

Financial products and services

An exclusive offer to ACCC member colleges and institutes

RBC Financial Group® is pleased to be working with the Association of Canadian Community Colleges (ACCC) to provide a broad range of financial solutions to its members. The RBC® ACCC package has been designed to address the unique banking, cash management, leasing and investment needs of Canada's community colleges and institutes and the needs of their students.

Full banking services

RBC Royal Bank® provides a comprehensive package of full banking services to colleges and institutes across Canada. RBC is a market leader in service to the public sector with significant relationships in every segment of the industry. Our business relationship with this sector goes beyond offering products. It includes understanding and partnering with public sector businesses to help them identify areas for growth and efficiency, and suggesting practical, cost-effective ways to make the most of those opportunities.

RBC takes pride in its understanding of the business of Canada's colleges and institutes. We have special programs that make the transition to becoming an RBC full banking services customer a seamless and efficient process.

As an added feature of the RBC Royal Bank and ACCC preferred package, RBC will

waive the first three months of current account activity fees, starting with the first month of full banking activity, for any ACCC member college or institute that becomes an RBC banking client.

RBC cash management services

RBC's accounts payable solution

Streamline your accounts payable electronically. Paying your suppliers electronically can increase your efficiency and reduce your costs.

RBC's accounts payable solution, A/P Link®, can lower accounts payable costs an average of \$2 to \$4 per transaction by converting cheque payments to electronic payables — a quick payback on the investment required. Acting on instructions received directly from your accounting system, A/P Link electronically credits funds to suppliers' and/or employees' accounts and concurrently delivers the related payment details to the recipient via e-mail or fax.

Features include the following:

- > For any ACCC member, a 30% reduction in the standard implementation fee of \$6,900, a savings of \$2,100; implementation includes the software solution and the necessary training for college and institute staff
- > PC/Windows-based turnkey solution
- > No requirements for your accounting system to be EDI capable

Advantages of A/P Link include the following:

- > ASCII file can be used as the basic input format for all payment types
- > A communications package, an EDI translator, and message authentication software incorporated into one solution through one provider/support centre
- > Integration of multiple applications
- > Reduced development in source applications and reduced requirements for expertise in EDI standards and data mapping
- > RBC Financial Group EC specialists that configure software to meet your specific requirements
- > Multi-level password access and function controls
- > Encrypted vendor database

RBC leasing program

A market leader in lease financing, RBC finances all types of new and used equipment, from computer equipment to aircraft, appliances and energy management equipment.

RBC has a network of 30 experienced leasing specialists coast to coast who will work with ACCC members to craft the lease structure that best supports their financial goals. These specialists will undertake lease versus buy analyses, explain tax characteristics and, for more complex needs, will bring in other team members such as KPMG.

RBC will underwrite leases of \$15,000 and up, for up to 100% of the eligible equipment cost*. ACCC members who purchase equipment outright and decide to finance it with RBC may also be eligible for sale/leaseback transactions.*

ACCC members enjoy a preferred interest rate under this leasing program. They may also choose from fixed or floating-rate alternatives, which are pegged to the Government of Canada Bond Rate, and will enjoy a discounted administration fee of \$100 per lease.

And RBC will make a \$500 donation to your scholarship/bursary fund to assist students with education costs, for each lease of between \$200,000 and \$1,000,000 booked under the program.

RBC Asset Management

Short-term investments

Through the RBC Banking and Alliance Partnership package for ACCC members, all ACCC member colleges have access to a high-quality suite of RBC short-term

cash investment solutions and professional investment advice from the RBC Asset Management team. A rigorous investment risk control process, scale economies and seamless integration with branch banking allows members to maximize their investment returns, while minimizing the time spent managing their investments.

The RBC institutional series of mutual fund units provides safe, high-quality, high-yielding cash investment options, as well as operational flexibility. Member colleges with \$5 million or greater can invest in series I units of the RBC Canadian Money Market Fund, a highly diversified, multi-billion-dollar investment pool that holds a broad selection of Canadian money market securities. Or, for members looking to exclude commercial paper and other sensitive credit instruments, the series I units of the RBC Canadian T-bill Fund, a highly diversified billion-dollar investment pool, holds ultra-high-quality Government of Canada and provincial treasury bills, as well as short-term bankers acceptances.

The management fee on each of these solutions is 15 basis points (bps) per annum, plus fund expenses. (As part of the ACCC Affinity program, RBC Banking will pay member colleges two bps per annum for each 12 consecutive-month period that a minimum balance of \$5 million is maintained in the institutional funds described. Payments are made annually, directly to member RBC bank accounts.)

Access to the RBC cash management suite of products is easy. All that is required is the opening of an RBC Asset Management investment account and a flow-through RBC bank account.

Financial management information and tools for students

RBC recognizes the challenges that most college and institute students face in managing their personal finances while attending school, and after graduation.

Working with an ACCC advisory group, RBC has designed a portal (available summer of 2006) where students can access valuable information and tools online about developing and managing a personal budget, student credit instruments to assist in financing their education, day-to-day banking services, managing debt, and establishing and maintaining a good credit rating, and other valuable information.

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* Subject to RBC lending criteria and approval of the individual lease requests.