

Commercial Banking

PRESENTED BY:

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PRESENTED TO:

AAGEF Ontario

DATE:

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OUR COMMITMENT

ONE CLIENT, ONE BANK

Giving clients access to the same exceptional service, whatever their point of entry to the financial group, and ensuring that our efforts are even more focused on client satisfaction.

AGENDA

A Team Working Closely with Clients

- › Our approach
- › Real benefits for our clients
- › Personalized service

The Strength of a Major Bank

- › National Bank Financial Group
- › Commercial Banking overview
- › Our commitment

Your Questions

**Discover the advantages of being a
National Bank partner!**

**A Team Working Closely
with Clients**

OUR APPROACH

YOUR BUSINESS AND YOUR PROJECTS

**Understand
your
business**

1

**Analyze
your needs**

2

**Propose
creative,
customized
solutions**

3

Take action!

4

OUR TEAM

OUR APPROACH

Understand your business

1

- › Vision
- › Objectives and projects
- › Products and services
- › Customers and suppliers
- › Market and industry
- › Human resources
- › Etc.

OUR APPROACH

**Analyze
your needs**

2

- › Financial position
- › Risk management
- › Human resources management
- › Cash cycle
- › Analysis comparing businesses of your size and in your industry
- › Diagnosis

OUR APPROACH

**Propose
creative,
customized
solutions**

3

At your side

- › Specialists who understand your needs
- › A solid network of partners and allies here at home and around the world

OUR APPROACH WITH BUSINESSES

Take action!

4

Day-to-day presence

- › Give you easy access to our services through the channel of your choice
- › Monitor your needs as they evolve
- › Work with you to plan the next stages of your growth

PRODUCTS & SERVICES



CASH MANAGEMENT

- Internet Banking Solutions
- Accelerated Transfer Service
- Cheque Reconciliation
- Direct Deposit
- Pre-Authorized Debits
- Payment of Accounts
- Lock Box Service

