



İŞBANK

**1st Multi-bank BPO Transaction
Under URBPO / Turkey**

Case Study

İŞBANK

- Founded 26 August 1924,
- Largest Private Turkish Bank
- 1298 Domestic Branches*
- 2 Representative Offices (Shanghai, PRC and Cairo, Egypt)*
- 21 Overseas Branches (London, Bahrain, Batumi, Pristina, Bagdad, Arbil and 15 Northern Cyprus Branches)*
- İşbank AG in Germany which operates with 17 branches across Europe - Germany (12), Netherland (1), France (1), Switzerland (1), Bulgaria (1)
- İşbank Russia which operates with 12 branches
- More than 1500 correspondent banks in 129 countries

KÖKSAN Pet ve Plastik Ambalaj San. ve Tic. A.Ş.

- Founded in 1968
- With 2 compounds in Gaziantep and 1 compound in Manisa, operates on total 150.000 m2 closed, total 300.000 m2 land.
- Can produce Pet Resin, Pet Preform, Pet Sheet and Pet Closures and offer variety of different bottling and packaging applications including; mineral water, carbonated soft drinks, hot fill, edible oil, food and other consumer product applications.
- Imports from Largest manufacturers around the globe and exports to 80 countries.
- Company has 300 Mio USD turnover with an Export volume of 100 Mio USD as of end 2013.

İŞBANK BPO Adoption Process

- *01 March 2013* *İşbank Application for TSU membership and Setting up the Test and Live environment*
- *17 April 2013* *Approval of URBPO at ICC Meeting Lisbon, Portugal.*
- *06 June 2013* *Starting TEST process on TSU with partner Banks*
- *01 July 2013* *URBPO In force*
- *13 January 2014* *First Live Transaction – Application of issuance of BPO and presentation of Purchase Order*
- *21 February 2014* *Completion of transaction on TSU with «zero mismatches»*
- *25 February 2014* *Payment outside TSU and Closing transaction on TSU*



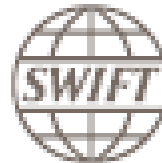
KÖKSAN
PET PLASTİK AMBALAJ SAN. TİC. A.Ş.



Agreement On BPO



İŞBANK



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Agreement On BPO



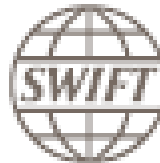
PO and request
for BPO



İŞBANK



 **Bangkok Bank**



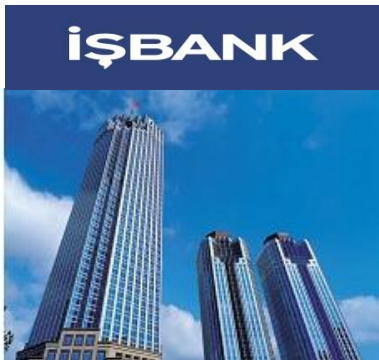
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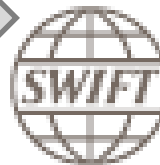
Agreement On BPO



PO and request
for BPO



PO data



 **Bangkok Bank**



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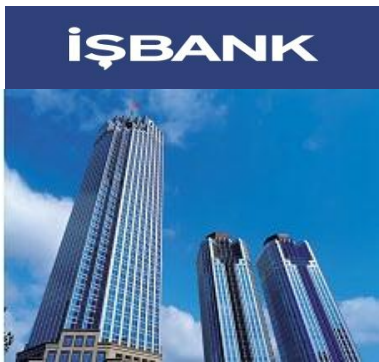


Agreement On BPO

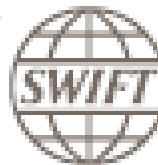


PO Advice TSU:
«PROPOSED»

PO and request
for BPO



PO data



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Agreement On BPO



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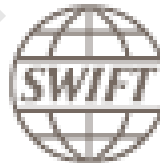
PO Advice TSU:
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Acceptance of BPO

İŞBANK



PO data



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Agreement On BPO



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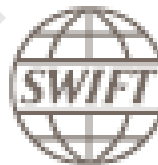
İŞBANK



