



Market adoption of BPO

Facilitating multi-banking in supply chain finance to mitigate payment risks and enable financing opportunities

SWIFT's Corporates and Supply Chain team

supplychain@swift.com

April 20th, 2015

Agenda

- Corporates and banks live on Bank Payment Obligation (BPO)
- SWIFT Trade Services Utility (TSU) in volume
- Banks testing BPO on TSU
- Banks reachable on TSU
- Banks with multiple BIC8s on TSU
- BPO certified applications and specialists
- Electronic bills of lading
- Roles of ICC and SWIFT - URBPO
- Conclusion
- TFR Awards 2014
- Links to movies, case studies and more material



50+ corporate relationships live on BPO



“We were able to share shipping documents with BNPP electronically and in a matter of hours we received confirmation that they were fine.”

“In terms of ease of working, it’s very positive, and we plan to conduct BPOs with full cargoes in the future.”

Source: Global Trade Review



Michael Van Steenwinkel
Global Credit Manager
BP Petrochemicals

BPO brings value in various industries

Chemical

- Petrochemical



Retail

- Consumer goods
- Textile



Basic materials

- Mining: Iron ore



Technology

- Electronics and computers
- Machine building industry
- Automotive industry



Agriculture

- Food processing



20 banking groups live on BPO

Including 6 of the top15 Trade banks (based on Cat 7 traffic)



Bank of Tokyo-Mitsubishi UFJ



中國銀行
BANK OF CHINA



April 2015 – First ever BPO with eB/L

By BHP Billiton, Westpac, Cargill & ANZ with essDOCS

Major milestone for global trade finance & cross-border payments achieved with four-corner BPO+ transaction

“This is a major milestone for the use of electronic documents in trade finance...”

Source: [essDOCS press release](#)



Ashley Skaanild
Head of Trade Finance & Chemicals
essDOCS

“Our continued partnership with essDOCS, which started with eB/Ls, has now expanded to BPO and has added to our efforts to focus on the strategic goal of delivering added value via digitization of trade documents to all supply chain partners”



Nadeem Ashraf
Trade Execution Lead
Cargill Singapore

“We are very pleased to work alongside key customers BHP Billiton and Cargill, as well as essDOCS and SWIFT, to deliver another ‘first’. This is another example of how we are delivering innovative solutions for our customers in Australasia and Asia, helping them achieve greater trade efficiency and speed.”



Axel Boye-Moller
Head of Global Transactional Services, Asia
Westpac

October 2014 – BPO replaces open account for the first time: UniCredit and Bank of Tokyo-Mitsubishi complete first Germany/Japan BPO deal

“BPO addresses the challenges that we were facing in our trade finance business in the past, it allows us to evolve with the market and provide a new range of solutions to meet the ever-changing needs of our trade customers both on L/C and open account. We are happy to be first on the Asian market with the BPO.”

Source: [case study](#)



Daisuke Kamai
Head of e-Trade Product
Transaction Banking Division
BTMU

“We fully believe in the concept of BPO which allows us to leverage our broad correspondent banking network while also providing services in support of the ever growing volume of trade transactions that are handled on an open account basis.”

Source: Finextra – [link to full article](#)



Claudio Camozzo
Global Transaction Banking Co-Head
UniCredit
and SWIFT Board Member

“We expect as COFCO International broadens use of BPO other transactions, including on sight terms, these type of transactions will benefit from DSO acceleration under BPO relative to...LCs”

For ANZ, Gupta sees immediate potential in Australia, Hong Kong, China, and Singapore. “The more banks get enabled, we can take this much wider”, he said.

Source: CorporateTreasurer



Vivek Gupta
Global Head of Trade and Supply Chain
ANZ

“It is a paradigm shift from ‘document-based transaction’ to ‘electronic-based transaction’ within the international trade landscape. Physical documents no longer have to be eyeballed by all parties involved through manual checking. Through our investment in innovation, customers can now harvest BPO’s benefits to enhance risk management with payment certainty, reduced time and cost savings through shorter process turnaround”

Source: CIMB News



Dato’ Lee Kok Kwan
Chief Executive Officer of
Corporate Banking Treasury & Markets
CIMB Group



“Isbank wants to continue its forerunner mission and be able to present new products to its customers. The BPO offers us a great opportunity to achieve this as the risk is minimal thanks to the non-documentary process.”

Source: SWIFT News



Foreign Trade & Commercial Loan Operations Division
Türkiye İş Bankası (Isbank)

Ali Gülhan

Assistant Manager

"We were delighted to find a bank willing to perform BPO transactions in euros with us. Both BNP Paribas and Isbank support key trade flows and the BPO responds to our clients' needs".

Source: BNP Paribas



Global Head of e-Trade Sales

BNP Paribas

Eric Henry

BNP Paribas was the first European bank to go live on the MT 798 back in 2010 and now confirms its leadership position in SWIFT's initiatives by being the first European bank to go live on BPO.



“With the BPO, sellers can increase the attractiveness of their offering with deferred payment terms – from the buyer’s perspective, the longer the better.”

- No risk to the seller.
- No issue of credit limit.
- Increased liquidity for the exporter

Source: TFR – [link to full article](#)



Markus Wohlgeschaffen
Global Head of Trade Products
UniCredit

“After going live with the BPO in October 2014, we are pleased that our customers responded positively to the BPO and processed other BPO transactions with us. Being the leading Mittelstandsbank in Germany, we are ambitious to expand our BPO business in Germany and abroad and see opportunities in the context of supply chain finance and the market trend for digitisation of trade flows, benefitting from our relationships with about 5,000 credit institutions worldwide.”

Source: Commerzbank

COMMERZBANK  **Frank-Oliver Wolf**
Head of Commerzbank Transaction Services Germany
Commerzbank AG



“Our classical trade finance products are not always suitable for the needs of our clients who are dealing on open account terms with their counterparties, while letters of credit could be too complicated for some others’ basic needs. Although BPO is a very new product, we are confident that its usage will increase in the future as banks and companies experience its benefits”

Source: Trade & Export Finance - [Link to full article](#)

*“ We expect SWIFT TSU, as a very promising platform, to enhance **purchase order financing** (pre-shipment financing) by trade finance banks, for which the banks currently have less appetite to do, than post-shipment financing / discount of receivables”*



