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- Der Mitschnitt und die Präsentation folgen per E-Mail



SWIFT gpi: Wie Treasurer von der erhöhten Transparenz profitieren können

Christof Hofmann - Deutsche Bank AG
10 Juli 2019



SWIFT gpi – key benefits



Improved Speed > 50% of payments credited in less than 30 minutes



Traceability End-to-end tracking and payment credit confirmation



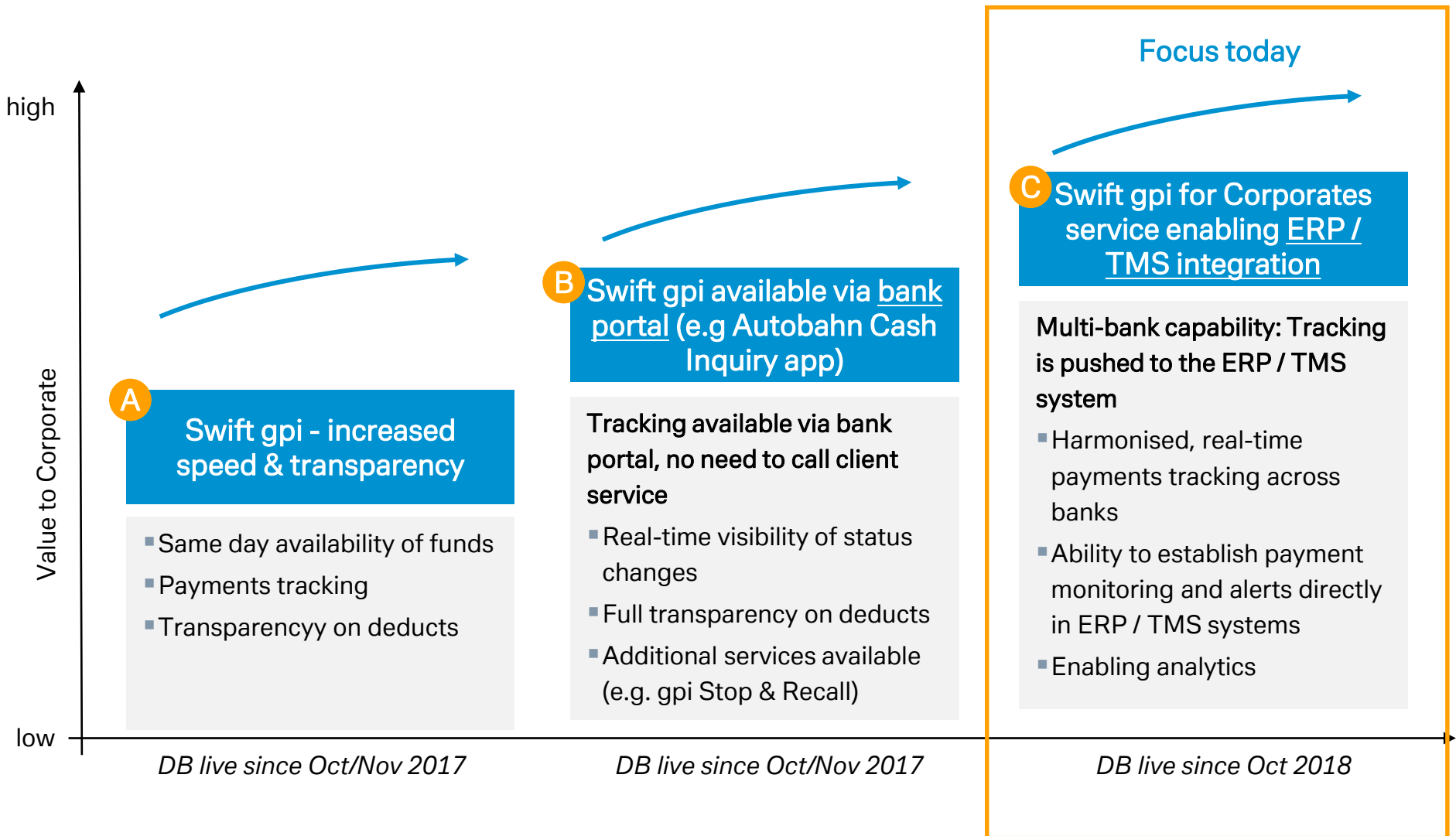
Transparency Full transparency on deducts and FX rates



