



ISO 20022 development Payment and Trade Messaging Standards Interoperability

Bangkok, 25 March 2015

Kiyono HASAKA Payments and Cash Management SWIFT Standards Asia Pacific





Agenda

ISO 20022 setting the scene

CGI Updates

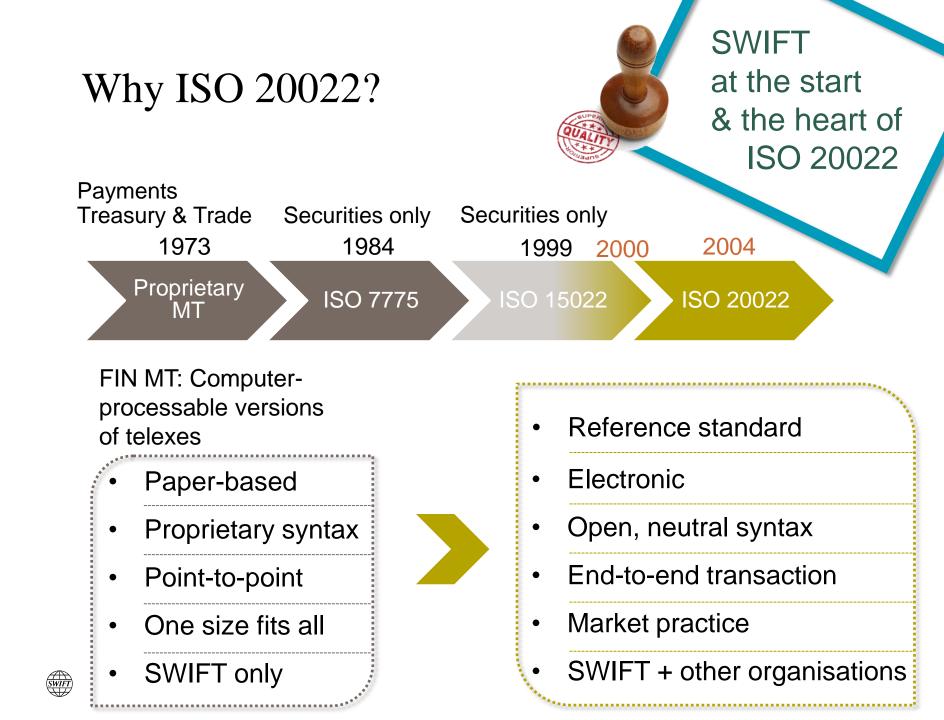
Payments-Trade Standards Interoperability

Bank Payment Obligation

ISO 20022 Standards Updates







What is ISO 20022?

single standardisation approach (metrical to be used by all financial stan

Recipe to create financial standards

Business / Conceptual

 Defines business meaning of financial concepts, e.g., 'Credit Transfer'

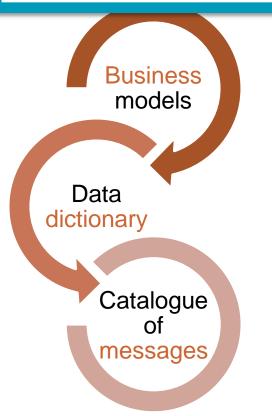
Logical

 Defines e.g. credit transfer messages, to execute the business process

Physical

Defines physical syntax, e.g. XML

SWIFT is Registration Authority for ISO 20022



www.iso20022.org

Maintenance process – built on strict business justifications and review process - leading to new 'versions' of the messages

More than 20 submitting organisations, besides SWIFT

As main contributor to the ISO 20022 portfolio, SWIFT has in-depth knowledge

180 2002

of business model (flows, scenarios) and messages

More than 320 nessages, covering ayments, securities, de services, FX, ards

+ UHB

SWIF

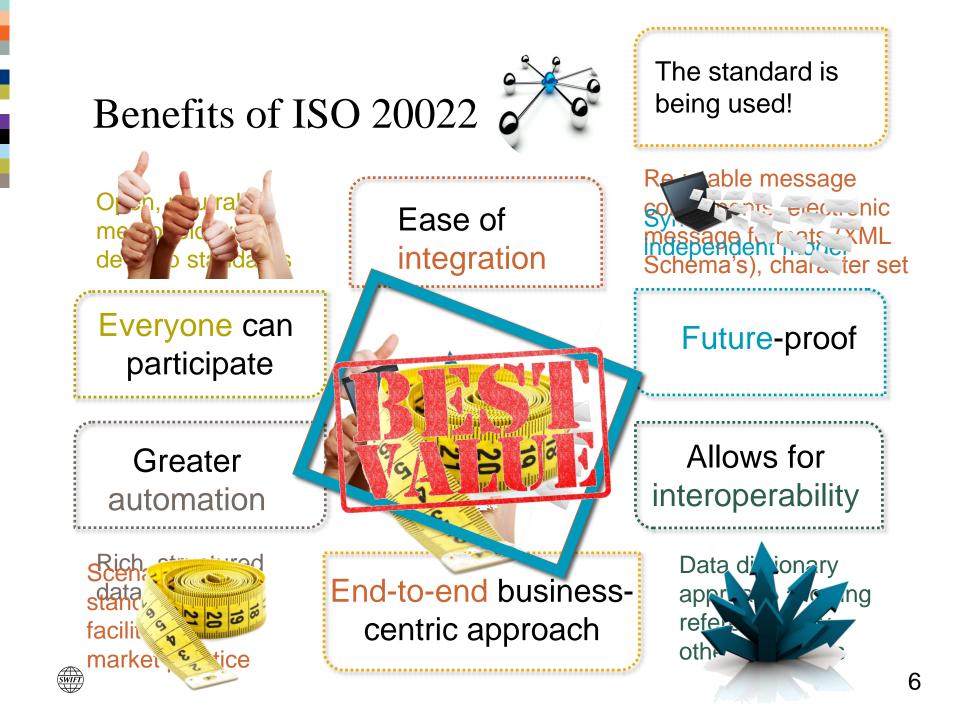
MyStandards

18 business areas

'PAIN' = Paym = Interbank clearing and settlement = used in SEPA and HVP 'PACS' 'SESE' = Securities settlement 'SEMT' = Securities management

= used in SCORE and SEPA = used in T2S

= used in T2S



XML message instance

<Document xmlns:xsi="http://www.w3.org/2001/XMLSchema-in")</pre> <CstmrCdtTrfInitn> <GrpHdr> <MsgId>ABC/120928/CCT001</MsgId> <CreDtTm>2012-09-28T14:07:00</CreDtTm> <NbOfTxs>3</NbOfTxs> <CtrlSum>11500000</CtrlSum> <InitgPty> <Nm>ABC Corporation</Nm> <PstlAdr> <StrtNm>Times Square</StrtNm> <BldgNb>7</BldgNb> <PstCd>NY 10036</PstCd> <TwnNm>New York</TwnNm> <Ctrv>US</Ctrv> </PstlAdr> </InitgPty> </GrpHdr> <PmtInf> <PmtInfId>ABC/086</PmtInfId> <PmtMtd>TRF</PmtMtd> <BtchBookg>false</BtchBookg> <RegdExctnDt>2012-09-29</RegdExctnDt> <Dbtr> <Nm>ABC Corporation</Nm> <PstlAdr> <StrtNm>Times Square</StrtNm> <BldgNb>7</BldgNb> <PstCd>NY 10036</PstCd> <TwnNm>New York</TwnNm> <Ctrv>US</Ctrv> </PstlAdr> </Dbtr>

This is an XML instance or message - XML is very easy to read!

XML is ...

