

2022 Greenwich Leaders: European Large Corporate Banking and Cash Management

Q1 2022

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

Greenwich Share and Quality Leaders — 2022



European Large Corporate Banking Market Penetration

Bank	Market Penetration ¹	Statistical Rank
BNP Paribas	62%	1
HSBC	50%	2
UniCredit	40%	3
Citi	38%	4T
Deutsche Bank	37%	4T
ING Bank	37%	4T

European Large Corporate Cash Management Market Penetration

Bank	Market Penetration ²	Statistical Rank
BNP Paribas	46%	1
HSBC	35%	2
Citi	29%	3
Deutsche Bank	27%	4T
UniCredit	27%	4T

European Large Corporate Banking Quality

Bank
BNP Paribas

European Large Corporate Cash Management Quality

Bank
BNP Paribas
Citi
J.P. Morgan

Note: Based on companies with revenue and/or market capital in excess of €2.0 billion. 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 407 respondents for large corporate banking and 441 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 European Large Corporate Banking and European Large Corporate Cash Management Studies

Greenwich Share Leaders — 2022

Large Corporate Banking by European Markets



European Large Corporate Banking Market Penetration	Market Penetration	Statistical Rank	European Large Corporate Banking Market Penetration	Market Penetration	Statistical Rank
Austria (33)			The Netherlands (111)		
UniCredit	94%	1	ING Bank	77%	1
Raiffeisen Bank International	82%	2	Rabobank	72%	2
Erste Bank	70%	3	ABN AMRO	68%	3
Belgium/Luxembourg (80)			The Nordics¹ (240)		
BNP Paribas Fortis	91%	1	Nordea	85%	1
ING Bank	73%	2T	Danske Bank	71%	2T
KBC Bank	70%	2T	SEB	69%	2T
Denmark (33)			Norway (60)		
Nordea	85%	1	DNB	90%	1
Danske Bank	79%	2	Nordea	83%	2
Nykredit	42%	3T	Danske Bank	63%	3
SEB	42%	3T			
Finland (45)			Spain (58)		
OP Bank	100%	1	CaixaBank	93%	1T
Nordea	98%	2	Santander	93%	1T
Danske Bank	87%	3	BBVA	86%	3
France (52)			Sweden (102)		
BNP Paribas	96%	1	SEB	82%	1T
Société Générale	87%	2	Nordea	81%	1T
Crédit Agricole (CACIB)	75%	3T	Danske Bank	66%	3T
HSBC	75%	3T	Handelsbanken	66%	3T
Germany (122)			Switzerland (53)		
Commerzbank	88%	1	UBS	75%	1
Deutsche Bank	75%	2T	Credit Suisse	70%	2
UniCredit	73%	2T	Deutsche Bank	51%	3
Ireland (25)			United Kingdom (115)		
HSBC	80%	1	HSBC	77%	1
Barclays	72%	2	Barclays	68%	2
BNP Paribas	64%	3T	NatWest	57%	3
Bank of Ireland	60%	3T			
Italy (133)					
Intesa Sanpaolo	95%	1			
UniCredit	91%	2			
BNP Paribas	86%	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 banking services. Country leaders are based on top 3 leading banks including ties. ¹Meaningful presence in three of the four Nordic countries was required for consideration.

Source: Coalition Greenwich 2021 European Large Corporate Banking Study

Greenwich Quality Leaders — 2022

Large Corporate Banking by European Markets



European Large Corporate Banking Quality

Austria (33)

Erste Bank
Raiffeisen Bank International

Belgium/Luxembourg (80)

BNP Paribas Fortis

Denmark (33)

Danske Bank
Nordea

Finland (45)

OP Bank

France (52)

BNP Paribas

Germany (122)

Landesbank Baden-Württemberg

Ireland (25)

*

Italy (133)

Intesa Sanpaolo

European Large Corporate Banking Quality

The Netherlands (111)

ABN AMRO

The Nordics¹ (240)

SEB

Norway (60)

DNB
SEB

Spain (58)

BBVA

Sweden (102)

SEB

Switzerland (53)

Credit Suisse

United Kingdom (115)

BNP Paribas

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. ¹Meaningful presence in three of the four Nordic countries was required for consideration.

