

# Partner Banking

## Helping you to bank abroad

Partner Banks provide banking products and services to your business in countries where we have no presence or are otherwise unable to support your requirements.

### Your needs

You need to open and operate a bank account overseas in order to support your company's international banking requirements.

### Our solution

We have Partner Banks in 35 countries around the world. We can use our long standing relationships with these Partner Banks so that they can service you and your overseas banking requirements directly.

### Benefits

- Easier to do business with customers or suppliers in-country
- There may be reduced transaction fees and improved clearance times
- No cost applied by Royal Bank of Scotland for referring you to a Partner Bank.
- Many Partner Banks will accept certification of documents by Royal Bank of Scotland, avoiding the cost of certification by a notary or lawyer.
- Ability to view and sweep your account balances remotely via Bankline (fees apply to using Bankline, please speak to your Relationship Manager for more details)

### Considerations

- The account will be opened with our Partner Bank, which is an independent entity outside of the NatWest group. Once the account is opened, you will need to engage directly with the Partner Bank for your products and services and day to day enquiries.
- The costs of operating an account abroad will vary between the Partner Banks. We can provide an indicative tariff, but individual tariffs should be negotiated direct with the partner bank.

- In order to open an account with a partner bank, it will be necessary to complete that bank's account opening documentation, which may not be in English, and to provide sufficient information to satisfy their Know Your Customer (KYC) requirements.
- You may need to use the partner bank's online banking system to fully operate your overseas account.
- Some banks may apply a charge for opening an account
- In certain countries it is not possible to open accounts for UK companies
- Although our partner banks have English-speaking staff in their larger offices, this cannot be guaranteed in all locations. This may be an issue if your staff do not have foreign language skills.
- We strongly recommend that you have a dedicated member of staff to oversee the Partner Bank account opening process as this can involve a large volume of documents and information to satisfy the Partner's due diligence processes.

### Is a Partner Bank account right for you?

You might a Partner Bank account if you:



Carry out a large number of transactions in foreign currencies



Have an overseas subsidiary that requires local banking services

### How it works

#### Initial discussion

Discuss your international banking needs with your Royal Bank of Scotland Relationship Manager, who may engage with experienced sales consultants and outline options for you to consider.



#### Referral

If you decide to open a bank account abroad, you will need to complete a referral form, which will provide our partner bank with sufficient information about your company to decide whether they are able to take on your business



#### Application

If the Partner Bank agrees to open the account, they will forward the account opening documents to the Implementation Team at Royal Bank of Scotland, who will work with you to ensure that the documentation required to open the account is completed correctly.



#### Completion

Once you have returned all of your required documentation, the Partner Bank will inform you when your new account is now ready for use.

## Working with you

Our Implementation Team puts you in contact with the right people at the Partner Bank to make sure you get off to a great start. We want to help you to bank internationally so we do not charge a fee to carry out a referral or Partner Bank implementation.

Your Challenges	Our Solution
<ul style="list-style-type: none"><li>The account opening process varies from bank to bank.</li><li>Completing the account opening documentation correctly</li></ul>	<ul style="list-style-type: none"><li>We can assist you by certifying documents, which can help avoid the cost of notarising or travelling to the country to submit applications.</li><li>Our Implementation Team has many years of experience and can advise you how to complete the partner bank's documentation quickly and correctly.</li></ul>

## Partner Bank Countries

Australia	Chile	France	Italy	Portugal	South Africa
Austria	China	Germany	Mexico	Romania	Spain
Belgium	Croatia	Hong Kong	Netherlands	Russia	Sweden
Bulgaria	Czech Republic	Hungary	New Zealand	Singapore	UAE
Brazil	Denmark	India	Norway	Slovakia	USA
Canada	Finland	Ireland	Poland	Slovenia	

If you are looking to bank in a country that isn't on the world partner banking network list above, please advise your Relationship Manager and we will investigate if a partner bank solution is possible in that country.

Fees and charges may be payable for services provided provided by the Partner Bank

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