



Unique Insights For Your Cross-Border Payments Business

Better Intelligence, leads to better business

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13 November 2018

- Join Teleconference (Phone) or Integrated VoIP (PC headset)
- For Phone
 - Click “Country/Region” to select country code
 - Complete phone number
 - You are called by an external number
 - Pick up phone, press 1, you are in the conference
- You can at **any time** enable sound or switch Phone/IP
 - Click “Communicate” then “Audio”
- You will hear silence until the session starts

Housekeeping

- You are on a listen only mode
- Submit questions using Q&A feature
- Questions may be submitted at any time to “All Panelists”
- There will be a Q&A session at end of the presentation

The screenshot displays the Zoom meeting interface. At the top, there are icons for 'Participants', 'Chat', and 'Q&A'. A red arrow points to the 'Q&A' icon. Below the 'Participants' section, there is a 'Speaking:' section with a 'Panelists: 1' dropdown showing '(Host)'. Underneath, there is an 'Attendees:' section with 'Karin DESMET (me)'. At the bottom, there is a 'Q&A' section with a dropdown menu for 'Ask:' showing options: 'All Panelists', 'Host', 'Presenter', and 'Host & Presenter'. A red arrow points to the 'Host' option. A 'Send' button is visible to the right of the dropdown.



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Global Payments trends

2

Case Study: Hong Kong's Payments

3

Use cases: How to develop your payments business with SWIFT Business Intelligence solutions

4

Complement your gpi journey with Watch Banking Analytics Premium

“

The world's most valuable resource is no longer oil, but **data**.

(The Economist, 2017)

”



Global Payments trends



Strong year for global payments and SWIFT gpi

Growth rates YTD 2018 compared to YTD 2017 on SWIFT FIN service

+3.5%

**Cross-border
payment instructions**

(MT 103s sent
internationally,
YTD 2018 vs YTD 2017)

