Key Facts Statement

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**
Priced at a maximum interest rate of CBR + 4% for Local currency borrowing and a variable margin + cost of funds for foreign currency borrowing.

**Key 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.
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
Priced at a maximum interest/discount rate of CBR + 4% for Local currency borrowing and a variable margin + cost of funds for foreign currency borrowing.

Key Product/Service Risks
• Default by the borrower.
• Volatility in interest rates.
• Misrepresentation of information.

Rights and Obligations
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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**
Priced at a maximum discount rate of CBR + 4% for Local currency borrowing and a variable margin + cost of funds for foreign currency borrowing.

**Key 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**
- 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.
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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
Opening: 0.7% per quarter
Confirmation: 0.3% per quarter
Acceptance: 0.1% per quarter
Retiral/Payment: 0.25% Flat

Key Product/Service Risks
- Payment delays as a result of lost or misrouted documents.
- Goods may not be as represented in documentation.

Rights and Obligations
- Citi is entitled to demand in writing immediate repayment of the facility(ies) at any time without limitation.
- 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 and 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
Issuance of Bonds, Guarantees and SBLCs: 3.2% p.a
Confirmation of an SBLC (cross-border exposure): 2.0% p.a

Key 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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Key Facts Statement

Collections

Product/Service
This is an arrangement whereby an exporter client of Citi entrusts the collection of payments to Citi, which 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.
- They 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
Handling Commission: 0.5% Flat
Avalisation: 0.75% per quarter
Avalisation by another Citibank Branch: 1.05% per quarter

Key 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
- 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.
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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**
Priced at a maximum of CBR + 4% for Local currency borrowing and a variable margin + cost of funds for foreign currency borrowing.

**Key Product/Service Risks**
- Default by the borrower.
- Volatility in interest rates.
- Misrepresentation of information.

**Rights and Obligations**
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- The client may not assign all or any part of their rights and benefits to any other person without Citi’s prior written consent.