



The global provider  
of secure financial messaging services

# SWIFT for Corporates newsletter

Global and regional news relevant to all our members  
in the SWIFT for Corporates community

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July 2016

Dear treasury and trade professionals,

This is the first edition of the SWIFT for Corporates global newsletter with both global and regional news combined. We hope our streamlined communication will give you a holistic view of all relevant news and updates that are happening in the world of SWIFT and our corporate members, regardless of where you are in the world.

You will find five sections to our newsletter: General updates relevant to all members; three regional highlights sections; and the last section on upcoming events and market news. Please feel free to share your comments and suggestions with us by [email](#) or contact your relationship manager anytime.

We hope you will enjoy reading this newsletter.

Best regards,  
The Global SWIFT Corporate and Supply Chain team

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## General updates

### New Head of Corporate & Supply Chain appointed

Marc Delbaere, former Head of MyStandards at SWIFT has just been appointed as SWIFT's new Head of Corporate and Supply Chain markets. Marc joined SWIFT in 2008 as Head of Standards Strategy and Architecture from IBM where he worked for 13 years and was in charge of the IBM Industry Models portfolio, an intellectual property offering at the crossroads of business and IT. As Head of MyStandards in the last four years, Marc initiated the programme from the ground up and grew it into the central financial services industry platform for standards management and customer on-boarding. Marc starts his new role on 1 August.

### Treasury and Trade at Sibos 2016

Join us for the treasury and trade sessions at **Sibos 2016 in Geneva on 28 and 29 September** to discover the latest industry developments and join the debate on challenges faced by corporates and banks. This year's two-day programme will focus on evolving corporate requirements, emerging technology innovations and trends in corporate banking, as well as the latest services offered by banks to help corporates grow their business. It will also explore the benefits of using global standards in treasury and trade, industry progress on digitising trade flows, alternative financing options, corporate-to-bank connectivity innovations and personal identity tools. Delegates will also be able to learn more about the new SWIFT tools available for increased automation and compliance. But there's much more. Sibos offers an unparalleled opportunity for senior corporate treasury and business practitioners to network, hold business discussions, and learn how different individuals and institutions are addressing corporate banking challenges across the industry and around the world.

#### 20 years on SWIFT for Corporate Cocktail Reception

17:30 | Wednesday | 28 September

Join us for excellent conversation and refreshments at the Everest Lounge in the Palexpo convention centre, overlooking the Sibos exhibition floor. Just take the stairs next to the SWIFT stand.

Please download the [programme flyer](#) for more details or contact us for any questions you may have.



**Special two-day  
discounted passes for  
corporate representatives!**

28 - 29 September

Don't miss out the special two-day discounted passes! Contact your account manager to obtain the promo code now.

[Read more](#)

## **More Financial Institutions can now offer services to Corporates over SWIFT**

Following SWIFT Board and shareholders approval of extending SCORE eligibility of Financial Institutions, any SWIFT User in the user category “Supervised Financial Institution” can now join SCORE and offer messaging services to their corporate customers over SWIFT.

Corporates on SCORE can now request from more than 10,000 connected Supervised Financial Institutions to use SWIFT as their single MULTI-bank network to exchange financial messaging globally.

[Read more](#)

## **Latest SWIFT for Corporates adoption**

56 new corporate groups joined SWIFT in the first quarter of 2016, an 8% increase compared to the same period in 2015. 35 new corporate groups also opted for ISO 20022 formatted messages, representing 44% among all connected corporates. Six new banking groups have been certified in the Bank Readiness Certification Programme to offer SWIFT services to more corporates around the world

We also witnessed continuous traffic growth across all message types, including 22% increase on FIN traffic, 25% increase on FileAct, and 34.5% increase on ISO 20022 formatted messages.

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

## **SWIFT's global payments innovation initiative will transform cross-border payments**

More than 70 banks worldwide collaborate to dramatically improve the cross-border payments experience with greater speed, transparency and end-to-end tracking. As a part of the initiative, banks will enhance their approach to cross border payments and follow a set of strict business rules designed by SWIFT in collaboration with participating banks. Banks in the initiative will be able to give their corporate clients a dramatically improved payment experience, with same day use of funds, transparency of fees, end-to-end tracking, and transfer of rich payment information.