TEB

Figen Yumrukaglar
Co-Head of Global Trade Solutions
TEB



Available BPO related articles reporting on those BPO implementations

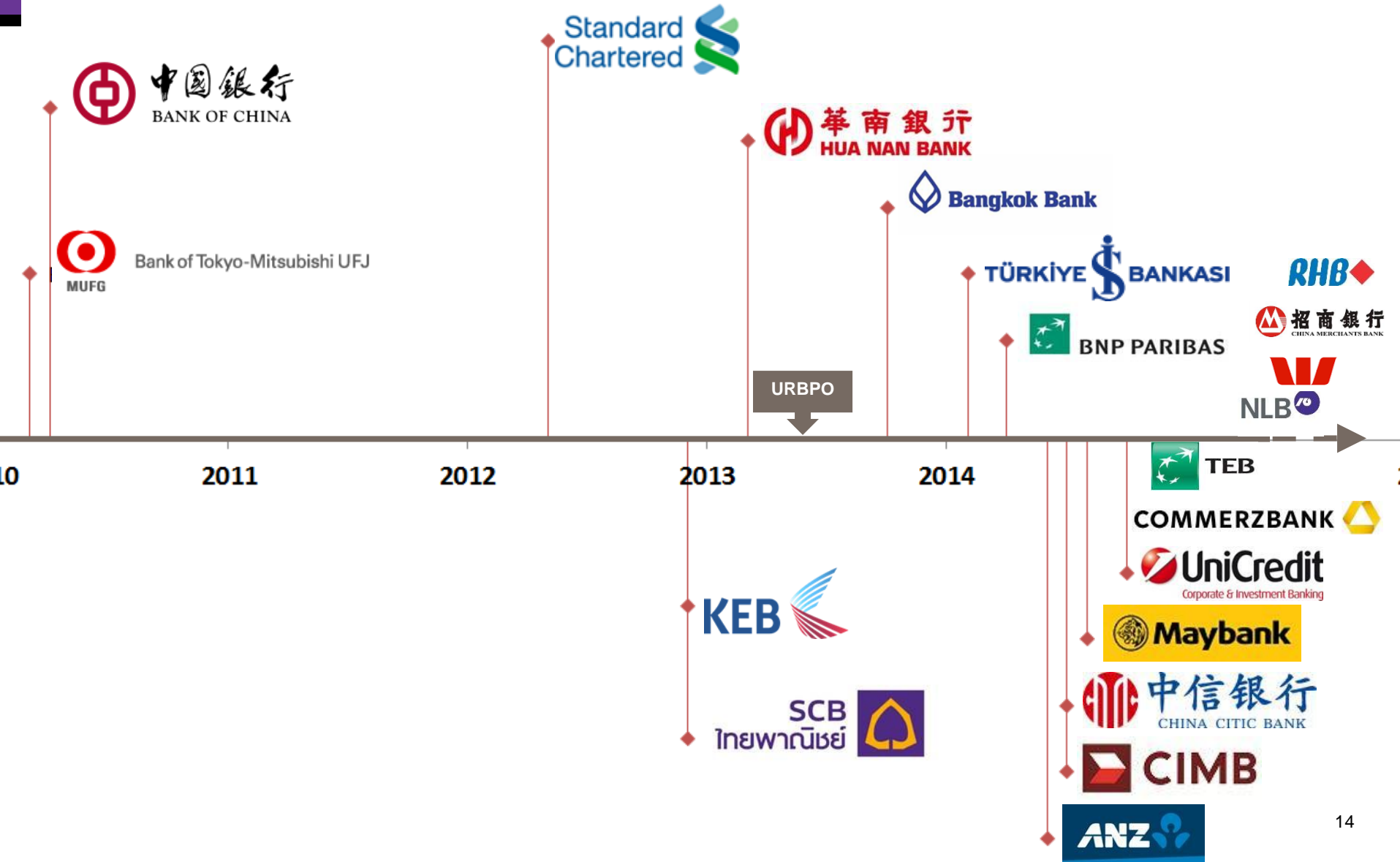
Date	Link to article
May 2014	<u>BP agrees first European multi-bank BPO</u> (GTR)
June 2014	<u>Trade industry progressing towards digitisation</u> (SWIFT)
July 2014	<u>CIMB Bank Completes Malaysia's First Cross-border Bank Payment Obligation</u> (CIMB)
July 2014	<u>CIMB Completes first Malaysian bank BPO</u> (CT)
July 2014	<u>Exclusive: COFCO Completes BPO transaction through ANZ</u> (CT)
Sep 2014	<u>Asia leading BPO adoption</u> (GTR)
Sep 2014	<u>Cargill's digital drive to save industry millions</u> (CT)
Oct 2014	<u>BHP Billiton eyes BPO trials</u> (CT)
Oct 2014	<u>BPO makes its debut - Commerzbank handles first live transactions for a German SME and an international group of companies</u> (Commerzbank)
Mar 2015	<u>First BPO in Italy to replace open account</u> (GTR)
Apr 2015	<u>90-second update: The BPO (video)</u> (GTR)

BPO Case Studies

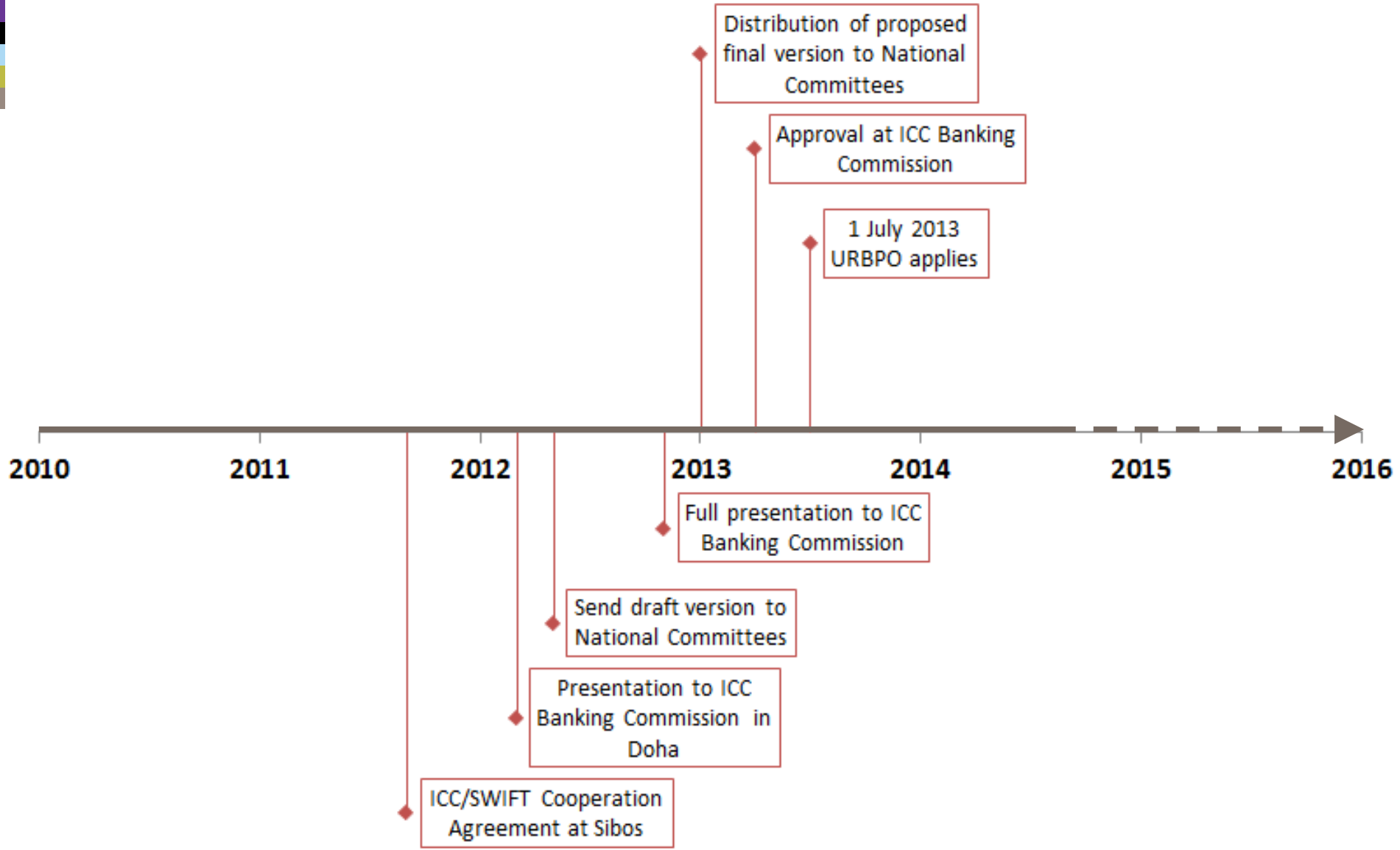
- Standard Chartered, BP Petrochemicals and Octal
- ROI for BP Petrochemicals
- Itō Yōkadō, Bank of Tokyo Mitsubishi UFJ and Bank of China
- Bank of Tokyo-Mitsubishi UFJ (1)
- Vale with Bank of Tokyo Mitsubishi UFJ
- Siam Commercial Bank and PTT Polymer Marketing
- Isbank
- Bank of Tokyo-Mitsubishi UFJ (2)
- BNP Paribas Fortis - BP Aromatics (2015)
- UniCredit (2015)
- TEB, TEMSA, ZF and UniCredit (2015)
- Commerzbank (2015)