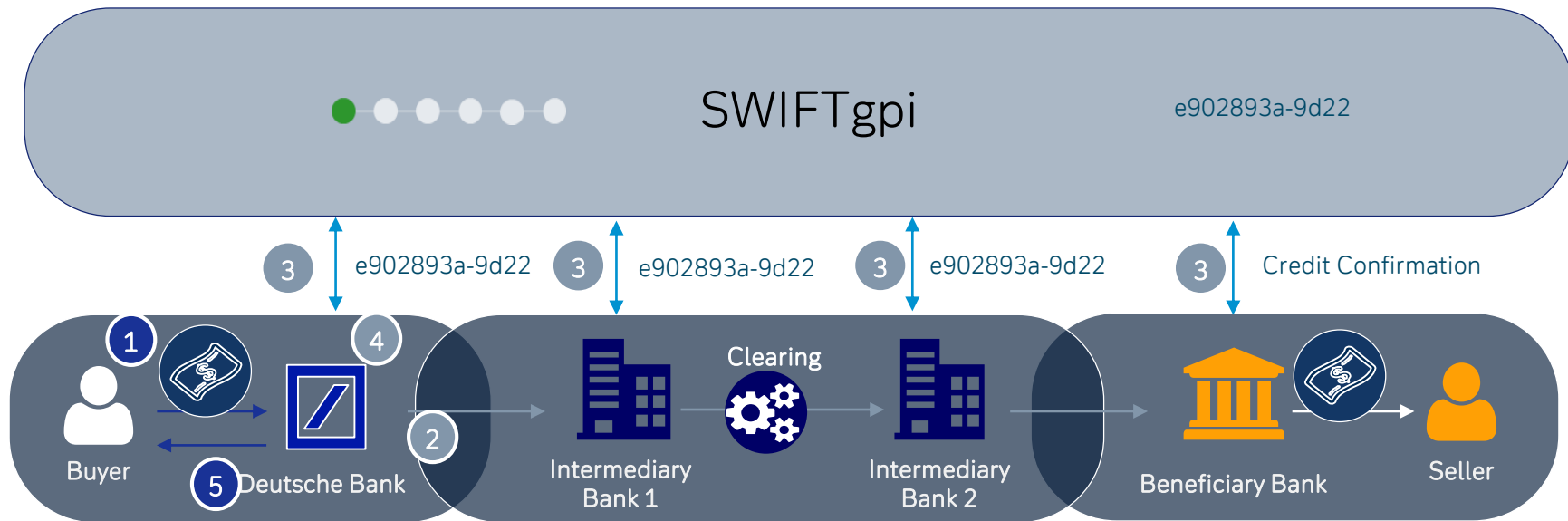
Remittance data Unchanged reconciliation information

More than 480 banks are live and sending >US\$300bn daily via gpi
(>50% of Cross border MT103's)

Swift gpi for Corporates is enabling multi-bank payments tracking in corporate treasury applications

