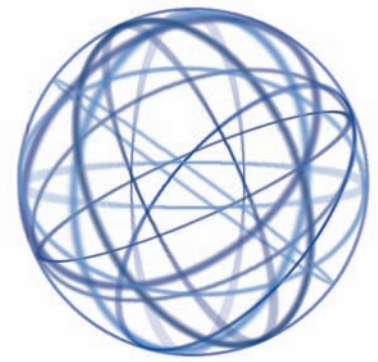


Eurogiro News

THE INTERNATIONAL ELECTRONIC PAYMENT CO-OPERATION



SMS notification of sender and receiver

New Eurogiro service offering enhances the Eurogiro Cash International® (ECI) product

Mobile phones are among the most expanding technologies in this world; soon almost every individual on earth will have access to some kind of mobile device. In 2008 74% of all electronic messages were via mobile phones.

It is therefore the right time to integrate mobile technology into our applications and we are convinced that there is a need to connect the different IT technologies more closely. A very practical use of this request in the payment industry is the SMS notification.

Eurogiro has developed a service for SMS notification to the beneficiary of a pending

Eurogiro Cash International® (ECI) payment and to the sender of a successful pay-out of the ECI payment instruction. An SMS alert will be sent to the beneficiary when the funds are available and ready for collection. Similarly, an SMS will be sent to the sending customer when the beneficiary has collected the funds.

Hardly any investment required

Very little investment is needed by the sending organisation to make use of this service. All the required data (mobile numbers and eventual SMS text) is forwarded in the payment instruction, no new message types are needed. The handling of the SMS service is managed at the central Eurogiro servers.

The text to be sent to the mobile is fully configurable. The sending organisation can either specify the text directly in the payment instruction or make use of a centrally stored text provided by the receiving organisation in its local language.

The text can contain variables (keywords) to insert information such as amount, pick-up point, date of availability of funds and the payment reference.

Eurogiro SMS for other purposes

Eurogiro also offers a service where the sending organisation can broadcast the same text to a number of receivers. This service is not linked to the ECI (or any

Service offerings at a glance:

- SMS notification of beneficiary
- SMS notification of sender
- Free format text provided in payment instruction by sending organisation
- Bene notification: Stored fixed text with variables for amount, date, pick-up point and reference defined by receiving organisation
- Sender notification: Stored fixed text with variables for date and reference defined by sending organisation
- Stored fixed text in language of receiver (Latin characters)
- SMS services such as broadcast to a number of receivers for multiple purposes, for instance exception handling.

Contents | June 2009

- 1 SMS notification of sender and receiver
- 2 New services offered by the Brazilian Post - ECT
- 3 The 200 year anniversary of Darwin
- 4 Why participate in building the MultiLateral Framework?
- 5 Productive General Customer Meeting in picturesque Dubrovnik
- 9 New Business Line implemented by Korea Post
- 10 Envoy Services Limited in UK
Eurogiro introduces Connectivity Certificate
- 11 Building Up the Brand and Inspiring Customers through the Power of Yes!
- 12 Public Statement of Infrastructures promoting the SEPA Progress



New services offered by the Brazilian Post - ECT

ECI promoted by the Brazilian Post along with credit transfers



Ms Flávia Lúcia Xavier Almeida, Project Manager and Responsible for Eurogiro matters within ECT

send money to their families), makes income transfers to remote locations, contributes to reducing poverty, provides regional economic improvement and promotes a shift from the use of illegal transfers to legal ones, helping authorities prevent money laundering activities.

In 2002, ECT joined Eurogiro Network. Since then, it has been working to provide high-quality standards regarding international financial transfers performed at affordable prices to its customers in Brazil and all over the world.

Nowadays, the Brazilian Post offers three different types of financial transfer: the Regular Money Order, Eurogiro Cash International® (ECI) and Credit transfers (Cash to account and Account to account – in both cases to accounts with any bank in Brazil), the inbound process for which has already been implemented (the outbound process will be implemented until August 2009).

