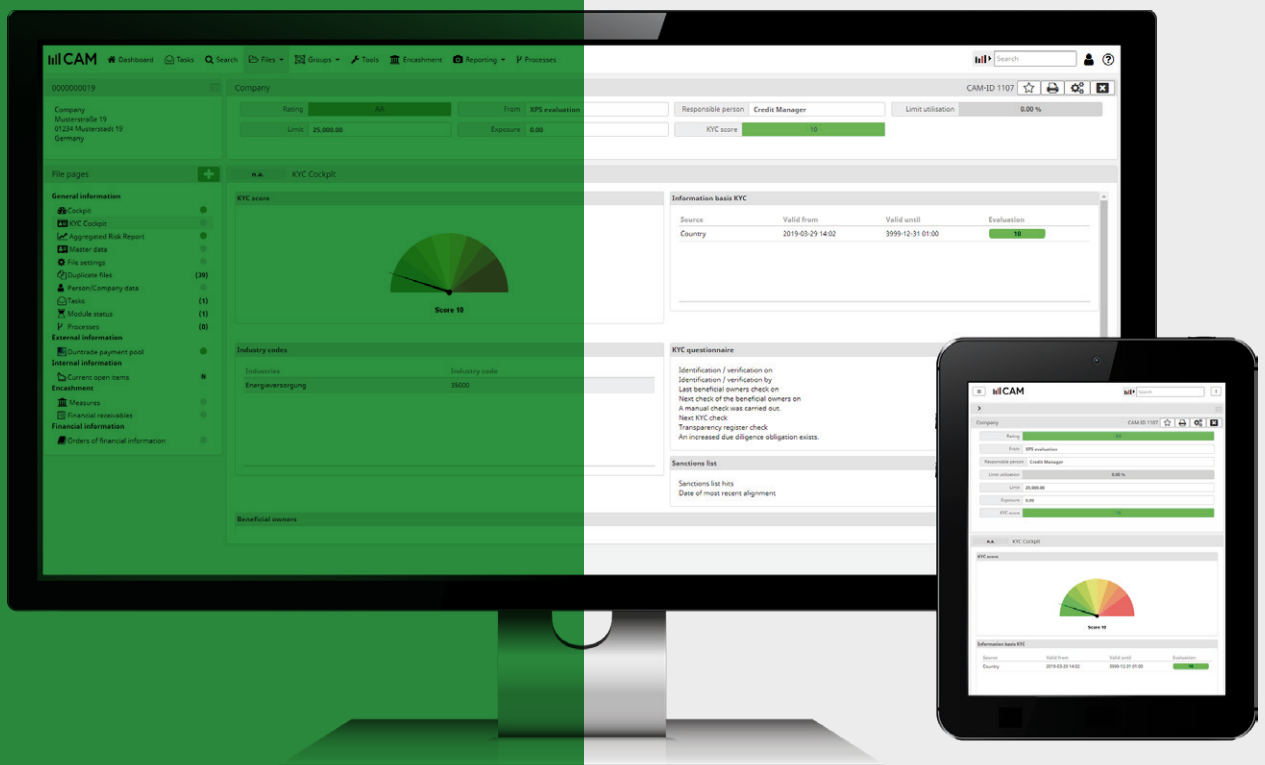


# Know Your Customer

Compliance in credit management.



# Ensure compliance, optimize your customer management

The bureaucratic effort involved in compliance today can hardly be handled manually. The „Know Your Customer“ (KYC) feature of CAM Industry & Trade helps you reduce your costs and lower your risk.

## RULES AND GUIDELINES GOVERN CREDIT MANAGEMENT

The fight against money-laundering, financial crime and the financing of terrorism requires extensive verification and research to be performed. With whom are you allowed to do business? Finding the answer to this question is associated with high costs. In particular, the setting of credit limits and the preceding creditworthiness checks have become increasingly complex and difficult.

In addition to the requirements for creditworthiness and limit checks and for monitoring, in other words for the evaluation of acceptable business risk, legal requirements now also need to be met. As a result of the Money Laundering Act this also includes ensuring that due diligence is properly performed. For both new and existing customers, the KYC process therefore plays a central role.

## COMPLIANCE AS AN OPPORTUNITY FOR MORE EFFICIENT BUSINESS DECISIONS

KYC aims to prevent anonymous business transactions and determine the true financial beneficiaries. This involves identifying all (future) contractual partners, including the persons with controlling or ownership rights. Once identified, these companies and persons must then also be compared with various sanctions lists.

