



Intro to Corporate Banking



FINANCIALEDGE¹

1. An Introduction to Corporate Banking

FINANCIALEDGE¹

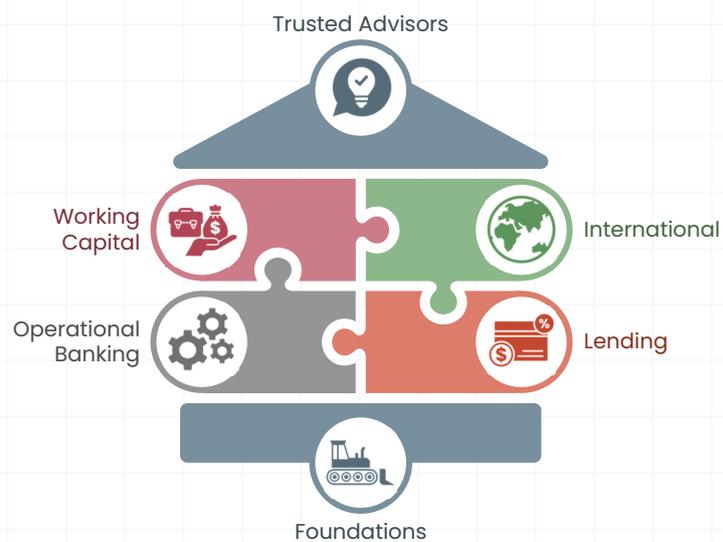


Corporate Banking

What is it?

How important is it?

'The House of Corporate Banking'



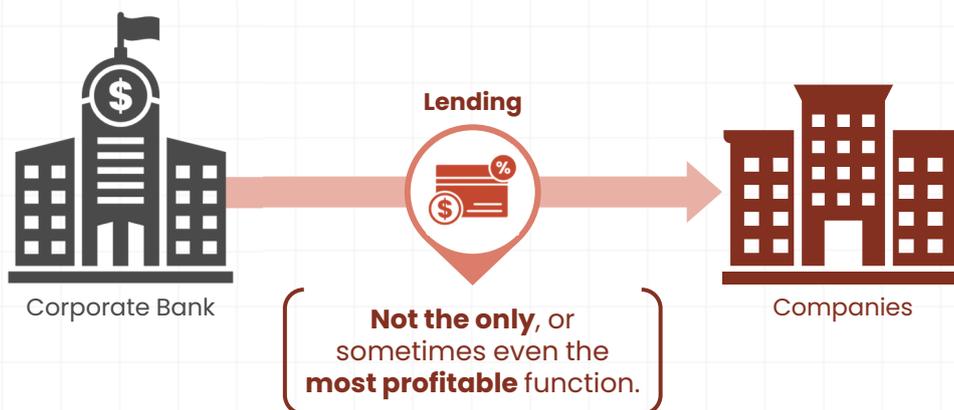
The importance of Corporate Banking



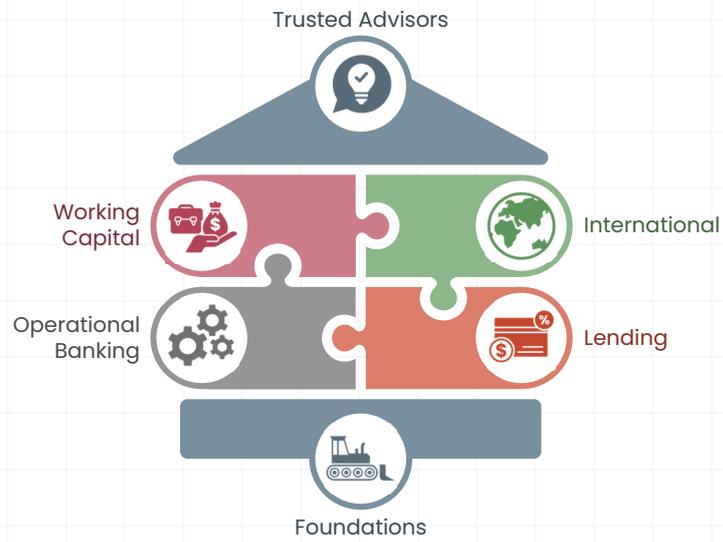
Core product range



2. What is Corporate Banking - Operational Banking

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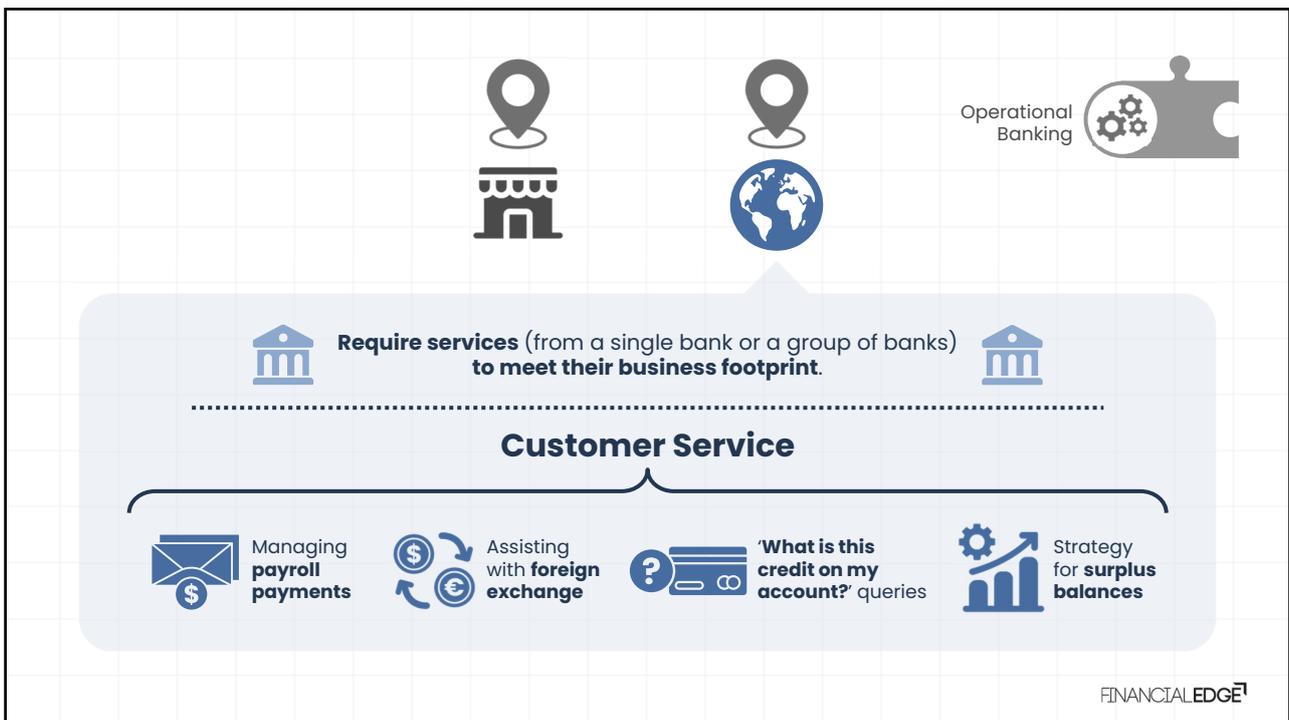
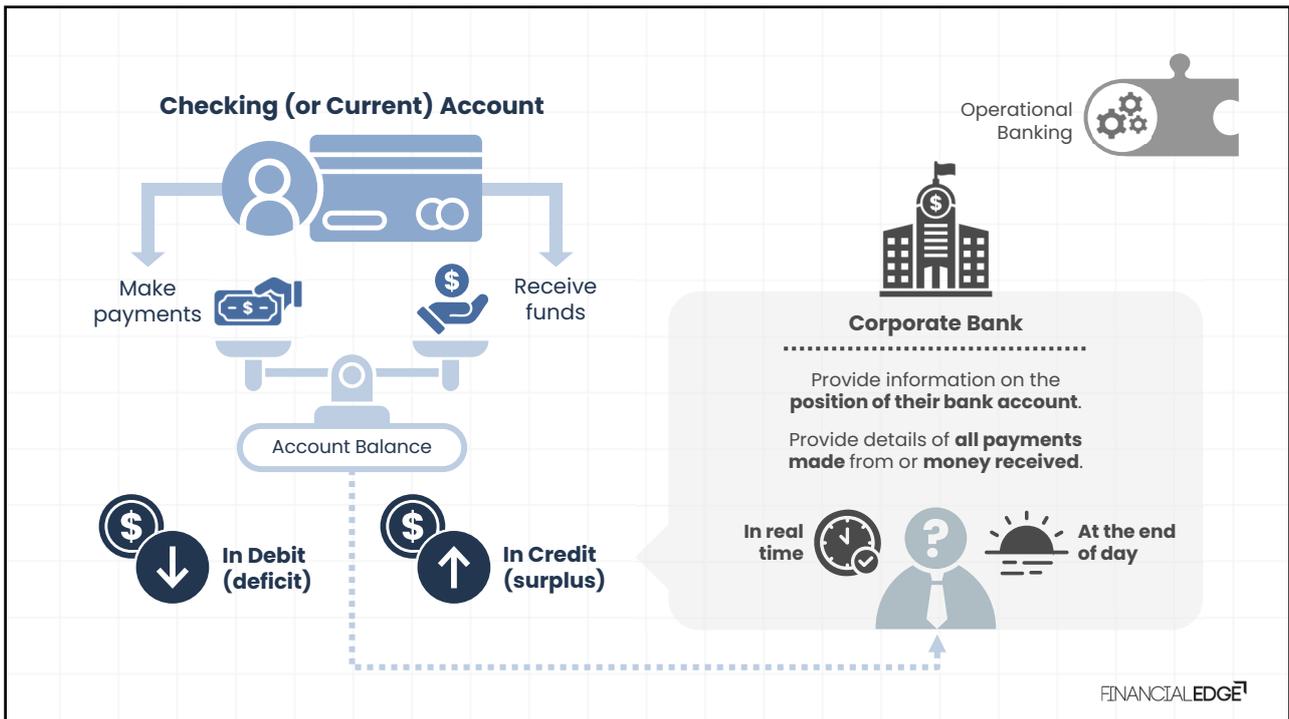
'The House of Corporate Banking'



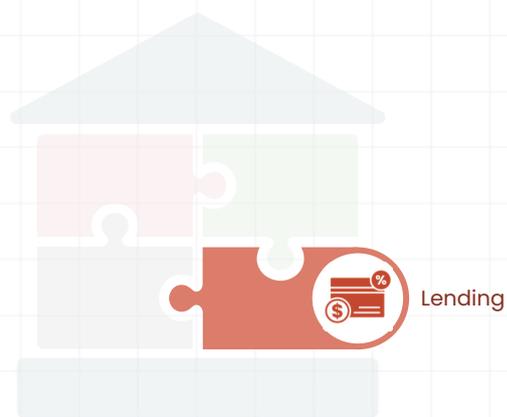
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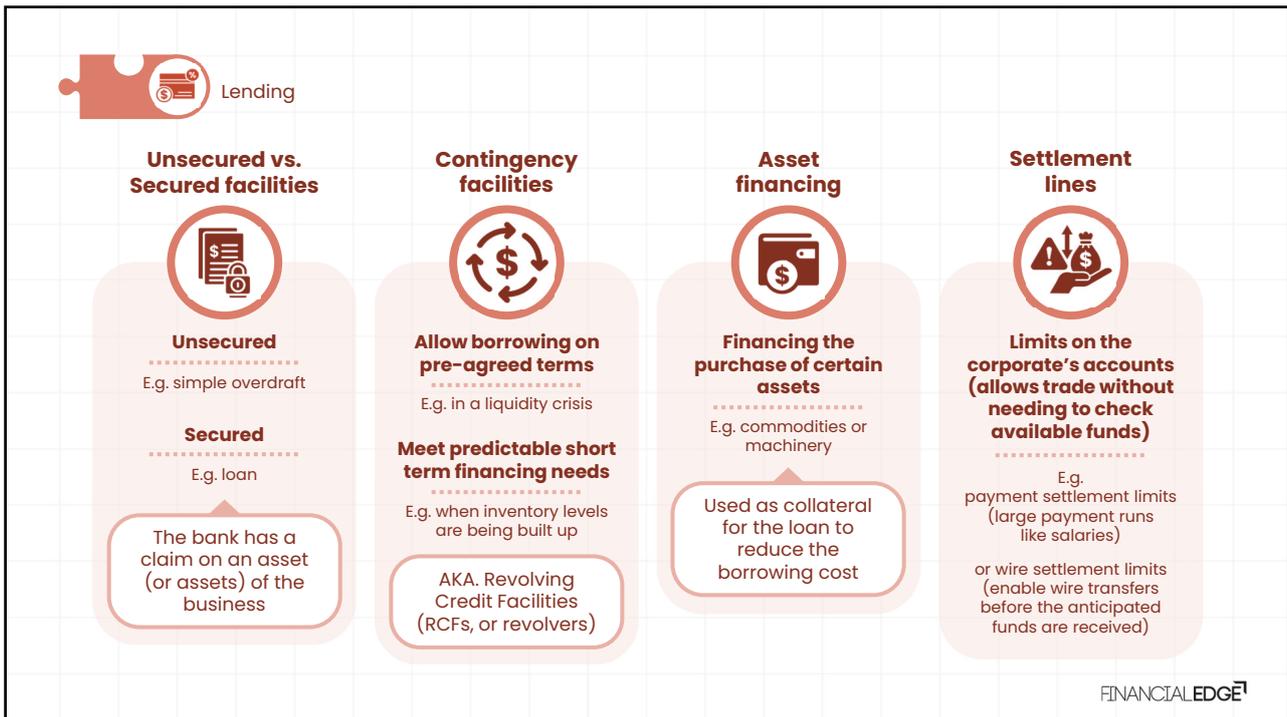


