



SWIFT Strategy 2020 - *Accelerated*

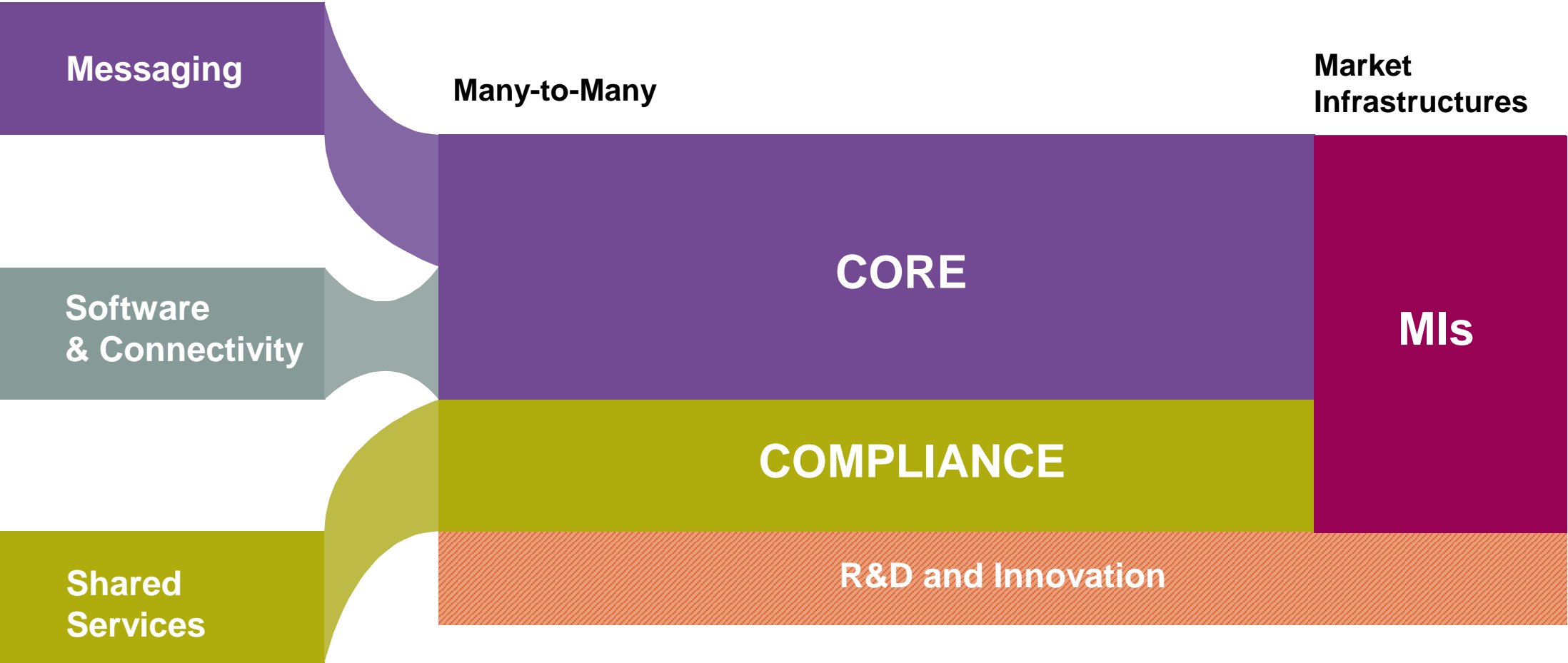
Presentation at Business Forum Romania

Matthieu de Heering

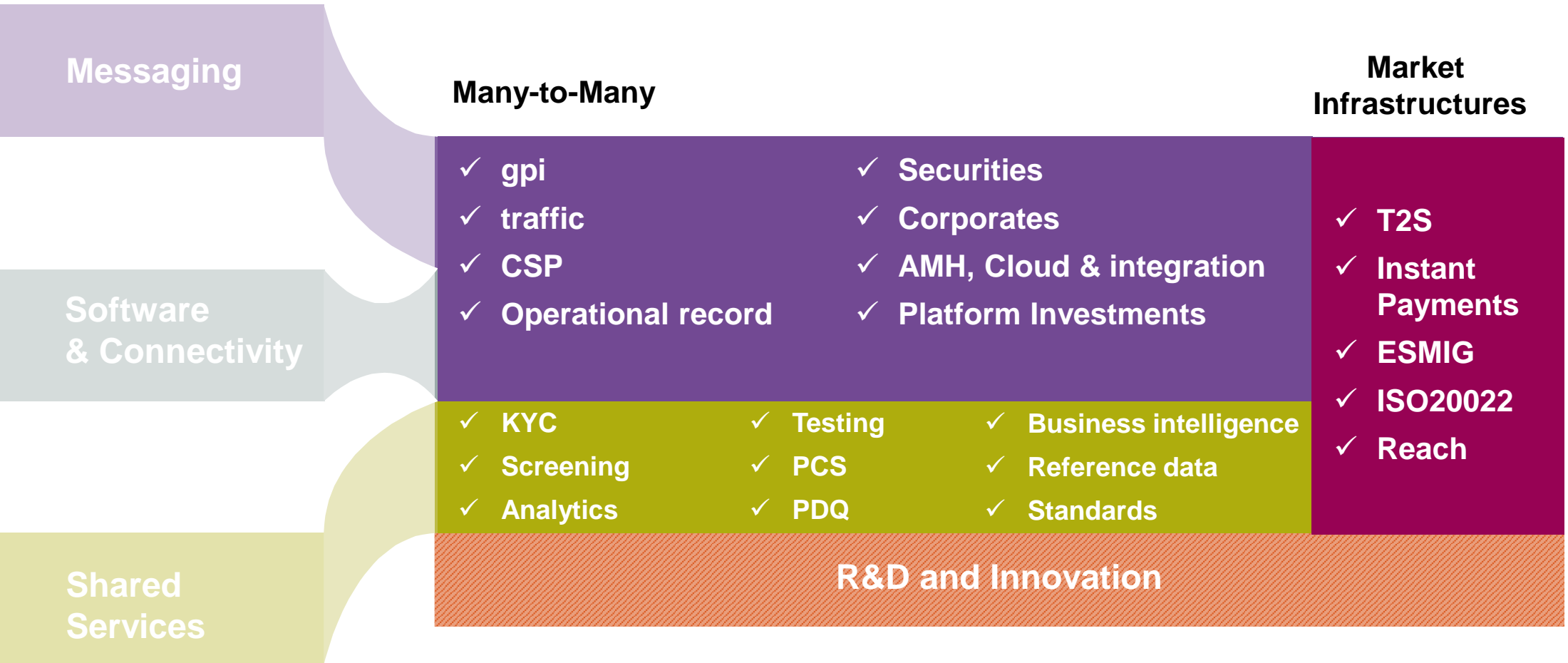
Head of Central and Eastern Europe – SWIFT

Bucharest – 07-Nov-2018

SWIFT2020 framework – Strategic pillars



SWIFT2020 framework – Strategic pillars



Evolving industry context driving opportunities to adapt *SWIFT2020*

- **New technologies** such as cloud, APIs, mobile, DLT, Artificial Intelligence and faster pace of innovation
 - **Increased competition** (new entrants, FinTech, etc.) – especially in payments
 - With **continued challenges** in terms of cyber, regulation and geopolitics
- It creates **threats** but also **opportunities** for SWIFT to further support its community