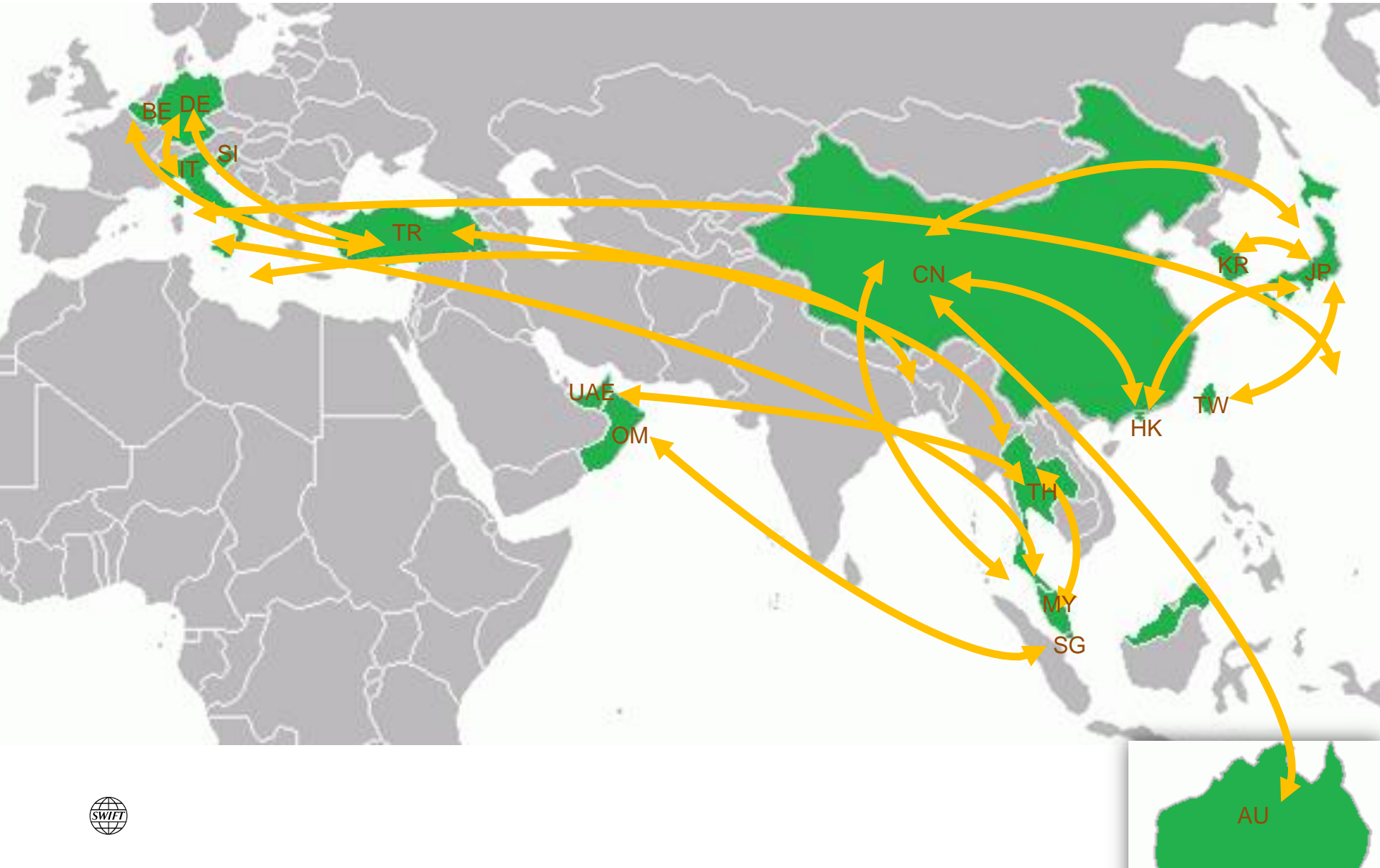
Live use of BPO is accelerating



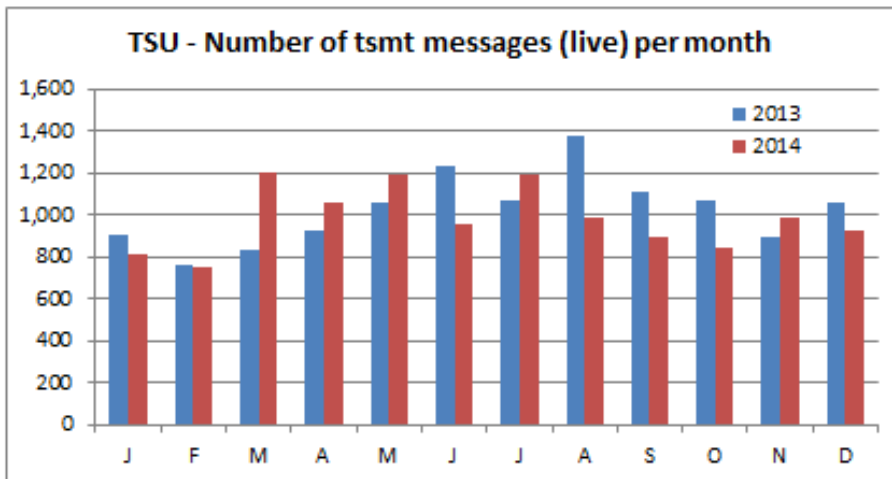
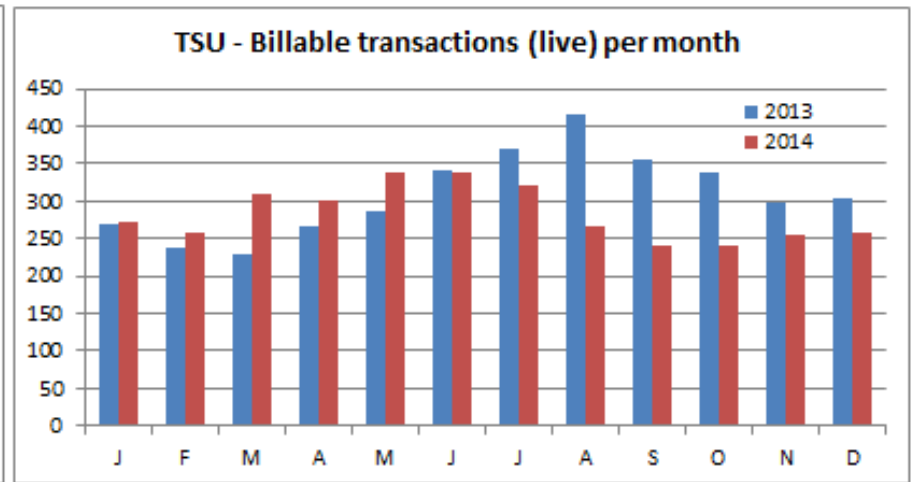
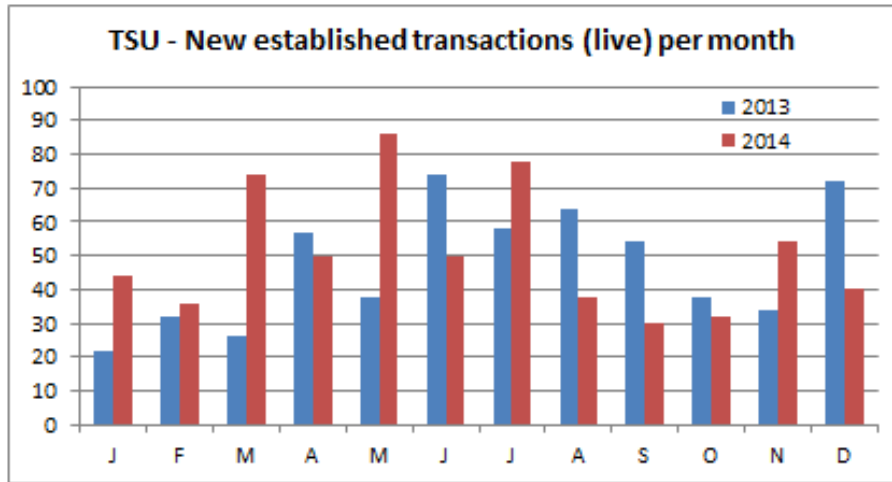
ICC URBPO developed in 18 months



