



Need to know more about the Renminbi?

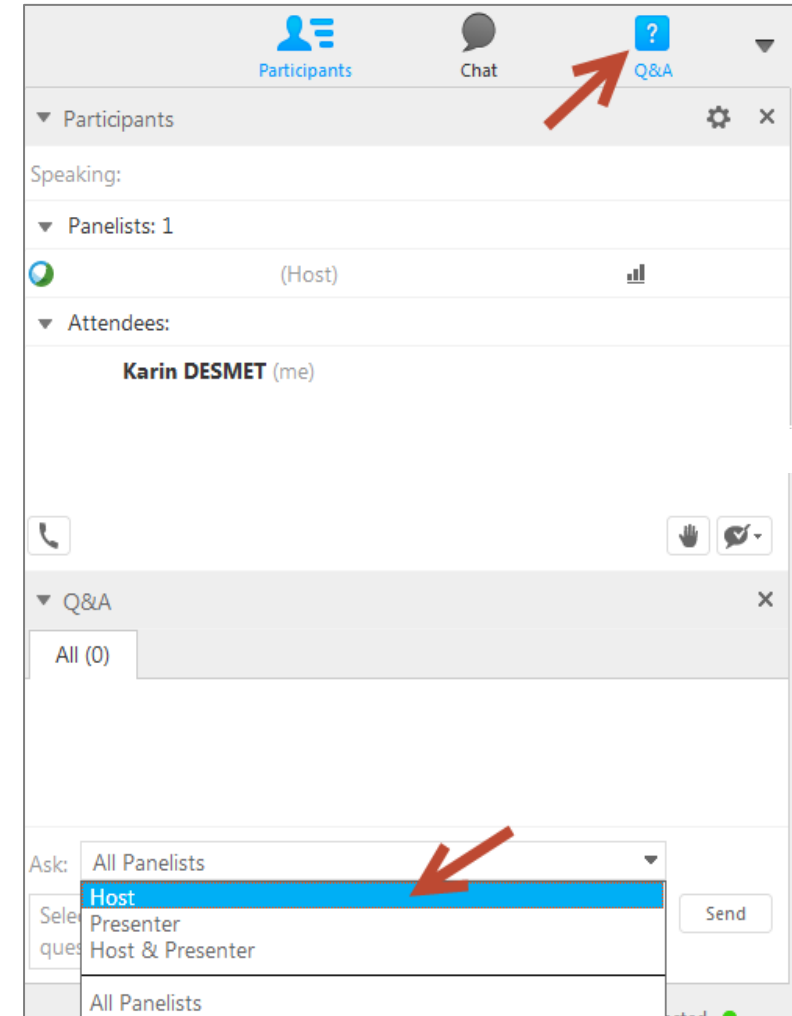
Leah Capili

12 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 three icons: 'Participants', 'Chat', and 'Q&A'. A red arrow points to the 'Q&A' icon. Below the 'Q&A' icon, there is a dropdown menu with the following options: 'All Panelists', 'Host', 'Presenter', and 'Host & Presenter'. A red arrow points to the 'Host' option. The 'Q&A' panel is currently empty, showing 'All (0)' questions. The 'Ask:' field is set to 'All Panelists'. The 'Send' button is visible at the bottom right.



Agenda

1

Current state of the RMB internationalisation

2

The Belt and Road Initiative

3

SWIFT Business Intelligence solutions

Current state of the RMB internationalisation



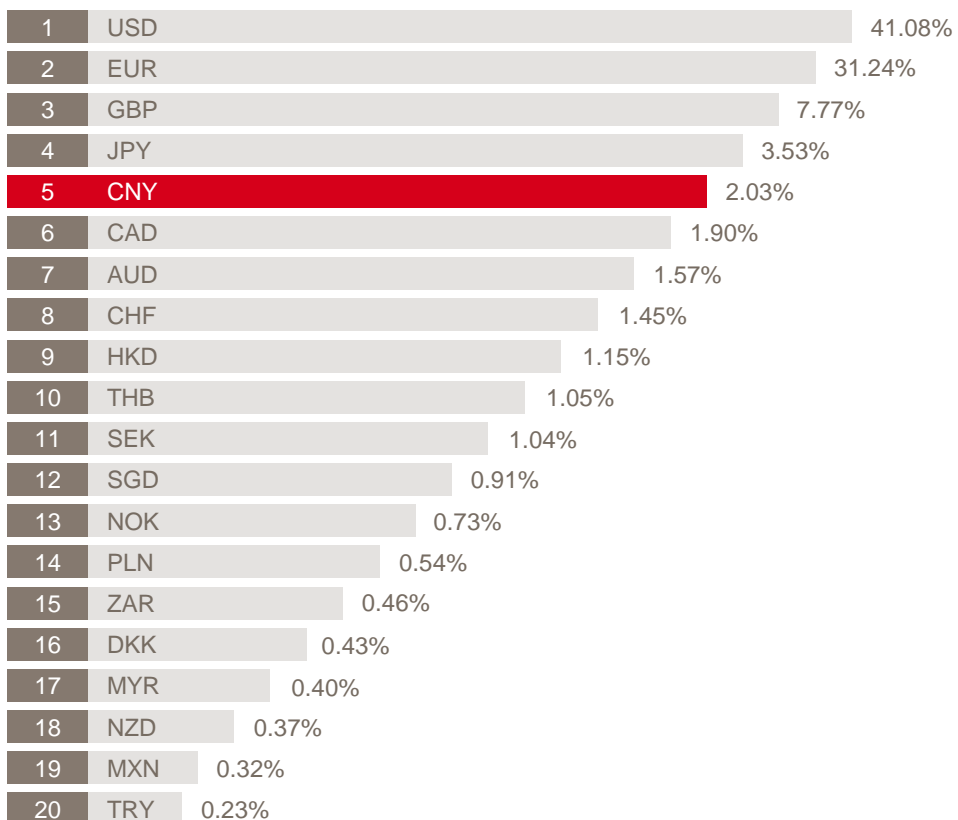
Need to know more about the Renminbi?

