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The Nordic Region
Special Focus

Applying Swedish style to trade finance



Interested in the emerging markets has heightened among Swedish corporations. Trade finance is one way exporters can support their overseas growth, but Sweden's trade banks will need to ensure they can offer an efficient service to secure their business, writes Rebecca Spring.

In mid-April, Eriksson, one of the world's largest international equipment providers, secured two major contracts with US\$ 400m and US\$ 100m respectively. The contracts are for the supply of heavy machinery to the US market via emerging markets such as Cambodia or Vietnam.

Richard van Sijbe, senior vice-president based in Stockholm, Sweden, at Handelsbanken, also observes: "Our biggest markets are still in Europe, China and India, but we are also looking to see new potential in the areas of emerging markets such as Cambodia or Vietnam."

We are also starting to see some potential in the newer very emerging markets such as Cambodia or Vietnam

Supporting the supply chain
Sweden's SEB Bank has a well-established track record in trade finance. "Trade finance goes back to us with US\$ 1.5bn in a long history which has helped us become a leader in the industry," observes Eriksson. "From the start, trade finance was all about risk mitigation. Today, our clients see it as one part of another suite – demanding efficient access to working capital."

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The Nordic Region
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Navigating the Nordic market



Despite a high level of competition for business in Denmark and Norway, the trade finance market still manages to attract new players. Rebecca Spring reviews bank tactics and economic developments in the Nordic region.

"The banking landscape has been a bit of a mess in the last few years, but it's still a very competitive market," says Eriksson. "We've seen a lot of consolidation, but the market is still very active. There's a lot of new money coming in, and that's a good sign for the industry."

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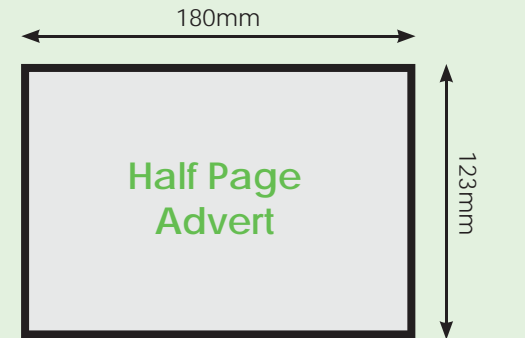
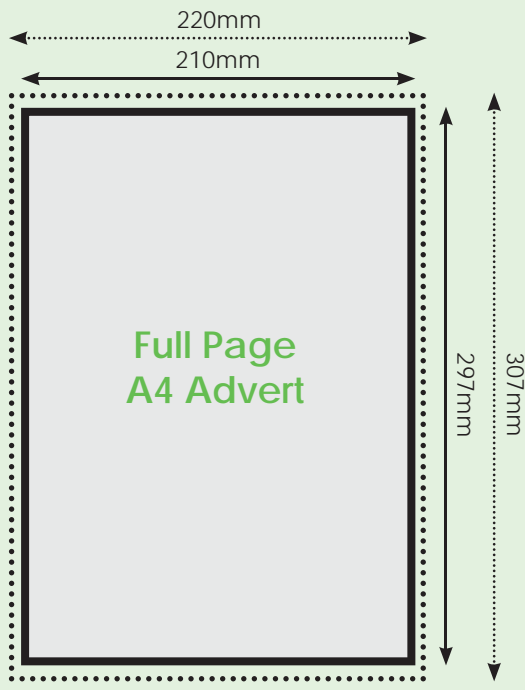
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