

CASE STUDY

Leveraging Trade Data at a Bank to Assess Clients' Business Activities

THE CLIENT:

A medium-sized bank in Mexico

USERS:

The compliance department

This Mexican-based bank handles thousands of international transactions each day to support local businesses that are importing/exporting goods from/to countries around the world. The compliance department is responsible for undertaking due diligence on the bank's clients involved in these transactions. Team members wanted to utilize a broader set of information to verify each client's business dealings to make sure that bank monies were being used appropriately.



Pain Points

The sheer volume of international transactions taking place each day was making it challenging for the compliance department to stay on top of its due diligence responsibilities. Team members needed a faster and more automated way to check details about a client's business and verify their international shipments. In particular, the team wanted access to:

- **Profile information on companies** that showed their lines of business and locations.
- **Access to detailed trade data** to look at buyers and sellers of international goods that involved bank clients.
- **A data delivery option** to feed extensive export and import information into an internal system for further analysis.

The team evaluated S&P Global Market Intelligence's ("Market Intelligence") Panjiva international trade solution that tracks supply data from retailers, exporters, and shippers across a myriad of countries, industries, and commodities.

The compliance department wanted easy access to additional company-specific information and trade data to help streamline its internal oversight procedures.



The Solution

Panjiva data can be accessed via a powerful web-based platform or data feeds to an internal system. The compliance department wanted to use both options, which enabled team members to:



Understand a company's business

Company-specific details include location, current trading partners, shipping volume year-over-year, company revenue, employee count, and more. Information is also available on the names, titles, phone numbers, and email addresses of key personnel at over one million companies.



Review trade shipments

Coverage includes over 1 billion transaction records, 13 million company-to-company relationships, and approximately 40% of global merchandise traded by dollar value.¹ The records include importer and exporter company names, product details, dollar values, harmonized international trade (HS) codes, and more.



Streamline the process for handling large amounts of data

Xpressfeed is a proprietary data loading and maintenance technology, providing a reliable and efficient solution to data delivery and management to have a fully-populated internal database up and running quickly.

¹ All data as of May 2020. The calculation for the percent of global merchandise is based on proprietary algorithms in addition to 2016 Global Merchandise Trade by Value data reported to UN Comtrade, the International Trade Statistics database, by the participating governments. As of August 28, 2018.



Key Benefits

Members of the compliance team benefitted from many elements of the Panjiva offering, including the ability to:

- **Easily evaluate thousands of transactions** by automating the data gathering process.
- **Gain insight** into a customer's business activities.
- **Understand international buying-selling relationships** with broad shipment data for countries around the world.
- **Efficiently maintain an internal database of trade data** with a reliable data delivery system.

[Click here for more information on Panjiva's trade solution.](#)

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