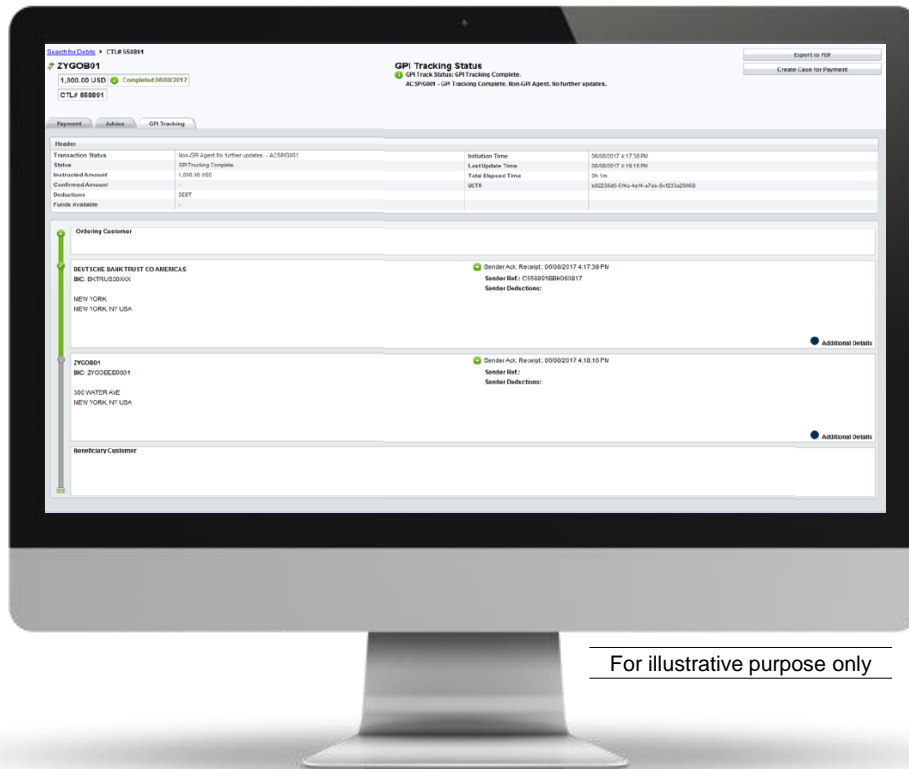


c Swift gpi for Corporates – How does it work?



- ① Corporate generates payment instruction and includes unique identifier (UETR) in the MT101 or pain.001
- ② Deutsche Bank creates MT103 including UETR generated by the corporate client
- ③ Tracker is updated for each status change in the transaction process
- ④ Deutsche Bank pulls transaction status from the gpi tracker via API
- ⑤ Deutsche Bank reports payment status and information on deducts to ordering corporate via MT199 or pain.002

B Deutsche Bank Cash Inquiry: SWIFT gpi tracking and additional features via one integrated app



For illustrative purpose only

Instant access to SWIFT GPI Tracker information

Full transparency on status and payment details

Fully integrated payment tracker feature

Instant status updates

Overview of deductions across the payment chain

Disclaimer



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Wie Roche die Vorteile von Swift GPI nutzt

*Martin Schlageter, Head of Treasury Operations
Stefan Windisch, Senior Cash Manager*

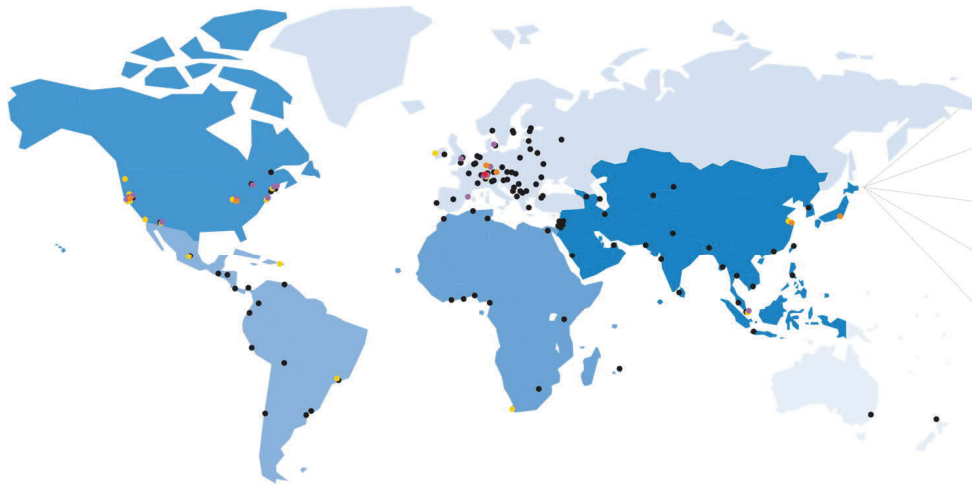
Der Treasurer, Webinar 10.07.2019





Roche is a global pioneer in personalized healthcare

Innovation: it's in our DNA



CHF 11.0 billion R&D investment

30 R&D sites worldwide *

CHF 56.8 billion sales

26 manufacturing sites worldwide

94,442 employees worldwide

#1 R&D investor in healthcare**

Among **top 10** R&D investors across industries

*Pharmaceuticals and Diagnostics ** Strategy & Global Innovation 1000, Winter 2017

