

ComBank Adjudged Best Trade Finance Bank In Sri Lanka

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Naveen Sooriyachchi, Deputy General Manager – Corporate Banking, Commercial Bank with the 'Best Trade Finance Bank in Sri Lanka' award from Asian Banker magazine.

The Commercial Bank was declared as the 'Best Trade Finance Bank in Sri Lanka' for the third year in a row at the 2020 Asian Banker Transaction Awards, in recognition of its achievements in cash management, payments, and trade finance. This accolade was conferred on Commercial Bank following a thorough evaluation by the magazine with an audit-based approach. The rigorous selection process took place over several months and involved feedback and interviews with all constituents in a position to comment on the candidates. It was anchored by a panel of global leaders and subject matter experts as advisors. A survey of domestic institutions that use Commercial Bank's trade finance services, corroborated by interviews and an evaluation of changes in the market share of competitors, the size and strategic importance of the transaction business as a percentage of the Bank's business, the contribution of the transaction business to total income, the growing annuity value of the business, core and recurrent customer base and the benefits of processing efficiencies and cost management that are passed on to the Bank's clients were among the determining factors that led to the Bank winning this award. Asian Banker also looked at the unique features of the Bank's fee-based products and services that are not dependent on credit as the primary relationship and the value they provide to clients. The key achievements of the Bank in the year under review was also

analysed before bestowing the 'Best Trade Finance Bank in Sri Lanka' title on Commercial Bank. Some of the products and services offered by the Bank that contributed towards winning this award include: online Sri Lanka Ports Authority Payment Gateway, the 'Biz Club' for SME clients engaged in trade, door-to-door delivery of letters of credit, import documents and guarantees, financing of offshore business operations of local companies, and organization of awareness programs for trade-related clients. Other innovative product offerings introduced in the year to support trade finance operations were provision of foreign exchange market and economic updates, simplifying and providing online exchange rates on trade deals, and expediting the credit evaluation and approvals process by setting up a separate unit.