Recent BPO routes



TSU in volume of transactions and messages



TOTALS	
TSU - New established transactions (live)	2014 612
TSU - Billable transactions (live)	3,141
TSU - Number of tsmt messages (live)	11,805



Banking groups testing BPO on TSU

EMEA

Banca popolare dell'Emilia Romagna

Banca Popolare di Sondrio

Banco Santander

Deutsche Bank

Finansbank

Garanti Bank

la Caixa

Rand Merchant Bank

Samba Financial Group

Sparkasse Bremen

The Royal Bank of Scotland

UBS

AM

Bank of America

Citi

J.P. Morgan

AP

Kasikornbank

Mizuho

RHB Bank

Sumitomo Mitsui Banking Corp. (SMBC)

Non-live banks with 1 or more established baseline(s)
in test in the last 12 months



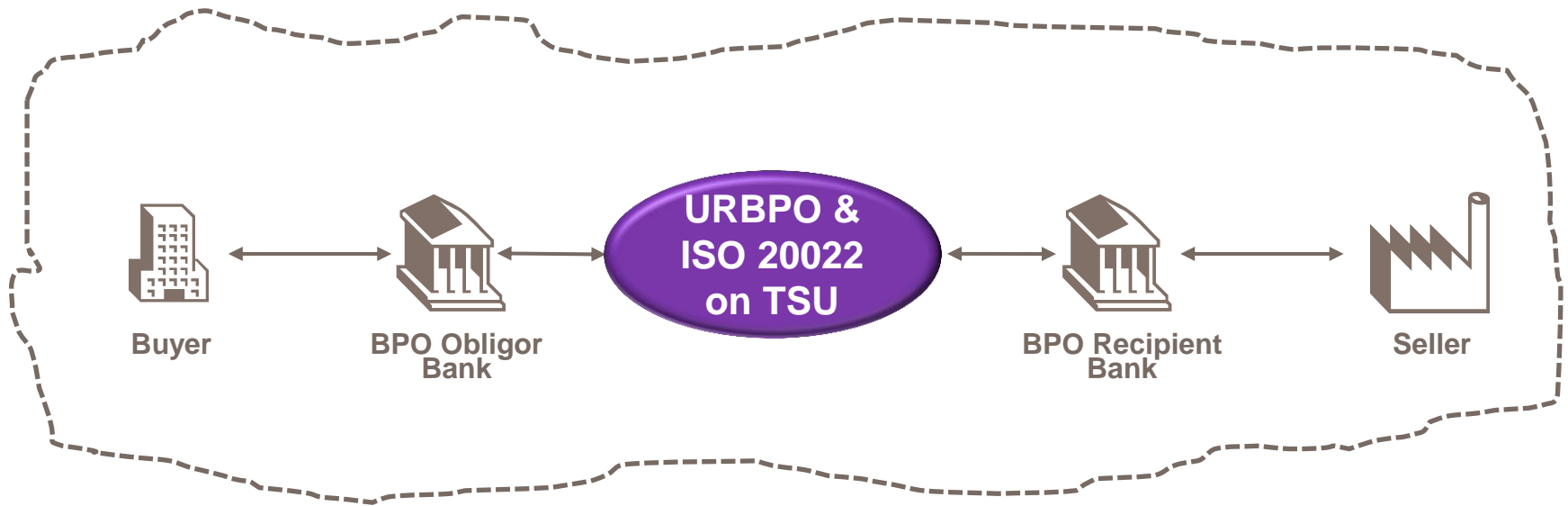
BPO adoption grows steadily

Counter	Count
Corporate relationships live on BPO	50+
Banking groups live on BPO	19
Banking groups testing BPO on TSU	19
Banking groups reachable on TSU	83
BIC8s reachable on TSU	178
BIC8s and BIC11s reachable on TSU	271
Countries reachable on TSU	47
BPO certified applications	6 for Banks 4 for Corporates
BPO certified consultants	2



