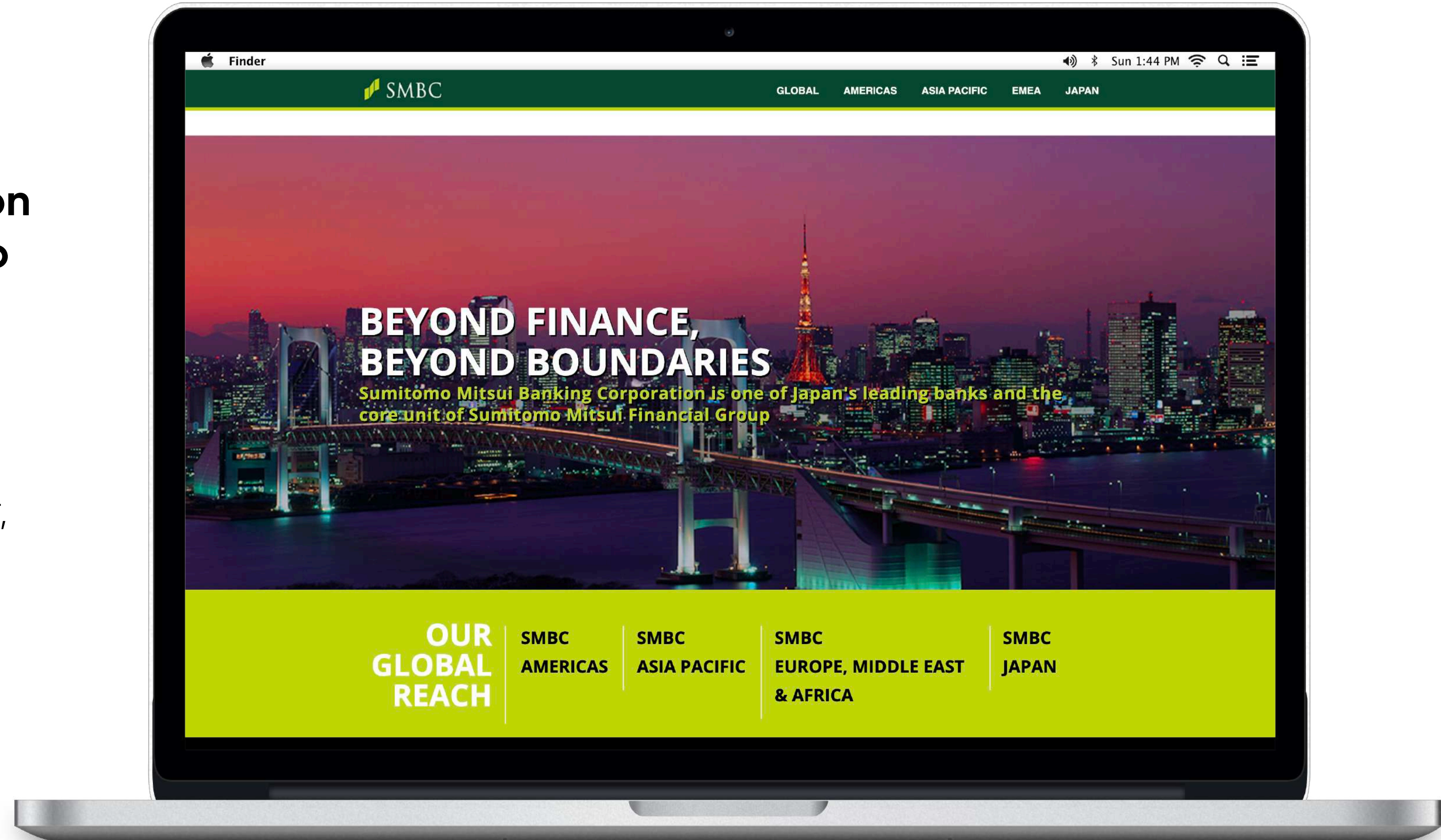


Customer Success Story

SMBC Group

Sumitomo Mitsui Banking Corporation is using Komgo's "Market" solution to communicate appetite for open account and documentary credit deals with corporates.

We asked Nigel Scott, Managing Director, Global Head of Structured Trade and Commodity Finance, for his teams' feedback on the tool and the impact for the business.



