Corporate Banking in India Grows as Cross-Border Activity Increases

August 12, 2024

Executive Summary:



Corporates in India continue to be optimistic about growth as per the latest Coalition Greenwich Voice of Client – 2024 India Corporate Banking Study. A majority of them have a positive outlook for their businesses in the year ahead. With optimism running high at home, Indian companies are looking abroad for opportunities to expand. As they do so, growing numbers of Indian corporates are calling on banks (including domestic banks, increasingly) to help support their new cross-border growth strategies.

Methodology:

From September 2023 to March 2024, Coalition Greenwich conducted interviews with 194 large corporates and 472 middle market businesses in India, focusing on key areas such as banking relationships, quality perceptions of the respective relationships and products used, including corporate lending, cash management, trade services and finance, foreign exchange, structured finance, interest-rate derivatives, and investment banking.

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