

AFP[®]
Annual Conference



ORIGINAL

ESSENTIAL

UNBIASED

INFORMATION

eBAM, A Tool for BANK Account Management

Anand Mitra,
VP, Global Product Manager
Citi

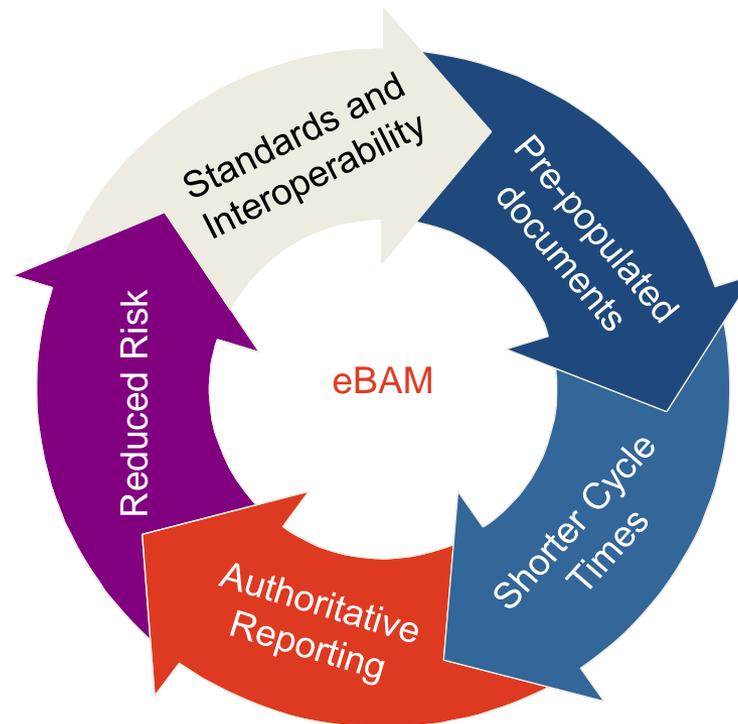
Industry Landscape

- eBAM is a top initiative in Treasury Management
- Banks and Corporates recognize the opportunities in Treasury Management processes
- A small number of Banks are piloting first generation applications

Consistency

- Forms and Process
- Documentation
- Support Model
- Access
- Metrics
- Workflows

Control



Efficiency

- Self-initiation/service
- Leveragability
- Electronic Delivery
- Reporting
- Notification

Transparency

eBAM Approach

Two different options exist when pursuing eBAM. A bank hosted eBAM solution as a part of the EB portal or a TWS solution using ISO XML messages.

eBAM on EB Portal

The screenshot shows the Citi eBAM web portal. At the top, it says 'Welcome Olivia Signa' and 'CitiDirect BE Demo Client'. Below that, there are navigation tabs for 'Support Self Services' and 'Tools & Settings'. The main content area is divided into several sections:

- Request Types:** A table showing counts for various request types.

Request Types	Pending Your Actions	Initiated by You
All Request Types	25	49
Account Management	0	17
Corporate Customer	0	2
Signer Management	24	14
Signature Specimen Setup	0	0
Signer Restrictions	2	10
Workflow Management	0	0
- Alerts:** A list of recent alerts, including request statuses and dates.
- Signer Management:** A table showing a list of requests pending actions.

Request ID	First Name	Last Name	Request Date	Process Stage	Status	Comments
RG011810001	Sally	Publer	10-Nov-2011	***	Submitted	
RG011070000	Sally	Publer	03-Nov-2011	**	Submitted	
RG010310173	Sally	Publer	03-Nov-2011	**	Submitted	
RG0091910008	Sally	Spaite	19-Sep-2011	**	Submitted	
RG0091710019	Sally	Publer	17-Sep-2011	**	Submitted	
RG0091710005	Sally	Publer	17-Sep-2011	**	Submitted	
RG0091610012	Sally	Publer	16-Sep-2011	**	Submitted	
RG0091510003	Sally	Publer	15-Sep-2011	**	Submitted	

