



ABN AMRO *your* bank
Zakendoen in Duitsland: praktisch / financieel

Commercial Banking /
International Desk Germany
7 November 2016



Agenda

- Korte introductie
- Stellingen inzake zakendoen in Duitsland



ABN AMRO in Duitsland – 700 Experts voor u

Structured finance / Lease

- Leasing assets voor zakelijke klanten

Commercial Finance

- Factoring en asset-based financieringsoplossingen voor zakelijke klanten vanaf een jaarmzet van EUR 2.5 mln

Case Corporate Finance

- Advies bij middelgrote M&A transacties
- Zwaartepunt transacties met duitse Mittelstand

Commercial Banking / International Desk

- Cash Management, Krediet en andere bankdiensten voor zakelijke klanten
- Gefocussed op ondernemingen die tevens in Nederland actief zijn
- Lokaal team

ICS - International Card Services

- Uitgever van Credit Cards, co-branded of stand-alone

Global Markets

- Securities Financing (incl. securities lending, collateral financing en bond financing), Equity Derivatives en Fixed Income Sales

ABN AMRO Clearing Bank

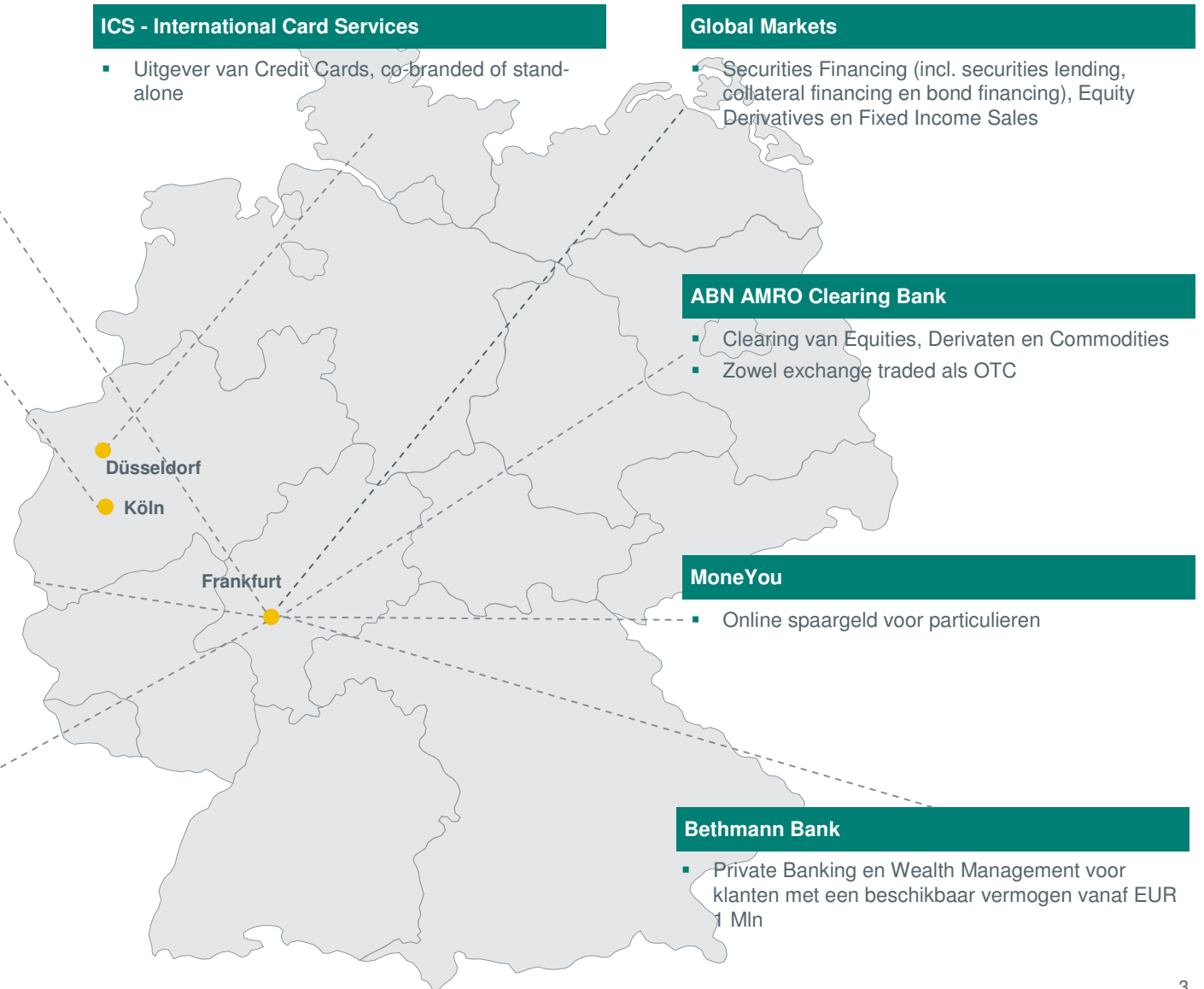
- Clearing van Equities, Derivaten en Commodities
- Zowel exchange traded als OTC

