


Trade Working Capital Finance in 2018

Creating a Vision and Executing Against It

Accomplishments to Date

Citi has more than 16 years of SCF experience across the spectrum of working capital products and continues to invest in our core offering including our Citi® Supplier Finance platform.

North America
658 Buyers | 10,000+ Suppliers
\$66.6Bn in Payments

Latin America
249 Buyers | 10,000+ Suppliers
\$10Bn in Payments

Asia
237 Buyers | 45,000+ Suppliers
\$12Bn in Payments

Europe, Middle East & Africa
1,249 Buyers | 5,000+ Suppliers
\$25Bn in Payments

Over the Past Year, Citi has...

Launched dedicated Supplier Resource Centers allowing suppliers to explore program benefits and engage with Citi specialists

Launched the partner referral model and White Label for Dynamic Discounting Solution

Created an automated web-based supplier acquisition platform to streamline the supplier onboarding process

Expanded Asia asset sales in China, India and Taiwan
Grew assets in all regions



2018 Strategic Focus

Leverage cutting edge technologies to expand, create optimal client experience, streamline processes through implementation of new tools and forge market and internal partnerships to continue market leader position.



01. Refresh

Sales, Marketing and Training

- Repositioning (and new look and feel) detailing working capital solutions available across the payables spectrum
- Multi-media toolkit including:
 - Global Brochure; Slipsheets, Placemats and FAQs
 - Client Testimonials
 - Product Demos
 - Procurement Training

CSF UX/UI

- **New Dashboard for Global Platform allowing clients to easily navigate through payments profiles, reports, and data analytics.**



02. Expand

- CSF Country Rollouts
 - CSF STP Conversion
 - Data Archiving & Purging
 - Buyer Setup Automation
 - Reporting Capacity
 - **Citi® Online Registration**
 - eRPA
- Improve system performance
 - Improve Implementation
 - Improve Client experience
 - Operational Fixes



03. Innovate

C2FO

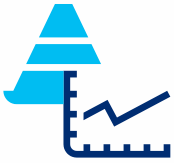
- Partnership (Whitelabel) went live in 2017, Citi Procurement is live
- Jointly closed 22 referral deals; most recent wins: Philips Electronics, Cipla Ltd, and Travis Perkins. Chevron, Asda (Walmart's UK subsidiary)

WorldLink

- **CSF and WorldLink developing a solution that can enable Clients to process multi-currency Payments from one single booking center**

Salesforce

- Buyers' access to real time data on onboarding activity through buyer portal (under review)



04. Optimize

- Global Process Improvement Project
 - Reconciliation Automation ARMS
 - **Trade Transactions Terminal(T3)**
 - Buyer Rebate STP
 - Tax Configuration STP
- Explore synergies across regions and business partners
 - Harmonize core processing and procedures
 - CSF in China now LIVE



05. Digitize

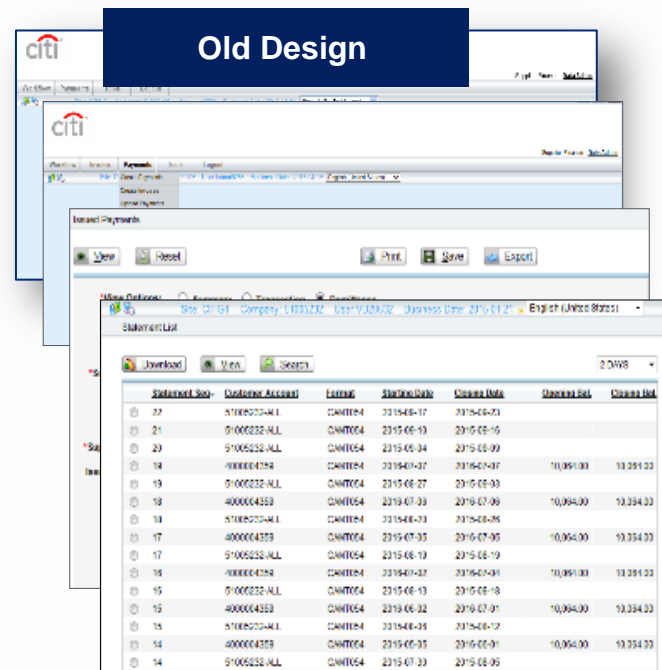
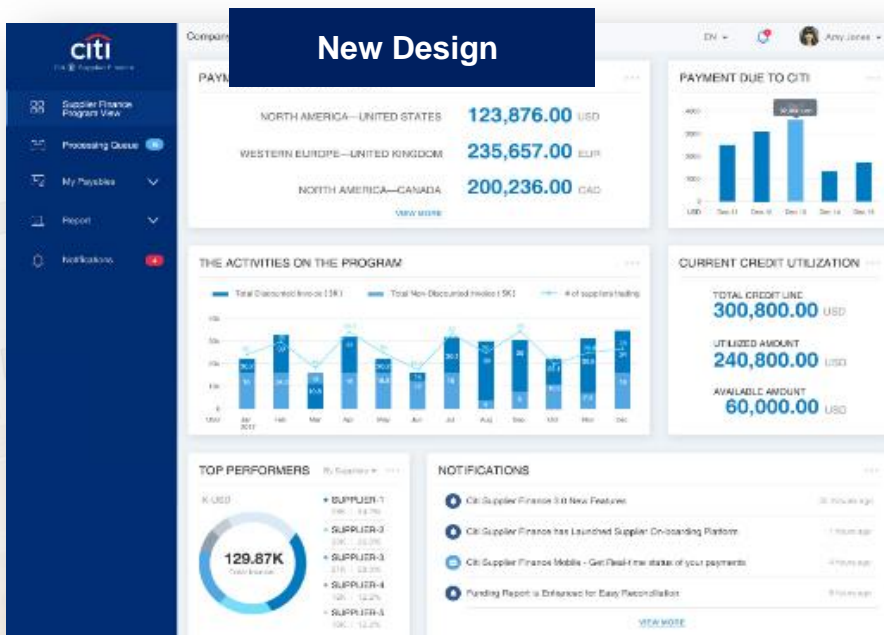
Lavastorm

