



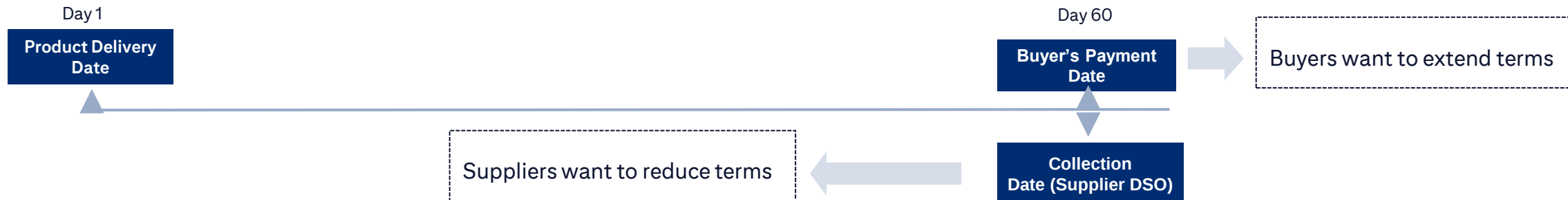
Citi Supplier Finance Program



What Do We Mean by Supplier Finance at Citi?

Without Supply Chain Finance

In a tradition payment term negotiation, Buyers and Suppliers have conflicting objectives: Buyers want to pay as late as possible, while Suppliers want to collect their money as soon as possible