[Read more](#)

## **Annual SWIFT for Corporates User Conference wrap-up report**

For the fifth year running, the two-day “SWIFT for Corporates” User Conference took place in the SWIFT London office on 11 & 12 May and addressed the key SWIFT market and product developments and demonstrated how MULTI-banking innovations are being implemented by banks and corporates. The conference was attended by 53 representatives from leading SCORE banks and 30 representatives from connected corporates that were interested to 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.

We look forward to seeing you all again next year, full report will be available on [swift.com](http://swift.com).

## Regional highlights – Asia Pacific

### MyStandards enables Deutsche Bank to offer its clients web-based access to transparent and consistent documentation of financial messages

The technical implementation of financial messages presents several challenges for Asian clients. This includes considerable time and effort to review and analyse financial message guidelines and, ultimately, validate the messages through a series of manual processes. Asian clients, like many other clients around the world, are facing several challenges when it comes to implementation of financial messages within their IT-systems to initiate Cash Management business - for example, the setup of ISO 20022 XML messages.

[Read more](#)

### SWIFT for Corporates continues to gain traction in Asia Pacific with 29 new connections

A significant increase of corporations join SWIFT in Asia Pacific to communicate with their banking partners around the globe. Compared to the first half of 2015, the second half increased its number of corporates who joined SWIFT by 50% making Asia Pacific the fastest growing region of new corporate connectivity. Besides the MULTI-national corporates we are also pleased to welcome Cgnpc and Max Money who have connected in order to take advantage of SWIFT for Corporates offerings.

[Read more](#)

### Join us in the coming events in Asia Pacific

This year's SWIFT for Corporates events in Asia Pacific kicked off back in early March at Kuala Lumpur, Malaysia and made its mark across the region in several countries such as: Philippines, Taiwan, Japan, India and Korea. These events offer insightful sessions that introduces SWIFT's offerings to both existing and new corporate users. Latest trends and innovation for the respective country are also presented to give our community the latest view on the country adoption and development on SWIFT.

### Upcoming events

Come join us in the next event close to you to find out more, see the full list of events on [swift.com](http://swift.com) or at the bottom of this newsletter.

[Read more](#)

## Regional highlights – Americas

### ISO 20022: The Best Option for International Treasury?

During an afternoon session at the SWIFT Standards Forum on 12 May in New York, treasury professionals discussed the success they have had using the ISO 20022 standard internationally. They believe that, eventually, corporate treasurers as a whole will see the benefits of the standard, helping to widen its adoption across the corporate treasury world.

Attendees from several US MULTInational companies attended. One company explained that they have been using ISO 20022 for the past seven years and consider it to be a “tremendous asset” for payments activity. They have now implemented the standard in about 40 countries with about 17 different financial institutions.

[Read the full AFP story](#) to find out what corporate treasurers discussed at the forum.

### MyStandards User Group Meeting in New York – Three years on and growing strong

The third MyStandards User Group Meeting was also held in New York a day before the Standards Forum. Over 50 participants representing 27 organisations engaged in a full day of deep discussion on everything MyStandards-related. This latest User Group covered a range of topics that are relevant to all MyStandards users, including customer testimonials, latest ISO 20022 harmonisation features, preview of MyStandards 2.1 and interactive sessions and workshops on vendor management and the product roadmap.

[Read more](#)

### Launch of Corporate Kick Start package – Bring more power to your corporate banking

SWIFT has recently launched the Corporate Kick Start packages in the US market, a pre-built integration package from SWIFT that includes the majority of common corporate business flows. It is designed to be a turnkey solution for SWIFT integration for corporates to any bank. The Corporate Kick Start is based on SWIFT's advanced integration layer software. These new packages will enable a more efficient and cost effective SWIFT on-boarding process for our corporate community.

[Contact us](#) to find out more.

### SWIFT US National Group Sponsored Subcommittees

Do you want to get more involved with shaping SWIFT's offerings for Corporates? Do you have ideas or suggestions on areas of focus or challenges that can be addressed by the SWIFT team? Join us in the US Corporates Subcommittee to:

- expand reach between corporates and banks
- discuss common global implementation and acceleration for on-boarding
- reviews industry use cases and best practice for financial messaging for Treasury teams

To sign-up, [send an email](#) along with your contact details and your company's BIC.

## Regional highlights – Europe, Middle East & Africa

### Exalog and SWIFT strengthen their partnership

Exalog and SWIFT's relationship moves up a gear. Exalog is now the first service provider in France offering corporates access to the SWIFT network via Alliance Lite2 for Business Application (L2BA).

