



Citibank Tanzania Limited

Trade Key Facts Statement 2021.

Trade Loans

Product/ Service

- A simple, cost effective, short term trade financing solution. Trade Loans are defined as Import and Export Finance

Product/ Service Key Features

- Potential preferential loan rates based on provision of underlying trade documents
- Provides liquidity to meet our clients' trade needs
- Available in local and foreign currencies
- Flexible, global solution for our clients leveraging Citi's global footprint to provide liquidity wherever they do business
- Tenor up to 180 days depending on the Seller's working capital cycle.

Target Clients

- New and existing Citi Institutional Client Group customers

Product/ Service Cost(Indicative)

Prevailing Market Cost of Funds (T-bills /Libor) plus an agreed Margin with the client.

Product/ Service Risks

- Default by the borrower
- Volatility in interest rates
- Delay in shipment of goods and provision of service

Rights and Obligations

- Citi is entitled to demand in writing immediate repayment of the facility(ies) (together with accrued interest) at any time without limitation.
- The client undertakes to pay immediately upon demand all monies including interest, in full and without any set-off or counterclaim whatsoever and free from any deductions or withholdings, as shall be due and owing or become due and owing to Citi
- Citi reserves the right to vary the above rates at any time upon reasonable notice of at least thirty (30) days or, where such variation is necessitated by legislative or regulatory enactments or changes or issuance of circulars, directives or decrees by a regulatory authority that have force of law, upon us giving you at least seven (7) days prior written notice, where practicable
- Citi may at any time, with prior written notice to the client, assign all or any part of Citi's rights and benefits in respect of any one or more utilisations of the facility(ies) to any other person(s)
- The client may not assign all or any part of their rights and benefits to any other person without Citi's prior written consent



Citibank Tanzania Limited

Key Facts Statement

Accounts Receivable Finance

Product/ Service

Citi Accounts Receivable Finance is designed to help free up capital and mitigate counterparty risks, through the monetization of a defined pool of Accounts Receivable (“AR”).

Product/ Service Key Features

- Monetize an individual or defined pool of accounts receivable.
- Better manage risk and balance sheet
- Committed or uncommitted source of financing.
- Optimize the costs of financing.
- Improve Days Sales Outstanding and the cash-conversion cycle.
- Enhance cash flow predictability.
- Use Citi’s credit capacity to support sales growth.
- Clients enjoy quick, seamless implementation.

Target Clients

- New and existing Citi Institutional Client Group customers

Product/ Service Cost(Indicative)

Prevailing Market Cost of Funds (T-bills /Libor) plus an agreed Margin with the client.

Product/ Service Risks

- Default by the borrower
- Volatility in interest rates
- Misrepresentation of information

Rights and Obligations

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Citibank, Tanzania Limited

Key Facts Statement

Citi Supplier Finance

Product/ Service

Citi Supplier Finance is an easy-to-use web-based solution designed to help you realize an uninterrupted supply flow while also supporting the working capital needs of your key suppliers.

Product/ Service Key Features

- Faster access to funds for enhanced working capital
- Enhanced borrowing capacity
- Lower borrowing costs
- Less reliance on external sources of capital
- Decreased credit and collection risk
- Streamlined account reconciliation and forecasting

Target Clients

- New and existing Citi Institutional Client Group customers

Product/ Service Cost(Indicative)

- Prevailing Market Cost of Funds (T-bills /Libor) plus an agreed Margin with the client

Product/ Service Risks

- Default by the borrower
- Volatility in interest rates
- Misrepresentation of information
- All Electronic Services are associated with the risks of identity theft, phishing and fraud

Rights and Obligations

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Key Facts Statement

Letters of credit

Product/ Service

Citi's Import Letters of Credit offer a range of options — from the efficient management of paper-based requests for letters of credit, to a fully automated, comprehensive service that enables you to issue requests for letters of credit electronically. Citi lets you track the status of your transactions, centralize your company's reporting and improve administrative efficiency.