- Reporting automation for client facing and internal reports
- This automation will save 90% of time spend and financial saving 150–200K per year

Microstrategy

- Currently in development, the new internal dashboard will provide easy to use reports and program portfolio view

Citi® Supplier Finance Platform Re-Design



The new client user interface provides a single integrated view of the program details



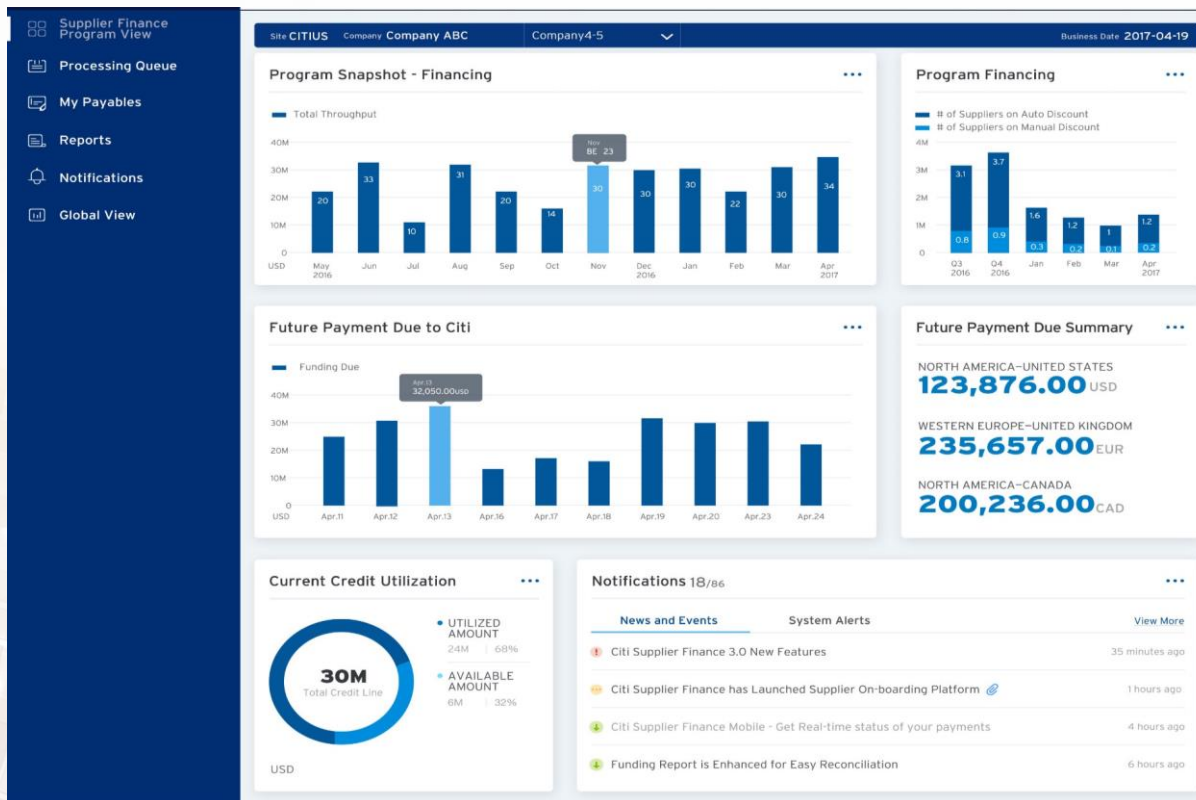
Global view of all programs without having to switch windows