RMB's share as a domestic and international payments currency

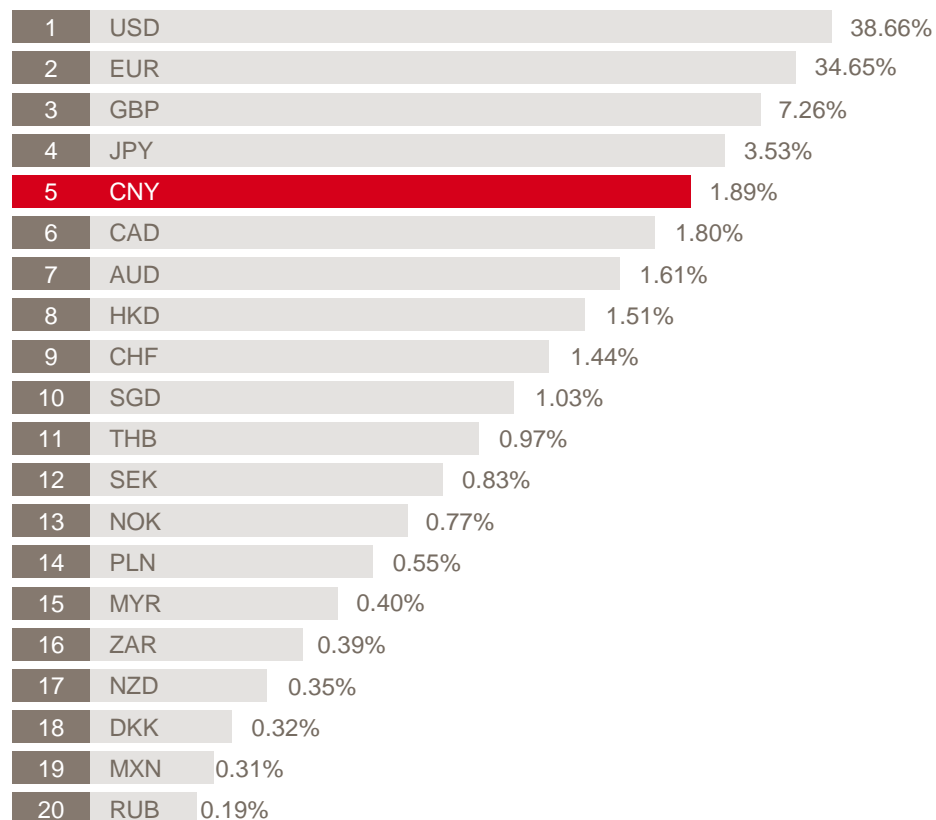
Customer initiated and institutional payments.

Messages exchanged on SWIFT. Based on value.

September 2016



September 2018

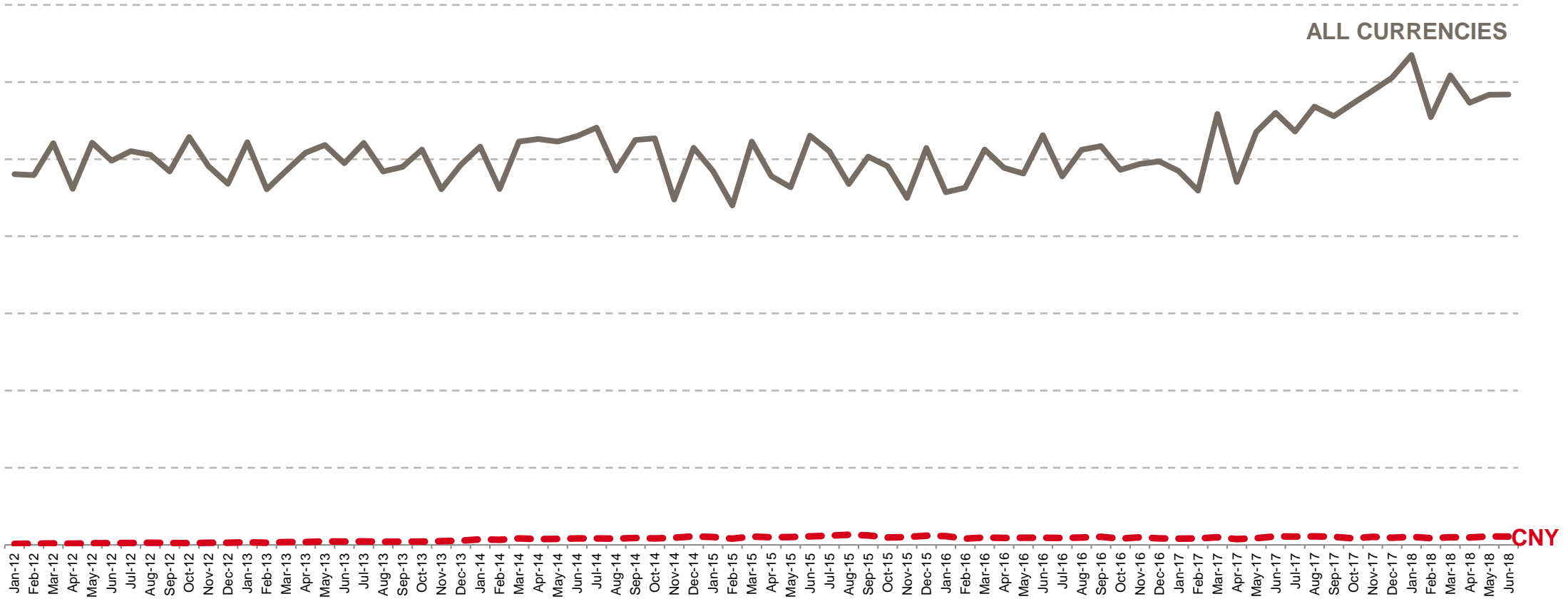


Need to know more about the Renminbi?