ECT operates a post office network of over 6,000 outlets covering the entire national

territory. Post offices located in every Brazilian municipality act as financial services providers by delivering the Brazilian international remittances service – the so-called *DINHEIRO CERTO* – which is totally connected to ELS, thus making it possible to offer a fully automated process to customers, including compliance with all security criteria regarding Anti-Money Laundering (AML procedures). In this regard, an electronic data connection is established to the responsible Brazilian Authorities (the Brazilian Central Bank – BACEN and the Brazilian Council for Financial Activities Control – COAF) and customer data (such as sender's and payee's name) are checked against entries in blacklists established by the United Nations Security Council.

With the intention of offering all our customers high-quality services at a cost-effective price and aiming at improving our network, we invite all Eurogiro countries to become our partners.

flaviaalmeida@correios.com.br



The Brazilian Post - ECT, as a Postal Institution, has historically provided a core social and economic infrastructure and has been the trusted provider of secure communication, payment and delivery services between identified senders and receivers.

Being a state-owned company, ECT abides by the Brazilian Government strategy. As such, it provides access to international financial remittances at low costs (enabling migrants to

Eurogiro is a commercial company that promotes bilateral and multilateral business opportunities among its customers. Customers of Eurogiro are active in retail financial services and wholesale banking worldwide. Although its roots are in Western Europe, Eurogiro now spans five continents. Eurogiro offers an electronic payment system that is the only cross-border payment system which covers both postal and banking products. The Eurogiro head office is in Copenhagen; Eurogiro also has a representative office in Singapore.

Albania: Posta Shqiptare sh.a • Australia: ANZ Banking Group • Austria: BAWAG P.S.K. • Belgium: La Poste SA • Bosnia & Herzegovina: Nova Banka • Brazil: Empresa Brasileira de Correios e Telégrafos • Bulgaria: Finance Engineering JSC and Bulgarian Posts • Canada: National Bank of Canada • Cape Verde: Correios De Capo Verde • China: China Post • Croatia: Croatian Post • Czech Republic: CSOB a.s. • Denmark: Sydbank A/S • Egypt: Commercial International Bank (Egypt) S.A.E. • France: La Banque Postale • Germany: Deutsche Postbank • Greece: Hellenic Post and EFG Eurobank Ergasias • Hungary: Magyar Posta • Ireland: An Post • Israel: Israel Postal Company Ltd • Italy: Poste Italiane and Banca Popolare di Sondrio • Japan: Japan Post Bank Co. Ltd. • Latvia: Latvia Post • Luxembourg: EPT Luxembourg • Madagascar: Paositra Malagasy • Mongolia: XacBank • Morocco: Banque Centrale Populaire and La Poste - Barid Al Maghrib • New Zealand: ANZ National Bank • Philippines: Philippine Postal Corporation • Poland: Polish Post • Portugal: CTT Correios de Portugal • Romania: Posta Romana and Banc Post • Senegal: Postefinances • Serbia: Postal Savings Bank • Slovakia: Postova Banka • Slovenia: Postna Banka Slovenije • South Korea: Korea Post • Spain: BBVA and Correos • Switzerland: PostFinance - Swiss Post • Thailand: Thailand Post and Bangkok Bank Public Co. Ltd. • Togo: Societe des Postes du Togo • Tunisia: La Poste • Turkey: PTT General Directorate of Posts • United Kingdom: Alliance & Leicester Commercial Bank, Citibank N.A., Envoy Services Limited and Visa Europe • USA: Deutsche Bank and Standard Chartered Bank



The 200 year anniversary of Darwin

Encompassing change

The 2009 General Customer Meeting in Dubrovnik in May was a success thanks to the more than 100 participants and, of course, to the tremendous hosting by Croatia Post. I would like to thank their team again. In this newsletter you will get an impression of the total program, which hopefully inspires you to attend next year, when the meeting will be held in Rome.