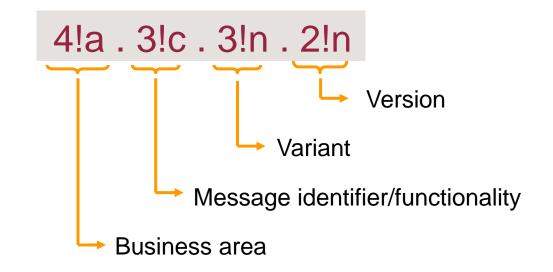
... a meta-language that describes the way data is formatted and communicated

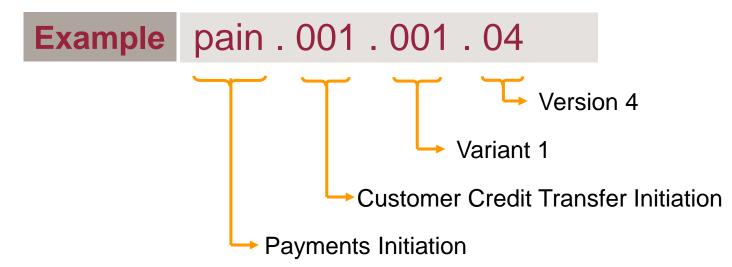
... a syntax

Sometimes we refer to an XML message as an 'MX'

The schema is the definition of the message

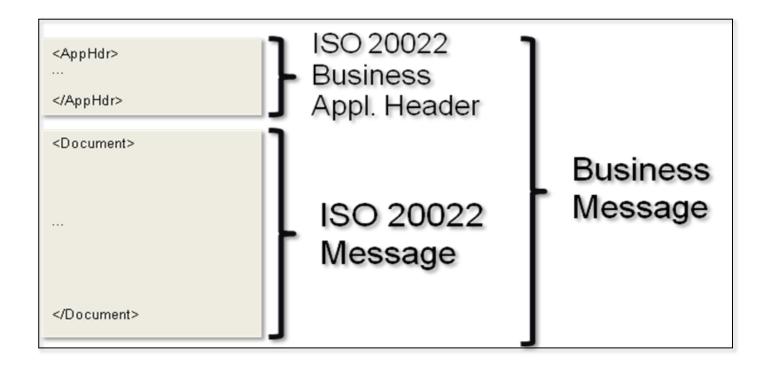
ISO 20022 XML message identifier



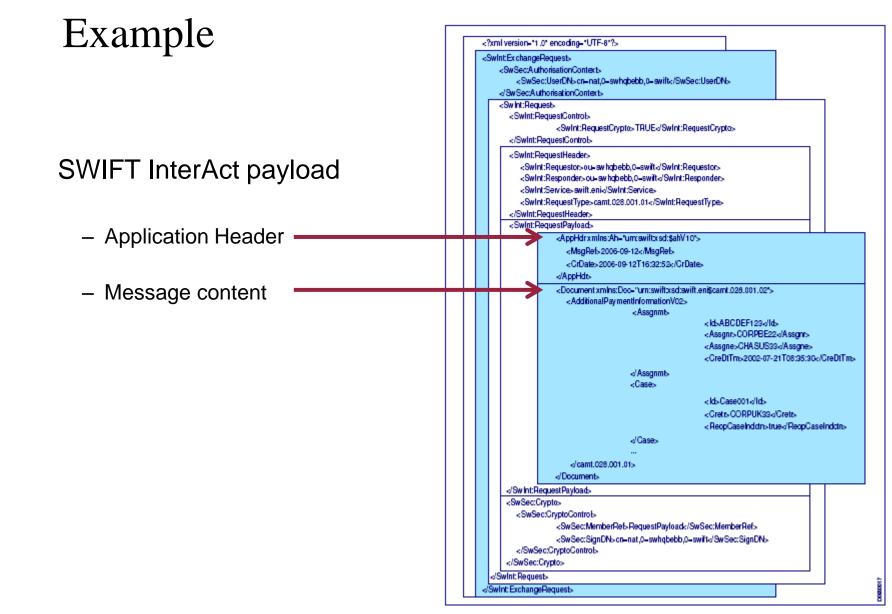




ISO 20022 Business Message







Example - MT 103 to pacs.008

:20:HS1R130702000005 :23B:CRED :23E:SDVA :32A:130702PHP450,00 :50K:/PH HSBC 111-222222-666 BILBO BAGGINS MAKATI CITY 1200 METRO MANILA :57A:BNORPHMM :59:/4567891 MR WISHBONE BAGGINS 70:MONTHLY ALLOWANCE

:72:/TRCD/SALA _____

:77B:/ORDERRES/PH//ALLOWANCE FOR BAGGINS FAMILY

Remittance Information

- ✓ Flexibility a multiple of 140x (vs. max 140x in MT)
- ✓ Improved STP
- ✓ Ease A/R reconciliation

<?xml version="1.0" encoding="UTF-8"?> <Document xmlns="urn:iso:std:iso:20022:tech:xsd:pacs.008.001.04"> <FIToFICstmrCdtTrf> <GrpHdr><MsgId>HS1R13070200005239876</MsgId> <CreDtTm>2013-07-02T09:30:47Z</CreDtTm> <NbOfTxs>1</NbOfTxs> <SttlmInf><SttlmMtd>CLRG</SttlmMtd></SttlmInf></GrpHdr> <CdtTrfTxInf><PmtId> <Instrld>HS1R13070200005</Instrld> <EndToEndId>NOTPROVIDED</EndToEndId> <TxId>HSBCR20130702112345611</TxId></PmtId> <PmtTpInf><ClrChanl>RTGS</ClrChanl> <SvcLvl><Prtry>087</Prtry></SvcLvl> <LclInstrm><Prtry>RTGS_CSCT</Prtry></LclInstrm> CtgyPurp><Prtry>SALA</Prtry></CtgyPurp></PmtTpInf> <IntrBkSttImAmt Ccv="PHP">450.00</IntrBkSttImAmt> <IntrBkSttImDt>2013-07-02</IntrBkSttImDt> <ChrgBr>SLEV</ChrgBr> <InstgAgt><FinInstnId><BICFI>HSBCPHMM</BICFI></FinInstnId></InstgAgt> <InstdAgt><FinInstnId><BICFI>BNORPHMM</BICFI></FinInstnId></InstdAgt> <Dbtr><Nm>BILBO BAGGINS</Nm> <PstIAdr><AdrLine>MAKATI CITY 1200</AdrLine> <Adrl ine>METRO MANILA</Adrl ine></PstlAdr></Dbtr> <DbtrAcct><Id><Othr><Id>111-222222-666</Id></Othr></Id></DbtrAcct> <DbtrAgt><FinInstnId><BICFI>HSBCPHMM</BICFI></FinInstnId></DbtrAgt> <CdtrAgt><FinInstnId><BICFI>BNORPHMM</BICFI></FinInstnId></CdtrAgt> <Cdtr> <Nm>MR WISHBONE BAGGINS</Nm></Cdtr> <CdtrAcct><Id><Otbr><Id>4567891</Id></Otbr></Id></CdtrAcct> <RgltryRptg><DbtCdtRptgInd>CRED</DbtCdtRptgInd><Authrty> <Nm>CB</Nm><Ctry>PH</Ctry></Authrty><Dtls><Tp>a</Tp> <Dt>2013-07-02</Dt><Ctry>PH</Ctry><Cd>a</Cd><Amt Ccy="PHP">450.00</Amt> <Inf>ALLOWANCE FOR BAGGINS FAMILY</Inf> <RgltryRptg><DbtCdtRptgInd>DEBT</DbtCdtRptgInd><Authrty> <Nm>CB</Nm><Ctry>PH</Ctry></Authrty><Dtls><Tp>a</Tp> <Dt>2013-07-02</Dt><Ctry>AA</Ctry><Cd>a</Cd><AmtCcy="PHP">450.00</Amt> STALLOWANDE FOR DAGOING FAMILE STATISTICS ASTATIST DUS ANTIQUE TOP <RmtInf> <Ustrd>MONTHLY ALLOWANCE</Ustrd> </RmtInf> </FIToFICstmrCdtTrf> </Document>





