

# SWIFT gpi objective: deliver a better customer payment experience

“Before”

## Traditional correspondent banking

1. Slow, can take multiple days
2. Expensive, multiple deducts
3. Secure and compliant
4. No transparency on cost and time
5. Convenient and ubiquitous
6. Open and inclusive (global reach)



“After”

## SWIFT gpi (global payments innovation)

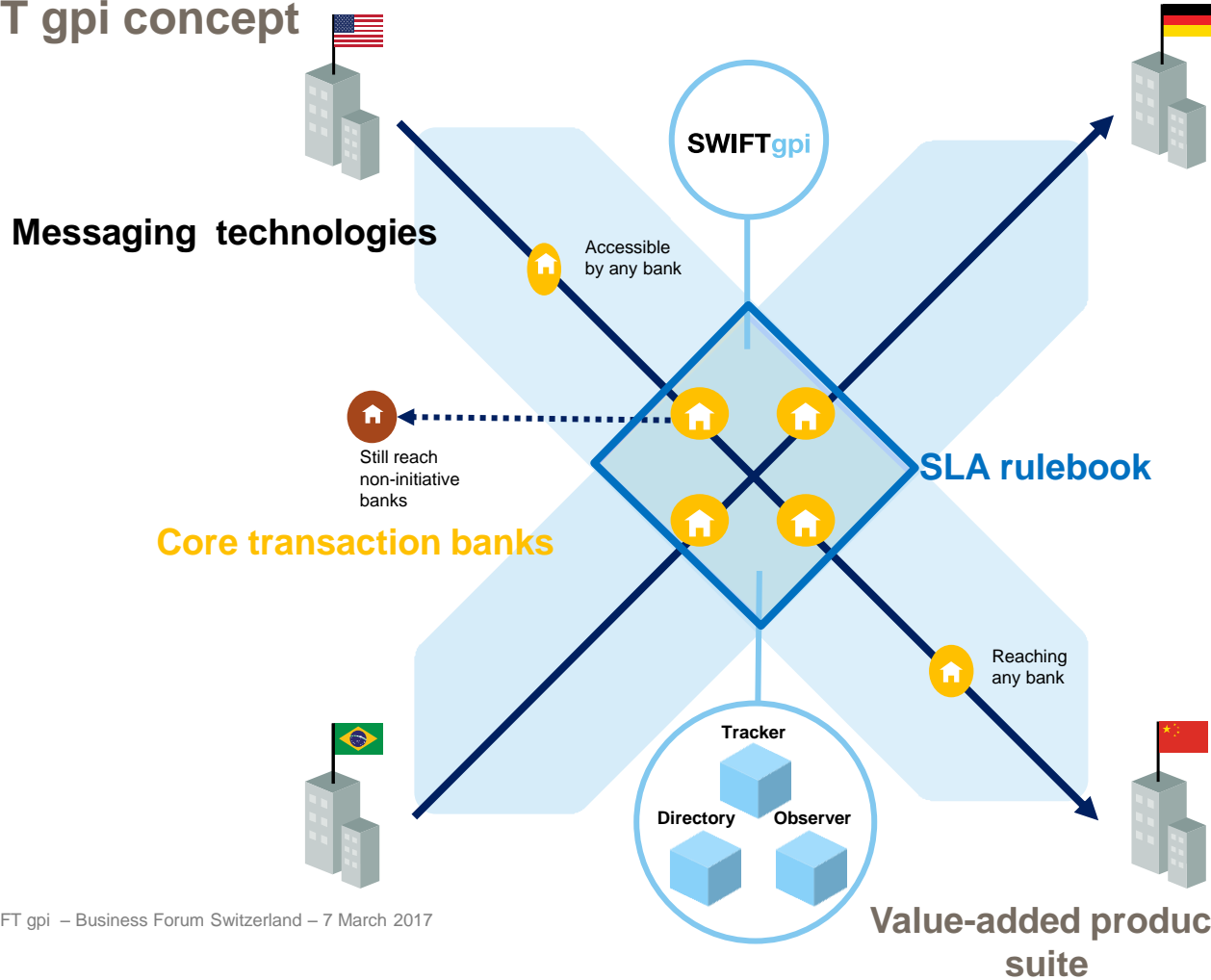
1. Fast(er) (start with “same day”)
2. Higher efficiency & less intermediaries
3. Secure and compliant
4. Transparent, with payments tracking
5. Convenient and ubiquitous
6. Open and inclusive (global reach)

