

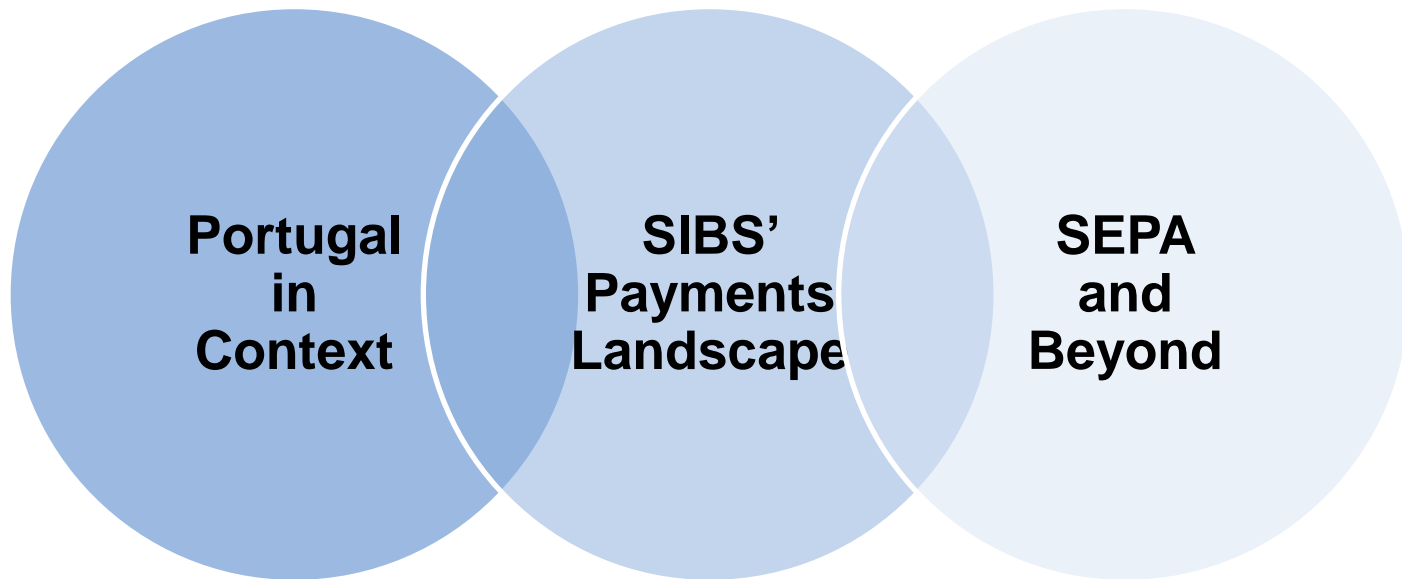
Moving Forward

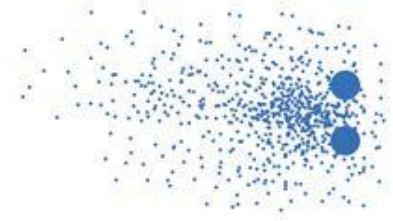


# World Bank Global Payments Week 2012

Lisbon, 23-25 October

**SIBS** FORWARD  
PAYMENT  
SOLUTIONS™

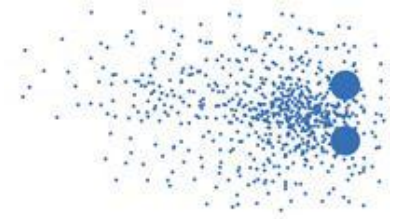




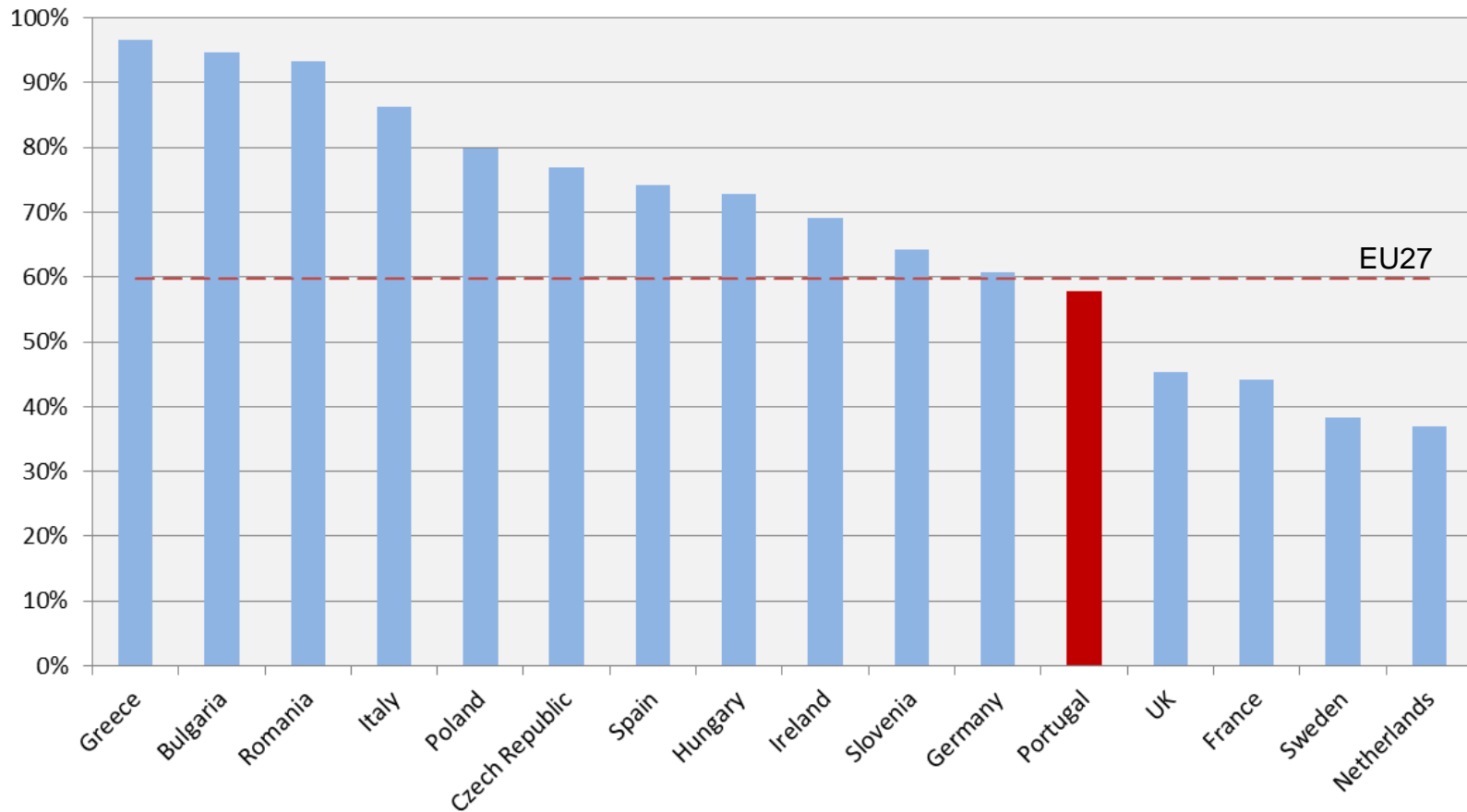