Agenda

ISO 20022 setting the scene

CGI Updates

Payments-Trade Standards Interoperability

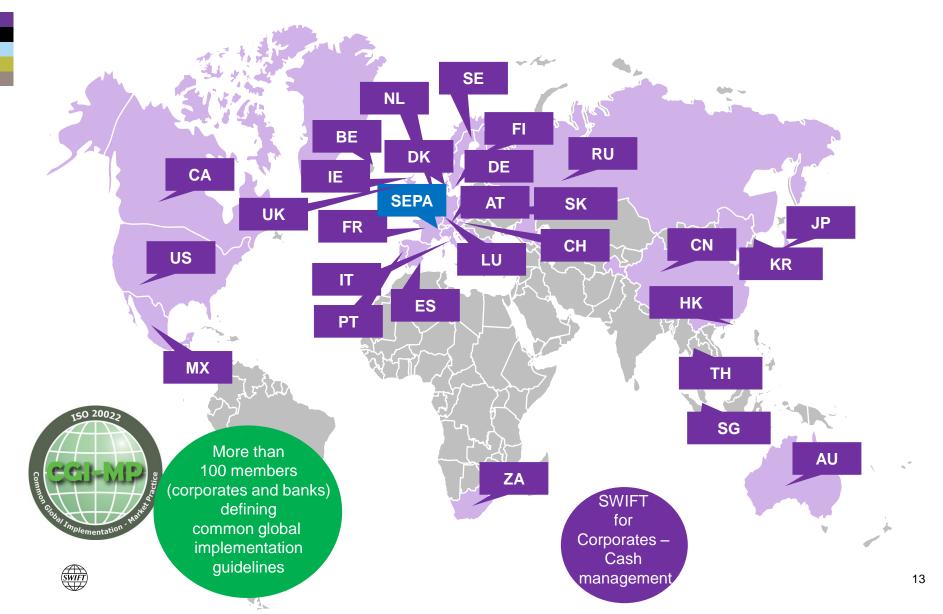
Bank Payment Obligation

ISO 20022 Standards Updates

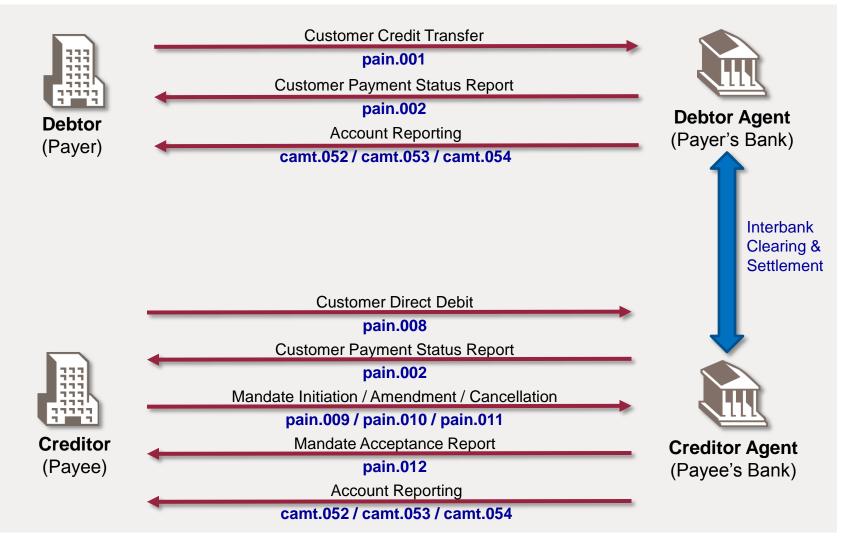




ISO 20022 adoption in the corporate-to-bank space



Payment flows addressed by CGI-MP



Common Global Implementation – Market Practice (CGI-MP) initiative



Financial Institution Members

In total 45 FI members (Contributing & Observers) as at Feb 2015



Common Global Implementation – Market Practice (CGI-MP) initiative

Non-Financial Institution Members 1/2

In total 88 Non-FI members (Contributing & Observers) as at Feb 2015





¹⁶ Common Global Implementation – Market Practice (CGI-MP) initiative

Non-Financial Institution Members 2/2

In total 88 Non-FI members (Contributing & Observers) - continued

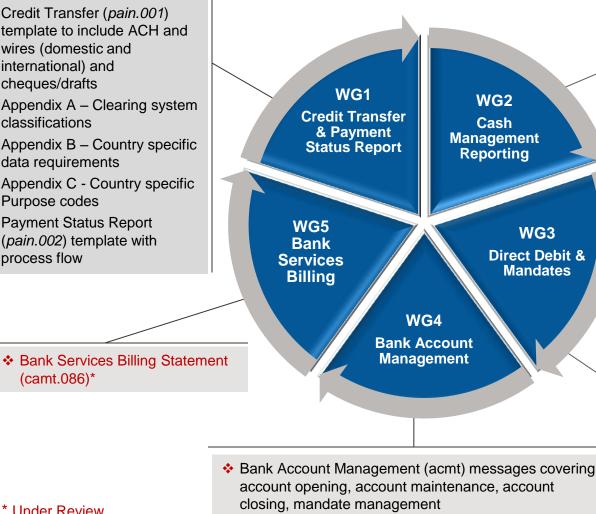




¹⁷ Common Global Implementation – Market Practice (CGI-MP) initiative

Work Group deliverables

- Credit Transfer (pain.001) template to include ACH and wires (domestic and international) and cheques/drafts
- Appendix A Clearing system classifications
- Appendix B Country specific data requirements
- Appendix C Country specific Purpose codes
- Payment Status Report (pain.002) template with process flow



- Account Report (*camt.052*) template to include intra-day bank account activity
- Statement (camt.053) template to include end of period bank account activity
- Debit/Credit Notification (camt.054) template to include detail notification reporting
- Appendix A Uses cases and examples
- Direct Debit (pain.008) template to include any electronic debit transaction
- Appendix B Country specific data requirements
- Appendix C Country specific Purpose codes
- Mandate Initiation Request (pain.009)
- Mandate Amendment Request (pain.010)
- Mandate Cancellation Request (pain.011)
- Mandate Acceptance Report (pain.012)

* Under Review

(camt.086)*





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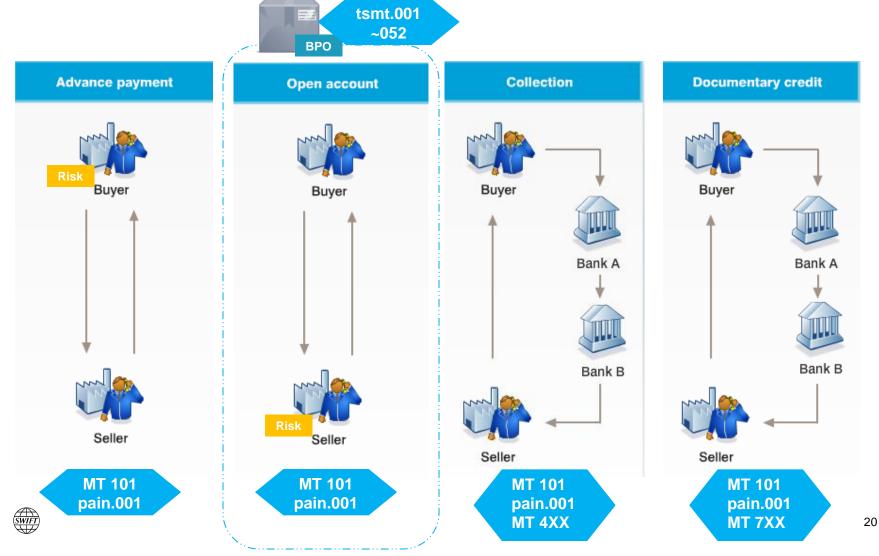
Bank Payment Obligation

