



Frankfurt Business Forum

SWIFT Business Intelligence

April 2018

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



Evolving Business Intelligence portfolio

Business development / 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 Transaction Banks
- Central Banks

SWIFT Economics

- SWIFT Index
- Monthly RMB tracker

GPI

- Observer Insights – Live
- Observer Analytics – Q2 18

BI services

- Peer Benchmarking
- BI for gpi
- FX Performance Insights
- CSDR
- Operational Excellence
- RMA Analysis
- Corporate Business Development Dashboard

Get the most of SWIFT BI products and services

- SWIFTSmart for BI

- BI User Group meetings

- Webinars
- Newsletters



Unique and neutral SWIFT traffic data to support your business needs

Operational efficiency

Monitor and measure operational flows

Improve operational efficiency and identify potential cost savings

Allocate your messaging costs

Assess the impact of (un)expected market changes

Network management

Evaluate counterparties and business parties

Fully understand your correspondent activity by accessing your SWIFT payments, trade finance and FX messages

Optimise your gpi correspondent network

New business opportunities

Assess new services and strategies

Analyse and benchmark your activity by volume, value and currency

Understand your worldwide markets

Improve your strategic planning and competitive analysis



Watch for Banking

A range of online reporting and analytical tools, designed to grow with your business needs across multiple market segments and geographies

Traffic Analytics

Group-wide SWIFT message volumes
Clear picture of your markets, activities and operational effectiveness

Banking Analytics

Group-wide SWIFT payments, trade finance and FX messages in volume, value and currency
Powerful analytical tools to fully understand your correspondent analysis

Banking Analytics Premium

More granular business insights on payments, trade finance and FX messages
Option to track and rank activities over time
Develop and enhance products to better meet market needs



Banking Analytics Premium

Payments, Trade Finance and Treasury messages

- Identify more business opportunities
- Improve your strategic planning and competitive analysis
- Increase your sales performance
- Develop and enhance products to better meet market needs
- Assess the impact of (un)expected market changes
- Monitor your gpi adoption on a daily basis per currency, country and country
- Identify how different currencies across the world are influencing each other

Daily FI Data

Split high and low-value flows

New Business Insights incl statistics and gpi flag

Ranking against the market

Development of new products, services and strategies

Payments

Details of charges (*field 71A*)
Instructed currencies (*field 33B*)
Initial Ordering and End Beneficiary BIC8
(*field 52A and 57A/58A*)

Trade Finance

Confirmation instructions (*field 49*)
L/C duration buckets
(*field 31C/31D*)
Credit availability (*field 41A*)

Benchmarking to market



Ranking against the market

Be part of your KPIs

Improved competitive analysis



Track sales performance



Additional granularity available 2018

Payments

- **Currency and amount*:**
 - MT 102
 - MT 203
- **Additional payload details:**
 - **Sender's Correspondent BIC (field 53A)**
 - Instruction code (field 23E)

Trade Finance

- **Currency and amount*:**
 - MT 450
 - MT 742
 - MT 760
- **Additional payload details:**
 - MT700:
 - LC Tenor buckets (field 42C, 42P and 42M)
 - **Applicant bank** (field 41A) and **advice through bank** (field 57A)
 - form of documentary credit (field 40A)
 - charges (field 71B)
 - **description of goods** (field 45A)
 - MT 710/720: issuing bank (field 52A)
 - MT 740:
 - negotiating bank (58A)
 - reimbursing bank's charges (71A)
 - MT 742: Account with bank (field 57A) and beneficiary bank (account 58A)
 - MT760: **purpose of the guarantee** (field 23)