>100B

**Amount sent daily
via gpi**
(Converted in USD)

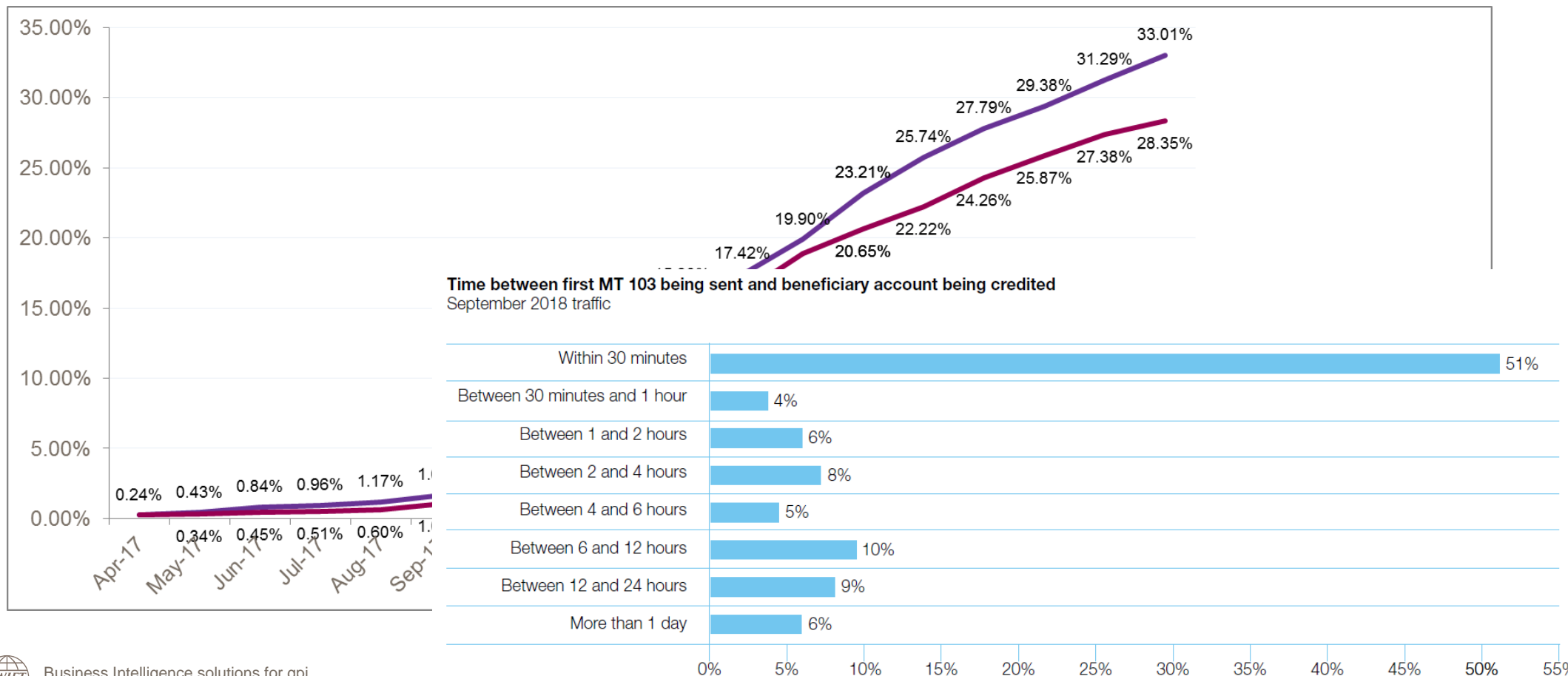
>120

**Currency used
in gpi payments**
(across >700
country corridors)



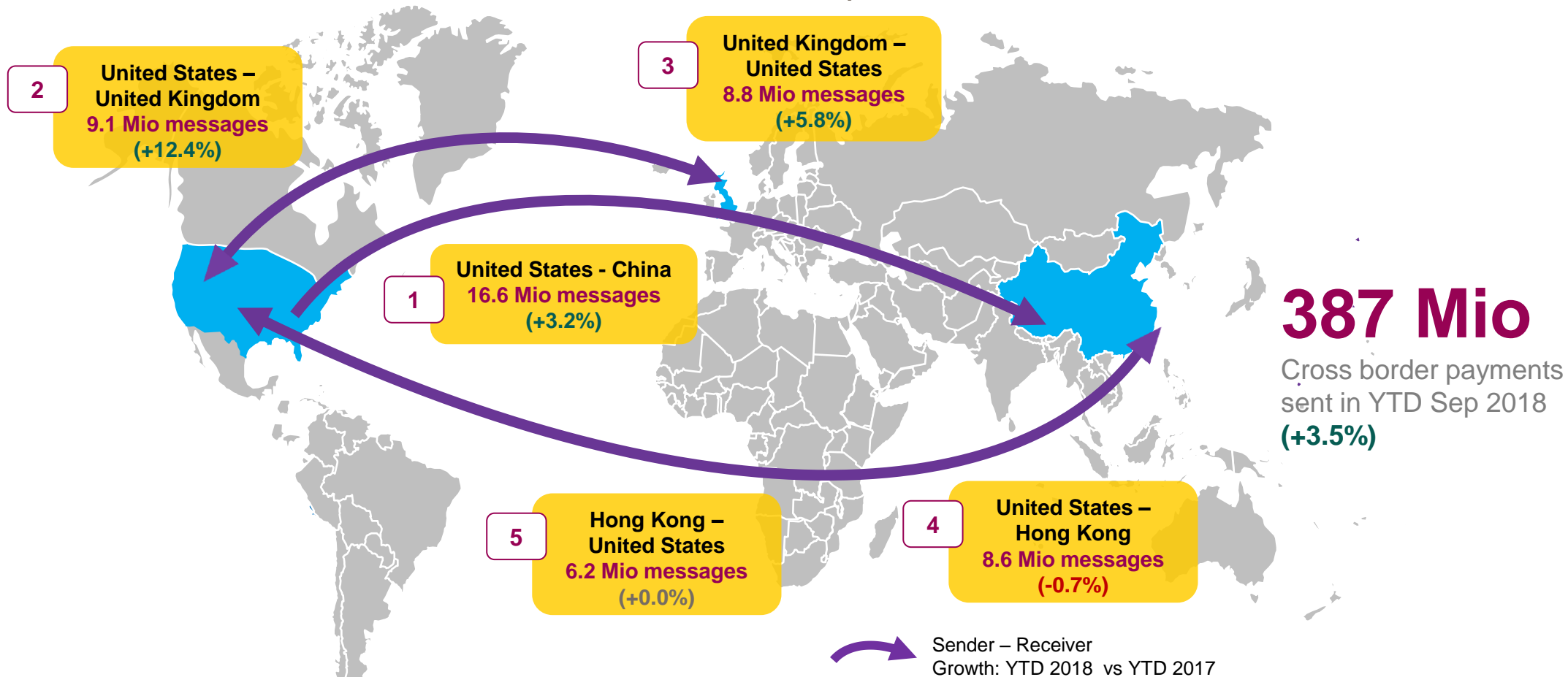
Global gpi adoption – Volumes and Values

Live gpi MT 103s vs live total MT 103s (gpi to gpi and gpi to non-gpi since November 2017), international, Inter-Group



