



# M&T Bank Canadian Banking Group

Corporate Offices:

M&T Bank

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Highlights  
Of  
U.S. / Canadian  
Cross-Border  
Banking



# M&T Bank

- M&T Founded in 1856
- Headquartered in Buffalo, NY
- Specialized Canadian Lending Group in Buffalo
- Serving Canadian Market Since 1856
- M&T Bank is a \$55 Billion Bank -Top 20 of US Banks
- Over 600 Branches in the US



# Canadian vs. U.S. Banking

- Number of Banks: 6 in Canada vs. 8,000 in U.S.
- Canadian Banks use more advanced technology
- Competitive Environment in U.S. drives differentiation with customer service and pricing

The background of the slide features a stylized American flag. The top-left corner is a solid red triangle. The rest of the background is light blue with a grid of white stars. A large, solid red arrow points from the left side towards the right, overlapping the stars and the red triangle.

# U.S. Banking Concepts

- Check collection and float
- Electronic Funds Transfer (EFT) is not a cross border product
- A payroll processor can mitigate the complexity of payroll taxes (both Federal and State)



# Stages of Doing Business in the US

- Selling product from Canada
- Selling through a US Sales Organization
- Establishing a Sales Office in the U.S.
- Establishing a Warehouse & Distribution Site
- Establishing a Manufacturing or Assembly Facility



# **Banking Services Used By Canadian Companies**

- Standard Checking Accounts
- Web-Based Banking (i.e. cash management services)
- Lockbox
- Acceptance of Payment Via Customer Credit Cards
- Corporate Credit Card for Travel & Entertainment
- Foreign Exchange Services
- Credit Facilities
- Investment Sweeps
- Personal Banking

The background of the slide features a stylized American flag with white stars on a blue field. A large, solid red maple leaf is superimposed on the left side, pointing towards the right. The text is positioned to the right of the maple leaf.

# Business Insurance in the U.S.

- The U.S. business environment is more litigious than Canada and awards from lawsuits are some of the highest in the world
- As a result, business insurance is an important component of doing business in the U.S.
- Experienced insurance brokers should be considered an important part of your advisory team



# Questions...Please call

*M&T Bank*

*Canadian Banking Group*

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