**The objective is to first fix these key pain points**

Note regarding prices: it will be at the discretion of each SWIFT gpi member to decide the pricing strategy vis-à-vis its customers, including other financial institutions



# SWIFT gpi concept



**Faster, same day use of funds\***

**Transparency of fees**

**End-to-end payments tracking**

**Remittance information transferred unaltered**

(\* within the timezone of the receiving gpi member)



## SWIFT gpi customer credit transfer – Value proposition for banks

**Reduce  
Costs**

- **Increase operational efficiency** in your customer claims and investigations management
- Ability to do **cash forecasting** and **optimise your liquidity management**

**Delight  
Customers**

- **Enhance customer satisfaction** by offering speed and transparency in cross-border payments
- **Build a reputation** of leader in global payments innovation

**Grow  
Business**

- **Retain and attract new customers**
- **Sell payments services to third parties**



# SWIFT gpi customer credit transfer – Value proposition for corporates

## SWIFTgpi

- ✓ Same day use of funds
- ✓ Transparency of fees
- ✓ End-to-end payment tracking
- ✓ Unaltered remittance information

### Treasury & Cash Management

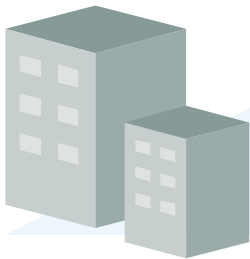
- Reduced settlement time
- Leverage investment opportunities
- Higher visibility for capital and credit management
- Reduced FX risk

### Budgeting, planning and forecasting

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

### 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



# SWIFT gpi product suite

## Directory

- Providing operational info on gpi members, BICs, currencies, cut-off times
- Essential reference data to calculate best gpi payment route

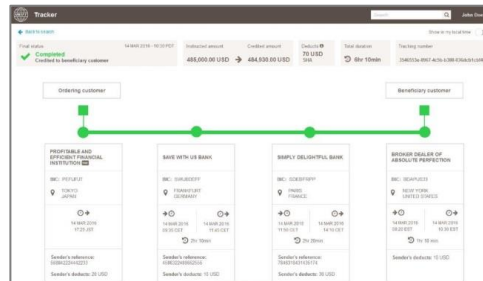
SERVICE NAME	PARTICIPANT ID	PARTICIPANT NAME	COUNTRY	CURRENCY	CUT-OFF TIME
GP11 001	ANZBAU30XXX	AUSTRALIA AND NEW ZEAL	AU	AUD	16:00+10:00
GP11 001	ANZBAU30XXX	AUSTRALIA AND NEW ZEAL	AU	EUR	16:00+10:00
GP11 001	ANZBAU30XXX	AUSTRALIA AND NEW ZEAL	AU	USD	16:00+10:00
GP11 001	ANZBAU30XXX	AUSTRALIA AND NEW ZEAL	AU	CAD	16:00+10:00
GP11 001	BOFAUS30XXX	BANK OF AMERICA, N.A.	US	USD	18:00+06:00
GP11 001	DABADK00XXX	DANSKE BANK A/S	DK	DKK	13:45+01:00
GP11 001	DABADK00XXX	DANSKE BANK A/S	DK	EUR	13:45+01:00
GP11 001	DABADK00XXX	DANSKE BANK A/S	DK	EUR	13:45+01:00
GP11 001	DABADK00XXX	DANSKE BANK A/S	DK	USD	13:45+01:00
GP11 001	UNCRITM0XXX	UNICREDIT SPA	IT	EUR	16:00+01:00

## Availability

December 2016 via SWIFTRef

## Tracker

- End-to-end payments tracking database to monitor progress of a gpi payment
- Allows to track a payment's path in real time, obtain transparency on deducts and confirmation that payment was credited