**WE ARE SIGNIFICANTLY ACCELERATING AND ADAPTING OUR
SWIFT2020 STRATEGY**



SWIFT2020 Accelerated

GREATLY ACCELERATE

gpi

APIs

STEP UP THE GAME

ISO 20022

DATA ANALYTICS

CSP

**CONTINUE AS PER
SUCCESSFUL STRATEGY**

SECURITIES

INSTANT PAYMENTS

FINANCIAL CRIME COMPLIANCE

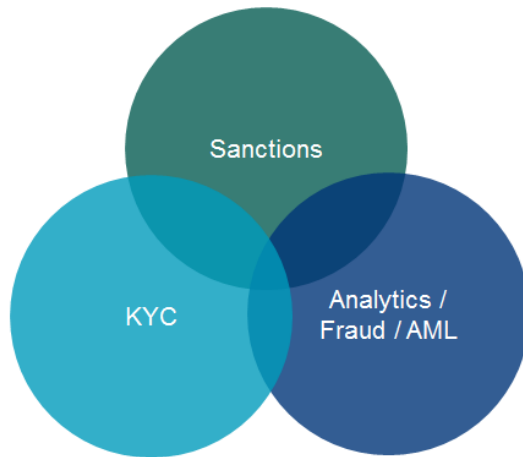


Our main priorities today ... and main discussions with the Romanian Community

Cyber Security



Financial Crime Compliance



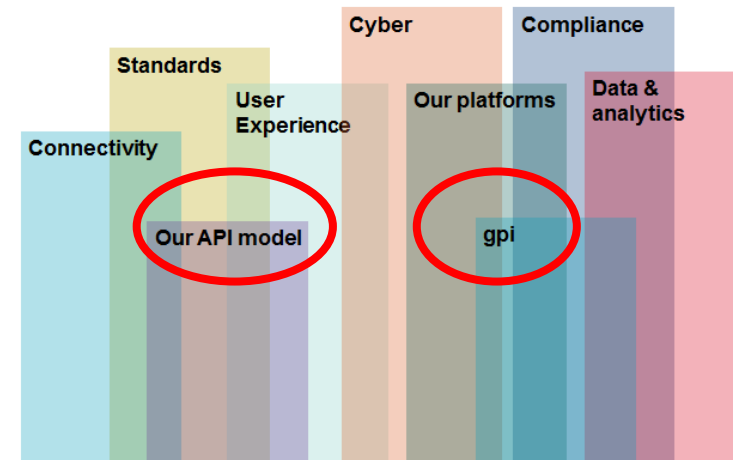
Instant Payments



SWIFTNet *Instant*
Your solution for
Instant Payments

[Find out more](#)