**will also be included in Banking Analytics*



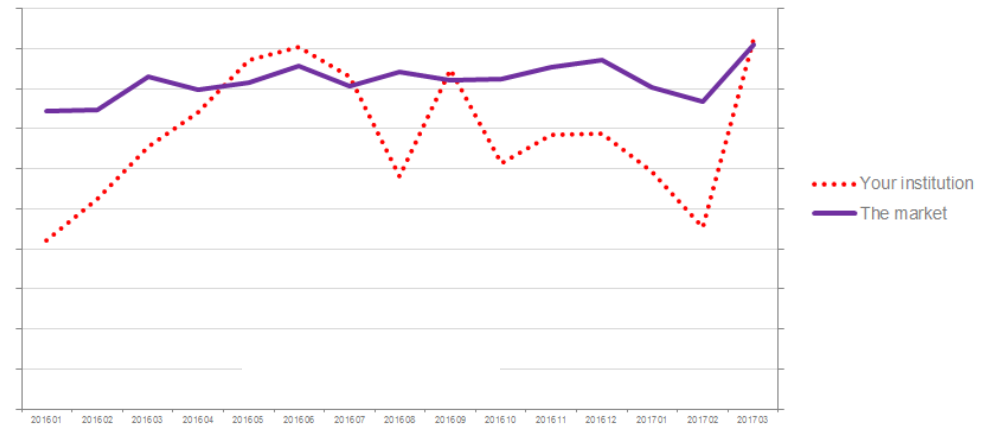
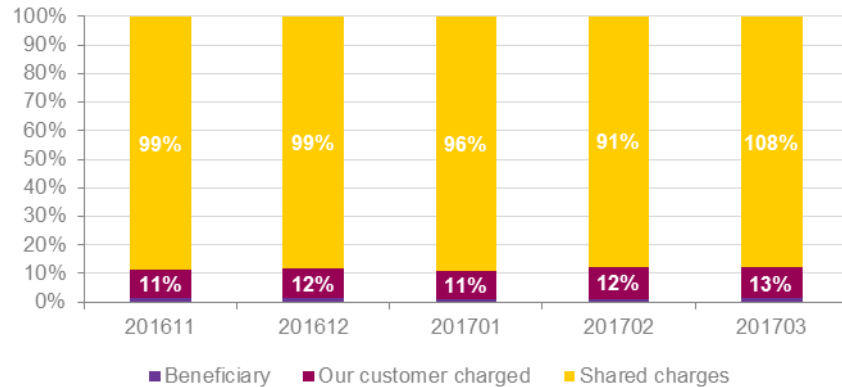
Business use cases



Use case 1 – [Payments] charging details

- Get a clear picture of your payments charging details (OUR, SHA, BEN)
- By country or corridors, compare yourself with the market practice

*Example: What is the repartition of your charging details in the payments sent to your main counterparty country in the last months?
How the 'OUR' category has been evolving in the last month compared to the market?*



Dummy data



Use case 2 – [Payments] Reduce cost and improve efficiency

- Detect and highlight misbehaving intra-group traffic
- Opportunity to reduce intermediaries and reduce costs
- Improve efficiency in flows routing

Example: In the transactions received by bank A and that have been originated by Bank A in another country, can I identify some redundant intermediaries like Bank B ?

Initial ordering



Your institution



Sender



Bank B



Receiver



Your institution



Ultimate beneficiary



Other

Dummy data



Use case 3 – [Payments] End-to-end intermediation opportunities

- Identify the largest end-to-end (E2E) flows going through your main hubs where you are missing out or have a low market share

Example: One of the largest end-to-end corridor passing through Spain is between France and Argentina. In that end-to-end flow, what percentage of flows is your institution capturing in Spain?

