



Live more,
Bank less

INDIA

2021 DBS Digital Readiness
Survey for Treasurers

CORPORATES



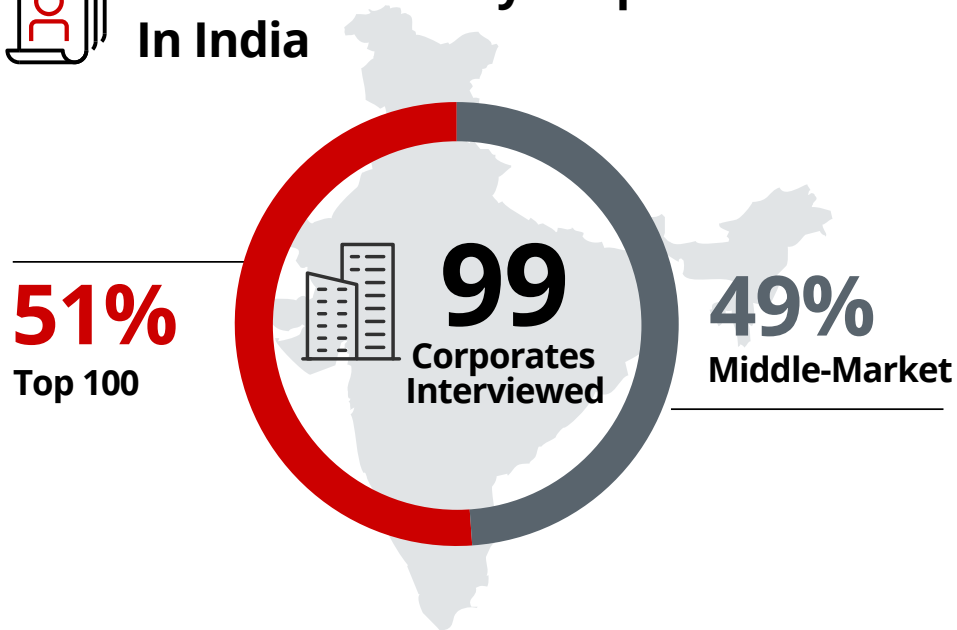


About The Survey

DBS has partnered East and Partners (East) to continue its Digital Readiness Survey for the third round. This research, designed to chart the progress in businesses' efforts in all things digital, is based on direct interviews with 1,503 treasurers from the Top 100 revenue ranked corporates (US\$1.0Bn plus revenue equivalent) and middle-market companies (US\$200Mn-1.0Bn revenue equivalent) across US, UK and 13 markets in Asia Pacific including Australia, China, India, Indonesia, Japan, Hong Kong, Malaysia, Philippines, Singapore, South Korea, Taiwan, Thailand and Vietnam. Here we take a closer look at the India market and a snapshot of its corporates on the digital journey.

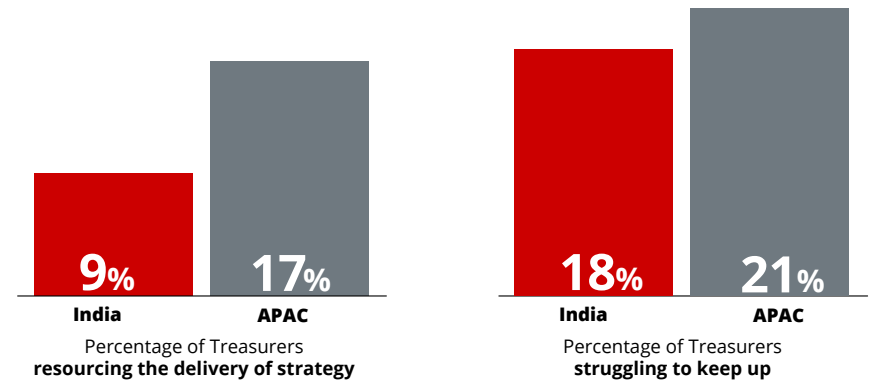
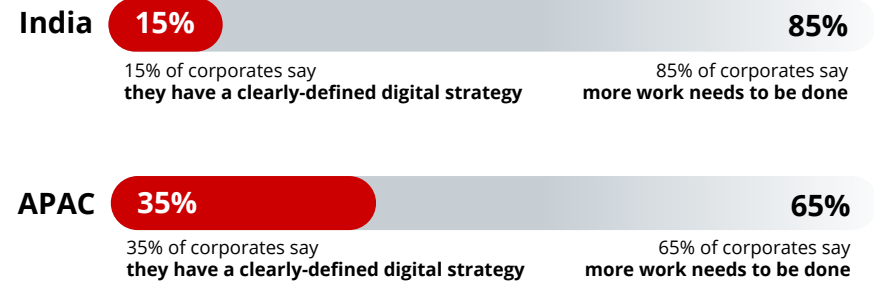