In addition to all the subjects that are directly related to the cross border payment business, the worldwide economic crisis was an often debated subject. I would like to quote Donald Terry, recently retired senior advisor of the World Bank, and an inspirational speaker in the conference. Referring to the financial crisis he asked me if I really understood the difference between a million and a billion and he said: "If one dollar is one second, then a million dollars is 12 days and a billion dollars represents 33 years". I had to admit that this comparison emphasised to me how big the challenge is for the recovery of the financial world.

I told the conference audience that in this year of Charles Darwin we have to understand that not the strongest, but those who are able to make the change will survive.

Those institutions who are able to change and are able to react to the new circumstances, or better, who will accept that there is a new environment, will be the survivors in the forthcoming decades.

The report "Weathering the Storm" of March 2009 by the Boston Consultancy Group indicates that the key to success in retail payments will be a lean, end to end business model aimed at, and achieving, the highest possible level of efficiency. Eurogiro understands the new environment and has made the change. We have simplified the organizational structure of Eurogiro, to be able to focus more on our core activity "Cross Border Payment Services", to guarantee that we offer our customers the highest level of service.

Despite the expected decrease of cross border payments in 2009, this Boston Consultancy report states that the market of cross border payments will grow until 2016 by, on average, 9% per year. This means that in 7 years the number of transactions will be doubled, which is also the level of increase expected for the value of the retail payments.



Tjeerd Rienstra, CEO Eurogiro

This stimulates Eurogiro in our services to you and I hope it also stimulates you in your work, realizing that part of the recovery in the financial industry will come from International Payments.

[article continued from I frontpage](#)

other Eurogiro product) but can be used by any Eurogiro customer. It may be useful for exception and investigation handling. It is based on the SWIFT MT199 – a free format message – where the phone numbers and the required text must be specified.

With this service we provide our members with yet another tool to improve customer satisfaction. The SMS messaging services enrich the customer experience that Eurogiro payment handlers can offer, for instance, to the ECI customers, and may reduce administrative costs for situations such as exception handling or reporting.

The operation may be streamlined by building on existing, automated ECI messaging standards.

Eurogiro has now taken the first step in integrating mobile technology in the financial payment flow.

Example of an SMS notification to a beneficiary. Note the name of the sending organisation, the amount, the pick-up point, date and payment reference



Why participate in building the MultiLateral Framework?

The Eurogiro MultiLateral Framework (MLF) is the result of people from very different organisations cooperating to realize their ambitions with Eurogiro. We have asked a few participants from the MLF project about their expectations and motivation



Participants in the MLF project group were, from the front left, Mr Thomas Hadorn, Swiss PostFinance, Mr Michael Obrist, Deutsche Bank and Mr Thomas Bachem, Deutsche Postbank, back row, Mr Henrik Rasmussen and Mrs Annelise Lysdal, both Eurogiro. The group met monthly, direct or on the phone, during the development period and considered all aspects of the MultiLateral Framework