# Portugal in Context

# Portugal in Context

## Cash Payments



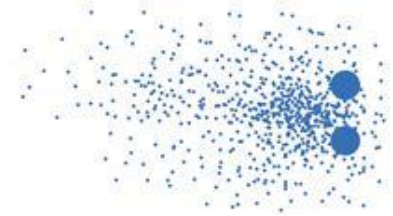
### Cash Volume Percentage in Each Country (2011)



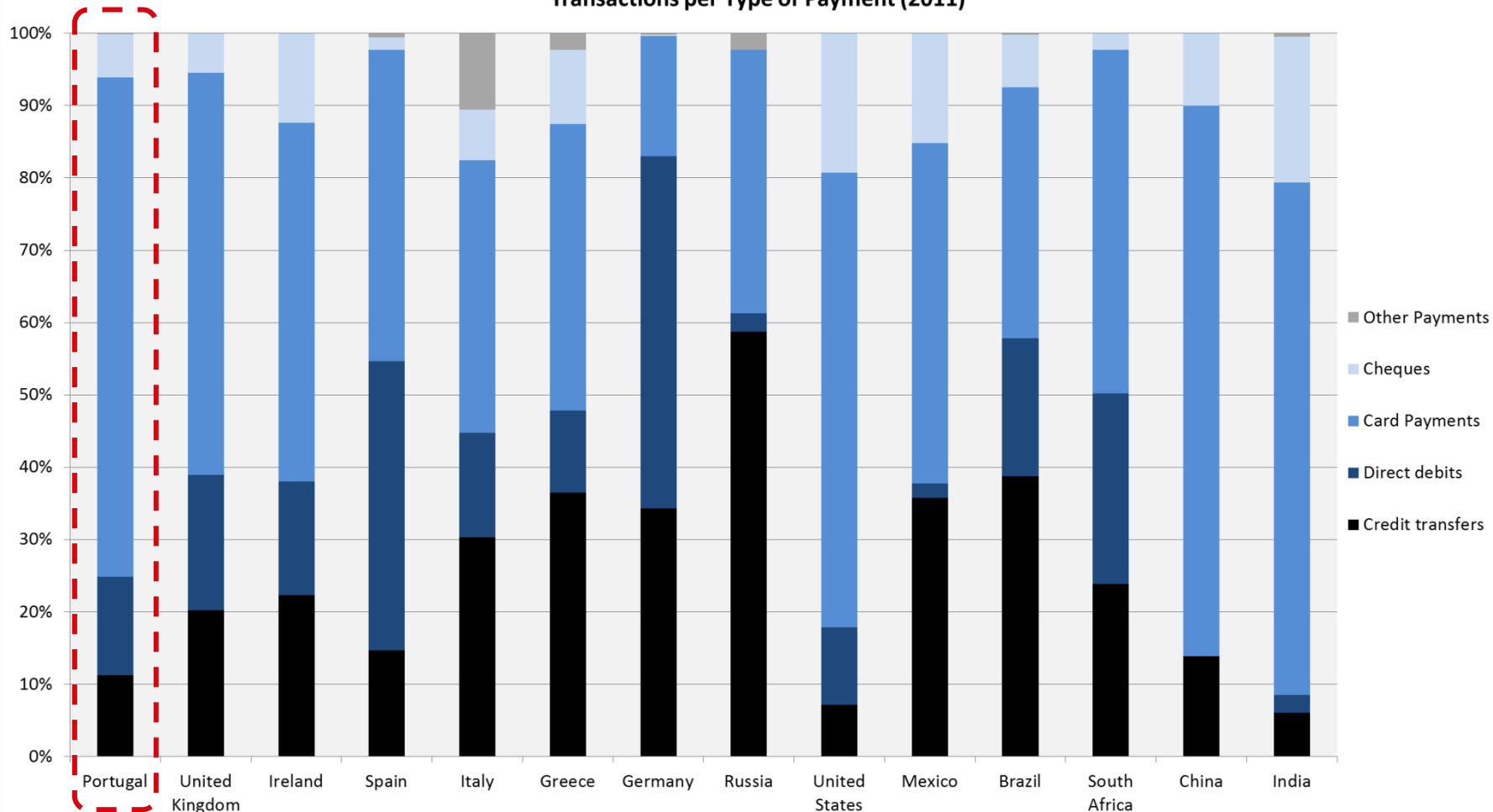
**Cash is by far the most used payment instrument (>80% worldwide)  
Portugal has been significantly reducing the use of Cash**