Features

- Bank provided web-front end
- Digital Signature technology
- Electronic instructions, elimination of certain paper requirements
- Signature Management, Account Maintenance, Account Opening
- Repository for LE, Account, and Signer information for Accounts

eBAM XML



Personal Digital Signature Technical Specifications

Header specifications

Sign an XML

ISO XML Messages

Sign attachments

15 Message types

Multiple business scenarios

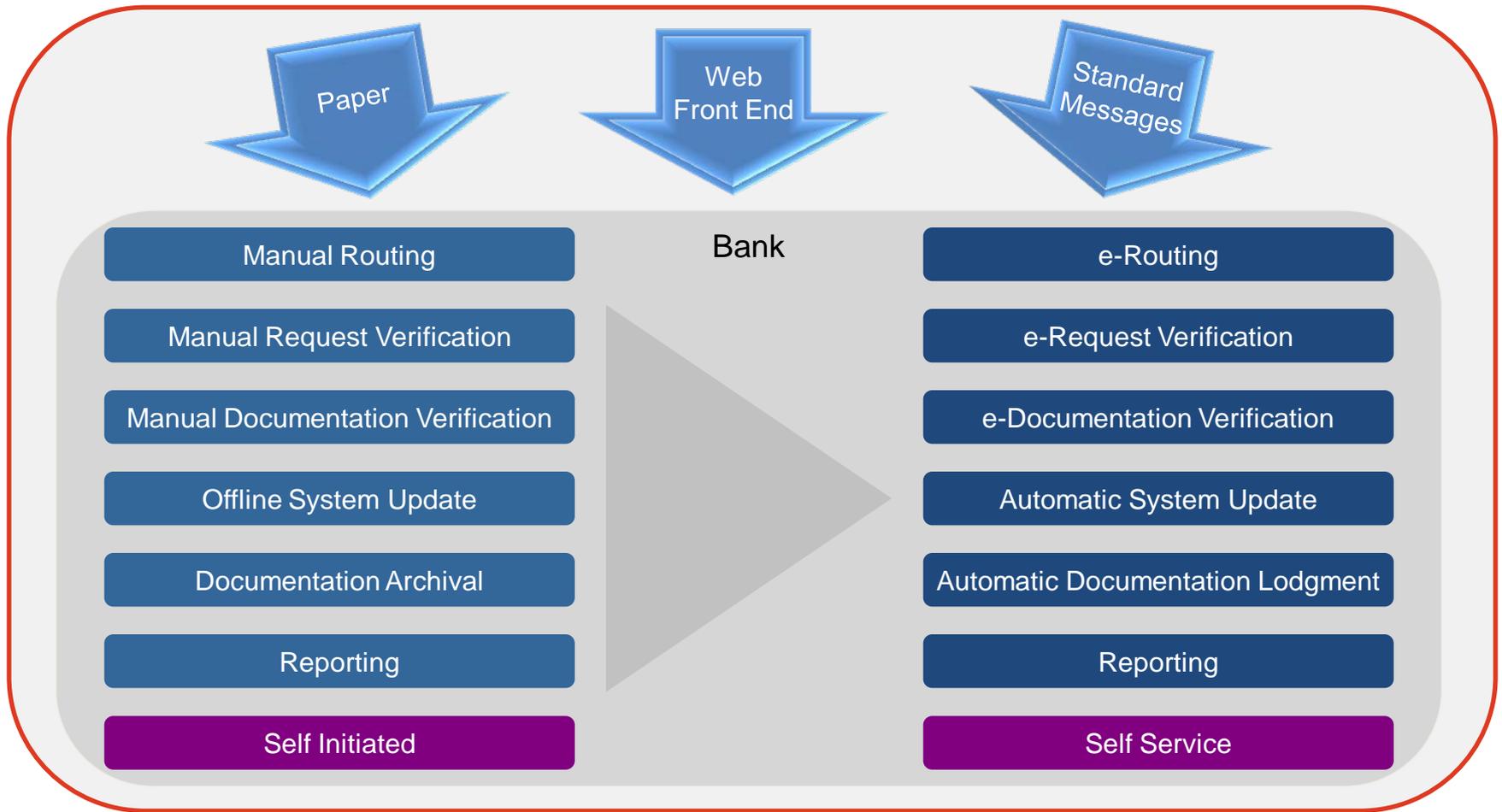
Attachments enabled
Multi formats
Naming convention