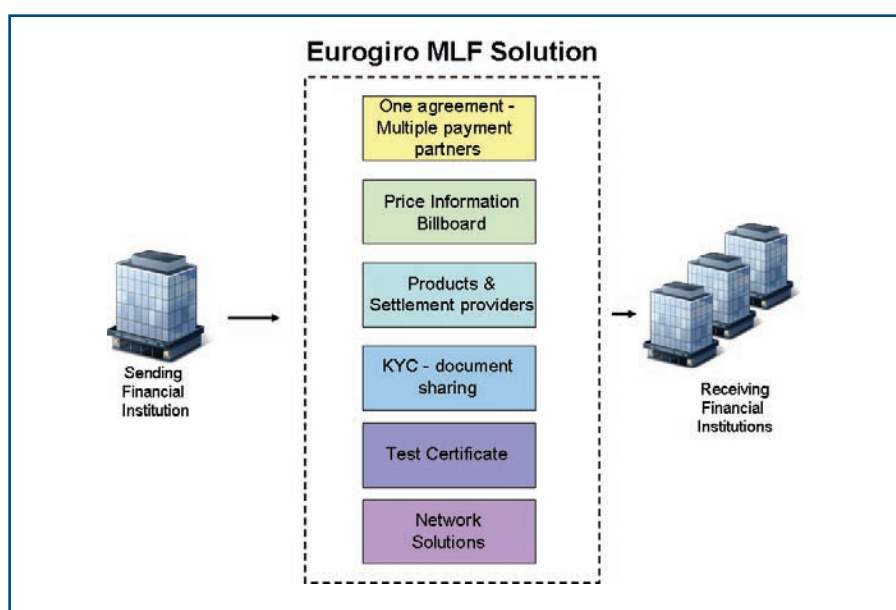
"Deutsche Bank appreciates the efficiency and reach of the Eurogiro network" says Michael Obrist, Vice President Global Banking Cash Management, in Deutsche Bank and participant in the MLF project group "and the concept of building a multilateral framework to ease usage of the Eurogiro network and services fits very well within Deutsche Bank's strategy for its payment business". Michael Obrist continues "Working closely together with highly respected professionals from other Eurogiro member organisations has been an inspiring experience." Thomas Hadorn, Head of Relations & Networks for Swiss PostFinance has a long record of participation in Eurogiro development groups and sees the MLF as a logical extension of the Eurogiro business: "In the past, Eurogiro's sales efforts have been focused on enlarging the product range and the reach of countries. Now it is time to enlarge the number of sender members. The MLF provides a strong argument for potential new sending institutes to profit from the reach given in the Eurogiro community."

What appeal do you expect the MLF to have for potential customers?

According to Michael Obrist, "the MLF offers instant reach and a robust product framework, whilst reducing both the set-up costs and

implementation time to a minimum." Thomas Hadorn adds "the idea of 'Eurogiro as a One-Stop-Shop' is attractive for large volume senders, but the MLF will only take off if all receiving customers list attractive prices for all products." Asked about views on the future development in Eurogiro along the MLF path, Michael Obrist explains: "The MLF will only unfold all its inherent advantages if it goes hand in hand with a broadening of the reach and the continuous implementation of the Eurogiro Cash International® (ECI)."

Eurogiro has taken quite a leap with the MultiLateral Framework to improve the business conditions for participants in the Eurogiro community. Existing Eurogiro customers can move seamlessly to the MLF, whilst new customers will experience shorter and simpler implementation. Identifying cost efficiencies and income opportunities is a continuous goal for Eurogiro and all involved will watch the acceptance of the MLF with much interest. Already 30% of the Eurogiro members have committed to participate in the MLF.





Eurogiro News | Special Issue

Productive General Customer Meeting in picturesque Dubrovnik

The 2009 Eurogiro General Customer Meeting was excellently hosted by Croatian Post Inc. and offered much opportunity to discuss business, to learn, and to network

Hotel Dubrovnik Palace provided a marvellous venue for the Eurogiro General Customer Meeting on 5 – 7 May 2009. Despite the financial crisis, 108 delegates from all corners of the world participated in this annual Eurogiro meeting. The three-day conference was hosted by Croatian Post in surroundings that offered a rich opportunity to bridge history, to discuss Eastern and Western views, and new and old ways of doing business. The region has a stunning history of doing business across the world and of rising from difficult times and was a beautiful source of inspiration to all participants. The Croatian hosts lavishly allowed all participants to taste, see and listen to many different local treats.

Chief Executive Officer of Eurogiro, Tjeerd Rienstra, chaired the meeting and set the stage for a broad variety of themes. The main themes at the conference were:

- Introducing a fully multilateral environment
- Trends and opportunities in the workers' remittance market
- Operational issues and impacts from SWIFT, EU / SEPA, Eurogiro quality tests
- Special issues for new customers and getting the most out of the Eurogiro Cash International®
- Introduction of a mobile payment solution at Poste Italiane

Inspired by feedback from earlier meetings, the form varied from key note speakers, plenary sessions and discussion groups to activities organized by an inspirational speaker. Presentations and output from the meeting is available for Eurogiro customers on the Eurogiro website.

