



## NOTIFICATION OF EXCLUSIVE DEALING

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the *Trade Practices Act 1974*, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

## 1. Applicant

(a) Name of person giving notice:

Citigroup Pty Limited ABN 88 004 325 080 ("Citibank") N9323A

(b) Short description of business carried on by that person:

Banking and financial services

(c) Address in Australia for service of documents on that person:

C/o Gaylene Young Senior Compliance Officer Compliance & Control Department Citigroup Pty Limited Level 11, 2 Park Street Sydney NSW 2000

## 2. Notified arrangement

(a) Description of the goods or services in relation to the supply or acquisition of which this notice relates:

Banking and investment products.

(b) Description of the conduct or proposed conduct:

Customers may be offered benefits by Citibank (including increased deposit interest rates and/or waived fees and charges) for Citibank deposit accounts where customers also apply through Citibank for managed fund, superannuation, and/or structured products issued by third party issuers whose products Citibank distributes, currently:

BlackRock Investment Management (Australia) Limited ABN 13 006 165 975, Centro MCS Manager Limited ABN 69 051 908 984, BT Portfolio Services Ltd. ABN 73 095 055 208, Westpac Financial Services Ltd ABN 20 000 241 127, BT Funds Management Limited No. 2 Limited ABN 22 000 727 659, BT Funds Management Limited ABN 63 002 916 458, Trust Company Superannuation Services Limited ABN 49 006 421 638, Barclays Global Investors Australia Limited

ABN 33 001 804 566, BT Investment Management (RE) Limited ABN 17 126 390 627, BT Funds Management Limited ABN 63 002 916 458, Macquarie Investment Management Limited ABN 66 002 867 003, Perpetual Investment Management Limited ABN 18 000 866 535, Schroder Investment Management Australia Limited ABN 22 000 443 274, State Street Global Advisors Australia Services Limited ABN 16 108 671 441, Aberdeen Fund Managers Australia Limited ABN 11 076 098 596, Principal Global Investors (Australia) Limited ABN 45 102 488 068, Credit Suisse ABN 17 061 700 712, AMP Capital Investors Limited ABN 59 001 777 591, Challenger Managed Investments Limited ABN 94 002 835 592, Legg Mason Asset Management Australia Limited ABN 76 004 835 849, Deutsche Asset Management (Australia) Limited ABN 63 116 232 154, ABN AMRO Asset Management (Australia) Limited ABN 78 008 576 449, National Mutual Funds Management Ltd. ABN 32 006 787 720, Permanent Investment Management Limited ABN 45 003 278 831, APN Funds Management Limited ABN 60 080 674 479, Platinum Investment Management Limited ABN 25 063 565 006, Hunter Hall Investment Management Limited ABN 69 063 081 612, HFA Asset Management Limited ABN 25 082 852 364, Select Asset Management Limited ABN 94 101 103 011, Mercer Investment Nominees Limited ABN 79 004 717 533, Colonial First State Investments Limited ABN 98 002 348 352, Lazard Asset Management Pacific Co ABN 13 064 523 619, Goldman Sachs JBWere Managed Funds Limited ABN 63 005 885 567, Investors Mutual Limited ABN 14 078 030 752, Ausbil Dexia Limited ABN 26 076 316 473, Australian Unity Funds Management Limited ABN 60 071 497 115, Souls Fund Management Limited ABN 78 098 628 605, JPMorgan Investments Australia Limited ABN 21 056 751 716, UBS AG ABN 47 088 129 613, UBS AG, Jersey Branch, Merrill Lynch & Co., Inc United States of America, HSBC Plc (United Kingdom), Lehman Brothers Treasury Co BV Netherlands, Calyon Finance (Guernsey) Limited, Guernsey, Banque Générale du Luxembourg, Luxembourg, Allegro Investment Corporation S.A., Luxembourg

# 3. Persons, or classes of persons, affected or likely to be affected by the notified conduct

- (a) Class or classes of persons to which the conduct relates:

  \*\*Banking and investment customers of Citibank.\*\*
- (b) Number of those persons:
  - (i) At present time:

None

(ii) Estimated within the next year:

3000

(c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:

N/A

#### 4. Public benefit claims

(a) Arguments in support of notification:

Consumers will enjoy benefits, such as higher bank deposit account interest rates and/or reduced fees and charges on certain bank deposit accounts and will provide Citibank with the opportunity to better compete in the highly competitive banking and financial service market.

(b) Facts and evidence relied upon in support of these claims:

Citibank offers its bank account products face-to-face through its eleven national branches, and otherwise via non-personal methods such as the internet and mail campaigns. Other banks, building societies and credit unions are able to offer financial products through a total of over 6,000 branches nation-wide (Source: APRA 8 November 2007) in addition to internet and mail campaigns.

There are currently over 50 banks and 150 building societies and credit unions offering deposit services in Australia. (Source: APRA 31 October 2007).

Citibank's total deposit holding represents less than 2% of the total deposit holding of all other banks (not including deposits held with over 150 building societies and credit unions) operating in Australia (Source: APRA 31 October 2007).

### 5. Market definition

Provide a description of the market(s) in which the goods or services described at 2 (a) are supplied or acquired and other affected markets including: significant suppliers and acquirers; substitutes available for the relevant goods or services; any restriction on the supply or acquisition of the relevant goods or services (for example geographic or legal restrictions):

Retail banking and financial services in the Australian market.

## 6. Public detriments

(a) Detriments to the public resulting or likely to result from the notification, in particular the likely effect of the notified conduct on the prices of the goods or services described at 2 (a) above and the prices of goods or services in other affected markets:

No detriment will result from the conduct, as:

- Citibank does not have a strong physical presence in the retail banking and finance market in Australia;
- competition in the retail banking and finance market is highly competitive and consumers have the choice from a large number of savings and investment companies; and
- the products involved are available to be purchased independent of these offers.
- Facts and evidence relevant to these detriments: (b)

Citibank offers its bank account products face-to-face through its eleven national branches, and otherwise via non-personal methods such as the internet and mail campaigns. Other banks, building societies and credit unions offer financial products through a total of over 6,000 branches nation-wide (Source: APRA 8 November 2007) in addition to their use of internet and mail campaigns.

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> AUST. COMPETITION & CONSUMER COMMISSION

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#### 7. **Further information**

(a) Name, postal address and contact telephone details of the person authorised to provide additional information in relation to this notification:

C/o Gaylene Young Senior Compliance Officer Compliance & Control Department Citiaroup Ptv Limited Level 11, 2 Park Street Sydney NSW 2000

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Telephone: 02 8225 3389

30/11/2007

Signed by/on behalf of the applicant:

Signature

Name and title Gaylene Young Senior Compliance Officer

Citigroup Pty Limited ABN 88 004 325 080

Page 4 of 4