



**CoreStates**

Philadelphia  
National Bank

First Pennsylvania  
Bank

Hamilton Bank

New Jersey  
National Bank

Philadelphia  
International Bank

**Worldwide**

**Banking Services**

**for Correspondent**

**Banks**



## CoreStates: A Global Leader in Correspondent Banking

Why have more than 1,200 banks in 100 countries chosen CoreStates to provide them with correspondent banking services? For three basic reasons:

FIRST, for over a century, we've been a provider of high-quality transaction processing services worldwide.

SECOND, over the past two decades, CoreStates has become a technological leader in banking services, offering you fully integrated, highly automated transaction processing and reporting capabilities that speed payments and collections, enhance control, and cut costs.

THIRD, we offer a level of personalized service that is unmatched by virtually any other American bank. An overwhelming number of bankers who faced the same decision you're making now — which U.S. bank to choose as a partner — are now using CoreStates to handle their correspondent banking needs.

CoreStates, a global leader in correspondent banking services, has regional processing centers in seven major port cities plus more than two dozen branches, representative offices, subsidiaries, and affiliates worldwide.

## 10 reasons why CoreStates is a world leader in correspondent banking

- 1. Extensive correspondent bank network.** CoreStates ranks among the top ten correspondent banks in the U.S., with over 1,200 correspondent bank account relationships in 100 countries.
- 2. Financial strength.** CoreStates, a \$23 billion asset multibank holding company, is among the most strongly capitalized banking organizations in the U.S. Average returns on equity and assets exceed those of our peers. And our credit quality is recognized as superior by analysts and investors.
- 3. Experience.** CoreStates has been a leader in international banking for nearly two centuries. Philadelphia National Bank, our flagship bank, was founded in 1803 and is the second oldest bank in the country.
- 4. Global presence.** CoreStates has processing centers, branches, representative offices, subsidiaries, and affiliates in major financial centers worldwide. We are committed to the expansion of our overseas network into additional strategically important trading centers around the world.

**5. A leader in transaction processing.** CoreStates is a founding member of CHIPS and ranks among the top ten CHIPS banks, clearing over \$40 billion daily in international dollar transactions through New York. We're also ranked among the top 10 financial organizations in cash management and among the top 10 U.S. banks in dollars deposited from foreign banks.

**6. An innovator in automated systems.** CoreStates was the first U.S. bank to develop a fully automated documentary collection system . . . the first U.S. bank to provide same-day electronic reporting of international payment information . . . and one of the pioneers (and currently the largest user) of video-based lockbox technology.

In addition, CoreStates operates the largest privately-owned automated teller machine (ATM) network in the U.S. and is one of the largest, most automated check processors. We're also ranked third among the top companies involved in point-of-sale processing.

**7. EDI.** CoreStates is nationally recognized as a leader in EDI (electronic data interchange). Our highly integrated automated systems can provide total electronic processing on many transactions from start to finish, eliminating paperwork and human intervention. They also offer maximum flexibility in tracking and charging of banking services.

**8. CoreStates is a leading international collection bank.** CoreStates provides banking services to more than one-third of all major U.S. companies doing business overseas. And we're responsible for \$5 out of every \$100 of all U.S. exports collected abroad. With 1,200 foreign banks maintaining U.S. dollar accounts at CoreStates, we can receive and concentrate funds quickly.

**9. Total relationship banking.** The CoreStates Banks are dedicated to the concept of relationship banking, which means we can create for you a multi-dimensional package of banking services to meet all your needs. No banking organization offers a broader range of services to its U.S. and foreign correspondent banks than CoreStates.

**10. Customer service.** While CoreStates is the recognized technology leader in correspondent banking services, we realize it's the human element that makes the critical difference in providing a consistently superior service to our correspondent banking customers here and abroad. We have a team of talented professionals dedicated to meeting the needs of our correspondent banks, and we respond quickly to your questions, problems, and special requests.

In short, our service gives you the accuracy, cost-effectiveness, and flexibility you need to provide superior service to your customers while maintaining your own competitive edge and profitability in the global marketplace.

## CoreStates offers you a single source of correspondent banking services:

**Dollar clearing service.** We act as paying and receiving agent for U.S. dollar payments resulting from foreign exchange and other treasury activities. We offer a fully integrated funds processing system which eliminates human error and reduces processing costs.

**Daily account reporting.** A flexible, multi-drop reporting system enables us to send reports via S.W.I.F.T., e-mail, Telex, PC, or hard copy to multiple locations. Delivery of reports by 10 a.m. ensures timely notification of funds availability in time to meet investment deadlines.

**Third-party payments.** A fully automated system for processing international corporate trade payments increases accuracy and reduces processing costs. Our highly flexible system lets you vary the fee you charge your customer based on the medium of payment, dollar amount, or any other variation you choose. Processing charges can be passed on to your customer or paid by you directly.

**Global disbursement services.** A highly automated payment processing service that eliminates paperwork and human error. You provide payment instructions in your local currency via S.W.I.F.T., magnetic tape or data transmission and we pay your beneficiary in U.S. dollars or any other currency desired.

**Reimbursement collection service.** We collect your clean and documentary collections and letter of credit payments faster from banks in the U.S. and around the world. Our service combines an extensive courier presentation network with automated tracing and reporting, to help speed payment by several days.

**Documentary collection.** Provides an alternative to letters of credit for collecting payments from buyers. The CoreStates automated system produces timely reports on tracing and status of outstandings, and notification of payments received.

**Bank-to-bank reimbursement.** An automated system enables CoreStates to handle high volumes of bank-to-bank reimbursements on letters of credit at reasonable cost. Our timely preadvice allows you to minimize excess balances.

**Letters of credit.** CoreStates is the 13th largest letter of credit processor in the U.S., and we advise more letters of credit on behalf of foreign banks than any other U.S. bank in our region. CoreStates' flexible automated systems allow letter of credit procedures, processing, and reporting to be customized to meet your special requirements.

**Foreign exchange.** CoreStates offers a variety of foreign exchange contracts, forwards, and options. Our Profit Protection™ products protect you against adverse changes in exchange rates while allowing you to profit when changes in exchange rates are favorable.

**Cash letters.** CoreStates serves as the collecting agent for correspondent banks which accept U.S. dollar checks drawn on U.S. banks. Our service speeds collection to ensure timely availability of funds.

**Custody service.** CoreStates provides safekeeping of U.S. dollar securities purchased by foreign banks and their customers. We take physical possession of the securities, settle and post all securities transactions, collect income, and remit payment.

**Cash management services.** We provide several automated services to enable you to manage and reconcile your account. Daily account reporting is a flexible, multi-drop reporting system which enables us to send reports via S.W.I.F.T., Telex, PC, or hard copy to multiple locations. Delivery of electronic reports by 10 a.m. ensures timely notification of funds availability in time to meet investment deadlines. Our Philastatements are a comprehensive set of reports designed to complement your account statement, providing data on balance changes resulting from backvalue adjustment transactions. These reports restate your account, your investment account, and even provide a list of pending investigations to ease your account reconciliation. Finally, our Overnight Investment Service provides an automated sweep of excess funds arising from unanticipated credit, maximizing the interest you earn on our available funds.