From bilateral to multilateral

As has been the case in previous years, the



bilateral business discussions between the members of the Eurogiro community were seen as the most important part of the 3-day meeting. But this year, Eurogiro offered a new way of organising business relations. With the Eurogiro MultiLateral Framework, the hard and tedious administrative work to set up new corridors between Eurogiro customers

can be reduced significantly. So, in the future, the important personal relations between Eurogiro participants can focus on generating business between the parties. The contractual relations, just as pricing arrangements and bilateral tests can be finalized much faster than previously.



Being able to meet all business partners personally during this annual meeting remains of utmost importance for the members. Best practices are shared, existing business issues solved, and new business relations are built. Maintaining and growing the business between members and partners are key to sustaining and further developing the Eurogiro community.

From left to right: Mr Abdelhamid Manai, Tunisia Post, Mr Youness El Boukri and Mr Anouar Mabdou, Barid Al Maghrib Morocco, Mr Jean-Luc Demierre and Mr Adrian Aebi, SwissPost PostFinance

Combining pleasure and productive work. Many bilateral talks took place on the hotel terrace accompanied by the sound of the Adriatic Sea. Here Ms Andrea Tothova and Ms Olga Haasova, Postava Banka, Slovakia, pave the way to new business with Mr Maurizio Zucchi, from Banca Popolare di Sondrio in Italy



The variety of presentations from all types of global remittance organisations resulted in much engaged discussion. Here, Mr Robert Caviola, from National Bank of Canada shares his view with an interested audience



Mr Donald Terry, World Bank provided many useful facts relating to the global Workers' Remittance market and included a rough estimate on the size of the market, being around 300 billion USD, involving around 150 million remittent workers. The World Bank estimates continued growth, despite the current crisis, but at somewhat slower rates, the latest estimated being 9-12% annually. On request, Mr Terry controversially identified the biggest barrier to growth in regulated remittances to be a too strict 'Know Your Customer' regime – or, phrased in a different way during the meeting, 'do not fight terror with error'



Ms Tae Young Kim, Korea Post, takes advantage of the opportunity to ask the IT Director at Eurogiro for clarification on a few specialities of the message exchange and the newly released software version

Ms Elvira Dobric Fajl, Transforma, spoke on 'How to remain positive and behave successfully in difficult times', arousing much interest and some laughter. Here with Mr Paolo Baldriga, Head of Mobile payment Banco Posta, Poste Italiane, who volunteered as a courageous participant in the practical exercise to prove the power of the mind. However, his main contribution was to demonstrate how Poste Italiane had penetrated the promising emerging market for mobile payments. The audience appreciated the invitation to participate in spreading the concept to more Eurogiro countries using the Eurogiro infrastructure







Mr Chris Skinner from Balatro provoked the audience by claiming that all future communication with financial customers was shaped in areas where banks today showed no appearance, such as social media like Facebook and Twitter on the internet or the mobile. This is where the increasingly important trust would be created

article continued from | page 5

On market trends

'Workers' remittances are very worthy of your attention' said Mr Donald Terry, Senior Advisor of the World Bank, not only because of the sheer values transmitted, but also because of the enormous importance these funds have on the economy in the receiving countries. And the posts, he underlined, had excellent opportunities for cross-selling with their unmatched branch network, especially in

rural areas. It would be worthwhile considering offering new types of basic financial products such as micro-insurances.