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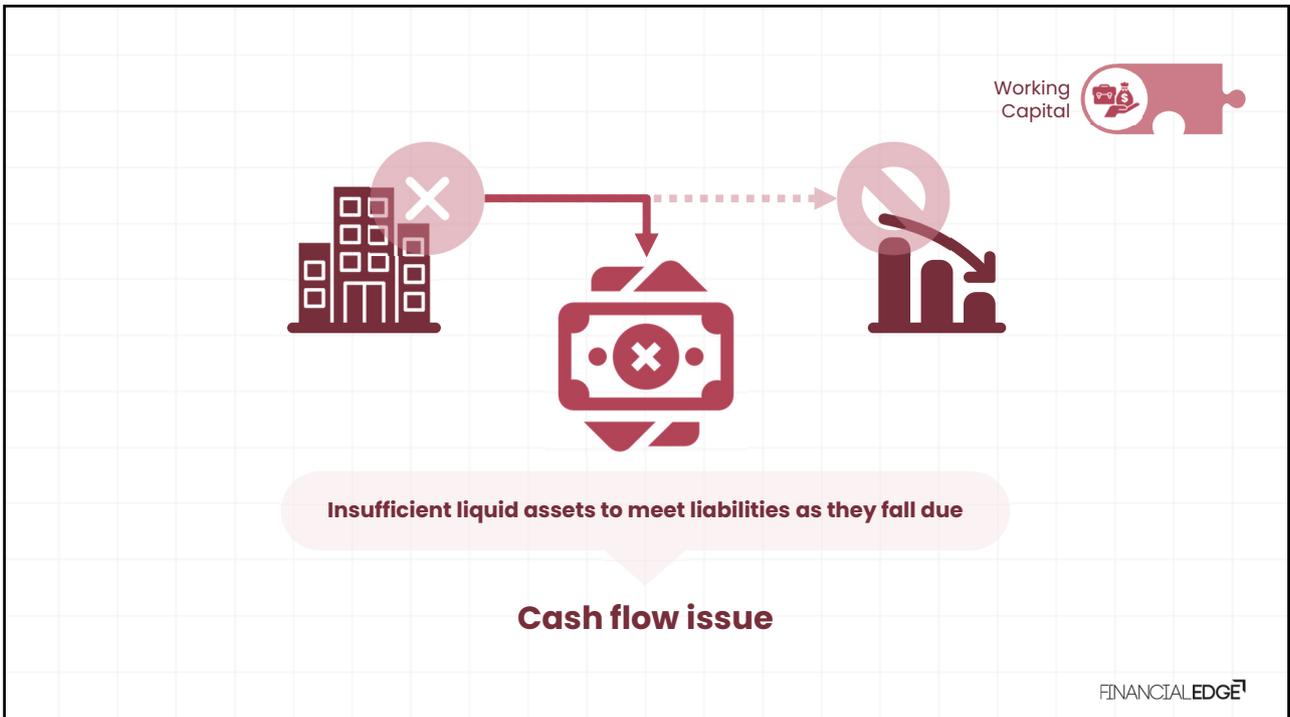
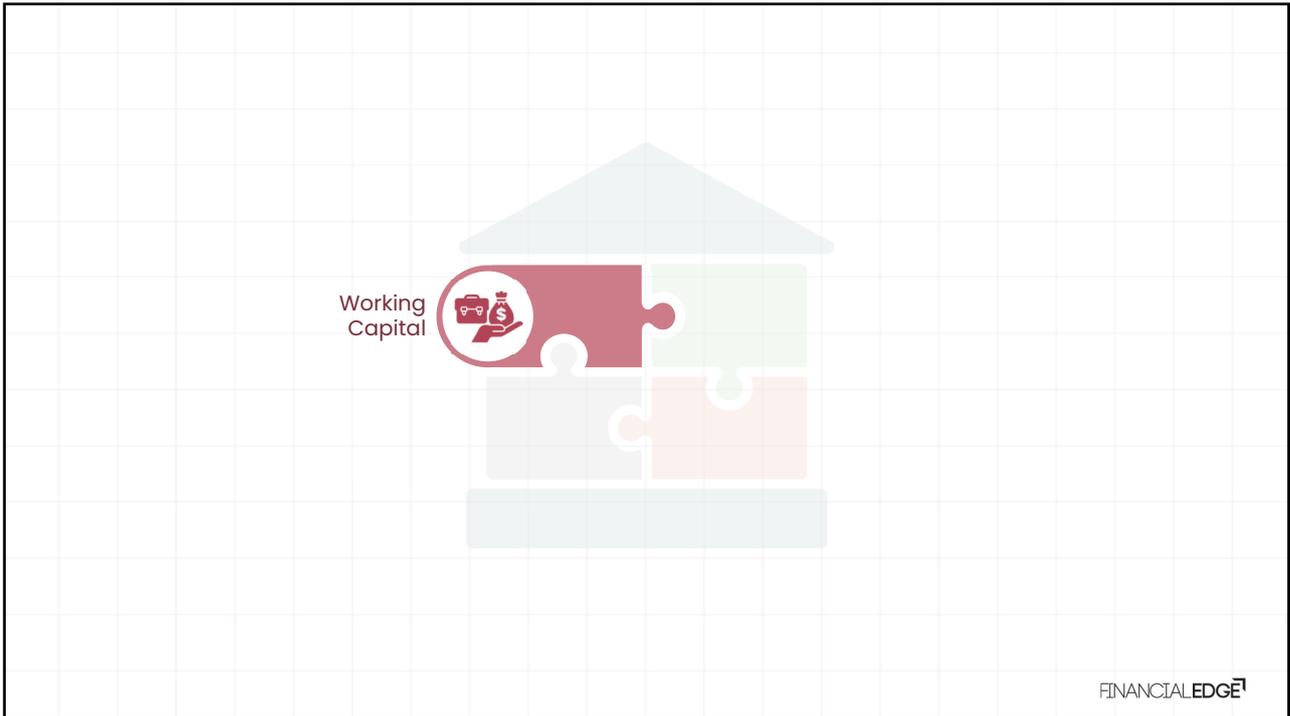


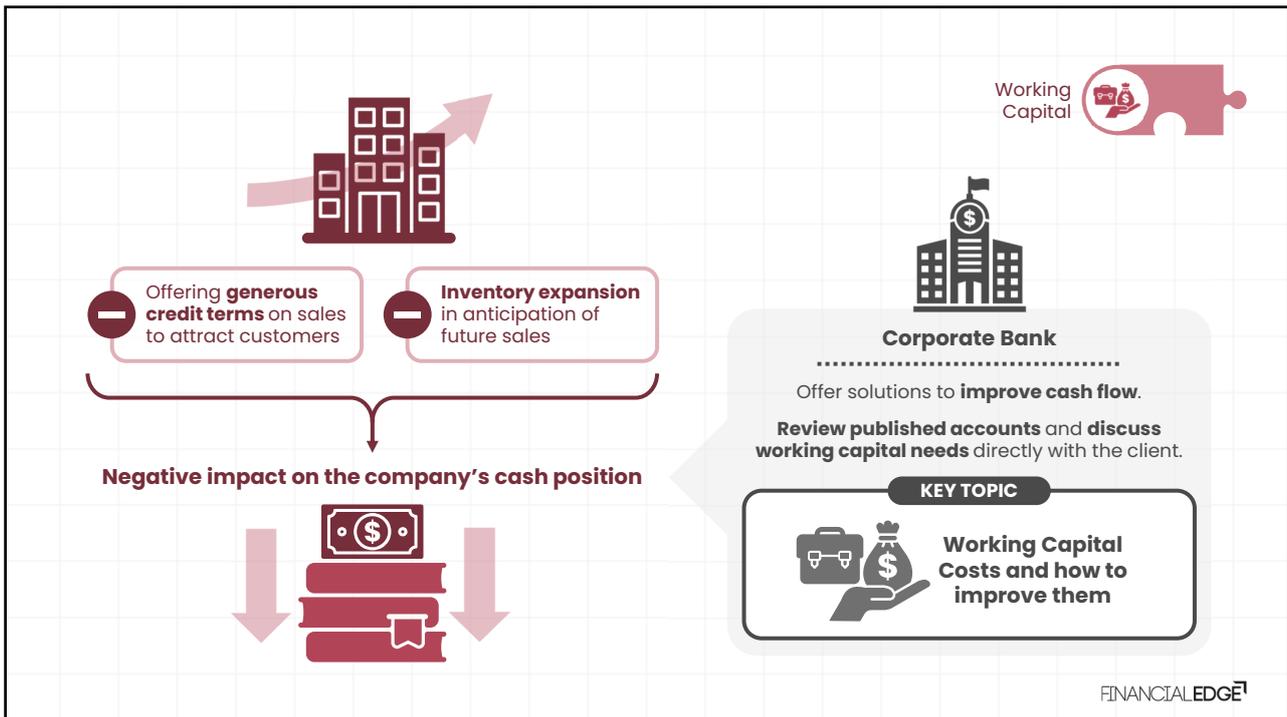
3. What is Corporate Banking - Lending



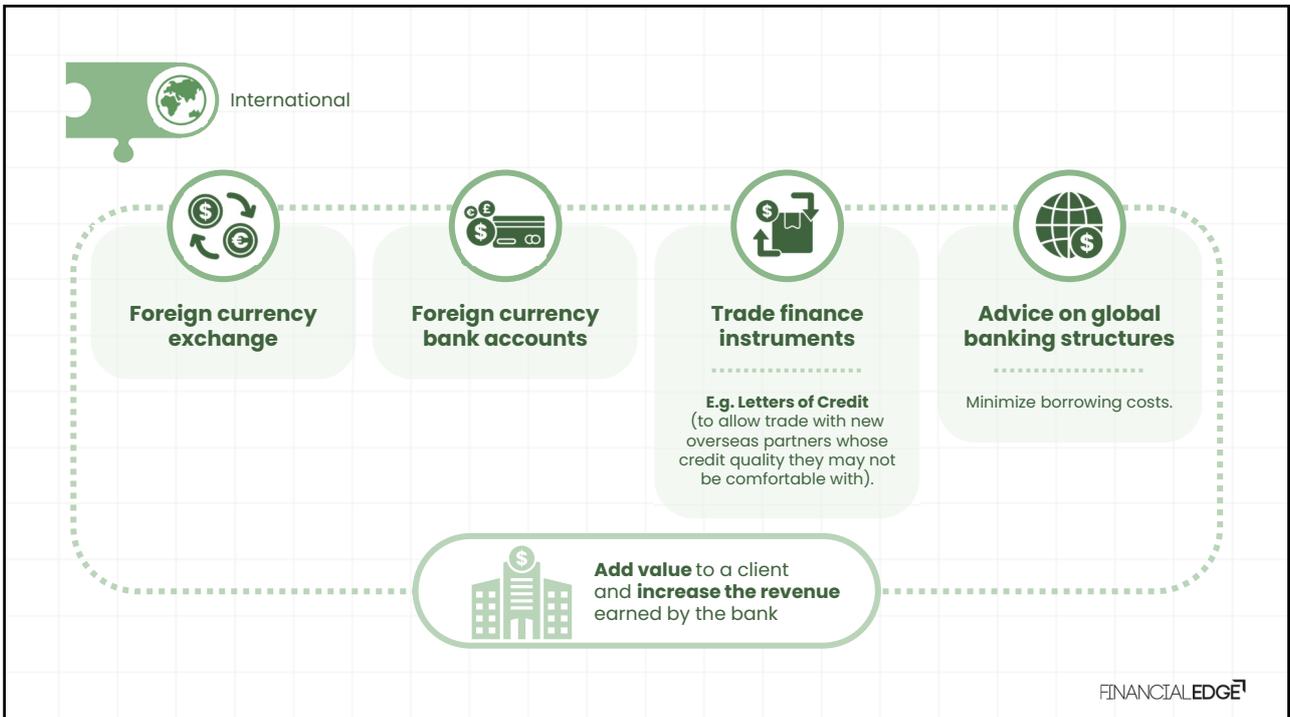
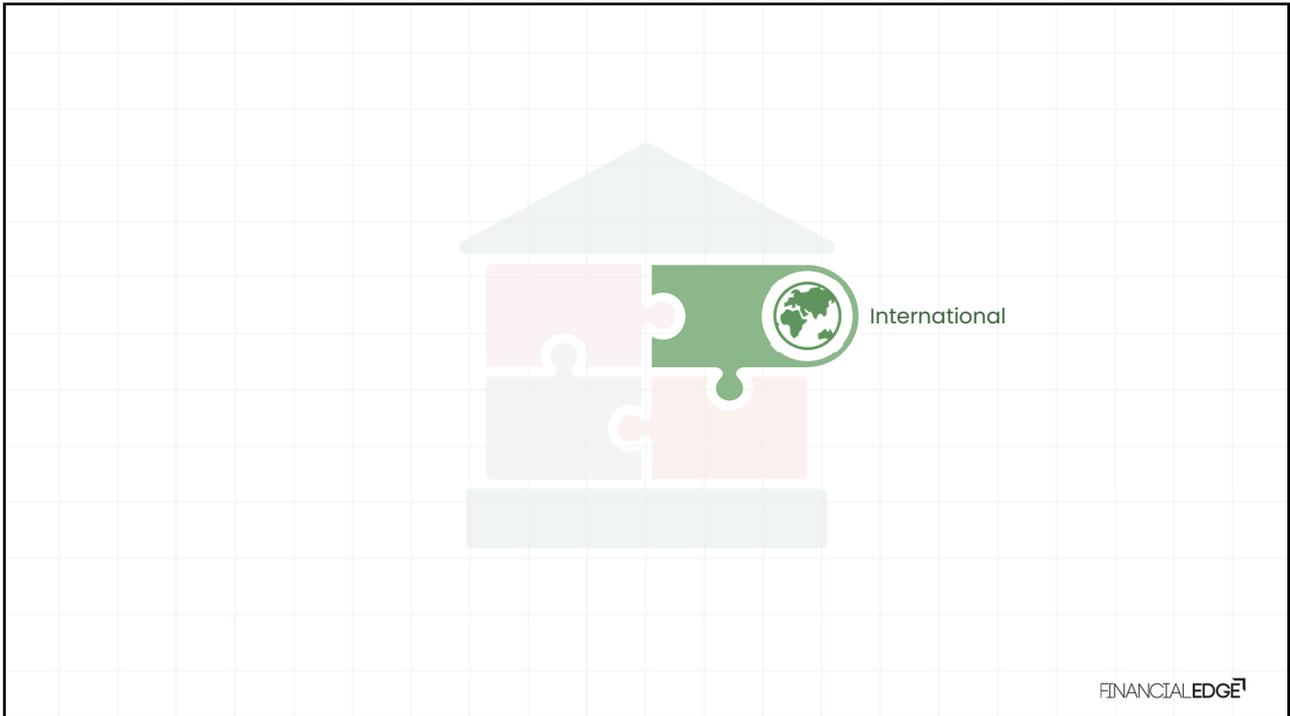


