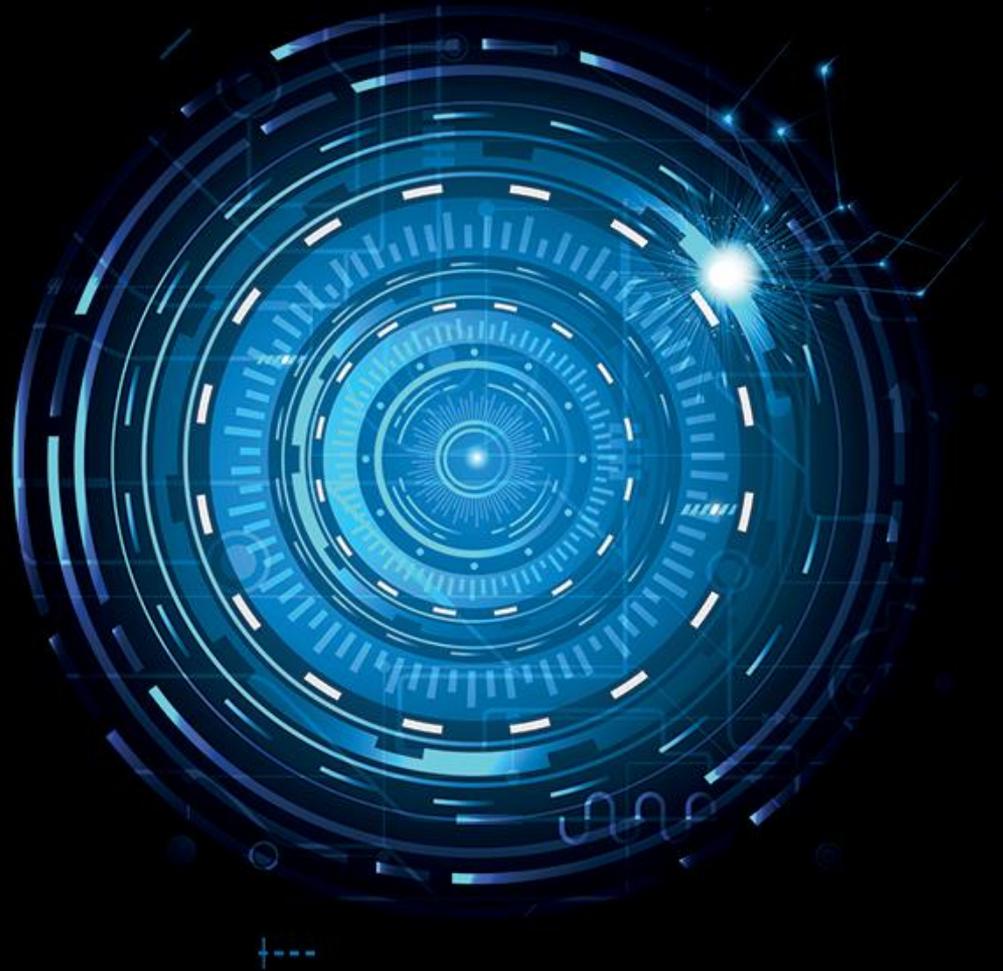


**Deloitte.**



## **FinTech revolution**

