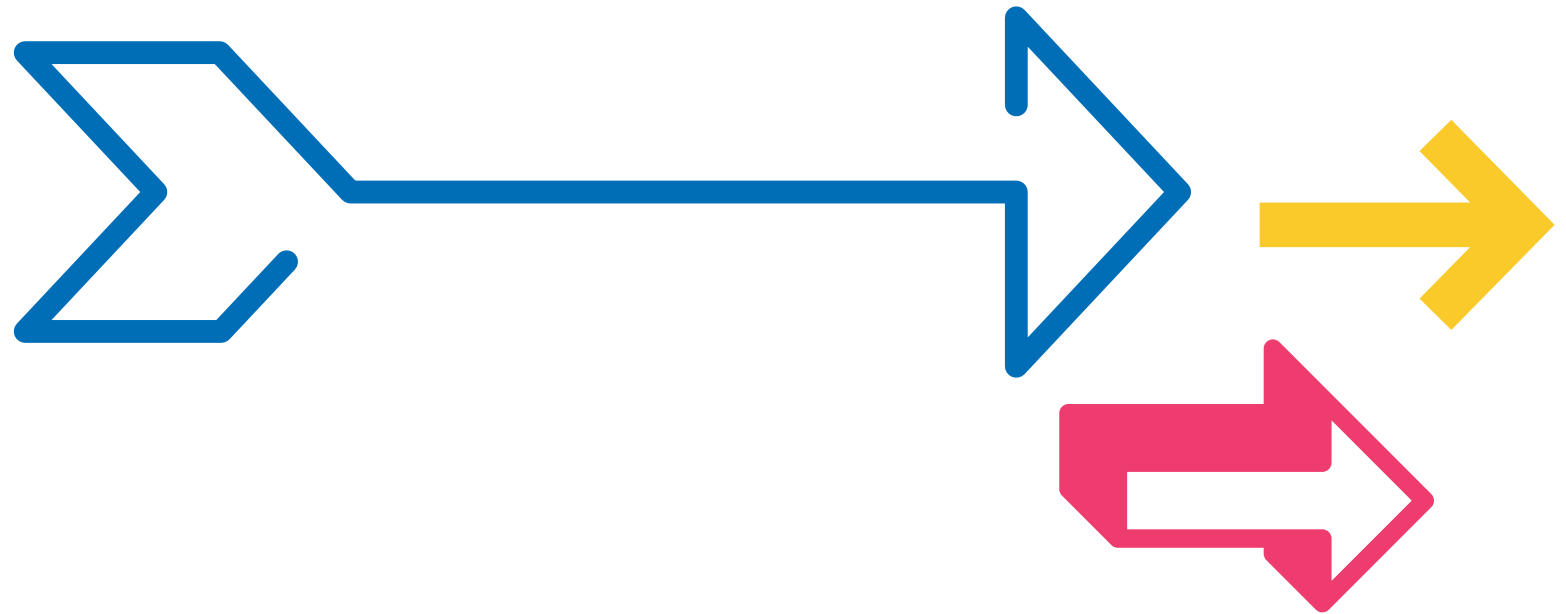


Commercial & Business customers: Your guide to Brexit



Introduction to Brexit

Following the June 2016 referendum vote to leave the European Union (EU), the UK Government started the exit process by triggering Article 50 of the Treaty on European Union in March 2017. The UK exit from the EU is being referred to as 'Brexit'. Our number one priority is to serve and support our customers.

On 25 November 2018 the European Council announced that the EU and the UK signed a Withdrawal Agreement for the UK's departure from the EU. The Withdrawal Deal needs to be approved by member states and the UK & European Parliaments.

The European Council has agreed to extend Article 50 until 31 October 2019. If an exit agreement is reached prior to 31 October 2019, the UK government has the option to leave the EU at that date. Our Brexit planning continues unchanged. This is because we have been preparing for a number of scenarios including a 'no deal' scenario to ensure we can continue to support our customers.

We will continue to monitor the situation and regularly review our plans to ensure we're ready for Brexit, our aim is to support customers with the same level of service and range of products as we do today.