# Portugal in Context

## Cashless Payments (Transactions per type)



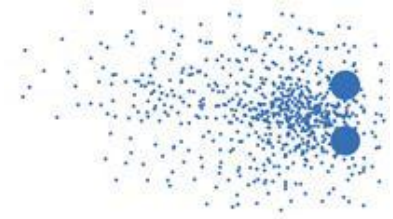
Transactions per Type of Payment (2011)



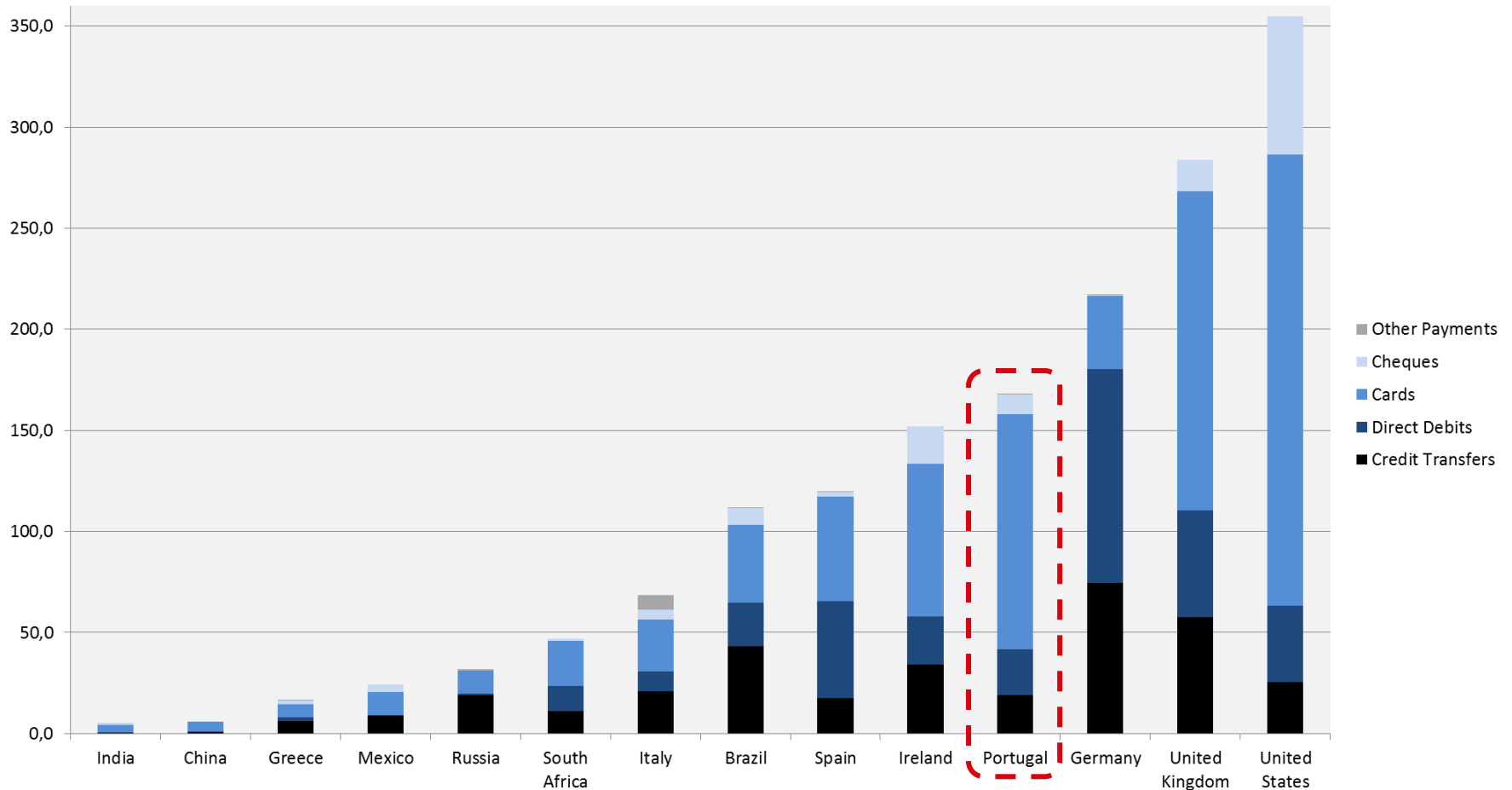
The world's cashless payments mix is quite diverse. Portugal is a card "driven" country, with Cash and Cheques being replaced by all electronic payments

