HSBC Navigating Business Episode 2: Efficient working capital management

On our recent webinar, that you can listen to here, we polled over 150 business on their approach to working capital in the current environment – here are the results:

What are your key areas of focus when it comes to working capital management?

Improving relevant metrics such as DSO, DPO, DIO	50.90%
Optimisation of liquidity structures	49.10%
Effective vendor management/relationships) 32.70%
Sourcing external funding) 23.60%
Other) 1.80%

What do you see as your biggest challenges when it comes to working capital in the next 3-6 months?





45.90%



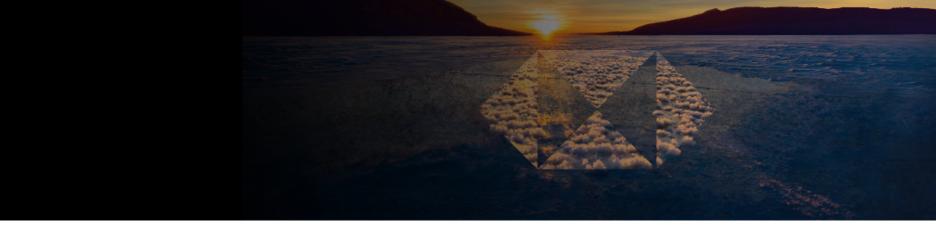
42.60%



32.80%



Supply chain disruptions



29.50%



Difficulty in raising funds

14.80%

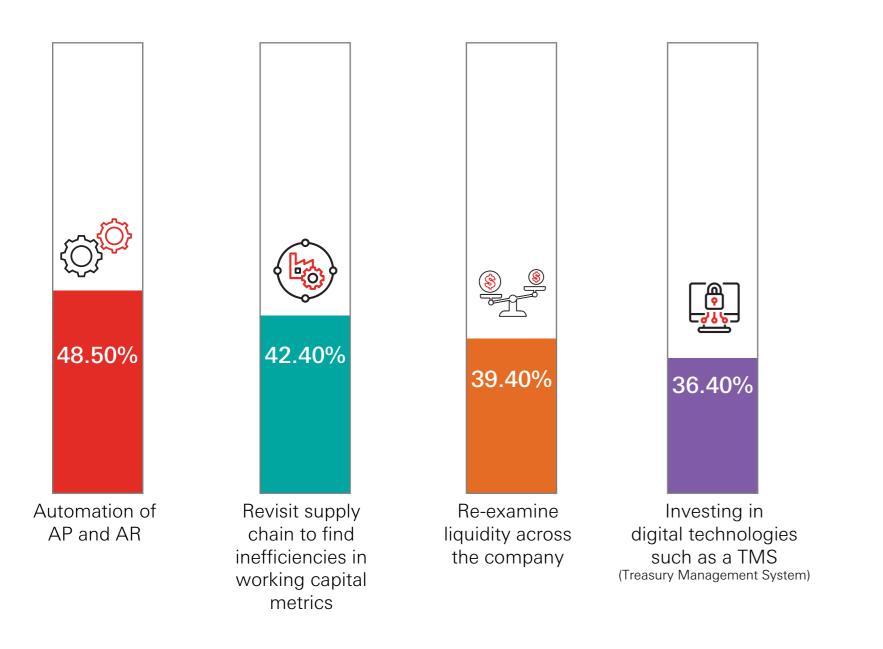


Visibility of liquidity/balances

Together we thrive

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What are some of the key working capital strategies that have worked for you?







What do you look for while choosing a bank to be your cash management provider?

Technology and platforms provided		_
68.80%)	
Breadth of solutions		
56.30%)	
Geographical presence		~~~~
53.10%)	
Fee and charges		
37.50%)	· <u>O</u> ·
Associated Bank funding		
15.60%)	(\$ }
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