

The KYC Registry for Corporates

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- **Jessica Esteves**, Financial Crime Compliance Commercial Manager, **SWIFT**


You will hear silence until we begin.

Welcome and thank you for joining our webinar


The KYC Registry for Corporates

Before we start, please find some useful instructions here below

Connect to audio

- Webex allows direct connection to webex audio, for which you may need to attach a headset to your computer
- You can also connect to audio by phone. Click on the telephone icon  or go to the 'communicate' tab at the top of your screen to see the dial in numbers
 - Event number/ Access code: 137 652 7499
 - Event password from phones: 6222 7820

Keep in mind

- Your phone is on mute when you join
- You will hear silence until the session begins 
- You can ask questions by using the Q&A window. Submit your question to all panelists
- This session will be recorded
- You will receive a copy of the presentation



KYC for Corporates

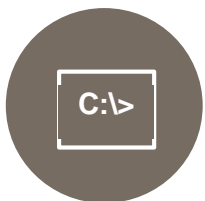
**A KYC registry with the corporate
customer in mind**



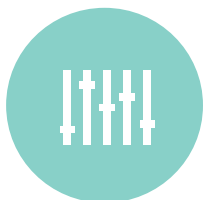
What problems are we facing?



58.2% of treasury professionals cite that time spent on KYC requests is what is most challenging to them*



Some corporates have over **2000 bank accounts** and a highly complicated corporate structure



81% of treasurers are concerned about how well their counterparties protect their KYC data*



53.3% of Corporates have reduced the number of banks that they work with*



93%*

93% of treasurers say that responding to KYC requests is more difficult now than it was 5 years ago



Collaborating to find a solution

- Originally developed in 2014 to address the needs of the Correspondent Banking community
- Board approval at the end of 2018 to open the KYC Registry to Corporates, with this extension being created with our community's corporate customers in mind



- Our working group comprises 19 SWIFT-connected corporates and 16 member banks on an international level representing all regions
- Their mission has been to define the standardised baseline and work out the specific requirements and features needed for Corporates to get the most value out of the KYC Registry





Our Working Group Members

Banks



Corporates





Why SWIFT's KYC Registry?

One central repository

- ✓ Covering up to 80% of KYC requirements
- ✓ Single, global standard

User friendliness

- ✓ Automatic refreshments and change alerts to correspondents
- ✓ Proven use of navigation

Access to quality data

- ✓ SWIFT validation of accuracy, completeness, format and validity in time

Secure, user-controlled access

- ✓ Full control over data and who can access it
- ✓ Audit trail

Privacy

- ✓ Compliant with data protection regulations

Co-operative business model

- ✓ Non-profit cooperative of FIs
- ✓ Trusted 3rd party of 45+ years
- ✓ Developed with our community





A journey to KYC standardization



4 Categories

- Identification of the customer
- Ownership and management structure
- Type of business and client base
- Tax



Flexibility and modularity

- 265 data fields and 27 documents
- Mix of mandatory (48%), optional and recommended information
- 4 modules identified as extended baseline (fully optional)



Evolving standard

- Covers 70-80% of global KYC requirements
- Revision taking place with the community





Since December 2019 the KYC Registry for Corporates is real

The collage features several promotional elements:

- Landing Page 1:** "Solving the... Thank you for downlo... Download now" (button)
- Landing Page 2:** "SWIFT's KYC Registry is now open to corpor... Find out more" (button)
- Landing Page 3:** "SWIFT's KYC Registry is now open to corporates Find out more" (button)
- Email Newsletter 1:** "Hi Pierre-Alain, The key to ensuring effective and efficient sharing. By sharing information in a corporates and banks can save significant resources. This is why we are pleased to announce the KYC Registry is now open to corporate users. Know Your Customer process with b... Find out more" (button)
- Email Newsletter 2:** "Hi Pierre-Alain, It's time to make KYC simple. Effective KYC process is the backbone of any successful compliance and risk management programme, helping to protect the global financial system from money laundering, and the financing of illegal and criminal activities. KYC is cited as one of the top three challenges corporate treasurers face in their banking relationships. It can be a slow and resource intensive process. You often need to provide the same KYC information, several times, in different formats to each of your banking partners. But help is at hand. Our market leading KYC Registry is now enabling banks and corporates to reduce the cost and effort related to due diligence processes. What's in it for you?
 - ✓ Share and manage your own KYC data and documents in a **standardised format**
 - ✓ Gather information in a **central and secure** platform.
 - ✓ Control who accesses your KYC dataFind out more" (button)
- Video Thumbnail:** "SWIFT's KYC Registry open to corporates Marie-Charlotte Henseval, Head of KYC: a growing challenge for treasurers" (play button)
- Landing Page 4:** "KYC Registry for sharing KYC... Find out more about... processes with your... Read more about" (button)

Who can join?

