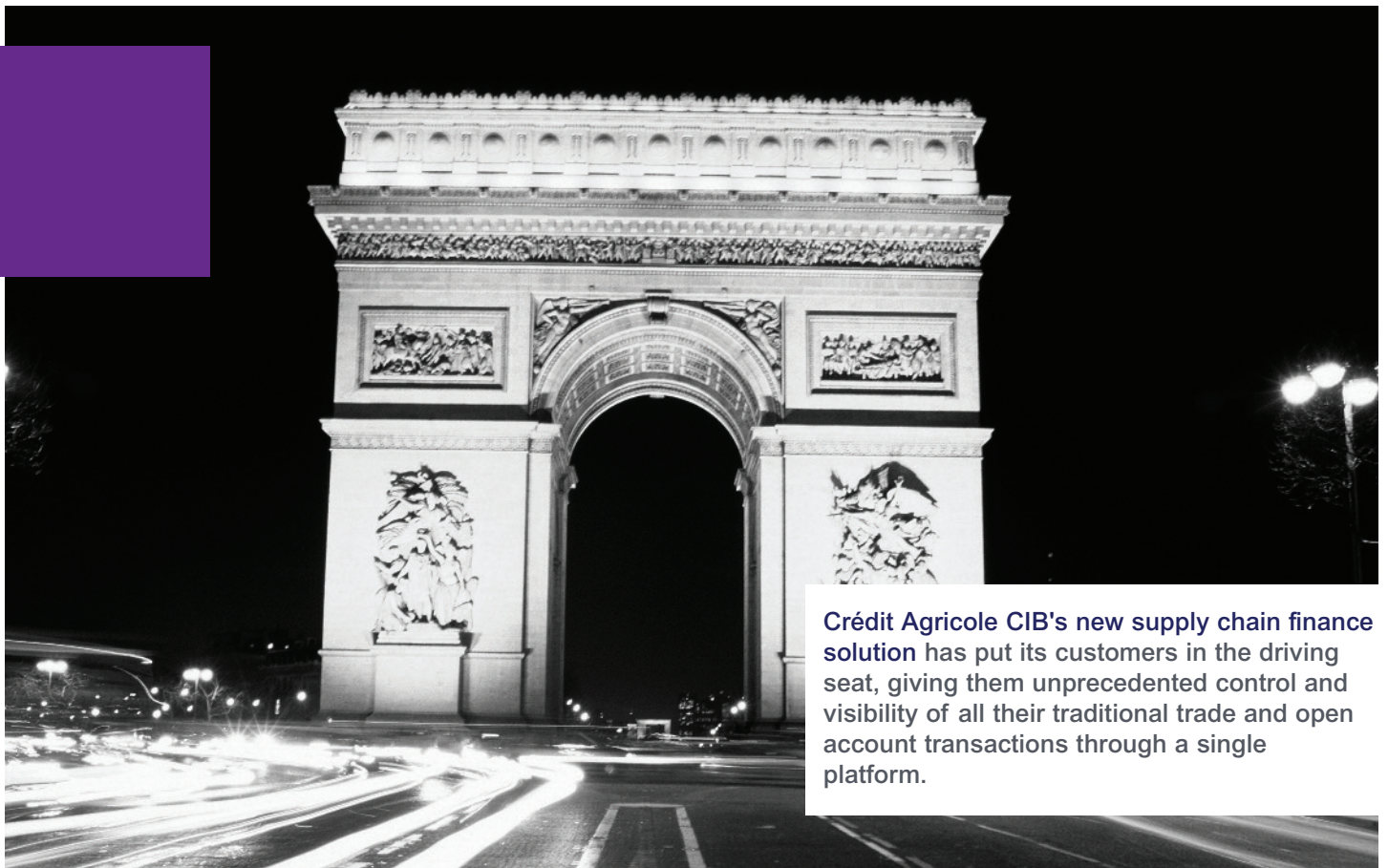


Misys Trade Services

Crédit Agricole CIB secures competitive lead in Trade Finance



Crédit Agricole CIB's new supply chain finance solution has put its customers in the driving seat, giving them unprecedented control and visibility of all their traditional trade and open account transactions through a single platform.