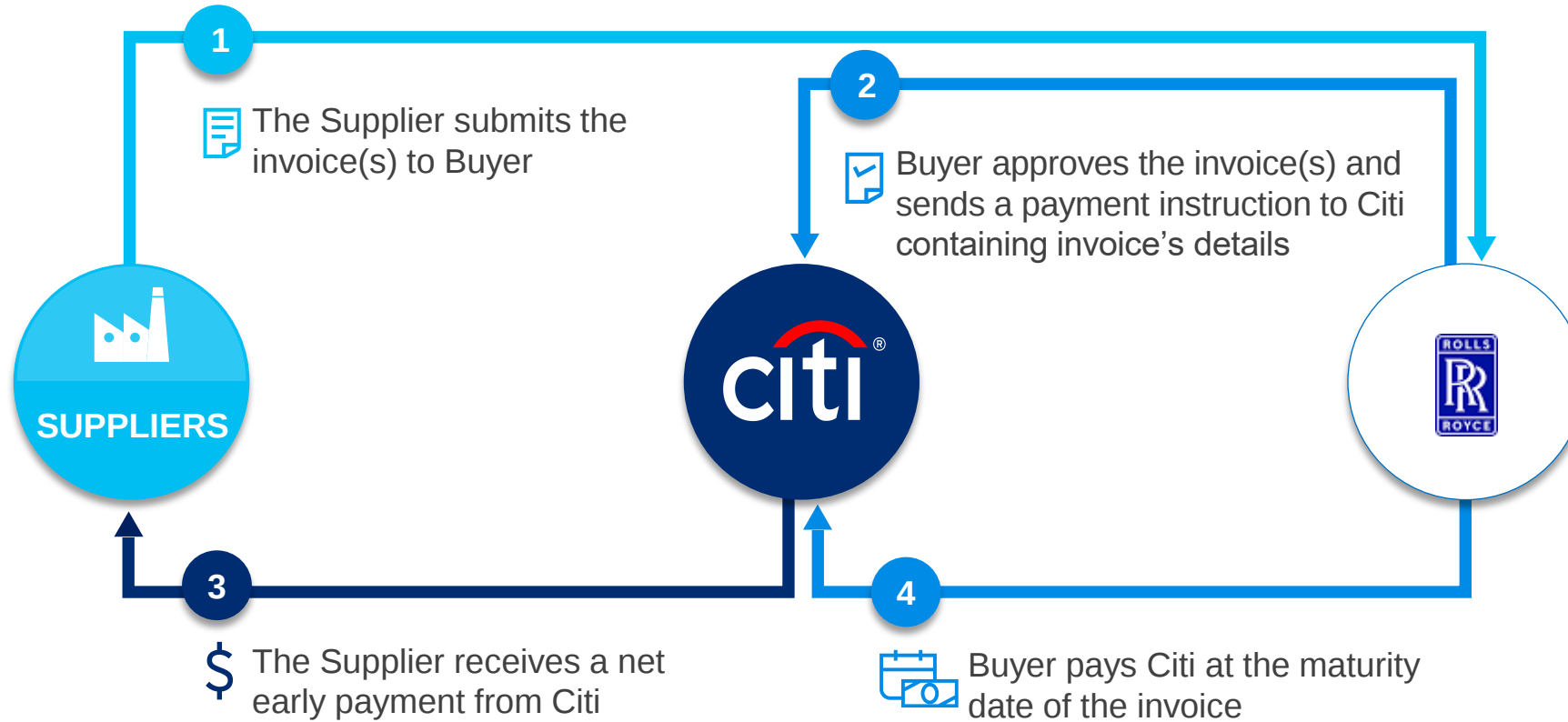
With Supply Chain Finance

- Supply Chain Finance eases this tension by de-linking the payment date from the collection date
- The bank provides the financing for the period from the collection date to the payment date
- Buyers can extend their payment date (increasing Days Payable Outstanding)
- Suppliers can benefit from cash flow acceleration, shortened DSO (Days Sales Outstanding) and improved financing cost



Citi Supplier Finance: How it works

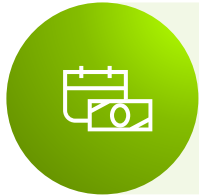
Citi Supplier Finance enables suppliers to get paid earlier.



Citi Supplier Finance: Supplier Benefits

An innovative solution tailored to a supplier's needs.

Save Resources



Early cash access at a very attractive discount rate



Free enrolment with zero additional costs or charges



Attractive Rates leveraging the buyer's strong credit rating

Greater flexibility



Dynamic platform for managing your program and reporting



The Supplier does not need to be a Citi client or open a Citi bank account



Tailored Solution for the most **preferred and strategic supplier relationships**