Top 5 Corridors for worldwide payments

Live, delivered **international** MT 103s sent in YTD September 2018

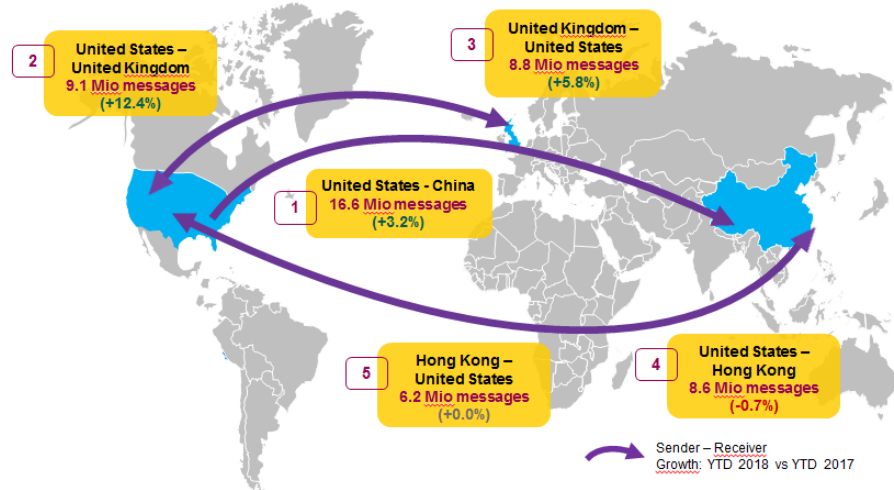


Top 10 Corridors for worldwide payments

Live, delivered **international** MT 103s sent in YTD September 2018

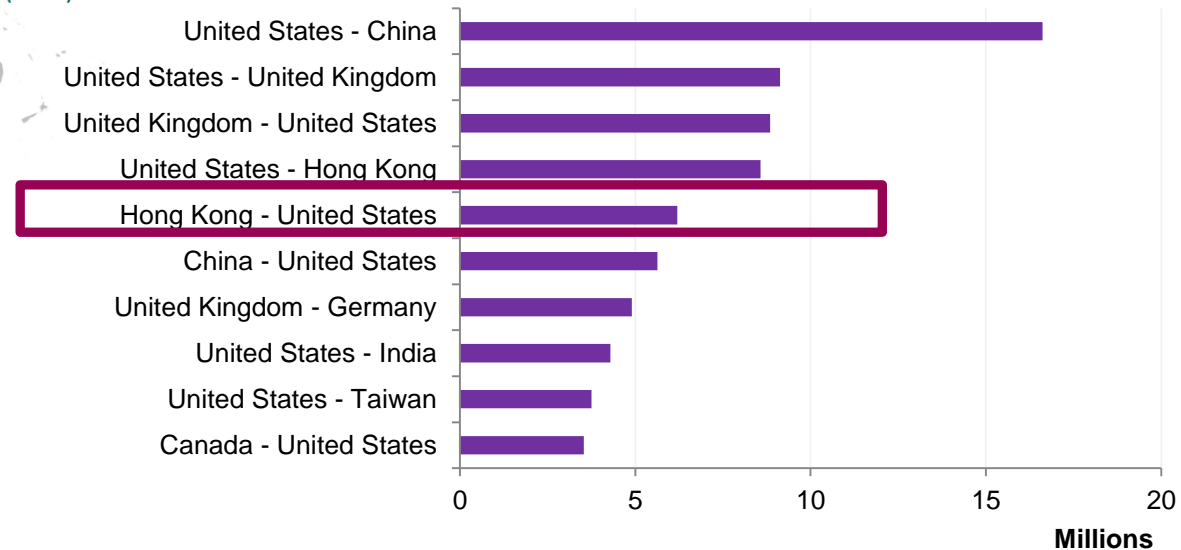
Top 5 Corridors for Worldwide Payment

Live, delivered **international** MT 103s sent in YTD September 2018



387 Mio

Cross border payments sent in YTD Sep 2018 (+3.5%)



Case study: Hong Kong's Payments

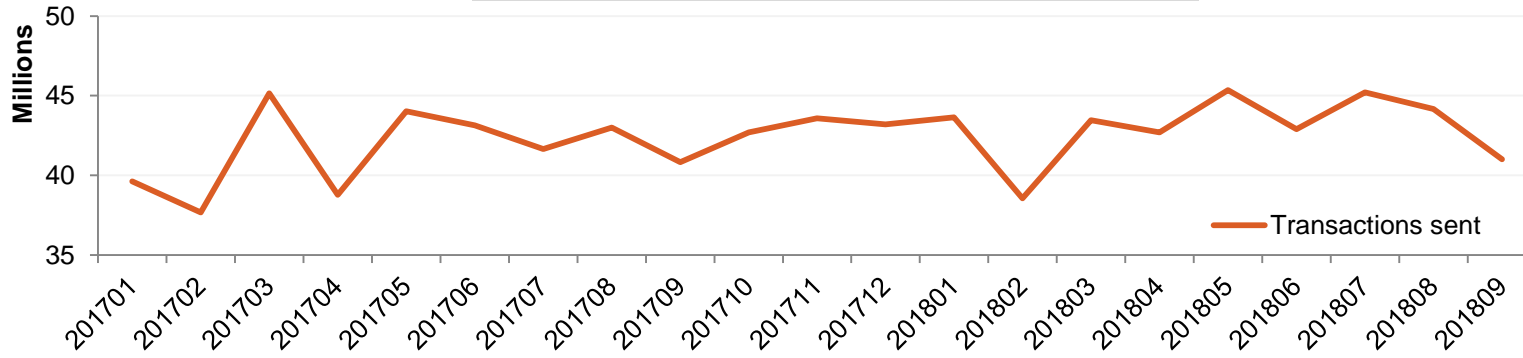


Payment Evolution: Worldwide & Hong Kong

Live, delivered **international** transactions of MT 103s in YTD 2018 vs YTD 2017

34.0%
gpi adoption rate
(September 2018)