Transforming through innovation

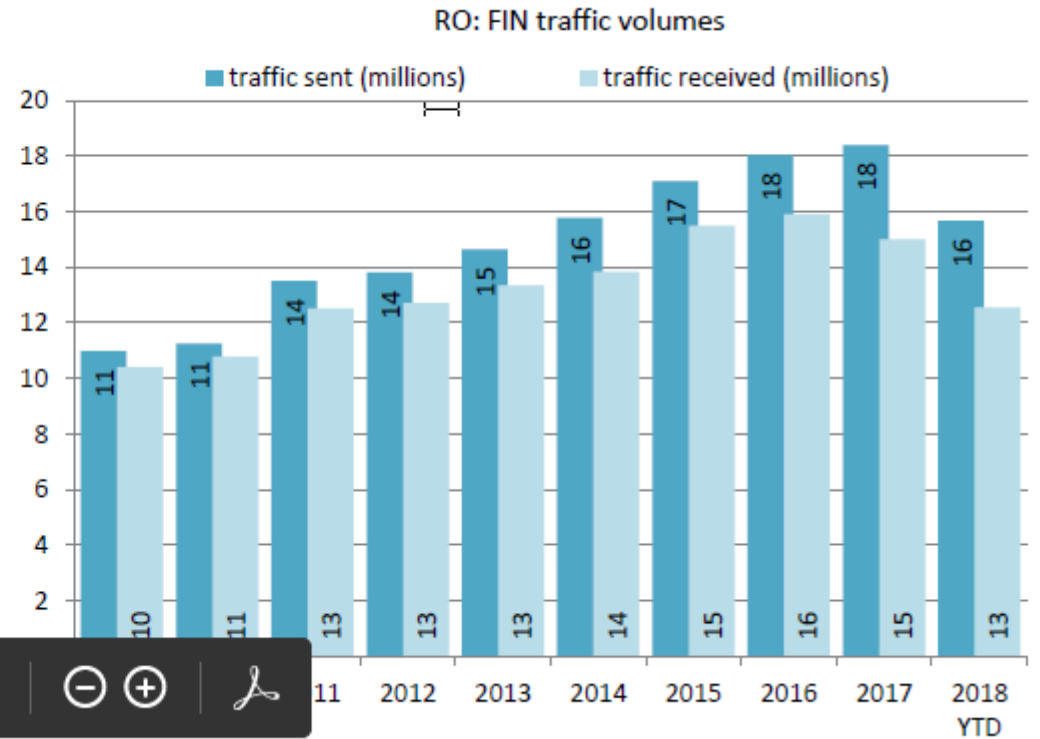
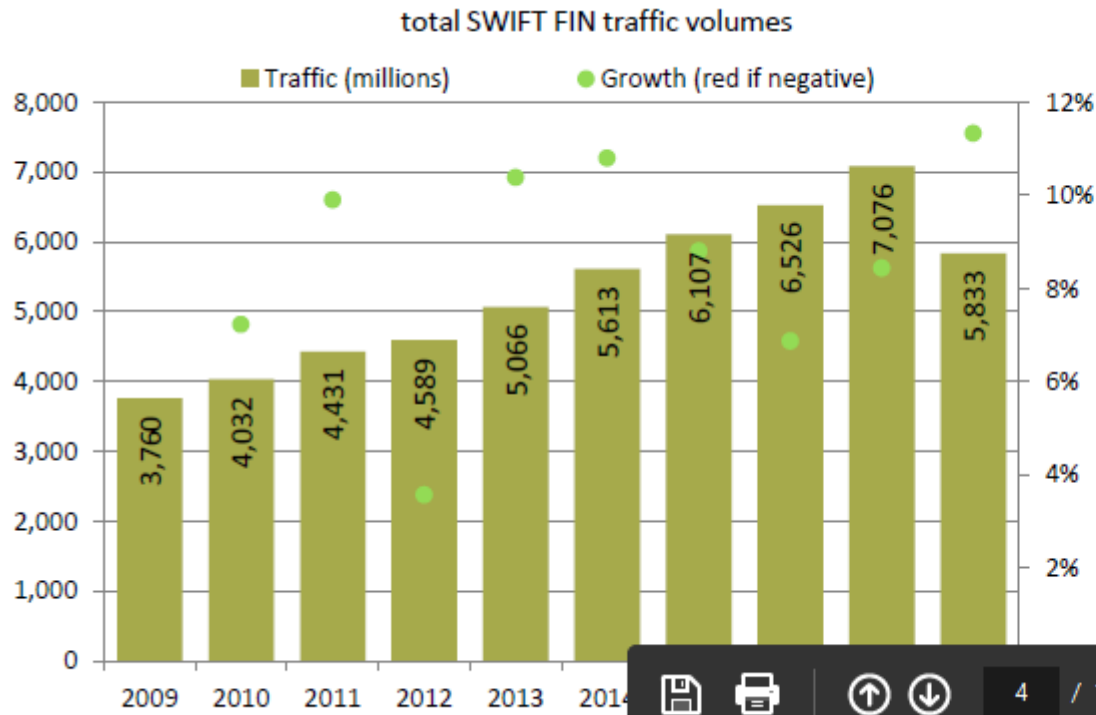




Highlight Romania

Presentation at Business Forum Romania

Traffic evolution SWIFT & Romania (Sept 2018 YTD)



Traffic distribution per category SWIFT & Romania (Sept 2018 YTD)

Total SWIFT			
Market	Traffic (Millions)	Weight	Growth
Payments	2,847	48.8%	10.8%
Securities	2,690	46.1%	12.1%
Treasury	255	4.4%	11.3%
Trade	28	0.5%	3.6%
System	13	0.2%	-4.1%
Total	5,833	100.0%	11.3%