This new service is offered by the Exalog's editor combined with their Allmybanks software, for international payments and group treasury. The "Allmybanks + L2BA" is a plug & play solution which provides MULTInational companies access to most banks in the world. Corporate treasurers can make the most of the MULTI-banking environment without adding yet an intermediary in the chain or an intermediary bank, whilst also benefiting from Exalog monitoring of the corporate's systems operations and banking communications.

[Read more](#)

### Upcoming events

Date	Event name	Location	Organizer
13-14 Sep 2016	<a href="#">Cash &amp; Liquidity Optimization: USA 2016</a>	New York, USA	FinTech Connect
13 Sep 2016	SWIFT for Corporates Forum	Sydney, Australia	SWIFT
15 Sep 2016	SWIFT for Corporates Session	Perth, Australia	SWIFT
21-23 Sep 2016	<a href="#">SAP Conference for Treasury Management US</a>	Chicago, Illinois, USA	SAP
26-29 Sep 2016	<a href="#">Sibos 2016 Geneva</a>	Geneva, Switzerland	SWIFT
12-14 Oct 2016	<a href="#">Journées de l'AFTE</a>	Paris, France	Association Française des Trésoriers d'Entreprise
12-14 Oct 2016	<a href="#">International Cash &amp; Treasury Management</a>	Vienna, Austria	EuroFinance
23-26 Oct 2016	<a href="#">AFP Annual Conference 2016</a>	Orlando, FL, USA	Association for Financial Professionals (AFP)
14 Nov 2016	<a href="#">Strategic International Treasury (Asia)</a>	Singapore	EuroFinance
16-18 Nov 2016	<a href="#">FTA – The Innovation Change</a>	Gold Coast, Australia	Finance & Treasury Association
21 Nov 2016	<a href="#">Cash, Treasury &amp; Risk Management in China</a>	Shanghai, China	EuroFinance

### Market news - Trade & Supply Chain

Type	Title
Report	<a href="#">A new version of the Trade Digitisation Market Adoption is now available</a>
News	Two new banking groups are now live on BPO: Akbank and Industrial & Commercial Bank of China (ICBC)
Article	<a href="#">UniCredit Bank issues the first Bank Payment Obligation - BPO from Romania</a>
Info Paper	<a href="#">SWIFT &amp; OPUS Advisory Information Paper: Digital Trade and Trade Financing</a>
Event	<a href="#">Trade session at Sibos 2016: Trade digitisation: Where are we now?</a>
Presentation	<a href="#">General BPO presentation - BPO, a new payment method</a>
Presentation	<a href="#">General MT798 presentation - Digitising Trade Finance using MT798</a>
Webinar recording	<a href="#">MT798 - Digitization of Trade Finance Flows with MT798 (Nokia, CA-CIB, GTC, SWIFT)</a>

## Market news - Treasury & Cash Management

Type	Title
Article	<a href="#">ICICI and AXIS banks join SWIFT's global payments innovation initiative</a>
Article	<a href="#">Treasury Management International: Instant Payments: The Longer View</a>
Article	<a href="#">GT News: Four pillars of leading practice treasury management</a>
Article	<a href="#">GT News: Leveraging connectivity to improve treasury efficiency</a>
Article	<a href="#">GT News: BNP Paribas Cash Management University: six hot topics</a>
Article	<a href="#">Treasury Today: What will the payments landscape look like in five years?</a>
Article	<a href="#">Euromoney: Bringing connectivity into the future: why standardisation is critical</a>
Article	<a href="#">European CEO: Treasury management systems can bring peace between subsidiaries and treasurers</a>
Article	<a href="#">The Banker: Cross-border payments reach modernisation phase</a>
Article	<a href="#">CFO Innovation: More Banks Join SWIFT's Initiative to Give Corporate Clients Improved Payment Experience</a>
Article	<a href="#">The Asian Banker: SWIFT for Corporate adoption accelerates for money transfer company</a>
Article	<a href="#">The Corporate Treasurer: SOS: Save Our Suppliers</a>

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### 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, standards for communicating and we offer products and services to facilitate access and integration; identification, analysis and financial crime 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, enabling them to communicate securely and exchange standardised financial messages in a reliable way. As their trusted provider, we facilitate global and local financial flows, support trade and commerce all around the world; we relentlessly pursue operational excellence and continually seek ways to lower costs, reduce risks and eliminate operational inefficiencies. 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. Visit [www.swift.com](http://www.swift.com) to learn more about SWIFT.

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