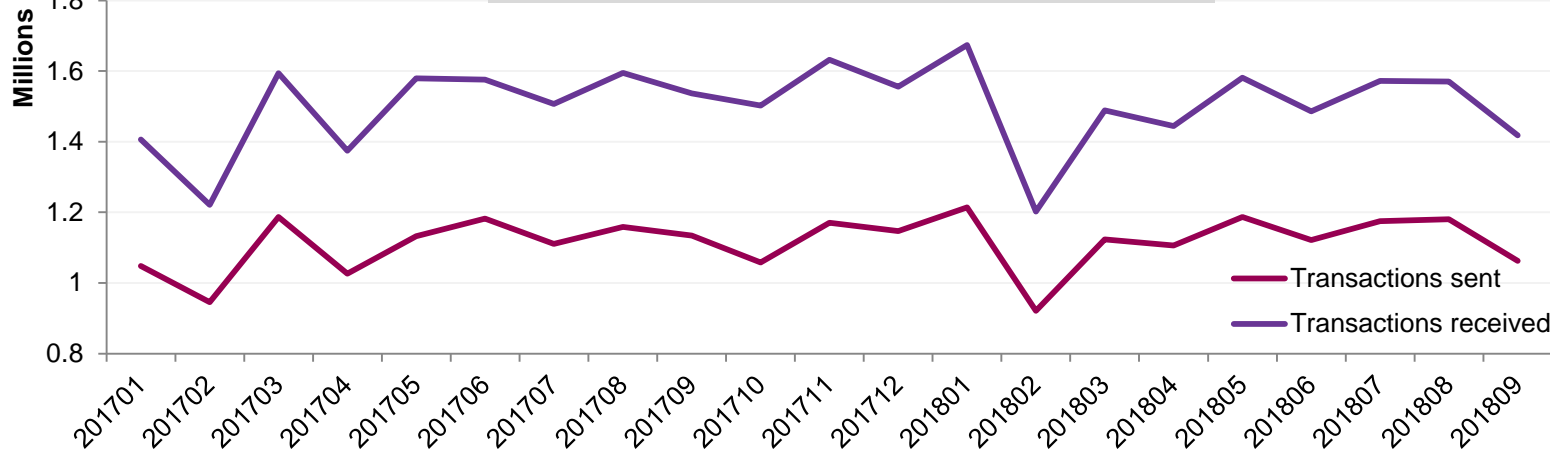
Worldwide Payments



Growth
+3.5%

MT 103s sent globally: YTD 2018 vs YTD 2017

Payments sent / received by Hong Kong



+1.7%

MT 103s Sent from Hong Kong:
YTD 2018 vs YTD 2017

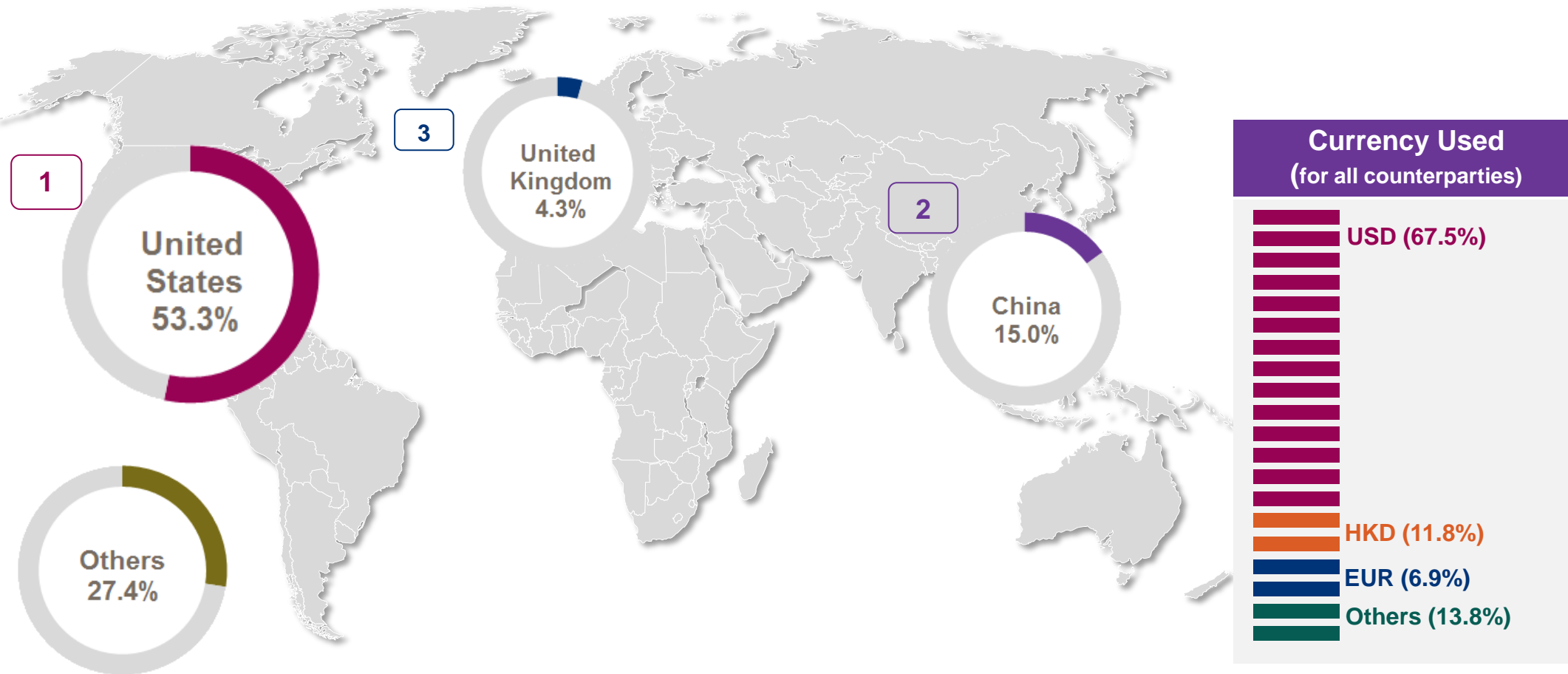
+0.4%

MT 103s Received by Hong Kong::
YTD 2018 vs YTD 2017



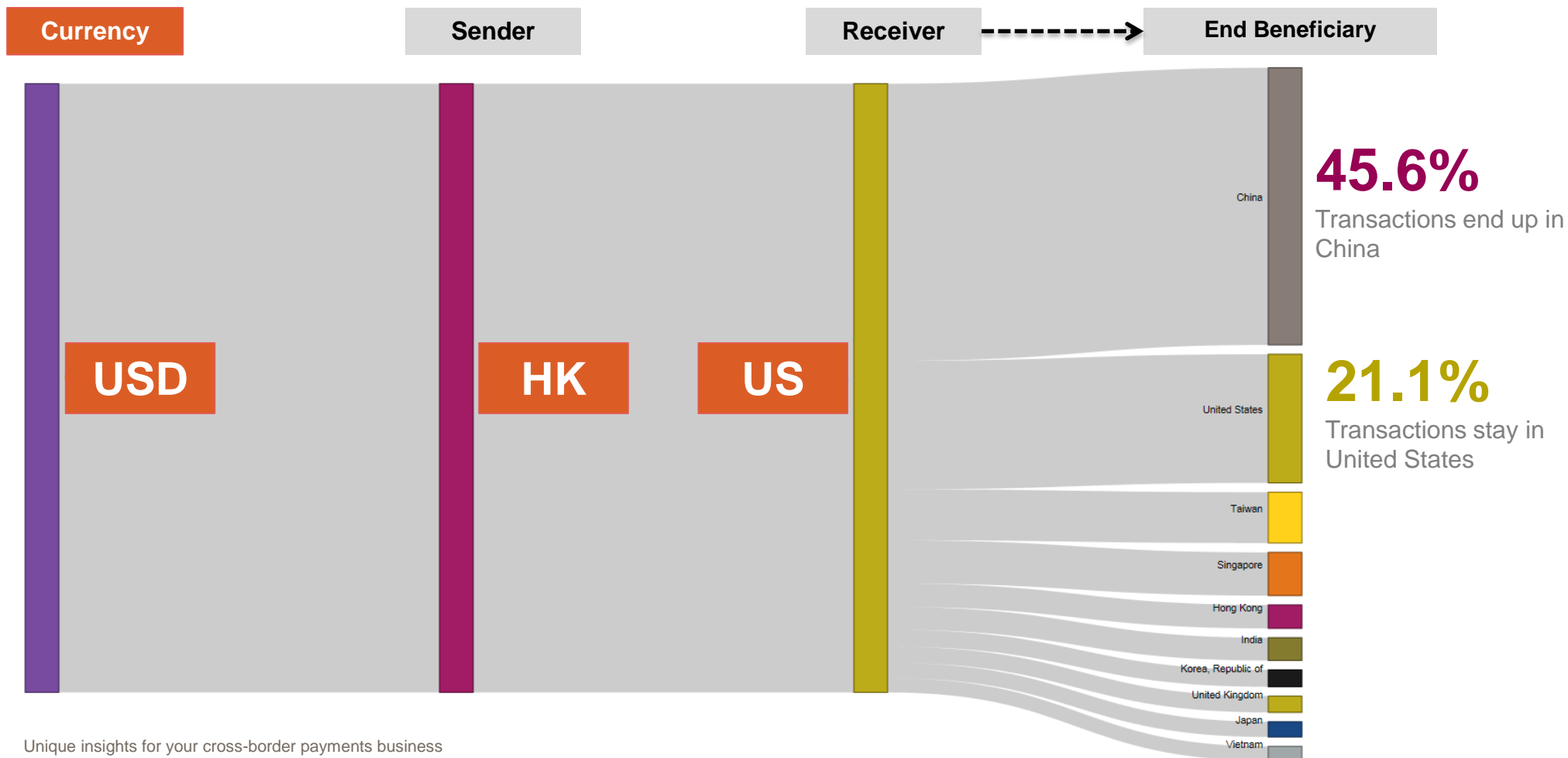
Top 3 Counterparty Economies for Payments: Hong Kong as Senders