4. What is Corporate Banking - Working Capital



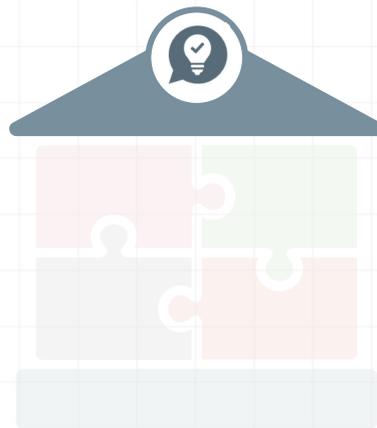


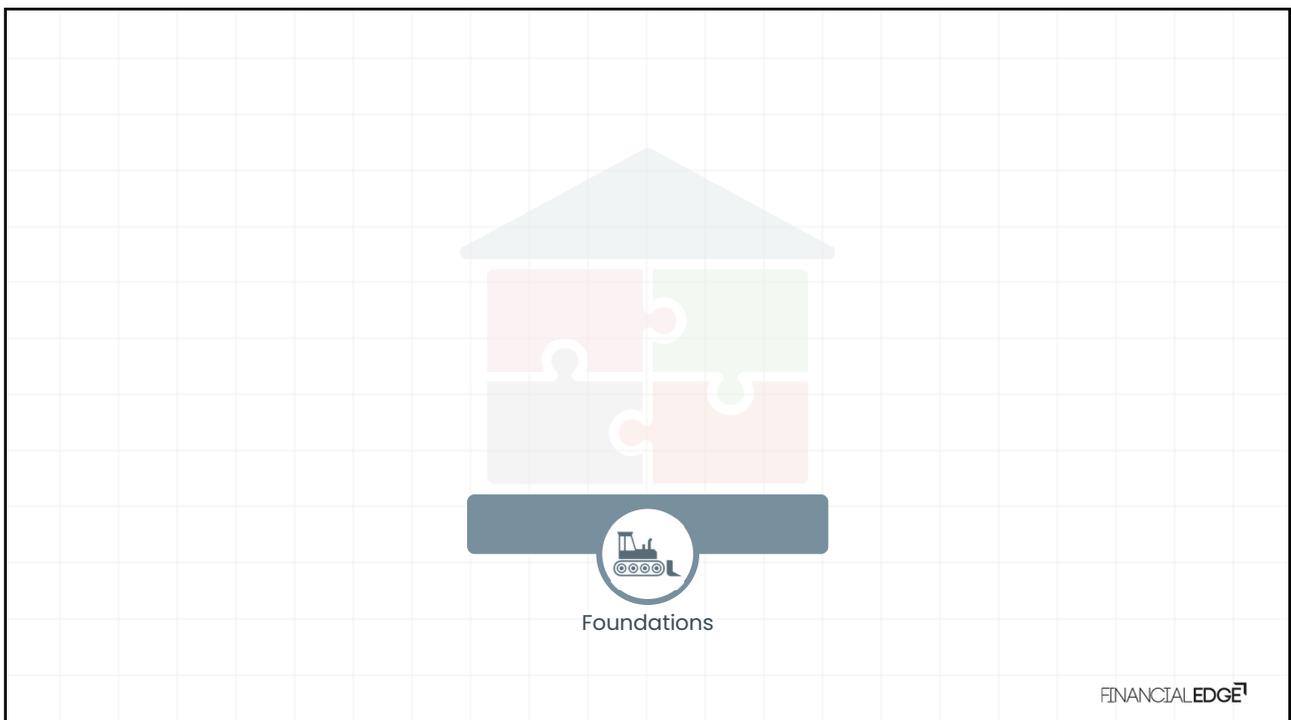
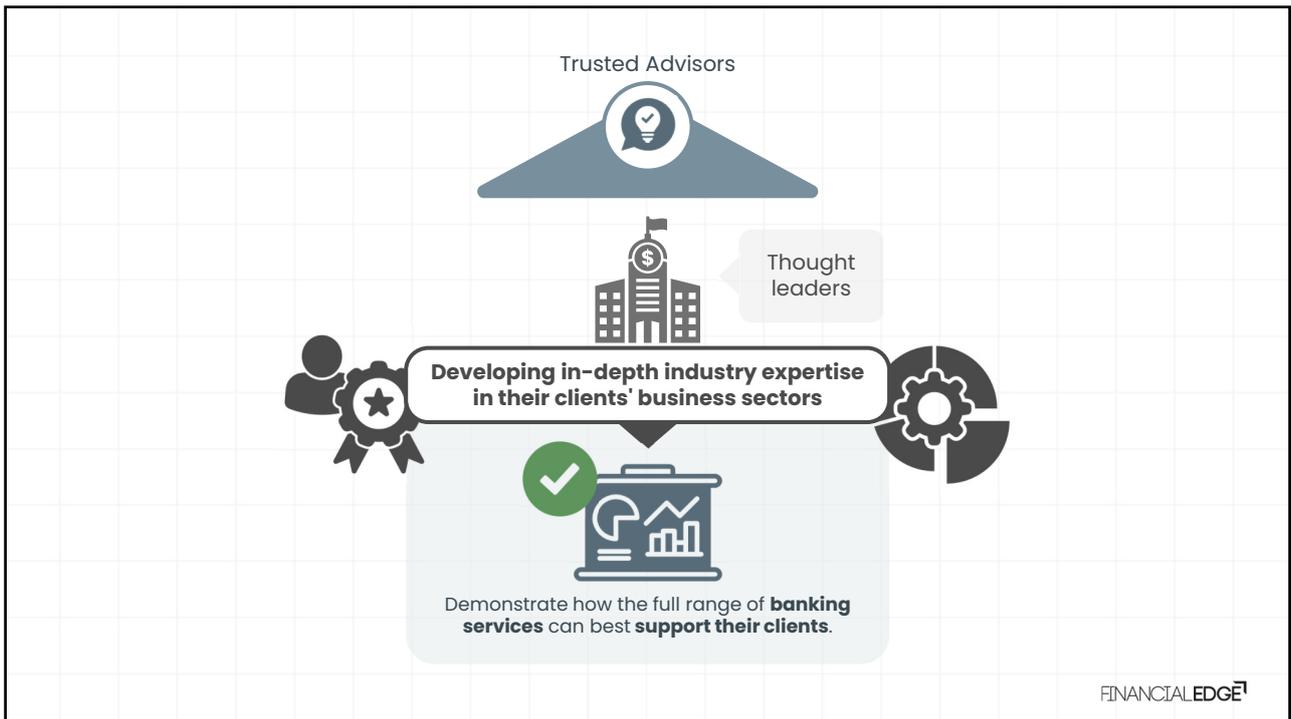
5. What is Corporate Banking - International

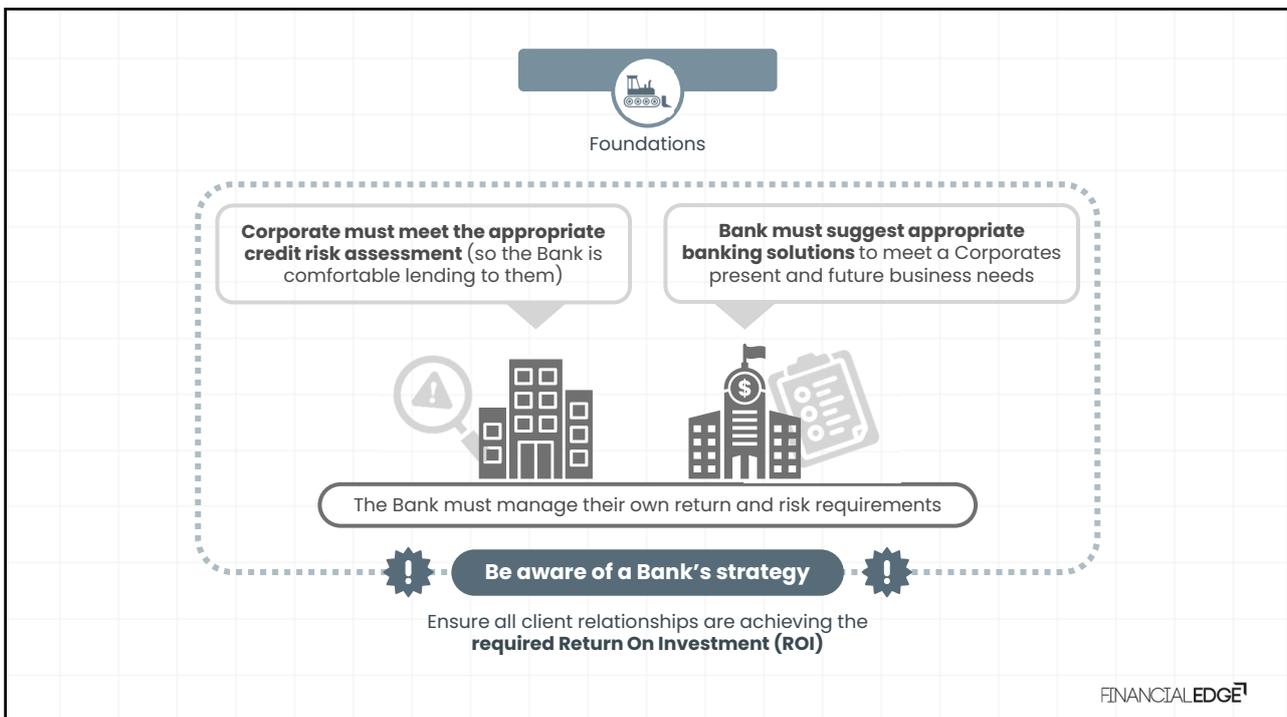
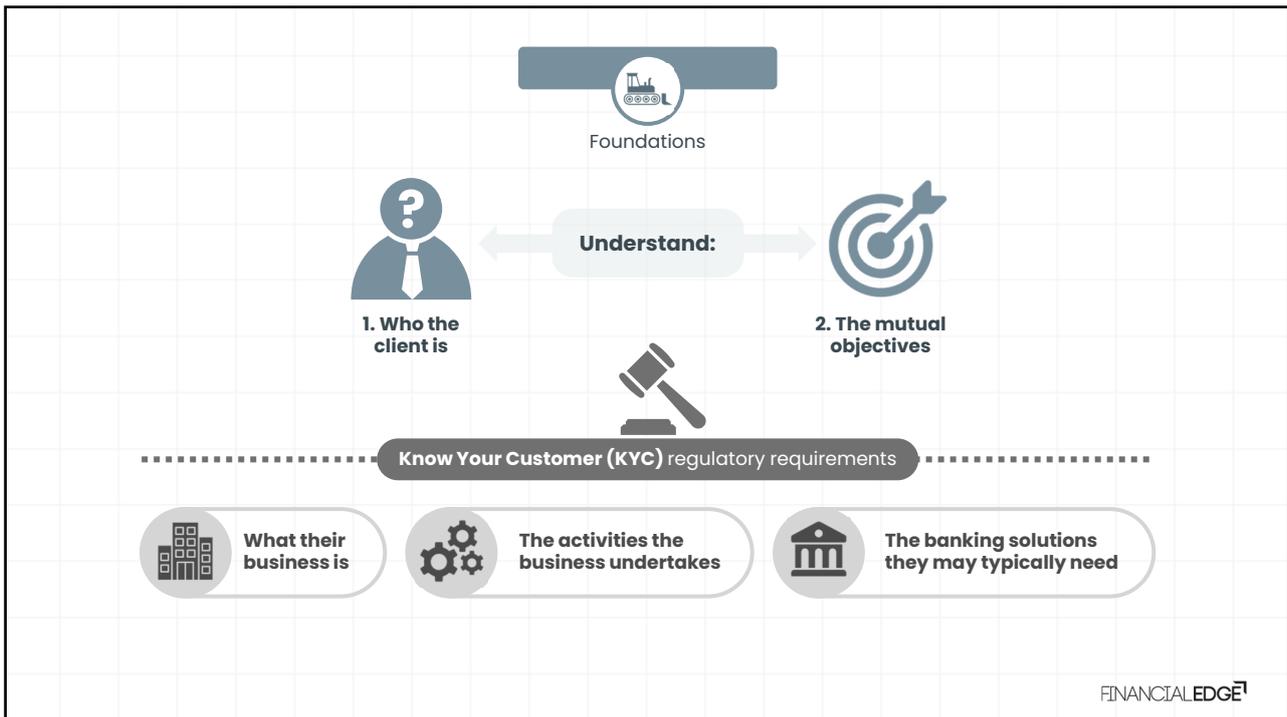


6. What is Corporate Banking - Relationship

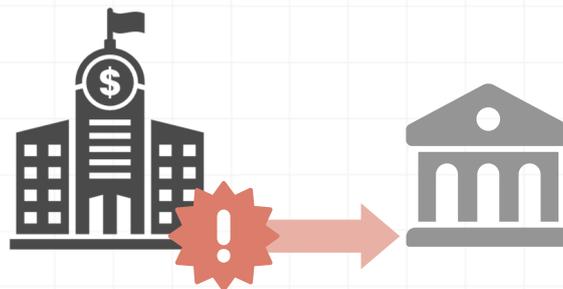
Trusted Advisors







7. Importance of Corporate Banking

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Why is Corporate Banking Important for a Bank?

Repetitive
income stream



Longer tenure of
relationships



Cheap & stable
liquidity source

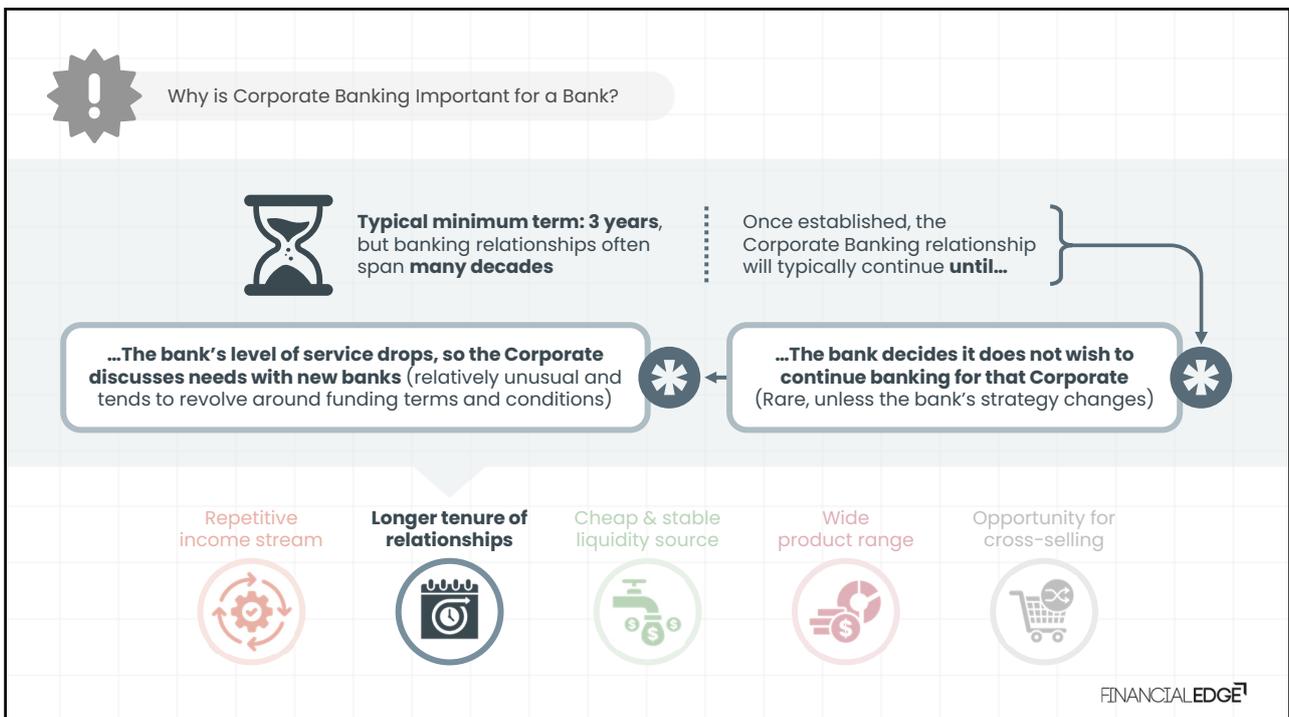
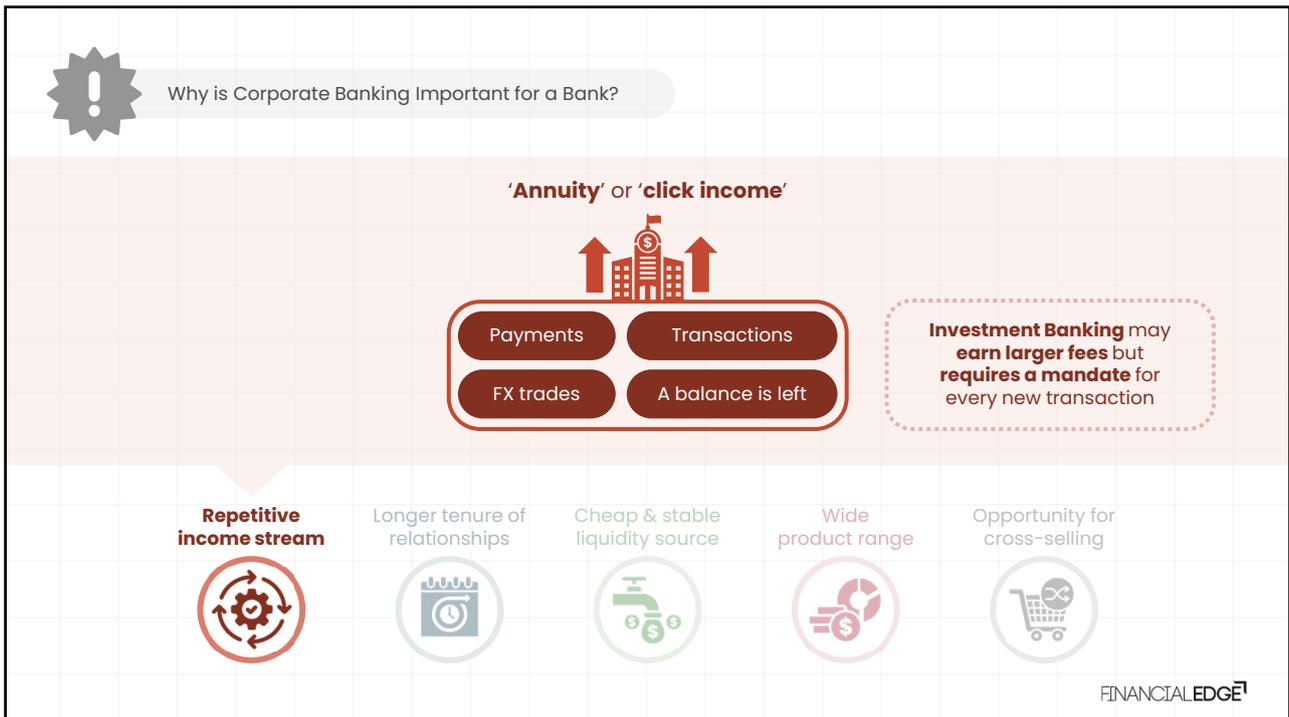


