

# Santander, world leader in export finance in 2022

- The Group topped the ranking with 40 transactions amounting to \$8.081 billion, giving it an international market share of 12.1%.
- The Bank's global capabilities, combined with local knowledge of all the sectors and markets where its clients operate, has enabled Santander to get ahead of the competition in a year marked by a significant increase in the volume of transactions.

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Santander Corporate & Investment Banking (Santander CIB) ended 2022 as the global leader in export finance, with transactions amounting to \$8.081 billion (€7.445 billion at current exchange rates), and a market share of 12.1%. Over the last financial year, Santander participated in 40 international transactions offering financing, through Export Credit Agencies (ECA) to support the international activity of medium-sized businesses and large multinationals.

Santander CIB has a strong relationship with all ECAs worldwide, which, as well as its in-depth knowledge of the markets and industries where its clients operate, has enabled the bank to top the list published by Dealogic, one of the most widely used tools for analysing the performance, trends, activity and market share of financial institutions in this market.

The macroeconomic and geopolitical context last year favoured greater market dynamism in regions such as the Middle East, Africa and Asia where Santander, together with its global customer base, was able to lead the market at regional level, in addition to its global leadership position.

**José Luis Calderón, global head of Global Transaction Banking (GTB) at Santander CIB**, said: *'We are extremely happy to see Santander playing such a key role in this industry. We have been relentlessly investing in the business for the last two decades, getting closer to our clients, connecting sponsors, exporters, importers, ECAs and investors worldwide and innovating with the development of new products and structures with the main ECAs. We have been able to connect EMEA, the Americas and APAC to maximize our capacity to deliver the financial solutions our clients expect, not only for the big multinational companies but for mid-size enterprises as well.'*

Credit insurance from ECAs and other multilateral institutions is one of the main public financial support instruments for company internationalisation, helping companies to obtain financing on competitive terms with specialised products tailored to their needs and mitigating the risks associated with cross-border activity. Last year saw strong activity from European agencies such as Euler Hermes (Germany) and UKEF (UK), as well as Asian agencies with Kexim (South Korea) playing a prominent role.

In recent years, Santander CIB has been developing its Export & Agency Finance (EAF) business focusing on import and export customers. As such, it has designed innovative products hand in hand with ECAs, with a combination of global and local origin and structuring capabilities which are the basis of the franchise's success.

### Corporate Communication

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Guillermo Hombravella, global head of Export & Agency Finance, said: "Obtaining results like this and leading global rankings in the export finance business is made possible thanks to our relationship with our customers, our ability to understand their needs and the profound knowledge of ECAs and their products that the team has on a global level."

#### Global ECA Financing Volume by MLA – FY 2022

Rank	Mandated Lead Arranger	Vol. \$m	Deals	%Share
1	Santander	8,081	40	12.1
2	BNP Paribas	6,827	51	10.2
3	HSBC	4,045	27	6.1
4	Sumitomo Mitsui Financial Group	3,884	22	5.8
5	Credit Agricole CIB	3,828	29	5.7
6	SG Corporate & Investment Banking	3,333	27	5.0
7	Standard Chartered Bank	3,055	29	4.6
8	Citi	2,748	17	4.1
9	JPMorgan	2,621	22	3.9
10	Deutsche Bank	1,801	11	2.7
	<b>Total</b>	<b>66,855</b>	<b>187</b>	<b>100.0</b>

**Banco Santander** (SAN SM, STD US, BNC LN) is a leading commercial bank founded in 1857 with its headquarters in Spain. It has a significant presence in ten core markets in the regions of Europe, North America and South America, and is one of the largest banks in the world by market capitalisation. Santander aspires to be the best open financial services platform for individuals, SMEs, companies, financial institutions and governments, and its purpose is helping people and businesses prosper by doing things in a way that is Simple, Personal and Fair. Santander is making progress in the field of responsible banking for which it has established number of objectives including the provision of €120 billion in green funding from 2019 to 2025, and bringing about the financial inclusion of 10 million people in the same period. At the end of 2021, Banco Santander had €1.15 billion in total customer funds, 153 million customers, of which 25.4 million are loyal customers and 47.4 million are digital, 9,900 branches and 197,000 employees.

**Santander Corporate & Investment Banking (Santander CIB)** is Santander's global division that supports corporate and institutional clients, offering tailored services and value-added wholesale products suited to their complexity and sophistication, as well as to responsible banking standards that contribute to the progress of society.