Get paid sooner



Citi eliminates potential late payment risk of the Buyer

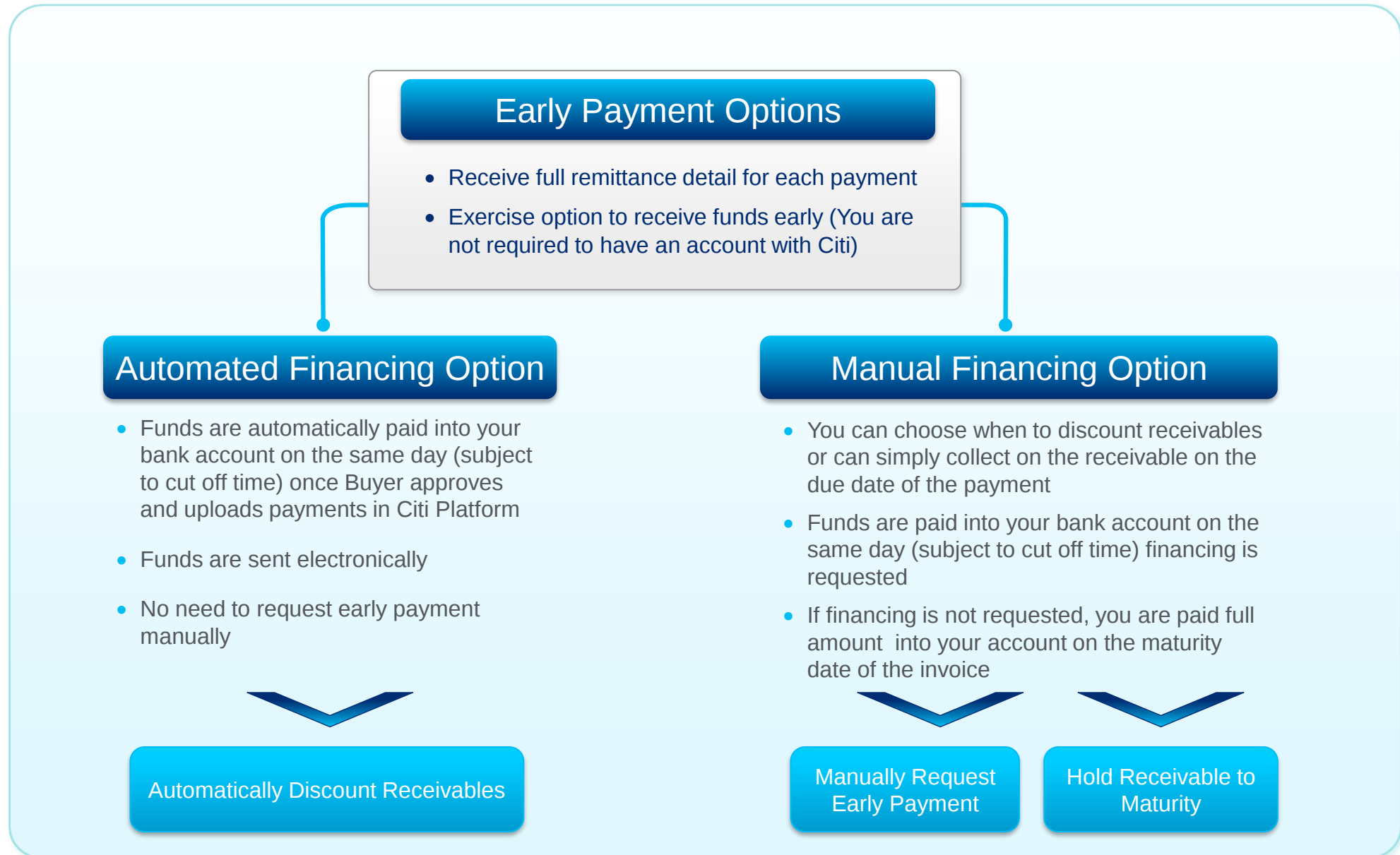


Non-recourse payments and off-balance sheet funding



Turn your invoice(s) into cash quicker to strengthen your financials

Supplier Financing Options



Citi Supplier Finance: Example Discount Cost Calculation

A step-by-step calculation for early payment.

Hypothetical Scenario:

Invoice Amount:

€100,000.00

Days to Approve Invoice:

Number of days the buyer takes to approve the invoice and send payment instruction to Citi:

10

Discount Rate %

3.0

+

1.20

=

4.20

Benchmark*
Rate

Citi Rate

Discount
Rate

Day-count convention

360

Invoice Term (days)

(Invoice maturity date - Buyer's approval date)

75

Early Payment Charge:

Formula:

Invoice Amount × Discount Rate × $\frac{\text{Discount tenor}}{360}$ = Cost of Financing

€100,000.00 × 4.20% × $\frac{(75 - 10)}{360}$ = € 758
(0.76% of invoice value)

The Supplier will receive an early payment of € 99,242

* Euribor as of 17/11/2024. Indicative Euribor rates can be found at <https://www.global-rates.com/en/interest-rates/euribor/euribor.aspx>

Citi Supplier Finance: Example Discount Cost calculation

A step-by-step calculation for early payment.

Hypothetical Scenario:

Invoice Amount:

\$100,000.00

Days to Approve Invoice:

Number of days the buyer takes to approve the invoice and send payment instruction to Citi:

10

Discount Rate %

1.20 + 0.45 + 4.69 = 6.34%

Citi RateSpread AdjustmentBenchmark* RateDiscount Rate

Day-count convention

360

Invoice Term (days)

(Invoice maturity date-Buyer's approval date)

75

Early Payment Charge:

Formula:

Invoice Amount × Discount Rate × $\frac{\text{Discount tenor}}{360}$ = Cost of Financing

\$100,000.00 × 6.34% × $\frac{(75 - 10)}{360}$ = \$ 1,144

(1.44% of invoice value)

The Supplier will receive an early payment of

\$ 98,856

*SOFR as of 21/08/2024. SOFR rates can be found at <https://www.cmegroup.com/market-data/cme-group-benchmark-administration/term-sofr.html#>

Citi Supplier Finance Embedded FX

CSF Embedded FX is designed to provide a way for *suppliers* to **choose** to be paid in an alternative preferred **currency**.

