2021 Large Corporate Cash Management Trends – Europe

2021 European Corporate Finance Research

June 10, 2022

Executive Summary:

While most corporates have adapted to the 'new normal', Liquidity Management remains the key priority for years to come. When it comes to key selection criteria for choosing cash management providers in Europe, there is heightened focus on international expertise, digital connectivity solutions and end-to-end customer experience. In addition, the pandemic intensified focus on business resilience & emphasized the Importance of efficient customer experience.

Methodology:

Between September 2021 to February 2022, Coalition Greenwich conducted 1,120 interviews with corporates with annual revenues of €500 million or more across Austria, Belgium, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Nordic countries, Portugal, Spain, and the United Kingdom. Interview topics included product demand, quality of coverage and capabilities specific to Cash Management. Due to the COVID-19 pandemic, most interviews were conducted over the telephone.

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