

## Cash Management Survey 2018: Methodology



### Overview

Euromoney surveys cash managers, treasurers and financial officers worldwide to rank and assess their top providers of cash management services. The survey is split into separate questionnaires for corporations and financial institutions.

Respondents are asked to indicate:

- Which three banks they currently use most for their cash management services
- To rate their three most used cash managers from Unsatisfactory to Exceptional across various service categories.

### Survey of Corporates

#### Quantitative Rankings

##### **Voting**

Respondents are asked to vote for their cash management provider by country, by region, and globally, or for any permutation based on their remit and related ability to vote on behalf of their company's use of cash management.

Respondents can respond more than once, but only for separate countries or regions where they have cash management operations.

If more than one vote is received for an individual country or region from the same company, then where possible the respondents will be contacted and their votes aggregated into one response. If this is not possible, then the most senior person's response will be counted.

##### **Scoring**

In the lead categories, each voter's nominated top bank is awarded four points, second place three points and third place two points. These scores are then totalled for each bank to give a final score.

Final scores for domestic, regional and global cash management providers are determined by a weighted ranking based on the relative gross sales of the respondents.

In the case of domestic/country rankings, there needs to be at least 10 votes for the top bank within that country for a ranking to be published.

#### Service Category Rankings

##### **Voting**

Service categories are assigned a qualitative designation of "unsatisfactory," "improvement needed," "meets expectations," "exceeds expectations" and "exceptional," which are assigned numeric weightings of 1 to 5.

##### **Scoring**

We perform a calculation on the % of respondents who answer in a certain way in order to calculate a net score for each institution. This is used to produce a ranking.

## **Survey of Financial Institutions**

### **Quantitative Rankings**

#### ***Voting***

Respondents are asked to nominate their cash management providers by region and by transactional currency.

Respondents can respond more than once, but only for separate regions where they have cash management operations.

If more than one vote is received for an individual region from the same company, then where possible the respondents will be contacted and their votes aggregated into one response. If this is not possible, then the most senior person's response will be counted.

#### ***Scoring***

In the lead categories, each voter's nominated top bank is awarded four points, second place three points and third place two points. These scores are then totalled for each bank to give a final score.

### **Service Category Rankings**

The service category rankings are calculated the same way for both the corporates and financial institutions surveys.

Please direct comments and questions to: [data@euromoney.com](mailto:data@euromoney.com)