Initial ordering



USD



Sender



USD



Receiver



USD



Ultimate beneficiary



E2E corridor

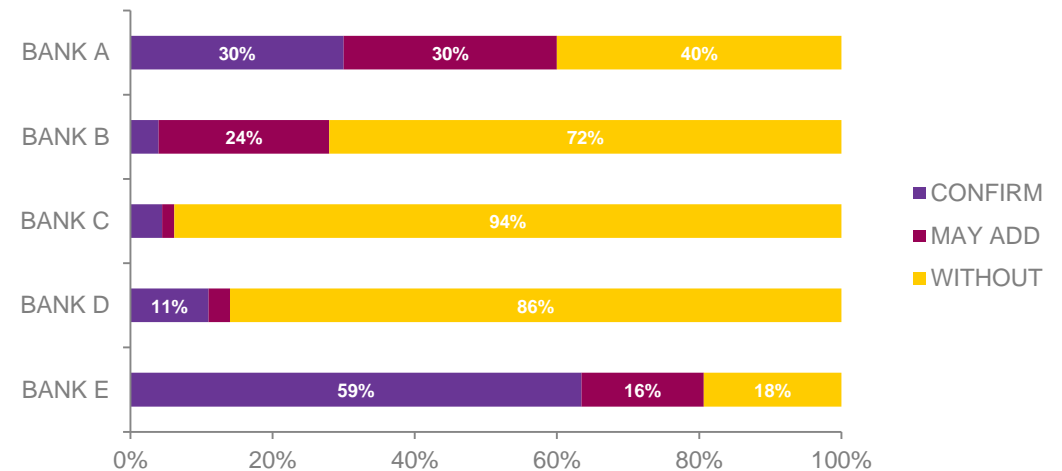
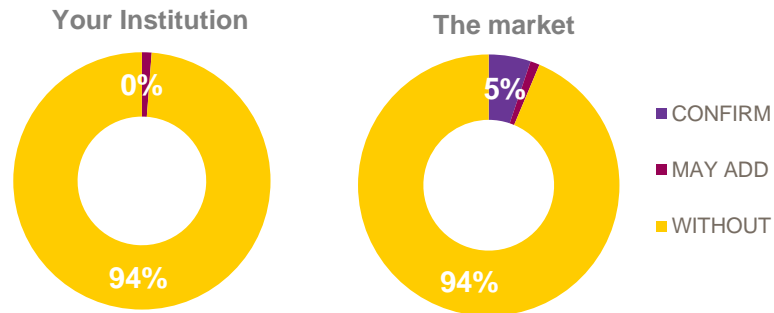
Dummy data



Use case 4 – [Trade] Confirmation instructions

- Get data on confirmation instruction repartition
- Compare your repartition with the market and highlight discrepancies
- Discover your activity share on specific confirmation instructions

Example: What is your confirmation instructions repartition compared to the market? What is the repartition with your Top 5 counterparties?



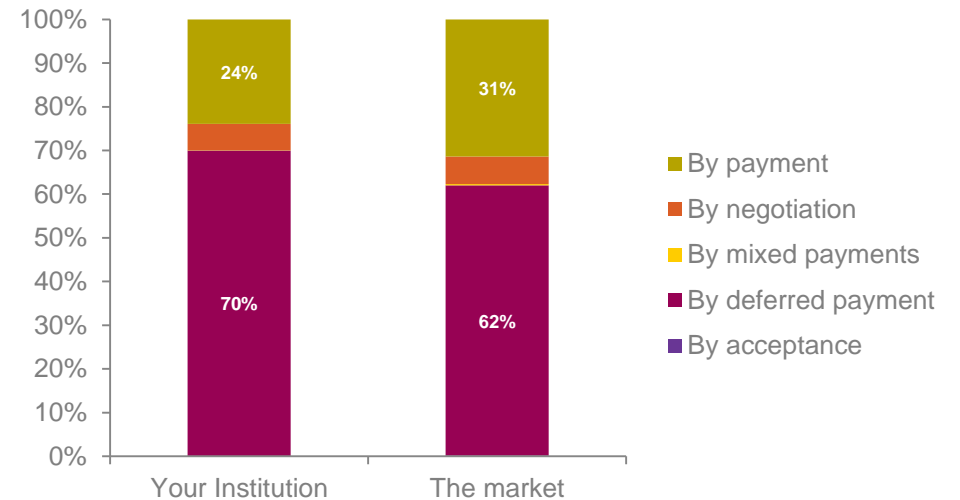
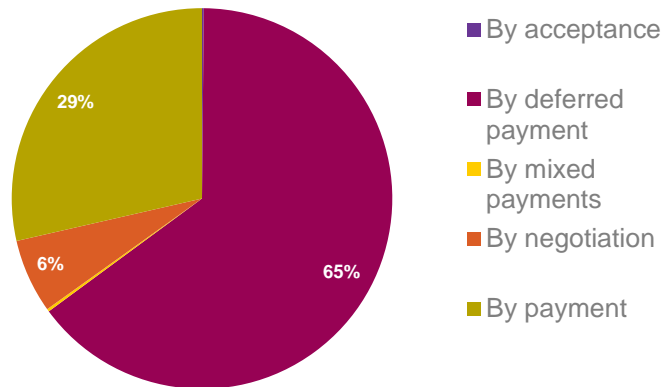
Dummy data



Use case 5 – [Trade] Credit availability

- Get insights on your credit availability usage
- Compare yourself with the market and discover your market share

Example: Is your institution following the market trend of using 'by deferred payment' for LCs issued?