Profile Of Survey Respondents In India



Treasurers Have A Greater Role To Play

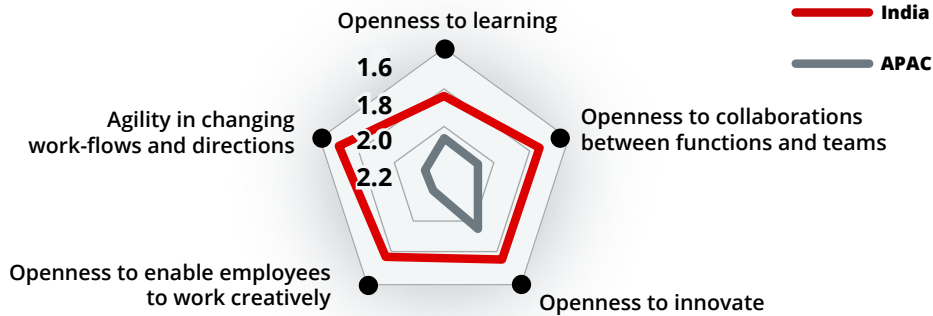
State Of Digital Readiness



Openness Is High But Not Delivering Digital Traction

Five Key Digitalisation Receptiveness Factors

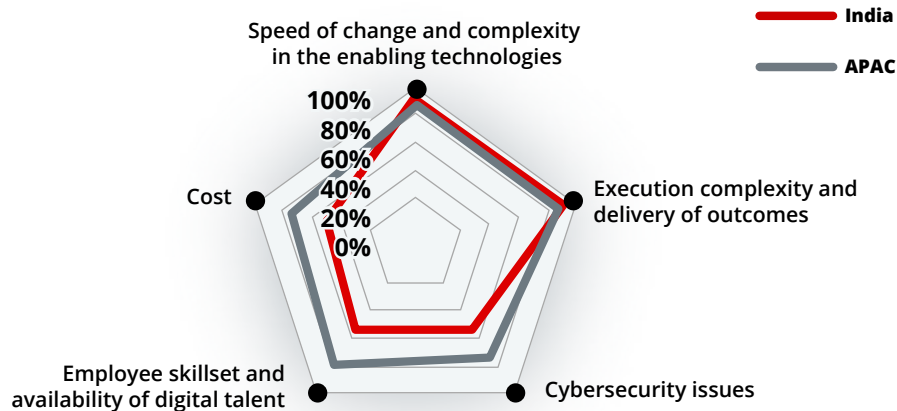
Ratings on a 1-5 scale (1= excellent and 5= poor)



Execution Complexity And Speed Of Change Are Barriers

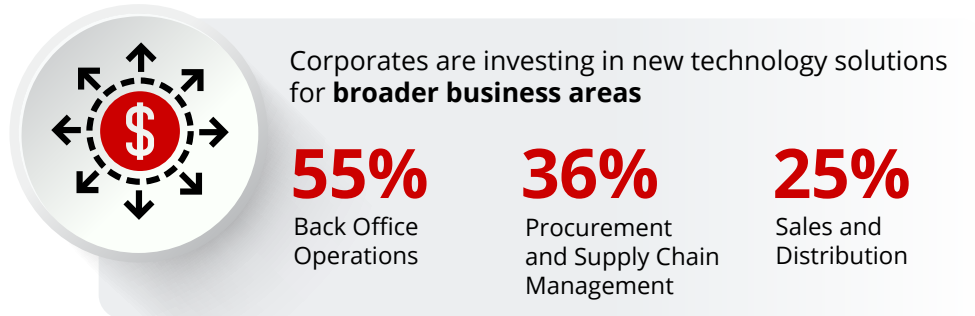
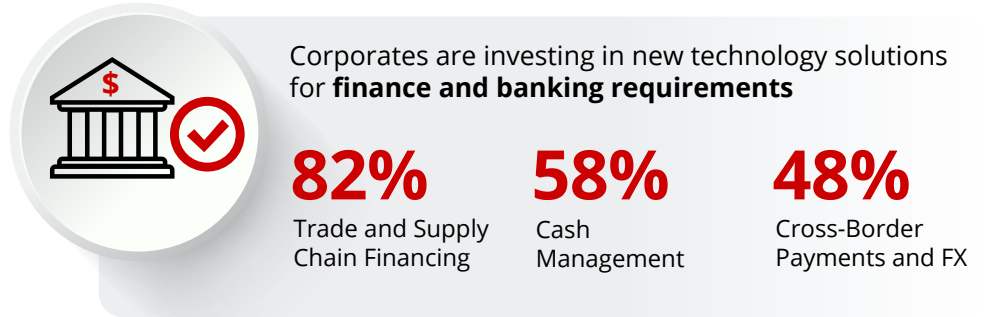
Top Five Barriers To Digitalisation

