

# 2021 Greenwich Leaders: Asian Large Corporate Banking and Cash Management

Q1 2021

Greenwich Associates presents the overall and regional lists of 2021 Greenwich Share and Quality Leaders in Asian Large Corporate Banking and Asian Large Corporate Cash Management and the winners of the 2021 Greenwich Excellence Awards in several important categories.

## Greenwich Share and Quality Leaders — 2021



### Asian Large Corporate Banking Market Penetration

Bank	Market Penetration <sup>1</sup>	Statistical Rank
HSBC	53%	1
Standard Chartered Bank	45%	2
Citi	41%	3
DBS	39%	4
ANZ Bank	25%	5T
BNP Paribas	25%	5T

### Asian Large Corporate Cash Management Market Penetration

Bank	Market Penetration <sup>2</sup>	Statistical Rank
HSBC	34%	1
Citi	29%	2
Standard Chartered Bank	25%	3
DBS	21%	4
BNP Paribas	18%	5



### Asian Large Corporate Banking Quality

Bank
ANZ Bank

### Asian Large Corporate Cash Management Quality

Bank
J.P. Morgan

Note: Market Penetration is the proportion of companies interviewed that consider each bank an important provider of: <sup>1</sup>corporate banking services; <sup>2</sup>corporate cash management services. Based on 840 respondents for large corporate banking and 1,073 for large corporate cash management. Share Leaders are based on Top 5 leading banks including ties. Quality Leaders are cited in alphabetical order including ties.

Source: Greenwich Associates 2020 Asian Large Corporate Banking and Asian Large Corporate Cash Management Studies

## Greenwich Share and Quality Leaders – 2021

Large Corporate Banking by Asian Markets



Asian Large Corporate Banking Market Penetration	Market Penetration	Statistical Rank
<b>China (161)</b>		
Bank of China	78%	1
ICBC	63%	2
China Construction Bank	57%	3T
Agricultural Bank of China	55%	3T
<b>Hong Kong (91)</b>		
HSBC	81%	1
Bank of China	74%	2
Standard Chartered Bank	49%	3T
DBS	47%	3T
<b>India (198)</b>		
State Bank of India	68%	1
HDFC	62%	2T
ICICI Bank	62%	2T
<b>Indonesia (69)</b>		
Bank Mandiri	77%	1
Bank Central Asia	68%	2
DBS	57%	3
<b>Singapore (108)</b>		
DBS	76%	1
HSBC	58%	2
Citi	50%	3T
Standard Chartered Bank	49%	3T
<b>South Korea (55)</b>		
KEB Hana Bank	91%	1
Shinhan Bank	78%	2
Woori Bank	75%	3
<b>Taiwan (63)</b>		
Mega International Commercial Bank	76%	1
CTBC Bank	62%	2T
DBS	62%	2T
<b>Thailand (32)</b>		
Kasikornbank	94%	1
Bank of Ayudhya	81%	2T
Bangkok Bank	78%	2T

### Asian Large Corporate Banking Quality

<b>China (161)</b>	
ANZ Bank	
BNP Paribas	
China CITIC Bank	
HSBC	
Mizuho Bank	
<b>Hong Kong (91)</b>	
ANZ Bank	
<b>India (198)</b>	
Axis Bank	
J.P. Morgan	
<b>Indonesia (69)</b>	
Citi	
DBS	
MUFG Bank	
Standard Chartered Bank	
<b>Singapore (108)</b>	
BNP Paribas	
DBS	
J.P. Morgan	
<b>South Korea (55)</b>	
KEB Hana Bank	
Korea Development Bank	
<b>Taiwan (63)</b>	
DBS	
<b>Thailand (32)</b>	
Bangkok Bank	
Bank of Ayudhya	
Kasikornbank	
Siam Commercial Bank	

Note: Numbers in parentheses reflect number of respondents. Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate banking services. Market-level leaders are based on Top 3 leading banks including ties. Quality Leaders are cited in alphabetical order including ties.