REAL BENEFITS FOR OUR CLIENTS

International trade

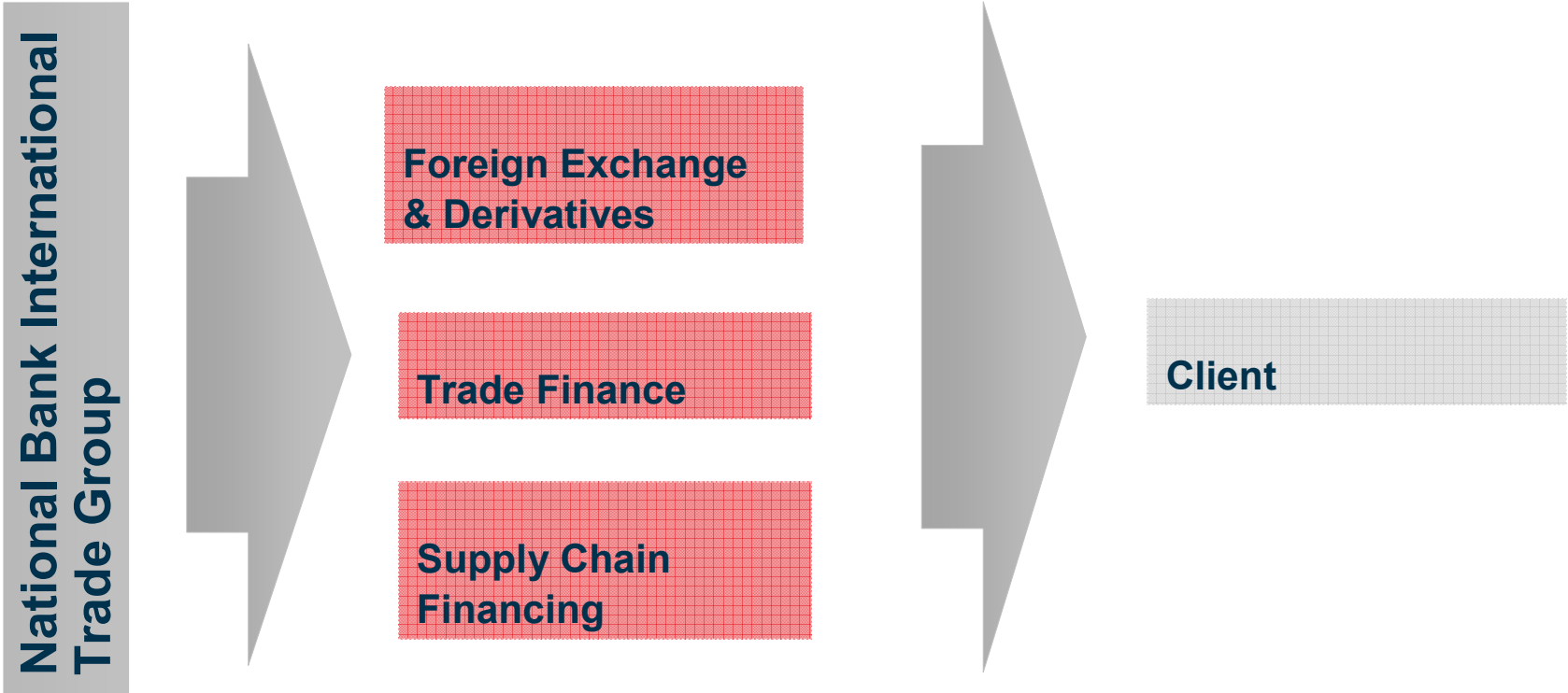
Manager –
International Trade

**We have a total of 30
International Trade
Managers**

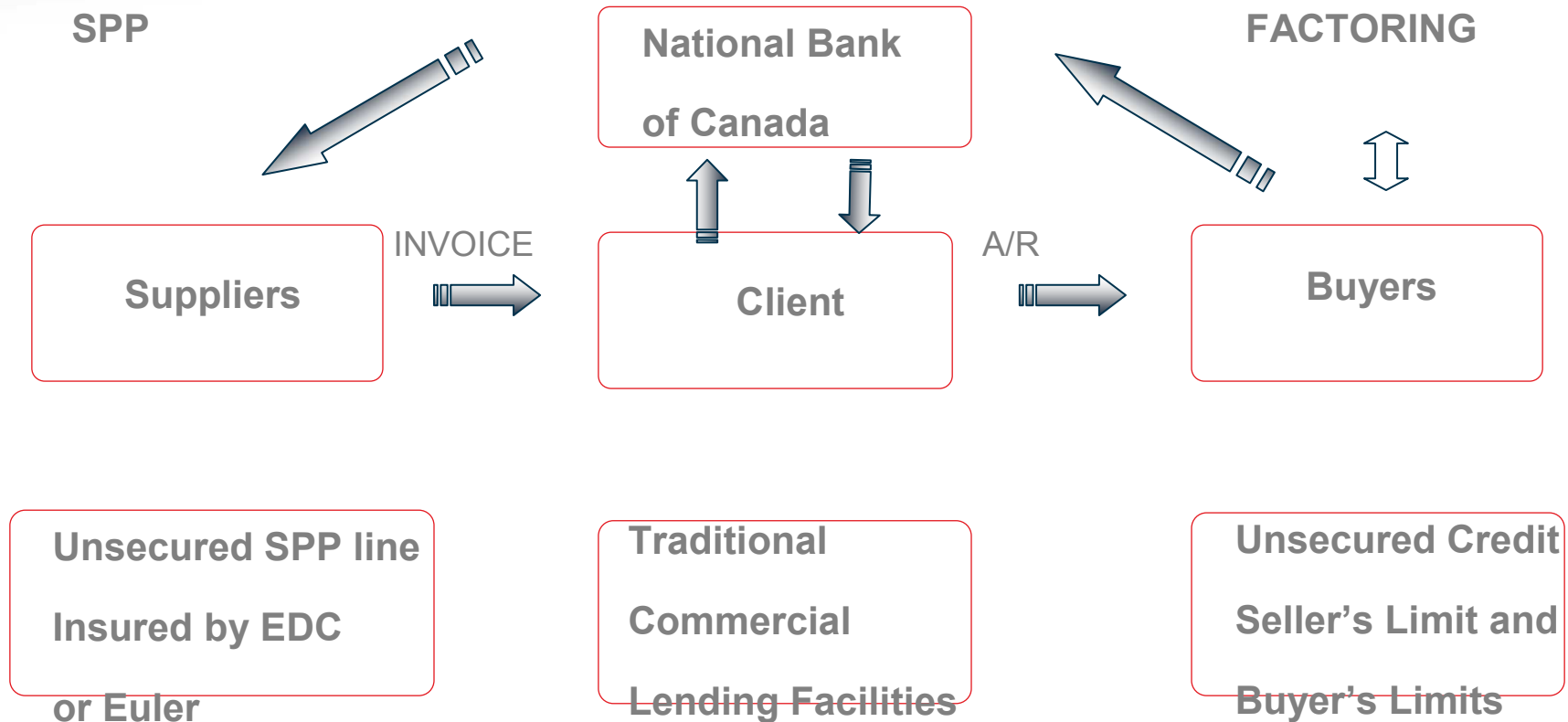


INTERNATIONAL TRADE SERVICES

Our services



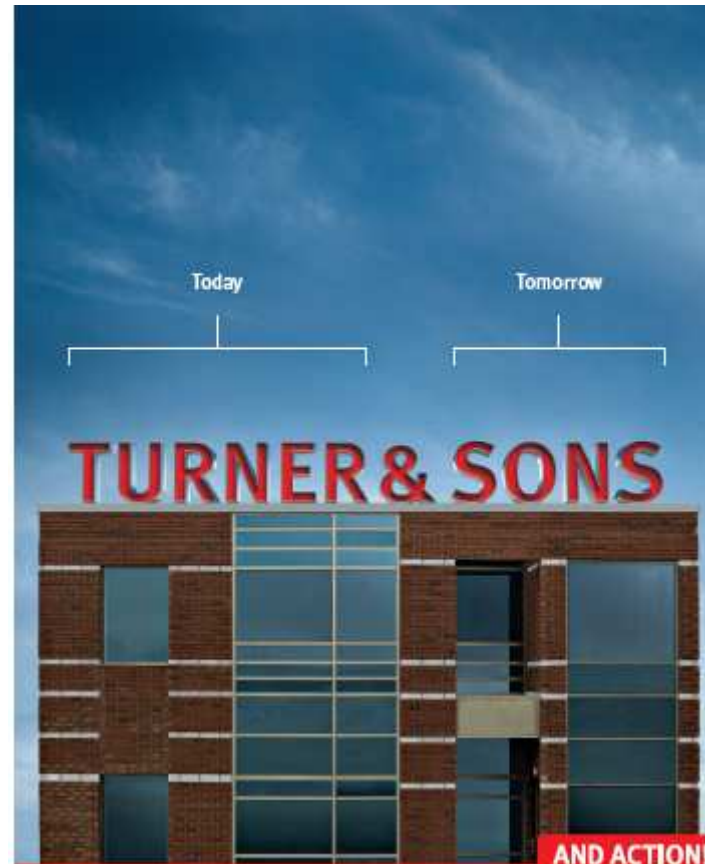
SUPPLY CHAIN FINANCING - THE FINANCE CIRCLE



SUCCESSION PLANNING

**Business transfer
Manager –
Business Transfer**

**We have a total of 7
Business Transfer
Managers**, including 2
who specialize in farm
business transfers



The Strength of a Major Bank

THE STRENGTH OF A MAJOR BANK

- › Established in 1859



Bank in North America

for its financial strength Bloomberg Markets magazine, June 2011

- › Named one of 50 Best Employers in Canada for 2011 by Aon Hewitt
- › Winner of the Investor Education Award for its retirement tools at the 16th annual Canadian Investment Awards

For 150 years, National Bank Financial Group has combined a commitment to local markets with the strength of a major bank.

LEADING ECONOMIC FORCE

- › \$152.5 billion in assets*
- › \$245.2 billion in assets under management and administration*

A direct contribution to the growth of the Canadian business community!

*January 2011

OUR COMMITMENT

- › Offer **creative, customized solutions** through a team of local experts
- › Provide access to a complete range of **world-class financial services** from our financial group or our partners
- › Establish a **lasting business relationship** with clients by accompanying them at every stage of their growth



LARGE ENOUGH TO DELIVER...



SMALL ENOUGH TO CARE!



Your Contacts

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