Roche
InHouse Bank

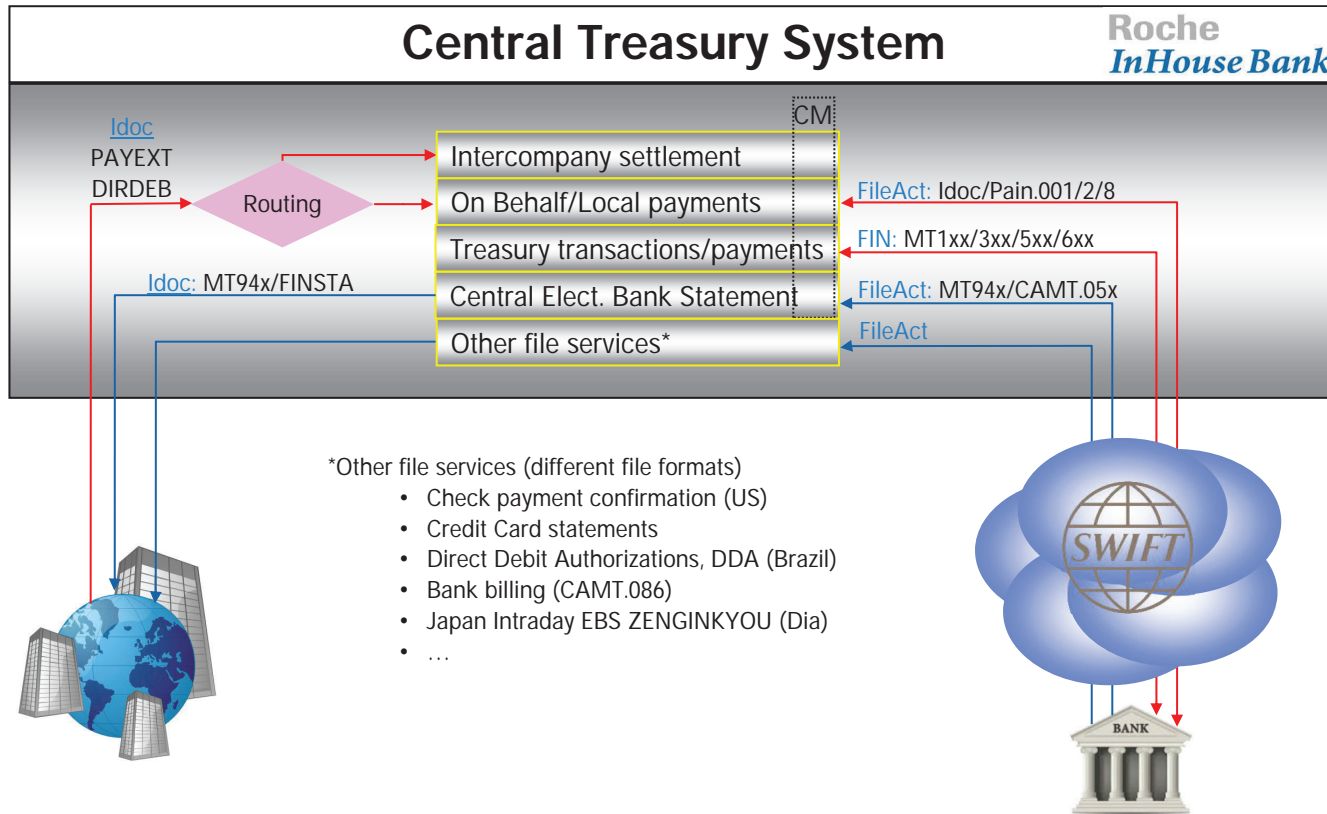
Roche Group Treasury & In House Bank

Centralized Setup

- **Centralized organization in Basel, Switzerland**
 - No regional Treasury Centers
 - Treasury function covers Cash Management, Asset & Liability Management, FX Management, Affiliate Financing and Pension Management
 - Headcount 25 people
 - **One core treasury system**
 - Supported by one dedicated Treasury IT-team
 - Sole link to external banks (in & out) via Swift
 - Our “Center of Excellence” and leading system for A/P, A/R and EBS
- ➔ The **In House Bank** covers all aspects of Treasury within the Group
- ➔ 68 Roche subsidiaries do not require an own bank account anymore (“**100% IHB**”)