Mr Chris Skinner, Balatro, highlighted two main customer trends that would impact financial institutions in the future: Electronic services were offered free of charge in the e-world and the element of trust to

vendors was generated in social e-media such as Facebook, Twitter, and Zopa; the latter also incorporated trust between both lender and borrower. The big challenge today is to adapt to these new trends and grasp the new reality, regardless of whether this is on a human or an organisational level. On a more technical note, the lack of common convergence and standards would have to be dealt with.

New Business Line implemented by Korea Post

'Foreign Currency Exchange' – a new service offering by Korea Post

On 1 June 2009 Korea Post launched an additional service to its customers, namely the possibility of buying and selling foreign currency at the post office counter. As a first step, we are offering this service in 4 main post offices, which are Incheon International Airport Post Office, central post office, Gwanghwamoon post office and Jeju post office. Incheon Int'l Airport Post Office is located in the airport terminal. It is therefore particularly convenient for immigrants and emigrants to use these services. Korea Post is planning to expand the coverage of this business to post offices nation-wide in near future, says Ms CHOI Jin Hee, Assistant Director of Postal Savings Business Division.

Additionally Korea Post is endeavouring to activate and stimulate the remittance business, and the latest initiative has been to start the exchange of Eurogiro payments with Bangkok Bank of Thailand in April 2009. We expect many Thai people living in Korea to use the low-cost remittance service offered by Korea Post.

With the assistance of National Savings Bank, Sri Lanka, we also made a poster in the Sri Lankan



language promoting our remittance service and displayed it in our post offices. As we mentioned in the Eurogiro General Customers' Meeting in Croatia, co-marketing is an essential point of business expansion and we are focusing on this as our main strategy.

Korea Post is now exchanging Eurogiro payments with 5 members, such as Japan Postbank – Swiss

Ms CHOI Jin Hee, Eurogiro General contact person of Korea Post

PostFinance – XacBank, Mongolia – National Savings Bank, Sri Lanka – Bangkok Bank, Thailand, and we are negotiating with some additional Eurogiro members aiming at opening new payment corridors.

As a member of the Eurogiro Asia Pacific Customer Council, Korea Post will host the 5th meeting to be held in July in Seoul. We believe this meeting will have an effect on stimulating the members' interest in the development of Eurogiro operationally as well as strategically. Korea Post will continue its discussions on Asia market activation with Eurogiro members, proposing innovative ideas as well.

jinee777@mke.go.kr



Envoy Services Limited in UK

Recently joined the Eurogiro community

Envoy Services Limited is pleased to announce membership of Eurogiro, following agreeing and signing the new MultiLateral Framework Agreement recently launched at the General Meeting in Dubrovnik in May 2009.

Envoy currently operates a global banking network of over 150 banks, and a growing number of popular domestic real-time bank transfer services. This network is used to collect and deliver money cheaply, quickly and securely on behalf of customers and merchants worldwide. Envoy has invested significant time and money developing a reliable, scalable and secure payment platform comprised of best in breed technology to ensure that a premium service is provided to merchants and their customers. Envoy was incorporated in 2005, and is a registered Money Service Business (MSB) in the UK. Envoy recently submitted their application to obtain Payment Institution status under the EU Payments Service Directive, which becomes legislation in November 2009. Traditionally, Envoy's clients have been mid

tier corporations with cross border operations. However, the attractiveness and relevance of Eurogiro's global network of payment locations heightened, with Envoy's imminent plans to enter the peer-to-peer transfer market with the launch of its new consumer brand Cheapbanktransfer.com. This service will enable customers to make cheap, fast and secure international bank to bank transfers. If a sender provides Envoy with cleared funds before our daily cut off time, then funds will typically arrive next working day (up to 3 working days) in the recipients' bank account for a modest fee and at a competitive rate of foreign exchange. A configurable white labelled version of Cheapbanktransfer will be available. Envoy would welcome discussions with other Eurogiro members who are interested in offering such a solution to their customers.

Envoy believes that by working in conjunction with Eurogiro members, on privileged terms, new territories, markets and customers will become accessible to all members. Envoy is looking to use its membership to deliver additional transactional

revenue and payment products and services to Eurogiro members in return for access to new territories, customers and payment methods.