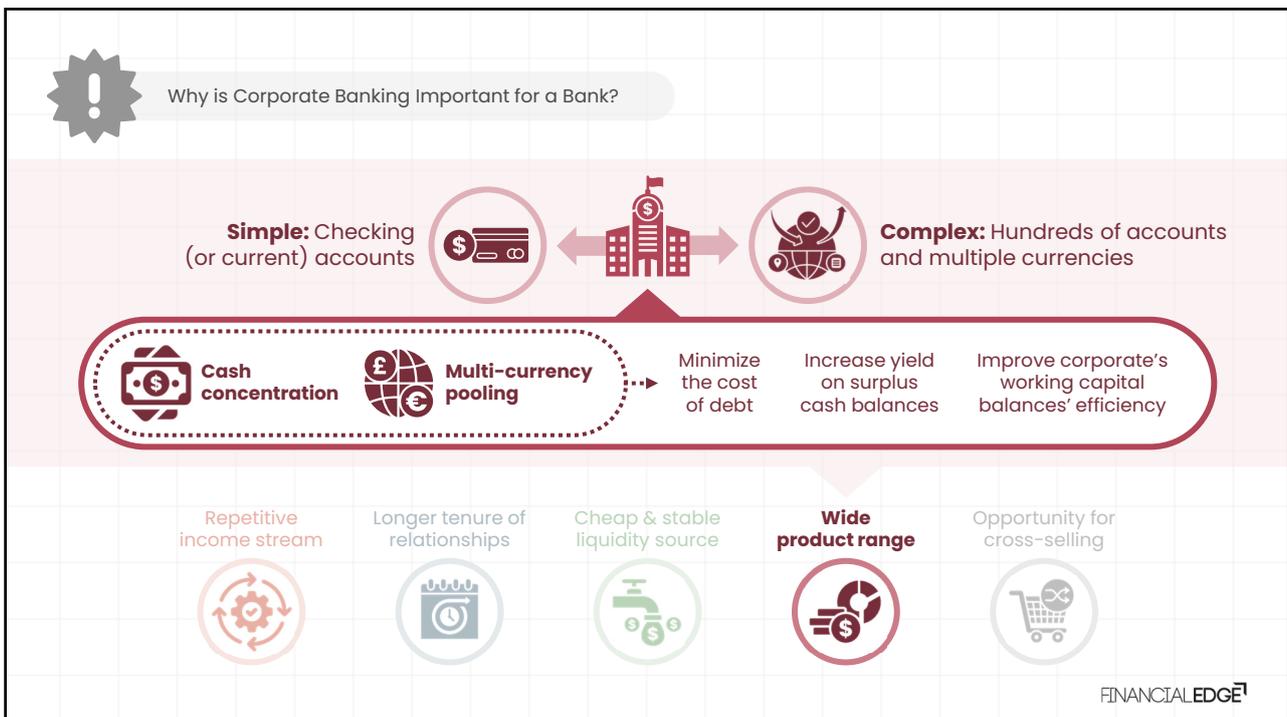
Wide
product range



Opportunity for
cross-selling

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Why is Corporate Banking Important for a Bank?

Corporate Bankers discuss many areas of banking



Repetitive income stream



Longer tenure of relationships



Cheap & stable liquidity source



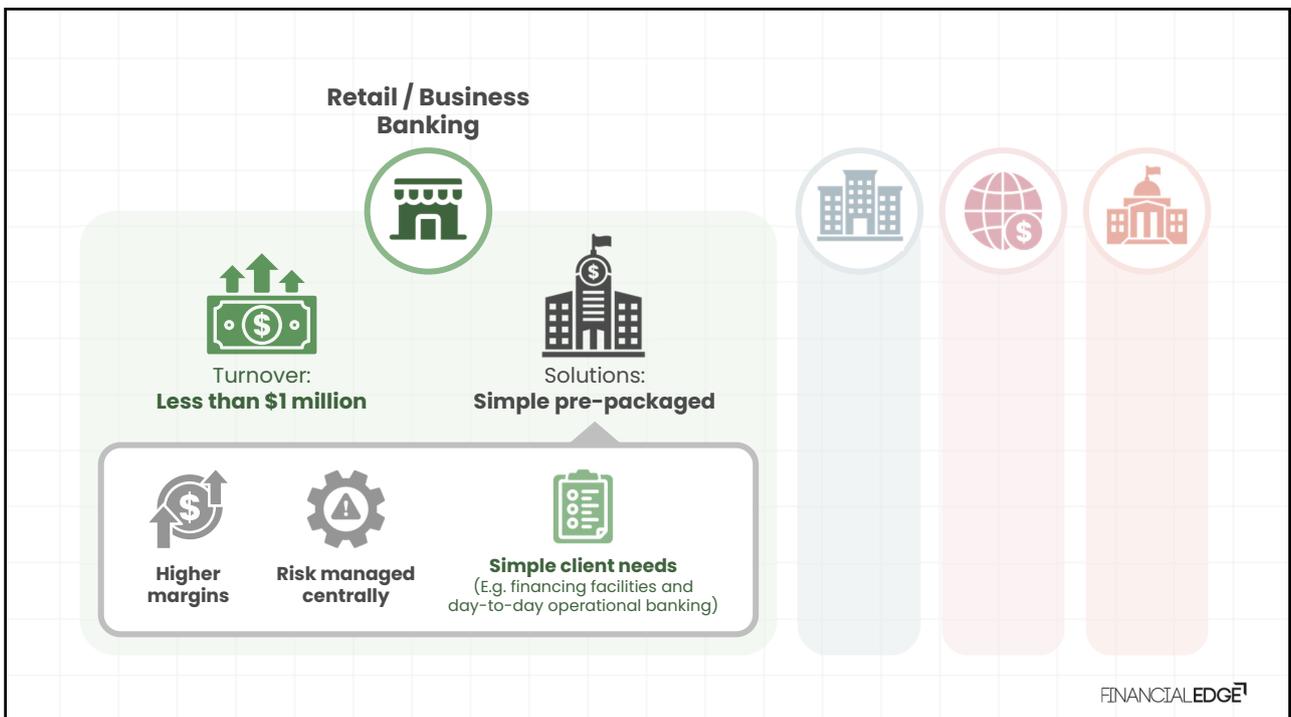
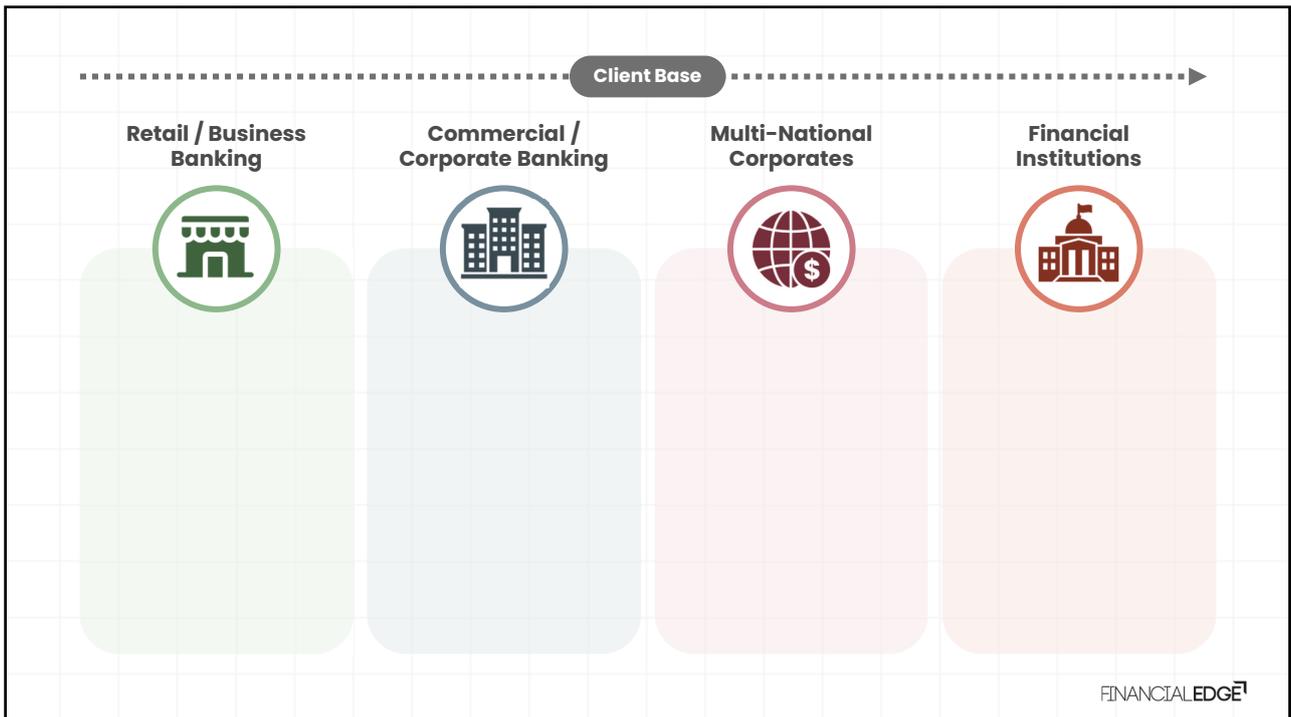
Wide product range

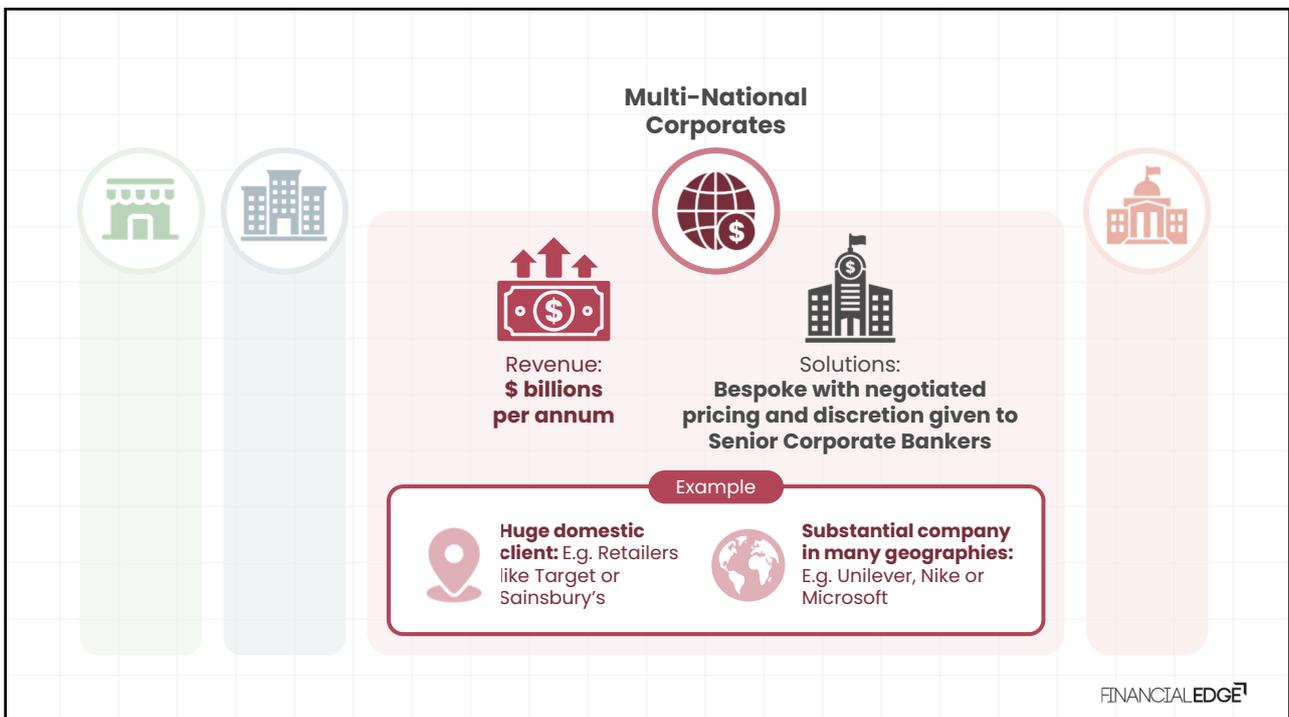
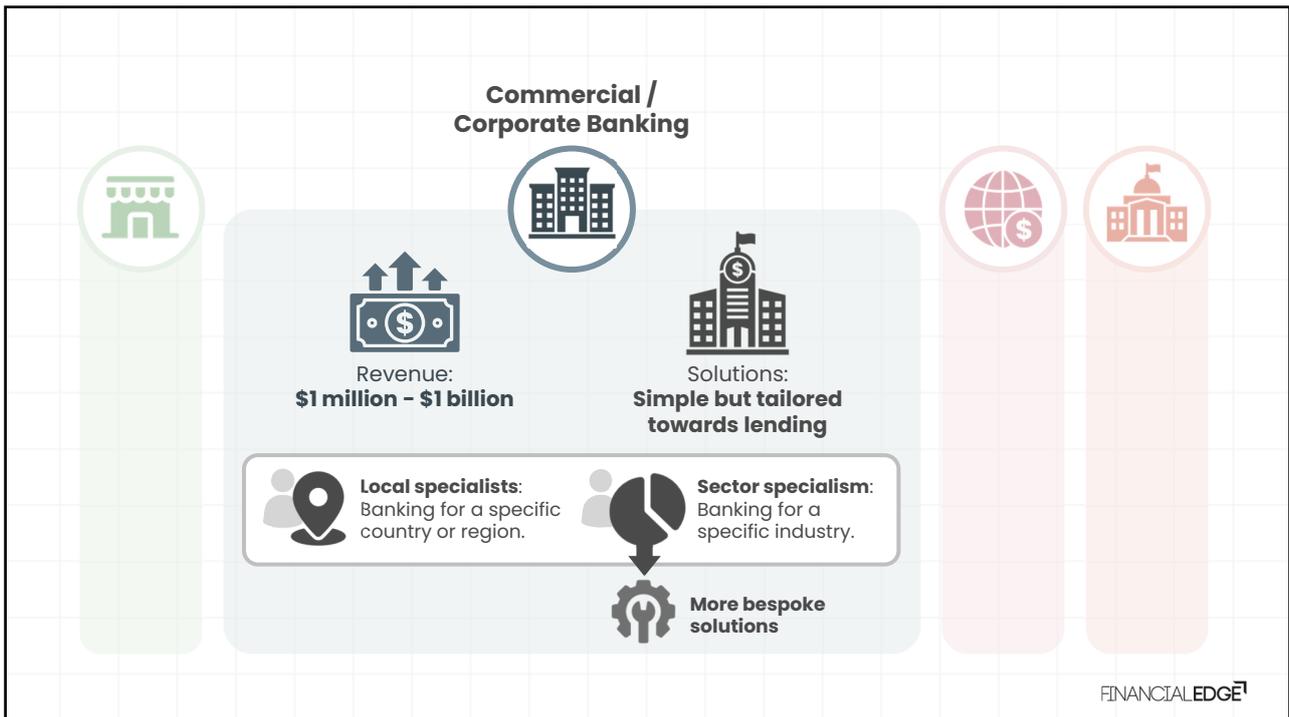