“Improving services with a competitive offering is vital to our business. Working with Misys has enabled us to continue to innovate for our customers and quickly respond to changing market conditions.”

**François Cron, Head of Trade Finance e-Banking,
Crédit Agricole CIB**

About Crédit Agricole CIB

Crédit Agricole CIB is the Corporate and Investment Banking arm of the Crédit Agricole Group, the world's ninth-largest bank.

The Group is present in 70 countries and has 162,000 employees worldwide, offering its clients a comprehensive range of products and services in capital markets, brokerage, investment banking, structured finance, corporate banking and international private banking.

The bank's typical trade finance customers are large French corporations, typically in the CAC 40.

These are global businesses with multiple international subsidiaries and are mainly engaged in open account trade alongside traditional trade finance.

About Misys Trade Services

Misys is the world's best-selling trade finance system provider.

Over 180 banks in 220 sites across the world rely on Misys Trade Services to serve their critical trade customers quickly and efficiently.

Over a third of the world's top 50 banks use Misys Trade Services solutions.

Contact Misys

To learn more about how Misys can help your business, please contact us by email at: banking.marketing@misys.com
Or visit:
http://www.misys.com/banking/markets/trade_services.html

Crédit Agricole secures competitive lead in Trade Finance

Crédit Agricole CIB (formerly Calyon), wanted to significantly increase its trade finance business and knew that it would need to offer customers something special if it were to succeed in such a highly competitive market.

In partnership with Misys, Crédit Agricole CIB has launched an innovative supply chain finance solution that is already growing rapidly in Europe and will now be rolled out across the bank's global network.

The bank's solution puts its corporate customers in the driving seat – giving them unprecedented visibility and control over their trade finance transactions and supplier relationships. It also allows the bank's customers to give their suppliers financing quicker and more transparently than ever before.

The challenges of open account trade

Open account trade presents unique challenges to trade finance banks. The main challenge is in demonstrating the value the bank brings to these transactions. The risk of disintermediation is high and can undermine the rest of the banking relationship. Customers looking to consolidate their banking relationships may decide to move away from a bank entirely if the bank cannot demonstrate the added value of its trade services.

Crédit Agricole CIB sees significant volumes of its corporate customers' trade finance transactions being managed on an open account basis and has set itself the objective of making these transactions as efficient and uncomplicated as possible for its clients.

Smart technology empowering corporates

The bank's implementation of Misys Trade Portal (MTP) delivers on this objective. This online banking solution automates many of the complex workflows that exist between buyers and suppliers in the supply chain, such as Purchase Order to Invoice, and provides a collaboration suite where the bank's customers can communicate directly with their suppliers.

Corporate customers can logon to their own secure section of MTP and review all their transactions and trade finance instruments in one place, giving an instant overview of their current and upcoming commitments.

The portal supports open account trade by providing a quick and transparent channel for offering early payment discounts – whether domestically or for international transactions. Buyers can offer early payment to their suppliers in return for a discount on the invoice. The buyer can pay early because they borrow on their credit line with Crédit Agricole CIB using their existing credit rating and limits.

The bank's customers manage the whole process themselves, from setting up their suppliers within the portal right through to sending the advance payment.

The bank avoids having to offer supplier finance to unknown suppliers based on their invoices and the buyer benefits from higher discounts from their suppliers.

“The solution was very quickly rolled out, from proof of concept and testing to implementation with a customer.”

