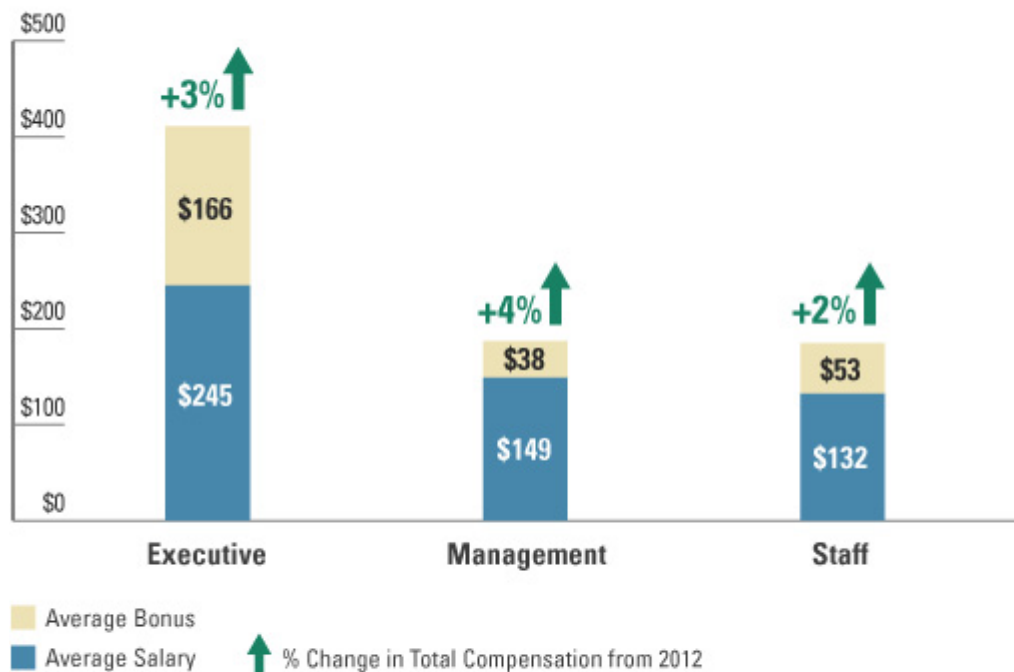


Corporate and Treasury Executive Compensation on the Rise

December 7, 2013

Small gains in both salary and bonuses for corporate executives, management and staff resulted in an overall increase in total compensation from 2012 to 2013. Management achieved the highest gains, driven by a 6% increase in bonus compensation from the prior year.

2013 Compensation by Management Level Executives, Management and Staff*



*The Executives data is comprised of the Chief Financial Officer, Chief Investment Officer, Finance Director and Treasurer functions. Management is comprised of the Assistant Treasurer, Treasury Director, Treasury Manager, Manager of Bank Relationships and Cash Managers. Staff is comprised of Treasury Analyst and "Other" data.

Source: Greenwich Associates 2014 U.S. Corporate Banking and Treasury Study

Additional Findings:

- Treasurers fared best among treasury professionals. They experienced a 5% overall increase in total compensation and a 10% increase in average bonus.
- Treasury Managers and Assistant Treasurers reported major gains in average bonus that led to a 4% increase in overall compensation.
- Treasurers at the largest companies experienced the greatest gains (+7%) overall this year, driven largely by increases in bonus.
- Cash Managers' overall compensation remained the lowest among treasury professionals.

Bottom Line:

Understanding compensation trends in your relevant markets can help you benchmark your compensation package for yourself and for your staffing and budget needs.



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