2018 European Corporate Finance Landscape Report

Peer Benchmarks of Corporates' Banking & Cash Management Relationships

March 8, 2019

Executive Summary:

This European banking landscape report contains intelligence we gather from corporate treasury professionals in Western Europe about their banking and cash management relationships in Asia/Pac, Western Europe, Central & Eastern Europe, Japan, Latin America, Middle East & Africa as well as North America.

Methodology:

Each year, Greenwich Associates conducts in-person interviews with Group Treasurers/ATs, Cash Managers/ Assistant Cash Managers, and other top financial executives at Large Corporates in Western Europe.

- Large Corporates interviewed register an annual turnover of at least EUR 500MM.
- Interviews are conducted in-person by Executive Interviewers with extensive experience and knowledge of the financial industry.
- Interviews take place from August through November of each year.

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