Coalition Index for Transaction Banking - 1H22

September 19, 2022

Executive Summary:

- Transaction Banking revenues grew significantly in 1H22, surpassing the pre-pandemic levels. This was driven by increases in Cash Management while Trade Finance grew moderately.
- Trade Finance revenues improved in 1H22 driven by strong performances in Structured Trade Finance. Within Structured Trade Finance, Supply Chain Finance continued its growth trajectory as corporates sought more financing, while Commodities Trade Finance delivered record results thanks to heightened market volatility.
- Cash Management revenues increased for the first time in the past three years. This was driven by Liquidity & Balances which benefitted from interest rate hikes across major economies, and supported by continued growth in Payables and Receivables.

Methodology:

- Performance is benchmarked against Coalition's Standard Product Taxonomy
- Analysis includes revenues and deposits from all Institutional clients and Corporates with annual turnover of more than US$1.5bn
- Adjustments are made to publicly reported performance. Examples:
    - **Exclusions:** Commercial Cards, Merchant Acquiring
    - **Business structure adjustments:** Excluding revenues from clients with annual turnover less than $1.5bn and Retail Banking
- Deposit Productivity is calculated as Liquidity & Balances revenues divided by Average Deposits
- Coalition Transaction Banking headcount is defined as revenue generating headcount across all levels of seniority
- Headcount is provided on a full-time-equivalent (FTE) basis covering all Institutional clients and Corporates with annual turnover of more than US$1.5bn
    - **Inclusions:** Trade Finance and Cash Management include front office headcount across Sales and Product Management.
    - **Exclusions:** Front Office Administrative Staff, Temporary staff; Contractors and Supporting Functions (e.g. Middle Office and Back Office); Rotating Graduate/Trainees
- Numbers may not add up due to rounding
- Percentages are based on unrounded number

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