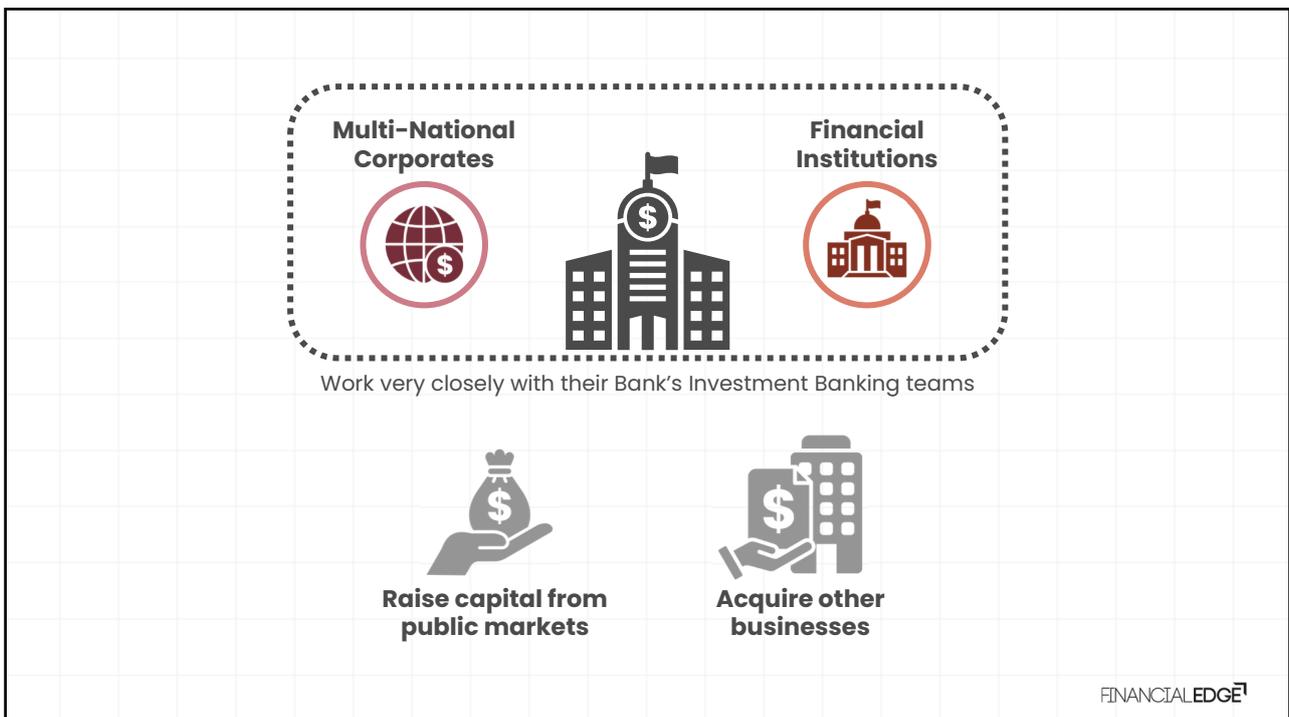
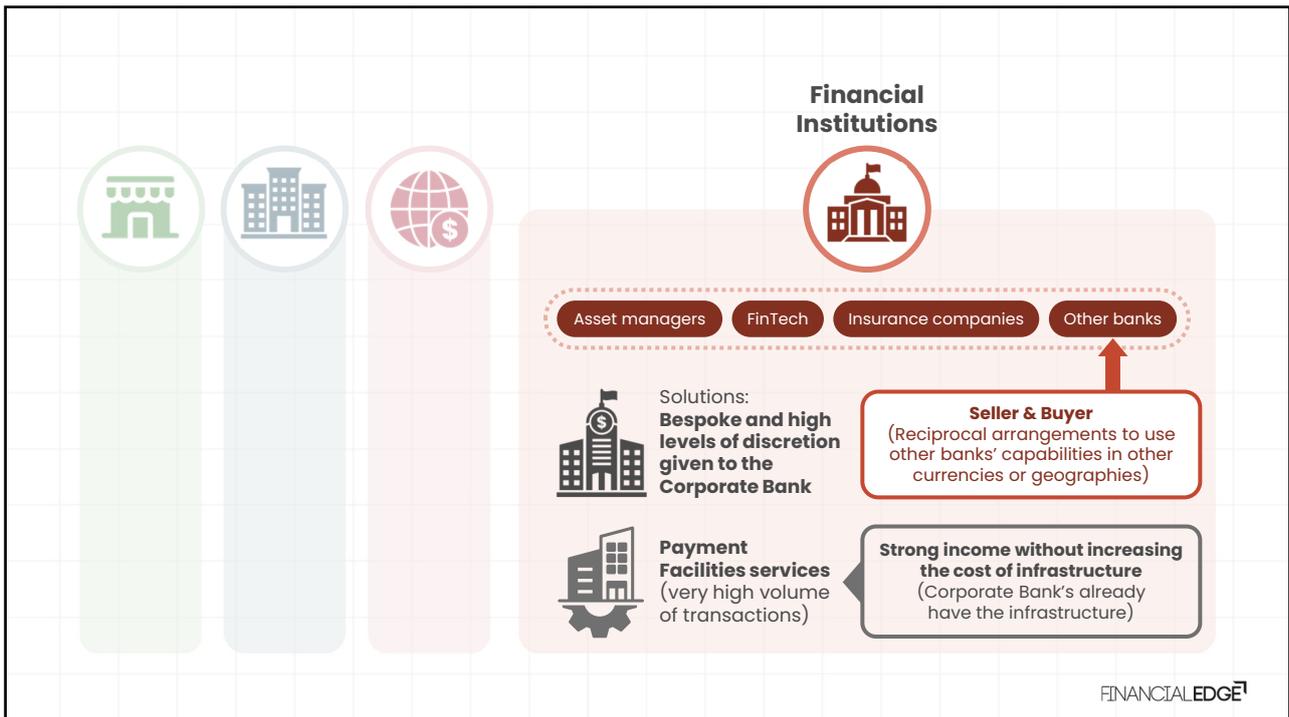
Opportunity for cross-selling

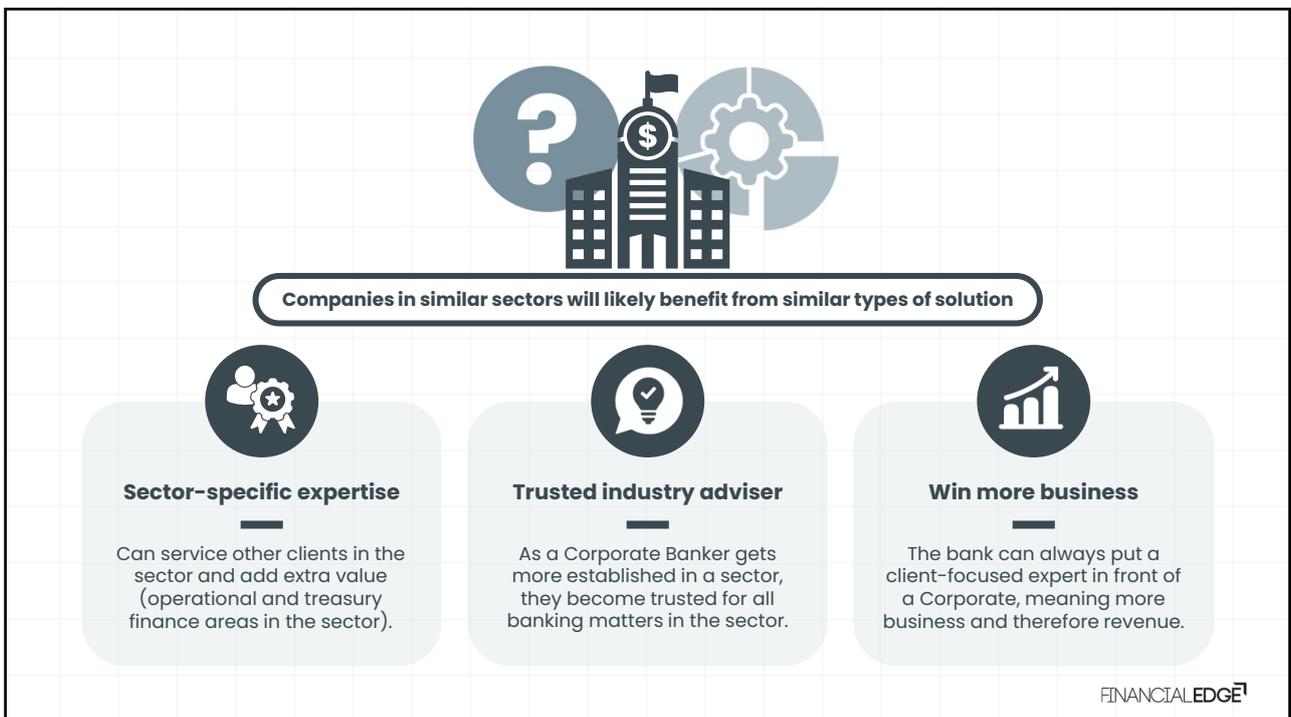
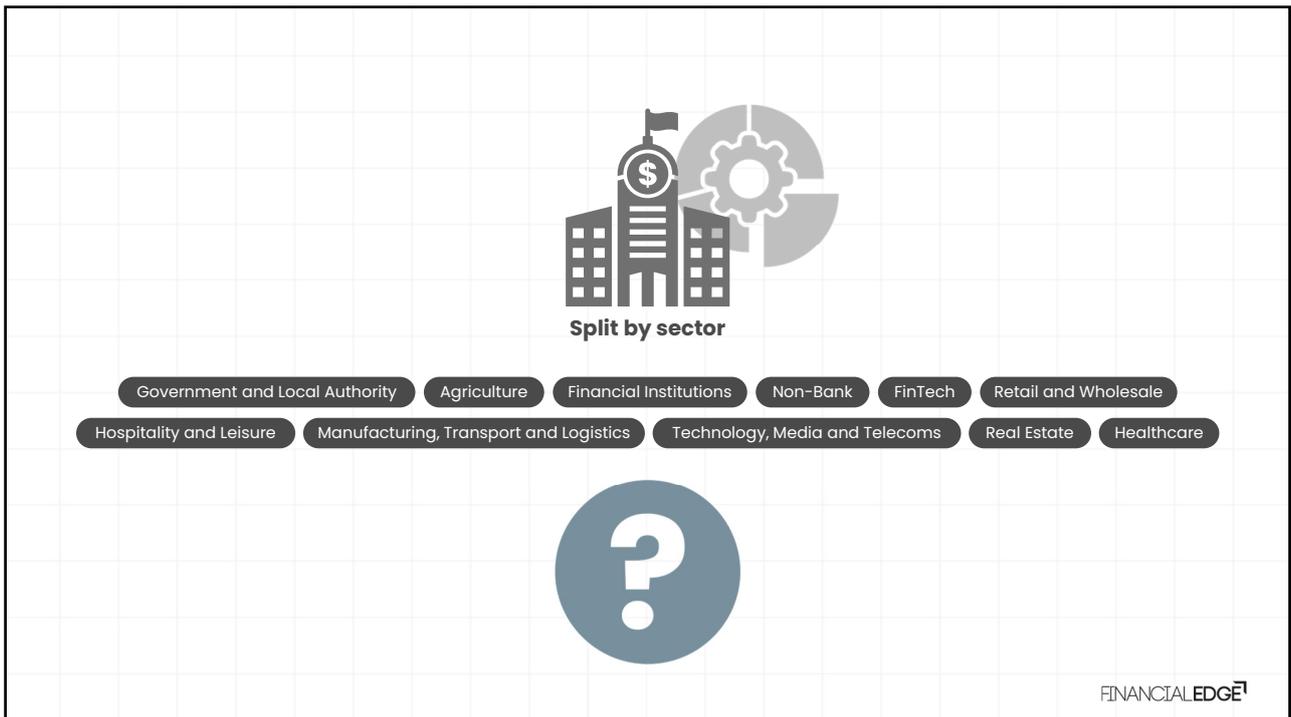