PO data

**Counterparty
Baseline**

Bangkok Bank



RECEIPT BANK

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PO and request
for BPO

PO Advice TSU:
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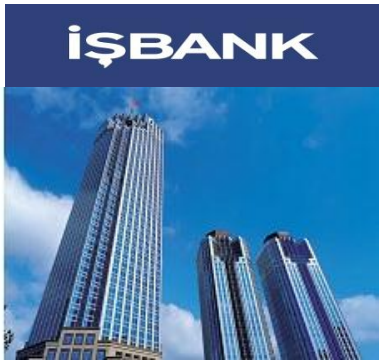
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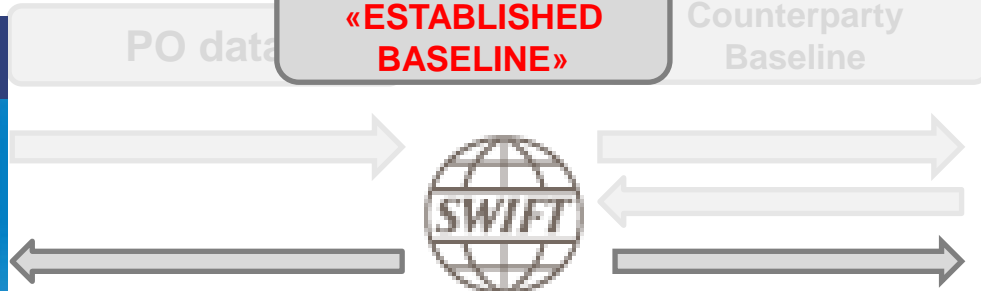
TSU Match Result
«ESTABLISHED
BASELINE»

PO data

Counterparty
Baseline



Bangkok Bank



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Shipment of Goods

Docs to Buyer Direct

PO Advice TSU:
«PROPOSED»

Acceptance of BPO

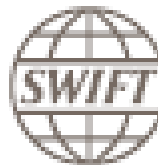
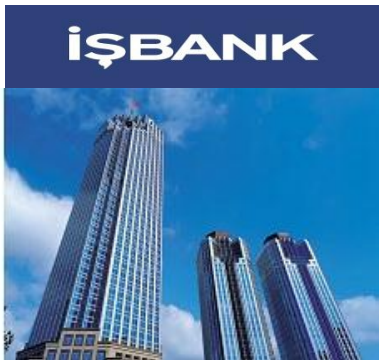
PO and request
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TSU Match Result
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Counterparty
Baseline

Bangkok Bank



RECEIPT BANK

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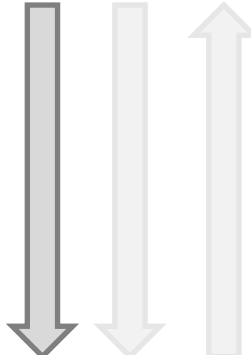
Shipment of Goods
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PO Advice TSU:
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Acceptance of BPO

**Invoice & Shipping
Data**

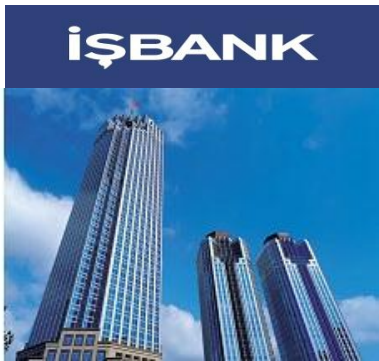
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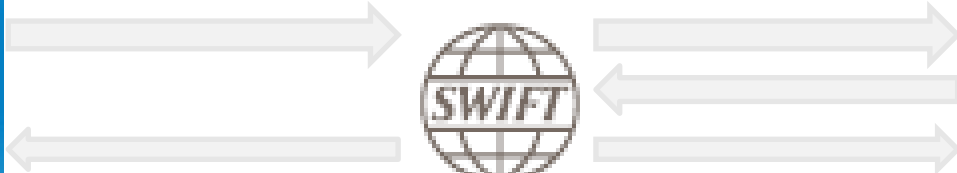
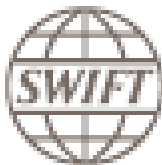
TSU Match Result
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Counterparty
Baseline