About SMBC

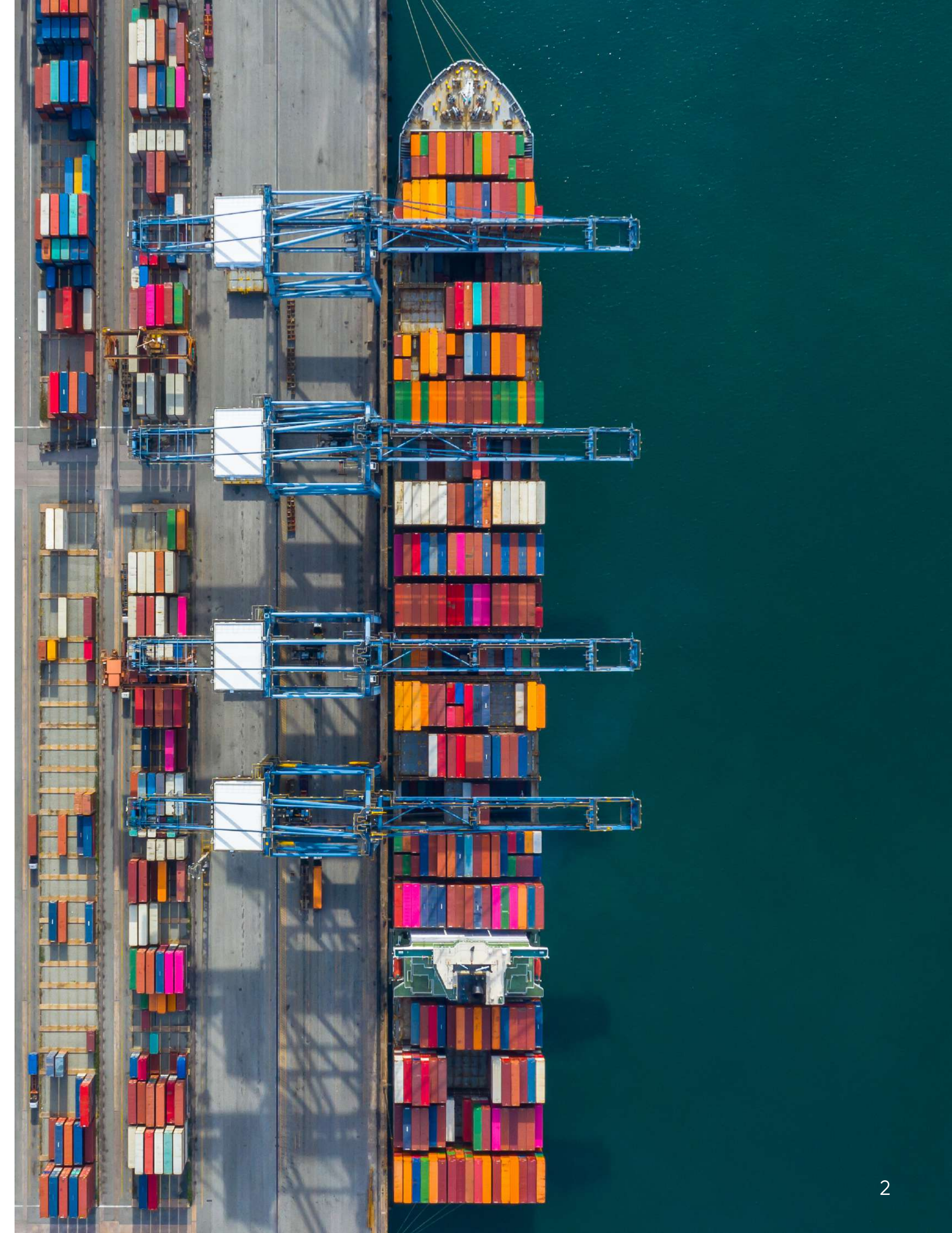
SMBC Group is a leading global financial institution with deep roots in trade and commodity finance. Their expert team of professionals delivers and executes trade finance deals across the world through the provision of bespoke financing structures for customers.

01/

Customer solutions range from import and export letters of credit, bonding and payment guarantees through to more structured products such as supply chain and receivables finance, various forms of commodity finance and export credit agency finance.

02/

SMBC Group is continuously creating new and innovative ways to serve its customers' financial and sustainability goals. The bank's investment in digital processes and platforms enables digital delivery of many products and services, including documentary credit and open account transactions performed via Komgo's "Market" solution.