BPO/TSU: also for domestic trade flows

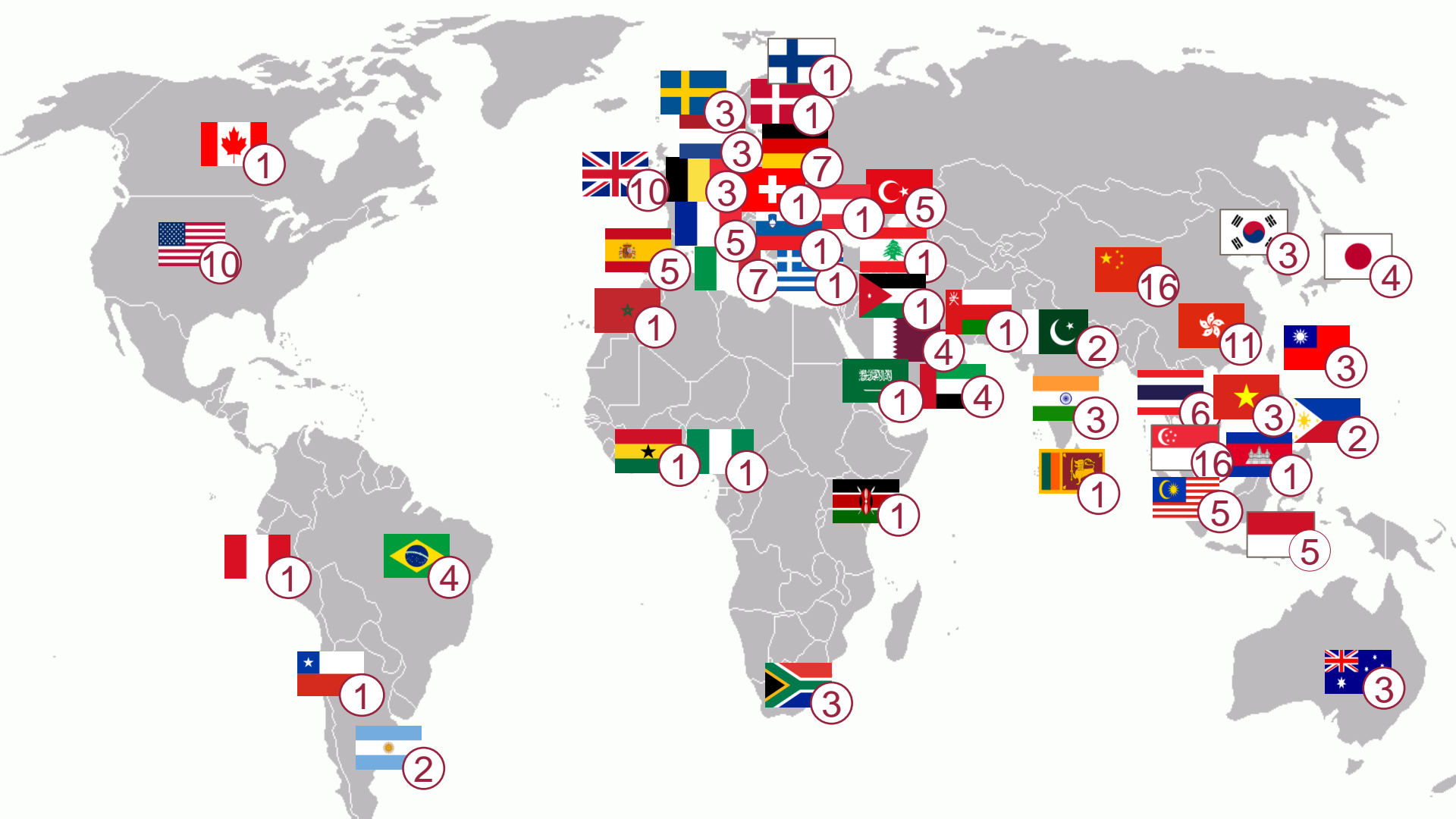
All parties are in same country



When banks are from same banking group:
Use 2 different BICs (BIC8 or BIC11)
For the Obligor bank and the Recipient bank

Banks reachable on TSU

83 banking groups
178 banks (BIC8)
271 BIC8 and BIC11
47 countries / territories



Banks with multiple BIC8s on TSU

Number of BICs	Banking group	Locations
22	Bank of Tokyo Mitsubishi	AE, AR, AU, BR, CL, CN(2), DE, FR, GB, HK, ID, JP, MY, PH, PK, SG, TH, TW, US, VN(2)
22	Standard Chartered Bank	AE, CN, GB, GH, HK, ID, IN, JP, KE, LK, MY, NG, OM, PH, PK, QA, SG, TH, TW, US, VN, ZA
8	BNP Paribas	BE, DE, FR, HK, IT, QA, SG, TR
5	ANZ	AU, CN, GB, HK, SG
5	Bank of America	GB, HK, SG, US(2)







Number of BICs	Banking group	Locations
4	Bank of China	BR, CN, HK, US
4	CIMB Bank	ID, MY, SG, TH
4	Commerzbank	AT, BE, DE, NL
4	Deutsche Bank	DE, GB, SG, US
4	HSBC	GB(2), HK(2)
4	J.P. Morgan	GB, HK, SG, US
4	Royal Bank of Scotland	GB, NL, SG, US

Number of BICs	Banking group	Locations
2	Bangkok Bank	TH, ID
2	Citi	HK, US
2	First Gulf Bank	AE, SG
2	National Bank of Greece	GR, TR
2	Rand Merchant Bank	IN, ZA
2	RHB Bank	MY, SG
2	SMBC	JP, SG
2	UniCredit	DE, IT
2	Westpac Banking Corporation	AU, SG

Number of BICs	Banking group	Locations
3	Maybank	CN, MY, SG
3	Mizuho	HK, JP, SG
3	Qatar National Bank	GB, QA, SG













19 TSU BICs in the Americas

 <p>United States</p>	<ul style="list-style-type: none"> • Bank of America (2) • Bank of China, US • BTMU, NY • Citi • Deutsche Bank, NY • J.P. Morgan • RBS, US • Standard Chartered, US • Wells Fargo 	 <p>Brazil</p>	<ul style="list-style-type: none"> • Banco do Brasil • Bank of China, Brazil • Bradesco • BTMU, Sao Paulo
 <p>Canada</p>	<ul style="list-style-type: none"> • Bank of Montreal 	 <p>Peru</p>	<ul style="list-style-type: none"> • Banco de Credito del Peru
 <p>Argentina</p>	<ul style="list-style-type: none"> • Banco Galicia • BTMU, Buenos Aires 	 <p>Chile</p>	<ul style="list-style-type: none"> • BTMU, Santiago












81 TSU BICs in Asia *(page 1 of 2)*

 <p>China</p>	<ul style="list-style-type: none"> • Agricultural Bank of China • ANZ, Shanghai • Bank of China • Bank of Communications • BTMU, Beijing • BTMU, Shanghai • China Citic Bank • China Construction Bank • China Guangfa Bank • China Merchants Bank • China Minsheng Banking Corp. • Hua Xia Bank • Industrial Bank • Industrial & Commercial Bank • Maybank Shanghai • Standard Chartered, China 	 <p>Hong Kong</p>	<ul style="list-style-type: none"> • ANZ, HK • Bank of America, HK • Bank of China, HK • BNP Paribas, HK • BTMU, HK • Citi, HK • Hang Seng Bank • HSBC, HK • J.P. Morgan, HK • Mizuho, Hong Kong • Standard Chartered, HK
 <p>Japan</p>	<ul style="list-style-type: none"> • Bank of Tokyo Mitsubishi UFJ • Mizuho Corporate Bank • Standard Chartered, Japan • Sumitomo Mitsui Banking Corp. 	 <p>Taiwan</p>	<ul style="list-style-type: none"> • BTMU, Taipei • Hua Nan Bank • Standard Chartered, Taiwan
 <p>South Korea</p>	<ul style="list-style-type: none"> • Hana Bank • Korea Exchange Bank • Woori Bank 		