Live, delivered **international, inter-group** MT 103s from Hong Kong in YTD 2018



Top 10 End Beneficiaries of Transactions Sent from HK to US using USD

Live, delivered *international* MT 103s from Hong Kong to United States in YTD 2018



Use cases:

How to develop your payment business with SWIFT Business Intelligence solutions



Evolving Business Intelligence portfolio

Business developments / Regulatory requirements / Market practices

Watch

- Traffic/ Billing Analytics
- **Banking Insights**
- Banking Analytics
- Banking Analytics Premium
- Securities Insights
- Securities Analytics

SWIFT Scope

- Intraday Liquidity Reporting
- Global Banks
- Central Banks
- Cash Reporting

SWIFT Economics

- SWIFT index
- Monthly RMB tracker

GPI

- Observer Insights
- Observer Analytics
- BI4GPI

BI Professional Services

- Peer Benchmarking
- FX Performance Insights
- Operational Excellence
- RMA Analysis
- Corporate Business Development Report

Get the most of SWIFT BI products and services

- SWIFT Smart for BI

- BI User Group meetings








- Webinars
- Newsletters

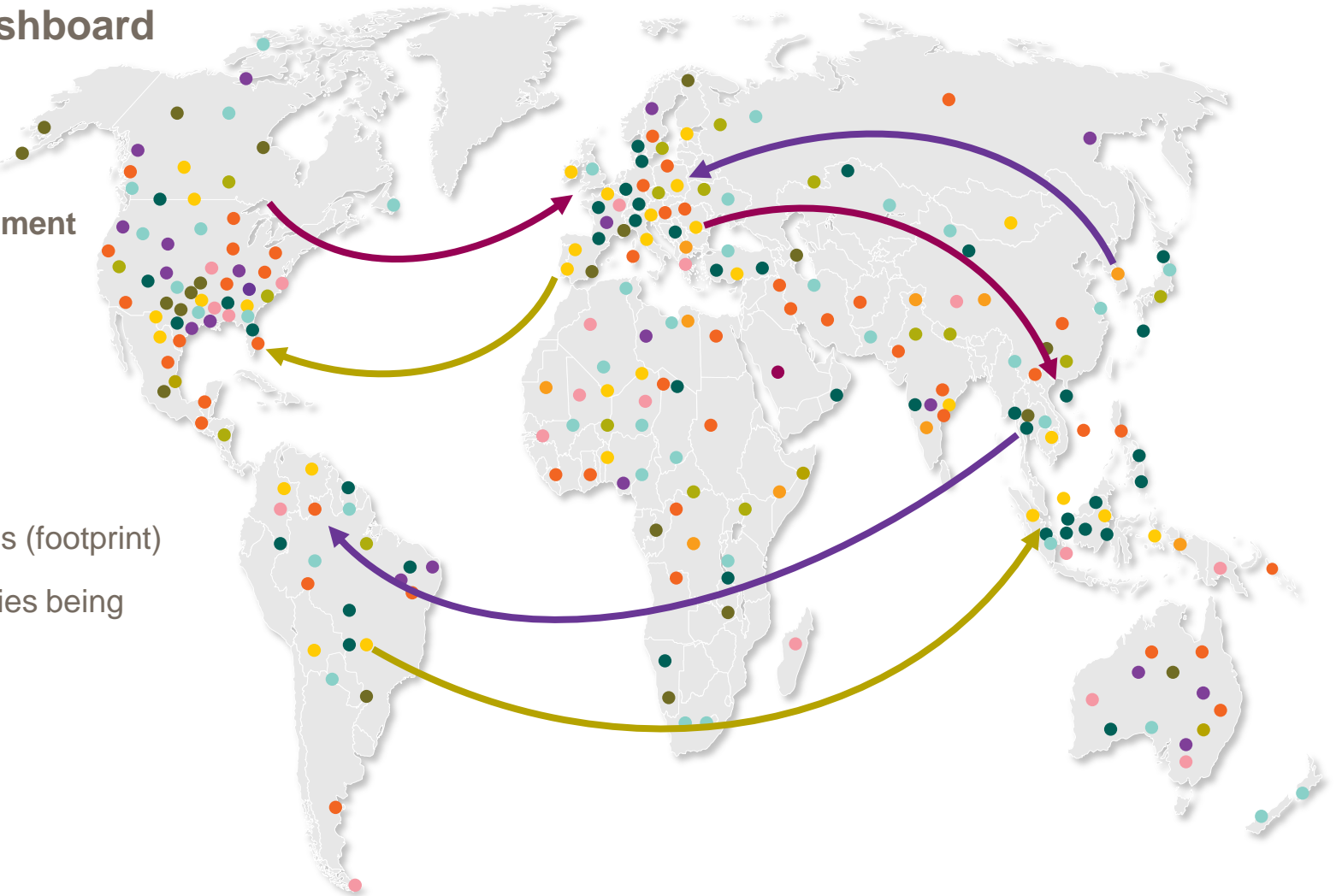


Cash and Payment Dashboard

The focus is on your messaging activity with your correspondents for **Payments and Cash Management** purposes.