# Portugal in Context

## Cashless Payments (Transactions per capita)



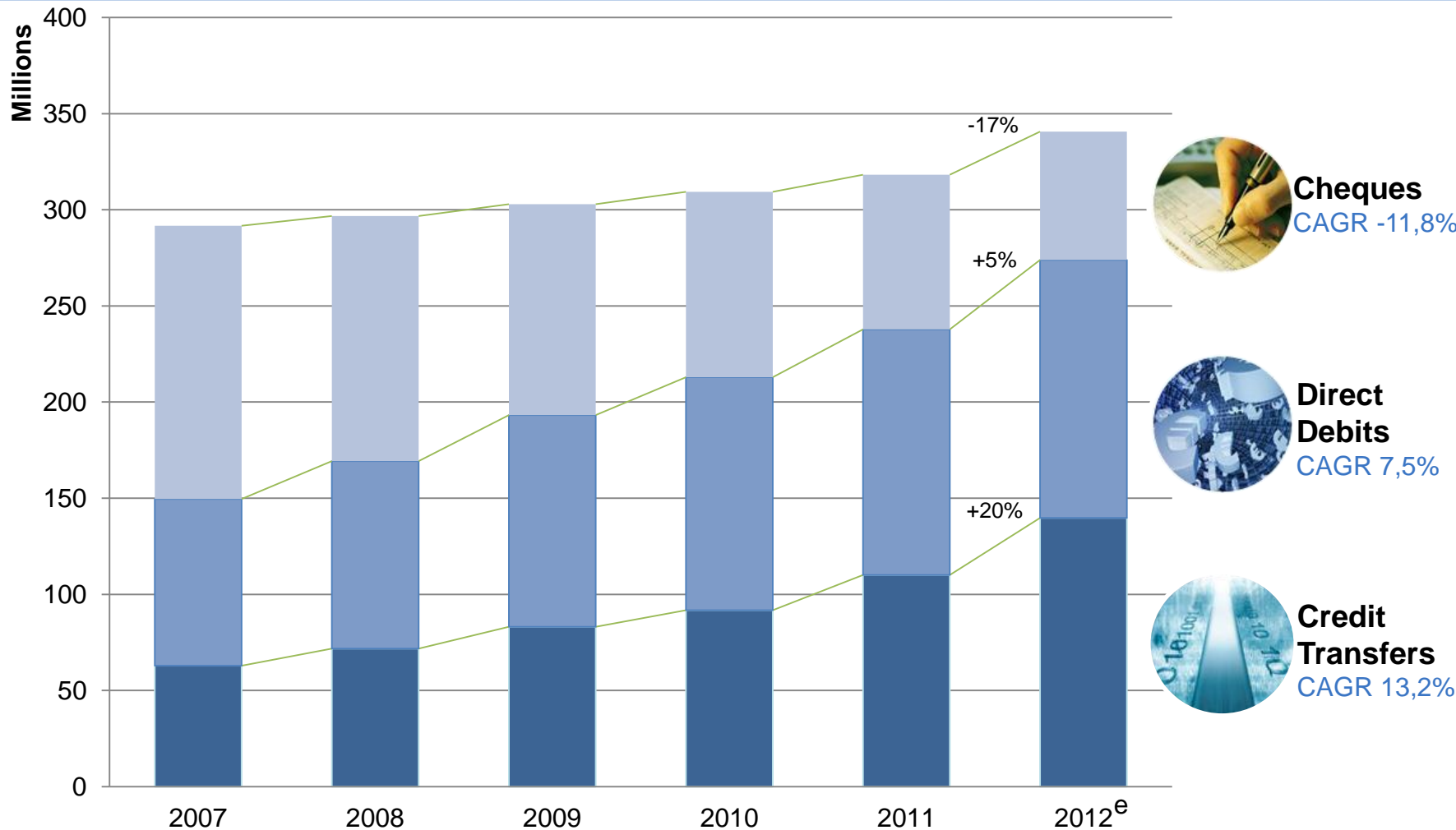
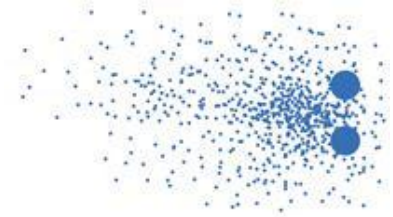
Transactions per Type of Payment Per Capita (2011)



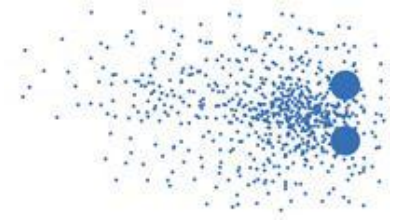
The efficient and embracing character of the Portuguese payment system lead to its success and to a steady growth in the transaction volumes

# Portugal in Context

## Sustained Growth in Electronic Payments Volume



Extensive migration towards Electronic Payments over the last years



# **SIBS' Payments Landscape**



# SIBS' Payments Landscape

## Inside Vision



**SIBS** was founded in 1983 as a **cooperative interbank model**

Setting up the **interbank services network**, for all commercial banks in Portugal, SIBS was both innovative and pioneer, allowing the **capture of scale and scope economies**

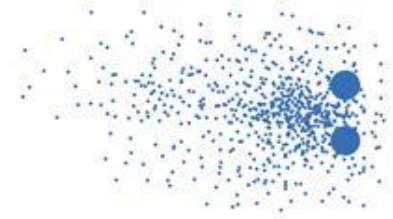
Today, SIBS manages ATM and POS **networks**, performs **card** processing, offers **payment** services, and promotes **new services** such as MB PHONE (mobile banking) and MB NET (card-based e-Payments)