81 TSU BICs in Asia *(page 2 of 2)*

 <p>Thailand</p>	<ul style="list-style-type: none"> • Bangkok Bank • BTMU, Bangkok • CIMB Thai Bank • Kasikornbank • Siam Commercial Bank • Standard Chartered, Thailand 	 <p>Indonesia</p>	<ul style="list-style-type: none"> • Bank Mandiri (Persero) • Bangkok Bank, Jakarta • BTMU, Jakarta • CIMB Niaga • Standard Chartered, Indonesia
 <p>Singapore</p>	<ul style="list-style-type: none"> • ANZ, Singapore • Bank of America, Singapore • BNP Paribas, Singapore • BTMU, Singapore • CIMB Bank, Singapore • Deutsche Bank, Singapore • First Gulf Bank, Singapore • J.P. Morgan, Singapore • Maybank, Singapore • Mizuho, Singapore • Qatar National Bank, Singapore • RBS, Singapore • RHB Bank, Singapore • SMBC, Singapore • Standard Chartered, Singapore • Westpac Banking Corporation 	 <p>Malaysia</p>	<ul style="list-style-type: none"> • BTMU, Berhad • CIMB Bank • Maybank • RHB Bank • Standard Chartered, Malaysia
		 <p>Australia</p>	<ul style="list-style-type: none"> • ANZ • BTMU, Sydney • Westpac Banking Corporation
		 <p>Philippines</p>	<ul style="list-style-type: none"> • BTMU, Manila • Standard Chartered, Philippines
 <p>India</p>	<ul style="list-style-type: none"> • FirstRand India • ICICI Bank • Standard Chartered, India 	 <p>Vietnam</p>	<ul style="list-style-type: none"> • BTMU, Hanoi • BTMU, Ho Chi Minh City • Standard Chartered, Vietnam
 <p>Sri Lanka</p>	<ul style="list-style-type: none"> • Standard Chartered, Sri Lanka 	 <p>Cambodia</p>	<ul style="list-style-type: none"> • CIMB Bank Cambodia

78 TSU BICs in EMEA *(page 1 of 3)*

 <p>United Kingdom</p>	<ul style="list-style-type: none"> • ANZ, UK • Bank of America, London • Barclays • BTMU, London • Deutsche Bank, London • HSBC (2) • J.P. Morgan, UK • Qatar National Bank, London • RBS, London • Standard Chartered, UK 	 <p>Germany</p>	<ul style="list-style-type: none"> • BNP Paribas Germany • Commerzbank • Deutsche Bank • BTMU, Dusseldorf • LBBW • Sparkasse Bremen • UniCredit
 <p>France</p>	<ul style="list-style-type: none"> • BNP Paribas • BTMU, Paris • Crédit Agricole CIB • Crédit Mutuel CIC • Société Générale 	 <p>Sweden</p>	<ul style="list-style-type: none"> • Handelsbanken • SEB • Swedbank
	<ul style="list-style-type: none"> • BNP Paribas Fortis • Commerzbank, Brussels • KBC 		<ul style="list-style-type: none"> • Commerzbank, Amsterdam • ING • RBS, Amsterdam
	<ul style="list-style-type: none"> • Nordea 		<ul style="list-style-type: none"> • Danske Bank
	<ul style="list-style-type: none"> • UBS 		<ul style="list-style-type: none"> • NLB (Nova Ljubljanska Banka)
	<ul style="list-style-type: none"> • Commerzbank, Vienna 		

78 TSU BICs in EMEA *(page 2 of 3)*

 <p>Italy</p>	<ul style="list-style-type: none"> • Banca Nazionale del Lavoro • Banca popolare dell'Emilia Romagna • Banca Popolare di Sondrio • Banca Popolare di Vicenza • Banco Popolare • Iccrea Banca • UniCredit 	 <p>Spain</p>	<ul style="list-style-type: none"> • Banco Popular • Banco Santander • Bankinter • BBVA • Caixa Bank
 <p>Morocco</p>	<ul style="list-style-type: none"> • Banque Marocaine du Commerce Extérieur (BMCE) 	 <p>South Africa</p>	<ul style="list-style-type: none"> • Rand Merchant Bank • Standard Bank • Standard Chartered, South Africa
 <p>Turkey</p>	<ul style="list-style-type: none"> • Akbank • Finansbank • Garanti • Türk Ekonomi Bankasi • Türkiye Is Bankasi 	 <p>Kenya</p>	<ul style="list-style-type: none"> • Standard Chartered, Kenya
 <p>Ghana</p>	<ul style="list-style-type: none"> • Standard Chartered, Ghana 	 <p>Greece</p>	<ul style="list-style-type: none"> • National Bank of Greece
 <p>Nigeria</p>	<ul style="list-style-type: none"> • Standard Chartered, Nigeria 	 <p>Pakistan</p>	<ul style="list-style-type: none"> • BTMU, Karachi • Standard Chartered, Pakistan

78 TSU BICs in EMEA *(page 3 of 3)*

 Jordan	<ul style="list-style-type: none"> • Bank al Etihad 	 Lebanon	<ul style="list-style-type: none"> • BLOM Bank
 Oman	<ul style="list-style-type: none"> • Standard Chartered, Oman 	 Qatar	<ul style="list-style-type: none"> • Al Khalij Commercial Bank • BNP Paribas Qatar • Qatar National Bank • Standard Chartered, Qatar
 Saudi Arabia	<ul style="list-style-type: none"> • Samba Financial Group 	 United Arab Emirates	<ul style="list-style-type: none"> • BTMU, Dubai • Commercial Bank of Dubai • First Gulf Bank, Abu Dhabi • Standard Chartered, Dubai



Certified Application





Supply Chain
Finance

Partner	Application name	Contact
	 JAVA™ 2 PLATFORM, ENTERPRISE EDITION	Joel Schrevens joel@chinasystems.com Digby Bennett digby@chinasystems-me.com +32 475 904413
	OpenTrade®	Selene Chan schan@banktrade.com James Tindall jtindall@banktrade.com +44 7941 325716
	Misys Trade Portal	David Hennah David.Hennah@misys.com +44 (0)20 3320 5006
		Peter Chin pchin@premiumit.com Justina Ng jng@premiumit.com +1 212 855 5511
	SCF-PRO	Murray Freeman murray.freeman@surecomp.com +1 201 716 1236
	Tr8Star	Jacco de Jong jacco.de.jong@tradewiz.net +31 652 05 67 79



Certified Application

for Corporates
– Trade and Supply
Chain Finance

Partner	Application name	Contact
	Corporate Enterprise	Joel Schrevens Digby Bennett joel@chinasystems.com digby@chinasystems-me.com +32 475 904413
	@GlobalTrade Platform	Jacob Katsman katsman@globaltradecorp.com +1 416 661 8520
	Misys Trade Portal	David Hennah David.Hennah@misys.com +44 (0)20 3320 5006
	COR-TF	Murray Freeman murray.freeman@surecomp.com +1 201 716 1236





*Certified
Specialist*

Consultancy for Trade
and Supply Chain

	Company name	Contact
	Syrtals	Martine Graff mgraff@syrtais.com +33 06 12 79 66 52
	TradeWiz	Jacco de Jong jacco.de.jong@tradewiz.net +31 652 05 67 79

Do you want to be SWIFT Certified Specialist?
Consult our [resource centre](#) to get more info



Link to Corporate-to-Corporate space

Electronic bills of lading



Available articles related to digitisation of trade documents

Date	Link to article
	<u>Link to BPO page on essDOCS website</u>
Sep 2014	“Cargill announced its intention of accelerating the adoption of electronic document presentation to securely exchange trade papers” - <u>Click to article by The CorporateTreasurer</u>
Oct 2014	<u>Watch the SibosTV video on "Digitisation of Commerce"</u> With: <ul style="list-style-type: none">• Ashley Skaanild, Head of Liner & Bulker Solutions, essDOCS• Pinaki Roy, Project Treasury, Reliance Industries• Vivek Gupta, Global Head of Trade & Supply Chain and Working Capital Product, ANZ Banking Group Ltd• Jacob Kastman, CEO - GlobalTrade Corporation
Nov 2014	<u>Trade & Export Finance: “BPO ready to combine with eBL as both continue to grow”</u>
Nov 2014	<u>Why do Australians love paperless trade?</u>
Apr 2015	<u>First ever CargoDocs BPO Plus (BPO+) transaction completed successfully</u> (essDOCS press release)

Roles of ICC and SWIFT



To help banks provide innovative trade and supply chain services that enable their corporate customers to:

- reduce risk
- enhance process efficiency
- improve liquidity management.