Data can be analysed through various angles:

-  General overview and top activities (scope)
-  Regional and country focus (footprint)
-  Message types or currencies being used (portfolio)
-  Activity share
-  SWIFT Totals
-  gpi flag
-  Unique insights for your cross-border payments business

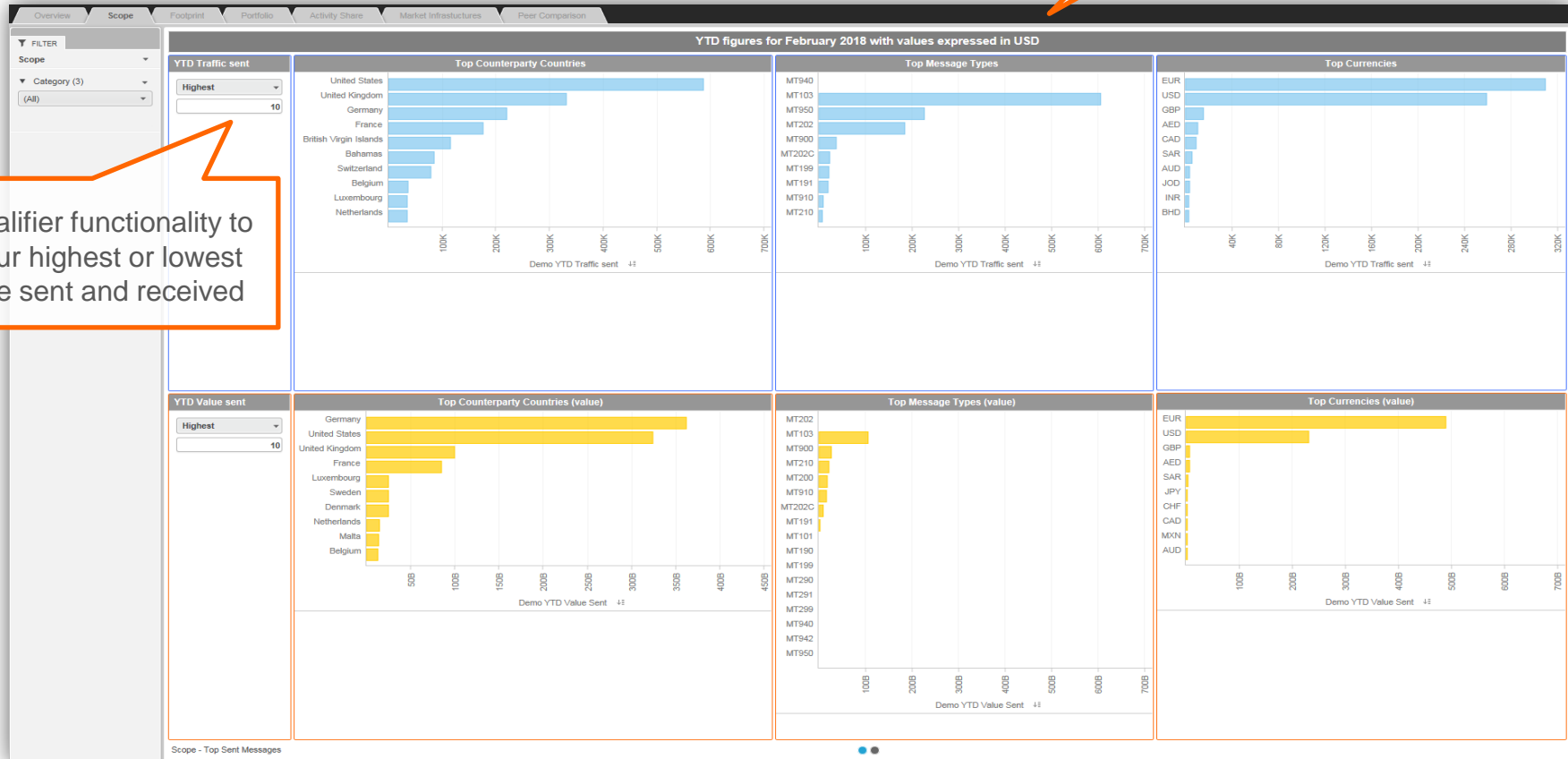


Scope

Quickly identify the concentration of your business

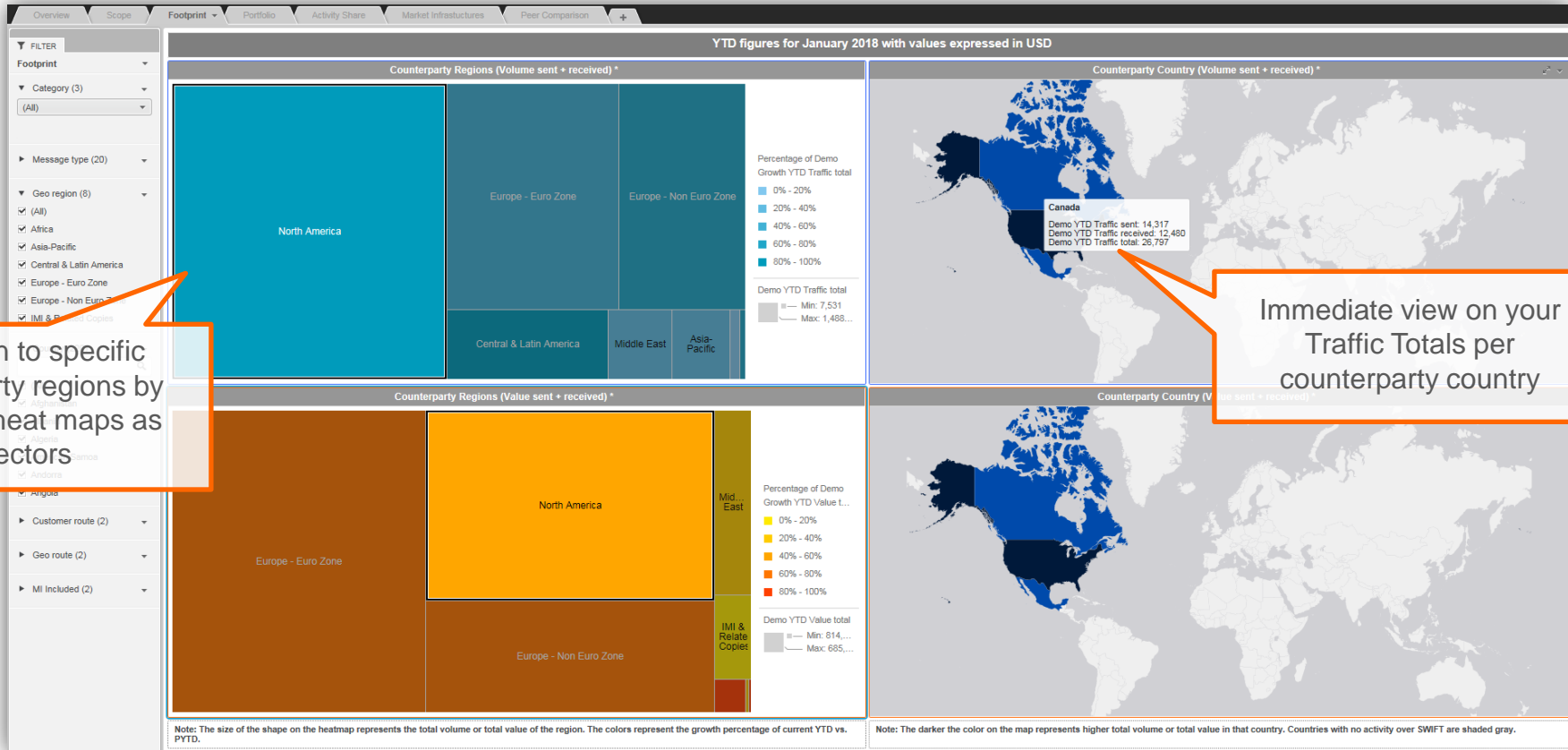
Identify which countries you send the most payments to and in what currencies these payments are instructed