International reference as Payment Systems' processor



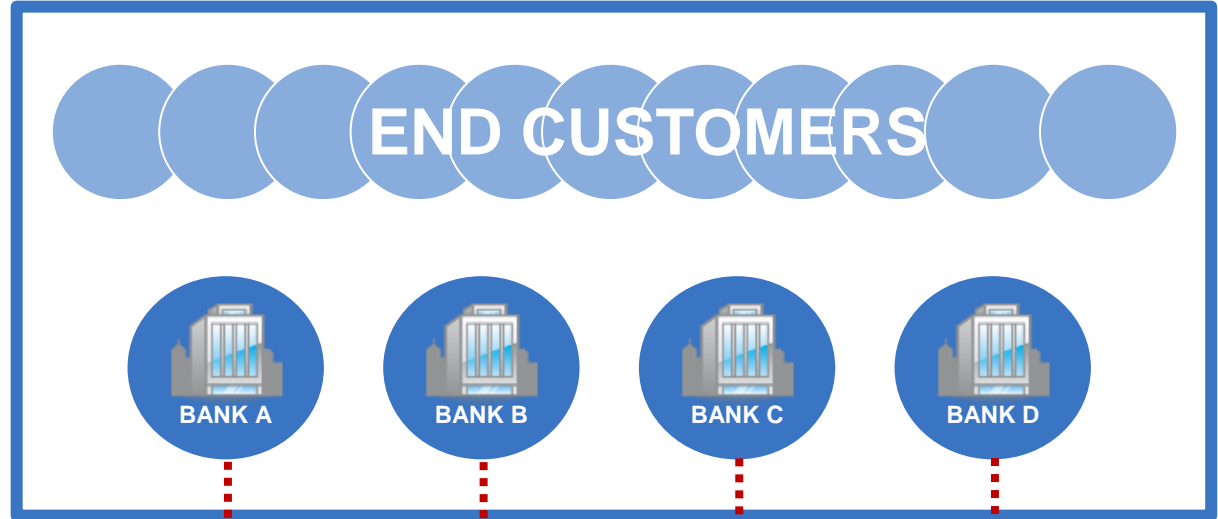
# SIBS' Payments Landscape

## The Cooperative Model



# COOPETITIVE MODEL

COMPETITIVE  
PLATFORM

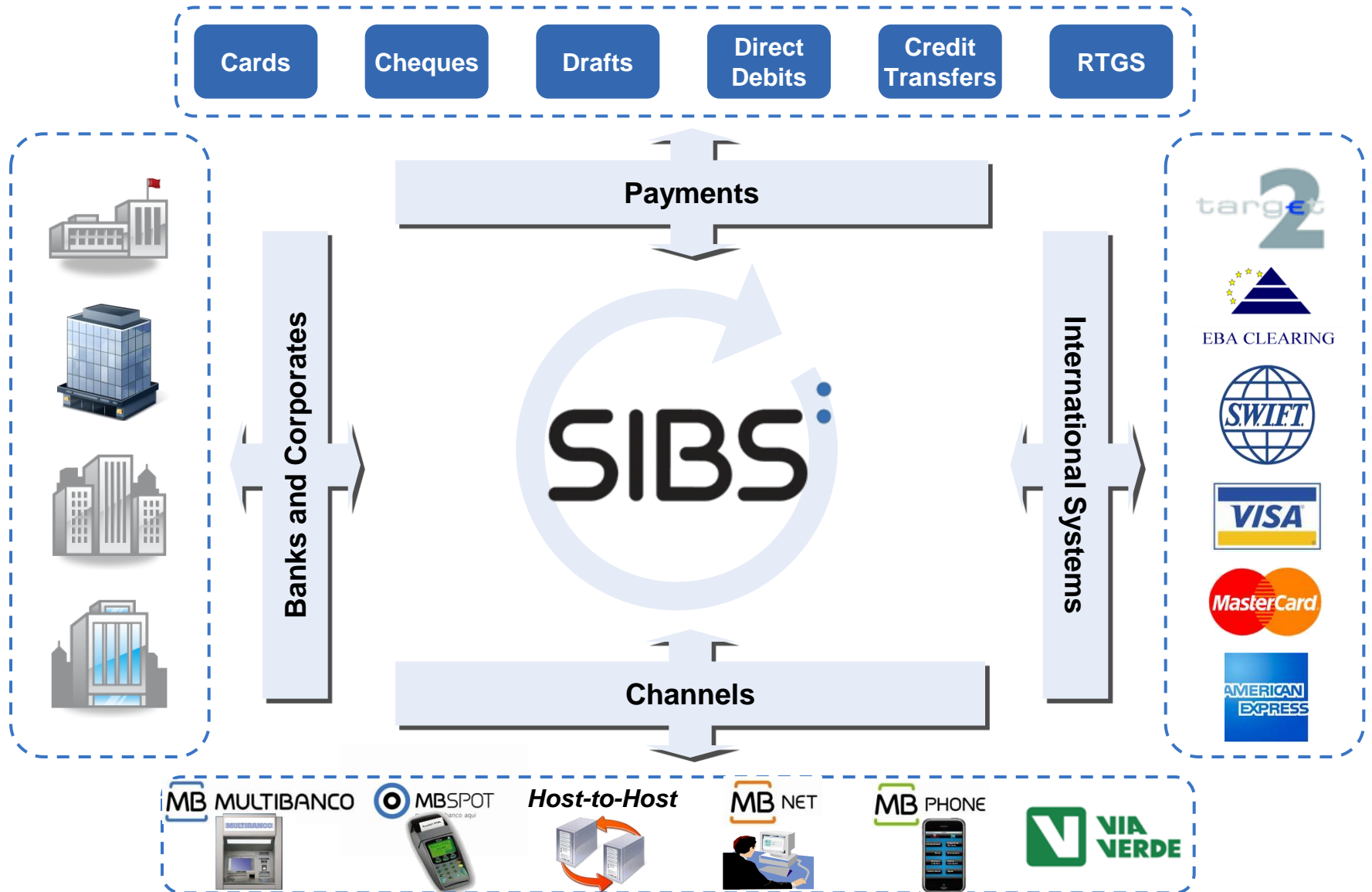
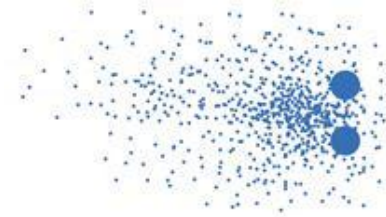