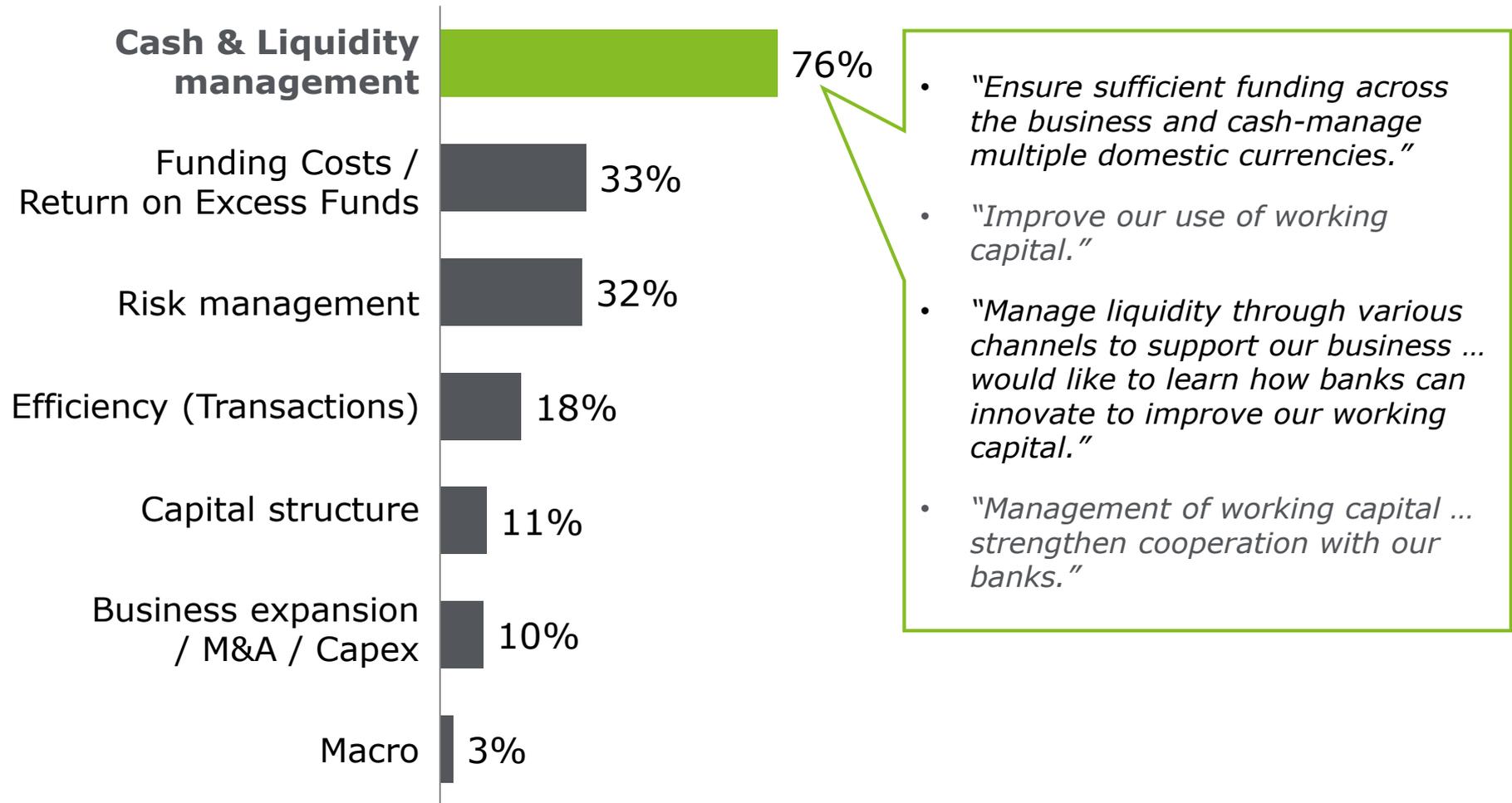
Needs and perspectives from CFOs & Treasurers