8. Client Base

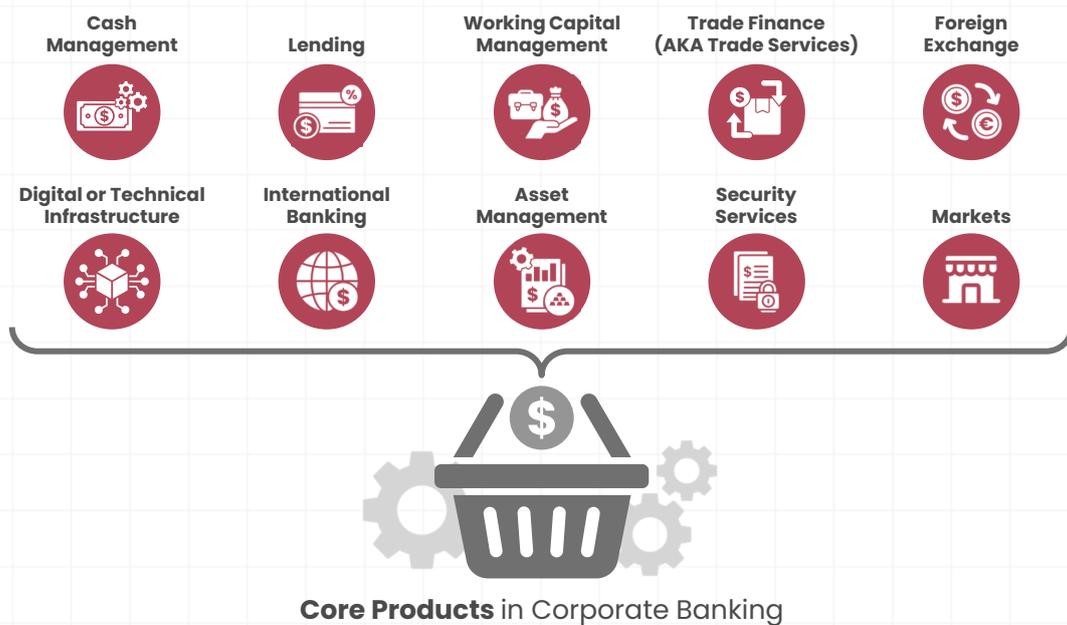








9. Product Range - Intro



10. Cash Management



One currency

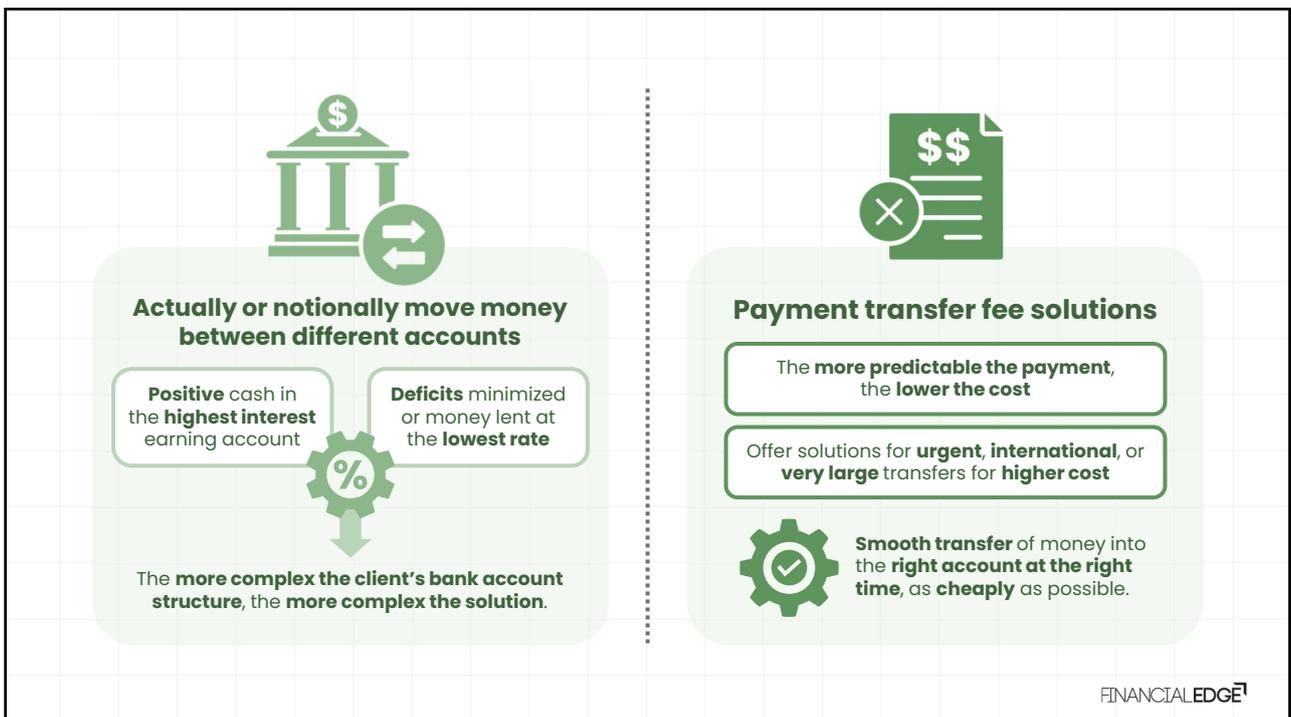
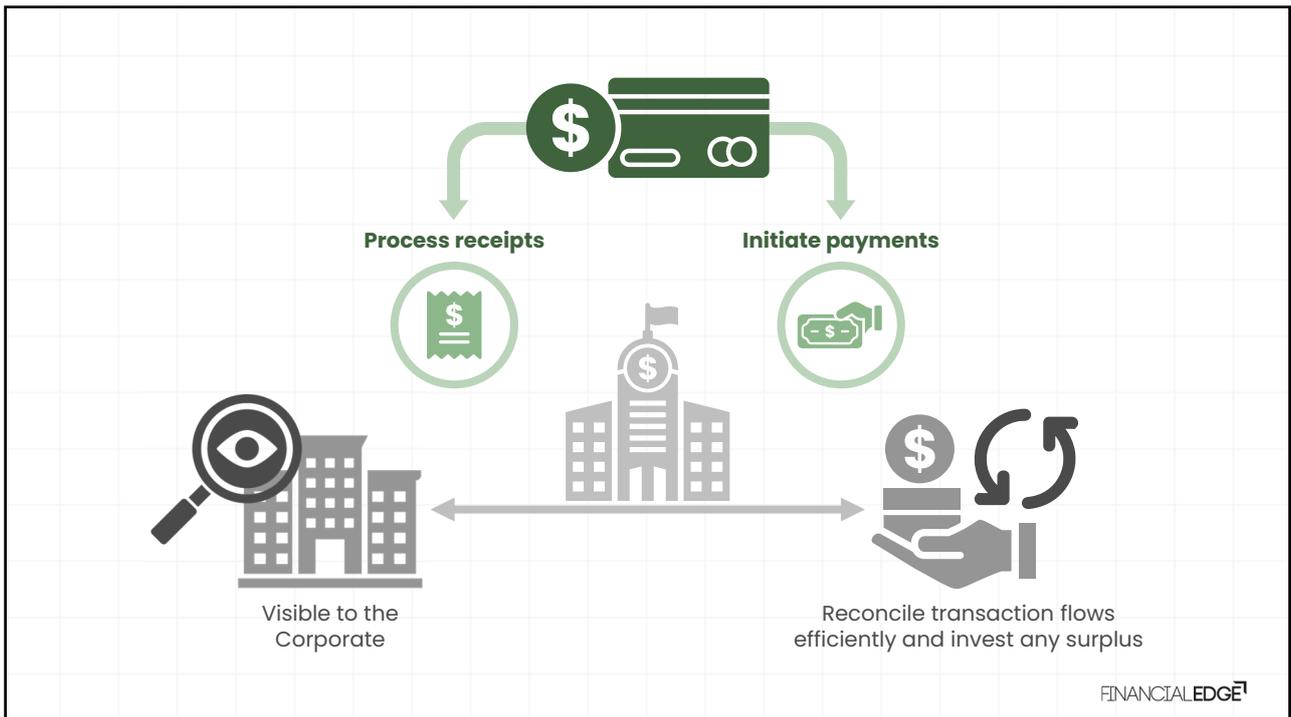


Several
currencies



Several accounts
across many
countries



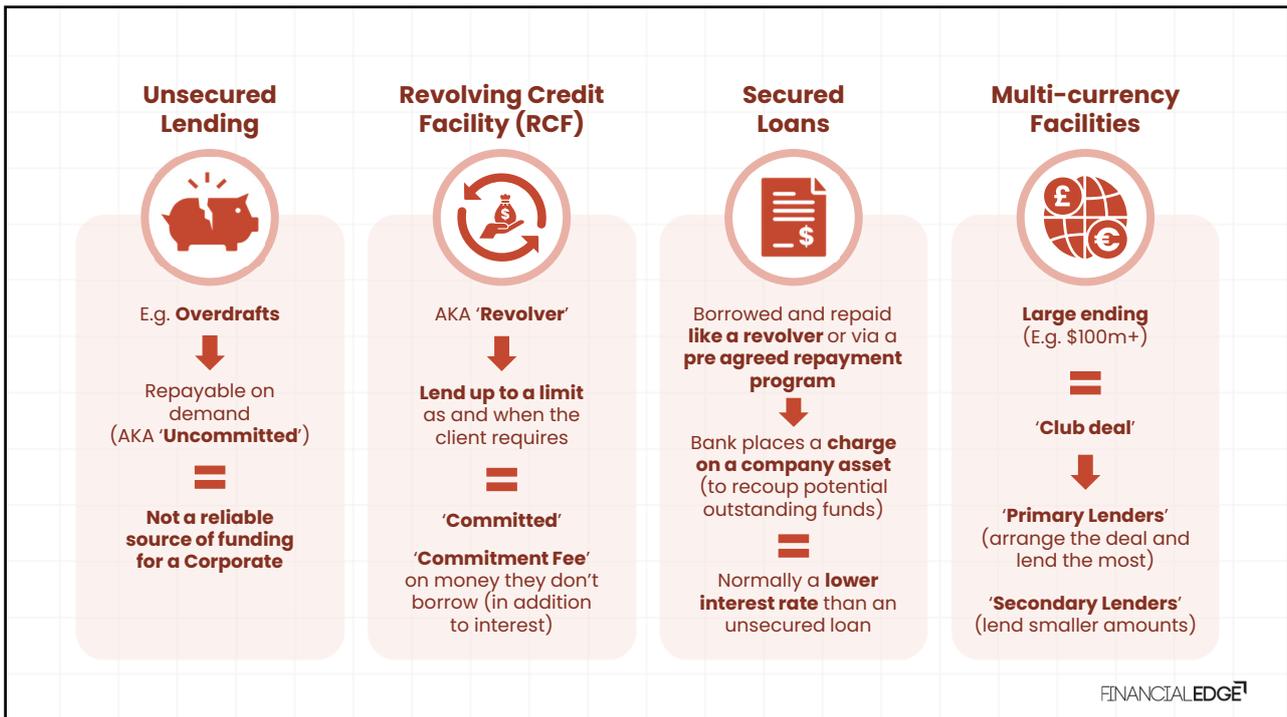


11. Lending



Provide financing

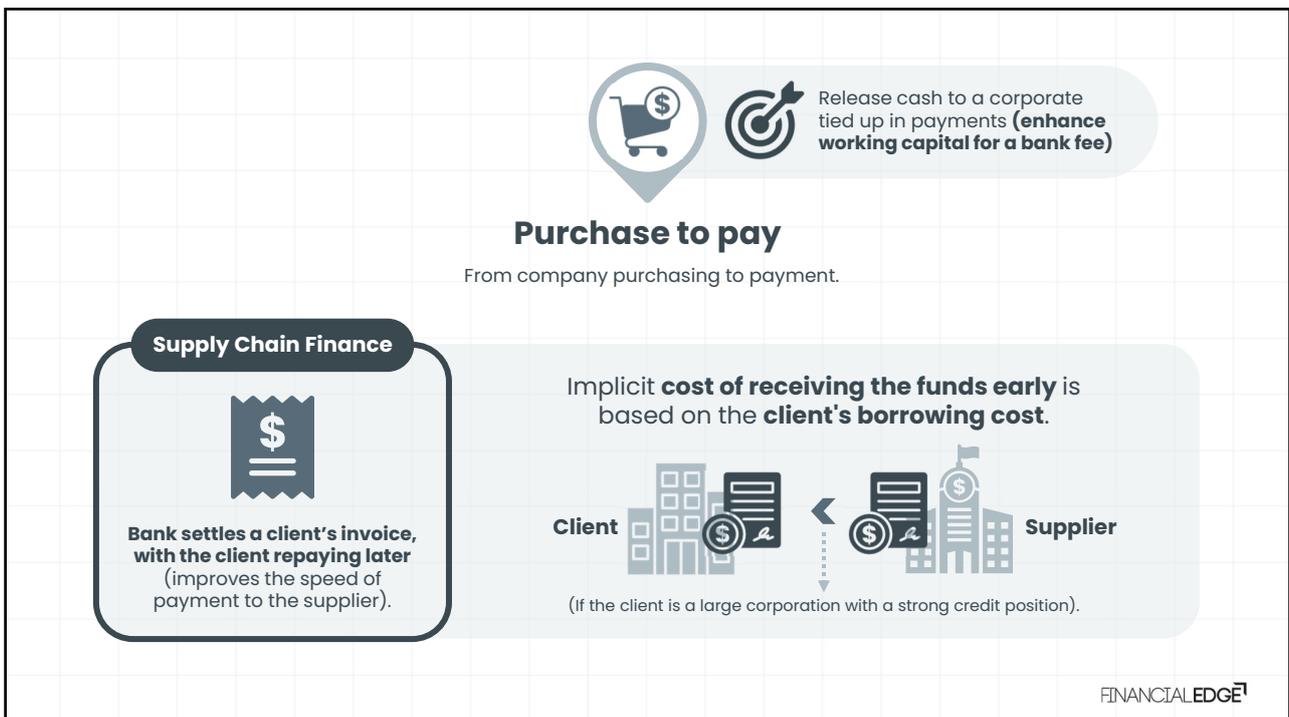
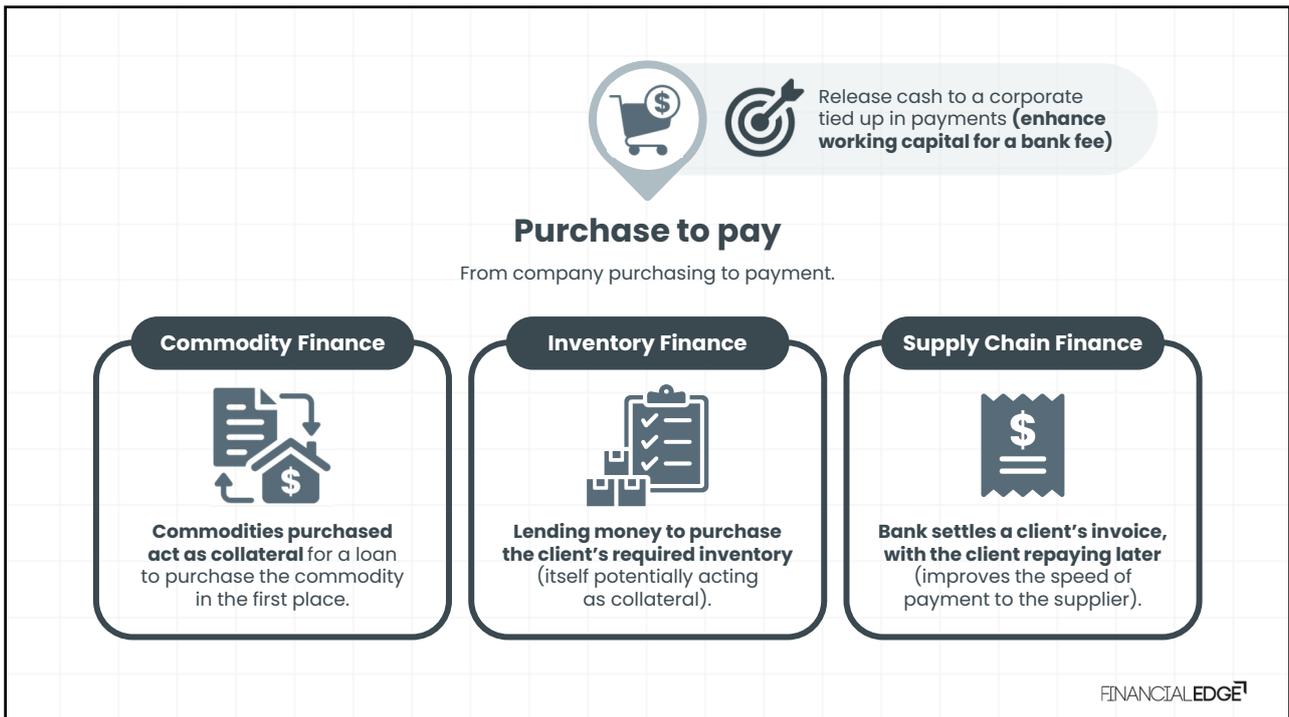