Bangkok Bank



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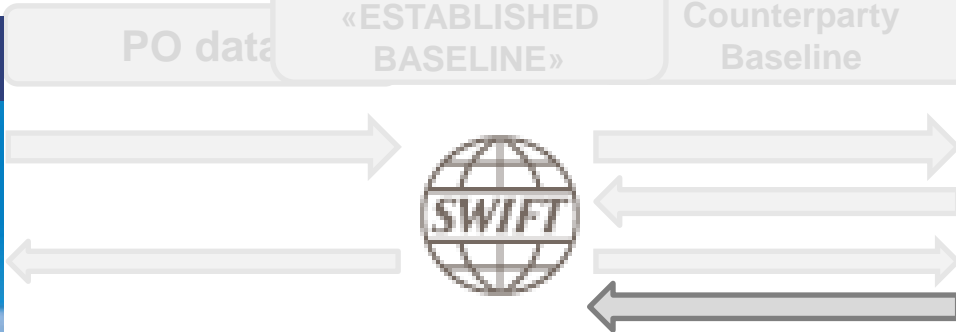
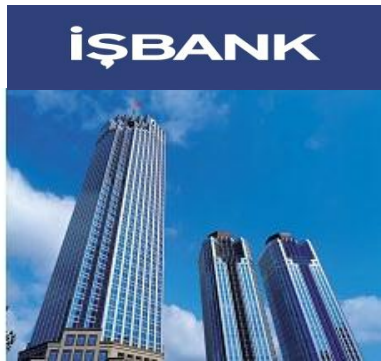
Shipment of Goods
Docs to Buyer Direct
PO Advice TSU:
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Acceptance of BPO
Invoice & Shipping
Data



PO and request
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TSU Match Result
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**Invoice & Shipping
Data to TSU**

KÖKSAN
PET PLASTİK AMBALAJ SAN. TİC. A.Ş.

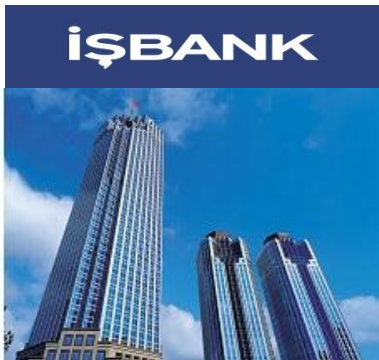


Shipment of Goods
Docs to Buyer Direct
PO Advice TSU:
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Acceptance of BPO
Invoice & Shipping
Data

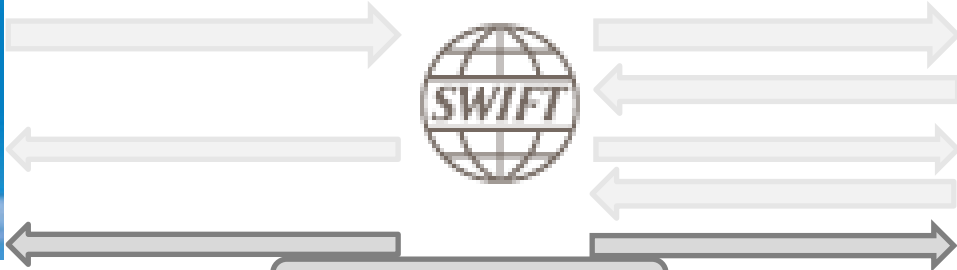


PO and request
for BPO



PO data
TSU Match Result
«ESTABLISHED
BASELINE»
Counterparty
Baseline

Bangkok Bank



«MATCH REPORT»

Invoice & Shipping
Data to TSU

KÖKSAN
PET PLASTİK AMBALAJ SAN. TİC. A.Ş.