Source: Watch
Powered by SWIFT BI

Payments evolution of CNY

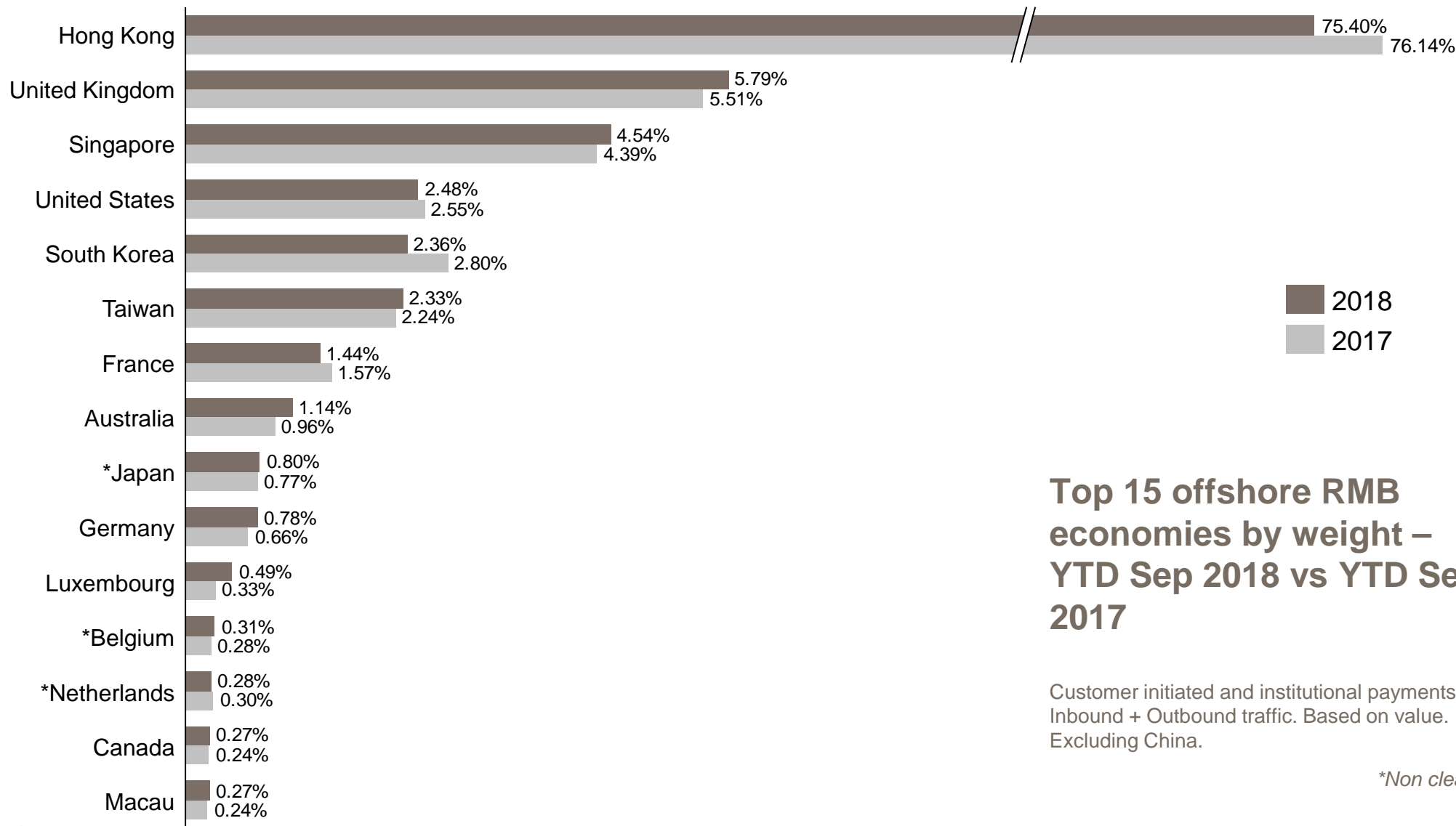
Live, delivered MT 103 and MT 202 sent since 2012, by value



Need to know more about the Renminbi?

Source: Watch

Powered by SWIFT BI



Top 15 offshore RMB economies by weight – YTD Sep 2018 vs YTD Sep 2017

Customer initiated and institutional payments. Inbound + Outbound traffic. Based on value. Excluding China.

**Non clearing centres*



Need to know more about the Renminbi?

Source: Watch

Powered by SWIFT BI

Belt and Road Initiative (BRI)



Need to know more about the Renminbi?

What is the Belt and Road Initiative?