Source: Greenwich Associates 2020 Asian Large Corporate Banking Study

## Greenwich Share and Quality Leaders – 2021

Large Corporate Cash Management by Asian Markets



Asian Large Corporate Cash Management Market Penetration	Market Penetration	Statistical Rank
<b>China (230)</b>		
Bank of China	64%	1
ICBC	44%	2
China Construction Bank	34%	3T
Agricultural Bank of China	33%	3T
<b>Hong Kong (112)</b>		
HSBC	66%	1
Bank of China	48%	2
Standard Chartered Bank	33%	3
<b>India (222)</b>		
HDFC	48%	1T
State Bank of India	47%	1T
ICICI Bank	44%	3
<b>Indonesia (78)</b>		
Bank Mandiri	55%	1
Bank Central Asia	47%	2
DBS	36%	3
<b>Singapore (135)</b>		
DBS	57%	1
Citi	41%	2T
HSBC	38%	2T
<b>South Korea (82)</b>		
KEB Hana Bank	79%	1
Woori Bank	59%	2
Shinhan Bank	51%	3
<b>Taiwan (71)</b>		
Mega International Commercial Bank	45%	1T
Citi	42%	1T
CTBC Bank	38%	3T
HSBC	38%	3T
<b>Thailand (58)</b>		
Kasikornbank	67%	1T
Siam Commercial Bank	64%	1T
Bangkok Bank	59%	3

### Asian Large Corporate Cash Management Quality

<b>China (230)</b>	
BNP Paribas	
<b>Hong Kong (112)</b>	
HSBC	
<b>India (222)</b>	
BNP Paribas	
Deutsche Bank	
HDFC	
HSBC	
Standard Chartered Bank	
<b>Indonesia (78)</b>	
Citi	
DBS	
<b>Singapore (135)</b>	
Citi	
DBS	
<b>South Korea (82)</b>	
BNP Paribas	
<b>Taiwan (71)</b>	
Citi	
CTBC Bank	
DBS	
HSBC	
<b>Thailand (58)</b>	
Siam Commercial Bank	

Note: Numbers in parentheses reflect number of respondents. Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate cash management services. Market-level leaders are based on Top 3 leading banks including ties. Quality leaders are cited in alphabetical order including ties.

Source: Greenwich Associates 2020 Asian Large Corporate Cash Management Study

# 2021 Greenwich Excellence Awards Asian Large Corporate Finance

Among More Than 150 Banks Evaluated, 7 Have Distinctive Quality



## Asian Large Corporate Banking

### **Ease of Doing Business**

ANZ Bank  
DBS

### **Knowledge of Transaction Banking Needs**

Citi  
J.P. Morgan

### **Knowledge of International Banking Needs**

Citi  
HSBC

### **Proactive Provision of Advice**

Citi

### **Ability to Streamline KYC Processes**

ANZ Bank

### **Coordination of Product Specialists**

ANZ Bank

### **Overall Digital Experience**

Citi  
DBS

## Asian Large Corporate Cash Management

### **Ease of Doing Business**

BNP Paribas  
J.P. Morgan

### **International Product Capability**

Citi  
J.P. Morgan

### **Breadth of International Network**

Citi  
HSBC

### **Innovation of Products and Services**

Citi

### **Quality of Advice**

BNP Paribas

### **Provision of Integrated Services Across Cash, Trade and FX**

MUFG Bank

### **Customer Service**

BNP Paribas

## DIGITAL

### **Overall Digital Experience**

Citi

### **Digital Platform Design**

BNP Paribas

### **Digital Platform Functionality**

Citi

### **Digital Platform Security Capabilities**

BNP Paribas

Note: Based on interviews with 840 corporates with annual revenues of \$500 million or more for Large Corporate Banking and 1,073 interviews with corporates with annual revenues of \$500 million or more for Large Corporate Cash Management.

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## METHODOLOGY

From September 2020 to January of 2021, Greenwich Associates conducted 840 interviews in large corporate banking and 1,073 interviews in large corporate cash management at companies in China, Hong Kong, India, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, South Korea, Taiwan, Thailand, and Vietnam. Subjects covered included product demand, quality of coverage, and capabilities in specific product areas.

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