



花旗供应商融资方案 Citi® Supply Chain Finance
Solution for *Siemens*



解决方案 The Solution

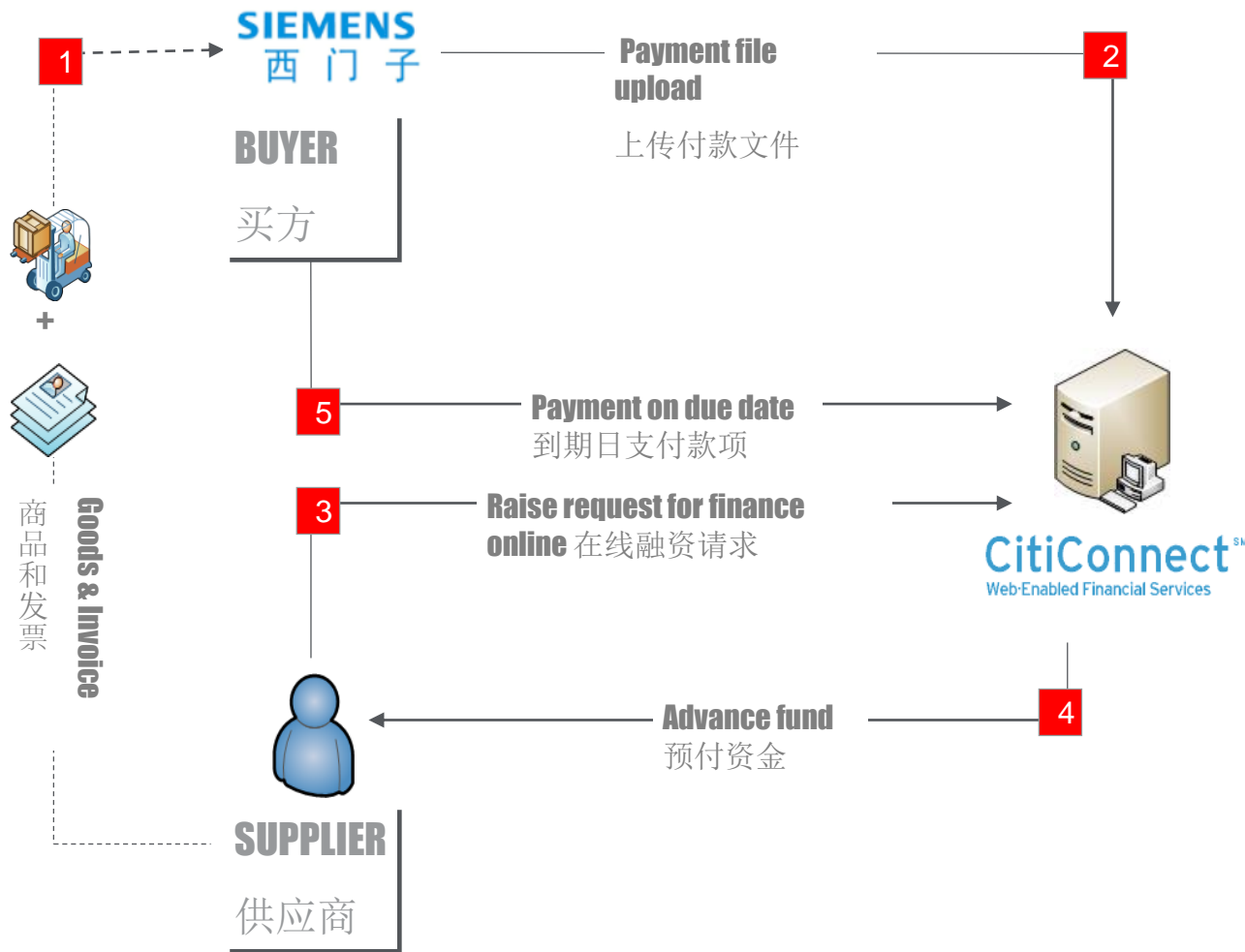
在Siemens的供应商融资方案中，由Siemens优选的供应商将向花旗银行出售其对Siemens的应收账款。
Partnership between Siemens and Citi to allow preferred suppliers to enter a program to sell receivables to Citi.

- 一旦供应商开出的发票被Siemens批准，供应商便可以将该笔货物对应的应收账款变现
Once receivables are “approved” by Siemens, suppliers have the ability to access cash on their receivables
- 供应商获得被批准付款的全额短期融资；
The Supplier gets short term funding on full-value of approved payment;
 - 对供应商无追索权
without recourse
 - 供应商可获得优惠的贴现利率，贴现利率根据Siemens的信用评级确定
at favorable rates, based on Siemens’s credit rating
 - 供应商无须使用自己的信用额度来获取该笔融资
without using your own credit lines, and
 - 无须支付高额贴现费用给保理公司
without paying high discount costs to factoring companies
 - 表外融资方案
off-balance sheet funding solution
- 花旗银行承担Siemens的支付风险
Citi takes payment risk on Siemens
- 供应商无需成为花旗银行的客户或者在花旗银行开户
Not mandatory for Suppliers to be customers of Citi or open any accounts