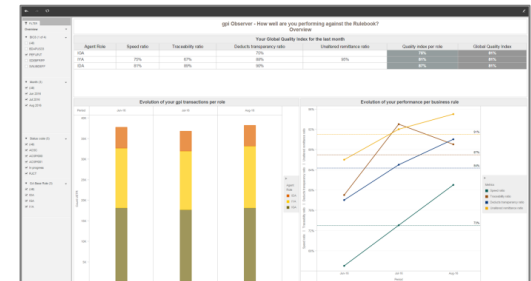


## Availability

- GUI: November 2016
- MT 199 / API: Q1 2017

## Observer

- Business Intelligence dashboard showing bank compliance with gpi SLA.
- Ensure control, monitoring and enforcement of SLA, and, consequently, service quality



## Availability

- Approach to be finalised: Q4 2016
- Basic version: April 2017
- Advanced version: Q4 2017



## SWIFT gpi is live!

**100**

gpi member banks

**224**

Countries

**75%**

of all payments traffic on SWIFT

**21**

Banks  
successfully piloted

**12**

Banks exchanging  
live gpi payments

**60+**

Country corridors  
e.g. US – China, UK – Denmark, UK – Italy, UK – Netherlands



# SWIFT gpi member banks

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

AMERICAS

20%

- 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

EMEA

52%

- 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

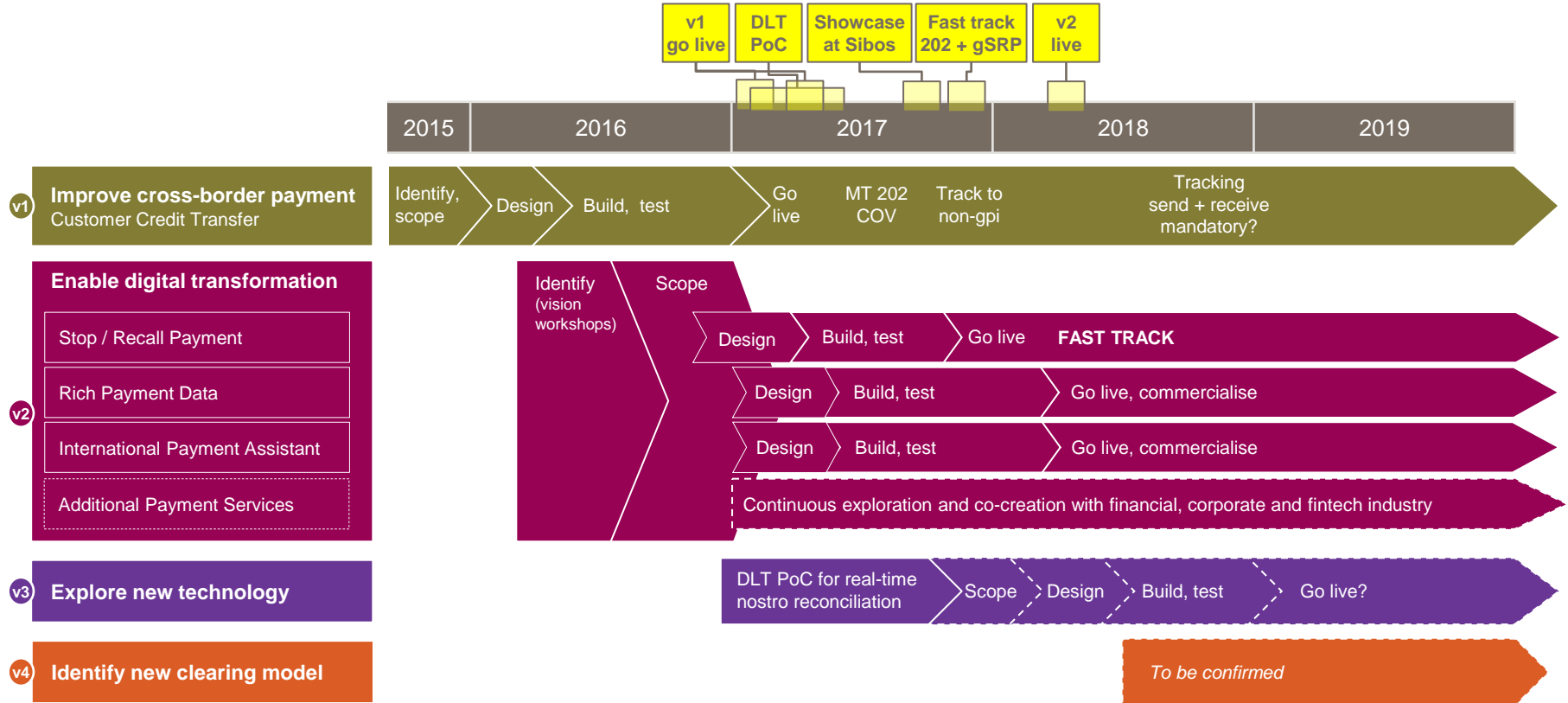
