The Corporate Banking Market Survey

What Treasury & Finance Leaders Told Us at EuroFinance Barcelona

Corporate respondents • Fielded live, 16–18 September 2026 • EuroFinance Barcelona

See how your own banking relationships compare against this data.

One Room, One Consistent Signal

80%

Say bank fees & transaction charges are hardest to independently benchmark

73%

Haven't independently benchmarked their banking relationships in over a year

93%

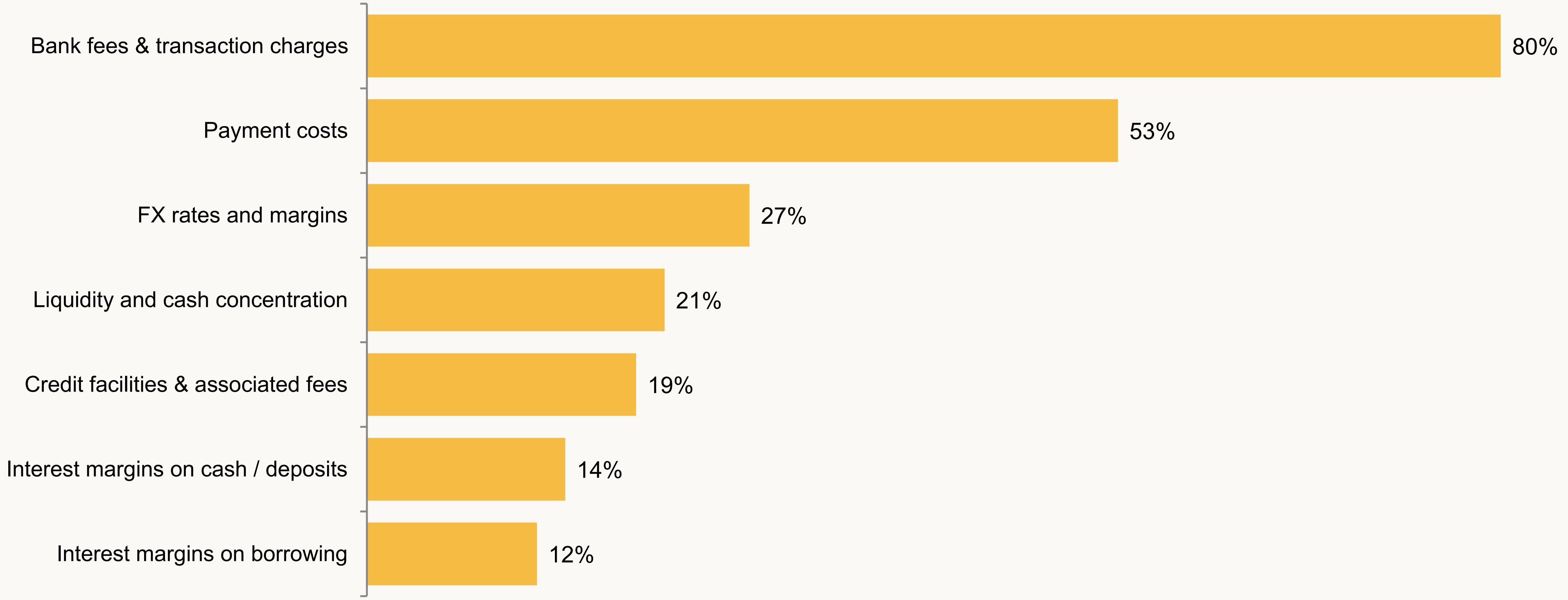
Want the Corporate Banking Benchmark Report

Gathered live from treasury and finance leaders at one of Europe's largest corporate treasury events — the message was consistent: most corporates can't fully see what their banking relationships really cost them. Bankhawk's Corporate Banking Benchmark was built to close exactly this gap.

THE BLIND SPOTS

Bank Fees Are the Hardest to Pin Down

"Which areas are most difficult to independently measure or benchmark?" — respondents could select up to three.



Voice of the Corporate

Open-ended responses to “what's the single biggest challenge in managing your banking relationships?”, clustered by theme.