Use the qualifier functionality to identify your highest or lowest traffic/value sent and received



Footprint

Get insights into how your payment messages are concentrated regionally



Drill down to specific counterparty regions by using the heat maps as selectors

Immediate view on your Traffic Totals per counterparty country



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Strategic planning, performance tracking and competitive intelligence



How can **Banking Analytics Premium** help you?

Understand your business globally

Where are my payments initiated and which end beneficiary countries are these payments ending up in?
Can I know more details about these payments by looking at the currencies used and the value ranges to understand the nature of the underlying business?

Reduce costs and improve efficiency

Who is sending me free format messages?
Should I discuss with my counterparties in a specific country to send messages in a structured way?

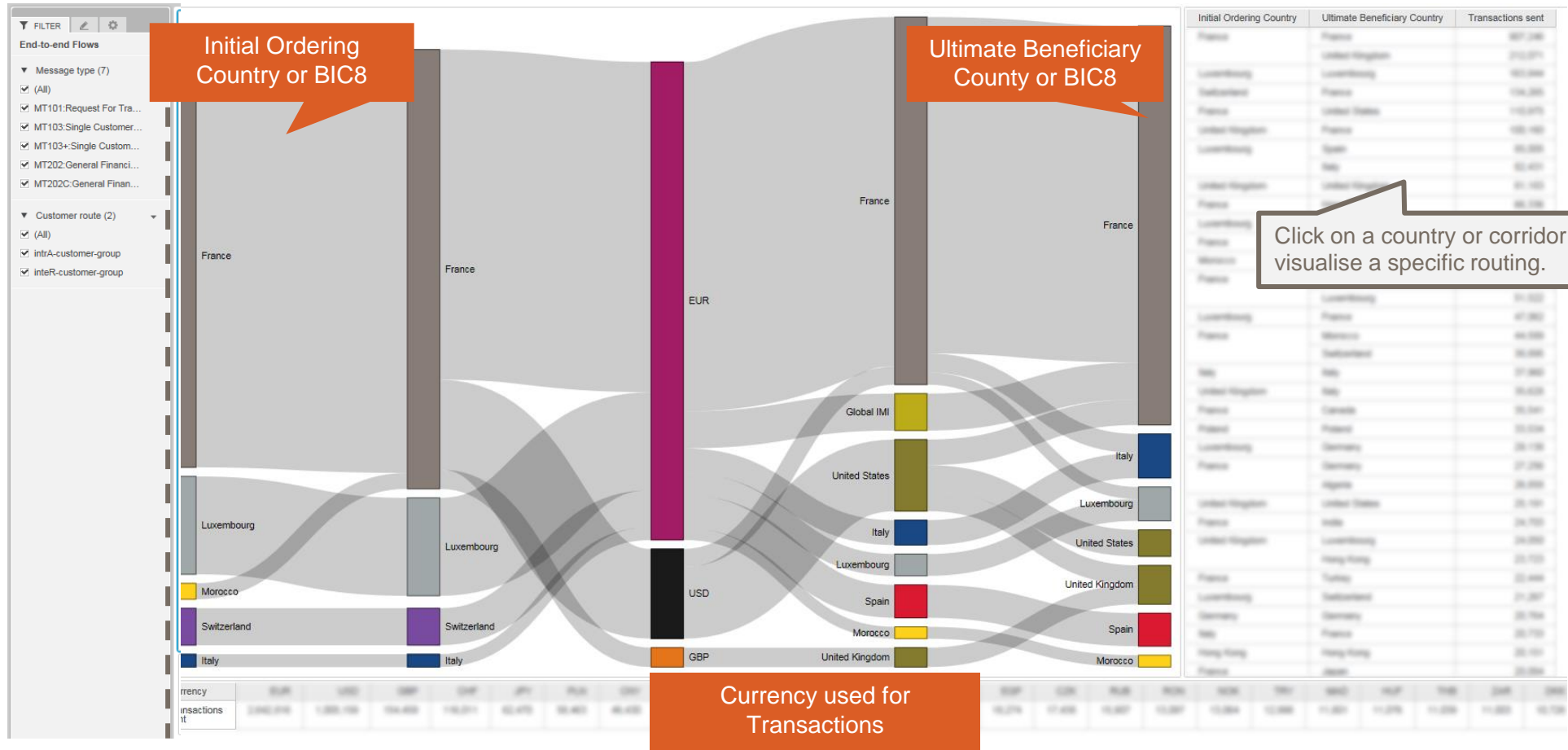
Identify new business opportunities

Are there opportunities to grow in a corridor that I am not active in?
Are there any potential new direct correspondent banking relationships to establish?