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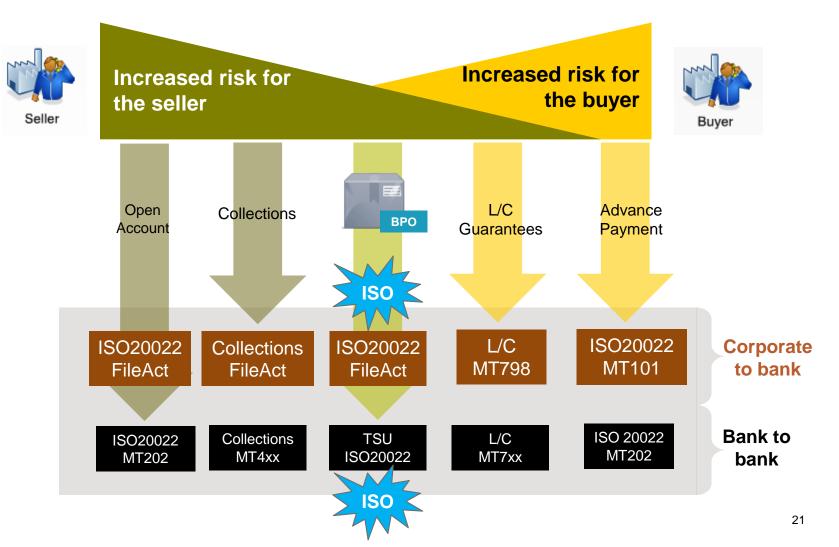


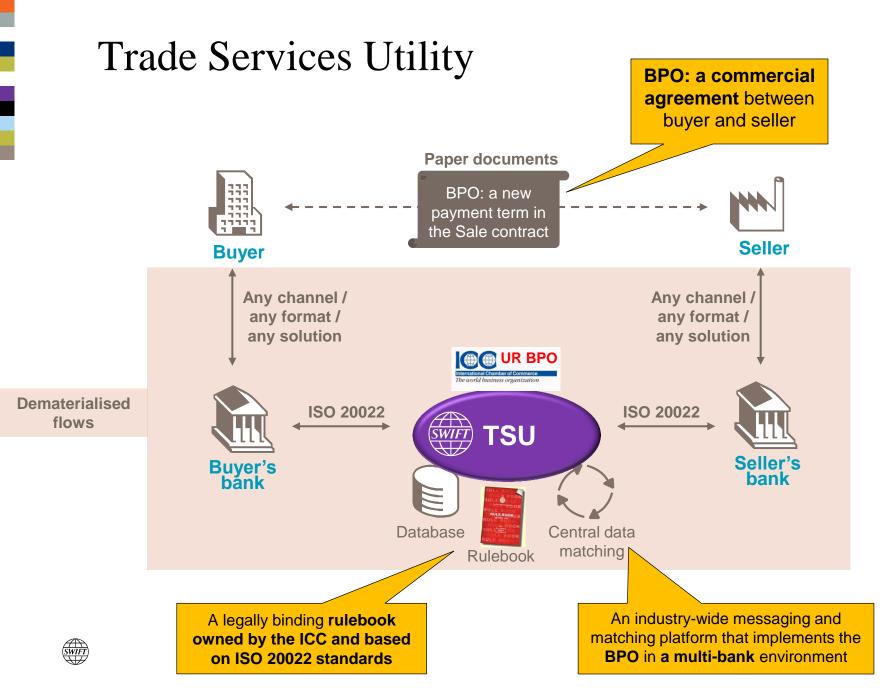
ISO 20022 for payment and trade standards interoperability_____



ISO 20022 for payment and trade standards interoperability & risk spectrum

SWIFT







Agenda

ISO 20022 setting the scene

Payments-Trade Standards Interoperability

Bank Payment Obligation

Financial Invoice

ISO 20022 Standards Management Tools





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 bankto-bank reimbursement. Over 500 members in 85 countries.

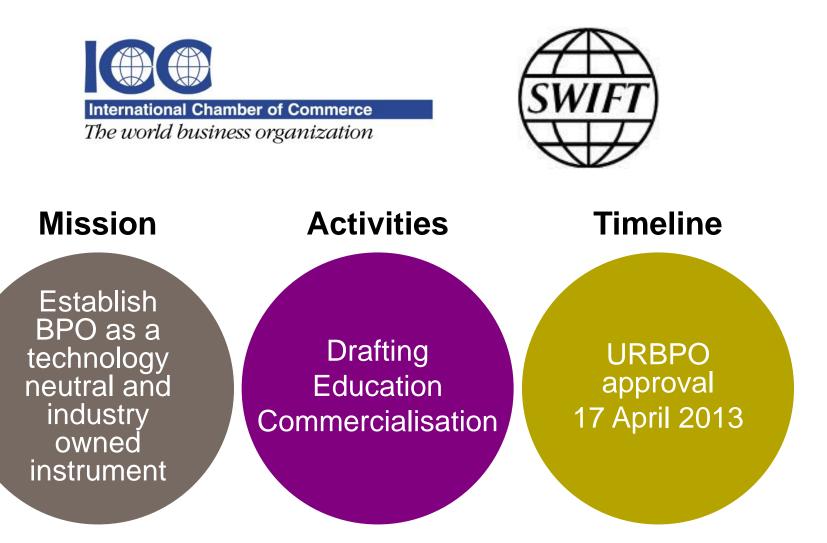


Cooperation signed at Sibos in September 2011



Both the ICC and SWIFT believe that by working together and leveraging their respective positions across the trade finance community, the BPO will have an important role to play in supporting the development of international trade in the 21st century in addressing cost pressures in the face of increased automation and changes in the regulatory environment.

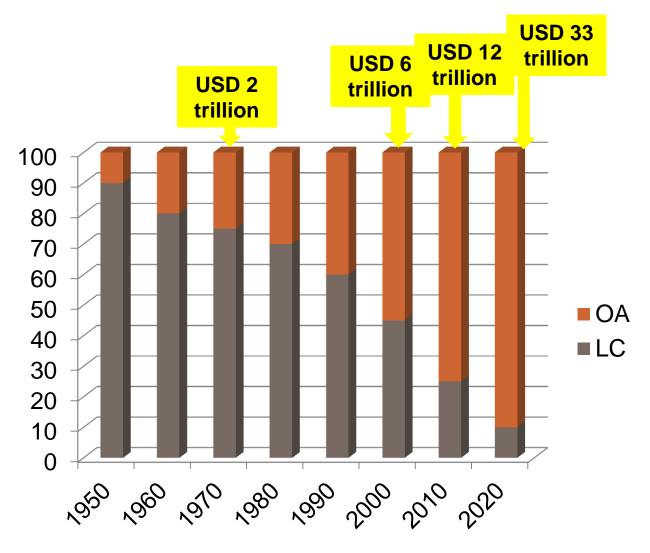
ICC / SWIFT Cooperation Agreement





Growth predicted in global trade

This will mostly be done without LCs



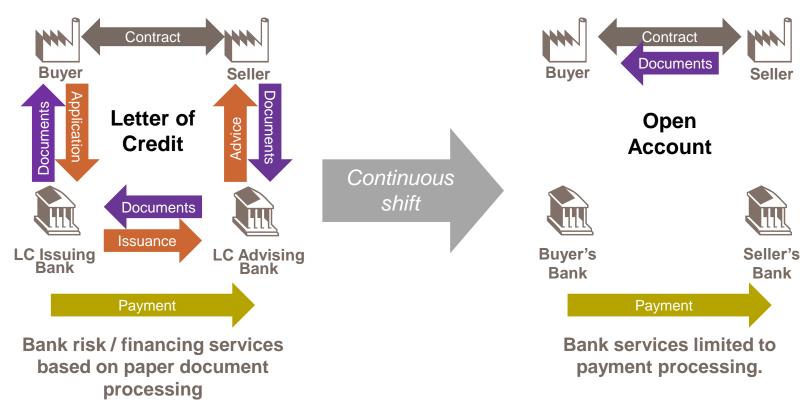
Growth predicted in global trade

"Merchandise trade volumes in 2025 hitting \$48.5 trillion compared to today's \$27.2 trillion" HSBC trade connections, Oct 2011

