



# press release

## Standard Chartered Bank & DHL launch 'Doorstep Trade Service'

**Jaipur, June 7, 2010:** Standard Chartered Bank, India's largest international bank, in partnership with DHL Express India, leading logistics company, and Williams Lea, the leading global provider of Corporate Information Solutions have launched '**Doorstep Trade Service**', a unique initiative that will make trade finance services easily and quickly accessible to customers. This includes customers based in industrial/commercial belts and export zones, which are actively into trade, imports and exports, and need quick and reliable access to trade finance.

Under this initiative, a DHL courier van equipped with state-of-the-art technology will visit clients' offices to collect the required documents. The documents are scanned immediately in the van and sent to the Bank's branches using GPRS connectivity. This saves time and dramatically reduces turnaround time for servicing of trade finance products as compared with the current model of couriering documents to the branches.

"Doorstep Trade Service is a low-cost, scalable model that can be accessed by customers anywhere. It is ideal for services such as trade finance, which are document intensive. This initiative underlines our commitment to offering our customers quality services that are best in the industry," **said Mr. Matthew Norris, Chief Information Officer, Standard Chartered Bank, India.** "Our association with DHL Express India will enhance our reach to the wide base of customers across the country and will also give our customers greater convenience."

**Malcolm Monteiro, Senior Vice President & Area Director, DHL Express South Asia commented,** "Through this offering, we are moving beyond the usual vanilla services by providing customized solutions for various verticals. The Doorstep Trade Service introduced by us is leveraged on the capability of our vast operational and retail network which makes it possible for us to deliver this unique proposition. Through our association with Standard Chartered Bank, we hope to further strengthen our services and product offerings for the financial services domain."

## **Standard Chartered Bank in India**

Standard Chartered Bank is India's largest international bank with 90 branches in 33 cities, a combined customer base of around 2 million retail customers and more than 2,000 corporate and institutional relationships. Key businesses comprise Consumer Banking, including deposits, loans, wealth management, private banking and SME banking; and Wholesale Banking, which includes cash transaction banking, treasury, corporate finance and custody services. For more information, visit [www.standardchartered.co.in](http://www.standardchartered.co.in).

## **DHL**

DHL is the global market leader in the logistics industry and "The Logistics Company for the world". DHL commits its expertise in international express, air and ocean freight, road and rail transportation, contract logistics and international mail services to its customers. A global network composed of more than 220 countries and territories and 310,000 employees worldwide offers customers superior service quality and local knowledge to satisfy their supply chain requirements. DHL accepts its social responsibility by supporting climate protection, disaster management and education.

DHL is part of Deutsche Post DHL. The Group generated revenue of more than 60 billion euros in 2009.

## **About Williams Lea:**

Williams Lea is a global Business Process Outsourcing (BPO) company. Specializing in Corporate Information Solutions, it provides expert management of all printed and digital information an organization shares with its internal and external audiences. A subsidiary of Deutsche Post DHL, Williams Lea is the heart of the Corporate Information Solutions business unit, and provides the expertise needed to manage the communication and exchange of an organization's printed and electronic information at all levels. It is also the point of call for business information services, electronic invoicing and marketing services.

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