

2022 Greenwich Leaders: Asian Large Corporate Banking and Cash Management

Q1 2022

Coalition Greenwich presents the overall and regional lists of 2022 Greenwich Share and Quality Leaders in Asian Large Corporate Banking and Asian Large Corporate Cash Management and the winners of the 2022 Greenwich Excellence Awards in several important categories.

Greenwich Share and Quality Leaders — 2022



Asian Large Corporate Banking Market Penetration

Bank	Market Penetration ¹	Statistical Rank
HSBC	52%	1
Standard Chartered Bank	43%	2
Citi	41%	3T
DBS	41%	3T
BNP Paribas	26%	5

Asian Large Corporate Cash Management Market Penetration

Bank	Market Penetration ²	Statistical Rank
HSBC	34%	1
Citi	30%	2
Standard Chartered Bank	27%	3
DBS	22%	4
BNP Paribas	14%	5

Asian Large Corporate Banking Quality

Bank
ANZ Bank

Asian Large Corporate Cash Management Quality

Bank
Bank of America
BNP Paribas
DBS
J.P. Morgan

Note: Market Penetration is the proportion of companies interviewed that consider each bank an important provider of: ¹corporate banking services; ²corporate cash management services. Based on 923 respondents for large corporate banking and 1,131 for large corporate cash management. Share Leaders are based on Top 5 leading banks including ties. Quality Leaders are cited in alphabetical order including ties.
Source: Coalition Greenwich 2021 Asian Large Corporate Banking and Asian Large Corporate Cash Management Studies

Greenwich Share Leaders — 2022

Large Corporate Banking by Asian Markets



Asian Large Corporate Banking Market Penetration	Market Penetration	Statistical Rank	Asian Large Corporate Banking Market Penetration	Market Penetration	Statistical Rank
China (165)			Singapore (153)		
Bank of China	76%	1	DBS	75%	1
ICBC	64%	2	United Overseas Bank	50%	2
China Construction Bank	56%	3	Citi	47%	3T
			HSBC	46%	3T
Hong Kong (99)			South Korea (58)		
HSBC	82%	1	KEB Hana Bank	86%	1
Bank of China	70%	2	Shinhan Bank	72%	2
Standard Chartered Bank	55%	3	Woori Bank	66%	3
India (193)			Taiwan (67)		
State Bank of India	67%	1	Mega International Commercial Bank	79%	1
ICICI Bank	59%	2T	DBS	64%	2
HDFC	58%	2T	Taishin International Bank	57%	3T
			Bank of Taiwan	55%	3T
			Citi	54%	3T
Indonesia (77)			Thailand (33)		
Bank Mandiri	70%	1	Kasikornbank	88%	1
Bank Central Asia	56%	2	Siam Commercial Bank	79%	2
DBS	49%	3T	Bank of Ayudhya	73%	3
HSBC	49%	3T			
Malaysia (32)			Vietnam (30)		
Malayan Banking Berhad	69%	1	Vietcombank	83%	1T
CIMB	63%	2	HSBC	79%	1T
Standard Chartered Bank	50%	3T	VietinBank	62%	3
HSBC	47%	3T			

Note: Numbers in parentheses reflect number of respondents. Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate banking services. Market-level leaders are based on Top 3 leading banks including ties.
Source: Coalition Greenwich 2021 Asian Large Corporate Banking Study

Greenwich Quality Leaders — 2022

Large Corporate Banking by Asian Markets



Asian Large Corporate Banking Quality

China (165)

ANZ Bank
Bank of America
China CITIC Bank
China Merchants Bank
DBS
J.P. Morgan

Hong Kong (99)

ANZ Bank

India (193)

Axis Bank
HDFC

Indonesia (77)

DBS
HSBC
United Overseas Bank

Malaysia (32)

Malayan Banking Berhad

Asian Large Corporate Banking Quality

Singapore (153)

DBS
J.P. Morgan

South Korea (58)

Citi
KEB Hana Bank
Standard Chartered Bank
Woori Bank

Taiwan (67)

CTBC Bank
DBS
E Sun Bank
Fubon Bank

Thailand (33)

Kasikornbank

Vietnam (30)

HSBC
Vietcombank

Note: Numbers in parentheses reflect number of respondents. Quality Leaders are cited in alphabetical order including ties.
Source: Coalition Greenwich 2021 Asian Large Corporate Banking Study