65+

Countries and territories

4.6 billion

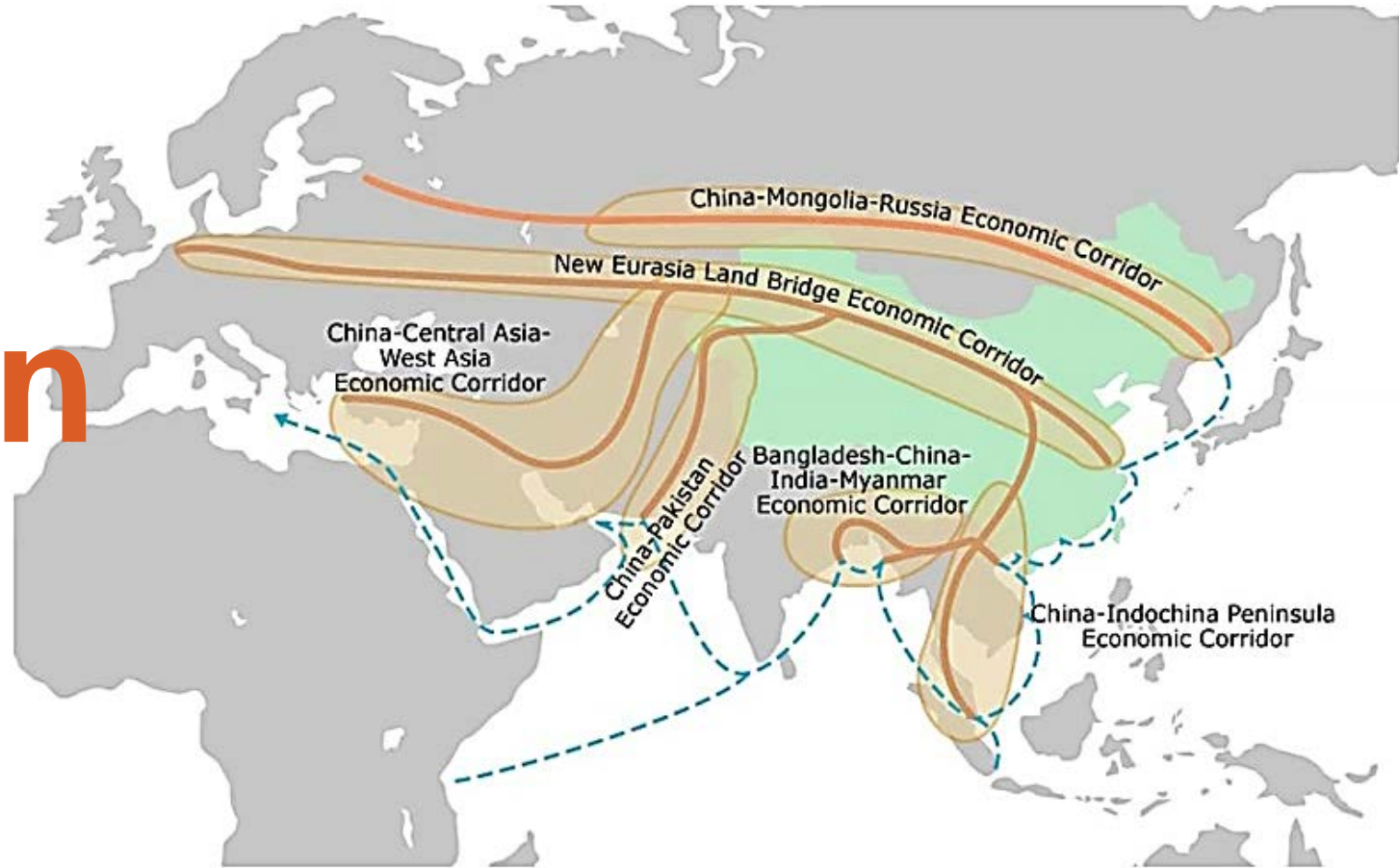
People across different continents

2/3

Of the world population

30%

Of the global GDP



Need to know more about the Renminbi?

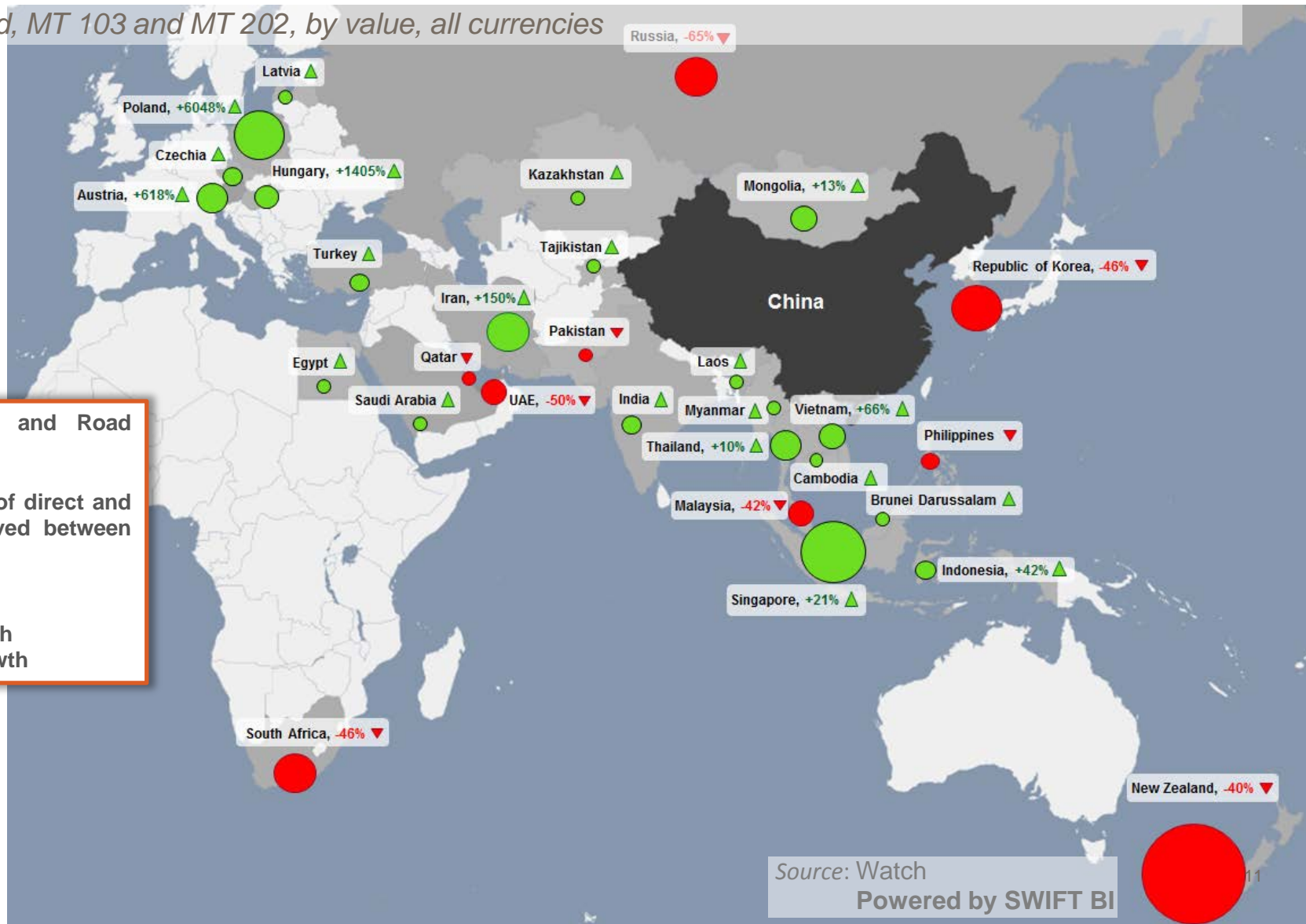
Source: [HKTDRC Research](#)⁹
[The World Bank](#)

