

Kindly **browse** through <https://www.euromoney.com/research-and-awards/surveys-and-awards/cash-management-survey/vote-now>

And you will be directed to the main page for the Cash Management Participation survey.

Kindly **click** *Corporate Survey under English Language for the participation of the survey.

Note:
**(corporates/state agencies/ public sector companies).*

The screenshot shows the Euromoney website for the Cash Management Survey 2018. The main heading is "Cash Management Survey 2018". Below it, there is a sub-heading "The Euromoney Cash Management Survey 2018 is now open!". The text describes the survey as the 17th annual survey of the world's cash management industry, with a response base in excess of 30,000. It lists 24 available languages and asks users to "VOTE NOW" by selecting a language. A "Corporates Survey" link is highlighted with a blue box. Below it, there is a "Financial Institutions Survey" link. The page also includes a "MORE INFORMATION" sidebar with links to detailed results, request signups, request logos, survey data confidentiality document, schedule, and survey process or policy queries. At the bottom, there are links to 2018 PDF questionnaires for corporates and financial institutions, and a 2018 methodology link.



Euromoney Cash Management Survey 2018 - Corporates

Welcome

Please complete this confidential questionnaire to help make Euromoney's annual Cash Management Survey the most authoritative and comprehensive ranking possible.

The questionnaire is for CORPORATES only (corporates/state agencies/public sector companies). If you are a financial services company (bank/asset manager) then please [click here](#) to go to the relevant survey.

We are happy to provide you with subscriber-level access to euromoney.com (including the results to this survey) for the month of October 2018 if you fill out your details on the following page.

Please leave blank any questions which do not apply to your company.

Submit answers as soon as possible and no later than end of day local time, 11th May 2018.

Queries on survey policy should be addressed to Dirk Schneider - dirk.schneider@euromoneyplc.com

For technical questions please contact data@euromoney.com



Please **read** through the welcome announcement before proceeding with the survey. **Click** next to proceed

Guide to complete the Euromoney Cash Management Survey 2018

Kindly **fill in** your details as shown on the screenshot.



Euromoney Cash Management Survey 2018 - Corporate

Contact Details

First name: Last name:

Company:

Job title:

Professional email address:

Please re-enter Professional email address:

Country code: Telephone (no spaces):

Your office location (country):

Company headquarters (country):

Select your industry sector:

How many countries is your company based in?

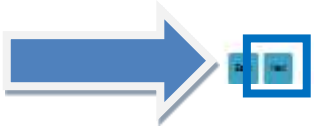
In how many of the following regions does your company operate? (Regions include Asia, Australasia, Central and Eastern Europe, Latin America, Middle East, Nordics and Baltics, North America, Western Europe)

How many cash managers do you have now?

How many did you have 12 months ago?

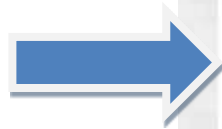
Are you looking to change your team of cash managers in the next 12 months?
 Yes No Don't know

Proceed by **clicking Next**



Guide to complete the Euromoney Cash Management Survey 2018

Kindly tick for Domestic and
click Next

The screenshot shows the 'Euromoney Cash Management Survey 2018 - Corporates' form. At the top right is the 'EUROMONEY DATA' logo. The title 'Euromoney Cash Management Survey 2018 - Corporates' is centered. Below it is the section header 'Region'. The main question asks: 'For what level of business organisation does your vote apply? Are you voting in the capacity of or on behalf of a global, regional or country head of cash management?'. Three instructions follow: 'Please tick 'Global' if you are able to vote on your company's cash management operations globally', 'Please tick 'Regional' if you are able to vote on your company's cash management operations in a specific region (Western Europe, Central and Eastern Europe, Middle East, Africa, etc.)', and 'Please tick 'Domestic' if you are able to vote on your company's cash management operations related to a specific country.'. There are three radio buttons: 'Global' (unchecked), 'Regional' (unchecked), and 'Domestic' (checked). Below the radio buttons is a dropdown menu with the text 'Please select the country for which you actively use cash management services. *' and 'Malaysia' selected. At the bottom right are 'Back' and 'Next' buttons. A progress bar at the very bottom shows '17%' completion. A blue arrow points from the 'Next' button towards the bottom right.

Guide to complete the Euromoney Cash Management Survey 2018

Kindly Answer the survey
 Question proceed by **clicking**
 Next

	Not important	Somewhat important	Very important	Essential	N/A
Industry knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Understanding of my business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Quality of RFP/propos	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Speed/quality of responses to enquiries	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall performance of dedicated client service manager	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Service

	Not important	Somewhat important	Very important	Essential	N/A
Advisory services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Counterparty risk	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Product/service innovation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Implementation of additional products/services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cross-border capabilities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Onboarding process	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Tech provisions

	Not important	Somewhat important	Very important	Essential	N/A
Treasury management systems	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Electronic banking/e-invoicing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Security procedures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mobile capabilities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



Guide to complete the Euromoney Cash Management Survey 2018

Kindly **complete** the required information.

1. *Which banks do you use most for your domestic Cash Management services
select Affin Bank

Note:

***type manually to select which bank**

Your firm's size - STRICTLY CONFIDENTIAL

Approximately what are the global annual gross sales of your business?

Less than US\$50m

On a domestic basis please name the three banks you use most for cash management and the percentage of your business put through each:

If your country/territory does not appear, please type in "other" and then specify:

Top bank

Affin Bank

Approximately how much of your % of domestic cash management business over the last 12 months was transacted with this provider? How likely is it that you would recommend this provider to a peer or colleague?

100% Likely Highly likely

Second bank

Please Select

Approximately how much of your % of domestic cash management business over the last 12 months was transacted with this provider? How likely is it that you would recommend this provider to a peer or colleague?

Likely Highly likely

Third bank

Please Select

Approximately how much of your % of domestic cash management business over the last 12 months was transacted with this provider? How likely is it that you would recommend this provider to a peer or colleague?

Likely Highly likely

Back Next

100%

Thank you for completing this survey

Result will be published in **October 2018**

