



# SWIFTgpi

A new standard in cross-border payments

Jul, 2017

SWIFTgpi

# Your cross-border payment challenges



## Speed

“Critical business requires faster payment execution”

**Martin Schlageter**  
Head of Treasury Operations, Roche



## Transparency

“Many times we don’t have visibility on the fees lifted along the way”

**Peter Claus-Landi**  
Director banking initiatives, General Electric



## Tracking

“I’m not able to tell when the money hits the beneficiary’s bank account”

**Brooke Tilton**  
Vice President, Treasury Operations, Viacom



## Remittance information

“We miss information regarding the invoice and the payer for timely reconciliation”

**Michel Verholen**  
Director, Global Treasury Center, Zoetis



# Your cross-border payment challenges



# Corporate expectations vs. cross-border bank services



Uncertainty after payment initiation

**Predictability of the payment** reaching the beneficiary account



Inconsistencies between amount sent and received

Fee **transparency**, including FX costs and deducts



Cumbersome handling of exceptions and investigation

Payment **traceability** and automation (STP)

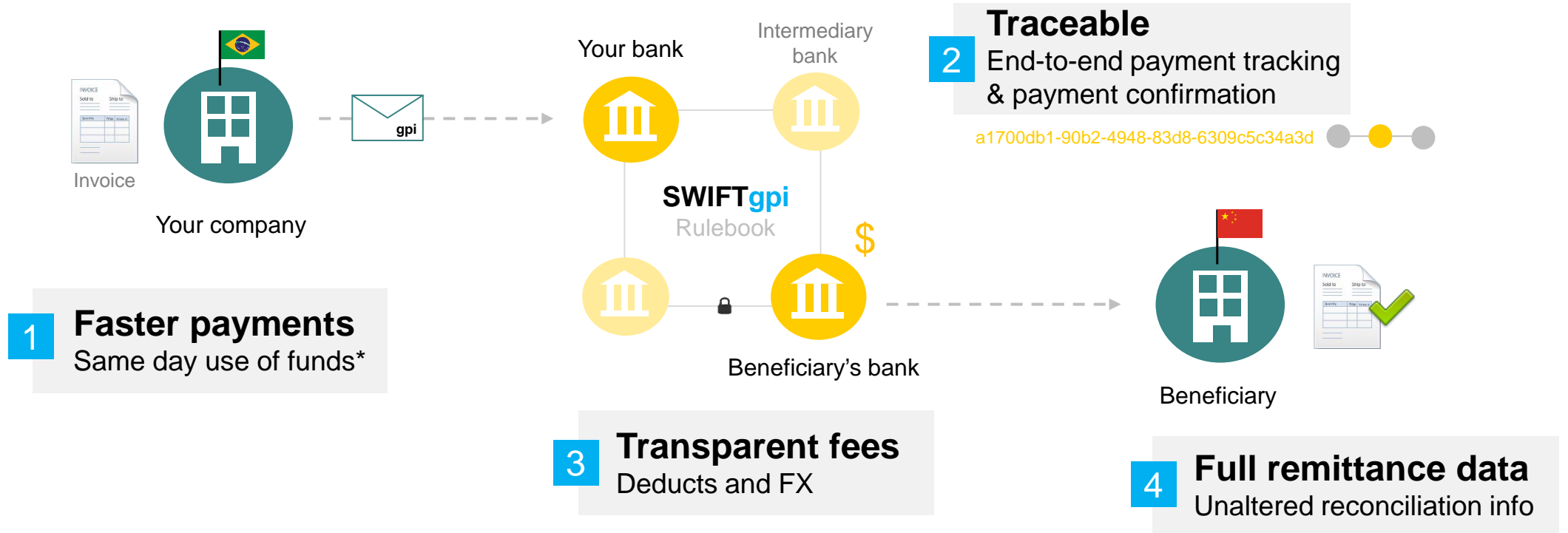


Incomplete or missing remittance information


Simple **reconciliation** of invoices and payments



# SWIFT gpi: secure, faster, traceable & transparent cross-border payments



# Value for corporates



**Accounting & core functions**

- Better cash flow management
- Speed and visibility on critical payments
- Certainty for buyers and sellers
- Transparency on bank fees
- Reduced exception handling & investigations



**Budgeting, planning and forecasting**

- Enhanced predictability and traceability
- Greater planning and decision making
- Improved reconciliation and forecast reporting

