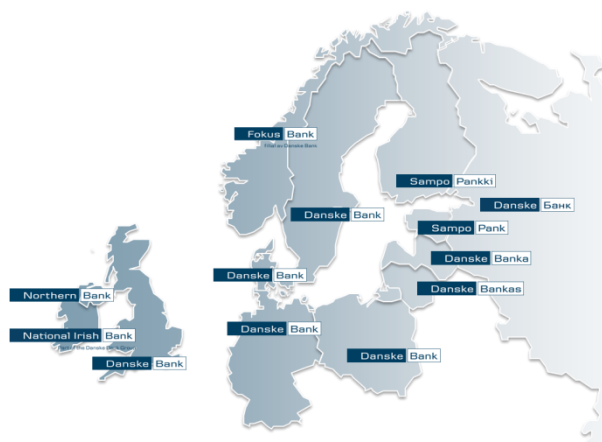


Cash Management Services in Finland



Sampo Bank's history begins in 1887 as Post and Savings Bank. In 1970 the bank was reconstituted as the Post Bank and in 1988 its legal status was changed from that of a public corporation to a state-owned limited liability company. In 1997 Post Bank and Finnish Export Credit Ltd merged using the name Leonia Bank. In December 2000 insurance company Sampo and Leonia Bank merged and Sampo Bank was established. In January 2007 Danske Bank acquired Sampo Bank.

Danske Bank has been operating in Finland since 1973 and is among the country's most well-reputed foreign banks.

Danske Bank provides pan-Nordic cash management services based on a central IT platform in Copenhagen.

Danske Bank and Sampo Bank offer private, corporate and institutional customers a full range of services including asset management, treasury, trade finance and conventional bank and cash management products.

Currency:	EUR
Time zone:	GMT + 2
Central bank:	Suomen Pankki/ Bank of Finland
SWIFT/ BIC	
Sampo Bank	DABAFIHX

Danske Bank ratings:	Moody's	S&P
Short-term:	P-1	A-1
Long-term:	A2	A
Sampo Bank ratings:	Moody's	S&P
Short-term:	P-1	A-1
Long-term:	A1	A

Clearing and local market conditions

Foreign exchange regulations

None in force; central bank reporting is not required.

Clearings systems

- Pan-European RTGS system, TARGET2
- EBA STEP2 clearing for SEPA Credit Transfers in Finland.
- POPS clearing is operated by banks directly participating in the clearing. The POPS clearing will be replaced by EBA services in the near future.
- PMJ; low value clearing system for credit transfers, payment terminal payments and direct debits. Due to the SEPA migration PMJ will no longer be used for clearing credit transfers after 2011

Payment instruments

Almost all of the payment traffic in Finland is electronic via multibanking program or web-based solutions.

- Payment orders: Reference numbers are widely used when invoicing and reconciling; the dominant payment method is called "reference payment".
- Direct debits: Not frequently used in B2B; mainly by heavily invoicing customers (B2C).

- Cheques: Extremely limited use. They are not used for B2C and B2B purposes at all. Merchants refuse to accept cheques. On occasion cheques are used for large value corporate payments to replace urgent payments via POPS.

Cards

Widespread acceptance of credit and debit cards. Payment by card has completely replaced cheque-based payments and partly cash payments in B2C. Debit card acquiring is done by banks. Also Visa and MasterCard acquiring can be channelled via bank to Luottokunta, a service company jointly owned by retailers and banks.

Electronic Banking

The Finnish banks have offered electronic banking services for the past 20 years, and today nearly all payment transactions from individuals and corporates arrive at the bank electronically.

Local foreign currency payments

No restrictions, settlement abroad.

Foreign payments

No restrictions. Central bank reporting is not required.

Taxation

Resident companies are subject to tax on their worldwide income whereas foreign companies are limited liable to tax in Finland, i.e. foreign companies are liable to tax on their Finnish source income only.

Corporate income is subject to taxation of approximately 26%.

Dividend payments to foreign companies are subject to a 28% withholding tax, unless the EU Parent-Subsidiary Directive is applicable.

VAT is levied on the supply of goods and services at a rate of 23%, 13%, 9% or 0%.

For details, please consult a local tax advisor or auditor.

Cash Management Products and services of Sampo Bank

Accounts

Resident and non-resident accounts in local and foreign currencies. Account opening forms in Finnish, Swedish and English available.

Domestic payments

Sampo Bank is a full member of all clearing systems in Finland.

Foreign payments

No restrictions.

Electronic invoicing

Sampo Bank's electronic invoicing services are based on Finvoice XML-format. Electronic invoice is suitable for invoicing between businesses of any size and for the invoicing of consumer customers. Invoices are forwarded to recipients through the bank network and invoice operators.

By using Sampo Bank's invoicing services, it is possible to:

- Send electronic invoices to corporate and consumer customers
- Send paper invoices, which are printed and sent to recipients
- Receive company's own purchase invoices in an electronic format

Electronic invoices are forwarded to the recipient through the bank via Business Online or banking software

The INVOX -invoicing service by Logica, Sampo Bank and Intrum Justitia provides a solution for sending and receiving invoices including value added services, e.g. invoice attachment transmission, to support the processes. The solution encompassing the whole invoice life-cycle - from transmission of the invoice to the debt collection

▪ Liquidity management

Sampo Bank offers several flexible liquidity management solutions to help you streamline your daily cash flows. We offer both domestic and cross-border cash pools.

- Real-time zero and target balancing services domestically, in the Nordic countries, Germany, Poland, Ireland and the United Kingdom including Northern Ireland. International cash sweeping is subject to restrictions concerning the status of the beneficiary owner.
- Domestic zero balancing (per transaction) cash pools in all major currencies. Resident and non-resident accounts may be included, this can entail local central bank reporting.

- Real-time Single Legal Account cash pools domestically and in the Nordic countries.
- Notional pooling, currency in all major currencies.
- International multi-currency interest netting system (interest enhancement) in all major currencies across Danske Bank's Nordic branch network and in Germany, Ireland and the United Kingdom including Northern Ireland.
- In addition automated cash concentration in one account (single currency) - sweeping/topping.

Electronic banking

Our online banking system - Business Online, also known as Business eBanking in some of our markets - is Danske Bank's web-based system, which provides rapid access for setting up payments, viewing account information and authorising several payments at once.

All information is in real time, so you can always stay informed of your company's current liquidity situation.

Business Online consists of various modules you can choose from according to your needs. The cash management modules, which are available for Denmark, Sweden, Norway, Finland, Germany, United Kingdom incl. Northern Ireland and Ireland, enable you to make local payments in each country.

Business Online also supports online collection, via SEPA Direct Debit and local Direct Debit schemes, as well as local electronic and paper based invoicing.

To make your payment processes more efficient when you have many regularly payments, you can use an electronic banking software. Sampo Link is Sampo Bank's electronic banking software that can be connected to your accounting system.

Communication can also be set-up directly from your own system to Danske Bank's EDI Gateway. Sampo Bank supports a various number of local file formats, ISO 20022 XML and EDIFact

Web business

Services for secure trade and business on the web

- Web payment service is a risk-free way of paying for purchases made on the Internet.
- Identification service is a reliable method for customer identification, where Sampo Bank identifies the person or the company on behalf of the service provider
- E-salary is a paperless payslip for company's employees

Links to other banks

Reporting via MT940 and MT942 statements, if required. Requests for transfer via MT101. Danske Bank can also report via EDIFACT (DEBMUL, CREMUL or FINSTA).

Further information

If you require more information about Cash Management in Finland, please visit our website www.sampopankki.fi or www.danskebank.com/cashmanagement.