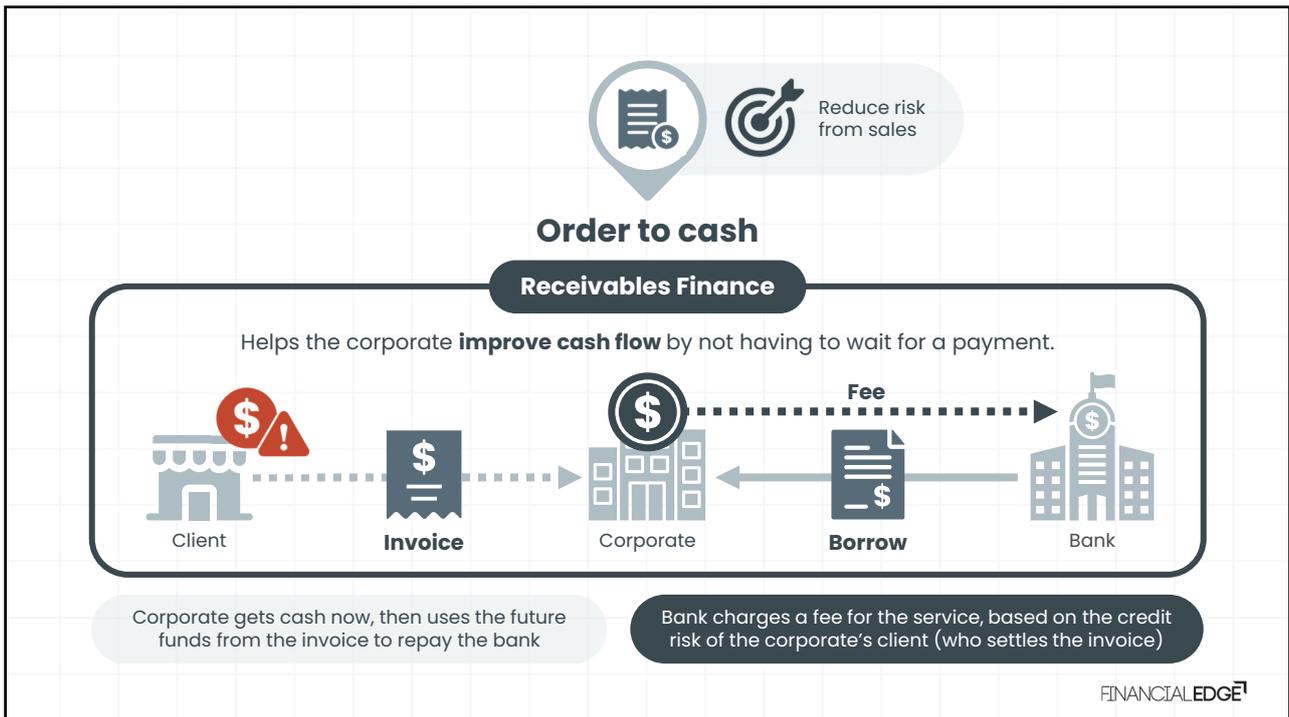


12. Working Capital

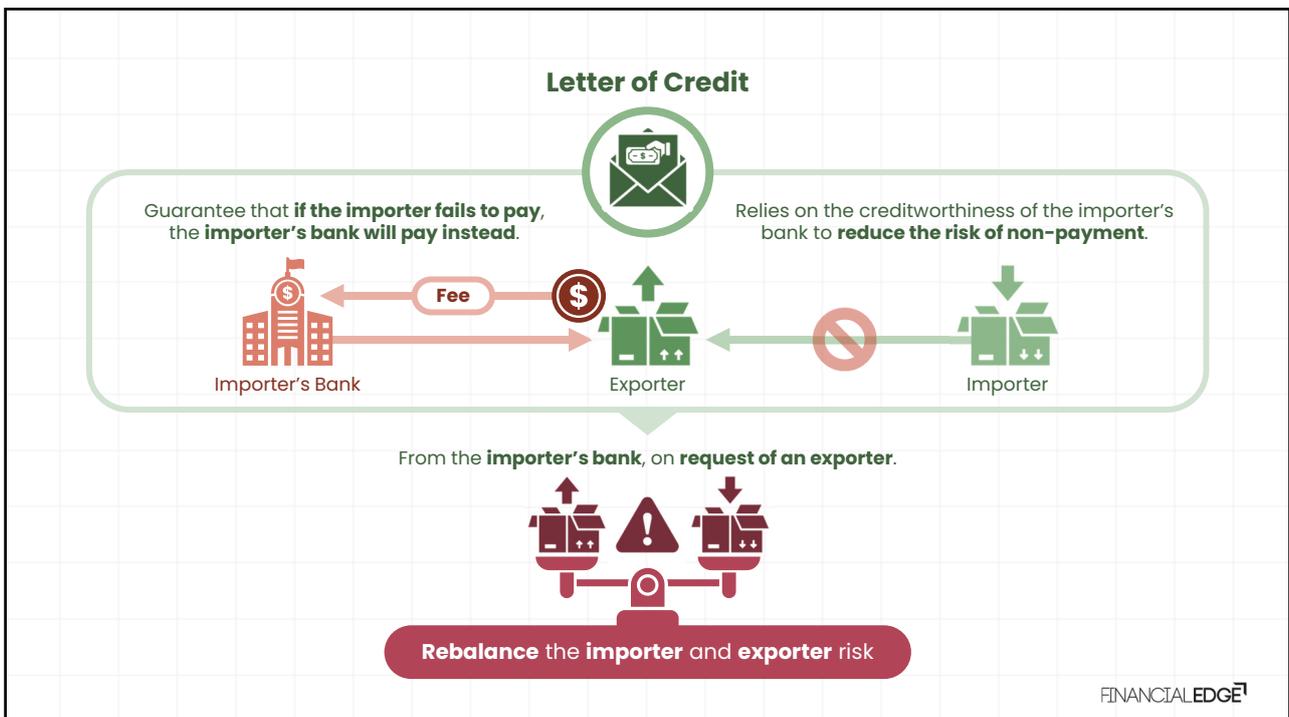
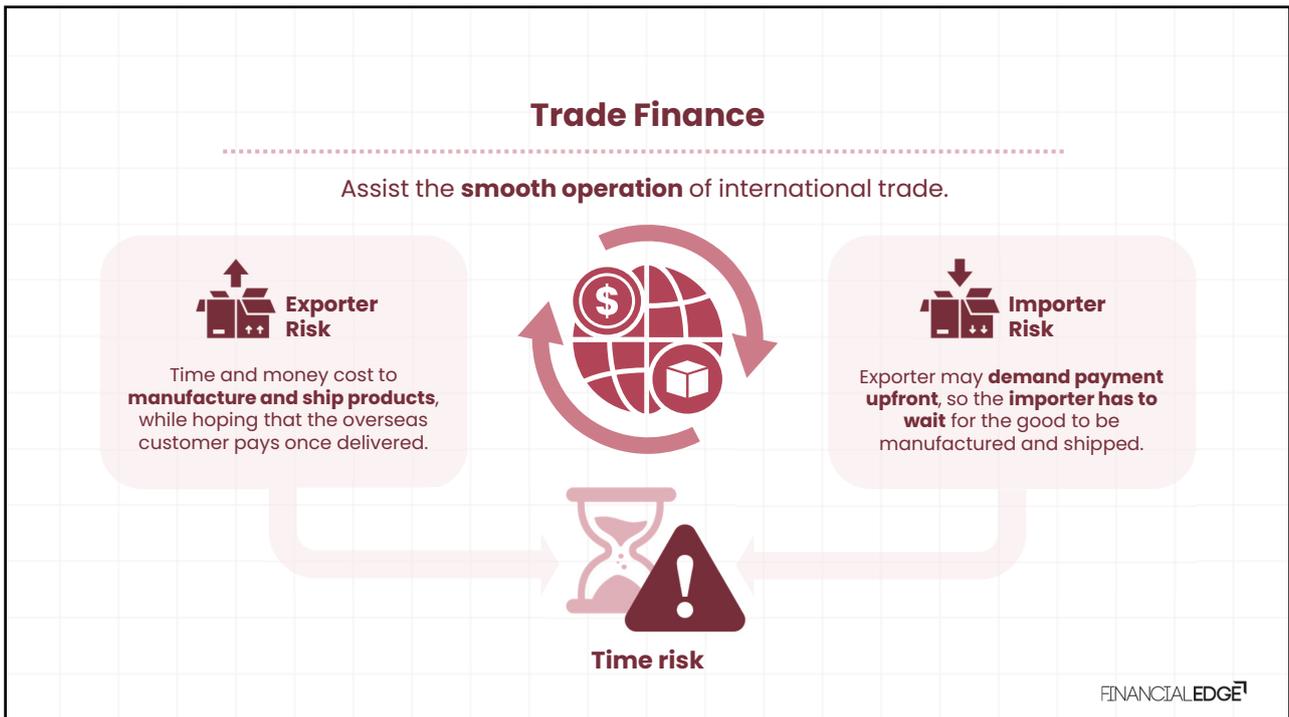
Working Capital Management solutions

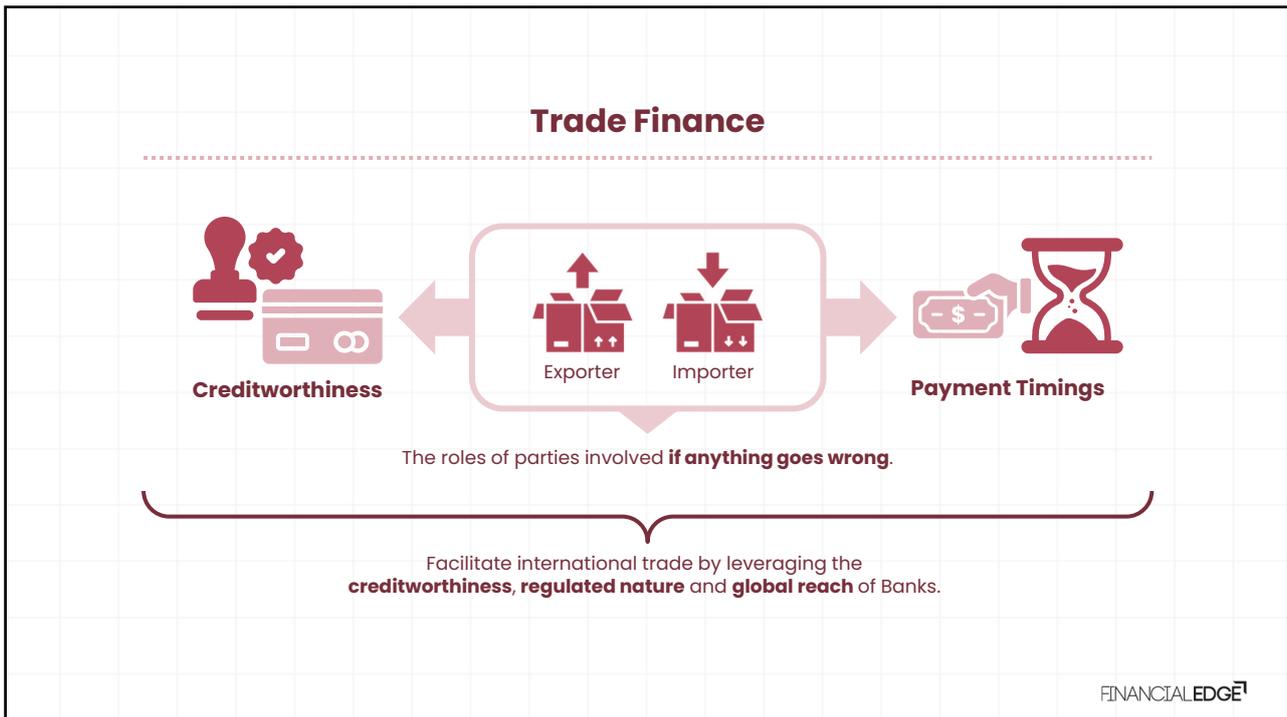




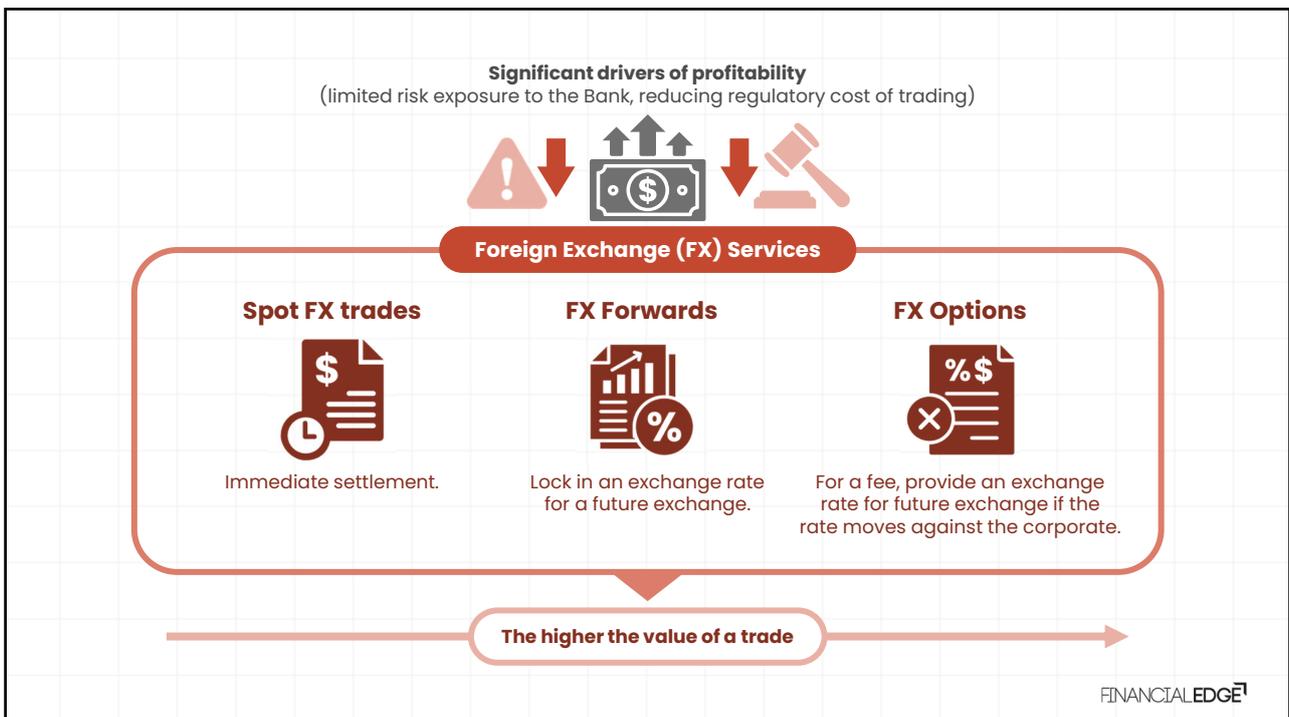
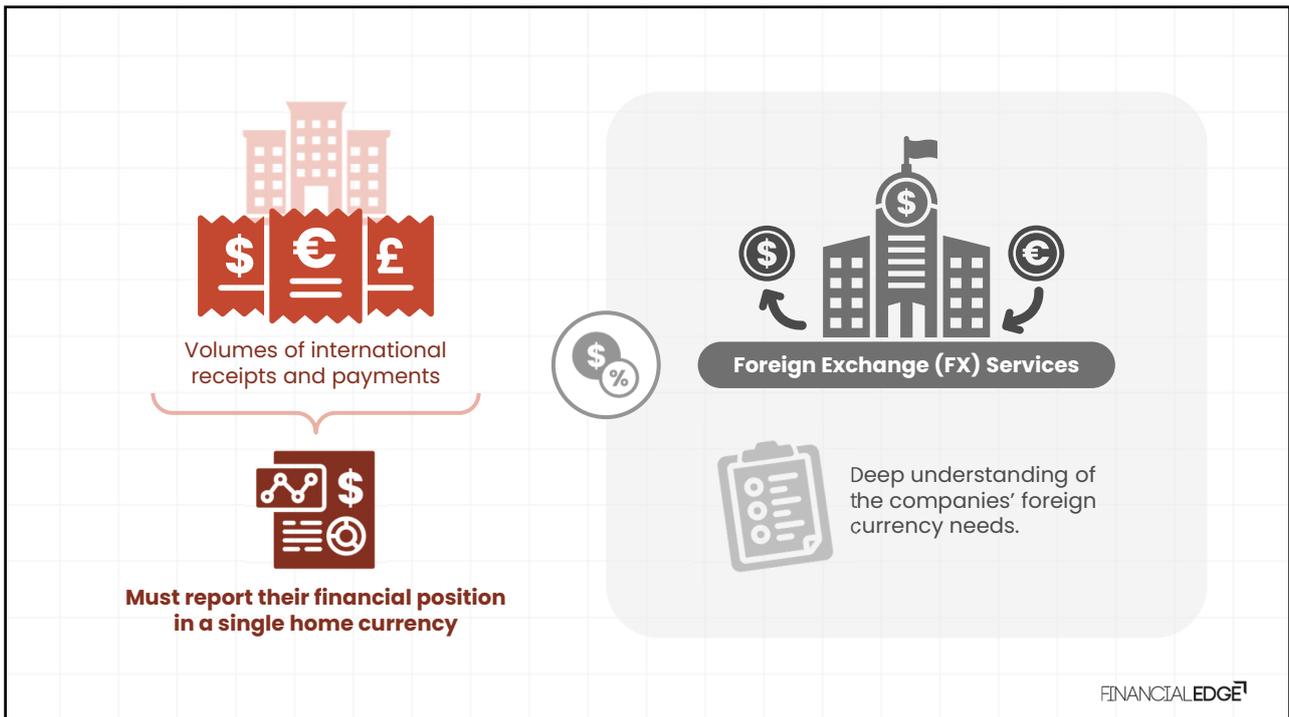