MoneYou

- Online spaargeld voor particulieren

Bethmann Bank

- Private Banking en Wealth Management voor klanten met een beschikbaar vermogen vanaf EUR 1 Mln





ABN AMRO Commercial Banking / International Desk

Uw eerste aanspreekpunt voor dagelijkse bankzaken.

- Betalingsverkeer
- Rekeningen in alle belangrijke valuta
- Cheques collections
- Bürgschaften en Avale (in het Duits, onder Duits recht).
- ABN AMRO Bank N.V., Frankfurt Branch is een toegelaten Steuer- und Zollbürge (voor belasting- of douanegaranties)
- Target Balancing (met Intraday limit)
- Krediet
- Asset Based Finance
- FX
- etc

uw contactpersonen:



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Stelling 1

Een Duitse IBAN is noodzakelijk

Eens of oneens?

MANDATORY COMPLIANCE



S€PA
Single Euro Payments Area

Overwegingen:

- Sepa incassi t/m 20-11
- Pfändungs- und überweisungsbeschluss
- „Softe“ factoren
- Cheques



Stelling 2

De cheque is in Duitsland een gangbaar betaalmiddel Eens of oneens?

Musterbank GmbH DE

Zahlen Sie gegen diesen Scheck

EUR Betrag: Euro, Cent

Betrag in Buchstaben _____

noch Betrag in Buchstaben _____

an _____ oder Überbringer

Ausstellungsort, Datum _____ Unterschrift des Ausstellers _____

Der vorgedruckte Schecktext darf nicht geändert oder gestrichen werden. Die Angabe einer Zahlungsfrist auf dem Scheck gilt als nicht geschrieben.

Scheck-Nr.	<input checked="" type="checkbox"/>	Konto-Nr.	<input checked="" type="checkbox"/>	Betrag	<input checked="" type="checkbox"/>	Bankleitzahl	<input checked="" type="checkbox"/> Text
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01rl

Bitte dieses Feld nicht beschriften und nicht bestempeln



Stelling 3

Factoring ist Salonfähig Eens of oneens?



-/-



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Stelling 4

**Duitsers doen het liefst zaken
met Duitsers.**

Eens of oneens?

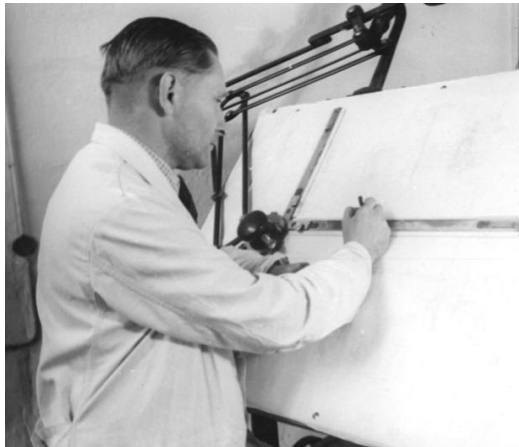




Stelling 5

**„...Duitsers zijn Ingenieurs,
Hollanders zijn Kooplieden...“***

Eens of oneens?



* Quote Ab van der Touw, CEO Siemens Nederland N.V.



Stelling 6

Mit Schmid reden, nicht mit Schmidchen

Eens of oneens?





Stelling 7

Duitsers zijn inflexibel

Eens of oneens?



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