COOPERATIVE  
PLATFORM



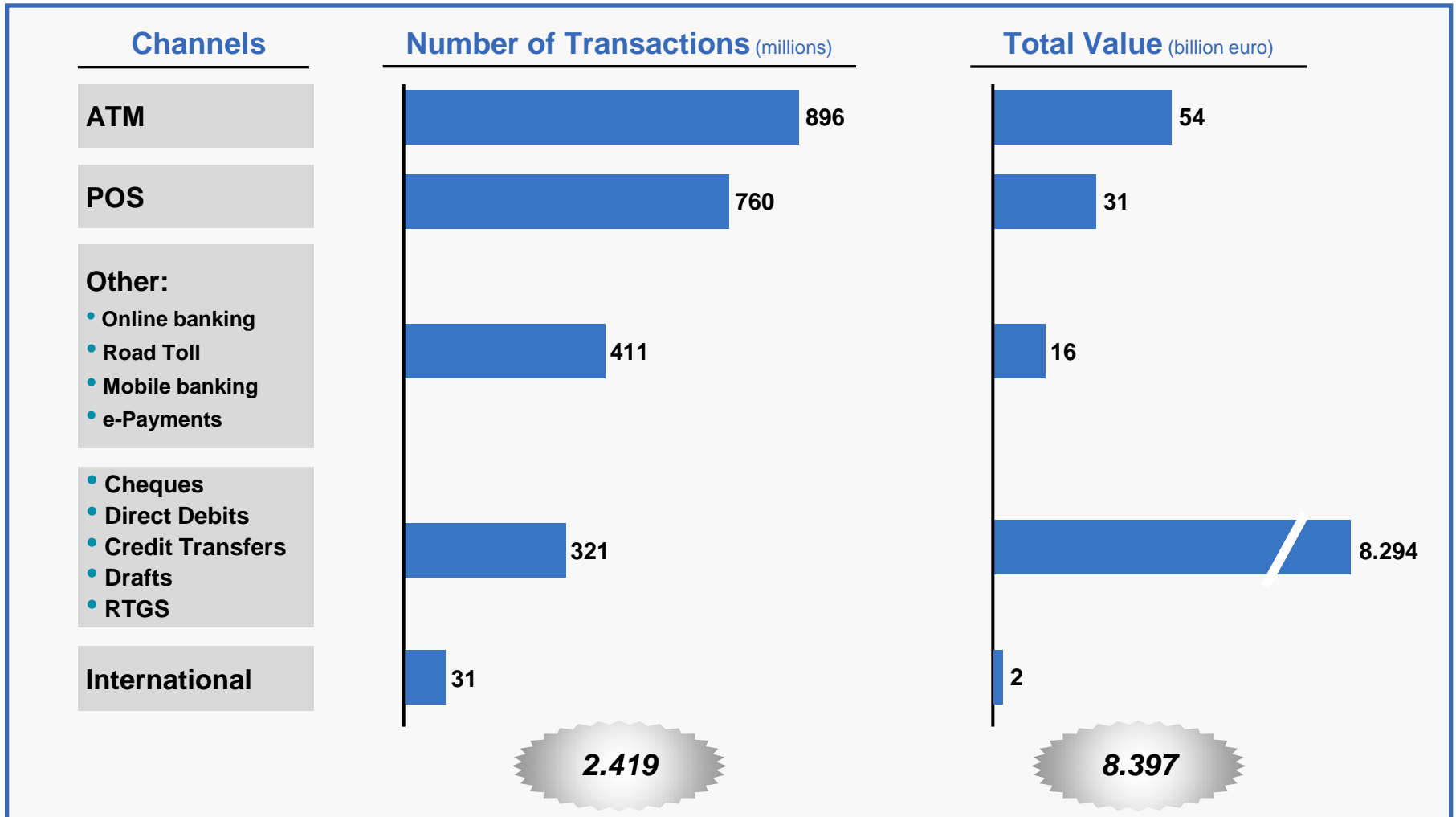
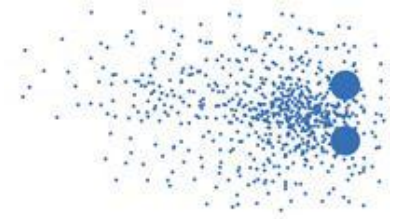
# SIBS' Payments Landscape