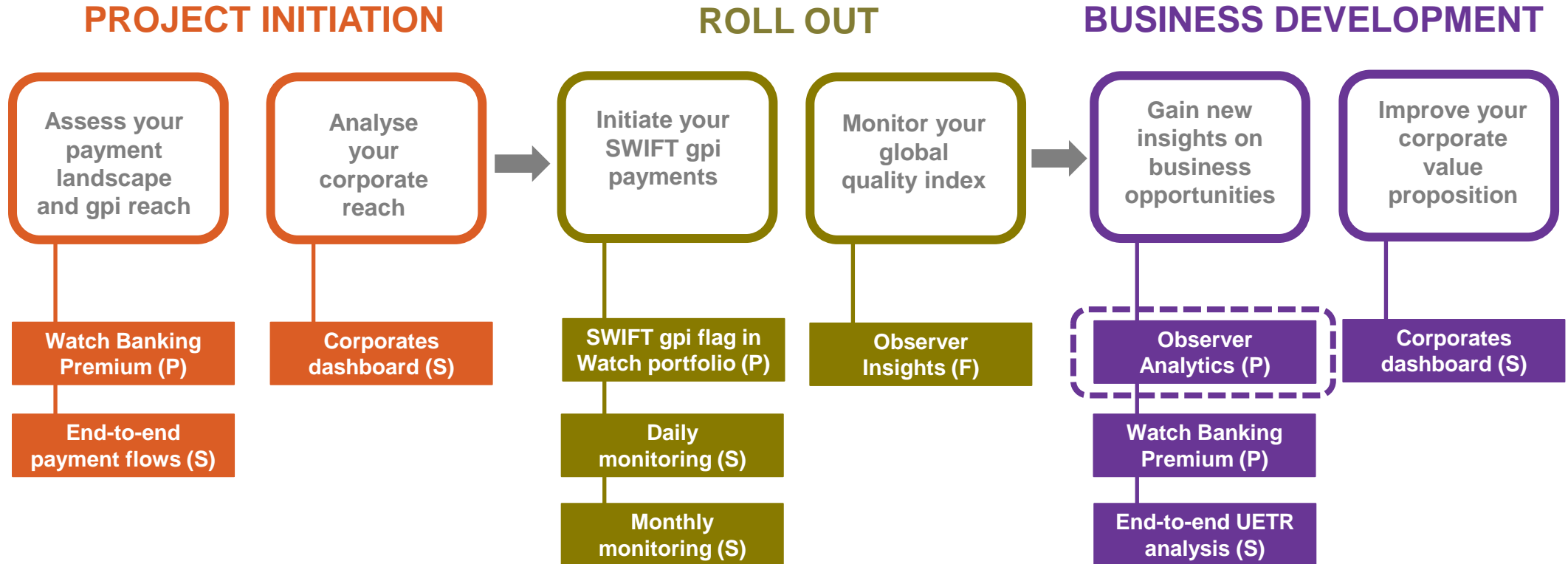
Dummy data



Observer Analytics



BI offering along your gpi journey



P: BI Product

S: BI Service

F: Part of your SWIFT gpi subscription



Business development – Observer Analytics

Identify new insights on business opportunities

How can BI help you?