33%

Service & Responsiveness

Slow response times, inconsistent coverage, and finding the right person to call

27%

Data & Fee Visibility

Turning raw data into insight, and analysing fees without a clear baseline

20%

Digital & Technical Complexity

New digital offerings, FX/risk systems, and emerging-market payment solutions

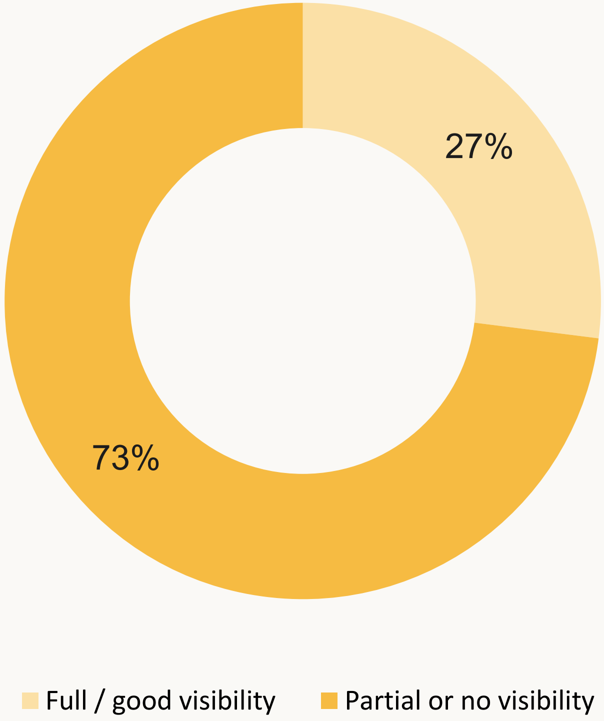
13%

Share of Wallet

Understanding and managing share of wallet across banking partners

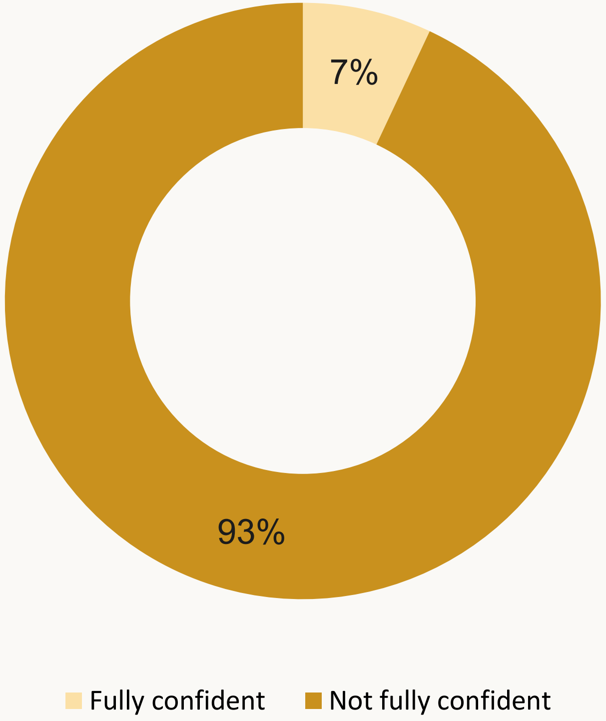
Nobody Can Fully See What They're Paying

