## S&P TEST

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# COMERICA INCORPORATED SWOT & PESTLE ANALYSIS

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**Company Name:** Comerica Incorporated

**Company Sector:** Banking and Financial Services Industry

Operating Geography: United States, Canada and Mexico

**About the Company:** Comerica Incorporated, based in Dallas, Texas, is a financial services firm.

It has retail banking operations in Texas, Michigan, Arizona, California, and Florida, as well as

select business operations in several other states in the United States, as well as Canada and

Mexico. The company was founded in Detroit by Elon Farnsworth as the Detroit Savings Fund

Institute in 1849 and in 1982 it was renamed Comerica. The Business Bank, Retail Bank, and

Wealth Management are all strategically aligned with the Group. The Business Bank offers a

wide range of credit and non-credit financial products and services to businesses of all sizes.

Consumers receive customized financial products and services from the Retail Bank. Wealth

Management caters to the needs of high-net-worth individuals and businesses. The Finance

division includes the company's securities portfolio as well as asset and liability management.

Other costs include the effect of equity and cash on revenue and cost, tax benefits, irregular or

infrequent charges that are not typical of regular activities, and miscellaneous other corporate

expenses. In April 2021, Comerica Incorporated celebrated its 30-year anniversary of trading on

the New York Stock Exchange.

Comerica's Unique Selling Point or USP lies in it being the largest commercial bank in the United

States and ranks among the top banks in the nation. The company's mission statement reads,

"Our goal is to create a workplace where the best talent seeks employment. We know that

diversity in the workforce will support our mission of helping people be successful".

Revenue:

US\$1,911 million - FY ending 31st December 2020 (y-o-y decline 18.30%)

US\$2,339 million - FY ending 31st December 2019



#### SWOT Analysis:

The SWOT Analysis for Comerica Incorporated is given below:

| Strengths                                       | Weaknesses   |
|---|--|
| 1. Establishing prominence in a hostile market  | 1.Downgraded credit ratings may hurt               |
| though people centric initiatives               | investors' sentiment                               |
| 2.Enjoying a low workforce turnover owing to    | 2.Huge decline in income accelerating the          |
| people centric initiatives within the           | decline in earnings                                |
| organization                                    | 3.Presence in regions with harsh and extreme       |
| 3.Highly diversified clientele secures survival | weather conditions                                 |
| of Comerica in hostile times of banking         | 4.Presence in regions with harsh and extreme       |
|   | weather conditions                                 |
|   | 5.Big losses in lawsuits due to leniency in        |
|   | operations and trials                              |
| Opportunities                                   | Threats  |
| 1.Increase in lending limits after enactment of | 1.Increase in stringent compliances related to     |
| EGRRCPA   | functionaries of financial bodies                  |
| 2.Scope of considerable growth in corporate     | 2.Stressed energy portfolio due to pandemic        |
| and investment banking sector of Mexico         | 3.Effect of low interest rates on the net interest |
| 3.Small businesses may become the               | incomes  |
| powerhouse of US economy                        | 4.Rise of cyber challenges of deliverables and     |
|   | security due to remote working                     |
|   | l  |
|   | 5.Multidimensional competition may risk            |



#### PESTLE Analysis:

The PESTLE Analysis for Comerica Incorporated is given below:

| Political                                      | Economical                                    |
|--|---|
| 1.US re-entering the Paris Climate Agreement   | 1.Role of the banking sector in the post      |
| and its effect on the banking sector           | pandemic economic revival                     |
| 2.Effect of the infrastructure thrust on banks | 2.Impact of pandemic hit manufacturing sector |
| after 2020 Presidential election               | on the banking sector                         |
| Social   | Technological                                 |
| 1.Rise of fraudulent activities in online      | 1.Redefining customer satisfaction through    |
| banking may hurt consumer sentiments           | human like artificial assistance              |
| 2.Role of banks in the financial inclusion of  | 2.Contactless payment systems set to zoom in  |
| black communities                              | the post Covid world                          |
| Legal  | Environmental                                 |
| 1.Compliances to maintain enough liquidity     | 1.Focus on eco-friendly lending to meet       |
| and capital to increase chances of earning     | sustainability goals                          |
| higher net interest incomes                    |   |
| 2.Stringent compliances for banks to invest in |   |
| only well capitalised assets                   |   |
| 3.Compliances related to interstate banking    |   |
| and expansion                                  |   |

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