2023 Large Corporate Banking and Cash Management Trends - Asia

2023 Asian Corporate Finance Research

April 5, 2024

Executive Summary:

This report provides detailed information from Asia-based companies. Topics covered include:

- Within Asia overall, large local and regional banks are on the upswing narrowing the gap with global banks
- Focusing on Cash Management corporates in Asia continue to diversify their relationships, particularly in Southeast Asia
- Beyond pricing, customer service and digital continue to drive selection
- Banks' platform features that enable smooth BAU operations are key to a corporate's good overall digital experience
- For corporates, real time payments and reconciliation solutions are priorities, driven by their customer behavior and regulations
- Banks remain supportive in helping clients achieve their ESG targets

Methodology:

From August 2023 through December 2023, Coalition Greenwich conducted 954 interviews in large corporate banking and 1177 interviews in large corporate cash management at Asia-based companies with revenues which are generally above USD$500 million per year.

Participants were asked about market trends and their relationships with their banks. Interviews were mostly completed via phone, typically with key decision makers for corporate banking services.

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