## Central Player



# SIBS' Payments Landscape

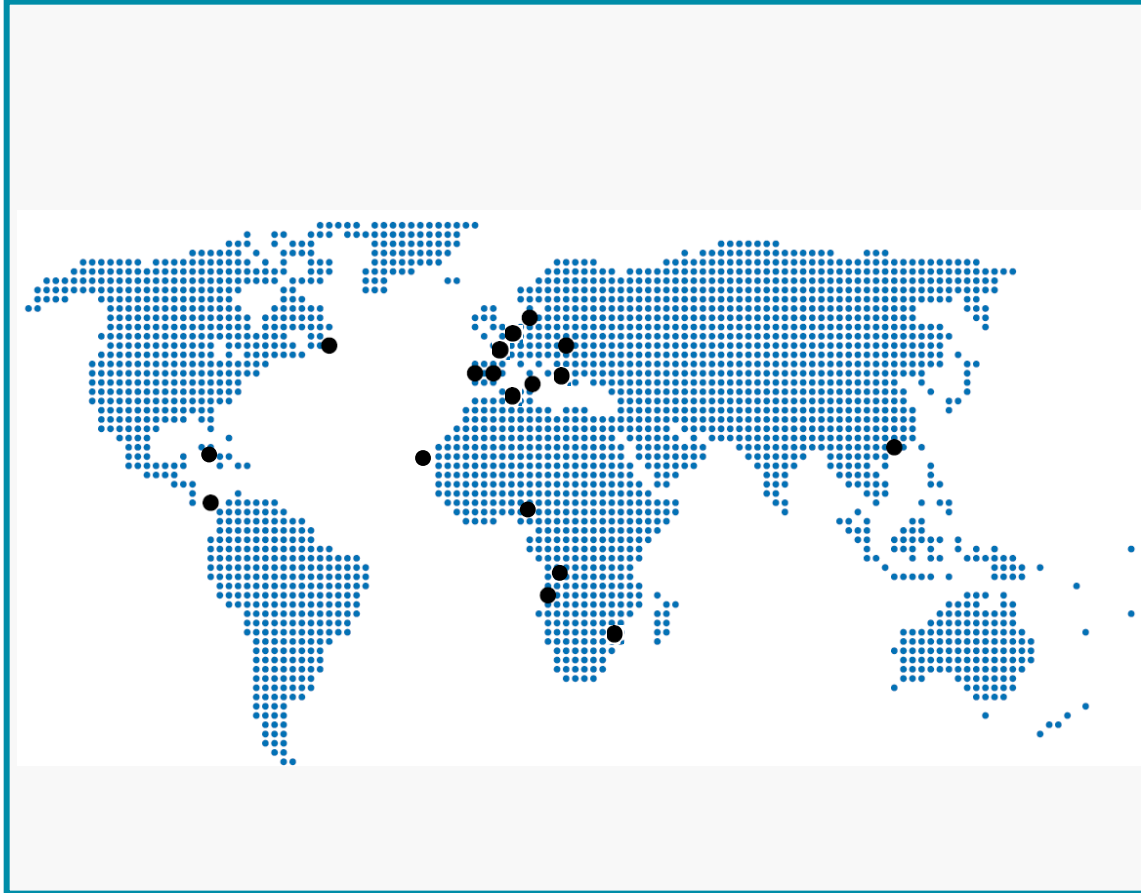
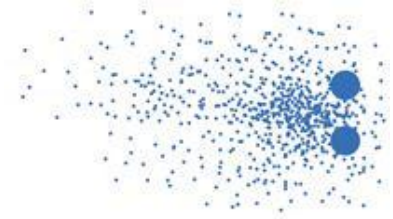
## Main Activity Indicators (2011)



**SIBS processed ~2,4 billion transactions in 2011,  
with a total value of ~8,4 trillion €**

# SIBS' Payments Landscape

## International Growing Presence

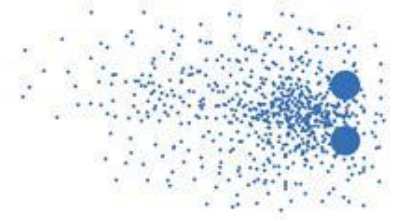


SIBS is a global company, with ongoing operations in:

- Europe, e.g.
  - Portugal
  - Poland
  - Greece
  - Romania
  - Spain
  - Malta
  - UK
- Africa
  - Angola
  - Algeria
  - Mozambique
  - Nigeria

and SWIFT services to customers based in such diverse overseas locations as New York, Panama and Southeast China

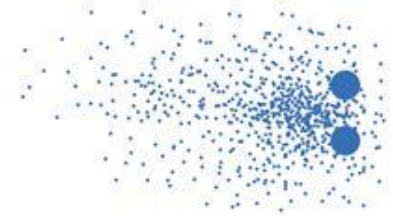
**SIBS is a major European processor with on-going operations in different business fields on several countries**



# SEPA and Beyond

# SEPA and Beyond

## SIBS' SEPA Payment Solutions



ISO 9001  
ISO 20000  
BUREAU VERITAS  
Certification



### Payment Solutions

**Retail  
Payment  
Systems**

#### SEPA Payments

**SEPA  
Credit Transfers**

**SEPA  
Direct Debits**

**Settlement  
Systems**

**TARGET2/AT2**

**Infrastructure**

**SWIFT Services**

### Business Drivers

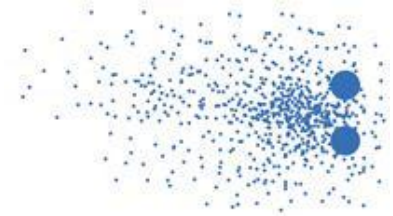
**Increased number of  
services and functionalities**

