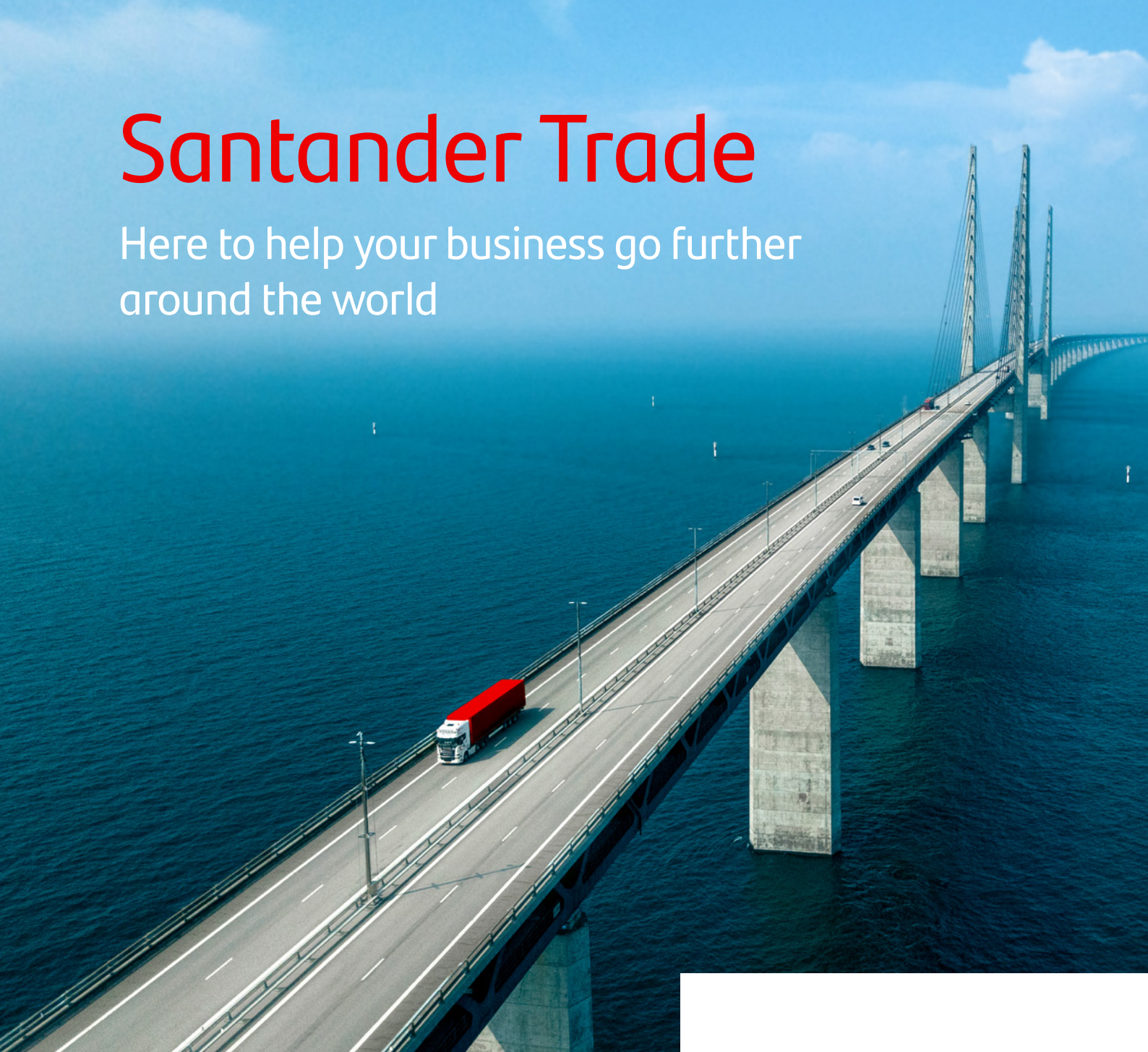


Santander Trade

Here to help your business go further
around the world



Have you ever thought about expanding your business overseas but didn't know where to start?

The Santander Group is one of the world's leading international financial groups with presence in more than 10 core countries and many more via our network of strategic alliances.

We know that ambitious businesses want to grow in overseas markets, that's why we have a **deep, holistic** and **tailored** approach to our international proposition to help businesses with their growth ambitions.

Santander Trade, consisting of Trade Markets and Trade Club, is our digital platform which forms part of our international proposition.



Santander Trade Markets

Technological and digital advances have transformed the way businesses sell their products. The volume of international transactions have increased significantly over the years and this is largely attributable to digital platforms, consumer-oriented websites and social media.