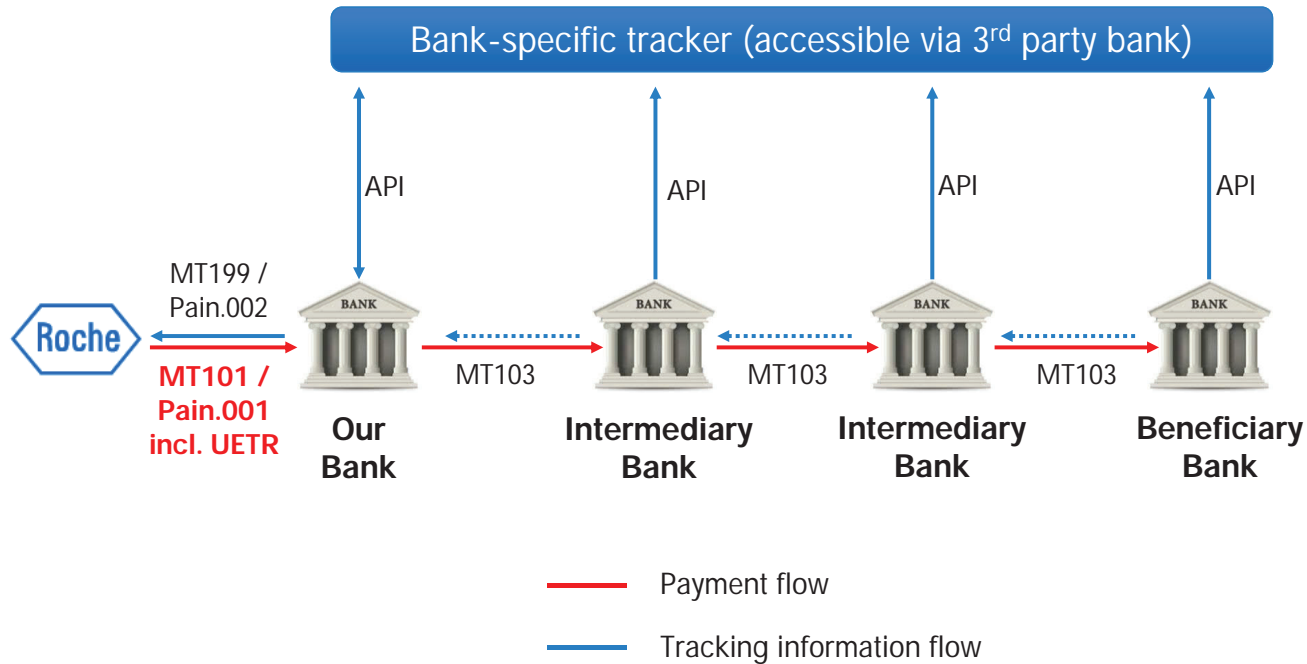
InHouse Bank Landscape @ Roche

Central Global Interface with banks



Swift GPI in der Praxis

Why GPI for Corporates (GPI g4c)?



Swift GPI in der Praxis

Roche's approach

2018:

- Enhance TWS Payment Monitor to capture gpi messages
- Enable TWS to create and deliver UETR
- Pilot MT101 with one core bank
- Pilot XML with one core bank

2019 onwards:

- Rollout MT101 with all core banks
- Rollout XML for all banks with cross-border flows
- Contribute to further GPI-enhancements (eg beneficiary services etc.)

Swift before GPI ...