PO and request for BPO

«MATCH REPORT»

Shipment of Goods
Docs to Buyer Direct

PO Advice TSU:
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Acceptance of BPO

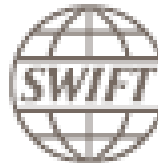
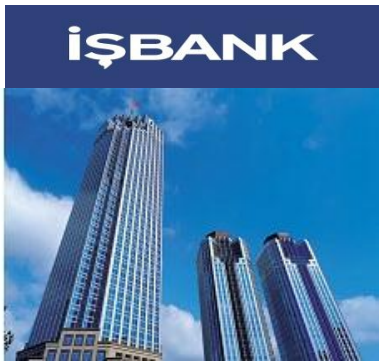
Invoice & Shipping
Data

TSU Match Result
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BASELINE»

Counterparty
Baseline

PO data

Bangkok Bank



Invoice & Shipping
Data to TSU

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Shipment of Goods

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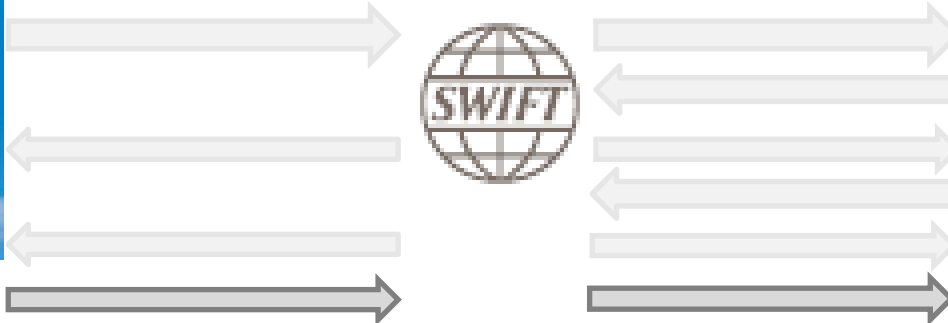
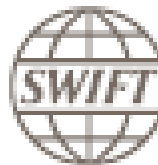
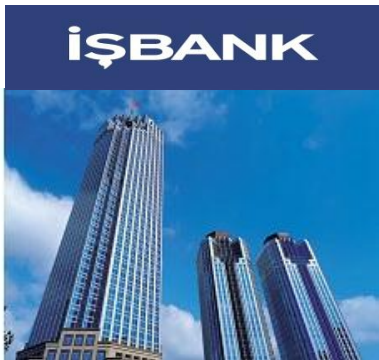
Acceptance / Rejection of
«MISMATCH(ES)» if any

TSU Match Result
«ESTABLISHED
BASELINE»

Counterparty
Baseline

PO data

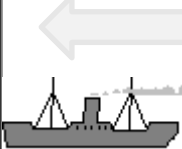
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Invoice & Shipping
Data to TSU

PO and request
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Shipment of Goods

«MATCH REPORT»

Docs to Buyer Direct

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Acceptance / Rejection
«MISMATCH(ES)» if any

**Payment Outside
TSU**
☺

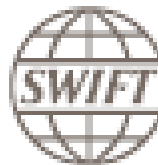
Acceptance of BPO
Invoice & Shipping
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BASELINE»

