

Commercial Banking and Finance - UK - March 2016

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“As banks continue to retrench from regions or sectors where they are unable to meet specific demand and re-evaluate their operational strategies, they will need to rely on their personnel more and more to deliver evolving products and services.”

– Lewis Cone, B2B Analyst

This report looks at the following areas:

- What are the key determinants driving commercial banking and finance?
- Was the market affected by the financial crisis? Have there been any structural changes as a consequence?
- Has regulation restricted industry development?
- Can challenger banks make a significant impact? Or is the market still dominated by the ‘big four’ banks?
- What does the future hold for commercial banking and finance?

Major banks should focus on their core strengths while seeking internal and external strategic partnerships to extend their commercial capabilities where appropriate. Banks that do rise to the emerging digital challenge will gain on all fronts; strengthening relationships with existing customers, improving operational controls, lowering cost bases, reducing risk and ultimately improving bottom lines.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market

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