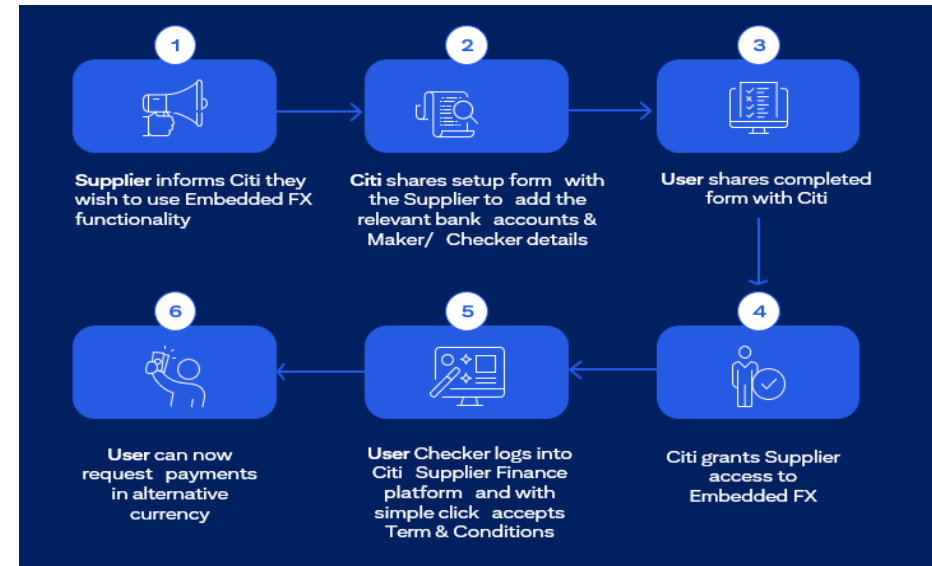
What does it do?

- Gives suppliers the option to receive payments in local/preferred currency
- Uses latest competitive rates (with no hidden charges) for suppliers to choose from, rates refresh every 30 minutes

How does it work?

- Embeds competitive rates into our existing Citi Supplier Finance platform
- Suppliers have full visibility of exchange rates
- Provides clients option to elect directly to be paid in alternative currency
- Value date for FX conversion is T+1

How to set it up...



Key Benefits

- **Convenience** - simplified way to convert receivables into a different currency as part of the existing Citi Supplier Finance
- **Flexibility** - ability to decide which invoices are paid in an alternative currency without being tied to ongoing conversion
- **Economic Benefits** - Competitive FX rates on conversion and no extra fees such as inward remittance
- **Visibility** - Visible rates held for short duration

Embedded FX – Accessed on CSF

Program View

Processing Queue

Setup Queue

My Cash Planner

My Receivables

Reports

Notifications

My Companies

FX Processing

FX Approval

Training Resources

Site: CITIG1

Guest Company: 82081602

Business Date: 2023-12-04

Rates Refresh in
08:41

Total Payments
24

EUR Equivalent Payment
114,397.57 EUR
[Rates for Table Below](#)
Displayed Invoices Total only

GBP Equivalent Payment
97,897.06 GBP
[Rates for Table Below](#)
Displayed Invoices Total only

PLN Equivalent Payment
502,066.45 PLN
[Rates for Table Below](#)
Displayed Invoices Total only

Showing 1-10 of 24 items

Pay In Invoice Currency

Convert Selected

☐	Invoice Currency	Amount	Conversion Rate	FX Converted Amount	Invoice Effective Date	Asset ID	PI Details
					MM/DD/YYYY	MM/DD/YYYY	
☐	EUR	4,975.07	0.85 GBP 4.38 PLN 1.00 EUR	4,248.21 GBP	12/04/2023	4883472	1
☐	EUR	9,953.30	0.85 GBP 4.38 PLN 1.00 EUR	8,499.12 GBP	12/04/2023	4883471	2
☐	EUR	4,981.77	0.85 GBP 4.38 PLN 1.00 EUR	4,253.93 GBP	12/04/2023	4883470	1
☐	EUR	4,984.93	0.85 GBP 4.38 PLN 1.00 EUR	4,256.63 GBP	12/04/2023	4883469	1
☐	EUR	4,986.60	0.85 GBP 4.38 PLN 1.00 EUR	4,258.06 GBP	12/04/2023	4883468	1
☐	EUR	14,965.22	0.85 GBP 4.38 PLN 1.00 EUR	12,778.80 GBP	12/04/2023	4883467	3
☐	EUR	4,994.98	0.85 GBP 4.38 PLN 1.00 EUR	4,265.21 GBP	12/04/2023	4883466	1
☐	EUR	4,996.84	0.85 GBP 4.38 PLN 1.00 EUR	4,266.80 GBP	12/04/2023	4883465	1
☐	EUR	4,998.53	0.85 GBP 4.38 PLN 1.00 EUR	4,268.24 GBP	12/04/2023	4883464	1
☐	USD	59,672.63	0.91 EUR 0.78 GBP 4.02 PLN	54,560.33 EUR	12/04/2023	4883463	1