Five key areas of opportunities with the BRI



Growth of payments between China and Belt and Road countries*

Live, delivered, sent and received, MT 103 and MT 202, by value, all currencies



- Colour-filled shapes shows Belt and Road countries
- Bubble size shows the total value of direct and indirect payments sent and received between China FY 2017
- Growth FY 2017 vs FY 2014:
 - Red bubbles: negative growth
 - Green bubbles: positive growth

* Please note that the list of countries used for the analysis is not exhaustive.



Need to know more about the Renminbi?

Source: Watch
Powered by SWIFT BI

SWIFT Business Intelligence solutions



Need to know more about the Renminbi?

Monthly RMB Tracker

Benefits:

- ✓ Monthly reporting and analysis on the development of the Renminbi
- ✓ Track and understand how RMB is being used across geographies
- ✓ Free subscription, [sign up now!](#)

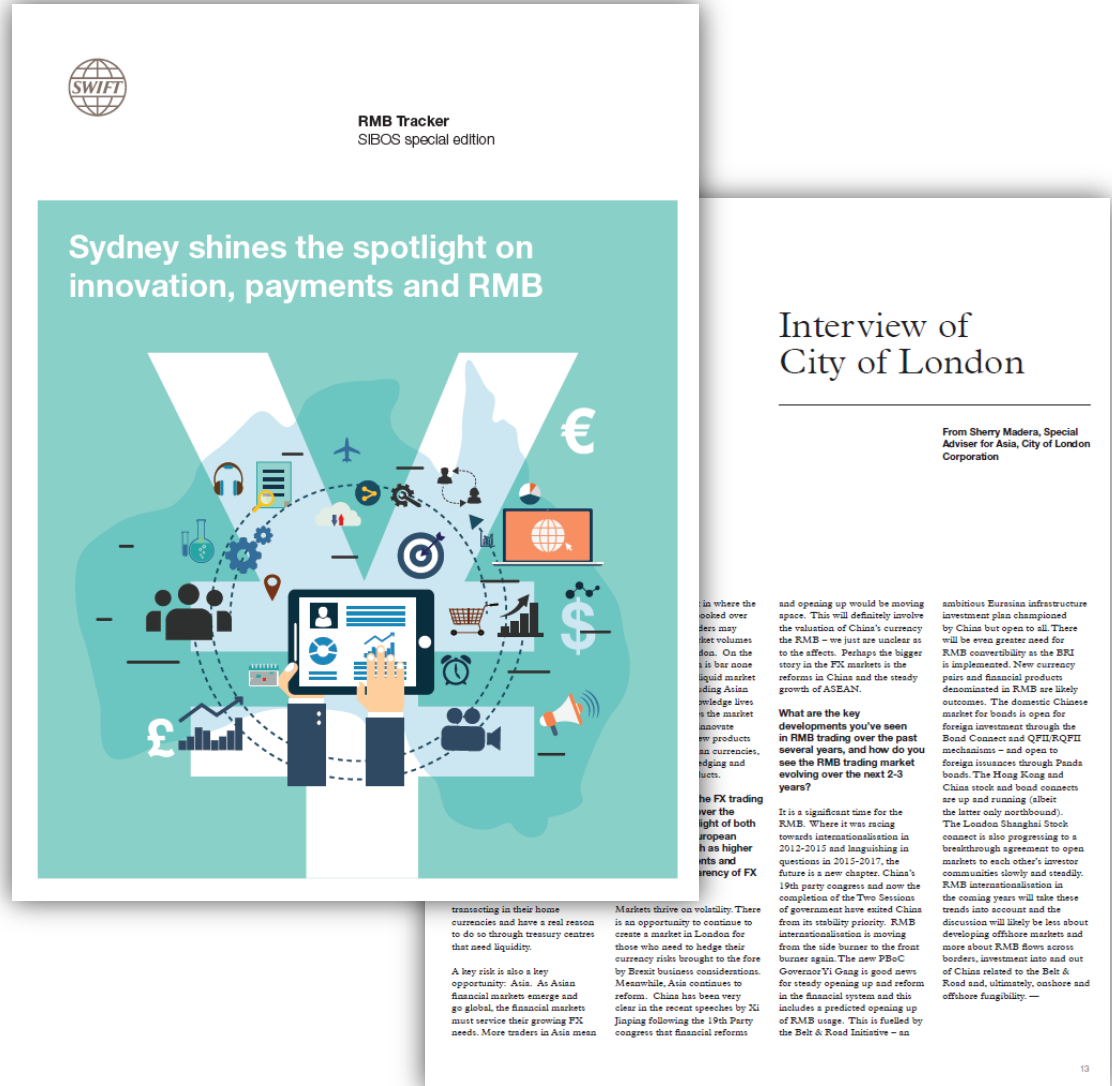
The screenshot shows the SWIFT website's 'RMB Tracker' page. At the top, there is a navigation bar with the SWIFT logo, the tagline 'The global provider of secure financial messaging services', a 'Security notice' button, and language options (日本語 | Languages | 中文). Below this is a secondary menu with links for 'About Us', 'Your Needs', 'Our Solutions', 'Standards', 'News & Events', 'Join SWIFT', 'Contact Us', and 'mySWIFT'. The main content area features a breadcrumb trail: 'Home > Our Solutions > Compliance and Shared Services > Business Intelligence > Renminbi > RMB Tracker'. The title 'RMB Tracker' is prominently displayed, followed by a sub-headline: 'What does the internationalisation of the RMB mean for your business? Follow the developing story with our monthly market updates'. To the right, three bullet points highlight key features: 'Data-driven, neutral reporting', 'Freely available', and 'English, Chinese, Japanese versions'. A 'Register for RMB Tracker' button is located below these points. Below the main content, there are tabs for 'Overview' and 'Document centre'. The 'Overview' section is active, showing the heading 'Follow the internationalisation of China's currency' and a paragraph explaining that over 1,900 financial institutions use the Renminbi (RMB) for payments with China and Hong Kong. It also mentions that the RMB Tracker is a free monthly report from SWIFT Business Intelligence. At the bottom, there is a section titled 'RMB's share as an international payments currency' with a subtitle: 'Customer initiated and institutional payments. Messages exchanged on SWIFT. Based on value.'