RE: Re: Re: Re: Fwd: S-170914-000588: THB 207 Mio from [REDACTED] credited Aug28th... - Good afternoon W	Feb 7
Re: Re: Re: Fwd: S-170914-000588: THB 207 Mio from [REDACTED] credited Aug28th ins... - Dear Team can you	Feb 7
Re: ROCHE FINANZ AG - NON RECEIPT OF CHF 50MIO VD 10.01.2018 // IBC180111-000001//T-C01... - Dear all an	Feb 7
Fwd: [REDACTED] ROCHE FINANZ AG // Outgoing HKD Payment [REDACTED] As per the failed MT101 payment in HKD,	Feb 7
Re: [REDACTED] is in non receipt of HKD 23,579,951.00 value 06Feb18 // ROCHE FINANZ AG ... - Dear all please find	Feb 7
Re: Non-Receipt of HKD VD 06 Feb 18 *** ROCHEFN - Dear Team please find as below {1:F01CITIHKHAXXX00000	Feb 7
RE: [REDACTED] - ROCHE FINANZ AG // Outgoing HKD Payment // Roche // S-180206-018594 RL - Dear Karin, Kindl	Feb 7
[REDACTED] is in non receipt of HKD 23,579,951.00 value 06Feb18 // ROCHE FINANZ AG // I... - Hi Team, Please note	Feb 7
RE: Non-Receipt of HKD VD 06 Feb 18 *** ROCHEFN - Hi Team, Please provide the copy of payment for us to locate.	Feb 7
RE: [REDACTED] - ROCHE FINANZ AG // Outgoing HKD Payment [REDACTED] in HKD 23 579 951.00 was part of the p	Feb 7
Re: FX NON RECEIPT USD 41,246,851.94 19.01.2018 - CP010218007 - Dear all we have received the value correcti	Feb 7
Non-Receipt of HKD VD 06 Feb 18 *** ROCHEFN - Hi Team, We are in non-receipt of HKD 58948050 for VD 06 Feb 1	Feb 7
Re: [REDACTED] - ROCHE FINANZ AG // Outgoing HKD Payment - Dear Stefan, the payment has been created. kind r	Feb 7
RE: [REDACTED] - ROCHE FINANZ AG // Outgoing HKD Payment - Dear Stefan, Thanks for your clarification. For pay	Feb 7
Re: [REDACTED] - ROCHE FINANZ AG // Outgoing HKD Payment - Dear Karin i have created the requested transfers.	Feb 7
Re: [REDACTED] - ROCHE FINANZ AG // Outgoing HKD Payment - Dear Veronica, The payment you mentioned was ir	Feb 7
RE: [REDACTED] - ROCHE FINANZ AG // Outgoing HKD Payment Value Feb7th - Dear Karin, Sorry that we cannot acc	Feb 7
RE: [REDACTED] - ROCHE FINANZ AG // Outgoing HKD Payment - Hi Karin, The payment for HKD2,2710,528.- canno	Feb 7

Transparency in Cash Management

Transparency through SWIFT GPI shows lots of potential

Payment Status Monitor



Created On	PType	ExecDate Out	Status	Trans. Amt	Trns.C...	BA_Bank ID	Bn...	BB_Bank ID	Bn...	File Out	UETR
04.02.2019	POB	06.02.2019	■	1,134.88	USD	CITIUS33XXX	US	ROYCCAT2	CA	SWOUT_CBXML_US_1521_6353	2c6bfea6-0667-4e97-985a-119811041322

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Payment Status Monitor



Created On	PType	ExecDate	Out	Status	Trans. Amt	Trms.C...	BA_Bank ID	Bn...	BB_Bank ID	Bn...	File Out	UETR
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Q67(2)/110 Payment Status Monitor

Status	Date	Time	Status Action	Tr.Status	GPI Reason	Filename	GPI UETR
▲	04.02.2019	03:15:47	A IDoc IN				
▲	04.02.2019	03:42:51	A IDoc IN+OUT				
■	04.02.2019	04:34:22	A Acknowledged	ACCP		SWACC_CBXML_US...	2c6bfea6-0667-4e97-985a-119811041322
■	06.02.2019	09:05:16	A Acknowledged	ACSP	G001	SWACC_CBXML_US...	
■	06.02.2019	09:05:16	A Acknowledged	ACSP	G001	SWACC_CBXML_US...	
■	06.02.2019	16:34:30	A Acknowledged	ACSC	ACCC	SWACC_CBXML_US...	
■	17.02.2019	01:05:21	A Export to Database				
■	17.02.2019	03:04:20	A GTS File				

