



# SWIFT for CORPORATES

Dear treasury and trade professionals,

Thank you for your support and commitment in working with us in 2015 to make *SWIFT for Corporates* what it is today.

Last year, **240 new corporate groups** joined SWIFT, of which **44 were in the Americas, 44 in Asia Pacific and 152 in EMEA**. Among the new joiners, 60% are directly connected to SWIFT, including 53% which opted for Alliance Lite2 or Lite2 for Business Application (L2BA), the cloud-based solutions that provide a single, cost-effective communication channel for corporates to reach thousands of financial institutions worldwide with no need for complex integration into the back office systems.

Whilst we achieved a market share of **45% in the Global Fortune 500 companies**, we are also welcoming more and more midcaps and smaller corporates: **47% of corporates** joining in 2015 have **a turnover of less than 1 Billion USD** and **31%** have a turnover of **less than 500 Million USD**.

Besides the increasing number of large and smaller corporates joining SWIFT, we also witnessed strong traffic growth across all message types, including 20% increase on FIN traffic, 19% increase on FileAct, and 21% increase on ISO 20022 formatted messages.

Our geographies and network of banking partners are also expanding, **37 out of the Top40** corporate access providers (SCORE banks) are now certified in our **Bank Readiness Certification Programme**. The total number of certified banks has increased 16% in 2015. Corporates can now easily identify banks that can fully support their SWIFT connection via the **Bank Readiness online portal**, including more than 700 banks, representing 65 banking groups in 130+ countries.

The *SWIFT for Corporates* portfolio continues to evolve with a portfolio of services well beyond those first offered in connectivity and messaging. Now more and more corporates are benefiting from SWIFT services even without being connected to the SWIFT network yet. The growing adoption of our extended solutions, such as **SWIFTRef**, **MyStandards**, **3SKey** and **TSU/BPO** are testament to the strong interest and demand from both corporates and banks alike to leverage the SWIFT technology, innovation and experience globally.

Please contact your SWIFT account manager to receive the **full 2015 SWIFT for Corporates Market adoption report**.

We look forward to building our partnership with you throughout 2016 and beyond.

Best regards,

SWIFT Corporate and Supply Chain Markets team

## Global payments innovation initiative

Designed for the corporate treasurer, SWIFT's global payment innovation initiative continues to make strong progress with **more than 45 banks already signed up** to the initiative to improve cross-border payments.

Together with the industry, SWIFT has created a new service level agreement (SLA) rulebook, providing an opportunity for smart collaboration between banks to help corporates grow their international business, improve supplier relationships, and achieve greater treasury efficiencies; the initiative will enable corporates to receive an enhanced payments service directly from their banks, with the following key features:

- Same day use of funds
- Transparency and predictability of fees
- End-to-end payments tracking
- Transfer of rich payment information.

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## Latest SCORE enhancements and extensions

Following market feedback and demand from corporates and banks and in close collaboration with the Corporate Advisory Group (CAG), SWIFT has implemented a series of enhancements in SCORE.

The latest enhancements include:

- Additional messages supported in SCORE
- Facilitating statements between Banks and Corporates.

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## Payment Service Directive 2 (PSD2) - Strong Customer Authentication

On 23 December 2015, the European Union (EU) published the new **Payment Service Directive 2 (PSD2)** in their Official Journal. If all goes according to plan, this EU Directive will be transposed into national legislation and become fully applicable by early 2018.

SWIFT has responded to the discussion paper launched by the European Banking Authority (EBA) regarding the development of the technical requirements for Strong Customer Authentication (SCA) and Regulatory Technical Standards (RTS). SWIFT is keen to contribute security and authentication expertise.

We are following further developments closely, monitoring the impact of the future regulation and RTS on our products and services.

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## SWIFT for Corporates User Conference

Time to register your interest - 11 & 12 May 2016, London

*Staying ahead in the rapidly evolving transaction banking space*

The 5th edition of our User Conference will address the key SWIFT market and product developments and demonstrate how MULTI-banking innovations are being implemented by banks today. Leading SCORE banks can learn how to optimise their use of SWIFT's industry standards, messaging solutions and additional MULTI-banking capabilities and become more agile and innovative in the fast evolving transaction banking space.

[REGISTER NOW](#)



## Registration opens for Sibos 2016 Geneva

This year's Sibos will be held from 26 to 29 September at the Palexpo in Geneva. For the tenth year running, there will be a two-day Corporate programme with sessions dedicated to treasury and trade topics for both corporates and banks on **28 and 29 September**.

**Special 2-day discounted passes** are available for corporate representatives, please contact us or your banking partners for more information. Register now to reserve your place at the world's premier financial services event where you can network with topic experts and key decision makers at the conference and exhibition. Debate pressing issues and challenges, and discuss new developments.

We also welcome corporate treasurers to speak and share your experience at the conference, please get in touch with us if you are interested.

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## Market news on Corporate Connectivity

- SWIFT offers secure financial messaging services to **CIPS**
- **SWIFT India** goes live
- Bank of Philippine Islands awarded SWIFT's **bank-readiness certificate**
- SWIFT strengthens its support to Filipino corporates looking to optimise finance operations
- **Dassault Systèmes** became the first BTMU's customer to use **3SKey** in Asia Pacific
- **Barclays** partners with SWIFT to enhance service quality for corporate clients in India
- **Shinhan Bank** implements SWIFT for Corporates to support global and Korean companies with an eye on expansion
- SWIFT delivers IBAN to BIC conversion service to Payments UK
- SWIFT and the **Canadian Payments Association** examine Canada's adoption of ISO 20022

## Market news on Trade and Supply Chain Finance

- **BPO/MT 798** – Trade Digitisation Market Adoption
- **Kongsberg** Selects **GTC**'s multi-bank Trade Finance Platform and SWIFT
- BPO: **essDOCS** and SWIFT nominated for the Fintech Innovation Awards 2016
- Europe's banks get behind the BPO
- Digitisation: the key to distributed ledger and SWIFT BPO
- Next generation supplier financing: filling the gap
- Asia Report: region leads supply chain finance growth

## Webinar: Digitisation of Trade Finance Flows

April 12, 2016 - 11am EST / 8am PST

Learn how you can bring efficiency to your company by digitising handling of letters of credit and bank guarantees using SWIFT and a MULTI-bank trade finance platform. Hear how Nokia Corporation has improved its trade finance operations and risk management using technology and best practices and how quickly banks are adopting the use of SWIFT MT 798 messages.

REGISTER NOW 

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We hope these news updates are providing you with interesting insights. Please do not hesitate to contact your SWIFT relationship team.

### For additional information:

Visit: [corporates.swift.com](http://corporates.swift.com)

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

Join: [Corporates and Supply Chains on SWIFT LinkedIn Group](#)