Stefan Burkwood, Banking Director Envoy Services Ltd comments "Our aim is to consistently extend our portfolio of global payment products and services to meet the current and future payment requirements of our global payment partners, merchants and customers. We believe that becoming a member of Eurogiro is a significant milestone towards achieving this aim. We look forward to working alongside Eurogiro to develop long-term strategic win-win relationships with current and future members."

burkwoods@envoy-services.com



Eurogiro introduces Connectivity Certificate

The Connectivity Certificate is based on One Stop connectivity testing



Eurogiro offers its new participants a Connectivity Certificate that enables them to test all aspects of basic message exchange for exchanging payments via the Eurogiro network. The test includes payment, settlement and exception handling messages

So far, arranging tests has been part of the bilateral agreements that each new institution had to make when connecting to the Eurogiro network. With the MultiLateral Framework Eurogiro has formalized the testing. New participants on the Eurogiro network will follow well-defined test procedures that include testing of all aspects of basic message exchange with Eurogiro. After successful completion, the participant becomes a "certified network participant". With the new formalized testing procedures new participants, existing participants and settlement providers will benefit from substantial cost savings. New participants will also benefit from the faster implementation of Eurogiro services.

Entering a community where high Straight Through Processing, STP, is a highly esteemed benefit, new customers had to test their exchange of payments with each partner and settlement provider to establish that everything went smoothly and according to specifications. This involved IT resources on both sides

and, as all are aware, these are often scarce so finalizing tests could take quite a while. Consequently, it was a strong wish from the community that Eurogiro accepted the role as primary test partner and certified each new participant so that the business opportunities could be realized as quickly as possible. With the MultiLateral Framework, testing to obtain the Connectivity Certificate will be part of the implementation procedure for a new participant.

The new Eurogiro Customer Connectivity Certificate introduces a new era of standardization in Eurogiro. Certifying the standard of payment exchange of new network participants is a logical extension of well defined message standards, common service levels and a service-minded organisation. The certification includes the credit transfer, the cash payments and the settlement transactions, all with exception handling messages.



Building Up the Brand and Inspiring Customers through the Power of Yes!

Belgium Post, an agent representative of Western Union, the leading provider of global money transfer services, has embraced Western Union's Yes! Campaign, enabling it to reach out to customers and build trust in its brand

In 2004, Belgium Post and Western Union joined forces to enable customers to quickly send money abroad via 50 post offices. Such was the success of their cooperation that in just 4 years, the availability of Western Union services expanded to 350 postal outlets throughout Belgium. In November 2008, the companies announced that this number would double to 700, as a result of outstanding business results.

For Belgium Post, working with Western Union is more than providing a global money transfer service. It is also about joining forces to build their brands together and inspire customers. The recent collaboration around the Yes! Campaign is a testament of this collaboration.

The Yes! campaign reflects the optimism and positivity of customers, in particular of those who live outside their country of origin, who can realise their dreams by saying Yes! to their future. The campaign includes a global search for Yes! ambassadors by enabling people to submit names and stories online and marketing outreach in more than 200 countries.

Belgium Post has been an enthusiastic supporter of Yes! since its launch in Belgium earlier this year.

"There has always been a strong emotional relationship between customers and the post office because of the link we make between families and friends who are far away." says Diana Bolsens, Product Manager, Belgium Post.

"The Yes! Campaign is great because it captures this emotion and brings a real human touch to postal services, touching the hearts of customers."



Belgium Post already launched two external campaigns to communicate on Yes!, which were jointly developed with Western Union. It includes posters in trams and buses, as well as billboards, with both logos to raise awareness of the partnership. The post office also displays TV adverts and distributes marketing materials at points of sale.

Belgium Post and Western Union's marketing teams worked closely together to ensure that the campaign was tailored to the objectives of both partners, and to customers locally.

