

RENMINBI

PRODUCT CARD

PAYING HERE & ABROAD

Cash Management

Renminbi, a growing currency

The use of RMB has gone from virtually zero to more than 13% of the overall exchanges in the past 2 years.

We expect China Trade to double by 2020 and the usage of RMB to continue booming until it becomes one of the 3 major currencies used globally. An increasing number of European companies have adopted renminbi for their international payments so as to develop and strengthen their relations with China.

The benefits for your organisation in Europe

New commercial possibilities in China and Europe, larger customer and supplier base

Improve transparency of your offer and increase competitiveness with your Chinese customers

Reduce costs as a result of removal of foreign exchange for your counterparty

Offer natural foreign-exchange hedging, by the netting of flows, for companies importing from and exporting to China

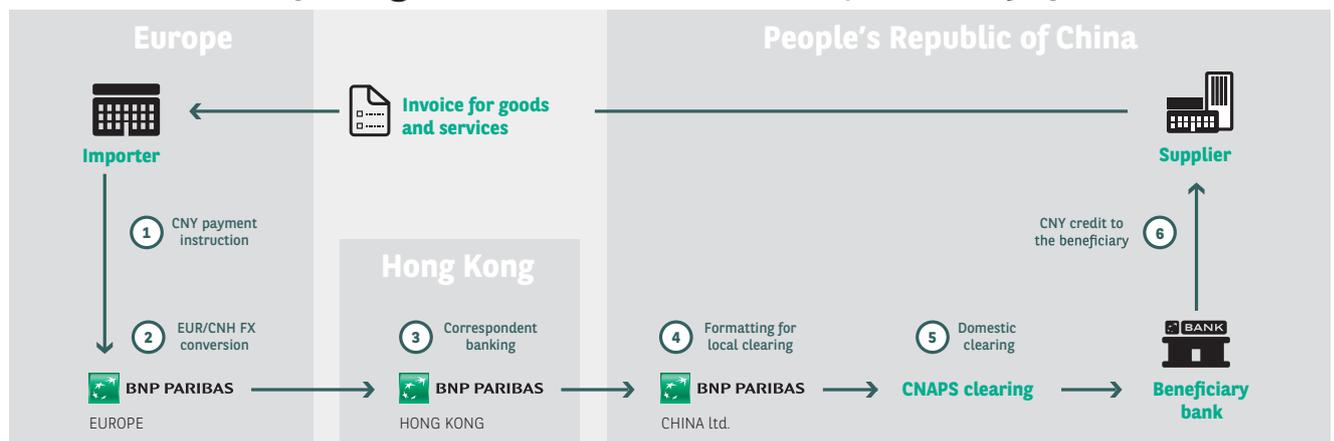
The benefits for your counterparties in China

Provide greater price transparency

Reduce transaction costs and administration burden of managing foreign currencies

Remove foreign exchange risks

BNP Paribas, your global transaction bank for RMB payments



Payments in RMB to Mainland China are processed through the Chinese local clearing called CNAPS –China National Advanced Payment System – which uses a specific routing code system to identify the branch of the beneficiary bank instead of a BIC and a purpose of payment code for control and statistical reasons.

> The CNAPS routing code

12 digits – ex. 78229000018 for BNPP China Ltd.

> The Chinese Central Bank purpose of payment code

5 digits – ex. /PAYT/02112 for trade related transaction

**As a global leader in transaction banking,
BNP Paribas has a direct
access to the Chinese clearing house**



BNP PARIBAS

The bank
for a changing
world



➤ A complete Cash Management offer in Renminbi, available from Europe

Account opening	<ul style="list-style-type: none"> ➤ RMB accounts (offshore renminbi) ➤ Payment advances 1 day up to 1 year ➤ Sight deposits, term deposits 	
Payments from Europe	<ul style="list-style-type: none"> ➤ RMB payments towards Mainland China are subject to limitations ➤ Payments must relate to trade of goods/ services, management fees, royalty fees, dividend payment or recovery ➤ Financial flows are allowed with prior authorisation by the Chinese Authorities ➤ Outside Mainland China, there is no limitation 	
Collections in Europe	<ul style="list-style-type: none"> ➤ No specific requirements for the beneficiary to receive payments in RMB outside Mainland China 	
Correspondent Bank	<ul style="list-style-type: none"> ➤ BNP PARIBAS Hong Kong 	
Forex	<ul style="list-style-type: none"> ➤ Spot forward, swap and deliverable forward in offshore, and non-deliverable forward 	
Trade Finance	<ul style="list-style-type: none"> ➤ Import and Export LCs, documentary collections, SBLCs & Guarantees ➤ Financing: LC discount & Supply Chain programs 	
Cash Pooling	<ul style="list-style-type: none"> ➤ Cash concentration is possible on an in-country basis and also cross-border but with specific requirements. ➤ Notional pooling (for interest enhancement) is available under specific conditions 	

➤ BNP Paribas offers you the solutions to best address your needs

For advisory: BNP Paribas has many years of experience in Cash Management in Europe, China and Hong Kong (i.e. BNP Paribas has been established in China since 1860 and Hong Kong since 1958)

For your transactions: BNP Paribas has a direct access to the Chinese clearing, with teams of local client support located in Beijing, Guangzhou, Hong Kong, Shanghai, Singapore and Taiwan

We can always accompany you and research the best solutions for your business in Asia.

Do not hesitate to contact your Relationship Manager to find out all about BNP Paribas offer.

With over 14,000 employees and a presence in 12 markets, BNP Paribas is strongly rooted in Asia Pacific with an uninterrupted presence since 1860.