**Synergies with the  
existing infrastructure**

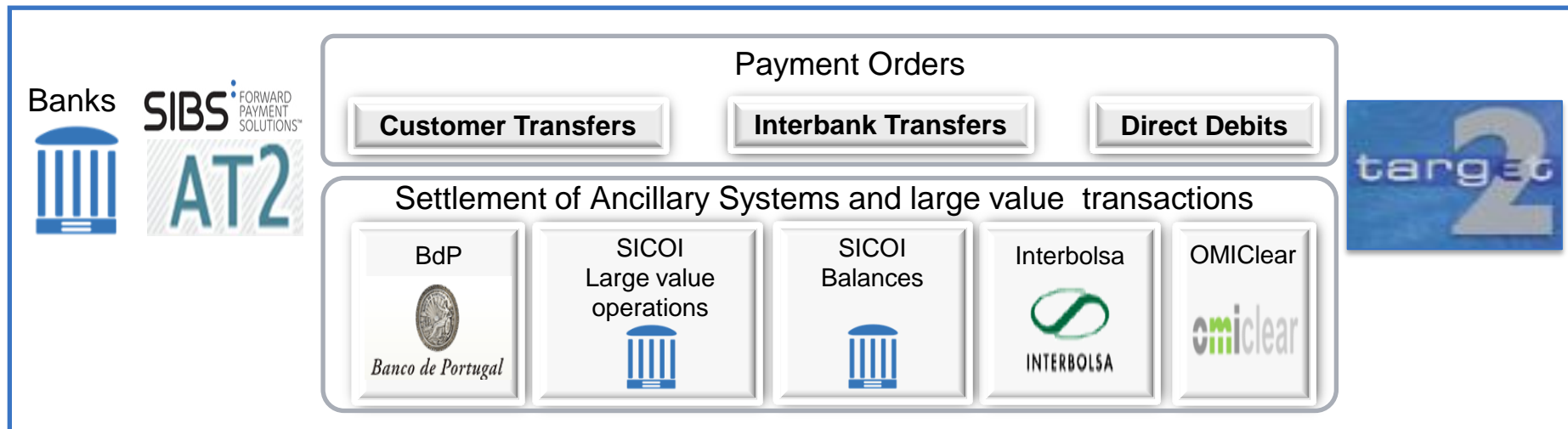
**Cost reduction**

# SEPA and Beyond

## AT2 – Integrated RTGS front-end



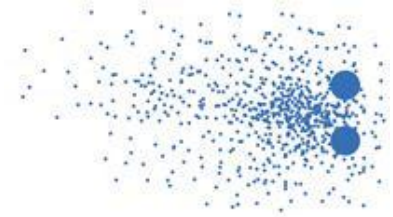
<b>Main Business Indicators</b>	The Portuguese annual GDP is processed in AT2-TARGET2 every 5 days		
	7.000 Payments per day	Average Payment Value €4,4 millions	25 Financial Institutions
<b>Solution</b>	Unique front-end for Banks (U2A & A2A)	Value-added features	Integration (A2A)
<b>Service Level</b>	High Availability (>99,5%)	Service Desk (06:00-19:00, 5 days)	Resilient Infrastructure (DRS site)





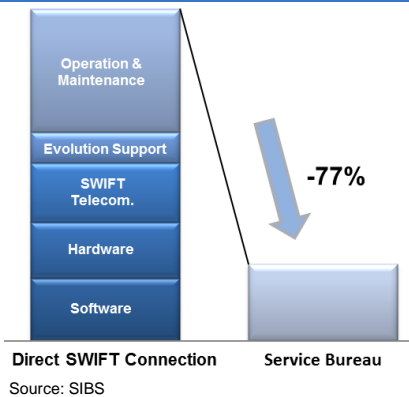
# SEPA and Beyond

## SWIFT Services

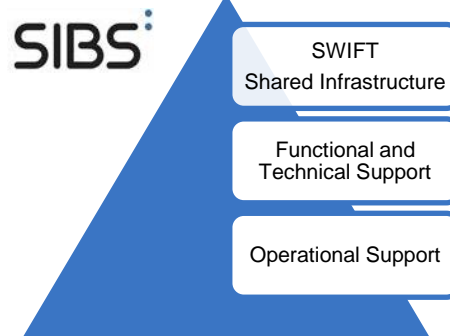


- 8 Million messages per year
  - 12 Banks
  - 15 Different geografies
  - 46 BICs (Business Identifier Codes)
- 365 Days per year – 24h per day
- 100% Uptime

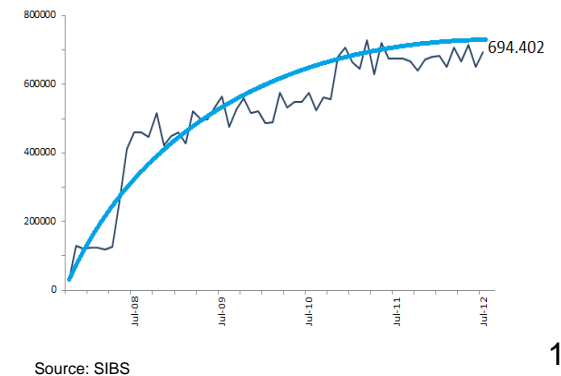
### Estimated TCO reduction for customers



### SWIFT Services building blocks

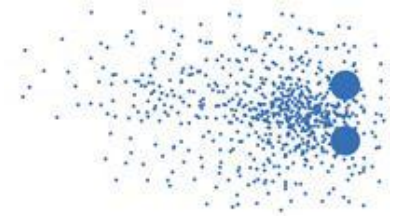


### Messages per month (over last 5 years)



# SEPA and Beyond

## SEPA Migration Integrated Approach



### Participants' Convergence and Reachability



### Services and Functionalities



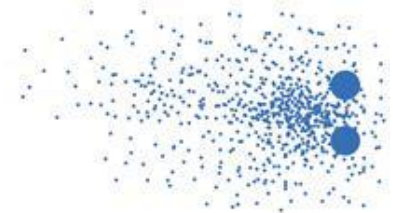
### Banks and Corporate Volume Migration



**Credit Transfer and Direct Debit legacy systems' shutdown in 1 Feb. 2014  
(SEPA End-Date)**

# SEPA and Beyond

## SEPA – Services and Functionalities



### SEPA CT Services

- Multiple processing cycles and models
- Credit risk management for Direct Participants
- Account management services (see Tax reimbursement)

### SEPA DD Services

- SIBS' central mandate and creditor databases allow for management over different channels (ATM network, online and mobile banking – Debtors; SIBS web portal – Creditor Banks)
- Additional services for risk and fraud mitigation
- e-Mandate - fully electronic mandate management over the Internet

### SEPA for Corporates

- Fully standardized solution for SEPA CT and DD corporate migration
- Cost-based implementation approach
- Minimum integration efforts for Corporates and Banks



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## World Bank Global Payments Week 2012

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