Product/ Service Key Features

Through CitiDirect Online Banking, importers are able to perform the following activities online:

- Initiate, inquire and report on trade transactions on a single global platform
- Resolve discrepancies and inquiries by viewing images of trade documents
- Execute reports in a wide variety of formats from anywhere in the world
- Subscribe to event notification to quickly learn of transaction events
- Improve efficiency through automated file and report delivery

Target Clients

- New and existing Citi Institutional Client Group customers

Product/ Service Cost (Indicative)

Opening :	0.5% per quarter Minimum \$325
Confirmation:	0.39% per quarter
Acceptance:	0.25% per quarter
Retiral/Payment:	0.25% Flat

Product/ Service Risks

- Payment delays as a result of lost or misrouted documents
- Goods may not be as represented in documentation

Rights and Obligations

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- The client undertakes to pay immediately upon demand all monies, in full and without any set-off or counterclaim whatsoever and free from any deductions or withholdings, as shall be due and owing or become due and owing to Citi
- Citi reserves the right to vary the commissions at any time upon reasonable notice of at least thirty (30) days or, where such variation is necessitated by legislative or regulatory enactments or changes or issuance of circulars, directives or decrees by a regulatory authority that have force of law, upon us giving you at least seven (7) days prior written notice, where practicable
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Key Facts Statement

Guarantee/Standby Letter of Credit

Product/ Service

A guarantee is a document /contract used to secure the performance of a specific obligation, irrespective of whether the performance is owed or not. Simply explained, this is a pledge on the part of a bank to pay a customer's financial obligation if they fail to perform some contracted activity or otherwise cannot honor a financial obligation.

Product/ Service Key Features

In general Guarantees typically issued by Citi in Kenya include:

- Bid bonds & Performance bonds
- Procurement Bonds
- Custom Bonds
- Immigrations Bonds
- Shipping Indemnities
- Advance Payment Guarantees
- Stand By Letters of Credit (SBLCs)

Target Clients

- New and existing Citi Institutional Client Group customers

Product/ Service Cost(Indicative)

- Issuance of Bonds, Guarantees and SBLCs: 0.5% per quarter or part thereof Minimum \$325
- Confirmation of an SBLC (cross-border exposure): 0.5% per quarter or part thereof minimum \$325

Product/ Service Risks

- Payment delays as a result of lost or misrouted documents
- Goods may not be as represented in documentation

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Key Facts Statement

Collections

Product/ Service

This is an arrangement whereby an exporter client of Citi entrusts the collection of payments to Citi, which then sends documents to the importers bank along with payment instructions.

Product/ Service Key Features

- Payment may be deferred until the arrival of goods or even later if delayed payment arrangements have been made between the buyer and seller.
- Documentary collection is relatively cheaper than documentary credit
- The buyer may have the opportunity to inspect the documents prior to making payment.

Target Clients

- New and existing Citi Institutional Client Group customers

Product/ Service Cost(Indicative)

Handling Commission: 0.5% Flat Minimum \$100
Avalisation: 0.5% per quarter

Product/ Service Risks

- Volatility in interest rates where there is financing
- All Electronic Services are associated with the risks of identity theft, phishing and fraud

Rights and Obligations

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Key Facts Statement

Commodity Trade Finance

Product/ Service

This is a broad set of financing solutions covering the bulk commodities supply chain from the producers through to the commodity traders and processors.

Product/ Service Key Features

- Enhanced working capital solutions that are capital efficient for banks resulting in competitive pricing
- Structured facilities and transactional security that extend the available financing beyond traditional lending
- Effective balance sheet management through the reduction of counterparty risk and monetization of inventory and receivables
- Performance risk financing allows EM producers with a successful production track record to borrow against the value of future production and has proven to be a stable source of financing even in times of financial uncertainty and market volatility

Target Clients

- New and existing Citi Institutional Client Group customers

Product/ Service Cost(Indicative)

- Prevailing Market Cost of Funds (T-bills /Libor) plus an agreed Margin with the client

Product/ Service Risks

- Default by the borrower
- Volatility in interest rates
- Misrepresentation of information

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