Transport certificates

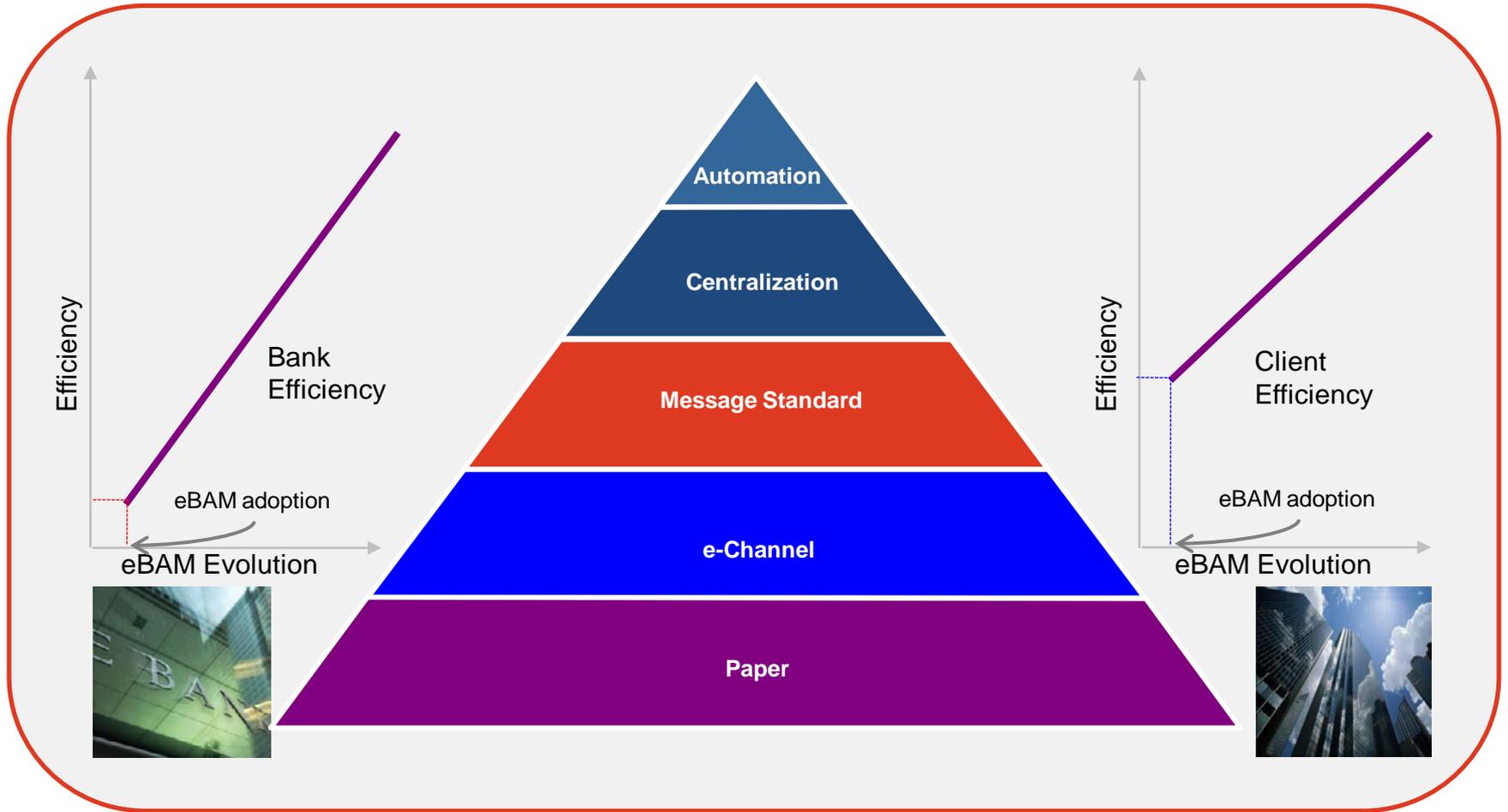
Features

- Treasury work station provider web front-end
- Digital Signature technology
- Electronic instructions
- eBAM ISO XML messaging
- 15 Messages: Account Management, Signer Management, Account Opening and Reporting Compatible with multiple banks

eBAM Adoption by Banks



eBAM Evolution and Benefits



Corporate Practices for eBAM Adoption

- Electronic Bank Account Management adoption requires transformation of Corporate processes; this transformation will facilitate realizing the true potential of eBAM

Workflow Process

- Transition from the paper-based workflow to the electronic workflow
- Review of current paper based workflows and mapping a consistent electronic workflow model
- Ensure application workflows accommodate corporate policy
- BAM vs. eBAM

Resources

- Technology adoption challenges
- Project team and ongoing eBAM technical support
- Plan for a phased approach in roll-out
- Pre-implementation review with Bank
- Intensive validation and reconciliation of Corporate's and Bank's data



IRS Circular 230 Disclosure: Citigroup Inc. and its affiliates do not provide tax or legal advice. Any discussion of tax matters in these materials (i) is not intended or written to be used, and cannot be used or relied upon, by you for the purpose of avoiding any tax penalties and (ii) may have been written in connection with the "promotion or marketing" of any transaction contemplated hereby ("Transaction"). Accordingly, you should seek advice based on your particular circumstances from an independent tax advisor.

Any terms set forth herein are intended for discussion purposes only and are subject to the final terms as set forth in separate definitive written agreements. This presentation is not a commitment to lend, syndicate a financing, underwrite or purchase securities, or commit capital nor does it obligate us to enter into such a commitment, nor are we acting as a fiduciary to you. By accepting this presentation, subject to applicable law or regulation, you agree to keep confidential the information contained herein and the existence of and proposed terms for any Transaction.

