



# SWIFT - Trade digitisation

Thomas Peeters

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**SWIFT**  
in figures

**28.3 million**

FIN messages peak day (March 2016)

**6.1+ billion**

FIN messages per year (2015)

**8.4%**

Increase in FIN traffic (2015)

**11,000+**

SWIFT users

**200+**

Countries and territories



# « SWIFT for Corporates » portfolio



Secure financial  
connectivity



Automation and  
compliance



Identity and  
mandate  
management



Certainty and  
efficiency in the  
supply chain

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SWIFT's Training, Consulting and Business Intelligence Services

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# Corporates are driving the Trade Digitisation



Business to  
Business



## B2B space moves fast to eCommerce platforms

- More efficiency in the business-to-business space
- e-invoicing, purchase-to-payment & shipping documentation platforms connecting buyers and suppliers



## MNCs adopt multi-banking trade finance solutions

- Advanced bank-agnostic trade software solutions
- Trade finance workflows and industry standards
- Cloud technologies accelerating roll-out



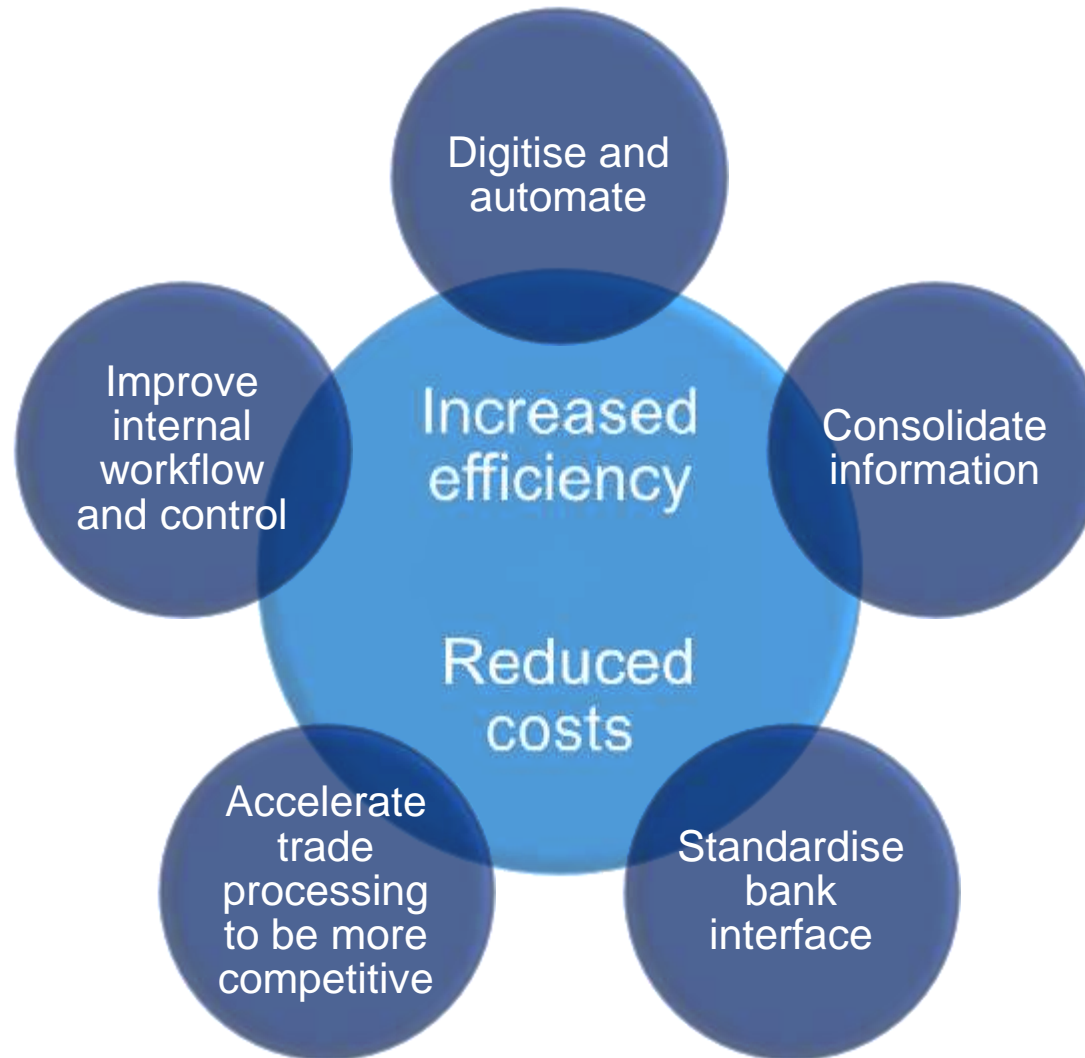
Bank to Bank



## Banks start to modernise inter-bank practices

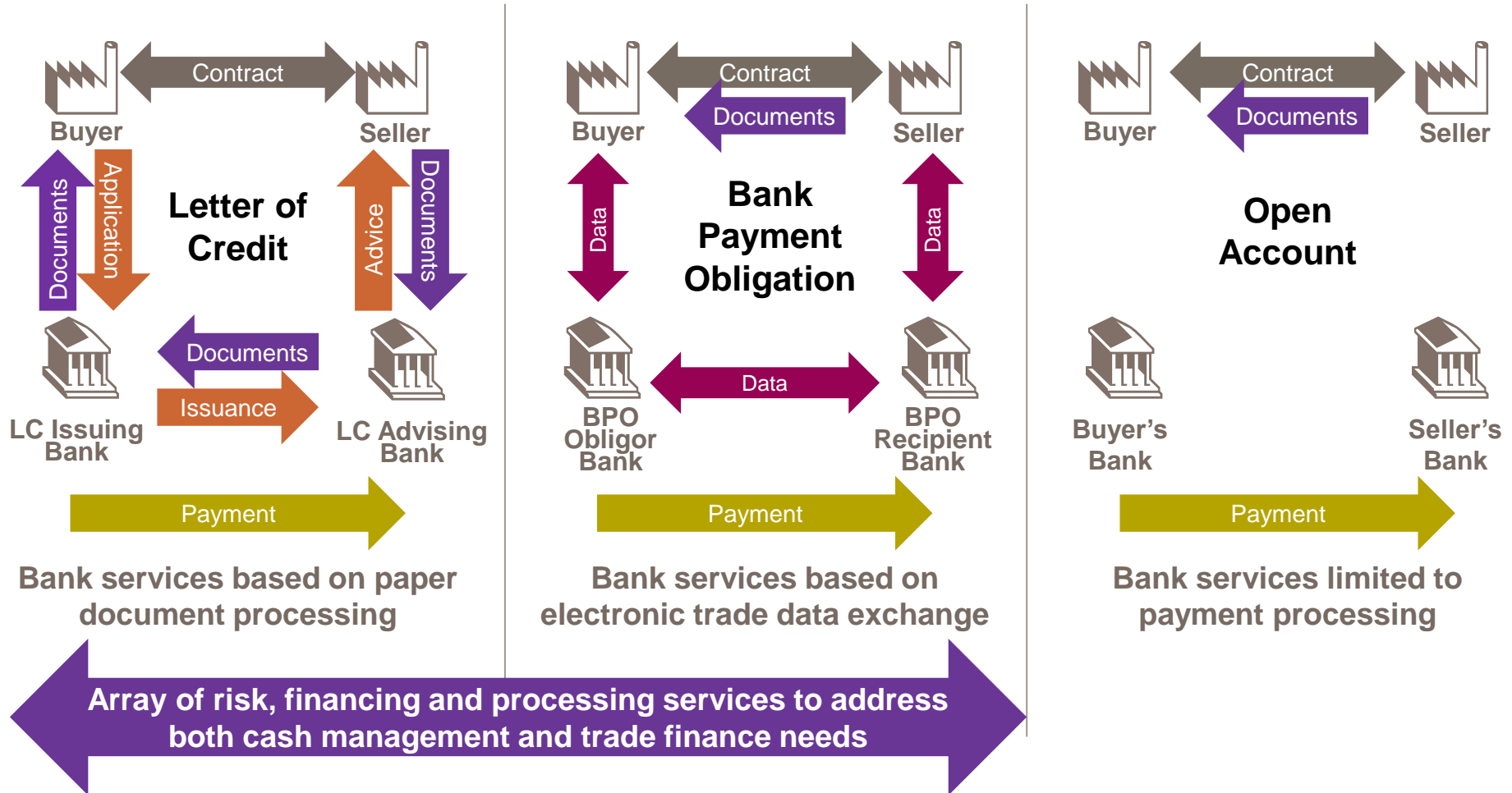
- Using ISO 20022 messaging standards and ICC rules
- Correspondent relationships to focus on core markets

