

Santander CIB & SAP join forces to accelerate digitalization of Global Transaction Banking services

- Under this agreement, both firms will collaborate in the co-innovation of solutions to improve client-to-bank connectivity and provide their global clients with financial tools to help navigate supply chain disruptions and accelerating the decarbonization of their industrial activities.
- Santander CIB's clients worldwide will benefit from the integration of cutting-edge invisible banking solutions to support their digital transformation.
- Santander CIB will be the first bank in the European Union joining as a member of SAP Multi-Bank Connectivity to enhance the agility and efficiency of clients' digital processes.

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Santander Corporate and Investment Banking (Santander CIB) and SAP Spain reached an strategic partnership with the aim to boost digitalization across Global Transaction Banking services by co-innovating in solutions around the concept of invisible banking, improving client-to-bank connectivity, providing financial tools to help its clients worldwide navigate supply chain disruptions and accelerating the decarbonization of their industrial activities, reinforcing the way the bank provides the best-in-class service to support the digital transformation of its clients.

The agreement will streamline how Santander CIB approaches its clients, by leveraging the unique capabilities and expertise SAP can offer and co-innovate in value added solutions with multiple benefits for them: from streamlining the connectivity to value-added services related to counterparty risk, supply chain analytics, among others.

As a first step, Santander CIB has enhanced its connectivity capabilities becoming the first bank in the European Union to join SAP Multi-Bank Connectivity (MBC). SAP MBC brings more efficiency to the onboarding process of new clients into Santander CIB's footprint, since the deployment is secure, quick, and easy. This will improve the overall client experience, including costs and implementation times to get a seamless connectivity experience.

This strategic partnership will enable Santander CIB to progress in providing invisible banking solutions to its clients, by embedding Santander services within corporates Enterprise Resource Planning (ERP) with the ambition of transforming the client-to-bank interactions for the whole suite of GTB products.

Corporate Communications

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Jose Luis Calderon, head of Global Transaction Banking (GTB) at Santander CIB, said: *"This partnership is a step forward in the digitalization of the solutions we provide to our clients, with a strong focus on connectivity, supply chain management and energy transition. We already have a strong transaction banking solutions portfolio in Europe, America and Asia that help our clients navigate the complexity of doing business globally. This valuable proposition comes from the combination of understanding their needs and their daily challenges, leveraging on latest technology that SAP can deliver and the depth and breadth of our product offering."*

João Paulo Silva, SVP & General Manager, SAP South Europe and Francophone Africa, stated: *"This agreement, which brings together SAP's technology and Santander's products and services, is an example of co-innovation and demonstrates the importance both companies place on improving operational efficiency and customer experience. We look forward to seeing the positive impact it has on our customers"*.

Banco Santander (SAN SM, STD US, BNC LN) is a leading commercial bank, founded in 1857 and headquartered in Spain. It has a meaningful presence in 10 core markets in the Europe, North America and South America regions, and is one of the largest banks in the world by market capitalization. Santander aims to be the best open financial services platform providing services to individuals, SMEs, corporates, financial institutions and governments. The bank's purpose is to help people and businesses prosper in a simple, personal and fair way. Santander is building a more responsible bank and has made a number of commitments to support this objective, including raising over €120 billion in green financing between 2019 and 2025, as well as financially empowering more than 10 million people over the same period. At the end of the first quarter of 2022, Banco Santander had €1.2 trillion in total funds, 155 million customers, of which 26 million are loyal and 49 million are digital, 9,900 branches and 198,000 employees.

Santander Corporate & Investment Banking (Santander CIB) is Santander's global division that supports corporate and institutional clients, offering tailored services and value-added wholesale products suited to their complexity and sophistication, as well as to responsible banking standards that contribute to the progress of society.

SAP's strategy is to help every business run as an intelligent, sustainable enterprise. As a market leader in enterprise application software, we help companies of all sizes and in all industries run at their best: SAP customers generate 87% of total global commerce. Our machine learning, Internet of Things (IoT), and advanced analytics technologies help turn customers' businesses into intelligent enterprises. SAP helps give people and organizations deep business insight and fosters collaboration that helps them stay ahead of their competition. We simplify technology for companies so they can consume our software the way they want – without disruption. Our end-to-end suite of applications and services enables business and public customers across 25 industries globally to operate profitably, adapt continuously, and make a difference. With a global network of customers, partners, employees, and thought leaders, SAP helps the world run better and improve people's lives. For more information, visit www.sap.com.