Romania									
Market	Traffic sent (millions)	Weight	Growth	Contribution to growth	Traffic received (millions)	Weight	Growth	Contribution to growth	
Payments	14	90.8%	18.7%	97.9%	12	94.4%	15.6%	99.8%	
Securities	1	7.5%	5.8%	2.8%	0	3.5%	4.7%	1.2%	
Treasury	0	0.9%	-9.5%	-0.7%	0	1.2%	-8.5%	-0.9%	
Trade	0	0.4%	-5.4%	-0.2%	0	0.5%	-6.1%	-0.2%	
System	0	0.3%	5.7%	0.1%	0	0.4%	5.7%	0.1%	
Total	16		17.2%		13		14.6%		



SWIFT in Romania in figures (Sept 2018)

FIN

- 16 million FIN messages sent – 13 mio received
- Representing 0,3% of SWIFT traffic
- Rank 40 (out of 229) on traffic sent, rank 38 on received
- 17,2% growth (total SWIFT – 11,3%)

InterAct

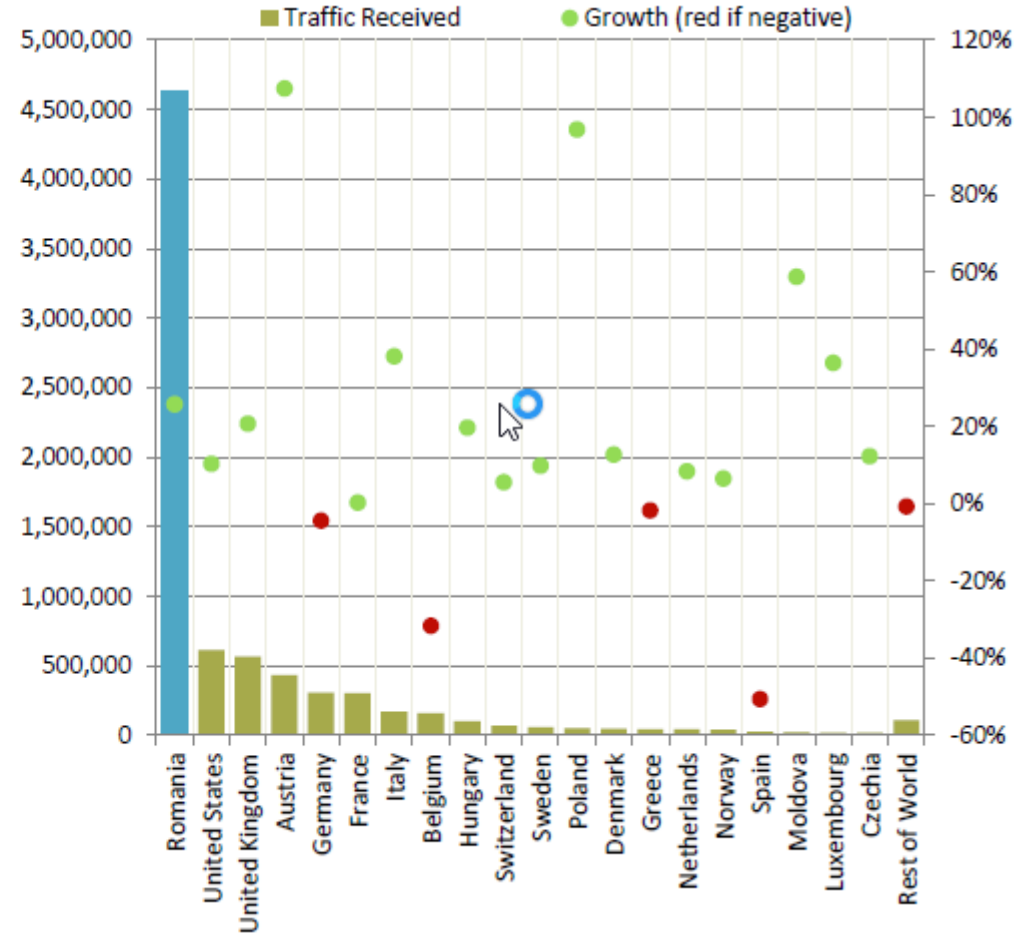
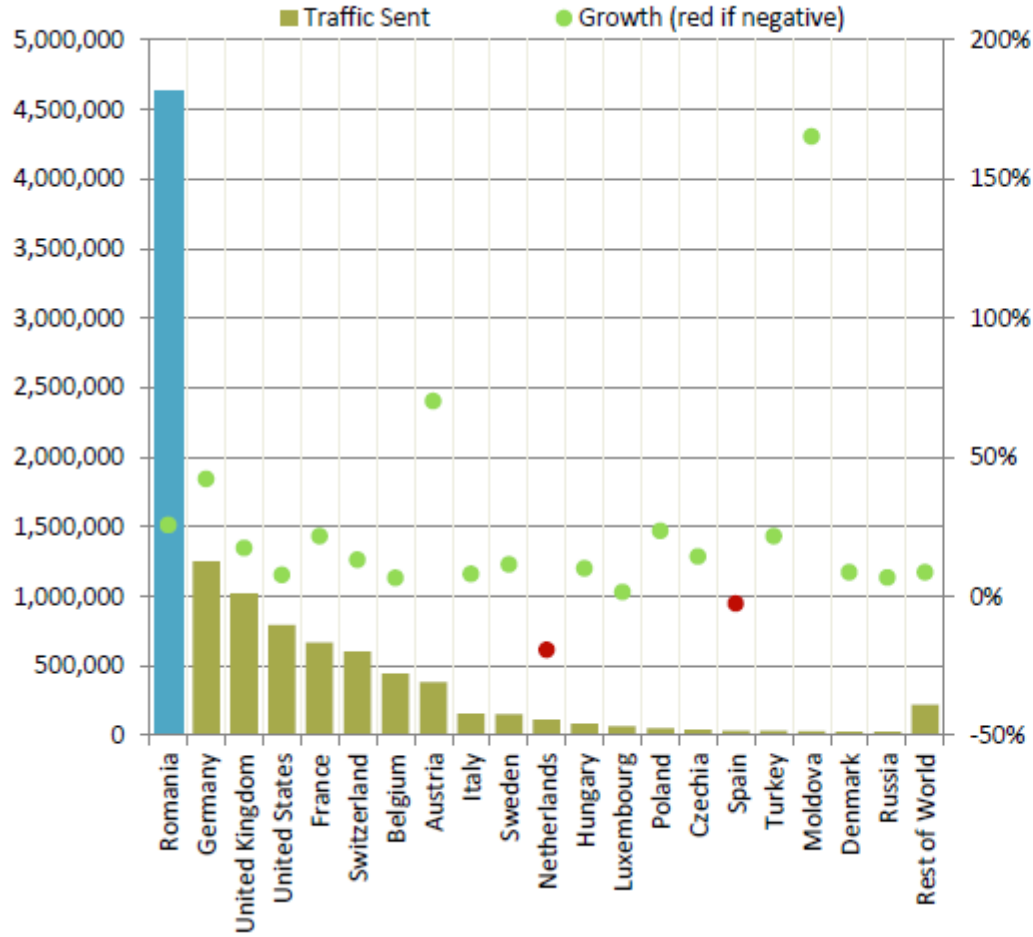
- Ranked 42

FileAct

- Per Kchar - ranked 47
- Per Files sent – ranked 38
- Per Transactions sent – ranked 33



To which countries is Romania sending traffic



SWIFT solutions in Romania (Nov 2018)

1 gpi subscription

1
Lifeline
user

ReGIS &
SaFIR from
NBR,
Depozitarul
Central

19 banks on KYC
Registry
(compliance)

1 SWIFT
Sanctions
List
distribution

1 MyStandards
user (ARB)

4 clients on
extended Support
options

71 SWIFTRef
contracts