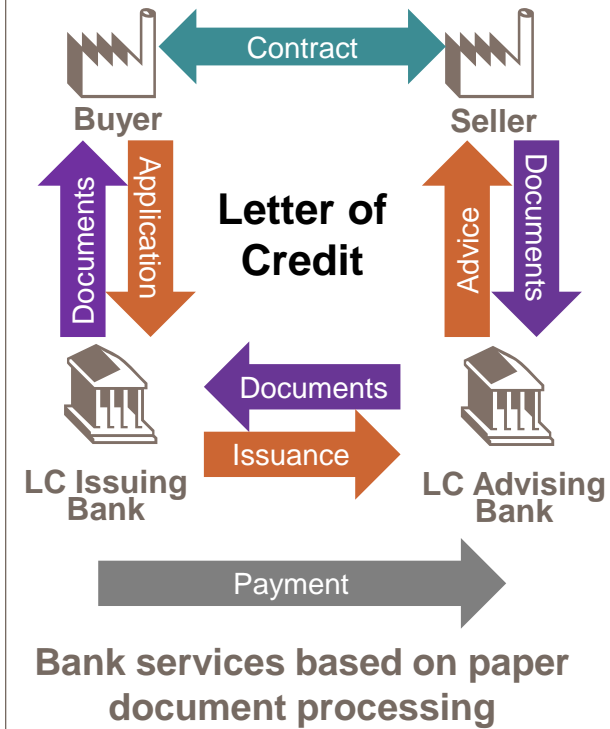
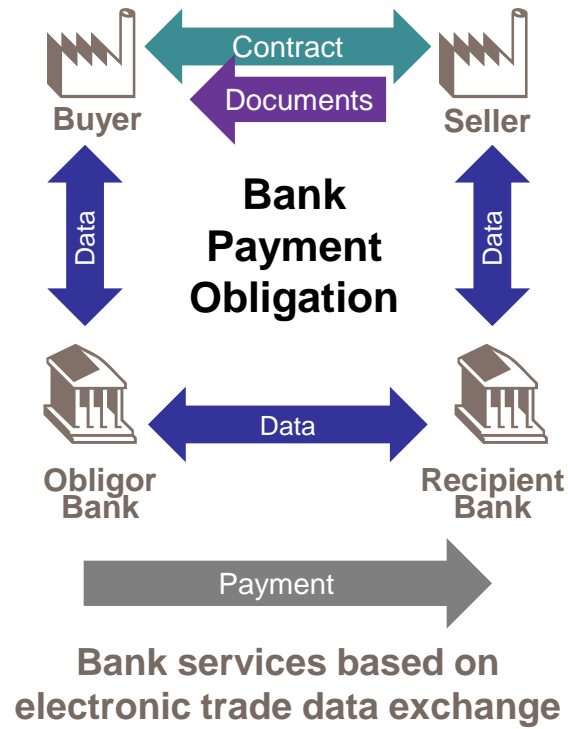
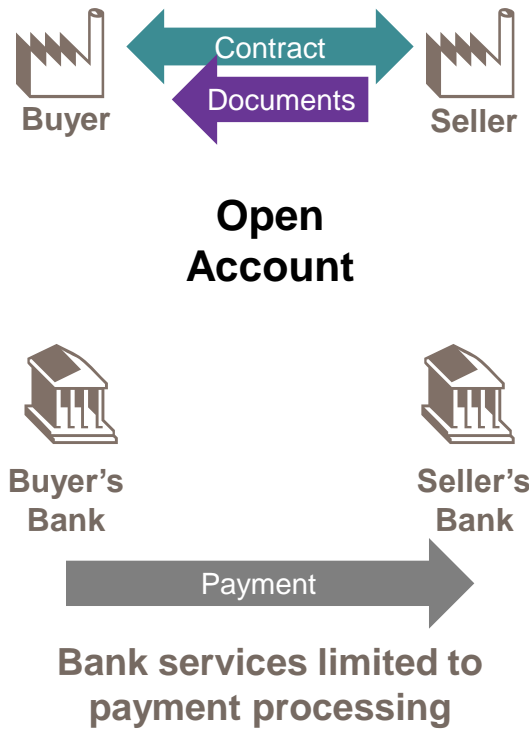
Counterparty
Baseline

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Bangkok Bank



Invoice & Shipping
Data to TSU



Benefits for Importer



- Quicker access to goods and documents
- Lower cost
- Reduced operational risk
- Discounted pricing opportunities for early/planned payment and/or Bank guarantee

Benefits for Exporters

- Working capital improvement
- Centralized cash flow management for multinational corporates
- Efficient liquidity flow management
- Risk mitigation
- Quicker operational process
- Lower Cost
- Reduced risk of «discrepancies»

Benefits for İşbank

- **Continuing innovative, forerunner mission**
- **Minimal risk due to non-documentary process**
- **Ability to present new products to customers**
- **Share information with Corporates and SMEs**

Next Steps

- **Marketing for widening range of customers both exporters and importers.**
- **Enhance correspondent bank relations, effect more TSU transactions (**new transactions already !...**).**
- **Seminar programs for both customers and colleagues.**

Please do not hesitate to contact our team

tradeoperations@isbank.com.tr



THANK YOU