Paul Tan, Greenwich Associates | 21 July 2017

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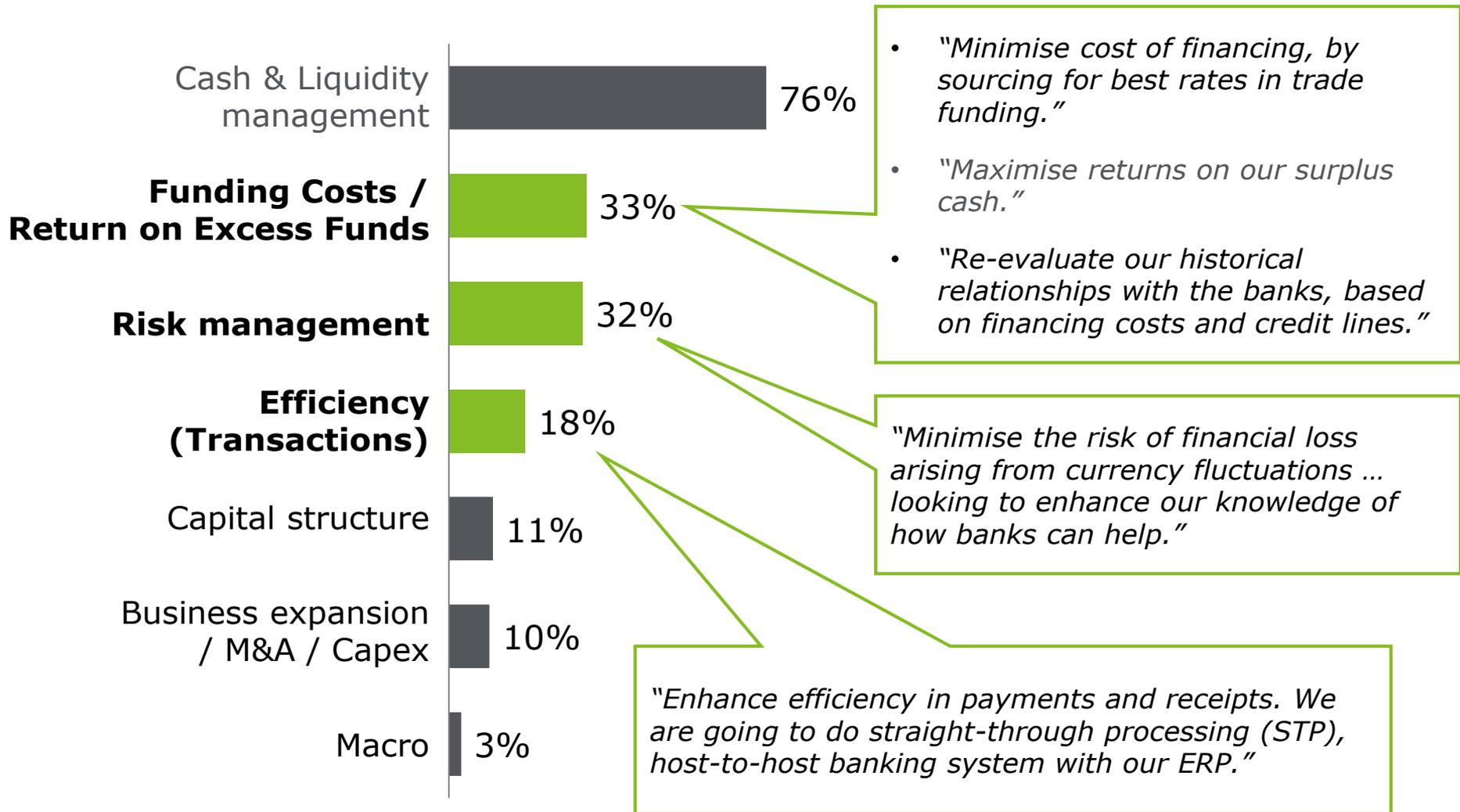
The **CFO** Program

