

2026 Coalition Greenwich Awards: Middle Market Banking in the U.S.

Q1 2026

The following tables present the complete list of 2026 Coalition Greenwich Share Leaders and Best Banks in Middle Market Banking in the U.S.

Coalition Greenwich Share Leaders — 2026



Share Leader – Middle Market Banking Market Share in the U.S.

Bank	Market Share	Statistical Rank
J.P. Morgan	8.9%	1
Bank of America	6.6%	2T
Wells Fargo	6.6%	2T
PNC Bank	4.8%	4
Truist	4.3%	5

Note: Based on 5,391 interviews with businesses with sales of \$10–500 million across the country. Comparisons are based on all banks covered across the United States.

Source: Coalition Greenwich Voice of Client - 2025 U.S. Commercial Banking Study; Coalition Greenwich Money in Motion: Explorer

Coalition Greenwich Best Banks — 2026

Middle Market Banking in the U.S. – National winners



Best Bank – Advisory Capabilities of RM for Middle Market Banking in the U.S.

BMO
First Citizens Bank
First Horizon
FNB Corporation
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial
Zions Bancorporation

Best Bank – Customer Service for Middle Market Banking in the U.S.

First Citizens Bank
First Horizon
Flagstar
FNB Corporation
Huntington National Bank
KeyBank
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial
UMB Bank
Zions Bancorporation

Best Bank – Data and Analytics for Middle Market Banking in the U.S.

Bank of America
J.P. Morgan

Best Bank – Digital Experience for Middle Market Banking in the U.S.

Bank of America

Best Bank – Ease of Doing Business for Middle Market Banking in the U.S.

First Citizens Bank
First Horizon
Huntington National Bank
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial
Zions Bancorporation

Best Bank – Ease of Making Payments for Middle Market Banking in the U.S.

Citizens Bank
First Citizens Bank
First Horizon
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial

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: Coalition Greenwich Voice of Client – 2025 U.S. Commercial Banking Study

Coalition Greenwich Best Banks — 2026

Middle Market Banking in the U.S. – National winners *(continued)*



Best Bank – Ease of Product Implementation for Middle Market Banking in the U.S.

First Citizens Bank
First Horizon
FNB Corporation
Huntington National Bank
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial

Best Bank – Innovation for Middle Market Banking in the U.S.

Bank of America

Best Bank – Likelihood to Recommend for Middle Market Banking in the U.S.

First Horizon
FNB Corporation
Frost Bank
Hancock Whitney
Pinnacle Financial
South State Bank
Synovus Financial

Best Bank – Overall Satisfaction for Middle Market Banking in the U.S.

Bank of New York Mellon
First Horizon
Hancock Whitney
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial
UMB Bank

Best Bank – Product Capabilities in Cash Management for Middle Market Banking in the U.S.

Bank of America
First Horizon
M&T Bank
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial

Best Bank – Satisfaction in Cash Management for Middle Market Banking in the U.S.

Bank of America
First Horizon
Hancock Whitney
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial

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: Coalition Greenwich Voice of Client – 2025 U.S. Commercial Banking Study

Coalition Greenwich Best Banks — 2026

Middle Market Banking in the U.S. – National winners *(continued)*



Best Bank – Satisfaction with Cash Management Sales Specialist for Middle Market Banking in the U.S.

Bank of America
M&T Bank
Regions Bank

Best Bank – Satisfaction with RM for Middle Market Banking in the U.S.

First Citizens Bank
First Horizon
FNB Corporation
Hancock Whitney
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial
Wintrust Financial Corporation
Zions Bancorporation

Best Bank – Trust for Middle Market Banking in the U.S.

Fifth Third Bank
First Citizens Bank
First Horizon
FNB Corporation
Huntington National Bank
KeyBank
Old National Bank
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial
UMB Bank
Wintrust Financial Corporation
Zions Bancorporation

Best Bank – Values Long-Term Relationships for Middle Market Banking in the U.S.

First Citizens Bank
First Horizon
FNB Corporation
Old National Bank
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial
Wintrust Financial Corporation
Zions Bancorporation

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: Coalition Greenwich Voice of Client – 2025 U.S. Commercial Banking Study

Coalition Greenwich Best Banks — 2026

Middle Market Banking in the U.S. – Regional winners



Best Bank – Likelihood to Recommend for Middle Market Banking in the U.S. (Midwest)

Commerce Bank (MO)
TD Bank

Best Bank – Likelihood to Recommend for Middle Market Banking in the U.S. (South)

First Horizon
Pinnacle Financial
South State Bank
Synovus Financial

Best Bank – Overall Satisfaction for Middle Market Banking in the U.S. (Midwest)

Commerce Bank (MO)
UMB Bank

Best Bank – Overall Satisfaction for Middle Market Banking in the U.S. (South)

First Bank (NC)
First Citizens Bank
First Horizon
Hancock Whitney
Pinnacle Financial
Regions Bank
Renasant Bank
South State Bank
Synovus Financial

Best Bank – Likelihood to Recommend for Middle Market Banking in the U.S. (Northeast)

FNB Corporation

Best Bank – Likelihood to Recommend for Middle Market Banking in the U.S. (West)

Bank of America
Frost Bank
Texas Capital Bank

Best Bank – Overall Satisfaction for Middle Market Banking in the U.S. (Northeast)

Rockland Trust

Best Bank – Overall Satisfaction for Middle Market Banking in the U.S. (West)

None

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: Coalition Greenwich Voice of Client – 2025 U.S. Commercial Banking Study

Coalition Greenwich Best Banks — 2026

Middle Market Banking in the U.S. – Regional winners (*continued*)



Best Bank – Satisfaction in Cash Management for Middle Market Banking in the U.S. (Midwest)

Commerce Bank (MO)
KeyBank

Best Bank – Satisfaction in Cash Management for Middle Market Banking in the U.S. (South)

First Citizens Bank
First Horizon
Hancock Whitney
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial

Best Bank – Satisfaction with RM for Middle Market Banking in the U.S. (Midwest)

KeyBank
Wintrust Financial Corporation

Best Bank – Satisfaction with RM for Middle Market Banking in the U.S. (South)

First Citizens Bank
First Horizon
Hancock Whitney
Pinnacle Financial
Regions Bank
South State Bank
Synovus Financial

Best Bank – Satisfaction in Cash Management for Middle Market Banking in the U.S. (Northeast)

Rockland Trust

Best Bank – Satisfaction in Cash Management for Middle Market Banking in the U.S. (West)

Columbia Bank (formerly Umpqua Bank)

Best Bank – Satisfaction with RM for Middle Market Banking in the U.S. (Northeast)

FNB Corporation
Fulton Bank
M&T Bank

Best Bank – Satisfaction with RM for Middle Market Banking in the U.S. (West)

City National Bank (CA)
Columbia Bank (formerly Umpqua Bank)
Zions Bancorporation

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: Coalition Greenwich Voice of Client – 2025 U.S. Commercial Banking Study

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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