13. Trade Finance

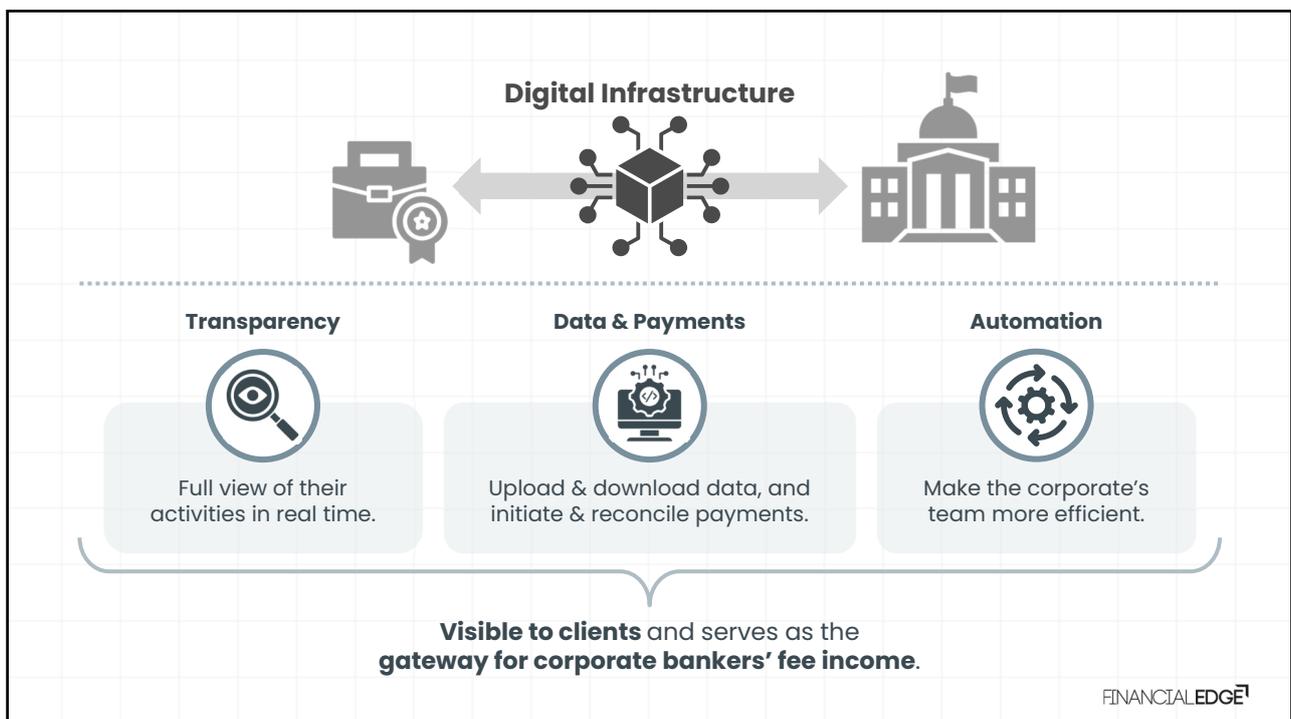




14. Foreign Exchange



15. Digital



16. International

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International bank accounts



Global lending facilities



Core clearing systems
(especially for major currencies)



Currency restrictions
and how to mitigate these



Trade instruments
(manage global trade risks)



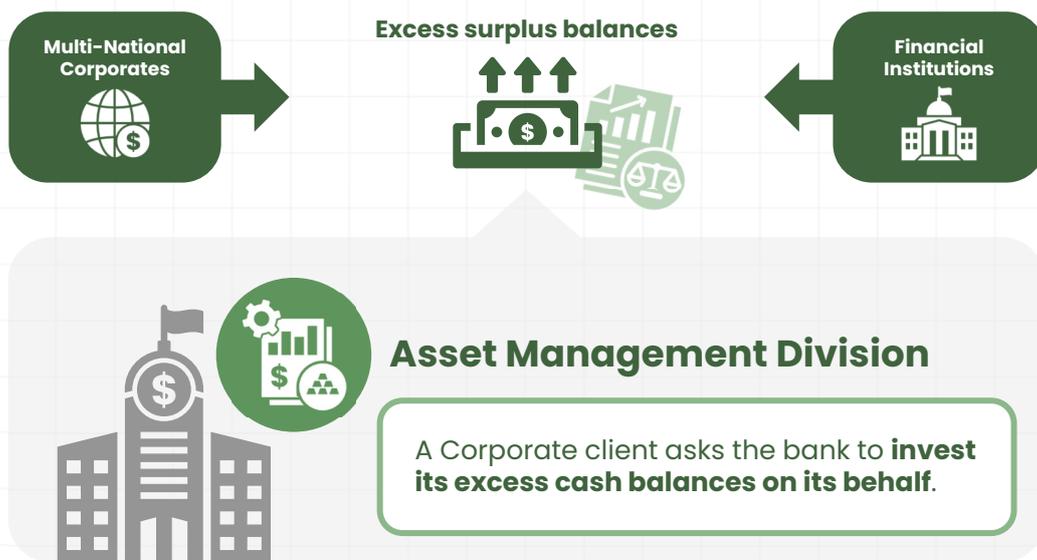
Local clearings
(focus on geographies where the bank has direct access)

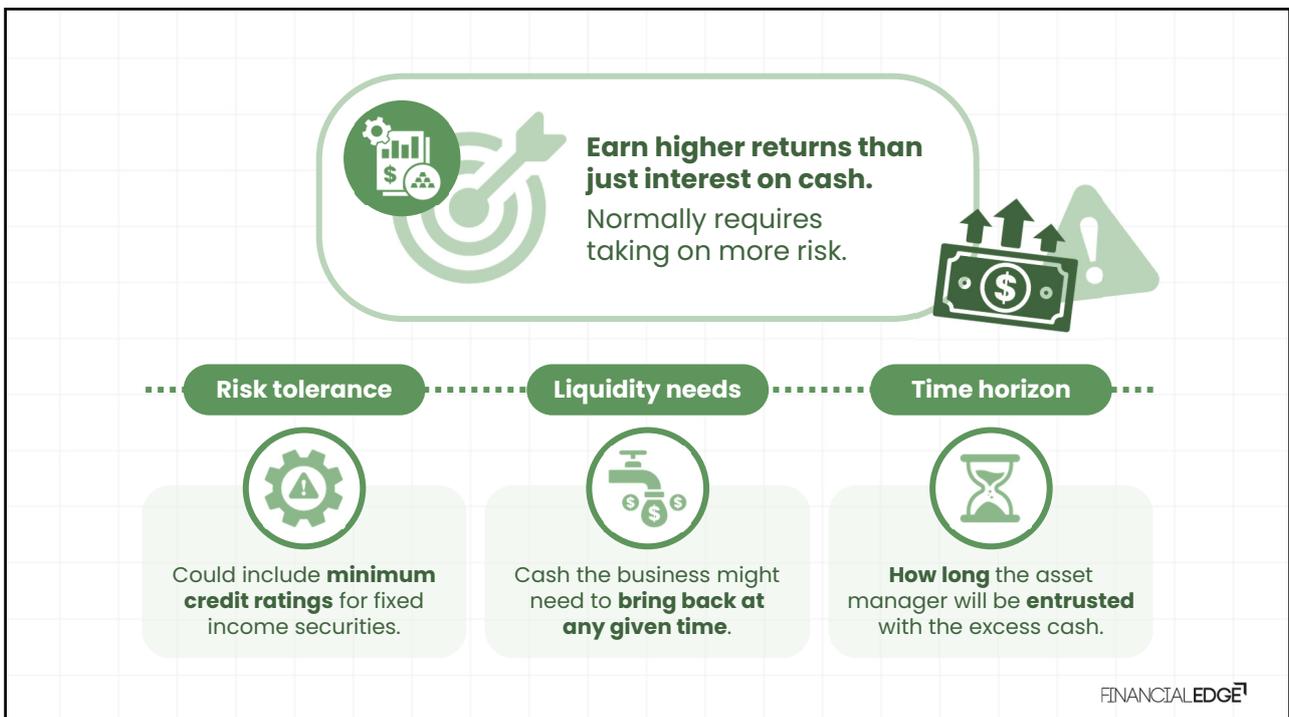
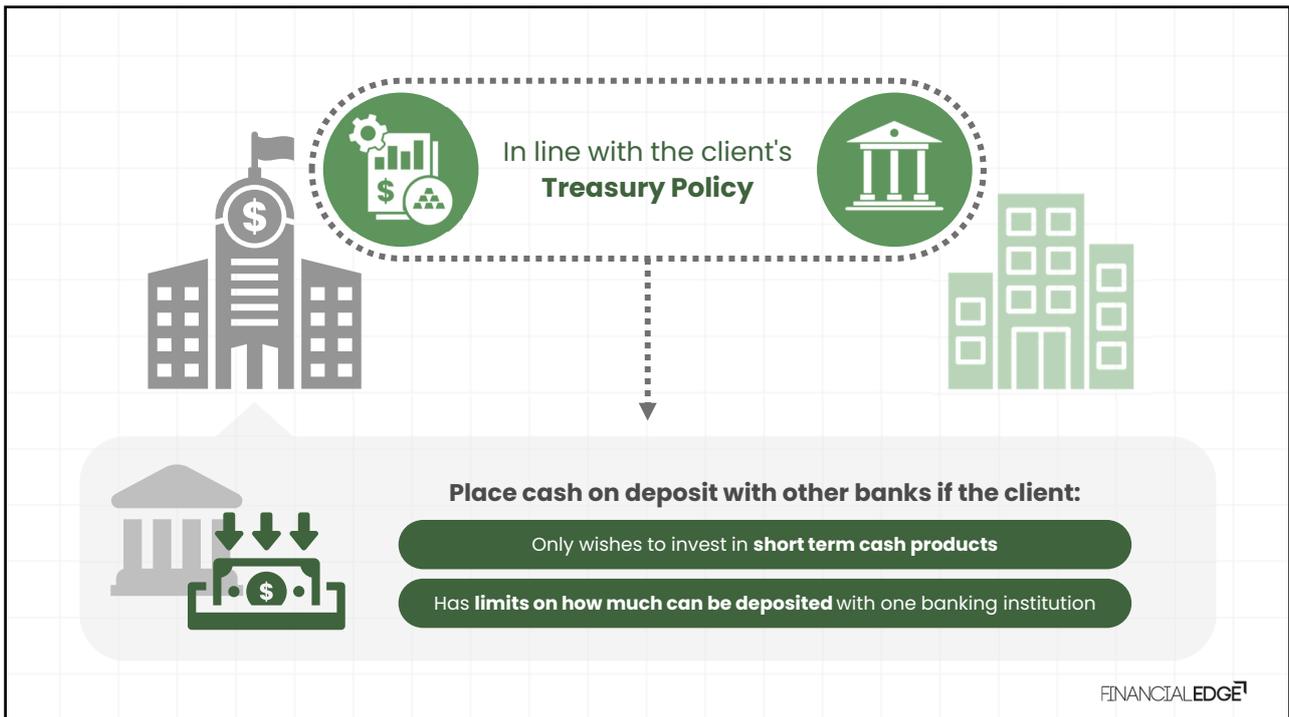


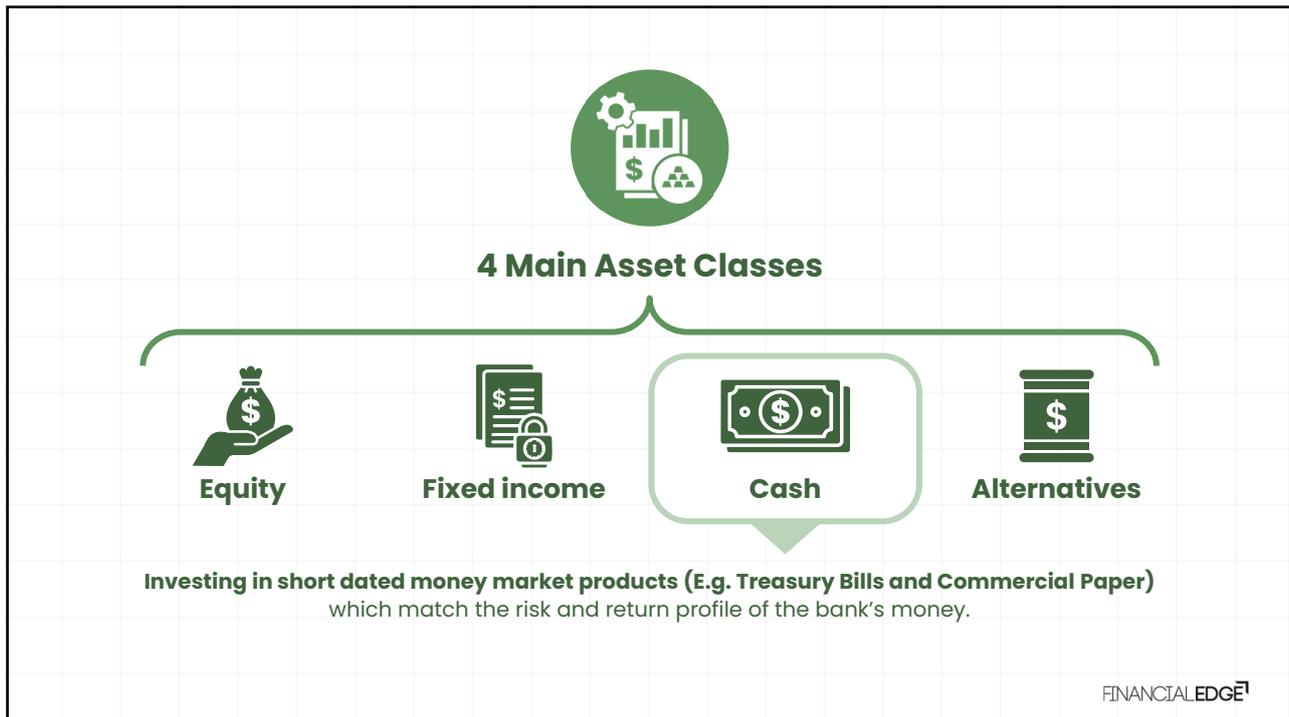
Harmonization
(de-mystify the complexities)

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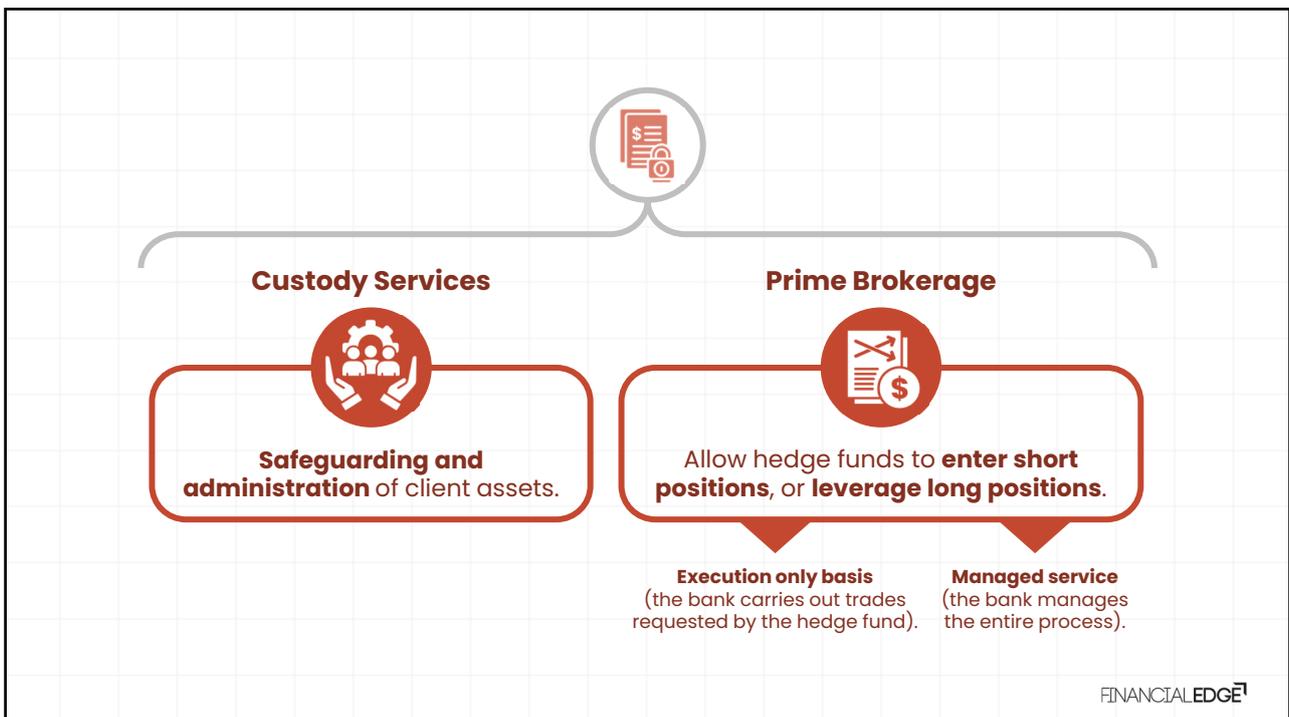
17. Asset Management







18. Security Services



19. Markets