> Effective management of credit and working capital is of growing importance



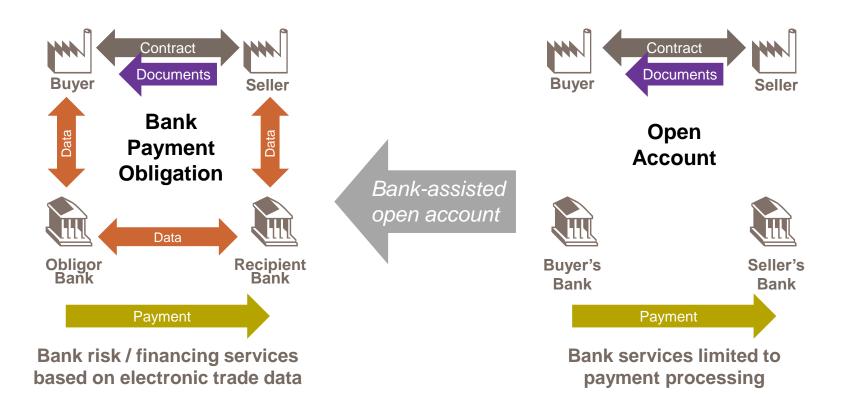
What is the challenge today?



If any risk, Credit Insurance or Payment Guarantee is added



The opportunity for banks



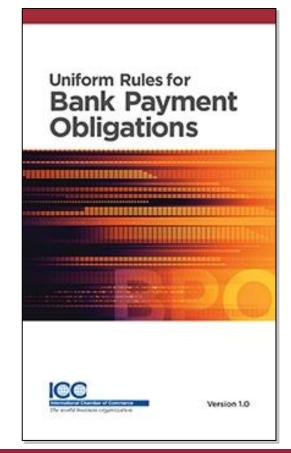
The BPO enables bank-assisted Open Account trade



The Bank Payment Obligation (BPO)

A new alternative instrument for trade settlement

A **BPO** is an irrevocable undertaking given by one bank to another bank that payment will be made on a specified date after a successful electronic matching of data according to an industry-wide set of rules.

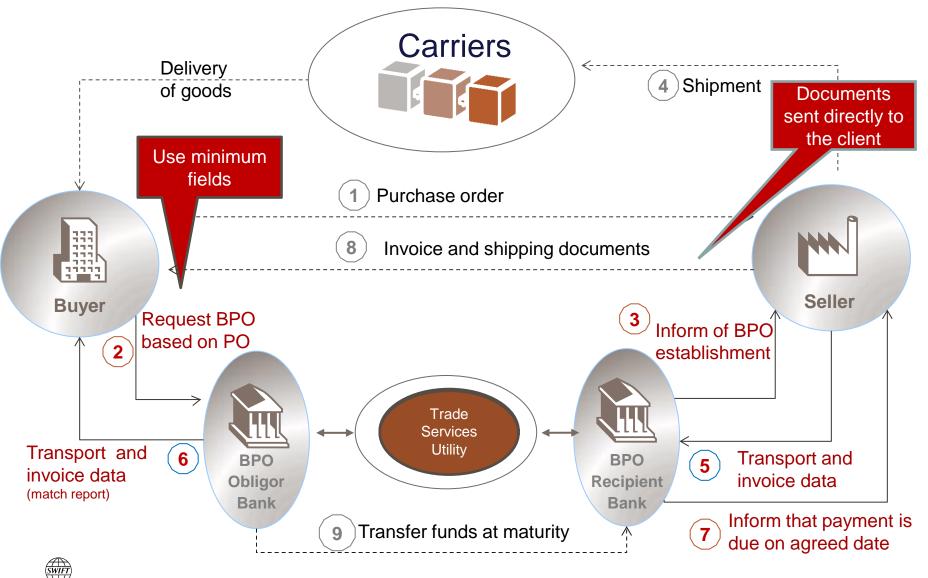


Designed to complement and <u>not</u> <u>to replace</u> existing solutions

> New ICC Uniform Rules for BPO (URBPO) Implementation date: July 2013



BPO flows for data, documents and goods



ISO 20022 tsmt messages

-	Message type	Business message		tsmt.025.001.03	Status Change Notification
C2B	tsmt.001.001.03	Acknowledgement		tsmt.026.001.02	Status Change Request
ULD	tsmt.002.001.03	Activity Report		tsmt.027.001.02	Status Change Request Acceptance
	tsmt.003.001.03	Activity Report Request		tsmt.028.001.03	Status Change Request Notification
	tsmt.004.001.02	Activity Report Set Up Request		tsmt.029.001.02	Status Change Request Rejection
C2B	tsmt.005.001.02	Amendment Acceptance		tsmt.030.001.03	Status Change Request Rejection Notification
C2B	tsmt.006.001.02	Amendment Acceptance Notification		tsmt.031.001.03	Status Extension Acceptance
C2B C2B	tsmt.007.001.02	Amendment Rejection		tsmt.032.001.03	Status Extension Notification
C2B C2B		•		tsmt.033.001.03	Status Extension Rejection
<	tsmt.008.001.03	Amendment Rejection Notification		tsmt.034.001.03	Status Extension Rejection Notification
C2B	tsmt.009.001.03	Baseline Amendment Request		tsmt.035.001.03	Status Extension Request
C2B	tsmt.010.001.03	Baseline Match Report		tsmt.036.001.03	Status Extension Request Notification
C2B	tsmt.011.001.03	Baseline Report		tsmt.037.001.03	Status Report
C2B	tsmt.012.001.03	Baseline ReSubmission		tsmt.038.001.03	Status Report Request
C2B	tsmt.013.001.03	Data Set Match Report	C2B	tsmt.040.001.03	Time Out Notification
C2B	tsmt.014.001.03	Data Set Submission		tsmt.041.001.03	Transaction Report
C2B	tsmt.015.001.03	Delta Report		tsmt.042.001.03	Transaction Report Request
C2B	tsmt.016.001.03	Error Report	C2B	tsmt.044.001.01	IntentToPayNotification
C2B	tsmt.017.001.03	Forward Data Set Submission Report	C2B C2B	tsmt.045.001.01	ForwardIntentToPayNotification
C2B	tsmt.018.001.03	Full Push Through Report		tsmt.046.001.01	IntentToPayReport
C2B	tsmt.019.001.03	Initial Baseline Submission		tsmt.047.001.01	SpecialRequest
C2B	tsmt.020.001.02	MisMatch Acceptance		tsmt.048.001.01	SpecialNotification
C2B	tsmt.021.001.03	MisMatch Acceptance Notification		tsmt.049.001.01	RoleAndBaselineAcceptance
C2B	tsmt.022.001.02	MisMatch Rejection		tsmt.050.001.01	RoleAndBaselineRejection
C2B	tsmt.023.001.03	MisMatch Rejection Notification		tsmt.051.001.01	RoleAndBaselineAcceptanceNotification
C2B	tsmt.024.001.03	Action Reminder		tsmt.052.001.01	RoleAndBaselineRejectionNotification
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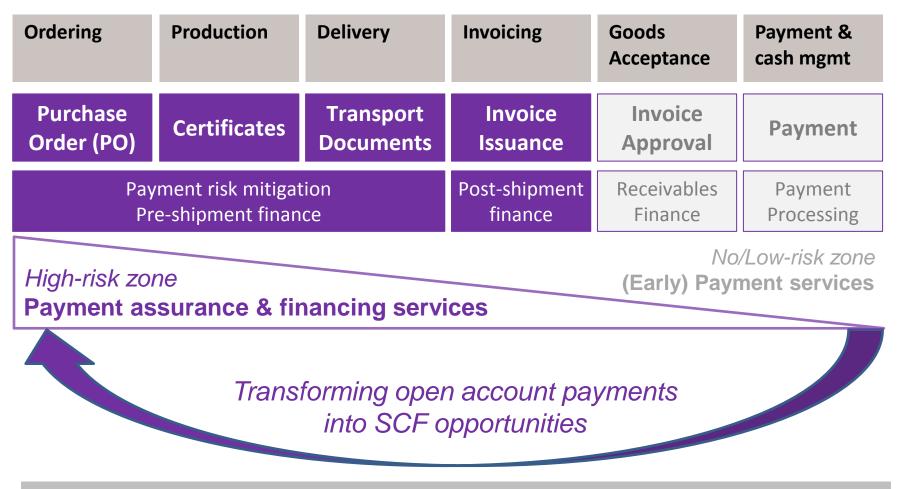