Prior to entering into any Transaction, you should determine, without reliance upon us or our affiliates, the economic risks and merits (and independently determine that you are able to assume these risks) as well as the legal, tax and accounting characterizations and consequences of any such Transaction. In this regard, by accepting this presentation, you acknowledge that (a) we are not in the business of providing (and you are not relying on us for) legal, tax or accounting advice, (b) there may be legal, tax or accounting risks associated with any Transaction, (c) you should receive (and rely on) separate and qualified legal, tax and accounting advice and (d) you should apprise senior management in your organization as to such legal, tax and accounting advice (and any risks associated with any Transaction) and our disclaimer as to these matters. By acceptance of these materials, you and we hereby agree that from the commencement of discussions with respect to any Transaction, and notwithstanding any other provision in this presentation, we hereby confirm that no participant in any Transaction shall be limited from disclosing the U.S. tax treatment or U.S. tax structure of such Transaction.

We are required to obtain, verify and record certain information that identifies each entity that enters into a formal business relationship with us. We will ask for your complete name, street address, and taxpayer ID number. We may also request corporate formation documents, or other forms of identification, to verify information provided.

Any prices or levels contained herein are preliminary and indicative only and do not represent bids or offers. These indications are provided solely for your information and consideration, are subject to change at any time without notice and are not intended as a solicitation with respect to the purchase or sale of any instrument. The information contained in this presentation may include results of analyses from a quantitative model which represent potential future events that may or may not be realized, and is not a complete analysis of every material fact representing any product. Any estimates included herein constitute our judgment as of the date hereof and are subject to change without any notice. We and/or our affiliates may make a market in these instruments for our customers and for our own account. Accordingly, we may have a position in any such instrument at any time.

