%

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