Value proposition – Benefits of using BPO

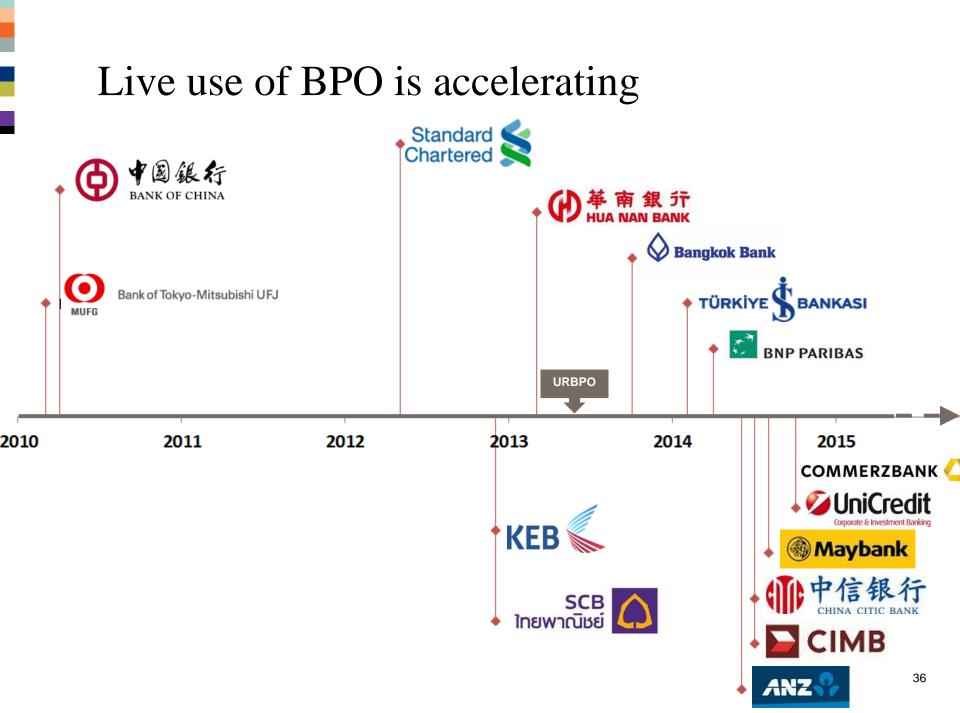
For buyer	For seller
 Payment Choosing settlement method according to the risk Easier payment without handling documents 	 Payment Shortening settlement terms Payment assurance Reducing risk with open account payment
 Financing Working capital optimisation Enhancing access to financing for the supplier 	 Financing Working capital integration and analysis More access, opportunity and flexibility for trade finance No need to access buyers' banks
 Processing Reducing operational risk Early identification of discrepancies saves time and avoids disputes Reducing time and cost for manual documents examination and paperwork 	 Processing Automated PO authentication Automated A/R reconciliation better supports accounting Automated risk management tool Immediate visibility



The BPO enables SCF to start when it should



The UR BPO and ISO 20022 industry standards will allow banks to extend their SCF offerings to risk mitigation and post-shipment financing services



17 banking groups live on BPO Including 6 of the top15 Trade banks (based on Cat 7 traffic)





49 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 Wichael Van Steenwinkel Global Credit Manager

BP Petrochemicals

58 banks adopting BPO

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

Standard Chartered BARCLAYS Deutsche Bank **I** J.P.Morgan Bank of Tokyo-Mitsubishi UFJ 中國銀行 革南銀 行 HUA NAN BANK HSBC 🚺 KEB COMMERZBANK SCB ไทยพาณิชย์ RAND Standard Bank MERCHANT BMO 🙆 Bank of Montreal BNP PARIBAS UBS ธนาคารกสิกรไทย Itaú BBA 🕉 ــنك ديــى النح **Bangkok Bank** 💥 QNB UniCredit ANZ **今**中国民生银行 SMBC SUMITOMO MITSUI BANKING CORPORATION o 交通銀行 BANK OF COMMUNICATIONS 中信年 NATIONAL BANK FIMBANK **OF GREECE** Bank of America بنـكالاتـــاد Bank al Etihad الخليجى 🤧 al khaliji ING SEB Merrill Lynch شلك الجيل القادم next generation banking **BNY MELLON** Handelsbanken MB Maybank Iccrea () Banca "la Caixa Gruppo Banca Popolare di Vicenza بنلئ الخليج الأول First Gulf Bank Nordea Swedbank Banca Popolare OLE Danske Bank Sondrio manage

(update as at 4th September 2014)

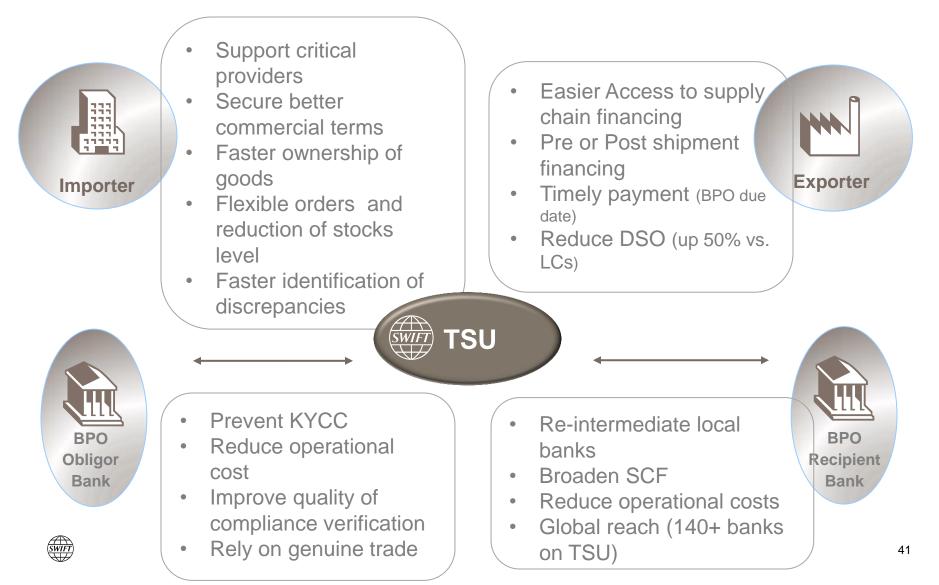
Rabobank

BPO value proposition per segment, per industry

Chemical	 Petrochemical 	bp CTAL KÖKSAN PET PLASTIK AMBALAJ SAN. TİC. A.Ş.
Retail	Consumer goodsTextile	
Basic materials	• Mining: Iron ore	VALE
Technology	 Electronics and computers 	OMRON
Agriculture	 Food processing 	中粮 COFCO 自然之源 重型領我

BPO meets the 4 pillars of trade finance

Payment certainty, Financing, Information flow & Risk mitigation



Bank Payment Obligation -- Trade Finance Goes Digital --

Case Study - First BPO Service in Southeast Asia





Siam Commercial Bank in Brief

Company profile

- Siam Commercial Bank (SCB) is the leading universal banking group in Thailand, with the highest market capitalization and the largest branch and ATM network.
- SCB is Thailand's third-largest commercial bank in terms of total assets, deposits and loans.
- SCB provides a full range of financial services, including corporate and personal lending, retail and wholesale banking, foreign currency operations, international trade financing, cash management, custodial services, credit and charge card services and investment banking services, through its head office and its extensive branch network.





