

U.S. corporate banking: A new digital ecosystem emerges

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Executive Summary:

64% of U.S. corporates now identify digital banking capabilities as a key criterion for choosing a cash management provider, an increase of 10 percentage points YoY



A push by large U.S. companies to more closely link internal treasury systems to bank platforms is helping create a new digital corporate banking ecosystem tailored to an era of digital commerce and real-time payments.

Methodology:

From May through November 2024, Crisil Coalition Greenwich conducted 213 interviews in corporate banking and 250 interviews in corporate cash management at U.S.-based companies with \$2 billion or more in annual revenue. In addition, 69 interviews were conducted with users of foreign exchange at corporations in the United States. Subjects covered included product demand, quality of coverage, and capabilities in specific product areas.

Our suite of analytics and insights encompass all key performance metrics and drivers: market share, revenue performance, client relationship share and quality, operational excellence, return on equity, behavioral drivers, and industry evolution.

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greenwich.com

ContactUs@greenwich.com

Ph +1203.625.5038