Indian corporate banking moves onto the global stage

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Executive Summary:



India’s corporate banking market is shifting into a dynamic phase, as Indian companies look to buttress profit margins at home and grow their businesses internationally. The 689 CFOs and treasury professionals at large and middle market companies in India taking part in our most recent corporate and commercial banking studies rank reducing costs and increasing profitability as their top priority for the coming year.

Methodology:

From September 2024 to March 2025, Crisil Coalition Greenwich conducted interviews with 206 large corporates and, between December 2024 and March 2025, with 483 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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