More than 10,000 financial institutions in 212 countries.



The ICC Banking Commission is a leading global rule-making body for the banking industry, producing universally accepted rules and guidelines for international banking practice, notably letters of credit, demand guarantees and bank-to-bank reimbursement.

Over 500 members in 85 countries.



ICC Uniform Rules for Bank Payment Obligations - URBPO



Click image to ICC website
Source: ICC



ICC working group - Guidelines for BPO bank contracts

Mission & scope:

To develop publicly available contractual guidelines for banks to use in their BPO bank contracts

Status:

- Kick Off in June 2014
- Grouping of Guidelines (Headings)
- Drafting completed

Members	Institution
Daisuke Kamai	Bank of Tokyo-Mitsubishi UFJ
Christine Centner	BNP Paribas
Evelyne Braidy	BNP Paribas
Gary Collyer (Chair)	Collyer Consulting
Michael Seeger	Deutsche Bank
Neil Chantry	HSBC
Harriette Resnick	J.P. Morgan
Nadine Louis	SWIFT
Patrick Krekels	SWIFT
Robert Marchal	SWIFT
David Meynell	TradeLC Advisory



ICC working group - Guidelines for BPO bank contracts

Customer Contract Topics

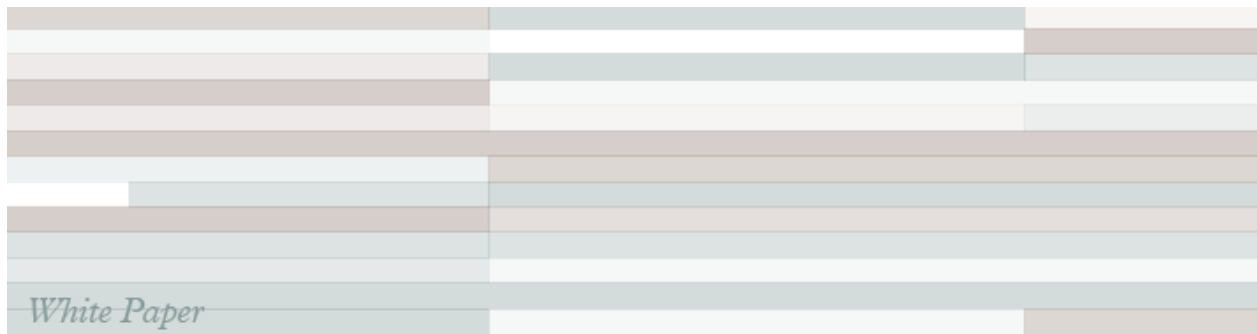
1. Definitions	6. Fees and Charges
2. The concept of a BPO	7. Use of Transaction Matching Application (TMA) and TMA Availability
3. Type of Bank Services	8. Liabilities
4. Customer request for a BPO Transaction	9. Governing Law and Jurisdiction
5. Validity and handling of data	Appendix: List of bank product descriptions

Next step: Presentation of initial draft at ICC Banking Commission Meeting on 20-23 April 2015, Singapore



White paper

The Bank Payment Obligation: a new start for Supply Chain Finance



*The
Bank Payment
Obligation:
a new payment term
to secure and finance
trade*

**A new start for
Supply Chain Finance**



Conclusion

Modernising Trade and Trade Finance services

- Leading Trade banks are partnering with the ICC and SWIFT to bring a modern trade instrument to the market: the BPO
- The BPO can be used on any channel (Internet, SWIFT) and with any software solution; the SWIFT Certified Application ensures inter-operability between competitive vendor solutions
- The BPO is based on proven best practices: technology neutral industry standards (ISO 20022)
- All leading trade vendors and trade banks in the world are adopting the BPO which confirms the growing acceptance and immediate relevance of the BPO to the trade finance market.

Get ready now to offer future-proof trade services
to your corporate clients



The largest Trade banks use SWIFT's trade industry standards with Corporate clients



Above picture includes representatives from the following banks: ANZ, Bank of America Merrill Lynch, BBVA, BNP Paribas, CIMB, Commerzbank, Credit Agricole, Danske Bank, Deutsche Bank, HSBC, JPMorgan, Maybank, Nordea, Societe Generale, Standard Bank of South Africa, Standard Chartered Bank, RBS, The Bank of Tokyo-Mitsubishi UFJ.



Also includes representatives from Trade and Forfeiting Review (TFR), SWIFT and the SWIFT Board.

TFR Awards 2014

SWIFT received the Silver award for **Best Non-Bank Trade Services Provider** by promoting its MT 798 standards for documentary trade and its ISO 20022 standards for BPO/TSU



André Casterman, Global Head of Corporates and Supply Chain at SWIFT, and member of the ICC Banking Executive Committee also accepted the **TFR Fellowship Award** for outstanding services to trade finance



TFR article: [TFR Excellence Awards 2014 revealed - the new order](#)
SWIFT article: [Leading technology innovation in the Trade industry](#)

SWIFT movies and material

[TSU - factsheet](#)

[TSU/BPO - factsheet](#)

Free webex sessions to replay at your best convenience:

[The Bank Payment Obligation "in short" \(15 minutes\)](#)

[BPO/TSU-I demo "in short" \(15 minutes\)](#)

SWIFT training (onsite or web class, at a fee):

[Training topics available on swift.com](#)



Visit our resource centre on corporates.swift.com



for Corporates

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- Business areas
- Bank readiness and certification
- Resource centre
- Contact & Events

Home › Resource centre › Business Areas › Trade and Supply Chain

Resource centre

Our solution

Business Areas

Liquidity management

Cash management - Release 2009

Cash management - Release 2011

Risk management

Trade and Supply Chain

EBAM

Banks and Partners

Publications



- Our solution
- Business Areas
- Banks and Partners
- Publications

> Liquidity management

> Cash management - Release 2009

> Cash management - Release 2011

> Risk management

▼ Trade and Supply Chain

Resource	Date	Type
Trade and Supply Chain Finance using SWIFT for Corporates	2015	Presentation
BPO case studies - UniCredit	2015	Case study
BPO case studies - Commerzbank	2015	Case study
Supply Chain on SWIFT - Q1	2014	Newsletter
BPO Market adoption	2014	Presentation
BPO benefits for Corporates	2014	Presentation



Movies and material from other sources



Click image to start movie
Source: J.P. Morgan



"How BPO works"
Click logo to start movie
Source: UniCredit



"Bank Payment Obligation"
Click logo to start movie
Source: CIMB Bank



Click image to start movie
Source: China Systems



BPO Documents ([click here](#) and scroll down)
[BPO Accounting and Capital Treatment](#)
Initial reference and guide for the ICC URBPO
[BPO Frequently Asked Questions_Banks_28 October 2014](#)
[Frequently Asked Questions for Bankers regarding the URBPO](#)
[BPO Frequently Asked Questions_Corporates_28 October 2014](#)
[Frequently Asked Questions for Corporates regarding the URBPO](#)
[BPO Brochure - Uniform Rules for Bank Payment Obligation brochure](#)

