



Watch Banking Insights

Insightful dashboards on your Transaction Banking business

The competition among financial institutions is getting tougher and staying ahead of the curve has become paramount in this competitive landscape. With this, it is essential for institutions to rely on fact-based and timely operational and business information.

By using insights from SWIFT Business Intelligence (BI) data in your organisational decision making process, you can better achieve this objective by improving or adapting your product and market strategy, better monitor performance, assess risk exposure and control costs.

By accessing SWIFT Business Intelligence tools for your transaction banking business, you will be able to address day to day business questions such as:

- What are my payments volume and value for major currencies?
- What is my market position in key country/countries or corridors, compared to my peers?
- Who are my preferred correspondent partners, and how much of our payments traffic goes through them versus other banks?
- Do we reach the level of efficiency and quality, reciprocity and services agreed in our Service Level Agreement (SLA)?
- With which correspondents do I have the highest concentration of risk?

Watch Banking Insights is a key component of an evolving Business Intelligence Portfolio. Regardless of the size of your institution, with Watch Banking Insights you will gain access to pre-defined dashboards giving you meaningful and actionable business insights through clear visuals (graphs, charts, etc). Watch Banking Insights provides you with a detailed business analysis by entity (identified by a BIC). You will benefit from fact-based information for decision making and be able to better allocate your resources.

Three dashboards are available:

- Develop your footprint and portfolio in **Cash Management & Payments**
- Develop your footprint and portfolio in **Trade Finance**
- Manage your **Correspondent Network**

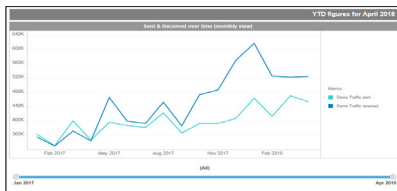
Benefits

Gain insights on your payments and trade finance business flows

Analyse your correspondent network and control risk exposure

Monitor your business performance and benchmark against SWIFT totals

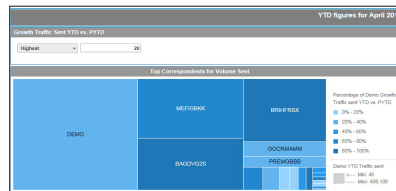
Monitor your gpi adoption (gpi flag available in 2018)



Cash Management & Payments dashboard



Trade Finance dashboard



Network Management dashboard

Cash Management & Payments dashboard

This dashboard provides insights into your Cash & Payment activities: Customer Transfers and Cheques (cat. 1), Financial Institutional Transfers (cat. 2), Cash Management and Customer Status (cat. 9).

The data can be analysed in a variety of ways depending on your needs:

- Discover your ranking within your BIC8 country compared to SWIFT totals. This can help you to improve your competitive analysis and track your sales performance compared to peers.
- Look at your top activities in Cash & Payments. For example, which counterparty countries do you send the most payments to? What are the top currencies used for your payment transactions?
- Get insights into how your payment volumes and values are regionally concentrated.
- What is your activity share? Benchmark your institution's activity against the SWIFT community in a specific market, region, country or currency. See which countries you are not active in but may want to become active in.
- You can also view your activities with various Market Infrastructures.

Optionally, you can check your position versus your peers per category or for specific message types or currencies (Peer comparison).

Trade Finance dashboard

This dashboard provides insights into your Trade Finance activities: Collections and Cash Letters (cat. 4), Documentary Credits (Letters of Credits) and Guarantees (cat. 7).

The data can be analysed in various ways to get insights on the following:

- See your ranking within your BIC8 country compared to SWIFT totals. This can help you to improve your competitive analysis and track your sales performance compared to peers.
- Look at your top activities in Trade Finance. For example, which counterparty countries do you send the most Trade Finance messages to? What are the top currencies used for your Trade Finance transactions?
- Get insights into how your trade volumes and values are regionally concentrated.
- What is your activity share? Benchmark your institution's activity against the SWIFT community in a specific market, region, country or currency. See which countries you are not active in but may want to become active in.

Optionally, you can also check your position versus your peers per category or for specific message types or currencies (Peer comparison).

Network Management dashboard

This dashboard provides insights into your correspondent network for both Cash & Payments and Trade Finance activities.

The data can be analysed in multiple ways depending on your needs:

- Get insights on your top 25 correspondents. How much of your traffic sent or received do they represent?
- Who are your top correspondents for specific message categories or currencies? Who are your preferred correspondents for specific currency flows or in a specific country?
- Get insights into how your payments and Trade Finance volumes and values are regionally concentrated.

Confidentiality

Watch Banking Insights includes peer benchmarking information in aggregate and anonymised form, in accordance with the SWIFT Data Retrieval Policy and its internal procedures. SWIFT does not disclose the identity of peers and applies measures to prevent the indirect identification of peers. The peer benchmarking information, as well as all data that relates to SWIFT's total traffic or volume figures, is confidential to the customer. The customer may use it for internal purposes, but may not share it externally without SWIFT's prior consent.

For further information about Watch Banking Insights and the full SWIFT Business Intelligence portfolio, please visit www.swift.com/BI or contact watch@swift.com