- With the UETR, move from message analysis to end-to-end payment routing analysis
- Understand gpi market practices
- Track your gpi adoption rate and benchmark against the community
- Understand speed of specific routings

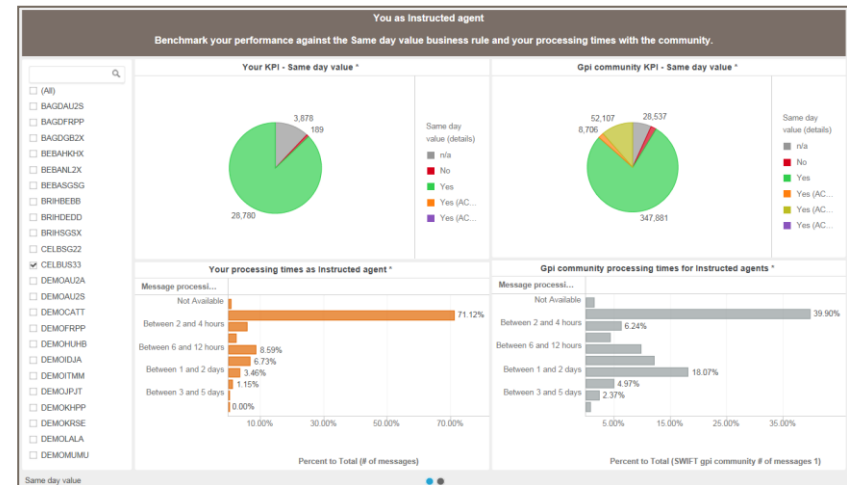
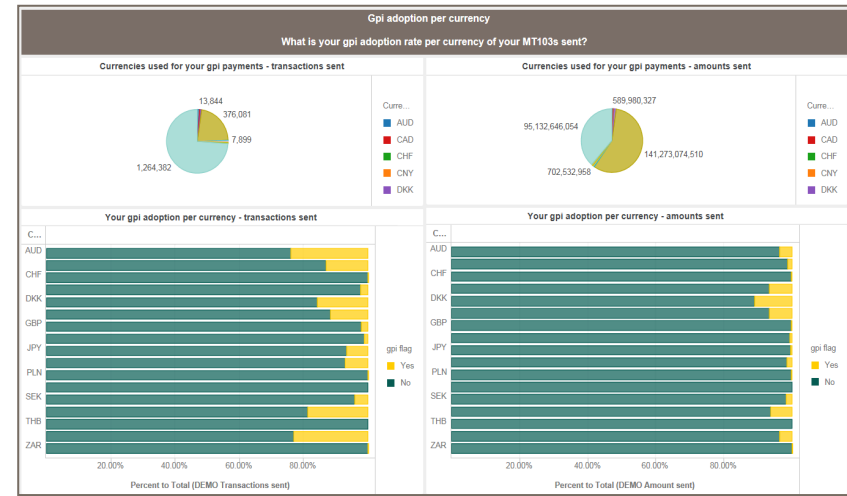
Benefits:

- Determine the best payment routes to reduce time and cost
- Optimise your gpi correspondent network
- Benchmark against the competition
- Identify new business opportunities

Gpi Observer Analytics will be a payable product on top of the gpi Observer insights (part of gpi e-order:

Availability (TBC):

- Q2 2018 Early adopters phase
- Q3 2018 General availability



Observer Analytics

Unique and neutral SWIFT gpi data to support your gpi business needs for fact-based decision making