Santander Trade Markets is an innovative, easy-to-navigate digital platform that is available to Santander clients and non-clients, though part of the site may be restricted to non-clients.

We have developed this platform for businesses to access a wealth of information, including market reports, trade shows, and import and export databases which will help them trade internationally. There are also useful practical tools to manage international shipments and currency exchange.

Trade Markets has a wide range of benefits:

- All the information you need is in one place.
- Could help you identify the most attractive countries for your products and services.
- Unique to UK banks, our portal offers companies free access to a range of importer and exporter databases, practical tips, information and resource to help you operate and/or expand your business internationally.

Access to:

- 10,000 pages covering 171 countries with information on:
 - the best trade practices by country
 - individual country business profiles and their local tax systems
 - local legal environments
 - useful country contact information.
- Market analysis of more than 25,000 market reports from 190 countries.
- Up-to-date analysis on import and export flows to help you review trading trends.
- Database of over 40,000 trade shows by sector to help you plan your overseas trips to showcase your company's goods and services.

- International desk support and financial solutions from 16 Banco Santander countries.
- Over 200,000 importers in some of the world's leading import markets together with the contact details of potential buyers and around 80,000 suppliers of goods and services.
- Over 1 million public and private tender opportunities for you to review and consider.

Six key features:

- 1 Analyse market trends**
Collect market information and target the most promising countries for your products and services.
- 2 Reach business counterparts**
Identify new business opportunities using databases of importers and exporters worldwide.
- 3 Manage international shipments**
Find out about customs procedures, costs, trade compliance, and information on calculating and optimising shipping costs.
- 4 Currency analysis**
Analyse currency markets and manage currency exchange from our database of 147 international currencies.
- 5 International banking solutions**
Make the most of your available capital and find solutions to trade internationally.
- 6 Establish your business overseas**
Learn how to operate a business abroad and manage international investments.



Trade Club

The Santander Trade Club is part of the Trade Club Alliance (TCA) and is a service exclusive to Santander clients. The club provides members access to clients from the other 13 banking groups of the TCA, leading to huge opportunities to connect with like-minded businesses and increase trade.

A community of importers and exporters

As an extension of the Trade Markets, Santander has created the Trade Club, a free online business-to-business social network designed exclusively around the needs of our global clients. In order to become a member of the Trade Club you need to be a Santander Business Banking or Corporate & Commercial client.

The Santander Trade Club provides the opportunity to potentially connect with up to five million business customers within Santander Group, plus many more via the Trade Club Alliance banking groups. You can also interact with other businesses and establish import and export links as well as accessing targeted opportunities through your member connections.

Through the Santander Trade Club you can:

- Connect and create business opportunities with businesses from across the Santander Group footprint and the TCA.
- Pitch products and services online without incurring the expense of travel and the time spent researching and locating interested parties.

Onboarding is simple as we use your website as part of our registration process which allows us to extract information that will quickly help us identify activities and products of your company. Once registered, you can start your journey to reach out to new markets.

To access Santander Trade, visit santandertrade.com

Trade Club Alliance

Trade Club Alliance, going wider than the Santander global footprint

Santander founded the Trade Club Alliance with a view to providing our clients with the widest coverage globally.

The Trade Club Alliance is a global network of banks aiming to make international trade simpler and better. We offer an innovative digital platform, giving SMEs and corporate clients a wealth of relevant trade expertise and the opportunity to connect with trusted partners in new markets. The Trade Club Alliance's value comes from its unique combination of technology, unparalleled reach and trusted relationships. It means, together, we can all play a vital strategic role in our clients' sustainable business growth overseas.



TM Trademark(s) of Royal Bank of Canada

Our global and diverse community's footprint covers the main international trade corridors and represents a wide variety of industry sectors. Whatever their background, we believe the best way to help our clients grow sustainably overseas is by working together and sharing our human expertise. That's why we work with our clients as strategic partners, pro-actively matching them with like-minded trade opportunities at a pace that's right for them.

We've combined the power of people with the possibilities of technology in our unique digital platform. It offers:

- **Trusted connections** - every business in the community is backed by their own bank. Their number is continuously growing and should reach one million exclusive companies in the coming few years.

- **Open opportunities** - we know business doesn't just take place in set hours. With our platform, opportunities are always open to clients. Connectivity can take place all around the world.
- **Immediate authority** - clients can access relevant international trade expertise, tools and services, and market and trend reports.

To find out more about the Trade Club Alliance, visit tradecluballiance.com