Provides real-time data







Citi® Supplier Finance: Constantly Evolving

With constantly evolving new capabilities due to launch in 2018, our clients will be able to visualize and perform diagnostics for their global supplier finance program around the world with 'key metrics' that benefit your business right at your fingertips.



Citi® Supplier Finance: 'On Demand'

Data and Action 'On Demand' capabilities will allow clients to effectively understand their complete payables queue and view statuses with just a few clicks. Client can dive deep into their buying entities with multiple selections and filters.

-  Supplier Finance Program View
-  Processing Queue
-  My Payables
-  Reports
-  Notifications
-  Global View

Site CITIUS Company Company ABC
Business Date 2017-04-19

My Payables > Cancel Credit Memo

*Source Account
400000728 - USD - E ACCOUNT NAME

*Supplier Account
ALL Account

Invoice Issue Date
From 2008-01-01 To 2016-12-28

Buy Reference
Enter Buyer Reference

Supplier Reference
Enter Supplier Reference





















Effective Date
From YYYY-MM-DD To YYYY-MM-DD

Doc NO.
Enter Doc NO.

Status
ALL

Amount
From 0.00 To 0.00

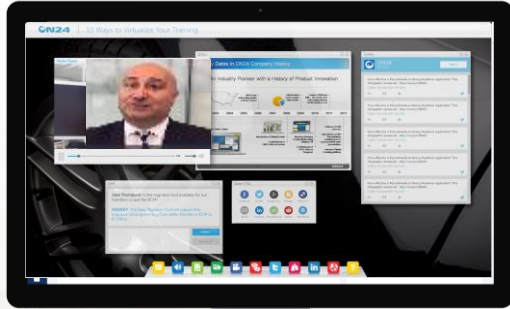
Search

Buyer Ref	Supplier Ref	Supplier Name	Supplier Account	Status	Issue Date	Effective Date	Amount	Outstanding Amount	Doc No.	Comment	Actions
ZHANG-1	ZHANG-01	E1	100000190	PENDING FOR SETTLE	2008-11-04	2008-11-04	1,600.00	0.00			 
ZHANG-2	ZHANG-02	E1	100000190	PENDING FOR SETTLE	2008-11-18	2008-11-18	1,111.23	0.00			 
ZHANG-3	ZHANG-03	E1	100000190	PENDING FOR SETTLE	2008-12-01	2008-12-01	1,600.00	20.00			 
ZHANG-4	ZHANG-04	E1	100000190	PENDING FOR SETTLE	2008-11-28	2008-11-28	100.00	0.00			 
ZHANG-5	ZHANG-05	E1	100000190	PENDING FOR SETTLE	2008-11-28	2008-11-28	294.00	0.00			 
ZHANG-6	ZHANG-06	E2	100000190	PENDING FOR SETTLE	2008-11-10	2008-11-10	347.60	10.00			 
ZHANG-7	ZHANG-07	E2	100000190	PENDING FOR SETTLE	2008-11-10	2008-11-10	6,809.85	0.00	III	INVOICES	 
ZHANG-8	ZHANG-08	E2	100000190	PENDING FOR SETTLE	2008-12-12	2008-12-12	1,111.23	15.00			 
ZHANG-9	ZHANG-09	E2	100000190	PENDING FOR SETTLE	2008-12-18	2008-12-18	1,111.23	0.00			 
ZHANG-10	ZHANG-00	E2	100000190	PENDING FOR SETTLE	2009-12-18	2009-12-18	1,111.23	0.00			 

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Supplier Experience Evolution: Engagement and Training Tools

Citi provides many market leading tools to support, engage and service our buyers and suppliers