RMB Tracker Special Editions

Benefits:

- ✓ Features relevant and timely topics
- ✓ Drill down to certain markets and new insights
- ✓ Collaborative effort: contributions and interviews with industry participants to get their pulse on the market trends
- ✓ Free subscription, [sign up now!](#)



Need to know more about the Renminbi?

RMB Market Insights and customised RMB analysis

Benefits:

- ✓ Neutral aggregated messaging data
- ✓ In-depth analysis of SWIFT RMB messaging flows
- ✓ Track market trends
- ✓ Currency activity share ranking
- ✓ View RMB flows by country and by market
- ✓ Gain value from tailor-made reports

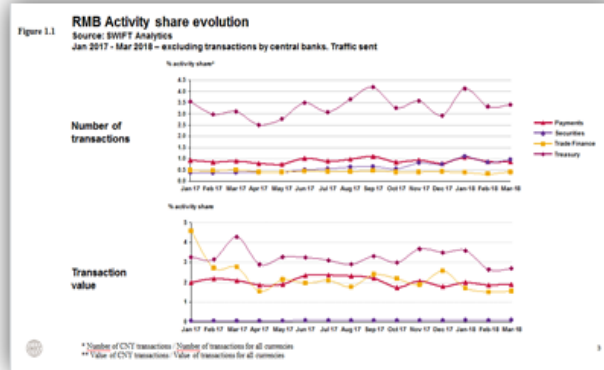


Table 1.1 Top 20 currencies - Payments (in thousand messages & billion USD)
Scope: Top 20 currencies in volume at Jan 2018 in EUR except Australia, Singapore, Mexico, MT03+MT202 excluding cover, Transactions not including beneficiary's control fields

Rank	Currency	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Growth rate Apr-17 - Jun-18	Contribution as %	% of total
1	USD	19,04	18,21	17,96	18,53	18,81	19,87	20,28	19,82	18,51	17,58	18,01	17,58	18,01	18,53	18,04	0.04	42.81	65.2
2	EUR	16,24	15,63	15,62	15,51	15,14	15,41	15,84	16,14	16,52	16,58	16,58	16,58	16,58	16,58	16,58	0.00	36.71	55.1
3	GBP	6,32	6,28	6,18	6,18	6,18	6,18	6,18	6,18	6,18	6,18	6,18	6,18	6,18	6,18	6,18	0.00	14.21	21.4
4	JPY	5,08	5,04	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	0.00	11.51	17.3
5	CHF	3,44	3,42	3,42	3,42	3,42	3,42	3,42	3,42	3,42	3,42	3,42	3,42	3,42	3,42	3,42	0.00	7.81	11.7
6	CAD	1,54	1,51	1,50	1,50	1,50	1,50	1,50	1,50	1,50	1,50	1,50	1,50	1,50	1,50	1,50	0.00	3.41	5.1
7	AUD	1,48	1,47	1,47	1,47	1,47	1,47	1,47	1,47	1,47	1,47	1,47	1,47	1,47	1,47	1,47	0.00	3.31	5.0
8	HKD	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
9	INR	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
10	THB	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
11	SGD	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
12	MXN	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
13	BRL	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
14	PHP	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
15	VND	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
16	CLP	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
17	SEK	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
18	KRW	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
19	TRY	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
20	PLN	1,38	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	1,37	0.00	3.11	4.6
TOTAL		102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	0.00	100.00	100.00

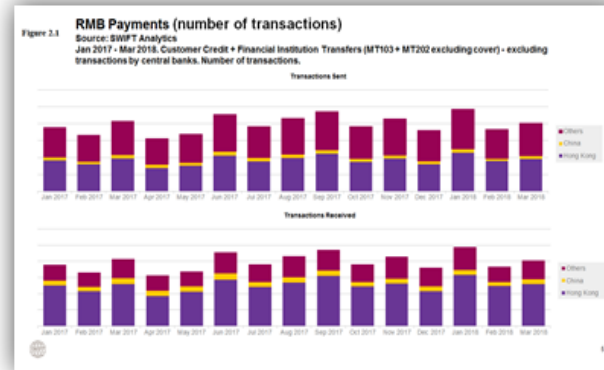


Table 2.1 RMB evolution in Top 20 countries - Payments (number of transactions)
Scope: Top 20 countries in volume at Jan 2018 in EUR except Australia, Mexico, MT03+MT202 excluding cover, Excluding beneficiary's control fields

