2022 Large Corporate Cash Management Trends - Europe

2022 European Corporate Finance Research

May 12, 2023

Executive Summary:

Customer service remains one of the main concerns of large corporates. The average number of banking providers used by European corporates increased by almost 20% in the last decade as lead providers are continuing to gain the largest share of spend on cash management. This report provides detailed information from corporate treasury and finance professionals on large corporate cash management.

Methodology:

Between September 2022 to January 2023, Coalition Greenwich conducted 1,003 interviews with corporates with annual revenues of €500 million or more across Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom. Interview topics included product demand, quality of coverage and capabilities specific to Cash Management. Most interviews were conducted over the telephone.

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