PTT Polymer Marketing in Brief

Company profile

- PTT Polymer Marketing (PTTPM) is one of the biggest polymer sales and marketing companies in Thailand.
- It is member of the PTT Group, a group of companies led by PTT Corp., Thailand's huge national oil and gas company.
- PTTPM has annual revenues of 2 billion USD, selling high quality polymers such as high density polyethylene (HDPE), low density polyethylene (LDPE), linear low density polyethylene (LLDPE), polypropylene (PP) and polystyrene (PS).
- PTTPM products are distributed throughout Thailand and exported to more than 100 countries around the world.

<u>Vision</u>

 To become an international polymer trading house with 100 billion baht in annual revenues by 2015.

<u>Mission</u>

 To provide the most professional sales and marketing services to PTT Group's polymer manufacturing units.





Business challenges of PTTPM

Letter of Credit (L/C)

- Long document checking process (7 working days on average)
- Documents have to be submitted through bank channel
- Risk of discrepancy dispute

Open Account with Standby L/C

- High opportunity cost:
 Standby L/C must be pledged all year
- High cost for issuing standby L/C
- Risk of payment delay

Low efficiency

High transaction costs



BPO de	finition	
	t efficient method of payment key characteristics	
	Bank assures payment	
	Data matching triggers payment*	
	*Trade Services Utility (TSU), powered by	



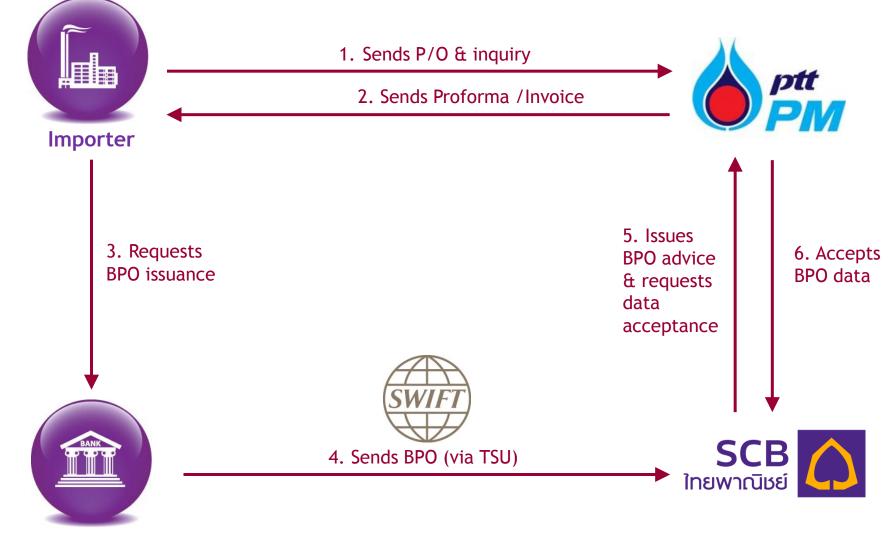
BPO Services of SCB

SCB offers the full range of BPO services to match specific client needs

Category	Import	Export
Transaction services	BPO issuance	BPO advice
		BPO confirmation
		Export data matching via BPO
Financing services	Import financing under BPO	Pre-shipment financing under BPO
		Post-shipment financing under BPO

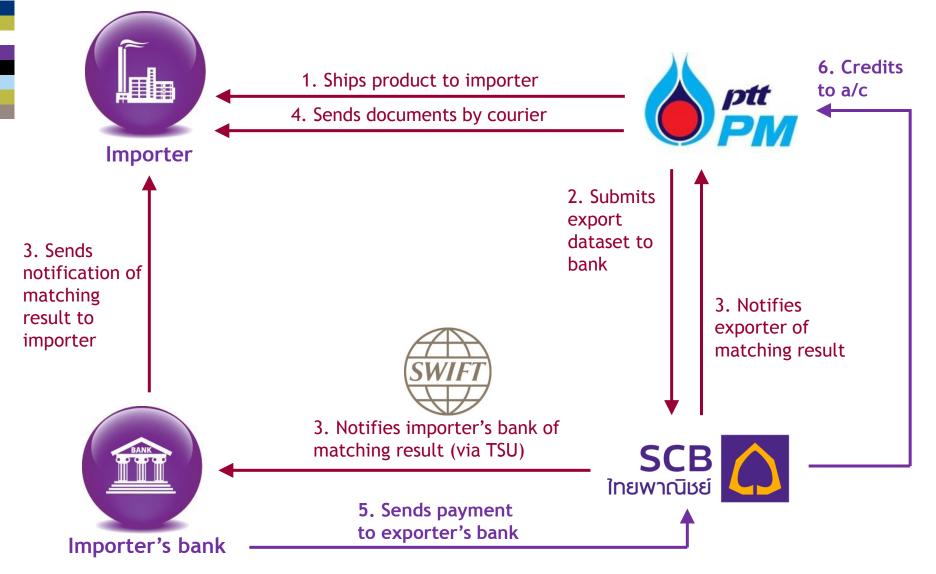


BPO process flow (pre-shipment)



Importer's bank

BPO process flow (post-shipment)



Benefits to trade counterparties





✓ Receives documents & goods faster

(exporter sends shipping documents directly)

- ✓ Reduces transaction cost
- ✓ Shortens credit utilization period

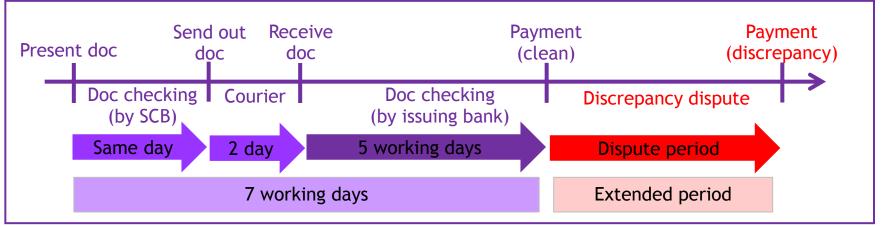
- ✓ Receives payment on time
- ✓ Eliminates risk of discrepancy dispute
- ✓ Reduces transaction cost
- ✓ Reduces time spent banking

(from 7 to 1 working day(s) on doc checking)