The campaign has resonated very strongly with customers. "Feedback from all of our customers has been very positive" notes

Diana Bolsens. "In particular it has served to further build out the already strong trust customers have in Belgium Post, which is a great achievement."





Public Statement of Infrastructures promoting the SEPA Progress

Early June 2009, a group of European infrastructures, or Clearing and Settlement Mechanisms (CSMs) published a joint statement facilitated by the European Central Bank to promote SEPA to the public. Eurogiro co-signed the statement along with other CSMs - the full text of the statement is printed here

We, the undersigning infrastructures, actively support the initiative for a Single Euro Payments Area (SEPA).

In order to provide the operational base for the exchange of SEPA payment instruments, we are offering the processing of SEPA Credit Transfer (SCT) to our customer banks, in line with the current provisions set forth by the European banking community and supported by the European Commission and the ECB/Eurosystem. However, according to our assessment the adoption of the SEPA Credit Transfer has been below most stakeholders' expectations so far - although we have been providing the necessary

payment instruments will be phased out. It goes without saying that an indefinite parallel processing of legacy payment instruments and SEPA instruments leads to inefficiencies and additional costs for us infrastructures and our customer banks. Moreover increased SEPA Credit Transfer volumes would allow us and our customer banks to reap benefits of economies of scale.

For several years we, as well as our customer banks, have been making considerable investments in order to fulfil the SEPA requirements on time. Therefore, we are interested in planning security, which is likely to promote the diffusion of the SEPA Credit Transfer. In addition, increased planning security would serve those infrastructures which plan to introduce the SEPA Direct Debit (SDD) in 2009.

We are well aware that there are arguments in favour for one common SEPA migration end date for both SEPA instruments (i.e. credit transfers and direct debits) as well as for two separate dates. Although there are advocates for each of these possibilities among the undersigning infrastructures, all of us agree that any of these two outcomes would be better than having no SEPA migration end date at all.

For that reason we are in favour of (a) defined migration end date(s), after which the vast majority of all credit transfers and direct debits in euro (e.g. 90 per cent) will be processed with SEPA instruments only. When defining such (a) date(s), the typical investment cycles (i.e. 3 - 5 years) have to be taken into consideration. Although SEPA has in principal been a market driven project, there is a lot of political interest in the success of SEPA too. Therefore not only a self-regulated migration date but also a regulated one, based on consideration of market feedback, could be a way forward.

We therefore encourage all involved stakeholders to contribute to the discussion on the end date(s) for migration. Based on this discussion, the relevant entities should publish the SEPA migration end date(s) in the course of 2009.

The undersigning infrastructures in alphabetic order:

ACHfinland

Banca d'Italia

Deutsche Bundesbank

Equens

Eurogiro

ICBPI

Oesterreichische Nationalbank

SIA SSB

Vocalink

infrastructural base. One reason for this is the fact that a lot of public administrations will only start their SEPA migration in the course of 2009. Likewise, corporations have been hesitant in adopting the SEPA. In order to facilitate the SEPA adoption by public administrations and corporations, we therefore welcome the recommendations already made by the Council of the European Union (ECOFIN) in February 2009 and the Eurosystem and appreciate every future reemphasis that all public administrations and corporations should consider adopting the SCT (and as soon as it is introduced the SEPA Direct Debit) as preferred payment instruments.

Another major reason for the moderate adoption rate might be the insecurity if and when legacy

Activity Calendar Summer/Autumn 2009

22 – 24 June 2009

Eurogiro Technical User Group Meeting in Copenhagen, Denmark

30 June 2009

IAMTN Money Transfers Conference in Moscow, Russian Federation; hear Eurogiro speak

2 – 3 July 2009

ICBI International Money Transfer & Migrant Remittances Summit in Rome, Italy; hear Eurogiro speak

14 – 18 September 2009

SWIFT SIBOS Conference in Hong Kong; meet Eurogiro representatives

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