



# 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

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La Hulpe, July 18<sup>th</sup>, 2014

# Agenda

- Banks and Corporates live on BPO/TSU
- TSU in volume
- Banks adopting BPO
- 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



# 12 banking groups live on BPO/TSU

*Including 4 from the top10 Trade banks (based on Cat 7 traffic)*



# More than 30 corporates live on BPO/TSU



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

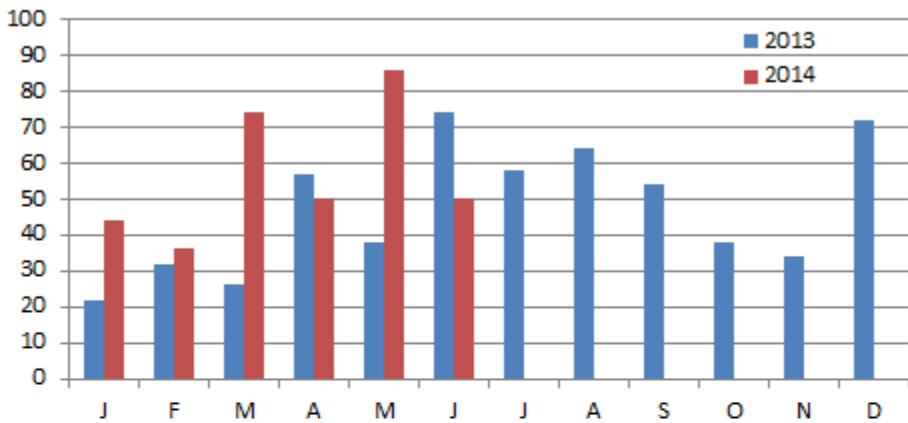
*“In terms of ease of working, it’s very positive, and we plan to conduct BPOs with full cargoes in the future.”*



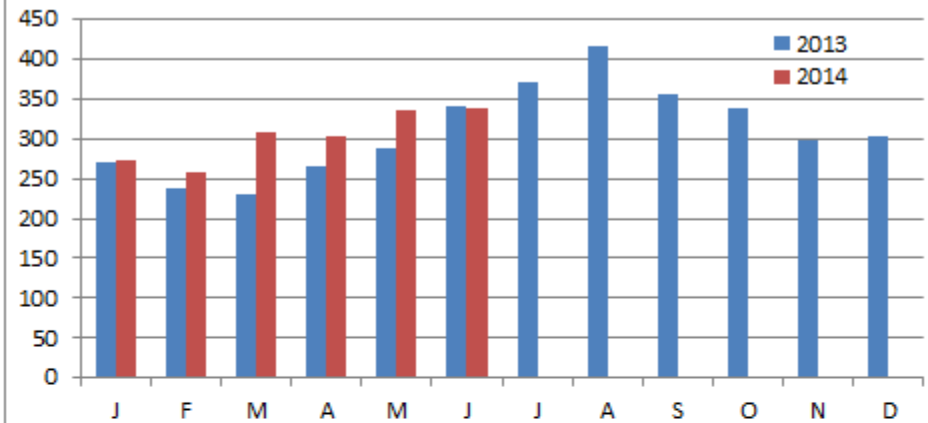
**Michael Van Steenwinkel**  
Global Credit Manager  
BP Petrochemicals

# TSU in volume of transactions and messages

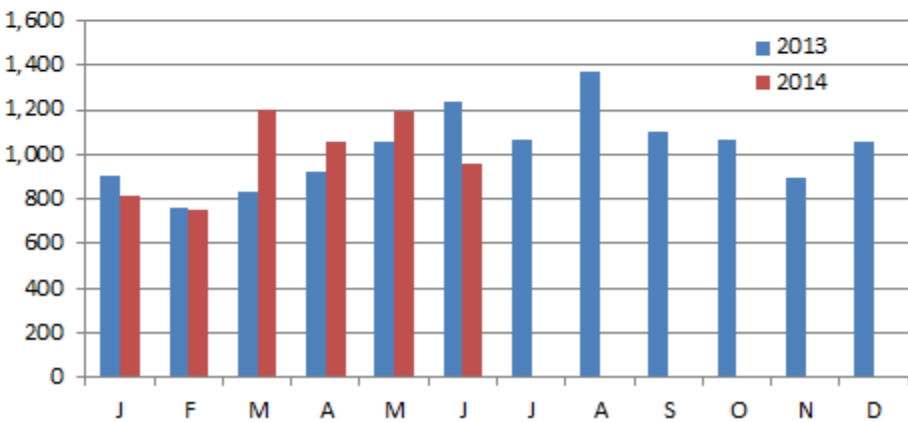
TSU - New established transactions (live) per month



TSU - Billable transactions (live) per month



TSU - Number of tsmt messages (live) per month



TOTALS	
2013	
TSU - New established transactions (live)	569
TSU - Billable transactions (live)	3,717
TSU - Number of tsmt messages (live)	12,291

2013 H1 vs 2014 H1	2013 H1	2014 H1	Growth
TSU - New established transactions (live)	249	340	+37%
TSU - Billable transactions (live)	1,634	1,818	+11%
TSU - Number of tsmt messages (live)	5,723	5,969	+4%

# 58 banks adopting BPO (update as at 18<sup>th</sup> July 2014)

Including 18 from the top20 Trade banks (based on Cat 7 traffic)



# BPO adoption grows steadily

Counter	Count
Banking groups adopting BPO	58
Banking groups live on BPO	12
Corporates live on TSU/BPO	More than 30
Banking groups reachable on TSU	84
BIC8s reachable on TSU	166
BIC8s and BIC11s reachable on TSU	250
Countries reachable on TSU	47
BPO certified applications	5 for Banks 4 for Corporates
BPO certified consultants	2