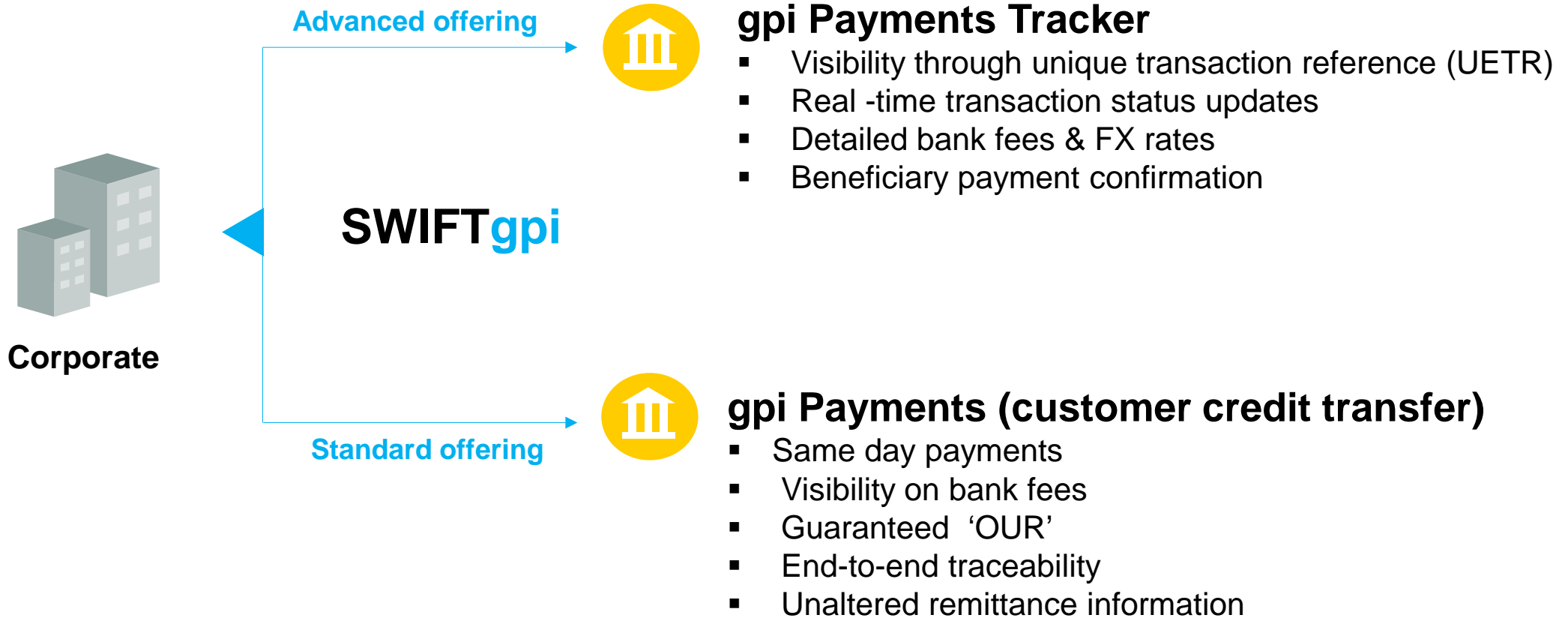


**Treasury & Cash Management**

- Reduced settlement time
- Leverage investment opportunities
- Higher visibility for capital and credit management
- Reduced FX risk



# The new standard of cross-border payments through your bank\*



# The SWIFT gpi Tracker (bank view)

**Tracker** Search: John Doe

← Back to search Show in my local time

Final status: **Completed** Credited to beneficiary customer 14 MAR 2016 - 10:30 PDT

Instructed amount: 485,000.00 USD → Credited amount: 484,930.00 USD

Deducts: 70 USD SHA

Total duration: 6hr 10min

Tracking number: 3546553e-0967-4c5b-b380-036dcb1cbf46

Ordering customer: PROFITABLE AND EFFICIENT FINANCIAL INSTITUTION

Beneficiary customer: BROKER DEALER OF ABSOLUTE PERFECTION

Bank	BIC	Location	Start Time	End Time	Duration	Sender's reference	Sender's deducts
PROFITABLE AND EFFICIENT FINANCIAL INSTITUTION	PEFJJPJT	TOKYO JAPAN	14 MAR 2016 17:25 JST			668842224442233	20 USD
SAVE WITH US BANK	SWUBDEFF	FRANKFURT GERMANY	14 MAR 2016 09:35 CET	14 MAR 2016 11:45 CET	2hr 10min	4586322488652555	10 USD
SIMPLY DELIGHTFUL BANK	SDEBFRPP	PARIS FRANCE	14 MAR 2016 11:50 CET	14 MAR 2016 14:10 CET	2hr 20min	7846318431435174	30 USD
BROKER DEALER OF ABSOLUTE PERFECTION	BDAPUS33	NEW YORK UNITED STATES	14 MAR 2016 09:20 EST	14 MAR 2016 10:30 EST	1hr 10 min		10 USD