SMBC's Needs

Innovation is key to SMBC's objective of being one of the top CTF banks globally. Indeed, commodity trade finance is a priority segment for the bank which sees an opportunity in the newly evolving landscape.

01/
SMBC was motivated by agility, speed and efficiency. They wanted to reduce the administrative burden while improving governance and assurance.

02/
Above all, use of Komgo in general and "Market" in particular is driven by a strategic purpose for the business - to improve quality of service for existing clients and expand business reach.

"Apps have transformed the user experience in retail, they've helped firms increase engagement with clients."

**Nigel Scott, Managing Director, Global Head of Structured Trade and Commodity Finance
SMBC Group**

Komgo's Expert Solutions

"Market" allows credit providers to better service new and existing clients by streamlining pricing exchanges and giving visibility on lines and appetite.

01/

Manage all risk cover, discounting and treasury activities with multiple corporates; quote and book documentary credit and open account transactions, or exchange information on deposits and loans.

03/

Provide an elegant and proactive service to customers, who require a constant flow of time-sensitive information about appetite, availability and pricing. Respond faster and win new business.

02/

Improve returns, monitor demand, promote credit line availability and automatically exchange information with more parties, more often.

"In terms of new business, it led to a lot of interesting conversations."

*Screen for demo purposes only

Bank confirmation / discounting: issuing banks dashboard

This is an aggregated view of all issuing banks credit appetite information entered by your organisation in komgo. Such information is only visible by members of your organisation depending on their permissions and is not shared with counterparties without your consent.

Requests Issuing banks

Latest (37) History (44) Search Filters

ISS...	COUNTRY	REQUESTS	APPETITE	CREDIT LIMIT	AVAILABILITY	MIN CONFIR...	MAX TENOR	STATUS	LAST UPDATED ↓
H...	China	0	Yes	\$ 50,000,0...	Yes	1.00 %	60 days	LATEST	2021/05/21
BA...	Algeria	●	Yes	\$ 5,000,000	Yes	-	-	LATEST	2021/05/17
BA...	Algeria	●	No	\$ 5,000,000	Yes	-	-	LATEST	2021/05/17
C...	China	0	Yes	\$ 50,000,0...	Yes	1.25 %	90 days	LATEST	2021/05/07
K...	India	●	Yes	\$ 15,000,0...	Yes	2.50 %	180 days	LATEST	2021/05/06
DB...	China	0	Yes	-	Yes	-	-	LATEST	2021/04/26
BA...	Hong Kong	0	Yes	-	Yes	1.50 %	180 days	LATEST	2021/04/21
TH...	Canada	0	Yes	\$ 100,000,...	Yes	2.50 %	0.2 days	LATEST	2021/04/14

Export to

Feedback & Results

SMBC had a clear idea of what success would mean. The solution had to achieve scale, be accepted by and drive tangible results for users in the business, and be applicable across several entities of the group in different regions.

01/

The time to production was especially fast as SMBC scaled from its first transaction in August 2020, surpassing its 100th transaction in mid-2021.

02/

Three entities have been onboarded: Brussels, Singapore and Dubai.

03/

SMBC ranks in the top three banks on "Market" in terms of both lines advertised and transactions booked.

\$2.6bn

Value of transactions in 1st year

50+

Users

from front, middle and back office

600%

Increase in deal volume with one client thanks to "Market"

10+

Clients

served on "Market"

“We’re definitely hitting or exceeding expectations with regards the number of transactions and new clients.

Market compares very favourably to other platforms in the same area.”

**Nigel Scott, Managing Director, Global Head of Structured Trade
and Commodity Finance
SMBC Group**

What's Next for SMBC?

The successful rollout of "Market" is further strengthening the bank's position on data, digitalisation and security.

01/

The goal now is to scale the solution to additional SMBC entities in EMEA and the Americas.

03/

Integrating with the bank's internal systems will further accelerate data and information sharing with its customers, enabling more automation and efficiency savings.

02/

The bank also sees clear benefits in integrating, which thanks to "Market's" open API architecture is a quick and straight-forward proposition.

04/

In terms of new features or workflow coverage, the bank welcomes the introduction of secondary market functionality, which has the potential to further digitalise inter-bank exchanges.

"Our teams are really excited about it.

We see Komgo solutions as key enablers to retain and grow market share."

**Nigel Scott, Managing Director, Global Head of Structured Trade and Commodity Finance
SMBC Group**

Contact us

To learn what Komgo can do for your business.

Request A Slot