Greenwich Share Leaders — 2022

Large Corporate Cash Management by Asian Markets



Asian Large Corporate Cash Management Market Penetration	Market Penetration	Statistical Rank	Asian Large Corporate Cash Management Market Penetration	Market Penetration	Statistical Rank
China (197)			Singapore (171)		
Bank of China	62%	1	DBS	59%	1
ICBC	52%	2	Citi	36%	2
China Construction Bank	41%	3	HSBC	28%	3T
			Standard Chartered Bank	26%	3T
			United Overseas Bank	26%	3T
Hong Kong (114)			South Korea (87)		
HSBC	68%	1	KEB Hana Bank	74%	1
Bank of China	49%	2	Shinhan Bank	52%	2T
Standard Chartered Bank	35%	3	Woori Bank	48%	2T
India (221)			Taiwan (75)		
State Bank of India	47%	1	Citi	44%	1T
HDFC	43%	2T	Mega International Commercial Bank	44%	1T
ICICI Bank	41%	2T	HSBC	37%	3T
			CTBC Bank	36%	3T
Indonesia (93)			Thailand (62)		
Bank Mandiri	55%	1	Siam Commercial Bank	71%	1T
Bank Central Asia	45%	2	Kasikornbank	68%	1T
DBS	33%	3	Bangkok Bank	56%	3
Malaysia (58)			Vietnam (36)		
Malayan Banking Berhad	52%	1	Vietcombank	69%	1
Standard Chartered Bank	45%	2T	HSBC	58%	2
CIMB	41%	2T	VietinBank	44%	3

Note: Numbers in parentheses reflect number of respondents. Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate cash management services. Market-level leaders are based on Top 3 leading banks including ties.

Source: Coalition Greenwich 2021 Asian Large Corporate Cash Management Study

Greenwich Quality Leaders — 2022

Large Corporate Cash Management by Asian Markets



Asian Large Corporate Cash Management Quality

China (197)

BNP Paribas
DBS
HSBC

Hong Kong (114)

DBS
HSBC

India (221)

Bank of America
Citi

Indonesia (93)

DBS
United Overseas Bank

Malaysia (58)

*

Asian Large Corporate Cash Management Quality

Singapore (171)

BNP Paribas
DBS

South Korea (87)

BNP Paribas
KEB Hana Bank
Woori Bank

Taiwan (75)

Citi
DBS

Thailand (62)

Siam Commercial Bank

Vietnam (36)

Vietcombank

Note: *Quality evaluations did not yield statistically differentiated banks for this region. Numbers in parentheses reflect number of respondents. Quality leaders are cited in alphabetical order including ties.

Source: Coalition Greenwich 2021 Asian Large Corporate Cash Management Study

2022 Greenwich Excellence Awards for Asian Large Corporate Finance

Among More Than 150 Banks Evaluated, 8 Have Distinctive Quality



Asian Large Corporate Banking

Ease of Doing Business ANZ Bank	Knowledge of Transaction Banking Needs J.P. Morgan	Knowledge of International Banking Needs Citi J.P. Morgan	Proactive Provision of Advice ANZ Bank	Ability to Streamline KYC Processes ANZ Bank
Effective Senior Management Support ANZ Bank DBS	Coordination of Product Specialists ANZ Bank J.P. Morgan	Timely Follow-Up ANZ Bank DBS J.P. Morgan	Frequency of Contact ANZ Bank DBS	

Digital

Overall Digital Experience

Citi
DBS

Asian Large Corporate Cash Management

Ease of Doing Business BNP Paribas DBS	International Product Capability BNP Paribas	Breadth of International Network Citi HSBC	Innovation Citi DBS J.P. Morgan	Quality of Advice Bank of America
Customer Service BNP Paribas Deutsche Bank	Integrated Service Across Cash Management, Trade Finance and FX Bank of America BNP Paribas	Responsiveness and Prompt Follow-Up on Requests BNP Paribas	Domestic Product Capability DBS HSBC	Accuracy of Operations BNP Paribas Deutsche Bank
Frequency of Contact BNP Paribas				

Digital

Digital Platform Design Citi DBS	Digital Platform Functionality Citi Deutsche Bank HSBC	Digital Platform Security Capabilities BNP Paribas	Integration with Corporate IT Systems Bank of America Citi Deutsche Bank
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Note: Based on interviews with 923 corporates with annual revenues of \$500 million or more for Large Corporate Banking and 1,131 interviews with corporates with annual revenues of \$500 million or more for Large Corporate Cash Management.

The findings reported in this document reflect solely the views reported to us by the research participants and do not represent opinions or endorsements by Coalition Greenwich or its staff.

Coalition Greenwich Head of Asia, [Gaurav Arora](#), and consultant [Winston Jin](#) specialize in Asian corporate/transaction banking and treasury services.

METHODOLOGY

From September 2021 to January 2022, Coalition Greenwich conducted 923 interviews in large corporate banking and 1,131 interviews in large corporate cash management at companies in China, Hong Kong, India, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, South Korea, Taiwan, Thailand, and Vietnam. Subjects covered included product demand, quality of coverage, and capabilities in specific product areas.

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