Transparency in Cash Management

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Payment Status Monitor



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■	06.02.2019	16:34:30					
■	17.02.2019	01:05:21					
■	17.02.2019	03:04:20					

UETR	Seq	Filename	Date	Rmt Info
2c6bfea6-0667-...	16	SWACC...	06.02.2019	ConfdAmt/USD1134.88
	17		06.02.2019	IntrBkTxnInf/01/CITIUS33XXX/ChrgBr/OUR
	18		06.02.2019	UETR/2c6bfea6-0667-4e97-985a-119811041322/SvcTpIdr/003
	19		06.02.2019	ConfdDtTm/2019-02-06T07:11:30.303Z
	20		06.02.2019	ConfdAmt/USD1134.88
	21		06.02.2019	IntrBkTxnInf/01/CITIUS33XXX
	22		06.02.2019	IntrBkTxnInf/02/CHASUS33XXX/ChrgBr/SHAR
	23	SWACC...	06.02.2019	UETR/2c6bfea6-0667-4e97-985a-119811041322/SvcTpIdr/003
	24		06.02.2019	ConfdDtTm/2019-02-06T14:52:00.714Z
	25		06.02.2019	ConfdAmt/CAD1437.31
	26		06.02.2019	IntrBkTxnInf/01/CITIUS33XXX
	27		06.02.2019	IntrBkTxnInf/02/CHASUS33XXX/ChrgBr/SHAR
	28		06.02.2019	IntrBkTxnInf/03/CIBCCATTXXX/ChrgBr/SHAR/ChrgsInf/CAD15.00/SrcCcy/USD/TrgtCcy/CAD/XchgRa
	29		06.02.2019	IntrBkTxnInf/04/ROYCCAT2XXX

Transparency in Cash Management

Transparency through SWIFT GPI shows lots of potential

Payment Status Monitor



Created On	PType	ExecDate	Out	Status	Trans. Amt	Trms.C...	BA_Bank ID	Bn...	BB_Bank ID	Bn...	File Out	UETR
04.02.2019	POB	06.02.2019		■	1,134.88	USD	CITIUS33XXX	US	ROYCCAT2	CA	SWOUT_CBXML_US_1521_6353	2c6bfea6-0667-4e97-985a-119811041322

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			19		06.02.2019	ConfdDtTm/2019-02-06T07:11:30.303Z	
			20		06.02.2019	ConfdAmt/USD1134.88	
			21		06.02.2019	IntrBkTxnInf/01/CITIUS33XXX	
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			24		06.02.2019	ConfdDtTm/2019-02-06T14:52:00.714Z	
			25		06.02.2019	ConfdAmt/CAD1437.31	
			26		06.02.2019	IntrBkTxnInf/01/CITIUS33XXX	
			27		06.02.2019	IntrBkTxnInf/02/CHASUS33XXX/ChrgBr/SHAR	
			28		06.02.2019	IntrBkTxnInf/03/CIBCCATTXXX/ChrgBr/SHAR	ChrgsInf/CAD15.00/
			29		06.02.2019	IntrBkTxnInf/04/ROYCCAT2XXX	SrcCcy/USD/TrgtCcy/CAD/XchgRa

Swift GPI in der Praxis

In a nutshell

- Global availability via one communication channel
- Payments already faster
- Full transparency achieved
 - basis for potentially lower fees
 - great combination with camt.086
- Attention: bank vs. bank standard ≠ bank vs. corporate standard !
 - need for corporate pressure on banks (eg RfP)
- Additional benefits in the pipeline
 - Beneficiary services (eg visibility on incoming payments)
 - Pre-validation of payments

Doing now what patients need next

Vielen Dank für Ihre Aufmerksamkeit!

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