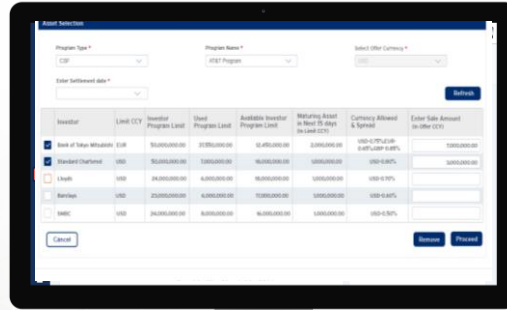


ON24

CSF Resource Center

One-stop Shop for Supplier to Learn about the Product and How to Sign-up

- Live and recorded webcasts
- Q&A sessions
- Financial benefits calculator
- Downloadable materials



CSF-OR

CSF Online Registration

Suppliers Signup using the New Registration Portal which is Live In NAM, EMEA, Australia, and India

- 40% reduction in time spent on completing forms
- Reduction in manual entry errors
- Reduced the supplier onboarding cycle timeline



salesforce

CSF Program Analytics

Access Value-added Insights and Supplier Onboarding Data Management

Real-time status of supplier onboarding cycle


- Supplier acquisition analysis
- Track and measure program performance metrics towards client goals




Supplier Experience Evolution: From Paper to Digital


Objective: Reduce onboarding time to improve the supplier experience, create efficiencies, and accelerate revenue
Since 2016 we've reduced supplier implementation time by 42%, and have implemented a fully digital process to reduce it even further.


Context

 1000 suppliers onboarded annually


 Supplier volume has tripled since 2012


Challenges

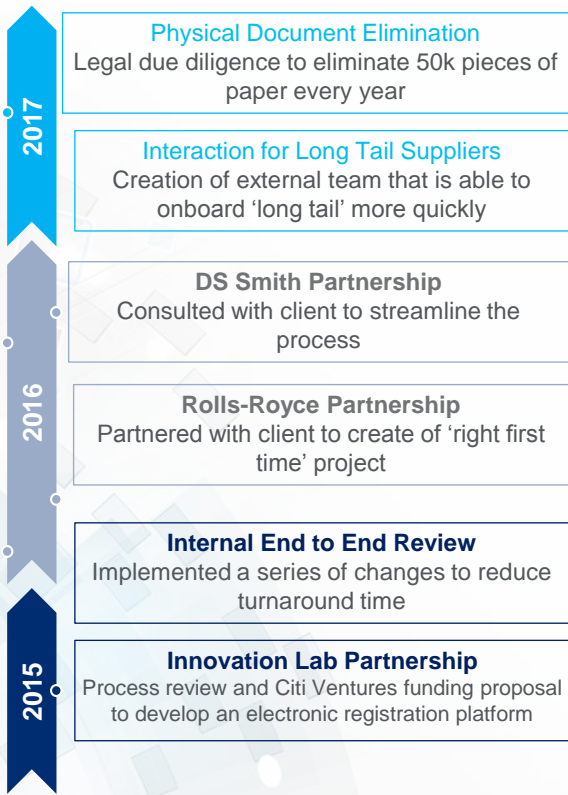
 Competition from Fintechs

 Historical 50+ day onboarding time

Accomplishments

 42% reduction in implementation time

 Eliminated 50,000 physical documents annually



2018 Focus

- Click Through** - Implement a fully click through RPA for pilot markets in the UK and US
- RPA Guide** – Finalize a manual of pre-approved clauses to expedite RPA negotiation and empower the acquisition team
- Continuous improvement of the existing **online registration platform**
- Expand legal due** diligence to accept electronic documents beyond the existing 35 approved countries
- Build back end efficiencies by using country level databases to eliminate KYC



Introducing Trade Transactions Terminal(T3)

Citi CSF is launching a sophisticated proprietary 'first in market' solution aiming to perform CSF Asset Distribution activities (\$60Bn per year) with only 'few clicks'.

RPC/Funding Note Generation

Program Type: CSF Program Name: AT&T Program

Investor Name	Settlement Date	Currency	Amount	Final Offer Amount
<input checked="" type="checkbox"/> Bank of Tokyo Mitsubishi				0.030.00
<input checked="" type="checkbox"/> Standard Chartered				0.150.00

Transaction successfully posted for approval

Asset Selection

Program Type: CSF Program Name: AT&T Program Select Offer Currency: USD

Enter Settlement date:

