

CEO Trade Export Services



As one of the largest trade banks in the world, Wells Fargo Bank, N.A. is ideally suited to processing all of your export transactions to buyers around the world. Our trade-processing services are built upon a platform of technological excellence, as well as superior support.

Wells Fargo gives you unparalleled access to the status of your foreign receivables and collections. With *CEO* Trade Export Services, you can also view export letters of credit (L/Cs) on the internet as well as initiate documentary collections.

In keeping with our continuing commitment to international banking and technology, Wells Fargo has once again harnessed the power of the internet to deliver enhanced services to our corporate customers.

Together we'll go far



Benefits

By using *CEO* Trade Export Services you receive:

- Faster receipt of new L/Cs and amendments
- Accelerated cash cycle on exports
- Added control, reduced risk, and reduced administrative costs in managing outstanding export receivables
- Simplified application of cash received on export shipments

Resulting in  reduction in day's sales outstanding

How it works

The *CEO* Trade platform is easily accessed through Wells Fargo's *Commercial Electronic Office*® (*CEO*®) portal. You log into the *CEO*® portal through the Wells Fargo website using security credentials that we provide. Once in the portal, you will be presented with a menu of the principal functional areas of *CEO* Trade.

Export L/Cs — Wells Fargo allows you to receive and review advised L/Cs on the internet as soon as they are received by Wells Fargo, eliminating paper and the manual effort you currently use. Complete copies of each L/C can be viewed and printed. Furthermore, you can submit special requests over the internet for L/C transfers and assignments.

Documentary or L/C collections — *CEO* Trade Export Services also gives you the ability to initiate new documentary collection drafts and cover letters. Collection instructions are input directly online while drafts and cover letters are printed locally for submission to paying banks. Notification of a change in status of any open collection item is provided by viewing the status change messages and reports provided by the *CEO* Trade MIS & Images module.

View documents — The *CEO* Trade MIS & Images application, which works in concert with Export Services, contains an inquiry feature that allows you to display a list of Advised L/Cs and other advices sent by Wells Fargo. Likewise, the View History option allows you to view notification of a change in the status of any open collection item. The Transaction Inquiry display can be filtered by a number of criteria including:

- Type
- Trading partner country
- Other reference
- Amount
- Transaction date
- Currency
- Status
- Trading partner



L/Cs can be reviewed online and printed as soon as they are received by Wells Fargo. We can even send an email to notify you that a new L/C has arrived.

Initiate transactions — This option allows you to submit special requests such as L/C transfers and assignments. New documentary collection drafts and cover letters are also created from the Initiate Transactions work desk. When a final hardcopy is printed, an electronic copy is uploaded to Wells Fargo’s collection system for appropriate tracking and follow-up.

The screenshot displays the Wells Fargo Trade Export Services web application. The main area is titled 'Process Transactions' and contains a table of transactions. The table has columns for 'Type', 'Our Reference #', 'Client Reference #', 'Ccy', 'Amount', 'Trading Partner', 'Ctry', 'Date', and 'Msa Status'. The table contains several rows of transaction data, including 'CLOSE', 'OTHRCL', 'OURCL', 'REGCOL', 'TRACE', and 'TRNSFR' entries.

Type	Our Reference #	Client Reference #	Ccy	Amount	Trading Partner	Ctry	Date	Msa Status
CLOSE	3000360		USD	.00	AA MARKETING LIMITED	IL	29-Jul-2010	ENTR
OTHRCL	3001445	300145	USD	300.00	BANCO SANTANDER CENTRAL HISPANO SA	ES	29-Jul-2010	ENTR
OURCL	3001445	1234567	USD	54333.00	BANCO SANTANDER CENTRAL HISPANO SA	ES	29-Jul-2010	ENTR
OURCL	3001445	1234567	USD	54333.00	BANCO SANTANDER CENTRAL HISPANO SA	ES	29-Jul-2010	ENTR
REGCOL	3002796	888	USD	15000.00	AA MARKETING LIMITED	IL	29-Jul-2010	ENTR
TRACE	3000182		USD	.00	PG TOYS	HK	29-Jul-2010	ENTR
TRNSFR (AMD)	576434		USD	.00	IN STORES CO.		29-Jul-2010	ENTR
TRNSFR	576123	jp0701	USD	.00	HANA CORPORATION		29-Jul-2010	ENTR
TRNSFR	576123	jp701	USD	29480.00	HANA CORPORATION		29-Jul-2010	ENTR

Reports — The reporting function in the CEO Trade MIS & Images module allows you to track all export collections and export L/Cs online. Reports can be filtered so that the information needed is found quickly and easily. Sort patterns can also be set to organize reporting information clearly. Online queries can also be created for specific reporting needs and query results.

Reports include:

Letters of credit:

- L/C history
- Daily activity summary
- Documents presented for negotiation
- Export L/C
- L/C activity
- Negotiation details

Export collections:

- Daily activity summary
- Collection aging
- Delinquent collections
- Outstanding collection items
- Collection history
- Collection activity

For both L/Cs and collections, consolidated payment activity and consolidated outstanding reports are available.

For more information

Your relationship manager will be pleased to provide more information on *CEO Trade Export Services* or other global trade services.

Export Services — System setup contains the party database where records of static information are stored for insertion into transaction messages and where system-wide parameters and user privilege records are maintained.

Export Services can be configured to the level of security most appropriate to meet your internal control requirements. Users have unique log-in data, which determines their privileges within the website. The system's extensive security and control features include password verification, forced password change, valid user controls, multiple data entry levels, user logs, and audit trails. *CEO Trade Export Services* runs on a secure Wells Fargo website, which allows all web activity to be reviewed.