

2020 Greenwich Leaders: U.S. Middle Market Banking

Q1 2021

The 2020 Greenwich Share Leaders for U.S. Middle Market Banking are Wells Fargo, Bank of America, Chase, PNC Bank, and Truist. These providers represent the largest market shares in commercial banking among businesses with sales of \$10–500 million across the United States.

Greenwich Share Leaders — 2020



U.S. Middle Market Banking Market Share

Bank	Market Share	Statistical Rank
Wells Fargo	8.5%	1
Bank of America	7.6%	2T
Chase	8.1%	2T
PNC Bank	4.9%	4T
Truist	4.9%	4T

Note: Based on over 11,000 interviews with businesses with sales of \$10–500 million across the country. Comparisons are based on all banks covered across the United States.

Source: Greenwich Associates 2020 Commercial Banking Program; Greenwich Associates Money in Motion: Explorer

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METHODOLOGY

Based on over 11,000 interviews with businesses with sales of \$10–500 million across the United States. Share leaders are based on the proportion of the dollars available that is earned by the bank. Market Share is derived via: The total dollars available (Market Size), the proportion of companies that use the bank (Penetration), the proportion of the total Market Size those companies represent (Dollar-Weighted Penetration), and the proportion of those clients' total spend/balances that is earned by the bank (Share of Wallet).

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