Investor	Limit CCY	Investor Program Limit	Used Program Limit	Available Investor Program Limit	Maturing Asset in Next 15 days (In Limit CCY)	Currency Allowed & Spread	Enter Sale Amount (in Offer CCY)
<input checked="" type="checkbox"/> Bank of Tokyo Mitsubishi	EUR	50,000,000.00	37,550,000.00	12,450,000.00	2,000,000.00	USD-0.75%;EUR-0.65%;GBP-0.85%	7,000,000.00
<input checked="" type="checkbox"/> Standard Chartered	USD	50,000,000.00	7,000,000.00	18,000,000.00	1,000,000.00	USD-0.80%	3,000,000.00
<input type="checkbox"/> Lloyds	USD	24,000,000.00	6,000,000.00	18,000,000.00	1,000,000.00	USD-0.70%	
<input type="checkbox"/> Barclays	USD	23,000,000.00	6,000,000.00	17,000,000.00	1,000,000.00	USD-0.60%	
<input type="checkbox"/> SMBC	USD	24,000,000.00	8,000,000.00	16,000,000.00	1,000,000.00	USD-0.50%	

Trade Execution time reduced from **2 day to 5 mins**

User Centered Design
No Excls

No Manual Calculations
No Off System Maintenance

Audit Trails

A Powerful Partnership: Citi® Supplier Finance and WorldLink®

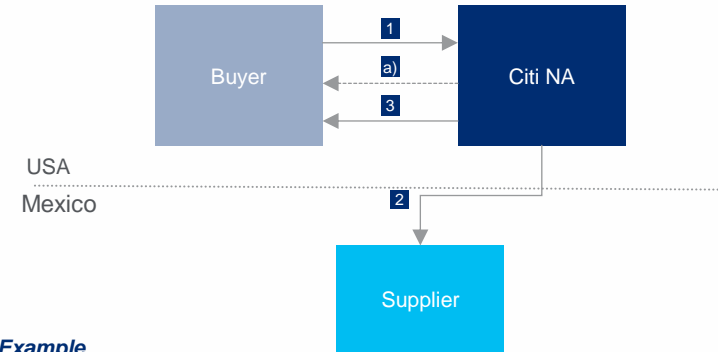
The multi-currency CSF solution can offer clients the ability to perform 'only one' single point of implementation with Citi and extend its reach to many different currencies and markets.

Citi Proposal

Citi TTS Trade along with Citi Worldlink and Citi FXLM are working together to offer a multi-currency CSF where the goal is to offer clients the ability to perform a single implementation that allows processing payments in almost any currency by leveraging the partnership between Citi Supplier Finance and Worldlink

Benefits

- One single implementation
- Buyers will no longer suffer with Suppliers mark-ups related to issuing invoices out of their functional currency
- Suppliers will be paid in the invoice currency. No need to maintain different currency accounts
- Multi-currency solution
- Easy reach to different markets and currencies
- Complete transparency for the Buyer and Supplier
- Citi can capture additional 'untapped CSF flows' and promotes additional solutions such as liquid management, cash collection and etc.



Example

1. A USD Buyer will electronically send to Citi an invoice in Mexican Pesos (MXN)
 - a) In the background, Citi will perform a Spot FX exchange* transaction to convert the MXN invoice into USD, which will be the amount to be debited at maturity date from Buyer's Citi account.
2. A Supplier that is on auto-discounting will receive the net amount payment as soon as the invoice is approved in the invoice currency, in this example –MXN via WorldLink
3. At the invoice maturity date Citi will debit the MXN converted USD from the Buyer's USD account

Product Demos

Experience some of our latest product developments

Platform Re-Design

http://csfastxg51.nam.nsroot.net:8301/180125_Citibank_SCF-pototype/pti_Release_New_UX_AP_Buyer_2018-05-07/start.html

Supplier Resource Center

https://urldefense.proofpoint.com/v2/url?u=https-3A_vshow.on24.com_vshow_Demo-5F5ite_exhibits_Supplier-5FDemo&d=DwIFAg&c=j-EkbjBYwkAB4f8ZbVn1Fw&r=4-VT5225SHFdqpZ3t1Nrfe5eeaQR3cacs5u7CVS7TSQ&m=7KkAvqb9p1srdzxBK5UtrVs17Uu1jEkqYAt5OQRkS0&s=RjVuPkTd3Jy0_LzQwoL8LDvt8lrT6Qb8ce86B5YZ_7Y&e

Supplier Online Registration

http://csfastxg51.nam.nsroot.net:8301/180125_Citibank_SCF-pototype/protoio-CSFOR-html/index.html

Trade Transactions Terminal(T3)

http://csfastxg51.nam.nsroot.net:8301/180125_Citibank_SCF-pototype/HTML/home.html

(PLEASE PLAY ALL IN GOOGLE CHROME WILL NOT PLAY IN IE)



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[TRADEMARK SIGNOFF: add the appropriate signoff for the relevant legal vehicle]

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