Gpi adoption monitoring

Monitor the evolution of your gpi payments

Initiate gpi flows with new correspondents and in other currencies

Track your gpi adoption rate at country, corridor and correspondent level

Evaluate your gpi correspondents

Payment routing intelligence

Optimise your payment routings thanks to the UETR

Identify payment routing market practices

Understand speed of specific routings

Analyse your gpi intermediation business

Benchmarking against the community

Identify new business opportunities by monitoring your gpi activity shares

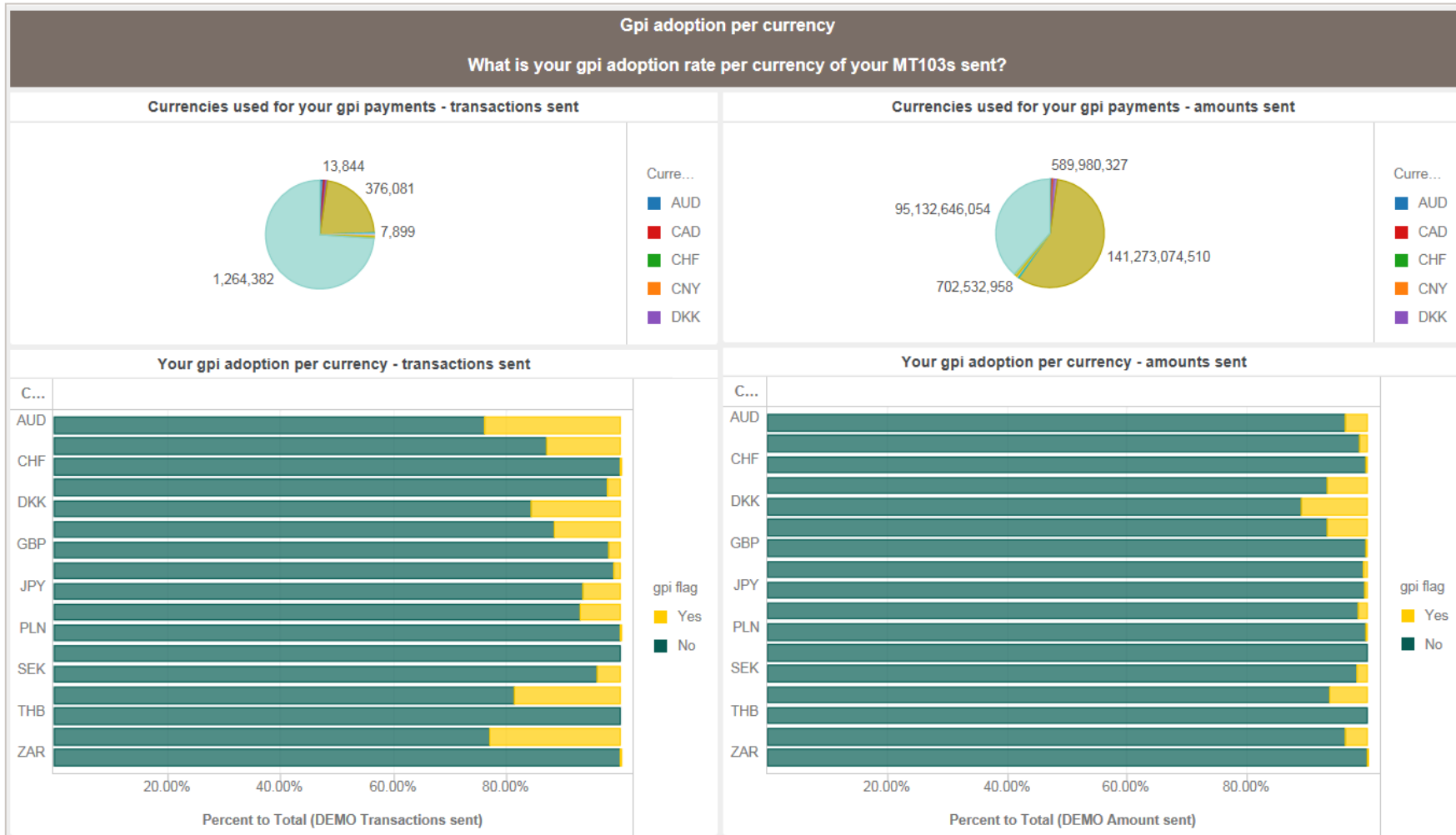
Understand gpi market practices

Benchmark your gpi processing times against the community

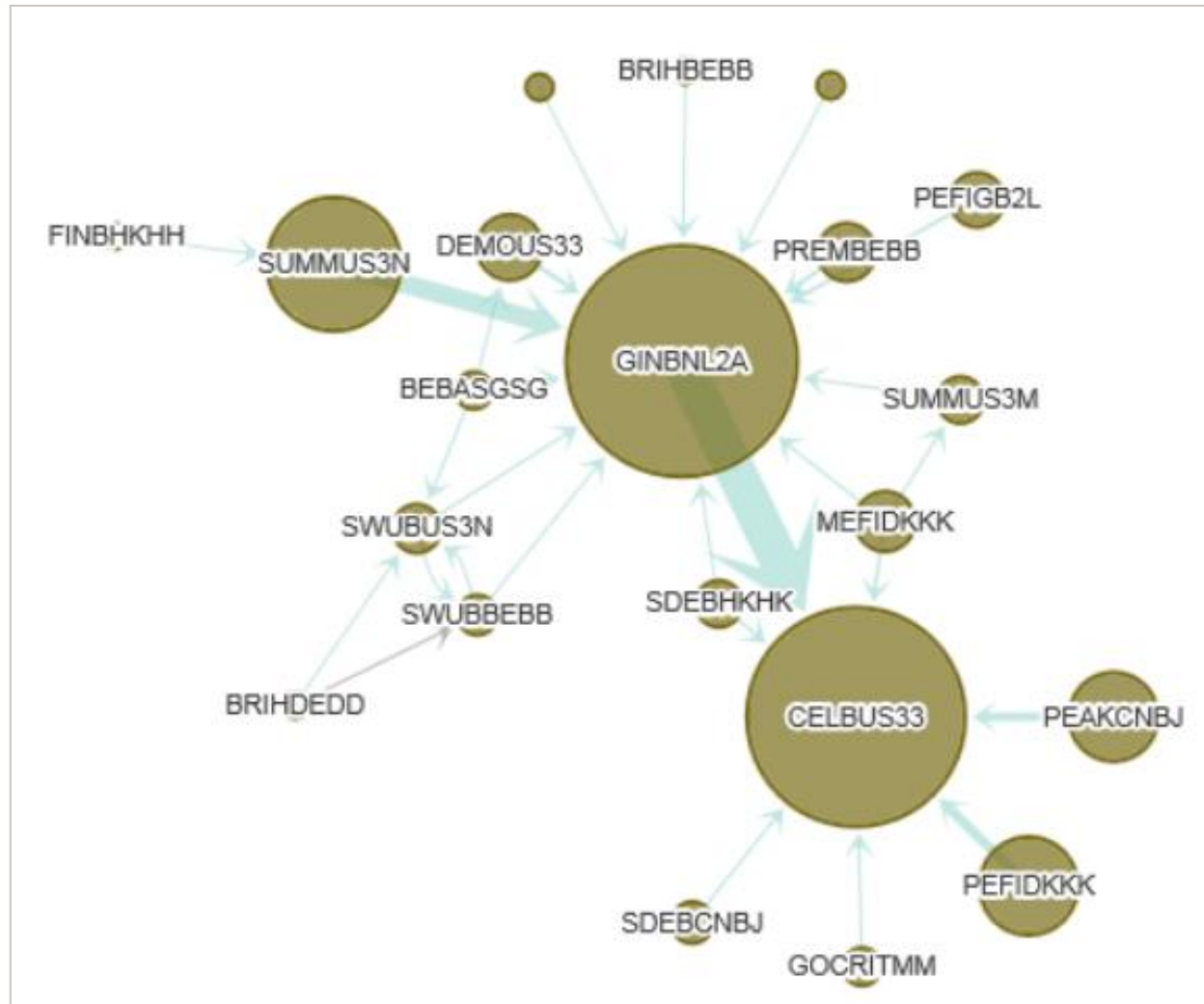
Compare your gpi adoption rate against the community