## Drivers for Corporates to adopt multi-banking trade finance solutions

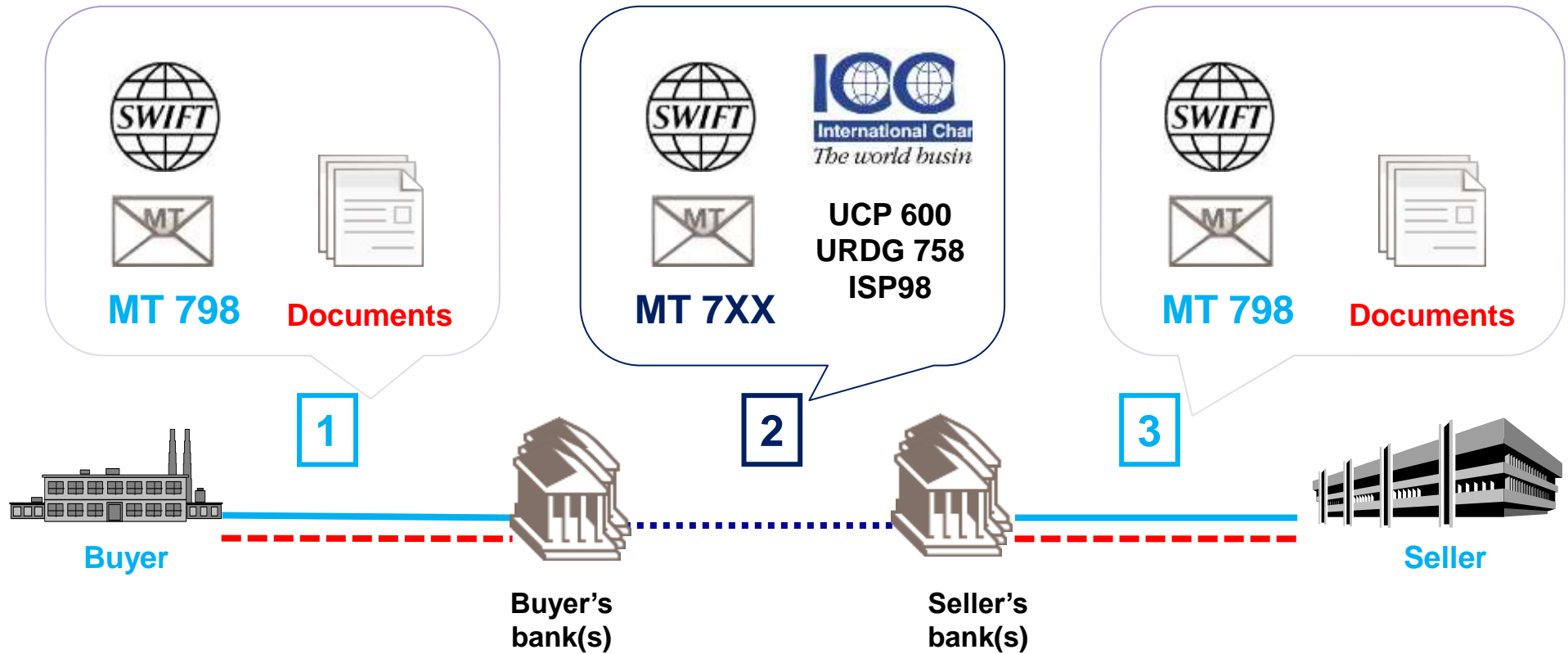


# The Bank Payment Obligation

A new payment method between L/C and open account



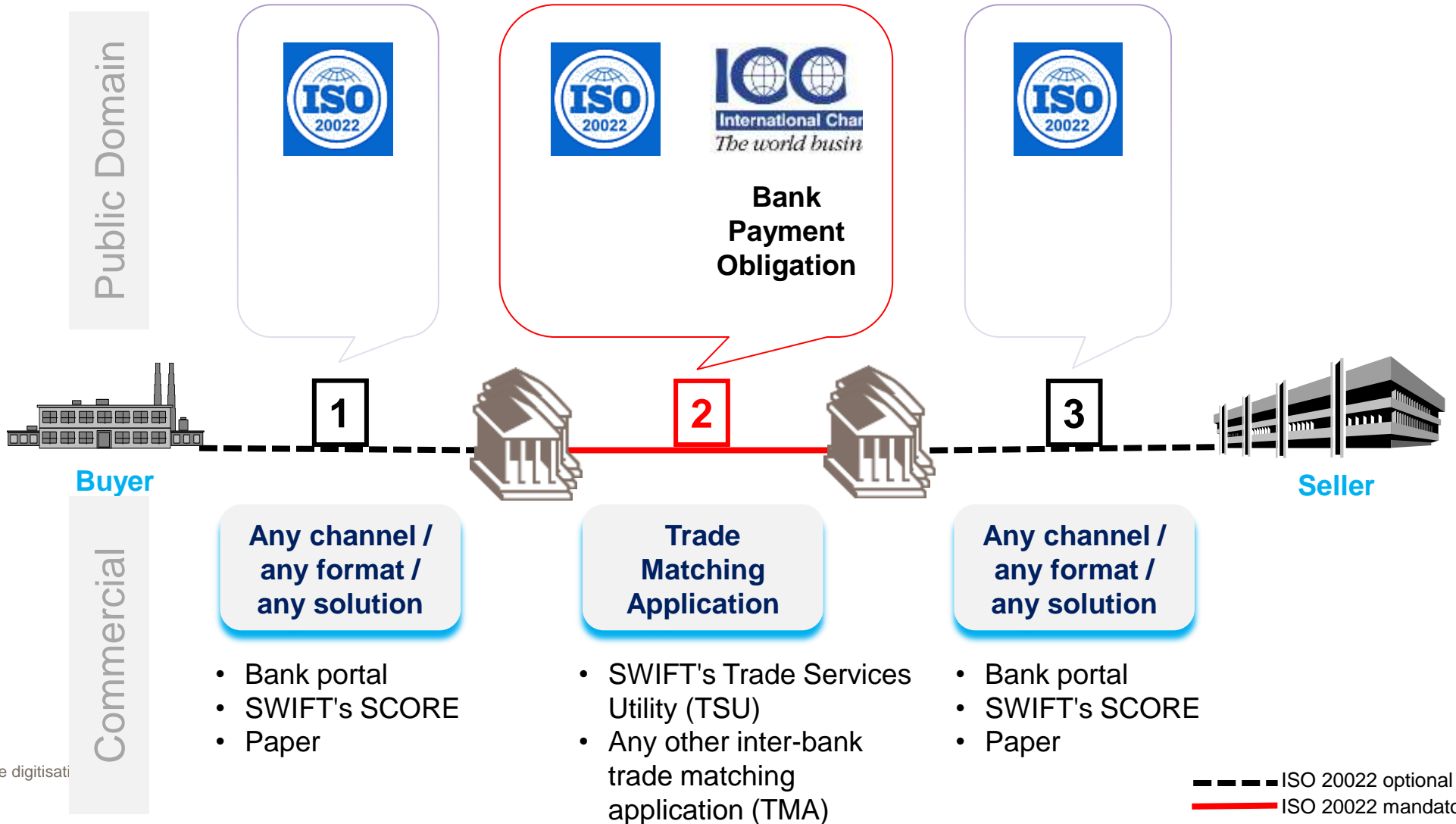
# Industry standards for L/Cs and Guarantees



*SWIFT's MT 7xx are industry owned and technology neutral standards in support of ICC's rules for L/Cs, Standby L/Cs and Demand Guarantees*



# Industry standards for Bank Payment Obligation





# Trade and BPO Messages and Business Flows

*In Figures*

MT 798

20

Corporates live or implementing MT 798

27

Banking groups live MT 798

19

Banking groups testing MT 798

13 / 20

13 of the top20 trade banks (\*) are implementing MT 798

BPO

55+

Corporate relationships live on BPO

19

Banking groups live on BPO / TSU

21






Banking groups testing BPO on TSU

18 / 20

18 of the top20 trade banks (\*) are reachable on TSU to process BPOs