[See detailed history](#)

Transparency of total fees and time



Unique, end-end tracking number





# Member banks

AMERICAS

20%

EMEA

52%

APAC

28%

Close to 100 member banks sending payments into more than 224 countries and territories; representing over 75% of all SWIFT cross-border payments

- **ABN AMRO Bank**
- ABSA Bank
- Agricultural Bank of China
- Alfa-Bank
- Australia and New Zealand Banking Group
- Axis Bank
- **Banco Bilbao Vizcaya Argentaria**
- Bangkok Bank
- Bank of America Merrill Lynch
- **Bank of China**
- Bank of Communications
- Bank of New York Mellon
- Bank of Nova Scotia
- Bank of the Philippine Islands
- Bank of Tokyo-Mitsubishi UFJ
- Banco Bradesco
- Banco Santander
- Banco de Crédito del Peru
- Banco do Brasil
- Banorte
- Banque Européenne d'Investissement
- Barclays
- Bidvest Bank
- BNP Paribas
- Budapest Bank
- CaixaBank
- Canadian Imperial Bank of Commerce
- China Construction Bank
- China Merchants Bank
- **Citibank**
- Commonwealth Bank of Australia
- Commerzbank
- Crédit Agricole
- Crédit Mutuel-CIC Banques
- Credit Suisse
- CTBC Bank
- **Danske Bank**
- **DBS Bank**
- Deutsche Bank
- DNB Bank
- Ecobank
- E.Sun Commercial Bank
- Erste Group Bank
- Fifth Third Bank
- FirstRand Bank
- Handelsbanken
- Helaba Landesbank Hessen-Thüringen
- HSBC Bank
- ICICI Bank
- IndusInd Bank
- **Industrial and Commercial Bank of China**
- **ING Bank**
- **Intesa Sanpaolo**
- Intl. FCStone
- Investec
- Itaù Unibanco
- JPMorgan Chase Bank
- Kasikornbank
- KBC Bank
- KEB Hana Bank
- Lloyds Bank
- Mashreq Bank
- Maybank
- Mizuho Bank
- National Australia Bank
- Natixis
- Nedbank
- **Nordea Bank**
- Oversea-Chinese Banking Corporation
- Piraeus bank
- PKO Bank Polski
- Promsvyazbank
- Rabobank
- Raiffeisen Bank International
- Resona Bank
- Royal Bank of Canada
- Royal Bank of Scotland
- Sberbank
- Siam Commercial Bank
- Silicon Valley Bank
- Skandinaviska Enskilda Banken
- Société Générale
- SpareBank 1
- Standard Bank of South Africa
- **Standard Chartered Bank**
- Sumitomo Mitsui Banking Corporation
- Swedbank
- Tadhamon International Islamic Bank
- TMB Bank
- Toronto-Dominion Bank
- UBS
- U.S. Bank
- **UniCredit**
- United Overseas Bank
- Wells Fargo
- Westpac Banking Corporation