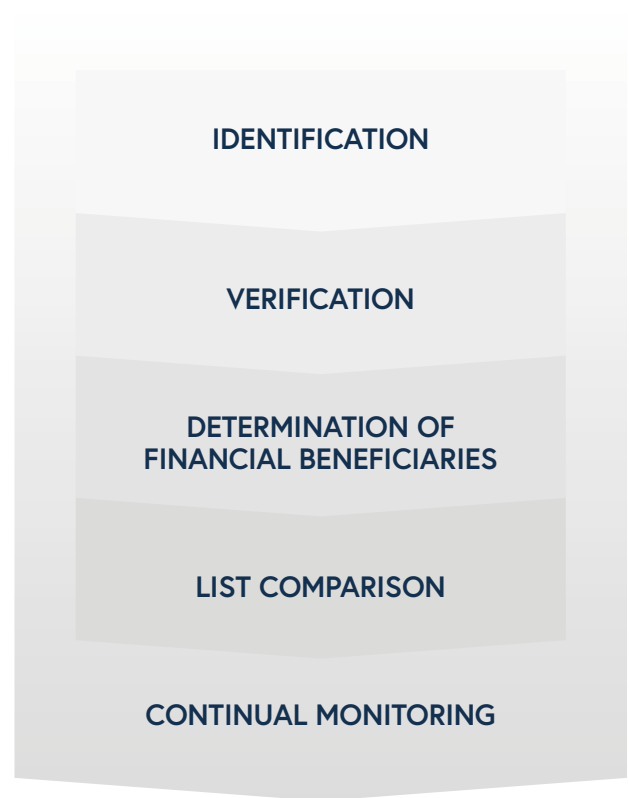
## THE KYC PROCESS IN CAM INDUSTRY & TRADE

CAM Industry & Trade helps you ensure compliance through a multi-step KYC process: the clear identification of all contractual and business partners is fol-

lowed by the verification of the data and the determination of the financial beneficiaries. The available information is then compared with the following lists:

**The following lists are checked:**

- ✓ **Politically exposed persons (PEP)**
- ✓ **Anti-money laundering (AML) (AML)**
- ✓ **Combating the financing of terrorism (CFT)**



With the KYC feature, all the process steps, from identification via verification to list comparison, can be executed fully automatically through various information agency interfaces and can be constantly monitored or updated.

To avoid going through the verification process of a person who is a financial beneficiary of several companies more than once, you can assign this person to their own file and link them to the respective companies.

Furthermore, forms allow you to save additional information about your customers, for example based on your own records.

## THE KYC SCORE

The core of CAM Industry & Trade's KYC process is a comprehensive risk classification that fulfils the requirements of the Money Laundering Act. The KYC score informs you of the risk level of a (potential) customer within the context of your business relationship. Along with the results of the list comparison, the evaluation of the master data (e.g. country, legal form and industry) and the desired business transaction are considered.