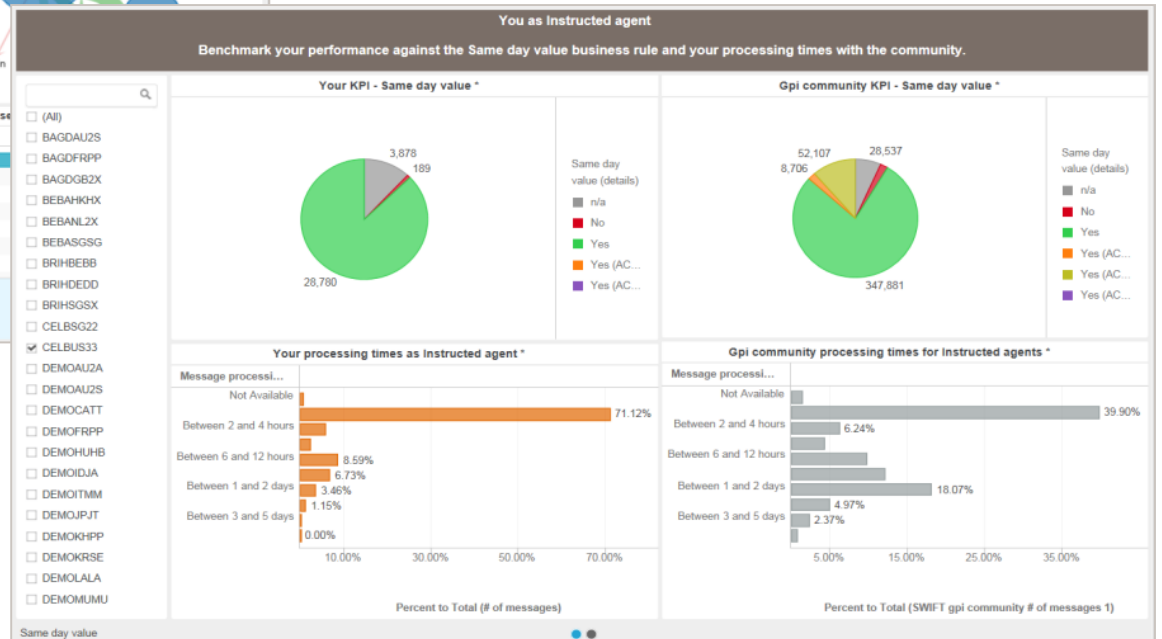
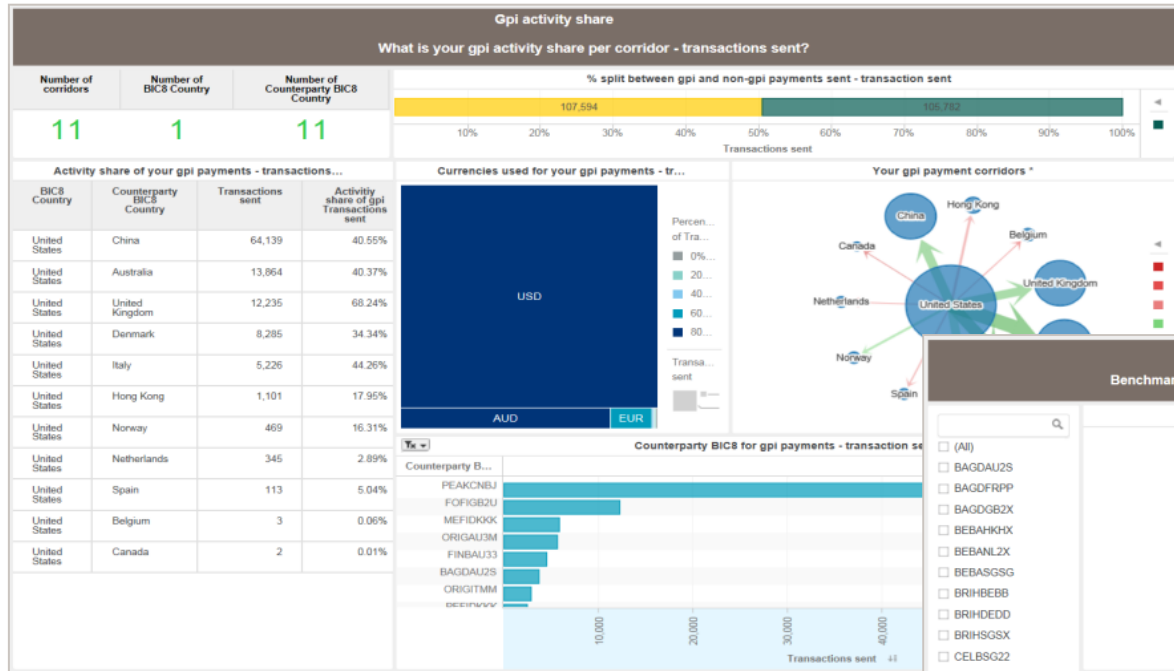
Examples of visual dashboards – gpi adoption



Examples of visual dashboards – end-to-end payment routings



Examples of visual dashboards – benchmarking versus gpi characteristics and gpi activity shares



Find out more



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