# How are we engaging with corporates?

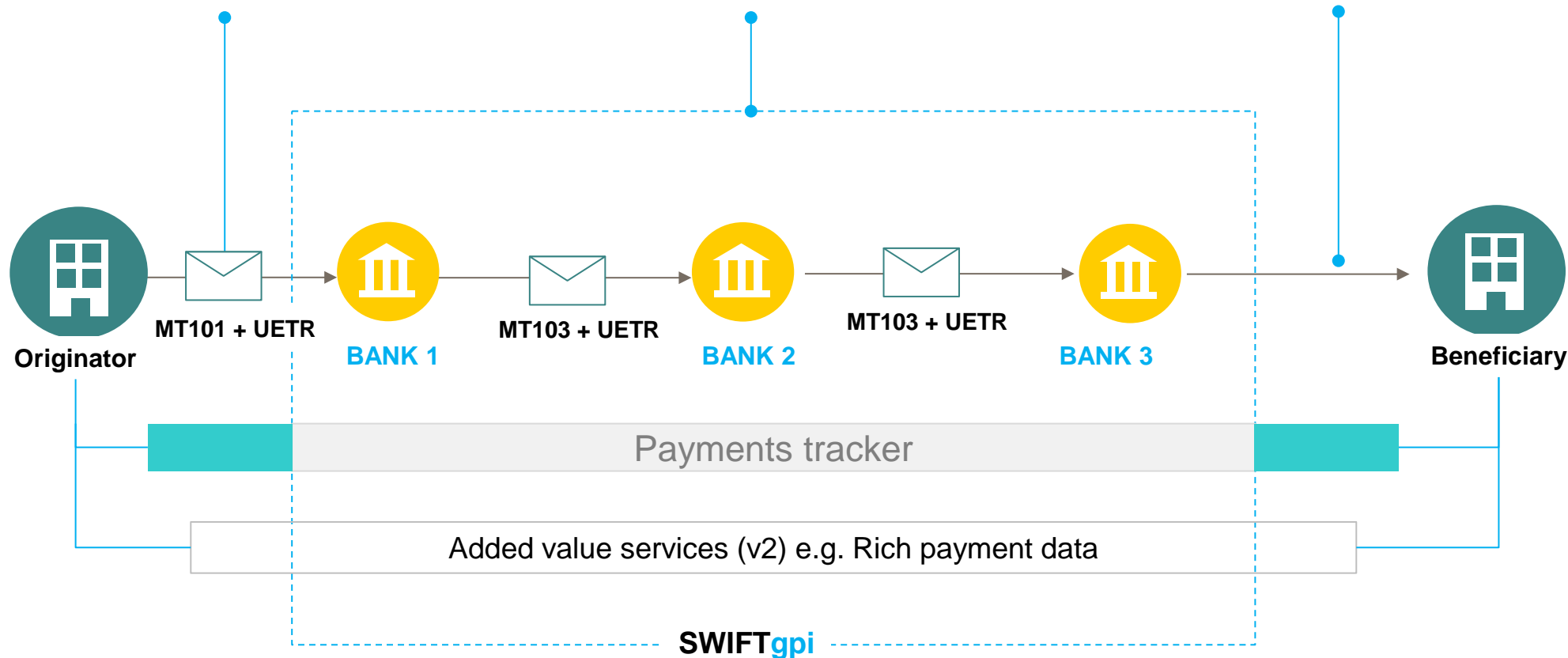


# Extending gpi to multi-bank corporates

## 1- gpi payment initiation & automation

## 2- Multi-bank tracking status

## 3- Beneficiary services



## SWIFT gpi: Three phases running in parallel

Phase 1

Delivering a  
**New standard**

Live in Feb 2017

Phase 2

Designing  
**Digital transformation**

Q4 2017 - 2018

Phase 3

Exploring  
**Technological innovation**

Q1 2017 – 2019?



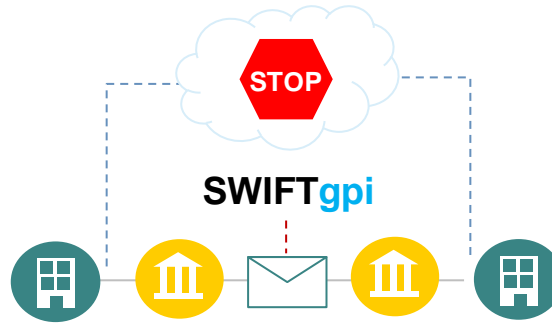
# Phase 2: Designing digital transformation

## Rich payment data



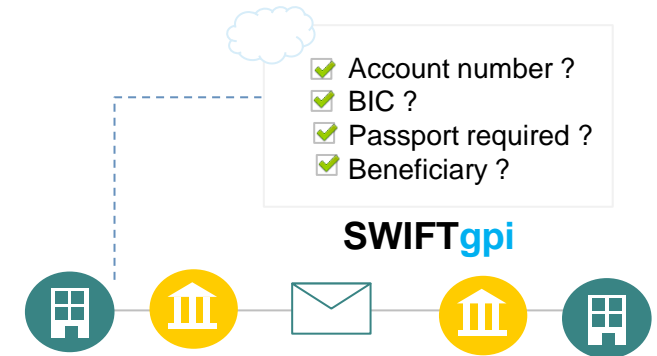
Rich remittance information, invoices, compliance documents, etc.

## Request for cancellation



Stopping unsolicited payments (double payment, manual errors, fraud)

## International Payment Assistant



Validation of payments before execution



## How to get started with SWIFT gpi?

- 1 Identify your key corridors and needs**
- 2 Contact your bank and ask about SWIFT gpi\***
- 3 Include gpi (payments and tracker) in your RFP**

**\*If your bank is not gpi yet, contact us at [swiftforcorporates@swift.com](mailto:swiftforcorporates@swift.com)**





Questions?

Contact: [swiftforbanks@swift.com](mailto:swiftforbanks@swift.com)

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