

Oil & Gas CVP BCC Upstream & Downstream



With us you're

**one
step
closer**

Stanbic Bank **IT CAN BE™**

Oil & Gas CVP _Summarised



UPSTREAM EXPLORATION & PRODUCTION

MIDSTREAM TRANSPORTATION

DOWNSTREAM REFINING / TRADING / RETAIL

Exploration and Production of Oil and Gas. Oil majors driving exploration and service companies used as outsourced service providers for production.

Transportation of crude and gas. Pipeline and shipping companies.

Refining of crude and gas to produce fuels and other by-products
Trading of crude and refined products Retail – white fuels and by-products

Client Need

- Secure rights with Concession Provider
- Onshore Guarantees and Account Services
- Commissioning (Plant & equipment purchase/ hire)
- Post Production Support (e.g. sale of crude)
- In-country services payments
- Regional Banking

- O&G linked EPC contracts for pipelines
- Risk Mitigation (payment, country, counterparty)
- Working Capital Financing
- Regional Banking

- Facilitate importation of crude & refined into country (PMS, ARGO, Kerosene, lubricants)
- Risk Mitigation (payment, country, counterparty)
- Facilitation of bulk procurement programs (East & West Africa OTS and BPS)
- Working Capital Financing
- Payments & collections and cash management including physical cash and CIT

BCC Response

- Bonds & Guarantees
- Import Financing
- LC Confirmation and Discounting
- Back-to-back Export and Transferable LC's
- Receivables financing / Invoice discounting
- Account and payment services
- Asset Finance

- Bonds & Guarantees
- Import Financing
- LC Confirmation
- Receivables financing
- Account and payment services

- Bonds & Guarantees
- Import Financing
- LC Confirmation
- Receivables financing
- Regional Structured Import / Bulk Procurement Facilities
- Payments & Collection including CIT & Branches
- FX Solutions

Ecosystems/ contractors of:





**DOWNSTREAM/REFINING /
TRADING / RETAIL**

SOLUTION

Refining of crude and gas to produce fuels and other by-products

Trading of crude and refined products Retail – white fuels and by-products

<ul style="list-style-type: none"> Facilitate importation of crude & refined into country (PMS, ARGO, Kerosene, lubricants) through working capital facilities 	<ul style="list-style-type: none"> Subsidized OD for fuel retailers (Total & Rubis) Vivo load- Vivo dealers Guarantee – Vivo dealers Structured working capital for the independent fuel dealers
<ul style="list-style-type: none"> Risk Mitigation (payment, country, counterparty) 	<ul style="list-style-type: none"> BOL (RTGS, TT'S, EFT's IAT's) Borderless banking
<ul style="list-style-type: none"> Payments & collections and cash management including physical cash and CIT 	<ul style="list-style-type: none"> POS Flexipay CIT BOL
<ul style="list-style-type: none"> Working capital facilities 	<ul style="list-style-type: none"> Bonds & Guarantees Import Financing LC Confirmation Receivables financing
<ul style="list-style-type: none"> Forex solutions 	<ul style="list-style-type: none"> E-market trader

Transactional Solutions for both **Upstream** and **Downstream**



TRANSACTIONAL PRODUCTS & SERVICES

Payments & Collections
Liquidity management
Guarantees
Letters of credit



INVESTMENT BANKING

Advisory
Capital markets
Debt solutions
Strategic investments
Structured Finance



GLOBAL MARKETS

Foreign exchange
Interest rates
Equities
Commodities



BUSINESS & COMMERCIAL

Distributor financing
Supplier financing



CONSUMER & WEALTH

Employee Value
Banking
Transaction
and Investment
solutions



BANCASSURANCE

Insurance Cover

Our Flexipay Proposition

This solution facilitates payments & collections to and from customers mobile money wallets for goods and services.



Deposit and withdraw cash at agent outlets and ATMs



Nil transaction fees within the wallet and real-time settlement of funds to merchant's account, with real-time notifications



Send and receive money from mobile money wallets, fintech wallets, Stanbic and other local bank accounts



Secure electronic payments and a smooth dispute resolution process

Host-to-Host Proposition

Integration of bank platforms into ERP systems – partial or full integration

Benefits:

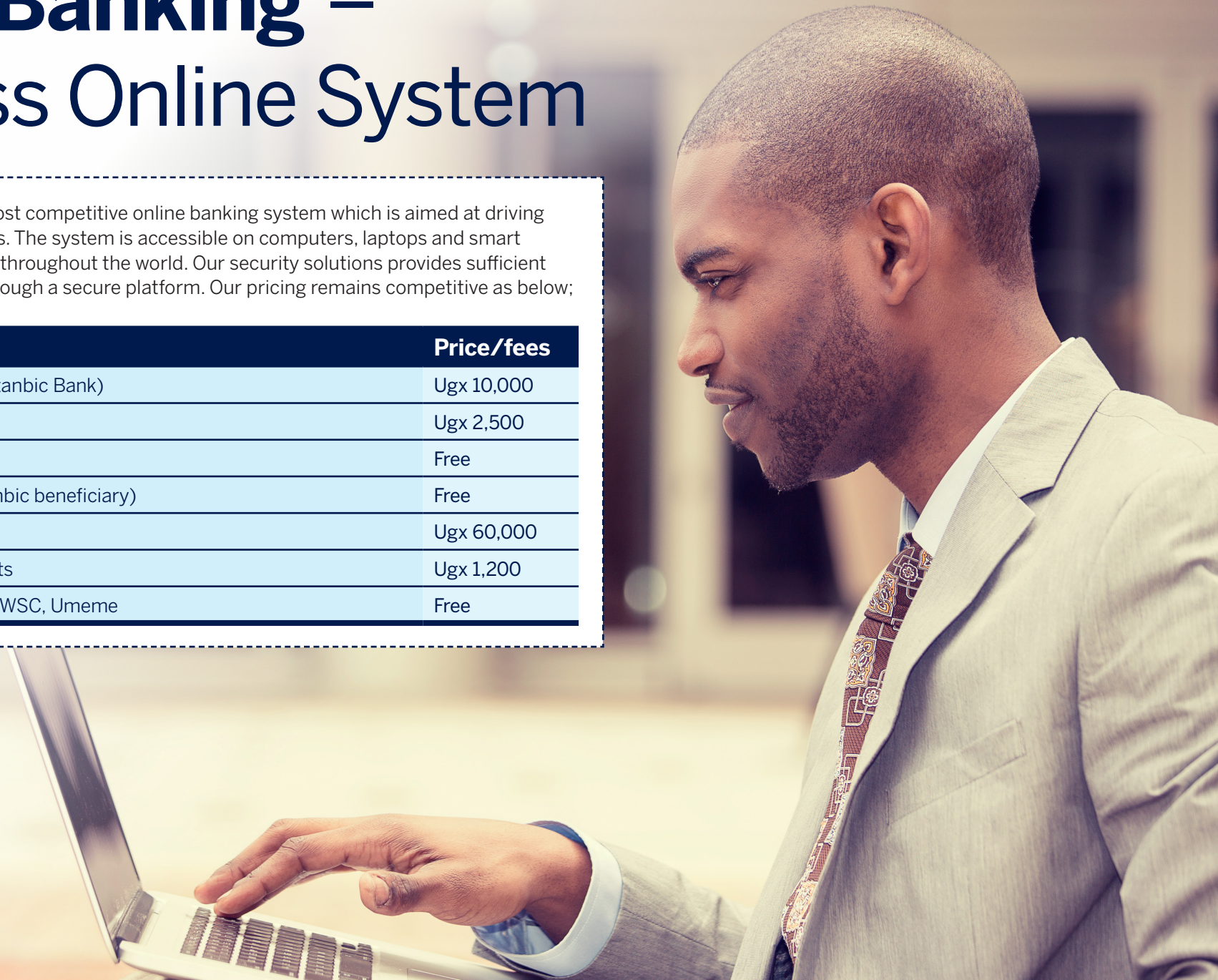
- Timely information enabling effective liquidity management
- Increased efficiency in account management and reconciliation
- Control and/or centralization of payments, e.g., centralized treasury or shared services centre
- Central view of accounts
- Secure, automated and offers straight-through processing
- SWIFT enabled
- SWIFT multi-banking
- SWIFTFIN for standardized MT messages
- SWIFTFileAct for MX messages



Online Banking – Business Online System

Stanbic bank provides the most competitive online banking system which is aimed at driving efficiencies in your operations. The system is accessible on computers, laptops and smart phones and can be accessed throughout the world. Our security solutions provides sufficient comfort to our customers through a secure platform. Our pricing remains competitive as below;

Productname	Price/fees
RTGS payments (Outside Stanbic Bank)	Ugx 10,000
EFT (to other banks)	Ugx 2,500
Inter AccountT ransfers	Free
3rd Party payments (to Stanbic beneficiary)	Free
Monthly rental fee	Ugx 60,000
Bulk Mobile money payments	Ugx 1,200
Utility payments i.e., URA, NWSC, Umeme	Free





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