Although this material may contain publicly available information about Citi corporate bond research, fixed income strategy or economic and market analysis, Citi policy (i) prohibits employees from offering, directly or indirectly, a favorable or negative research opinion or offering to change an opinion as consideration or inducement for the receipt of business or for compensation; and (ii) prohibits analysts from being compensated for specific recommendations or views contained in research reports. So as to reduce the potential for conflicts of interest, as well as to reduce any appearance of conflicts of interest, Citi has enacted policies and procedures designed to limit communications between its investment banking and research personnel to specifically prescribed circumstances.

© 2012 Citibank, N.A. All rights reserved. Citi and Arc Design is a registered service mark of Citigroup Inc..

In January 2007, Citi released a Climate Change Position Statement, the first US financial institution to do so. As a sustainability leader in the financial sector, Citi has taken concrete steps to address this important issue of climate change by: (a) targeting \$50 billion over 10 years to address global climate change: includes significant increases in investment and financing of alternative energy, clean technology, and other carbon-emission reduction activities; (b) committing to reduce GHG emissions of all Citi owned and leased properties around the world by 10% by 2011; (c) purchasing more than 52,000 MWh of green (carbon neutral) power for our operations in 2006; (d) creating Sustainable Development Investments (SDI) that makes private equity investments in renewable energy and clean technologies; (e) providing lending and investing services to clients for renewable energy development and projects; (f) producing equity research related to climate issues that helps to inform investors on risks and opportunities associated with the issue; and (g) engaging with a broad range of stakeholders on the issue of climate change to help advance understanding and solutions.

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 & mitigation

AFP[®] Annual Conference



ORIGINAL

ESSENTIAL

UNBIASED

INFORMATION

eBAM

Deepa Palamuttam
Director, Treasury Controls and
Operations
Intel

Typical Banking Documentation

- Appoint CFO and Treasurer delegates
- Add/Delete signers
- Open/Close accounts
- Agreements

eBAM—Before and After

- Before
 - Letters manually generated and acknowledgements scanned into system of record
 - Dependence on availability of signers to sign
 - Coordination with multiple sites' operations team, Legal groups and the bank branch
- After
 - Online changes to Signers and limits for current Citibank accounts
 - Digital signatures
 - Online upload of documents such as passports, specimen signatures and other forms
 - Online workflow setup

Benefits

- Increased Controls
 - Reduce and centralize CFO and Treasurer delegates
 - Limited users
 - Online upload of identification documents
 - Immediate action for signers leaving the company
 - Online access of reports. No room for discrepancies
- Operational Cost and Efficiency
 - Signer changes within days. (Intel's Finance model)
 - Account Open and Close within days
 - Digital signatures—no need to coordinate travel schedules

Early Adoption Advantages

- Acquisitions strategy
- Immediate removal of signers
- An opportunity to do an overall overview and improvise
- Negotiated agreements Online

THIS PRESENTATION CONTAINS THE GENERAL INSIGHTS AND OPINIONS OF INTEL CORPORATION (INTEL). THE INFORMATION IN THIS PRESENTATION IS PROVIDED FOR INFORMATION ONLY AND IS NOT TO BE RELIED UPON FOR ANY OTHER PURPOSE THAN EDUCATIONAL. USE AT YOUR OWN RISK! INTEL MAKES NO REPRESENTATIONS OR WARRANTIES REGARDING THE ACCURACY OR COMPLETENESS OF THE INFORMATION IN THIS PRESENTATION. INTEL ACCEPTS NO DUTY TO UPDATE THIS PRESENTATION BASED ON MORE CURRENT INFORMATION. INTEL IS NOT LIABLE FOR ANY DAMAGES, DIRECT OR INDIRECT, CONSEQUENTIAL OR OTHERWISE, THAT MAY ARISE, DIRECTLY OR INDIRECTLY, FROM THE USE OR MISUSE OF THE INFORMATION IN THIS PRESENTATION.