Coalition Index for U.S. Commercial Banking - FY21

April 18, 2022

Executive Summary:

The Coalition Index for U.S. Commercial Banking – FY21, covers critical performance metrics, including comparisons for pool concentrations, revenues across products, and aggregate deposits and loan volumes for the largest U.S. banks throughout 2021.

- FY21 revenues for the Commercial Banking Index banks increased with record growth in Investment Banking, and an increase in Trade Finance.
- Cash Management revenues continued to decline in FY21 with higher deposit growth offset by lower spreads.
- Trade Finance revenues picked up in FY21 due to a recovery in trade activities, higher commodity prices and better Supply Chain Finance.
- Robust M&A, ECM, and DCM activity led to strong investment banking revenues in FY21. M&A deal completion activities skyrocketed due to strong pipelines in 2H21.
- The top four banks recorded proportionally more declines in loan volumes which resulted in the transition of market share to smaller banks from FY20 onwards.

Methodology:

- Performance is benchmarked against Coalition's Standard Product Taxonomy
- Analysis includes revenues, deposits and loans from corporates with annual turnover of more than US$10mn and less than US$1.5bn
- Adjustments are made to publicly reported performance. Examples:

Exclusions: Derivatives or any other revenues pertaining to non-commercial banking business
Business structure adjustments: Excluding revenues from Retail Banking SME business clients with less than $10mn

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