# Banks with multiple BIC8s on TSU

Number of BICs	Bank group	Locations
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
21	Bank of Tokyo Mitsubishi	AE, AR, AU, BR, CL, CN(2), FR, GB, HK, ID, JP, MY, PH, PK, SG, TH, TW, VN(2)
6	BNP Paribas	BE, FR, HK, IT, SG, TR
5	Bank of America	GB, HK, SG, US(2)







Number of BICs	Bank group	Locations
4	ANZ	AU, CN, HK, SG
4	Bank of China	BR, CN, HK, US
4	Deutsche Bank	DE, GB, SG, US
4	HSBC	GB(2), HK(2)
4	J.P. Morgan	GB, HK, SG, US

Number of BICs	Bank group	Locations
3	CIMB Bank	ID, MY, TH
3	Mizuho	HK, JP, SG
3	Qatar National Bank	GB, QA, SG
3	Royal Bank of Scotland	GB, NL, US

Number of BICs	Bank group	Locations
2	Bangkok Bank	TH, ID
2	Citi	HK, US
2	First Gulf Bank	AE, SG
2	Maybank	CN, MY
2	National Bank of Greece	GR, TR
2	Rand Merchant Bank	IN, ZA
2	RHB Bank	MY, SG
2	UniCredit	DE, IT



# TSU BICs in the Americas (19)

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

# TSU BICs in Asia (75): Asia North (37)

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










# TSU BICs in Asia (75): Asia South (38)

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

# TSU BICs in EMEA (72): EMEA North (44)

 <p>Italy</p>	<ul style="list-style-type: none"> <li>• Banca Nazionale del Lavoro</li> <li>• Banca popolare dell'Emilia Romagna</li> <li>• Banca Popolare di Sondrio</li> <li>• Banca Popolare di Vicenza</li> <li>• Banco Popolare</li> <li>• Iccrea Banca</li> <li>• UniCredit</li> </ul>	 <p>United Kingdom</p>	<ul style="list-style-type: none"> <li>• Bank of America, London</li> <li>• Barclays</li> <li>• BTMU, London</li> <li>• Deutsche Bank, London</li> <li>• HSBC (2)</li> <li>• J.P. Morgan, UK</li> <li>• Qatar National Bank, London</li> <li>• RBS, London</li> <li>• Standard Chartered, UK</li> </ul>
 <p>Spain</p>	<ul style="list-style-type: none"> <li>• Banco Popular</li> <li>• Banco Santander</li> <li>• Bankinter</li> <li>• BBVA</li> <li>• Caixa Bank</li> <li>• Catalunya Caixa</li> </ul>	 <p>Germany</p>	<ul style="list-style-type: none"> <li>• Commerzbank</li> <li>• Deutsche Bank</li> <li>• LBBW</li> <li>• Sparkasse Bremen</li> <li>• UniCredit</li> </ul>
 <p>France</p>	<ul style="list-style-type: none"> <li>• BNP Paribas</li> <li>• BTMU, Paris</li> <li>• Crédit Agricole CIB</li> <li>• Crédit Mutuel CIC</li> <li>• Société Générale</li> </ul>	 <p>Sweden</p>	<ul style="list-style-type: none"> <li>• Handelsbanken</li> <li>• SEB</li> <li>• Swedbank</li> </ul>
	<ul style="list-style-type: none"> <li>• BNP Paribas Fortis</li> <li>• KBC</li> </ul>		<ul style="list-style-type: none"> <li>• ING</li> <li>• RBS, Amsterdam</li> </ul>
	<ul style="list-style-type: none"> <li>• Nordea</li> </ul>		<ul style="list-style-type: none"> <li>• Danske Bank</li> </ul>
	<ul style="list-style-type: none"> <li>• UBS</li> </ul>		<ul style="list-style-type: none"> <li>• NLB (Nova Ljubljanska Banka)</li> </ul>

# TSU BICs in EMEA (72): EMEA South (15)

 Morocco	<ul style="list-style-type: none"> <li>• Banque Marocaine du Commerce Extérieur (BMCE)</li> </ul>	 South Africa	<ul style="list-style-type: none"> <li>• Rand Merchant Bank</li> <li>• Standard Bank</li> <li>• Standard Chartered, South Africa</li> </ul>
 Turkey	<ul style="list-style-type: none"> <li>• Finansbank</li> <li>• Garanti</li> <li>• Türk Ekonomi Bankasi</li> <li>• Türkiye Is Bankasi</li> </ul>	 Kenya	<ul style="list-style-type: none"> <li>• Standard Chartered, Kenya</li> </ul>
 Ghana	<ul style="list-style-type: none"> <li>• Standard Chartered, Ghana</li> </ul>	 Greece	<ul style="list-style-type: none"> <li>• National Bank of Greece</li> </ul>
 Nigeria	<ul style="list-style-type: none"> <li>• Standard Chartered, Nigeria</li> </ul>	 Malta	<ul style="list-style-type: none"> <li>• FIMBank</li> </ul>
 Pakistan	<ul style="list-style-type: none"> <li>• BTMU, Karachi</li> <li>• Standard Chartered, Pakistan</li> </ul>		

# TSU BICs in EMEA (72): Middle East (13)

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



# Certified Application

Supply Chain Finance





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# Certified Application

for Corporates  
– Trade and Supply  
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# Link to Corporate-to-Corporate space

*Electronic bills of lading*



# 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 9,000 financial institutions in 209 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*



# 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



# 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](#)



# Thank you

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