1-10 of 24 items < 1 2 3 > Items per page 10

Available Currencies in Citibank Europe Plc (CEP)*

- *EUR invoices can be converted as follows:* EURNOK, EURJPY, EURCHF, EURPLN, EURDKK, EURGBP, EURCZK, EURAUD, EURUSD, EURSEK
- *USD invoices can be converted as follows:* USDSEK, USDNOK, USDJPY, USDCHF, USDPLN, USDDKK, USDGBP, USDCZK, USDAUD, USDEUR
- *GBP invoices can be converted as follows:* GBPSEK, GBPNOK, GBPJPY, GBPCHF, GBPPLN, GBPDKK, GBPCZK, GBPAUD, GBPEUR, GBPUSD

*Currency combinations may be updated from time to time

Citi Supplier Finance Online Registration

Digital onboarding streamlines the process and improves timeframes



Treasury and Trade Solutions

Citi® Supplier Finance
Online Registration

Please Login

Username:

Password:

Sign On

Change Password

CITIGROUP.COM

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On-boarding View

View Agreement

Back

General Information

Bank Account

Primary Contact

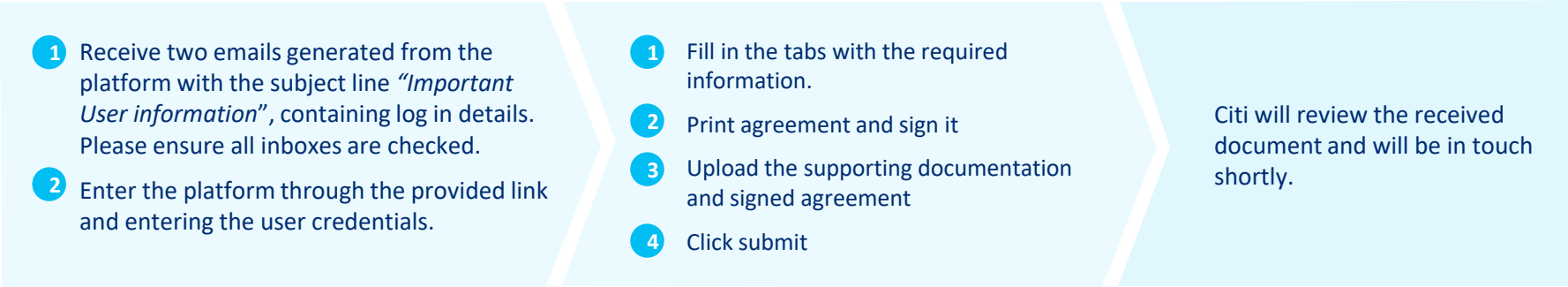
User Details

Required Documents

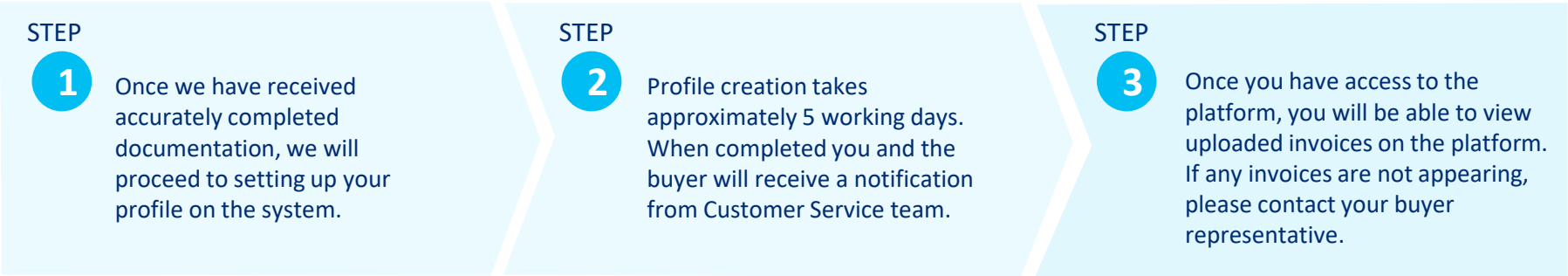
*Agreement can be executed via DocuSign (jurisdiction permitting, applicable in 40 countries)



Easy Sign-up Process



Profile Setup Timeline



 Key contacts	Stage of Onboarding	Contact Point	Email Address
	During Onboarding	Supplier Engagement team	Marianne.verstappen@citi.com
	Post-profile set-up	Customer Service team	csf.service@citi.com

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