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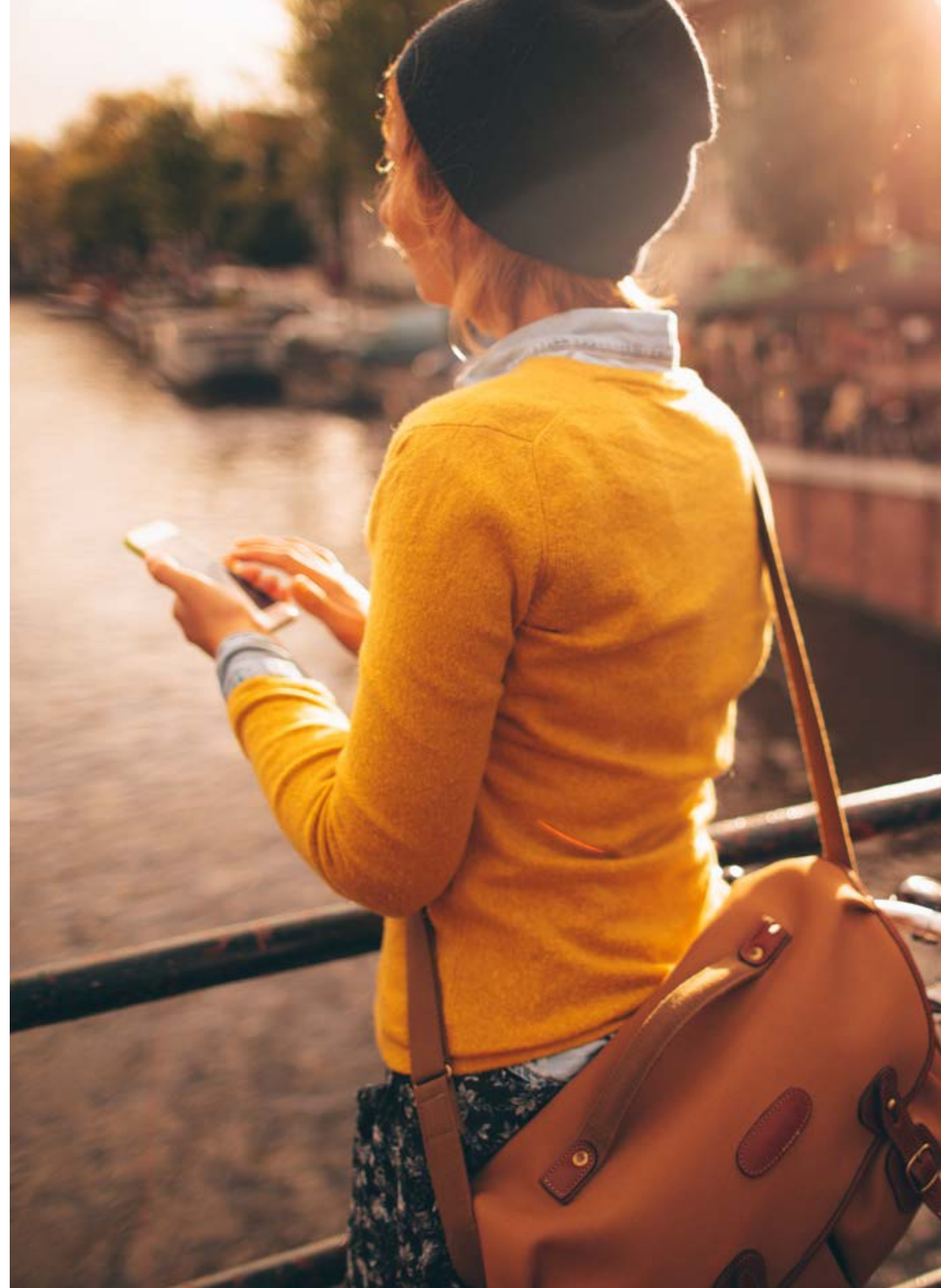
What this means for business?

There are no immediate changes to your banking services while the UK remains a member of the EU.

We're closely monitoring the situation and we're aiming to provide you with as much notice as possible should any changes be required. Our aim is to continue to provide you with the same level of service and range of products as we do today. We're also preparing for the intended move of our Western Europe Large Corporate coverage teams to NatWest Markets N.V. As much as possible we'll minimise disruption to our customers' business and we'll provide our customers with our full support throughout the transition.

What this means for your business?

Regardless of the outcomes of the Brexit negotiations, we're committed to helping you and your business succeed. With our expert knowledge, we're here to support you with the opportunities and challenges that Brexit could potentially bring to your business.



How are we planning for Brexit?

While the EU negotiations continue, the full implications and outcomes of Brexit are unknown, however we're preparing for a number of scenarios, including a no deal, to ensure we're ready to embrace the outcomes whether a deal is negotiated or not.

We've made good progress on our Brexit plans. We have implemented our plan to use our banking entity in the Netherlands, NatWest Markets N.V. and began serving some of our non-UK EEA customers from this entity on 25 March 2019. We've also transferred our Western Europe Large Corporate business into NatWest Markets.

Based in Amsterdam, NatWest Markets N.V. has branches in London, Dublin, Frankfurt, Madrid, Milan, Paris and Stockholm. NatWest Markets N.V. offers the same products and services that NatWest Markets Plc provides from the UK, with connections to the market infrastructure providers needed to serve you, including trading venues and counterparty clearing houses.