Benefits to trade counterparties

Sight L/C

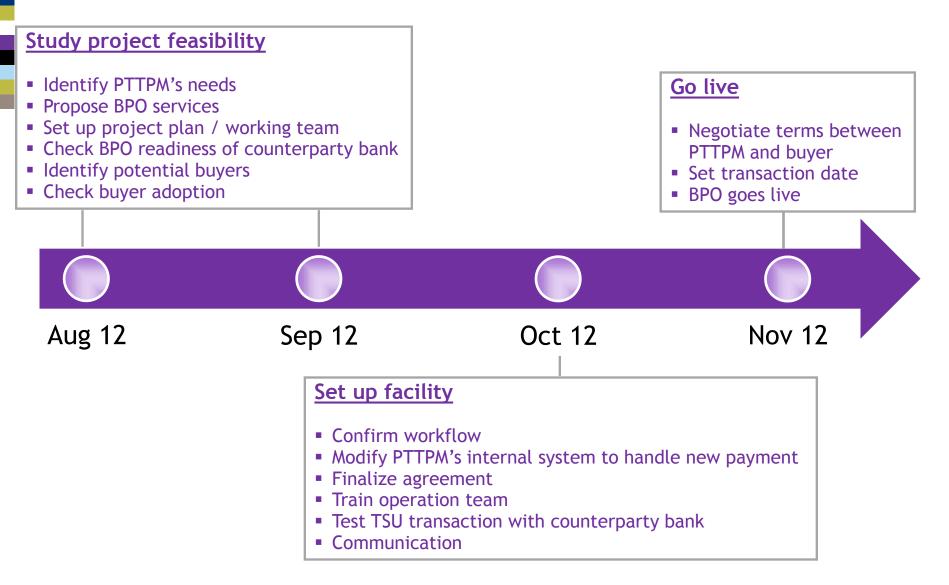


BPO (2 days after match date)





BPO project timeline





Next steps

- Increase number of BPO counterparty banks
- Follow up status of URBPO endorsement
- Commercialize BPO to wider group of customers
- Develop system to fully automate BPO transactions
- Create new and additional BPO-related solutions





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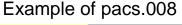


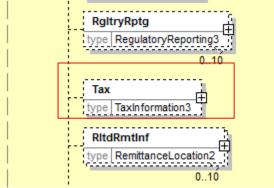
ISO 20022 Standards Updates Payments

- 23 new message versions were registered and published on 12 Mar 2015
 - o 6 new versions for Payments Clearing & Settlement
 - o 4 new versions for Payments Initiation
 - o 3 new versions for Notification to Receive
 - o 2 new versions for Creditor Payment Activation Request
 - o 5 new versions for Exceptions & Investigations
 - o 3 new versions for Bank-to-Customer Cash Management
 - o 4 new versions for Payments Mandates (approved in Oct 2014)
- Top 2 reasons:
 - o Update Structured Remittance Information with 'Tax' (23 messages)
 - o Update Remittance Location (M) (14 messages)

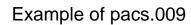


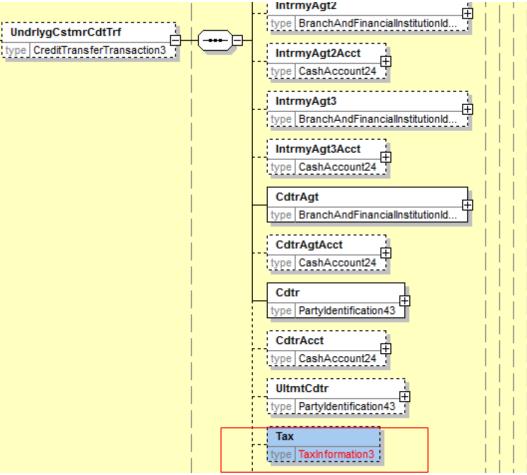
Update Structured Remittance Information





Ensure alignment with a new standalone RemittanceAdvice remt.001.001.01 that includes an enhanced version of the StructuredRemittanceInformation message component.



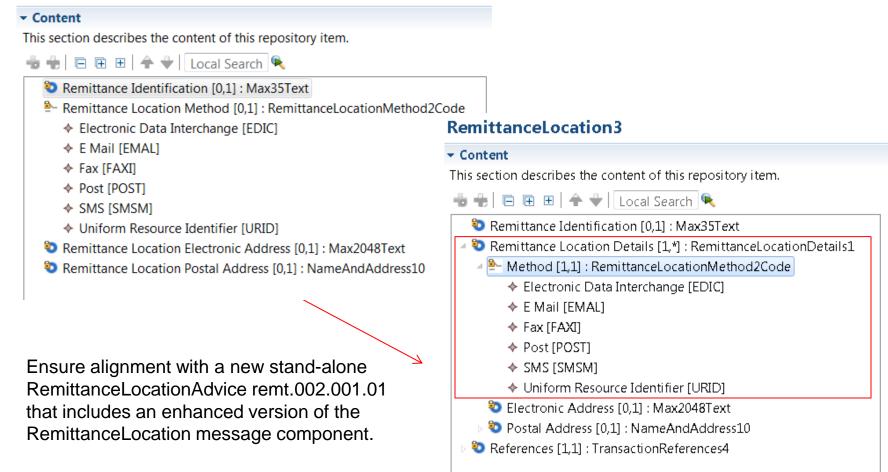




Update Remittance Location

"RelatedRemittanceInformation" contains "RemittanceLocation"

RemittanceLocation2





ISO 20022 Standards Updates Payments

 o 6 new versions for Payments Clearing & Settlement pacs.002.001.06 pacs.003.001.05 pacs.004.001.05 pacs.007.001.05 pacs.008.001.05 pacs.009.001.05

- o 4 new versions for Payments Initiation pain.001.001.06 pain.002.001.06 pain.007.001.05 pain.008.001.05
- o 3 new versions for Notification to Receive camt.057.001.04 camt.058.001.04 camt.059.001.04
- o 2 new versions for Creditor Payment Activation Request pain.013.001.04 pain.014.001.04



ISO 20022 Standards Updates Payments

o 5 new versions for Exceptions & Investigations camt.028.001.05 camt.029.001.05 camt.055.001.04 camt.056.001.04 camt.087.001.02

o 3 new versions for Bank-to-Customer Cash Management camt.052.001.05 camt.053.001.05 camt.054.001.05

o 4 new versions for Payments Mandates (approved in Oct 2014) pain.009.001.04 pain.010.001.04 pain.011.001.04 pain.012.001.04



ISO 20022 Standards Updates Trade Services

- 7 new message versions for Trade Services Management
- The purpose of the version update is to align with the current and evolving regulatory demands
 - o tsmt.009.001.04 BaselineAmendmentRequestV04
 - o tsmt.012.001.04 BaselineReSubmissionV04
 - o tsmt.019.001.04 InitialBaselineSubmissionV04
 - o tsmt.018.001.04 FullPushThroughReportV04
 - o tsmt.014.001.04 DataSetSubmissionV04
 - o tsmt.017.001.04 ForwardDataSetSubmissionReportV04
 - o tsmt.011.001.03 BaselineReportV03



ISO 20022 Standards Updates Factoring Services

- 11 new messages for factoring services (trade receivables)
- The scope of the messages is the assignment, financing and guarantee of invoices and the collection of invoice payments.

Party Registration and Guarantee Management Messages				
Messages name	Identifier			
Party Registration And Guarantee Request	tsin.009.001.01			
Party Registration And Guarantee Status	tsin.010.001.01			
Party Registration And Guarantee Notification	tsin.011.001.01			
Party Registration And Guarantee Acknowledgement	tsin.012.001.01			
Assignment Messages				
Messages name	Identifier			
Invoice Assignment Request	tsin.006.001.01			
Invoice Assignment Status	tsin.007.001.01			
Invoice Assignment Notification	tsin.008.001.01			
Invoice Assignment Acknowledgement	tsin.013.001.01			
Reconciliation Messages				
Messages name	Identifier			
Invoice Payment Reconciliation Advice	tsmt.053.001.01			
Invoice Payment Reconciliation Status	tsmt.054.001.01			
Event Notification Message				
Messages name	Identifier			
Party Event Advice	tsmt.055.001.01			





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