## EVERYTHING UNDER CONTROL

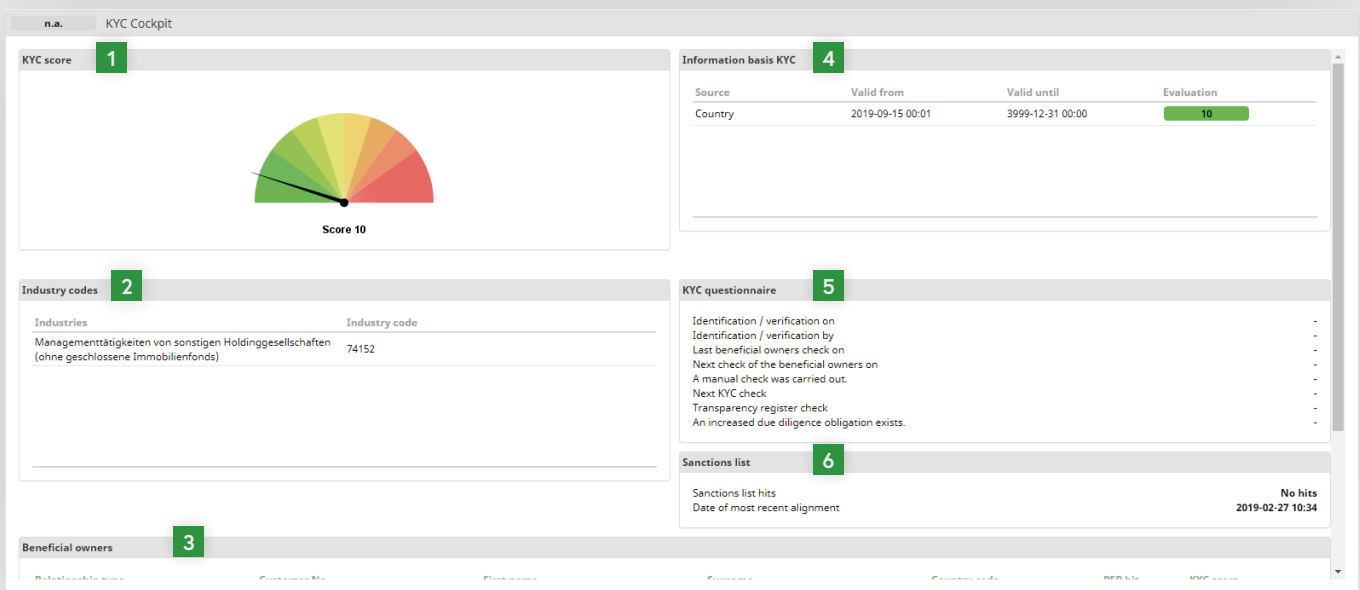
KYC in CAM Industry & Trade allows your company to both ensure compliance more efficiently and effectively and to optimize your customer and credit management. You remain in control at all times, even as your business relationships grow ever more complex.

## YOUR ADVANTAGES

- ✓ Fulfil your compliance requirements efficiently and effectively – lower your risk and your costs
- ✓ Seize regulatory obligations as an opportunity to achieve your company's core goals
- ✓ Use the opportunities of compliance risk evaluation as an additional tool to control and manage your customer portfolio
- ✓ Rely on the convenient, complete verification and monitoring process for your new and existing customers
- ✓ Improve the quality of your compliance risk analysis through CAM Credit & Surety's information agency interfaces
- ✓ Lower the costs of information retrieval
- ✓ through CAM Industry & Trade's interfaces to information providers
- ✓ Rely on the full historization and documentation of all processes
- ✓ Ensure adherence to the EU GDPR

# The KYC-Cockpit

The KYC Cockpit displays all relevant information centrally on one page and can be individually customized to your needs.



## 1. KYC SCORE

The KYC score describes the risk that a (potential) customer could present issues over the course of the business relationship. The score is comparable to a classical creditworthiness evaluation and indicates the required level of diligence with a value between 1 (green, low risk) and 100 (red, high risk and heightened need for diligence).

## 2. KYC INDUSTRY SCORE

You can give individual industries their own KYC rating, which is then considered in the evaluation of all files in this industry. In the spirit of risk-averse processes, if a file indicates more than one industry, the worst industry score is used.

## 3. FINANCIAL BENEFICIARIES

The tabular overview of all financial beneficiaries associated with the file shows all the relevant individual pieces of information as well as the individual KYC.

## 4. EVALUATION

The KYC evaluation table offers a transparent view of how the KYC score is determined from the individual pieces of information.

## 5. QUESTIONNAIRE

The KYC questionnaire allows you to add information to the KYC process. Use the questionnaire when, for example, no financial beneficiaries can be determined due to the legal form, or to include relevant data or persons responsible.

## 6. SANCTIONS LIST

The sanctions list shows you any matches in official sanctions lists.

# File relationships, KYC questionnaire and aggregated risk report

The KYC module adds essential background information about your customers to various areas of your files. With the KYC questionnaire or the file relationships you maintain an overview of the quality and currentness of the stored information.

Relationship type	Partner file	Customer number	Name	Town	Rating	Limit	Exposure	Group Header
Has the beneficial owner	34659	P345345354	Wein	Hamburg	BB	13,500.00	0.00	No

## 1. FILE RELATIONSHIPS

The file relationships depict all relevant interrelationships between different files, from general managers and acting persons to the financial beneficiaries. You obtain far-reaching information about your customers.

## 2. KYC QUESTIONNAIRE

The KYC questionnaire enables you to fulfil legal requirements in relation to regulatory authorities such as documentation obligations and you can see at any time when and how KYC-relevant information was obtained.

# Enabling Success.



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