2022 U.S. Large Corporate Cash Management Insights

2022 U.S. Large Corporate Finance Study

March 2, 2023

Executive Summary:

Ease of Doing Business remains a top selection criteria for large corporates in the U.S. when selecting a cash management provider, while citations of Customer Service significantly decreased (▼13%), emphasizing the high expectations from large corporates and the multifaceted nature of a provider being viewed as easy to do business with.

Methodology:

From May through December 2022, Coalition Greenwich conducted 307 interviews in large corporate cash management at U.S.-based companies with $2 billion or more in annual revenue.

Large Corporate Cash Management Study is covered as part of Coalition Greenwich's 2022 U.S. Large Corporate Finance Study.

Participants were asked about market trends and their relationships with their banks. Cash management interview topics included product demand, quality of coverage and capabilities in specific product areas.

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