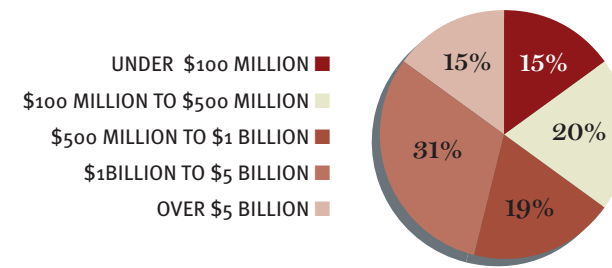


**T**he tentacles of the credit crisis have reached into cash management as *Treasury & Risk's* annual cash management survey shows. The more than 150 treasurers, CFOs and other senior finance executives responding to our survey this year named "credit commitment" as one of the top three reasons for choosing a bank. Last year, "credit commitment" didn't even make the short list. Going hand-in-hand, respondents this year also noted "increased pressure to award cash management to credit providers" as one of the greatest challenges they face. Meanwhile, making greater use of "outside managers" slipped ahead of "commercial paper" when respondents were asked what they would do to maximize their rate of net return in anticipation of a potential rate hike.

MORE SURVEY RESULTS CAN BE FOUND AT [WWW.TREASURYANDRISK.COM](http://WWW.TREASURYANDRISK.COM)

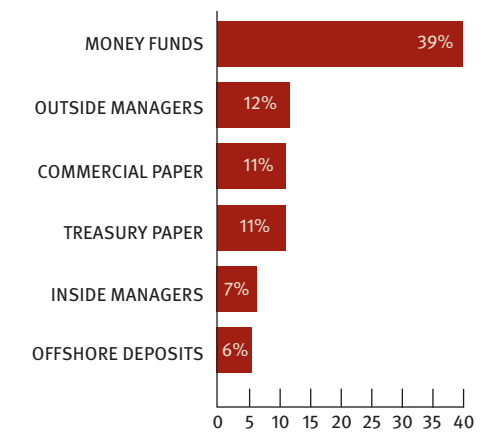
ANNUAL REVENUES OF RESPONDENTS {%}



**47% said they would give a bank more business if it could link cash management reporting to ERP.**

**55% said they handled more than 80% of their business online.**

WITH POTENTIAL OF A RATE INCREASE, HOW ARE YOU MAXIMIZING NET INVESTMENT RETURN? GREATER USE OF:



**44% said fees have increased, but only 17% said they were getting more or better service.**

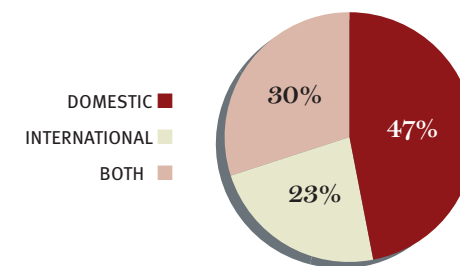
# Treasurers Feel the Squeeze

## Treasury & Risk's 2008 Cash Management Survey

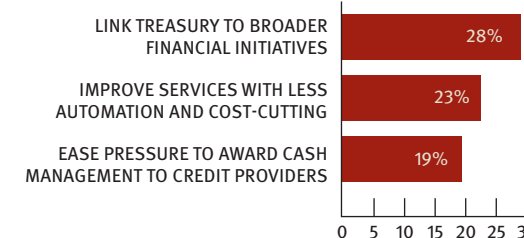
Best Banks in Cash Management Services {over \$500 million}			
Domestic		International	
FIRST	Bank of America	FIRST	Citi
SECOND	JP Morgan	SECOND	Bank of America
THIRD	Wells Fargo	THIRD	HSBC
Best Banks in Cash Management Services {under \$500 million}			
Domestic		International	
FIRST	Bank of America	FIRST	Citi
SECOND	JP Morgan	FIRST*	JP Morgan
THIRD	Wells Fargo	SECOND*	Bank of America/HSBC
Principal Cash Management Bank {over \$500 million}			
Domestic		International	
FIRST	Bank of America	FIRST	Citi
SECOND	JP Morgan	SECOND*	Deutsche Bank
THIRD	Wachovia	SECOND*	HSBC
Principal Cash Management Bank {under \$500 million}			
Domestic		International	
FIRST	Bank of America	FIRST	ABN Amro
SECOND	JP Morgan	SECOND	Bank of America
THIRD	Wells Fargo	THIRD*	HSBC/JP Morgan/Standard Chartered

\*TIE

TREASURERS WITH PLANS TO CONSOLIDATE ACCOUNTS {%}



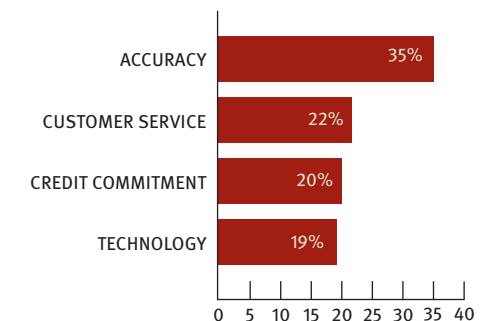
WHAT YOU WISH YOUR BANK WOULD DO:



**56% said they use p-cards and see reducing administrative costs and time as top benefits.**

**99% said they were satisfied or very satisfied (47%) with their bank's Web services.**

TOP REASONS FOR CHOOSING A BANK {%}



**66% said they do not use a treasury workstation**