Country	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Growth rate Apr-17 - Jun-18	Contribution as %	% of total
Australia	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
China	32,74	32,74	32,74	32,74	32,74	32,74	32,74	32,74	32,74	32,74	32,74	32,74	32,74	32,74	32,74	0.00	32.74	32.74
France	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Germany	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Italy	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Japan	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
UK	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
USA	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Canada	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
India	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Indonesia	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
South Korea	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Russia	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Singapore	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Taiwan	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Thailand	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
Vietnam	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	10,19	0.00	10.19	10.19
TOTAL	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	102,213	0.00	100.00	100.00



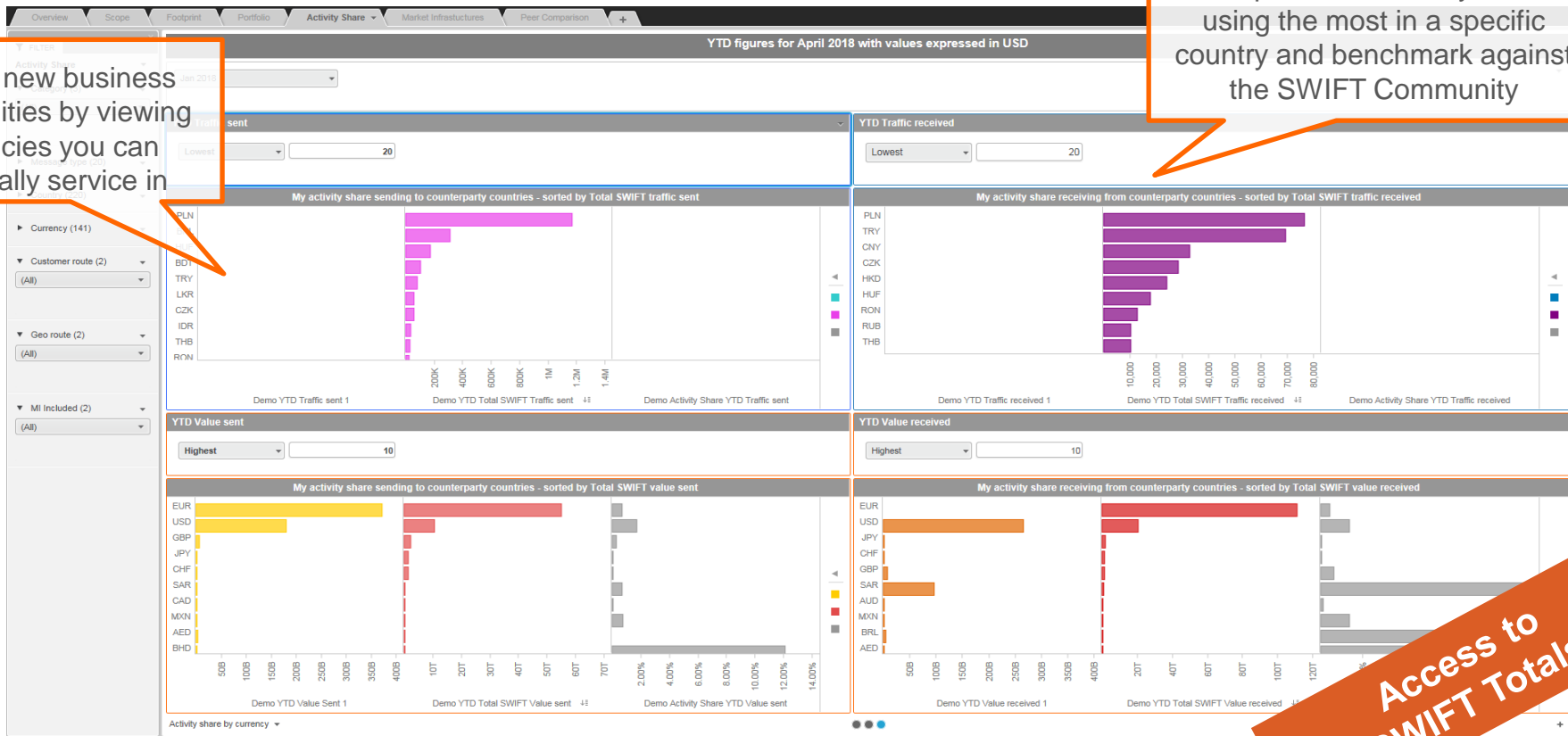
Need to know more about the Renminbi?

Activity Share

Compare your performance against SWIFT Totals by currency

Identify new business opportunities by viewing currencies you can potentially service in

Compare currencies you are using the most in a specific country and benchmark against the SWIFT Community



Access to SWIFT Totals



Evolving Business Intelligence portfolio

Business developments / Regulatory requirements / Market practices

Watch	SWIFT Scope	SWIFT economics	GPI
<ul style="list-style-type: none">- Traffic/ Billing Analytics- Banking Insights- Banking Analytics- Banking Analytics Premium- Securities Insights- Securities Analytics	<ul style="list-style-type: none">- Intraday Liquidity Reporting- Global Banks- Central Banks- Cash Reporting	<ul style="list-style-type: none">- SWIFT Index- Monthly RMB Tracker	<ul style="list-style-type: none">- Observer Insights- Observer Analytics- BI4GPI

BI Professional Services

<ul style="list-style-type: none">- Peer Benchmarking	<ul style="list-style-type: none">- FX Performance Insights	<ul style="list-style-type: none">- Operational Excellence- RMA Analysis	<ul style="list-style-type: none">- Corporate Business Development Report
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Get the most of SWIFT BI products and services