Our Ulster Bank Ireland DAC business will continue to provide services for our customers that do business in the Republic of Ireland.

We're preparing for a number of scenarios, including a no deal, to ensure we're ready to embrace the outcome.

We're involved in a number of consultations with key UK bodies to help us keep abreast of the latest developments for the Financial Services sector, post Brexit, and will regularly review our plans to ensure we are Brexit ready. These bodies include

- UK Government
- Bank of England
- UK Finance
- HMT (Her Majesty's Treasury), and
- our regulators
 - the PRA (Prudential Regulation Authority)
 - FCA (Financial Conduct Authority).

We will continue to monitor the situation, assess how the final agreement will affect you and keep you updated on how we can help you through any changes this will bring.

Frequently asked questions

What does Brexit mean?

“Brexit” is the short-hand term being used to describe the UK’s exit from the European Union (EU).

The UK voted to leave the EU following a referendum in June 2016. In March 2017, the UK Government started the process of leaving the EU by triggering Article 50 of the Treaty on European Union.

What is Article 50?

Article 50 of the Treaty on European Union is a provision in law which sets out how a Member State can leave the EU

What has been announced by the European Council in November 2018?

The EU and UK have signed a Withdrawal Deal on the UK’s departure from the EU. They have also agreed a top level political agreement on the future UK-EU relationship which is not legally binding at this stage.

What happens next?

We’re closely monitoring the situation and our aim is to continue to provide our customers with the same level of service and range of products as we do today. There are no immediate changes for our customers and our Brexit planning will continue unchanged.

What does it mean for me as a customer?

There are no immediate changes to your everyday banking services while the UK remains a member of the EU. We are closely monitoring the situation and we’re committed to providing you with as much notice as possible should any changes be required. Our aim is to continue to provide you with the same level of service and range of products as we do today.

What is the transition period?

In March 2018, the European Council announced the framework for a transition period, under which the UK would continue to participate in the European Single Market. This means UK banks would continue to have access to the European Single Market using financial services passporting rights. However, the transition period still needs to be approved by the UK and European parliaments, plus formally approved by the European Council so it is not yet legally agreed.

What is passporting?

Passporting allows us as a bank to sell our financial services in the EU, so that it’s as easy to lend to a customer in Madrid as it is to lend to a customer in Manchester. It also means that some of the foreign banks who have offices here in the UK can sell their financial services into EU countries and in the UK.

How will the Bank operate if EU passporting is removed?

We are a UK focused bank, so for the vast majority of customers, our services and products will remain the same after Brexit. However, to prepare for the possible loss of EU passporting we can use our banking entity in the Netherlands, NatWest Markets N.V to provide continuity of service from NatWest Markets to our non-UK EEA customers. As the Netherlands is a member of the EU, we’ll be able to use EU passporting rights for NatWest Markets N.V. to serve EEA customers.

We’re also continuing with our plans to move our Western Europe Large Corporate business and operations to NatWest Markets N.V. We’ll make sure there’s minimal disruption to our customers’ business and we’ll provide our customers with our full support throughout the transition.

We’ll make sure there’s minimal disruption to our customers’ business.

Why does passporting need to be removed when we leave the EU?

Passporting is intrinsic to the Single Market and will not be available to the UK after Brexit. The UK Government in its [July 2018 white paper](#) stated that its proposal for the economic partnership would include new arrangements on services and investments that provide regulatory flexibility.

Which countries are in the EU?

The EU currently consists of: Austria, Belgium, Bulgaria, Croatia, Republic of Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and the UK.

Which countries are included in the European Economic Area (EEA)?

The EEA includes EU countries and also Iceland, Liechtenstein and Norway. It allows them access to the EU's single market.

Switzerland is neither an EU nor EEA member but is part of the single market – this means Swiss nationals have the same rights to live and work in the UK as other EEA nationals.

Would a UK citizen living in the EU lose access to their banking in the UK?

There is as yet no specific guidance on UK banking, however there is a risk that in the event of 'no deal', access to certain banking services in the UK could be restricted.

Will there be any changes to my ability to make payments in Euro from the UK post Brexit?

Post-Brexit our access to euro payment capability for our customers will remain as it is today.

There should be no immediate impact on your banking services.

Further information

For more information on Brexit:

Ulster Bank Brexit site

<https://digital.ulsterbank.co.uk/personal/help-and-support/brexit-hub.html>

FCA Brexit site

<https://www.fca.org.uk/eu-withdrawal>

UK Government Brexit site

<https://www.gov.uk/government/organisations/department-for-exiting-the-european-union>

<https://www.gov.uk/government/publications/implications-for-business-and-trade-of-a-no-deal-exit-on-29-march-2019>

Confederation of British Industry (CBI) Brexit site

<http://www.cbi.org.uk/business-issues/brexit-and-eu-negotiations/>

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