

2024 Greenwich Leaders: Middle East (UAE) Large Corporate Banking

Q2 2024

For the first time, Coalition Greenwich presents the lists of the 2024 Greenwich Share and Quality Leaders in Middle East (UAE) Large Corporate Banking and the winners of the 2024 Greenwich Excellence Awards in several important categories.

Greenwich Share and Quality Leaders — 2024



Middle East (UAE) Large Corporate Banking Market Penetration—Local Banks	
Bank	Statistical Rank
First Abu Dhabi Bank (FAB)	1

Middle East (UAE) Large Corporate Banking Market Penetration—Foreign Banks	
Bank	Statistical Rank
HSBC	1



Middle East (UAE) Large Corporate Banking Quality—Local Banks	
Bank	
First Abu Dhabi Bank (FAB)	

Middle East (UAE) Large Corporate Banking Quality—Foreign Banks	
Bank	
HSBC	

Note: Based on 177 respondents. Share Leaders are the leading banks in each category, including ties. Quality Leaders are cited in alphabetical order including ties.
Source: Coalition Greenwich Voice of Client – 2023 MENA Corporate Banking Study

2024 Greenwich Excellence Awards for Middle East (UAE) Large Corporate Banking

Among More Than 50 Banks Evaluated, 3 Have Distinctive Quality



Ease of Doing Business

HSBC

Effective Senior Management Support

First Abu Dhabi Bank (FAB)
HSBC

Frequency of Contact

First Abu Dhabi Bank (FAB)

Knowledge of International Banking Needs

HSBC

Proactive Provision of Advice

First Abu Dhabi Bank (FAB)

Digital

Ability to Digitize KYC Processes

Standard Chartered Bank

Digital Client Service Experience

HSBC

Digital Channels Experience

HSBC

Note: Based on interviews with 177 corporates with annual revenues of USD \$500 million or more.

The findings reported in this document reflect solely the views reported to us by the research participants and do not represent opinions or endorsements by Coalition Greenwich or its staff.

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METHODOLOGY

Coalition Greenwich conducted interviews from September to early December 2023 with 403 corporates based in the UAE and other countries in MENA, such as Saudi Arabia, Egypt, Oman, Bahrain, Kuwait, and Qatar. The 2024 Greenwich Leaders in the Middle East (UAE) for Large Corporate Banking are based on interviews with 177 large corporates in UAE. Respondents were typically key corporate or finance decision-makers, e.g., CFO, Finance Director, Treasurer, and Financial Controller.

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