Additional Visual: End-to-end flows

Identify where your payments originate from and where they eventually end up



Complement your gpi journey with Watch Banking Analytics Premium



gpi footprint

Identify your gpi corridors and your gpi counterparties

Worldmap

Counterparty pairs

Currency usage (1)

Currency usage (2)

Overview of your gpi counterparties - transactions sent *

Demo BIC8	Demo Counterparty BIC8	Transactions sent	Amount sent
DEMOJ3A.	DEMOBjna	232,082	1,709,116,999
DEMOBNA.	DEMOBjna	178,387	9,473,381,712
DEMOJ3A.	DEMOR2he	69,489	91,582,846,956
DEMODOged	DEMOJ3A.	67,114	16,659,230,190
DEMOJ3A.	DEMOIjna	66,569	9,011,326,189
	DEMOJLA.	56,779	336,089,802,514

Overview of your gpi counterparties - transactions received *

Demo Counterparty BIC8	Transactions received	Amount received
DEMODOhed	83,609	14,650,094,580
DEMODOged	67,114	16,659,230,190
DEMODOk/S	63,256	7,762,713,356
DEMOBjna	60,177	2,112,227,028
DEMOBjna	45,004	1,636,203,288
DEMOUMA.	36,244	11,434,261,115

Use the filters on the left to deep dive on gpi flag, customer route and geo route.

Use these dots to navigate between the different panels. There are 3 panels in this tab:

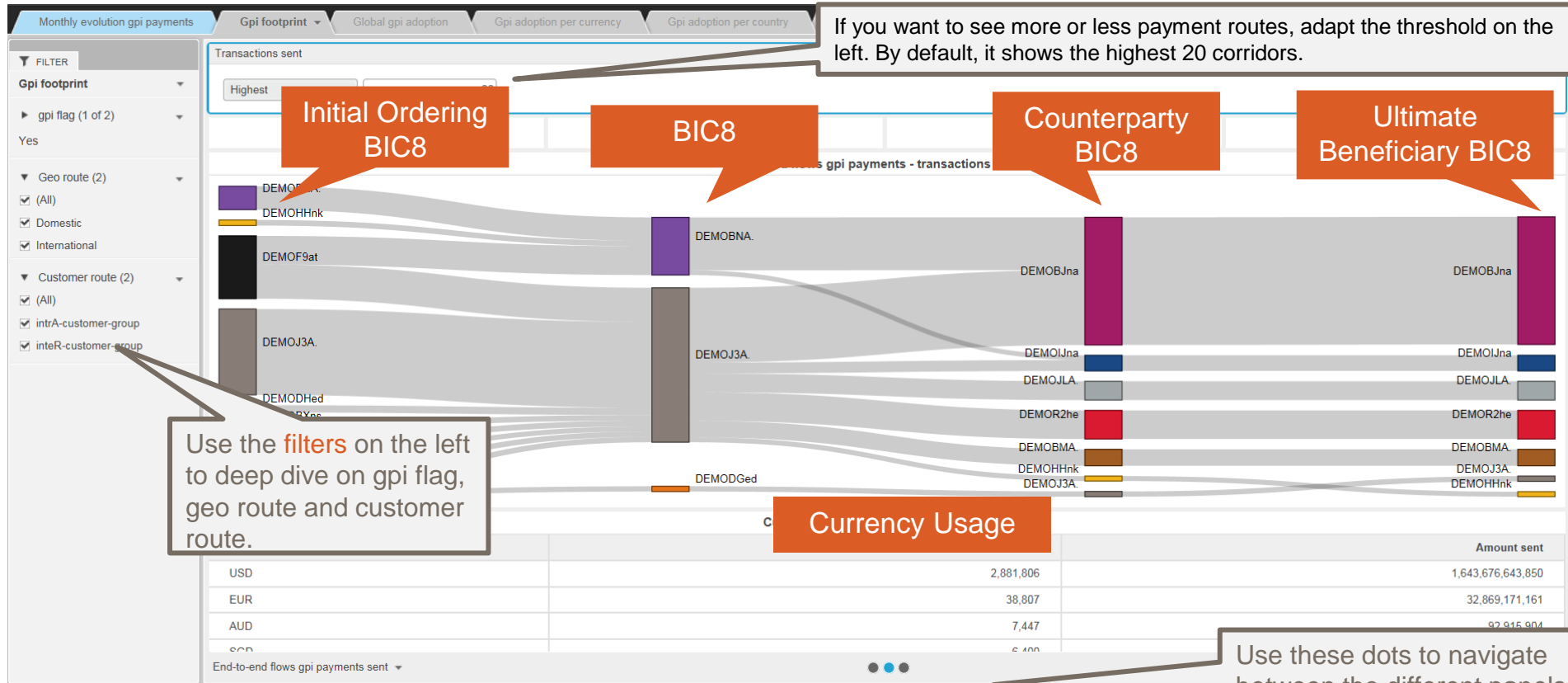
- Overview
- Top end-to-end flows gpi payments – transaction sent / transaction received

(1) Only available for Banking Analytics and Banking Analytics Premium



gpi footprint (2)

Identify who are the initial ordering and ultimate beneficiary BICs of the gpi payments you sent / received



(2) Only available for Banking Analytics Premium



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Questions?

Please contact us at Watch@swift.com or visit swift.com/BI



Unique insights for your cross-border payments business

Participants Chat Q&A

Participants

Panelists: 1

Judith Giel (host)

Attendees:

Bruno Coopmans

Request Mute

Chat

Q&A

All (0)

Select "All Panelists"

Ask: All Panelists

Type your questions here!

Send 26

Connected Cisco



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Dedicated e-trainings on Watch Products available
Access to this module is only available for swift.com registered users.

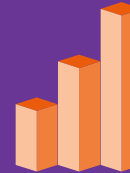


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