

## Trade Services and Finance

### Letters of credit to Mainland China

The People's Republic of China is the fastest growing export market in Asia, and no U.S. bank covers it better for your trade services needs than Citibank. The PRC's exports are projected to increase by 20% in 2003, to nearly \$400 billion, and at almost the same rate in 2004. Manufacturers in China are supplying importers all over the world with everything from toys to textiles to apparel and footwear to small appliances to consumer electronics and beyond. You require a trusted, experienced banking partner to handle the PRC side of your commercial letters of credit and other trade transactions – quickly, smoothly, and responsively.

Citibank operates five well-established trade processing centers in Mainland China: Shanghai, Beijing, Shenzhen, Guangzhou, and Tianjin, with Shanghai's coverage extending to Jiangsu and Zhejiang provinces and Beijing servicing Dalian and Qingdao. The Shenzhen branch opened in 1988, Shanghai re-opened in 1991, Beijing was set up in 1995, and Guangzhou in 1998. Citibank now has over 350 employees in China with the 2003 opening of our branch in Tianjin.

**Our offices in China receive letters of credit from correspondents around the world, and we respond with the highest level of service:**

#### Advising

Letters of credit and amendments received by 2:00 p.m. local time are released to beneficiaries the same day. Our larger operations in Shanghai and Shenzhen utilize China's Express

Mail service to deliver the transactions overnight and to collect the advising fees due us. For Beijing, Guangzhou, and Tianjin the items are sent through the regular mail with a bill for our charges. We have initiated contacts with thousands of exporters throughout the country.

#### Document examination

Documents presented to us by 2:00 p.m. local time are examined the same day. Clean documents are then dispatched by courier to the issuing bank, while discrepancies are communicated to the presenter for correction or further instructions.

#### Inquiries

We maintain dedicated staff in each trade branch to promptly respond to inquiries from beneficiaries, and a centralized team to support our issuing bank clients.

#### Transmission flexibility

You can forward your letters of credit to any of Citibank's PRC branches via SWIFT™, telex, courier, mail, or our proprietary Internet-based platform, CitiDirect® Online Banking.



**The contact details for our PRC trade services offices are as follows:**

Shanghai	Shenzhen	Beijing	Guangzhou	Tianjin
Citibank, N.A.1/F, Marine Tower 1 Pudong Avenue Shanghai 200120 SWIFT CITICNSX	Citibank, N.A. Shenzhen International Financial Building 37th Floor 23 Jian She Road Shenzhen 518001 SWIFT CITICNSXSZN	Citibank, N.A. 16th Floor, Tower 1 Bright China Chang-an Building 7 Jianuomen Nei Avenue Dond Cheng District Beijing 100005 SWIFT CITICNSXBJG	Citibank, N.A. 7201-7202 Office Tower CITIC Plaza 233 Tian He North Road Guangzhou 510613 SWIFT CITICNSXGZB	Citibank, N.A. Room 1801 18/F Tianjin Exchange Tower 189 Nanjing Road Heping District Tianjin 300051 SWIFT CITICNSXTJN
Telex 73243 FNCB HX	Telex 73243 FNCB HX	Telex 73243 FNCB HX	Telex 73243 FNCB HX	Telex 73243 FNCB HX
Tel 8621-5879-1200 x6122	Tel 86755-8223-2338 x2378	Tel 8610-6510-2938 x7263	Tel 8620-3877-1333 x1180	Tel 8622-8319-1988
Fax 8621-5879-1328	Fax 86755-8223-1238	Fax 8610-6510-2985	Fax 8620-3877-0990	Fax 8622-8319-1688
Lucy Chen	Nancy Jin	Catherine Wang	Daby Zhang	Tan Song

Citibank's trade operations in China, supported by our Penang, Malaysia regional processing center, offer exceptional transaction quality and service through advanced technology, experienced professionals, and a thorough understanding of the local languages, business practices, financial institutions, and major exporters. In addition to letters of credit, we can assist on your export collections, discounting of acceptances, and guarantee issuances for the PRC.

With a century of experience behind us, and an unmatched global network, Citibank offers the know-how and stability you need to support your trade business now and well into the future.

Call your Citibank representative today or visit us online at [www.transactionservices.citigroup.com](http://www.transactionservices.citigroup.com)

**Global Transaction Services**  
[www.transactionservices.citigroup.com](http://www.transactionservices.citigroup.com)

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