Source: ICC



Click image
Source: Misys

ICC Model International Sale Contract



Click image to ICC website
Source: ICC



A-7	PAYMENT CONDITIONS (ART. 5)															
<input type="checkbox"/>	Payment on open account (art. 5.1) Time for payment (if different from art. 5.1) ____ days from date of invoice. Other: ____ <input type="checkbox"/> Open account backed by demand guarantee or standby letter of credit (art. 5.6)															
<input type="checkbox"/>	Payment in advance (art. 5.2) Date (if different from art. 5.2): ____ <input type="checkbox"/> Total price <input type="checkbox"/> ____% of the price; remaining amount ____% to be paid at ____ <input type="checkbox"/> Payment in advance backed by advance payment bond															
<input type="checkbox"/>	Documentary Collection (art. 5.4) <input type="checkbox"/> D/P Documents against payment <input type="checkbox"/> D/A Documents against acceptance															
<input type="checkbox"/>	Irrevocable documentary credit (art. 5.3) <input type="checkbox"/> Confirmed <input type="checkbox"/> Unconfirmed Place of issue (if applicable): ____ Place of confirmation (if applicable): ____ <table border="0"> <tr> <td><i>Credit available:</i></td> <td><i>Partial shipments:</i></td> <td><i>Transshipment:</i></td> </tr> <tr> <td><input type="checkbox"/> at sight</td> <td><input type="checkbox"/> Allowed</td> <td><input type="checkbox"/> Allowed</td> </tr> <tr> <td><input type="checkbox"/> By deferred payment at: ____ days</td> <td><input type="checkbox"/> Not allowed</td> <td><input type="checkbox"/> Not allowed</td> </tr> <tr> <td><input type="checkbox"/> By acceptance of drafts at: ____ days</td> <td></td> <td></td> </tr> <tr> <td><input type="checkbox"/> By negotiation</td> <td></td> <td></td> </tr> </table> Date on which the documentary credit must be notified to seller (if different from art. 5.3) ____ days before date of shipment ____ other: ____	<i>Credit available:</i>	<i>Partial shipments:</i>	<i>Transshipment:</i>	<input type="checkbox"/> at sight	<input type="checkbox"/> Allowed	<input type="checkbox"/> Allowed	<input type="checkbox"/> By deferred payment at: ____ days	<input type="checkbox"/> Not allowed	<input type="checkbox"/> Not allowed	<input type="checkbox"/> By acceptance of drafts at: ____ days			<input type="checkbox"/> By negotiation		
<i>Credit available:</i>	<i>Partial shipments:</i>	<i>Transshipment:</i>														
<input type="checkbox"/> at sight	<input type="checkbox"/> Allowed	<input type="checkbox"/> Allowed														
<input type="checkbox"/> By deferred payment at: ____ days	<input type="checkbox"/> Not allowed	<input type="checkbox"/> Not allowed														
<input type="checkbox"/> By acceptance of drafts at: ____ days																
<input type="checkbox"/> By negotiation																
<input type="checkbox"/>	Irrevocable Bank Payment Obligation (art. 5.5.) <input type="checkbox"/> Settlement by Payment <input type="checkbox"/> Settlement by Deferred Payment Undertaking and payment at maturity. Deferred payment terms ____ days after sight or after date of ____ Date on which the Bank Payment Obligation must be notified to seller (if different from art. 5.3) ____ days before date of shipment ____ other: ____															
<input type="checkbox"/>	Other: ____ (e.g. cheque, bank draft, electronic funds transfer to designated bank account of seller)															
	Seller's Bank Details IBAN ^[1] /bank account number ____ BIC/Swift code ^[2] ____															

TSU documentation on www.swift.com



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Trade Services Utility

Trade Services Utility 3.0

Addendum to Release Letter (21 January 2011)

Trade Services Utility 2.0.30

Release Letter (25 September 2009)

Trade Services Utility 2.0

Corporate-to-Bank Guidelines (31 August 2011)

Integration Guide (17 July 2009)

Interface User Guide (22 September 2008)

Release Letter (30 January 2009)

Service Description (17 May 2013)

Standards MX - Message Matching Rules (19 June 2009)

Standards MX - Message Reference Guide (19 September 2008)

Standards MX - Samples (19 September 2008)

Standards MX - Schemas (19 September 2008)

The *Message Reference Guide* includes detailed flows and messages description. It is also available in html version that you can download and make available to users via your Intranet.



ISO 20022 tsmt messages

Message type	Business message
tsmt.001.001.03	Acknowledgement
tsmt.002.001.03	Activity Report
tsmt.003.001.03	Activity Report Request
tsmt.004.001.02	Activity Report Set Up Request
tsmt.005.001.02	Amendment Acceptance
tsmt.006.001.03	Amendment Acceptance Notification
tsmt.007.001.02	Amendment Rejection
tsmt.008.001.03	Amendment Rejection Notification
tsmt.009.001.03	Baseline Amendment Request
tsmt.010.001.03	Baseline Match Report
tsmt.011.001.03	Baseline Report
tsmt.012.001.03	Baseline ReSubmission
tsmt.013.001.03	Data Set Match Report
tsmt.014.001.03	Data Set Submission
tsmt.015.001.03	Delta Report
tsmt.016.001.03	Error Report
tsmt.017.001.03	Forward Data Set Submission Report
tsmt.018.001.03	Full Push Through Report
tsmt.019.001.03	Initial Baseline Submission
tsmt.020.001.02	MisMatch Acceptance
tsmt.021.001.03	MisMatch Acceptance Notification
tsmt.022.001.02	MisMatch Rejection
tsmt.023.001.03	MisMatch Rejection Notification
tsmt.024.001.03	Action Reminder
tsmt.025.001.03	Status Change Notification
tsmt.026.001.02	Status Change Request
tsmt.027.001.02	Status Change Request Acceptance
tsmt.028.001.03	Status Change Request Notification
tsmt.029.001.02	Status Change Request Rejection
tsmt.030.001.03	Status Change Request Rejection Notification
tsmt.031.001.03	Status Extension Acceptance
tsmt.032.001.03	Status Extension Notification
tsmt.033.001.03	Status Extension Rejection
tsmt.034.001.03	Status Extension Rejection Notification
tsmt.035.001.03	Status Extension Request
tsmt.036.001.03	Status Extension Request Notification
tsmt.037.001.03	Status Report
tsmt.038.001.03	Status Report Request
tsmt.040.001.03	Time Out Notification
tsmt.041.001.03	Transaction Report
tsmt.042.001.03	Transaction Report Request
tsmt.044.001.01	IntentToPayNotification
tsmt.045.001.01	ForwardIntentToPayNotification
tsmt.046.001.01	IntentToPayReport
tsmt.047.001.01	SpecialRequest
tsmt.048.001.01	SpecialNotification
tsmt.049.001.01	RoleAndBaselineAcceptance
tsmt.050.001.01	RoleAndBaselineRejection
tsmt.051.001.01	RoleAndBaselineAcceptanceNotification
tsmt.052.001.01	RoleAndBaselineRejectionNotification





Thank you

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