

# 2022 Greenwich Leaders: U.S. Large Corporate Banking, Cash Management and Trade Finance

Q1 2023

The following tables present the complete list of 2022 Greenwich Share and Quality Leaders in U.S. Large Corporate Banking, Cash Management and Trade Finance, as well as the 2022 Greenwich Excellence Awards.

## Greenwich Share and Quality Leaders — 2022



### U.S. Large Corporate Banking Market Penetration

Bank	Total Relationships	Statistical Rank
Bank of America	81%	1
J.P. Morgan	76%	2
Wells Fargo	70%	3
Citi	55%	4
U.S. Bank	44%	5

### U.S. Large Corporate Banking Quality

Bank
Bank of America
J.P. Morgan

### U.S. Large Corporate Cash Management Market Penetration<sup>1</sup>

Bank	Total Relationships	Statistical Rank
J.P. Morgan	66%	1T
Bank of America	65%	1T
Wells Fargo	47%	3T
Citi	46%	3T
HSBC	33%	5

### U.S. Large Corporate Cash Management Quality<sup>1</sup>

Bank
Bank of America
J.P. Morgan

### U.S. Large Corporate Trade Finance Market Penetration<sup>2</sup>

Bank	Total Relationships	Statistical Rank
J.P. Morgan	55%	1
Bank of America	42%	2
Citi	34%	3
Wells Fargo	27%	4T
HSBC	24%	4T

### U.S. Large Corporate Trade Finance Quality<sup>2</sup>

Bank
J.P. Morgan

Note: Based on responses from 265 U.S. firms with \$2 billion or more in sales for large corporate banking, 307 responses from firms with \$2 billion or more in sales for large corporate cash management and 130 firms for large corporate trade finance. Share leaders are based on total relationships, including ties. Market penetration refers to the proportion of companies interviewed that consider each bank one of their trade finance providers. Leaders are based on top 5 leading banks, including ties. Quality leaders are cited in alphabetical order, including ties.

Source: Coalition Greenwich Voice of Client 2022 U.S. Large Corporate Banking Study, <sup>1</sup>Coalition Greenwich Voice of Client 2022 U.S. Large Corporate Cash Management Study, <sup>2</sup>Coalition Greenwich Voice of Client 2022 U.S. Large Corporate Trade Finance Study

# 2022 Greenwich Excellence Awards for U.S. Large Corporate Finance

Among More Than 100 Banks Evaluated, 7 Have Distinctive Quality



## U.S. Large Corporate Banking

### Ease of Doing Business

J.P. Morgan  
Mizuho Bank  
Rabobank

### Ability to Streamline KYC Processes

U.S. Bank

### Knowledge of International Banking Needs

Citi  
J.P. Morgan

### Timely Follow-Up

Mizuho Bank

### Effective Senior Management Support

J.P. Morgan  
Mizuho Bank

### Coordination of Product Specialists

Bank of America  
Goldman Sachs  
J.P. Morgan

### Knowledge of Transaction Banking Needs

Bank of America  
Citi  
J.P. Morgan

### Digital

### Overall Digital Experience

Bank of America  
J.P. Morgan

### Effectiveness in Providing Customized Analytics

Citi  
J.P. Morgan

### Frequency of Contact

Bank of America  
J.P. Morgan  
Mizuho Bank  
Rabobank

### Proactive Provision of Advice

Bank of America  
Goldman Sachs  
J.P. Morgan

Note: Based on interviews with 265 corporates with annual revenues of \$2 billion or more for Large Corporate Banking.

# 2022 Greenwich Excellence Awards for U.S. Large Corporate Finance

Among More Than 100 Banks Evaluated, 7 Have Distinctive Quality



## U.S. Large Corporate Cash Management

### Accuracy of Operations

J.P. Morgan

### International Network Breadth

Citi  
HSBC

### Quality of Advice

Bank of America  
J.P. Morgan

### Digital

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#### Digital Platform Design

Bank of America

### Customer Service

J.P. Morgan

### International Product Capability

J.P. Morgan

### Frequency of Contact

Bank of America  
J.P. Morgan

#### Digital Platform Functionality

Bank of America  
J.P. Morgan

### Ease of Doing Business

J.P. Morgan

### Real-Time Execution of Payments

Bank of America

### Timely Follow-Up

Bank of America  
J.P. Morgan

#### Integration with Corporate IT Systems

Bank of America

### Innovation

J.P. Morgan

### Real-Time Insights and Analytics on Payments and Receivables

Bank of America  
J.P. Morgan

#### Digital Platform Security Capabilities

Bank of America  
J.P. Morgan

Note: Based on interviews with 307 corporates with annual revenues of \$2 billion or more for Large Corporate Cash Management.

# 2022 Greenwich Excellence Awards for U.S. Large Corporate Finance

Among More Than 100 Banks Evaluated, 7 Have Distinctive Quality



## U.S. Large Corporate Trade Finance

**Availability of Financing  
for Trade Finance Needs**

Citi  
J.P. Morgan

**Error-Free Execution**

J.P. Morgan

**International Network  
Breadth**

Citi

**Quality of Advice**

J.P. Morgan

**Speed of Error Correction**

J.P. Morgan

**Frequency of Contact**

J.P. Morgan

Note: Based on interviews with 130 U.S. corporates actively using trade finance.

*Dr. Tobias Miarka, Chris McDonnell, Don Raftery, Matthew Noujaim, Amos Welder, and Kassie Krivo specialize in corporate banking, cash management, trade finance, and digital banking.*

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## METHODOLOGY

From May through December 2022, Coalition Greenwich conducted 265 interviews in large corporate banking, 307 interviews in large corporate cash management and 130 interviews in trade finance at U.S.-based companies with \$2 billion or more in annual revenue. Participants were asked about market trends and their relationships with their banks. Trade finance interview topics included product demand, quality of coverage and capabilities in specific product areas.

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