Source: Coalition Greenwich 2021 European Large Corporate Banking Study

Greenwich Share Leaders — 2022

Large Corporate Cash Management by European Markets



European Large Corporate Cash Management Market Penetration	Market Penetration	Statistical Rank	European Large Corporate Cash Management Market Penetration	Market Penetration	Statistical Rank
Austria (34)			The Netherlands (139)		
UniCredit	79%	1	ING Bank	59%	1
Raiffeisen Bank International	65%	2	ABN AMRO	48%	2
Erste Bank	41%	3	Rabobank	43%	3
Belgium/Luxembourg (85)			The Nordics¹ (253)		
BNP Paribas Fortis	86%	1	Nordea	64%	1
ING Bank	56%	2	Danske Bank	45%	2T
KBC Bank	48%	3	SEB	42%	2T
Denmark (31)			Norway (78)		
Nordea	84%	1	DNB	69%	1
Danske Bank	68%	2	Danske Bank	36%	2T
SEB	29%	3	Nordea	35%	2T
Finland (54)			Spain (61)		
Nordea	96%	1	Santander	89%	1
Danske Bank	69%	2T	BBVA	79%	2T
OP Bank	67%	2T	CaixaBank	75%	2T
France (60)			Sweden (90)		
BNP Paribas	88%	1	Nordea	62%	1T
Société Générale	82%	2	SEB	59%	1T
Crédit Agricole (CACIB)	52%	3T	Handelsbanken	47%	3
HSBC	48%	3T			
Germany (128)			Switzerland (55)		
Commerzbank	73%	1	UBS	55%	1
Deutsche Bank	63%	2T	Deutsche Bank	44%	2T
UniCredit	59%	2T	Credit Suisse	40%	2T
Ireland (27)			United Kingdom (134)		
*			HSBC	57%	1
			Barclays	43%	2
			NatWest	34%	3
Italy (137)					
Intesa Sanpaolo	85%	1			
UniCredit	78%	2			
BNP Paribas	72%	3			

Note: *Market penetration evaluations did not yield statistically differentiated banks for this region. 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. Share Leaders are based on Top 3 leading banks including ties. ¹Meaningful presence in three of the four Nordic countries was required for consideration.

Source: Coalition Greenwich 2021 European Large Corporate Cash Management Study

Greenwich Quality Leaders — 2022

Large Corporate Cash Management by European Markets



European Large Corporate Cash Management Quality

Austria (34)

Raiffeisen Bank International

Belgium/Luxembourg (85)

BNP Paribas Fortis

KBC Bank

Denmark (31)

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Finland (54)

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European Large Corporate Cash Management Quality

The Netherlands (139)

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United Kingdom (134)

Citi

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. ¹Meaningful presence in three of the four Nordic countries was required for consideration.

Source: Coalition Greenwich 2021 European Large Corporate Cash Management Study

2022 Greenwich Excellence Awards for European Large Corporate Finance

Among More Than 120 Banks Evaluated, 8 Have Distinctive Quality



European Large Corporate Banking

Ease of Doing Business

BNP Paribas

Knowledge of Transaction Banking Needs

Citi
ING Bank

Knowledge of International Banking Needs

Bank of America
Citi

Proactive Provision of Advice

BNP Paribas
Citi

Coordination of Product Specialists

BNP Paribas
Crédit Agricole (CACIB)
J.P. Morgan

Timely Follow-Up

BNP Paribas
Crédit Agricole (CACIB)

Effective Senior Management Support

Bank of America
BNP Paribas
ING Bank
Société Générale

European Large Corporate Cash Management

Ease of Doing Business

BNP Paribas
J.P. Morgan

International Product Capability

Citi
J.P. Morgan

Breadth of International Network

BNP Paribas
Citi
HSBC

Innovation

J.P. Morgan

Quality of Advice

BNP Paribas
Citi
J.P. Morgan

Customer Service

BNP Paribas

Responsiveness and Prompt Follow-Up on Requests

J.P. Morgan

Account Opening Process

Bank of America
ING Bank

Accuracy of Operations

BNP Paribas
J.P. Morgan

Digital

Digital Platform Design

ING Bank
J.P. Morgan

Digital Platform Functionality

Bank of America
Citi
J.P. Morgan

Digital Platform Security Capabilities

Citi
J.P. Morgan

Integration with Corporate IT Systems

Citi

Note: Based on interviews with 407 corporates with annual revenues of €2 billion or more for Large Corporate Banking and 441 interviews with corporates with annual revenues of €2 billion 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.

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METHODOLOGY

Coalition Greenwich conducted 1,030 interviews with financial officers (e.g., CFOs, finance directors and group treasurers) at corporations and financial institutions with sales in excess of €500 million, including 407 interviews with sales of at least €2 billion. An additional 1,120 interviews were conducted with corporate decision-makers for cash management, mainly treasurers. Interviews were conducted throughout Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom. Interviews took place from September 2021 to February 2022. Subjects covered included bank credit capabilities, domestic and cross-border advisory capabilities and quality of institution and relationship management. Cash management capabilities were examined in separate interviews with corporate treasurers.

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