SWIFT connected corporates and all their legal entities [all you need is one connected BIC]

How much does it cost?

Joining and contributing your data and document is totally free.

Only consumption of profiles is payable.

How can I join?

A person with ordering rights can place an order on [swift.com](https://www.swift.com)

How long does it take to on-board?

Once your order is processed, you will be contacted by our KYC Operations team for training. They will guide you throughout the contribution process.





Contribution best practices – First weeks on the KYC Registry

Ready for consumption in a few weeks depending on internal processes



Step 1: Getting ready

- ✓ Internal readiness: involve legal, compliance and IT
- ✓ Operational model: centralised, decentralised, hybride
- ✓ Familiarise yourself with the « Baseline »



Step 2: Kick-off

- ✓ Touch point with KYC Operations for training and onboarding on the platform
- ✓ Identify the first user(s) and their role(s)
- ✓ Set up an approval process



Step 3: Contribution

- ✓ Start with one key entity [i.e. the one next under review]
- ✓ Start with easiest modules and submit them for qualification
- ✓ Contribute what you can provide, KYC Ops is available to support for the remainder



Step 4: Share information

- ✓ Tell your banks that your data and documents are available on the KYC Registry
- ✓ Manage access requests in a timely fashion



DEMO





Evolving roadmap

2020



Corporate features focus
Corporate contribution features enhancement



Access Management
Enhancement of single and bulk access management



Modular - Base functionality
Granular functionality and features alignment for Modular baseline



Baseline Revision
Clean-up and revision of the FI and Corporate Baselines



Performance Analysis and Improvement
Review core application performance metrics, implement improvements



KYC Registry API
API enhancement as key enabler for automation and ecosystem expansion

2021



Modular Baseline migration
FI Baseline migration to modular Setup (incl. API)



Bilateral Exchange
Data and documents



User Management
User administration process revision



Customer Reporting Enhancement
Granular reporting capabilities, new reports development



Platform Analytics
Customer behaviour observation, solutions development, Dashboarding



Digitalization
Optimize and automate the contribution and consumption processes





The KYC Registry – Proof Points

5,500+
Financial
Institutions



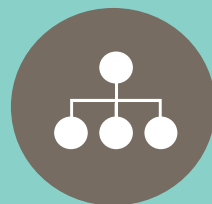
200+
Global territories



**Co-operative
led**



**One
centralised
platform**



KYC is a time-consuming process for us, and it is great that SWIFT has started this initiative which has led to good discussions with other corporates. We are also happy to see that the banking community is supporting this initiative and that we are all working towards the same goal – targeting to reduce the administrative burden of KYC.

**Kristina Möller, Treasury
Director at Spotify AB**





Thank you for listening

About SWIFT

SWIFT is a global member owned cooperative and the world's leading provider of secure financial messaging services. We provide our community with a platform for messaging and standards for communicating, and we offer products and services to facilitate access and integration, identification, analysis and regulatory compliance.

Our messaging platform, products and services connect more than 11,000 banking and securities organisations, market infrastructures and corporate customers in more than 200 countries and territories.

While SWIFT does not hold funds or manage accounts on behalf of customers, we enable our global community of users to communicate securely, exchanging standardised financial messages in a reliable way, thereby supporting global and local financial flows, as well as trade and commerce all around the world.

As their trusted provider, we relentlessly pursue operational excellence; we support our community in addressing cyber threats; and we continually seek ways to lower costs, reduce risks and eliminate operational inefficiencies.

Our products and services support our community's access and integration, business intelligence, reference data and financial crime compliance needs.

SWIFT also brings the financial community together – at global, regional and local levels – to shape market practice, define standards and debate issues of mutual interest or concern.

SWIFT's strategic five year plan, SWIFT2020, challenges SWIFT to continue investing in the security, reliability and growth of its core messaging platform, while making additional investments in existing services and delivering new and innovative solutions.

Headquartered in Belgium, SWIFT's international governance and oversight reinforces the neutral, global character of its cooperative structure. SWIFT's global office network ensures an active presence in all the major financial centres

For more information about SWIFT, visit www.swift.com.



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