

2021 Greenwich Leaders: U.S. Middle Market Banking

1Q 2022

The 2021 Greenwich Share Leaders for U.S. Middle Market Banking are Wells Fargo, Bank of America, Chase, Truist, and PNC Bank. These providers represent the largest market shares in commercial banking among businesses with sales of \$10–500 million across the United States.

Greenwich Share Leaders — 2021



U.S. Middle Market Banking Market Share

Bank	Market Share	Statistical Rank
Wells Fargo	7.9%	1T
Bank of America	7.4%	1T
Chase	7.4%	1T
Truist	4.9%	4T
PNC Bank	4.7%	4T

Note: Based on nearly 8,000 interviews with businesses with sales of \$10–500 million across the country. Comparisons are based on all banks covered across the United States.

Source: Coalition Greenwich 2021 Commercial Banking Program;
Coalition Greenwich Money in Motion: Explorer

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METHODOLOGY

Based on nearly 8,000 interviews with businesses with sales of \$10–500 million across the United States. Share leaders are based on the proportion of the dollars available that is earned by the bank. Market Share is derived via: The total dollars available (Market Size), the proportion of companies that use the bank (Penetration), the proportion of the total Market Size those companies represent (Dollar-Weighted Penetration), and the proportion of those clients' total spend/balances that is earned by the bank (Share of Wallet).

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