APAC

28%

- Industrial and Commercial Bank of China
- ING Bank
- Intesa Sanpaolo
- Intl. FCBStone
- Investec
- Itaú 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
- 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



# SWIFT gpi strategic roadmap

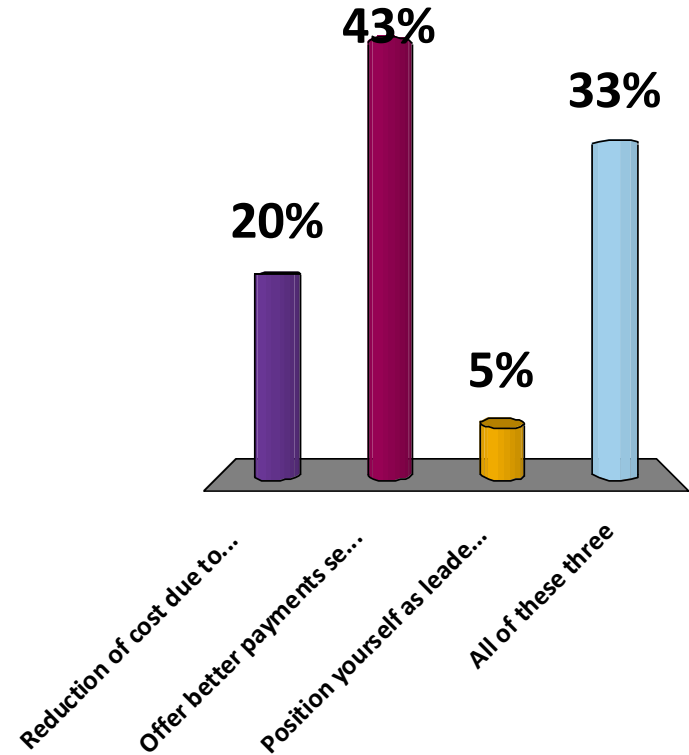




# Question 1:

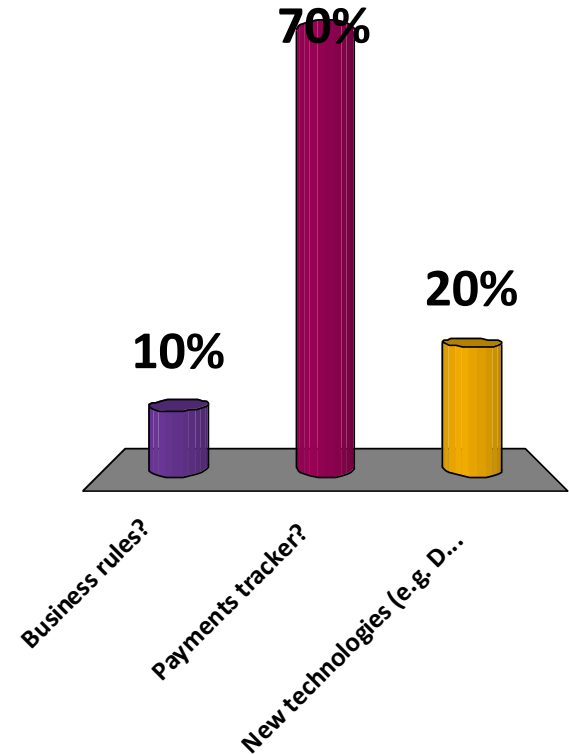
## What are the key benefits of gpi for you?

- A. Reduction of cost due to less claims and investigations?
- B. Offer better payments services to your end customer?
- C. Position yourself as leader in innovation?
- D. All of these three



## Question 2: What are the key components of gpi that would improve the cross-border payments experience for you and your customers?

- A. Business rules?
- B. Payments tracker?
- C. New technologies (e.g. DLT)?





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

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