Corporate Quest for Efficiency Rewards Global and Large European Regional Banks

March 19, 2024

Executive Summary:



European corporates are consolidating their banking business with key relationships that provide superior service quality, robust digital platforms and a comprehensive international offering. As they do so, global and European regional champions managed to increase their franchise among large corporates, leaving more country-specific competitors behind.

Methodology:

Coalition Greenwich conducted 849 interviews with financial officers (e.g., CFOs, finance directors and group treasurers) at corporations and financial institutions with sales in excess of €500 million, including 345 with sales of at least €2 billion. An additional 931 interviews were conducted with corporate decision-makers for cash management, including 382 with sales of at least €2 billion. In addition, 175 interviews were conducted with decision-makers for foreign exchange, mainly treasurers. Interviews were conducted throughout Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom. Interviews took place from July to December 2023. Subjects covered included bank credit capabilities, domestic and cross-border advisory capabilities, and quality of institution and relationship management. Cash management and foreign exchange capabilities were examined in separate interviews with corporate treasurers.

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