# Regulators and industry associations are promoting Trade Digitisation too

INSTRUMENT	SWIFT INDUSTRY STANDARD	SWIFT MESSAGING SERVICE	INDUSTRY LEGAL RULES AND MARKET PRACTICE
<b>Letter of Credit (LC)</b>	MT 7xx MT 798	FIN	 INTERNATIONAL CHAMBER OF COMMERCE UCP 600 / eUCP
<b>Bank Payment Obligation (BPO)</b>	ISO 20022 tsmt	Trade Services Utility	 INTERNATIONAL CHAMBER OF COMMERCE URBPO 750
<b>Demand Guarantee</b>	MT 7xx MT 798	FIN	 INTERNATIONAL CHAMBER OF COMMERCE URDG 758
<b>Single European Payments Area Credit Transfer / Direct Debit (SEPA)</b>	ISO 20022 pain pacs camt	FileAct	 European Payments Council  ISO 20022 CGI-MP
<b>Cross-border Payment</b>	MT 103 MT 9xx	FIN	SWIFT FIN service description

## Contact details

# Thank you!



### Thomas Peeters

*Senior Account Director  
EMEA*

#### **SWIFT**

Avenue Adele 1

B-1310 La Hulpe  
Belgium

D

+32 2 655 4452

M

thomas.peeters@swift.com

W

swift.com





[www.swift.com](http://www.swift.com)