François Cron, Head of Trade Finance e-Banking, Crédit Agricole CIB

MTP provides an instant overview of all trade transactions

The screenshot displays the MISYS Trade Portal interface. At the top, it says 'Welcome to Trade Portal - Home page' and 'Logout (User: admin@FABRCN/1)'. The main content area is divided into several sections:

- Bank NEOMIA News:** Includes a 'Commodities Weekly Report' and a 'Special Report on Business in Korea'.
- Import Letter of Credit:** A table listing transactions with columns for currency, amount, and date.
- Export Letter of Credit:** A table listing transactions with columns for currency, amount, and date.
- Shipment Guarantee:** A table listing transactions with columns for currency, amount, and date.
- Banker's Guarantee:** A table listing transactions with columns for currency, amount, and date.
- Export Collection:** A table listing transactions with columns for currency, amount, and date.
- Import Collection:** A table listing transactions with columns for currency, amount, and date.
- Issued Standby LC:** A table listing transactions with columns for currency, amount, and date.
- Received Standby LC:** A table listing transactions with columns for currency, amount, and date.
- Bank Transfer:** A table listing transactions with columns for currency, amount, and date.
- Reports:** A table listing transactions with columns for currency, amount, and date.
- Business Requests:** A table listing transactions with columns for currency, amount, and date.

On the right side, there is a 'Trade Calendar' for July 2010 and a 'Trade Events' section.

Customer Benefits Summary

- + Enhanced Visibility & Control – single location to review and manage every stage of their supply chain transactions. One click gives customers an entire transaction history and can retrieve all the data around a transaction through a single screen.
- + Simpler Audits - ability to track and report on each transaction throughout its history.
- + Reduced processing costs – high STP rates delivered through automating the transaction workflows between the customers' ERP systems, Crédit Agricole CIB, and the customers' suppliers
- + Flexibility – customers can drive purchases through open account or with Letters of Credit directly from their ERP systems.
- + User-friendly - The ability to produce reports comes through a user-friendly module - neither the bank's customers nor their suppliers need to be IT experts. Customers find that the training required is minimal, allowing them greater staffing flexibility.

Radically improving supplier relationships

The ease of use and simplicity of MTP has helped the bank's customers rapidly on-board their suppliers and improve supplier relationships as a result. Suppliers find it easy to complete the online forms, upload their invoices and to accept or reject financing offers.

MTP also enables Crédit Agricole CIB's customers to keep an electronic record of the entire history of each transaction, replacing the emails, faxes, and telephone calls that previously constituted the process. This electronic record makes auditing much simpler and more reliable.

Additionally, both supplier and buyer can check the status of each transaction at any time in the process - a key advantage of automation. The risk of manual re-keying mistakes is minimised

and the transaction can be picked up by any member of staff in case of unplanned absences. In this way, managerial overview is enhanced and business planning is made much easier.

Single platform for all types of trade finance

Crédit Agricole CIB has combined its services for traditional trade and open account on a single platform (MTP). While using MTP to manage their open account trade more efficiently, the bank's customers can also use MTP to request more traditional trade finance from Crédit Agricole CIB, such as a Letters of Credit or guarantees.

The combined platform allows for additional benefits. For instance, the collaboration suite allows the bank's customers to agree trading terms with their suppliers online before the LC is issued, reducing the risk of errors and

delays. Purchase Orders can also be uploaded electronically from the buyer's ERP system and once reviewed and accepted by the supplier, the data can be re-used in the LC application, saving time and further reducing the risk of re-keying errors.

Such automated workflows help buyers manage their trade transactions more efficiently, with fewer mistakes, and offer the flexibility of both traditional trade and open account within the same online application.

Benefits for Crédit Agricole CIB

Crédit Agricole can offer its customers a unique solution – the level of automation in MTP and the ease-of-use is exceptional, giving the bank a distinct competitive advantage.

Working with the market-leader in trade finance solutions also helped ensure quicker time to market and return on investment when compared with developing an in-house solution.

The solution has also proved flexible. By working closely with the Misys team, Crédit Agricole CIB has been able to respond quickly to client requests for changes.

Looking to the future

Crédit Agricole CIB is watching the developments around the SWIFTNet Trade Services Utility (TSU) with great interest and is now well placed with Misys to take advantage of the SWIFTNet TSU in the future.

The bank has already deployed online services based on MTP into its international network for traditional trade finance and now applies this expansion to their supply chain finance programme as well, as it sees great opportunities for this solution in its international customer base.



Awards 2011

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www.misys.com/banking

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