% of corporates nominating each factor



Trade And Supply Chain Financing Investment Way Out Ahead

Digital Applications And Investments



Smart Contracts Are In Focus

Top Three Most Valuable Technologies Being Employed



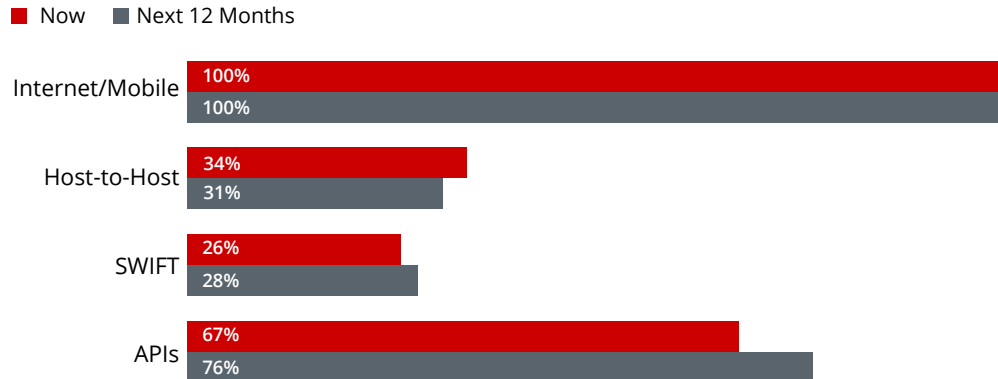
Smart Contracts and DLT to power ecosystems

APIs to embed services into key platforms

AI / Machine Learning to improve decisions

Bank API Connectivity Is On The Rise

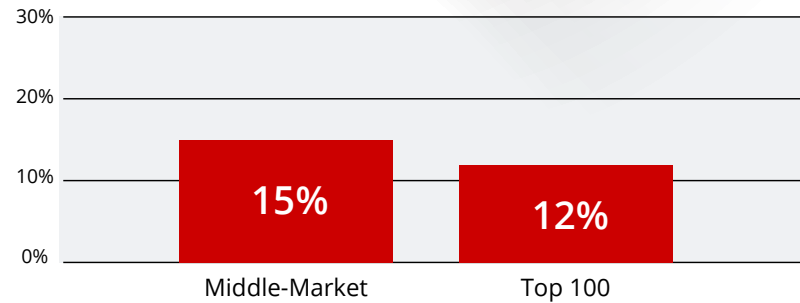
Bank Connectivity Now And In 12 Months



Ecommerce Revenues Below Regional Benchmarks



% of overall revenues derived from eCommerce





Low Appreciation Of ESG And Technology Linkages



Top Three Drivers Of ESG Digitalisation



69%

Mapping against project financing requirements



69%

Matching investor requirements



62%

Carbon credits trading

“

It's getting the road map together that we're struggling with and an area that the banks are quite helpful with; we do use two of the large tech consulting companies as well.

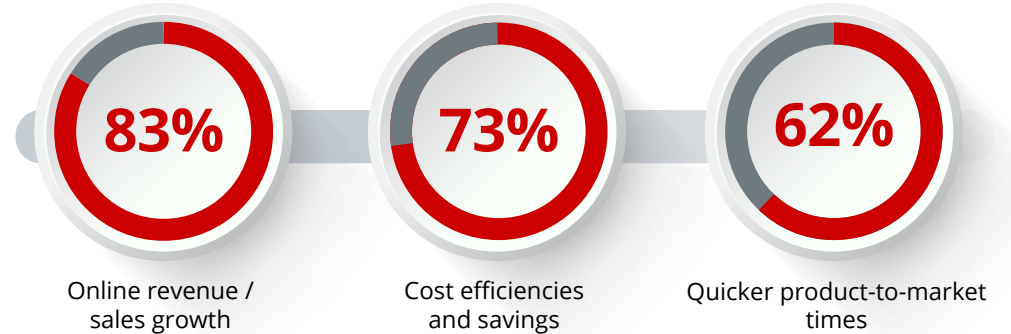
”

- Treasurer, US\$1.0Bn, India, Consumer Products Corporate



Headline Growth Is The Leading KPI

Top Three KPIs To Evaluate ROI From Digital Transformation



Differentiation And Growth Are Most At Risk

Top Three Greatest Costs / Risks To The Organisation Of Not Digitalising



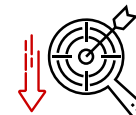
88%

Constrain growth plans



86%

Lose competitive advantage



68%

Poorer ability to forecast and predict



Banks To Provide More Digital App Advisory

Top Three Areas Of Guidance Treasurers Are Looking For From Their Banks



For more information, the full results of the Digital Readiness Survey is available [here](#).