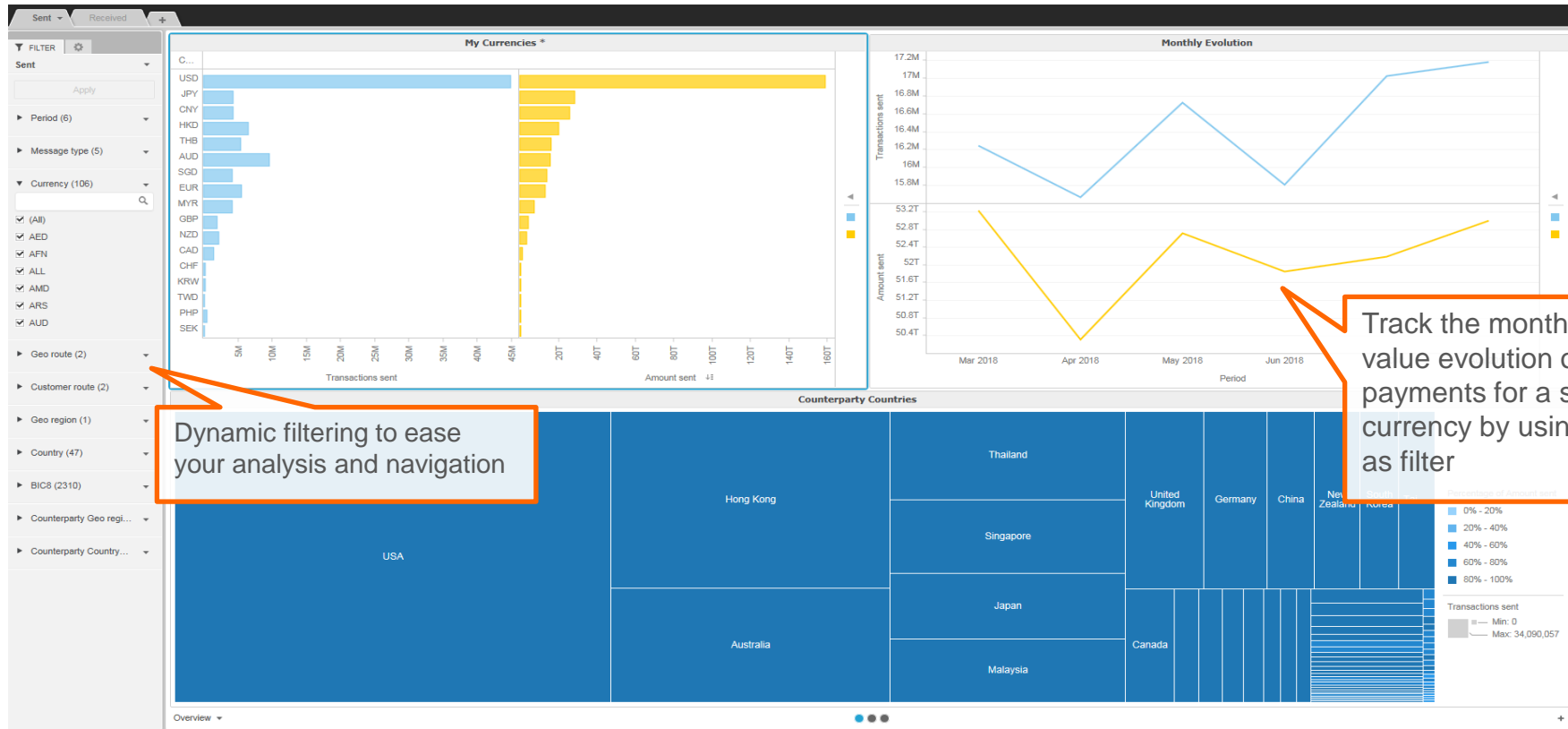
- SWIFT Smart for BI

- BI User Group meetings

- Webinars
- Newsletters



Payments dashboard



Dynamic filtering to ease your analysis and navigation

Track the monthly volume and value evolution of your payments for a specific currency by using the left chart as filter



Payments wizards

The screenshot shows the SWIFT Payments Wizard interface. At the top, the breadcrumb navigation reads: Watch Analytics > Shared Reports > Analytics - Banking Premium > Payments - Wizard. On the left is an INDEX sidebar with 11 steps. The main area is divided into three sections:

- 1. Please select the attributes visible in your report (Required)**: A list of available attributes includes Year, Quarterly period, Period, Month, Daily period, Day, Market, Category, Business area, Message type group, and Currency. The 'Selected' list contains 'Message type'. A 'Remember this answer' checkbox is present.
- 2. Please select the enriched attributes visible in your report**: A list of available attributes includes Corrected Initial Ordering BIC3, Corrected Initial Ordering Group, Corrected Initial Ordering Country, Corrected Ultimate Beneficiary BIC3, Corrected Ultimate Beneficiary Group, Corrected Ultimate Beneficiary Country, Initial Ordering BIC3, Initial Ordering Group, Initial Ordering Country, Initial Ordering Geo Region, and Initial Ordering Option. The 'Selected' list is empty (none). A 'Remember this answer' checkbox is present.
- 3. Please select the metrics for your report (Required)**: A list of available metrics includes Transactions received, Total SWIFT transactions sent, Total SWIFT transactions received, SWIFT Activity share transactions sent, and SWIFT Activity share transactions received. The 'Selected' list contains 'Transactions sent' and 'Amount sent'. A 'Remember this answer' checkbox is present.

At the bottom, the 'Report Message Name' field is set to 'Payments - Wizard'.

Choose the relevant attributes to create your bespoke reports and analysis



- 1** Current state of the RMB internationalisation
- 2** The Belt and Road Initiative
- 3** SWIFT Business Intelligence solutions





Questions?

Please reach out to us via Watch@swift.com.



Need to know more about the Renminbi?

Participants Chat Q&A

Participants

Panelists: 1

Judith Giel (host)

Attendees:

Bruno Coopmans

Request Mute

Chat

Q&A

All (0)

Ask: **All Panelists**

Type your questions here! Send

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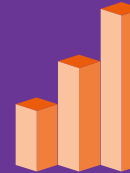


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