Program

	Asset Based Lending 基于资产的借款	Lines of Credit & Loans (Secured) 信贷额度&贷款(有担保的)	Factoring 保理	Trade Credit Insurance 贸易信贷保险	Supply Chain Finance 供应商融资
Off Balance Sheet Treatment 表外融资	No否	No否	Yes是	N/A不适用	Yes是
Legal Documentation 法律文件	Heavy繁复	Heavy繁复	Medium/Light适中/简单	Heavy繁复	Light简单
Discreet to the Buyer 买方谨慎性	Yes是	Yes是	Yes是	Yes/No是/否	No否
Financing Pricing 融资利率定价	High cost, up to PBOC+30% 利率高, 常高达央行基准利率上浮30%	High cost, up to PBOC+30% 利率高, 常高达央行基准利率上浮30%	High cost, up to PBOC+30% 利率高, 常高达央行基准利率上浮30%	Premium based on the Supplier and Buyer Risk 保费基于供应商和购买者的风险	Low cost, usually <= PBOC 1 yr Loan Rate 利率低廉, 通常低于央行基准利率
Advance Rates 融资率	70%-85% of pledged assets 抵押资产的70 - 85%	60%-85%	70%-85% of the AR 应收账款的70 - 85%	Up to 90% 最多承保90%应收账款	100% of Approved Amount - Discount 批准发票100%贴现
Improves Commercial Relationship with Buyer 提升买卖双方商业关系	No否	No否	No否	Maybe可能	Yes是
Bank Recourse to Supplier? 银行向供应商追索权?	Yes是	Yes是	Yes是	N/A不适用	No否
Credit Relationship 占用谁的信贷额度	Supplier 基于供应商	Supplier基于供应商	Supplier基于供应商	Supplier基于供应商	Buyer 基于买方
Typical Program Size 典型的项目规模	Medium/ Very Large \$25mm - \$1bn 中等/非常大的规模 \$25mm - \$1bn	Small \$100k to \$10mm 小规模\$100k to \$10mm	Small \$100k to \$10mm 小规模\$100k to \$10mm	N/A不适用	Supplier's AR size not relevant 与供应商的应收款规模无关

Citi Solution via CitiConnect 通过CitiConnect的花旗解决方案



- 1) **SUPPLIER** sends goods & invoice to **Siemens**
 供应商向**Siemens** 发送商品和发票
- 2) **Siemens** confirms shipment and uploads payment date / Invoice file to **CITI**.
Siemens确认装运并向**CITI**上传支付日期和发票文件
- 3) **SUPPLIER** raise request for finance online to **CITI** (This step has auto finance and manual finance two options. Most of the finance is done automatically)
 供应商在线向**CITI** 请求融资 (这一步有自动融资和手动融资两个选择。大多数选择自动融资。)
- 4) **CITI** advance fund to **SUPPLIER**.
CITI 向供应商预付资金
- 5) **Siemens** proceed payment on due date.
Siemens 在到期日支付款项

供应商平台 CitiConnect for Trade Platform

由花旗自己设计并运作的供应商平台最大程度的保障了平台的可用性及稳定性。

100% ownership of Supply Chain Finance platform enable Citi to have control over enhancements among other benefits.

CitiConnect for Trade 平台 CitiConnect for Trade Platform



Payment Status(付款状态)可以为:
 1.Unpaid(未付)-买方发起的付款或者是发票还没有到期;
 2.Processed(已处理)-CCT系统发出付款指令, 买方在付款到期日已支付发票金额。

Invoice Status(发票状态)可以为:
 1.Assigned(已指派)-发票已由买方创建, 卖方可以贴现了。
 2.Pending Discounting(待融资)-发票在等待银行后台融资操作或者买方复核员批准, 卖方马上可以收到贴现款项。
 3.Fully Discounted(全额融资)-该发票已由银行全额贴现放款至卖方账户。

*新增显示付款到期日列

● 供应商平台优势

Key Benefits:

- 可视化经Siemens批准的付款及其批准时间

Offers visibility of approved payments and their timing

- 帮助您更好地规划现金流

Allows better cash flow planning.

- 提供清晰的发票信息, 并可以轻松地下载到Excel.

Provides clear invoice information easily downloadable to excel.

- 提供透明且准确的融资费用

Provides transparent & exact financing charges.

- 通过互联网运作, 无需安装任何软件

Works over the web – no need for instalment

Summary of Citi Supply Chain Finance Benefits 花旗供应商融资的好处

Cost Saving on Finance Cost 节约融资成本

- Leverage Buyer's credibility to reduce finance cost 利用买方的信誉降低融资成本
- Accelerate AR turnaround time 加速应收账款周转率
- Access to cheap non-recourse funding 获得便宜的、无追索的资金

Receivables Management Services 应收账款管理服务

- Flexible access to funding and improved cash flow forecasting 灵活的融资方式，提高现金流的可预测性
- Visibility into Siemens's payment status that allows more timely and efficient problem resolution Siemens付款状态的可视化，提供了更及时更有效解决方案

Stability of Supply Chain 提高供应链稳定性

- Suppliers can manage invoice/payment information through whole payment cycle 供应商可以通过整个支付系统管理发票和支付信息
- Opportunity to strengthen your strategic relationship with Siemens 可以加强和Siemens战略关系的机会

Business Efficiency 提高经营效率

- Automatic deposit of funds 自动存储资金
- Works over the web 通过互联网运作

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Citi works with its clients in greenhouse gas intensive industries to evaluate emerging risks from climate change and, where appropriate, to mitigate those risks.

efficiency, renewable energy and mitigation