# Top Priorities Articulated by Finance & Treasury Functions



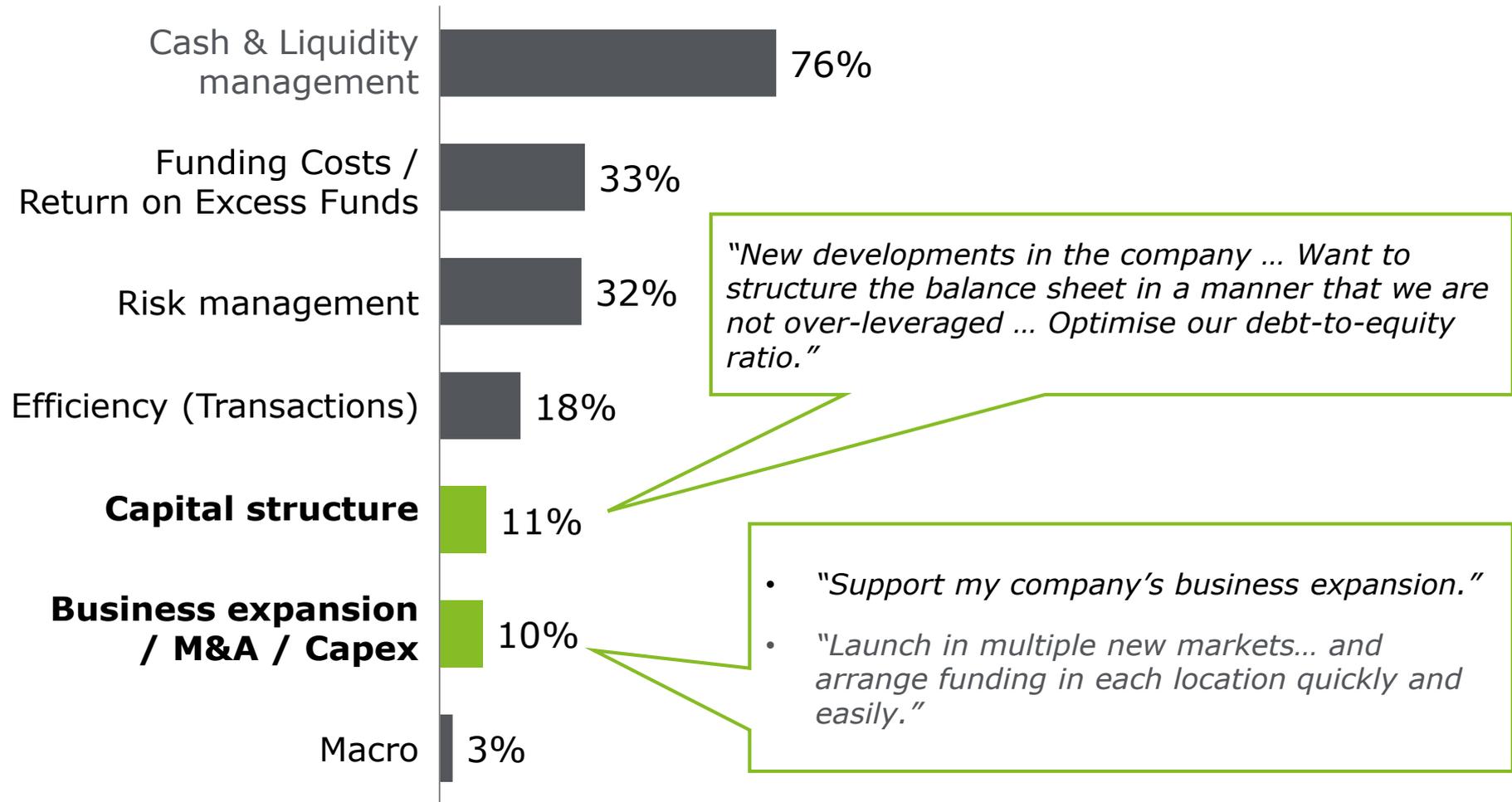
Source: Greenwich Associates, Large Corporate Banking Program, 641 respondents, interviewed late-2016

# Top Priorities Articulated by Finance & Treasury Functions



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# Top Priorities Articulated by Finance & Treasury Functions



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# Motivations to switch provider

Indications of priorities and pain points overcoming switching costs

Over **40%**  
of Large Corporates  
across Asia indicate an  
intention to change how  
they allocate business  
amongst their most  
important banks

## Verbatim

**Our suppliers** are requesting for us to sign up with Bank X ... because of their **technology and platform**.

They (Bank X) have much better **technology, customer service and locations where we need them**.

They have a **presence in this region** while some other providers are withdrawing.

They keep **changing their strategic position** ... not clear whether they want to support us.

Bank X is **committed**, positive and active in their services. They also have a **strong balance sheet**.

We are rebalancing our banking relationships and their **strong service quality** will win them more.

Bank X's **willingness to customize** solutions for us, and their **understanding of our requirements**.

*Source: Greenwich Associates, Large Corporate Banking Program, 641 respondents, interviewed late-2016*



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The CFO Program brings together a multidisciplinary team of Deloitte leaders and subject matter specialists to help CFOs stay ahead in the face of growing challenges and demands. The Program harnesses our organization's broad capabilities to deliver forward thinking and fresh insights for every stage of a CFO's career – helping CFOs manage the complexities of their roles, tackle their company's most compelling challenges, and adapt to strategic shifts in the market. Please visit [www.deloitte.com/sg/seacfoprogram](http://www.deloitte.com/sg/seacfoprogram) to find out more.

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