Visibility into total bank value earned



73% lack full visibility

Confidence validating bank pricing

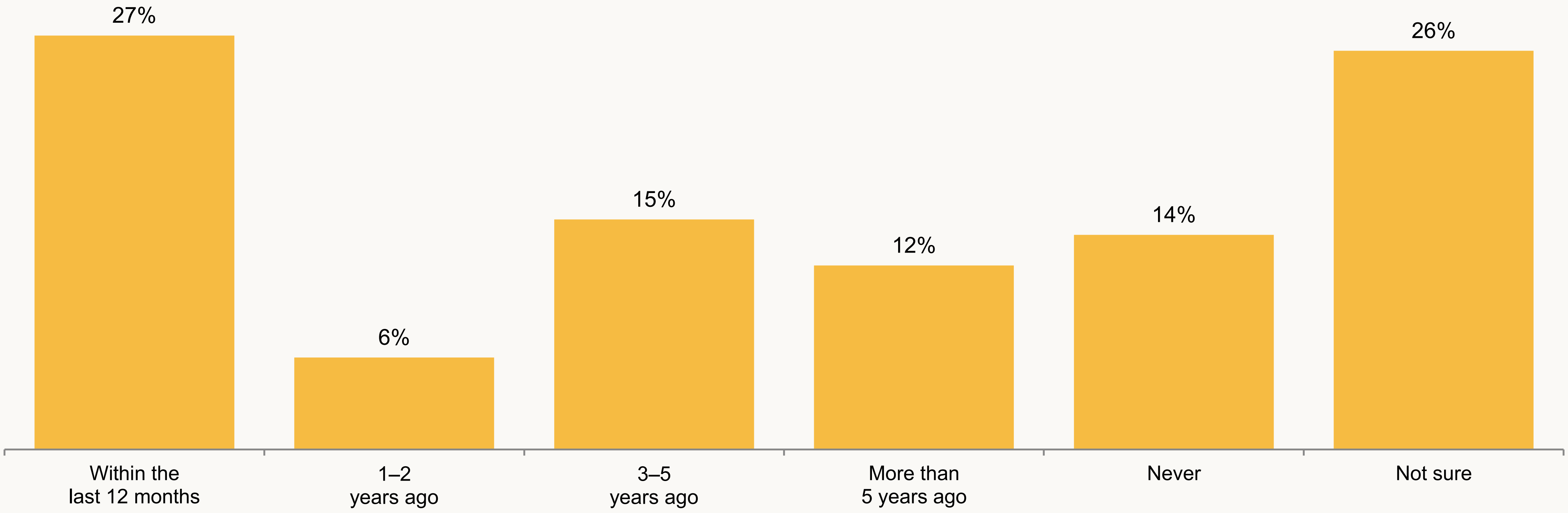


93% aren't fully confident

TIME SINCE LAST CHECK

Most Haven't Looked Recently — or at All

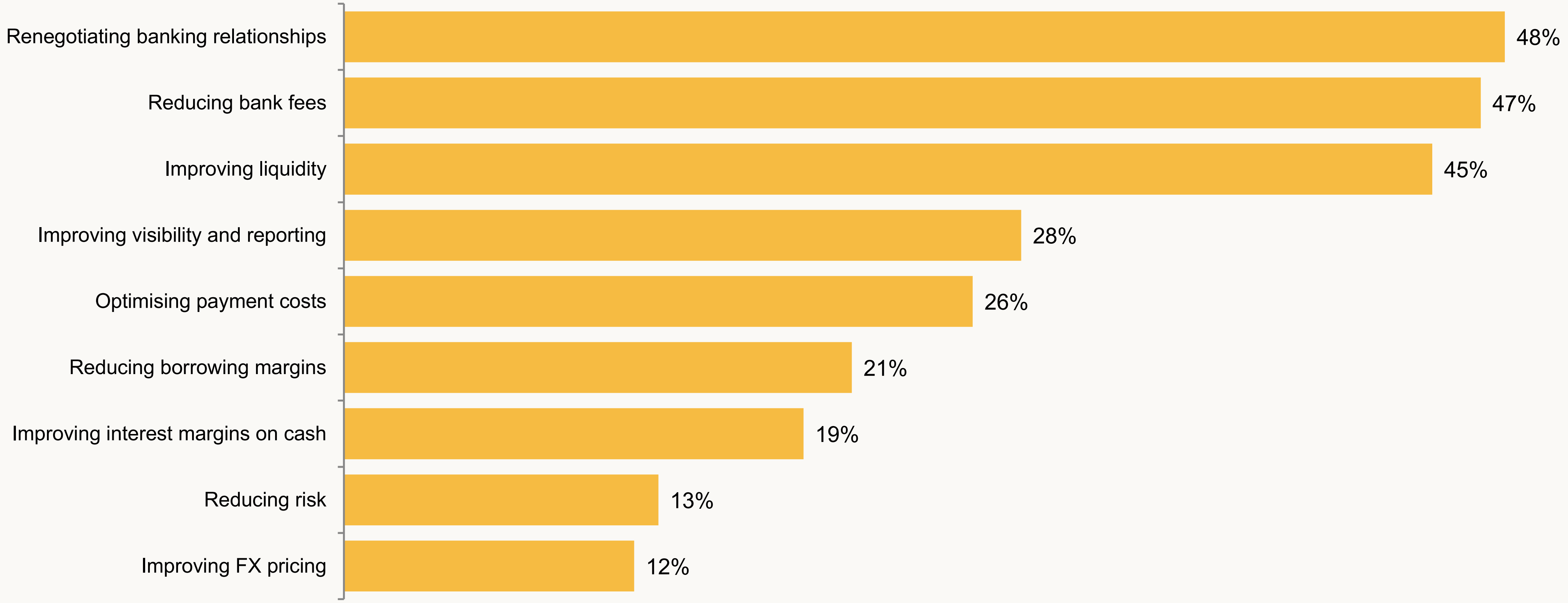
“When were your principal banking arrangements last independently benchmarked against the market?”



73% haven't independently benchmarked their banking relationships in the last year — or don't know when they last did.

Three Priorities Lead the Pack

“Where do you believe the greatest opportunity exists to improve value from your banking relationships?” — up to three selections.



WHAT THEY'RE ASKING FOR

Visibility Is What the Market Wants Next

93%

of respondents asked for the Corporate Banking Benchmark Report — a clear signal for a need of greater visibility in Corporate Banking.

THE PROBLEM, IN FULL

What the Data Adds Up To

1. **Bank fees are the market's #1 blind spot**
   80% say fees and transaction charges are the hardest thing to independently benchmark, and 53% say the same of payment costs.

2. **Visibility into what banks actually earn is thin**
   73% have only partial visibility — or none at all — into the total value their banks earn from the relationship.

3. **Confidence in bank pricing is close to nonexistent**
   93% aren't fully confident they can validate their bank pricing against agreed terms and market benchmarks.

4. **Most haven't checked in years — or ever**
   73% haven't independently benchmarked their banking relationships in the last 12 months, don't know when they last did, or never have.

Get in touch with Bankhawk to see how we could help you close these gaps in your own banking relationships.