

# ACT ANNUAL CONFERENCE

## REAL-TIME PAYMENTS TRACK A

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PUBLIC



# Real-Time Payments



**Sarah Boyce**

Associate Director,  
Policy and Technical  
ACT

Sarah is currently Associate Director of Policy and Technical at the ACT – tasked with ensuring that members are kept informed about latest market developments and that policy makers are supported in their understanding of the real economy, and corporate treasury matters in particular, as they work through their own agendas.

*A seamless and real-time payments experience would be a valued service enhancement for corporate treasurers.*

- ◆ *global payment infrastructure*
- ◆ *cross-border payments: challenges and improvement opportunities*
- ◆ *dealing with fragmentation, different standards and various jurisdictions*

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# Panel



**Mark Evans**

Head of Payment Advisory  
Global Liquidity and Cash  
Management,  
HSBC



**Joanne Towers**

European Regional Head  
of Payments  
Global Liquidity and Cash  
Management, HSBC



**Elie Lasker**

Senior Market Manager,  
Payments Market  
Infrastructures  
SWIFT



**Massimo Battistella**

Manager of Administration  
Services

TIM

Mark is Head of Payment Advisory for Global Payments & Cash Management at HSBC, providing client consultancy and payment advisory to the Banks clients.

With over 20 years' experience with the HSBC Group, Mark has held positions in Consumer, Commercial and Corporate Banking, specialising in the development and deployment of digital services for HSBC's clients in multiple sectors and geographies.

Prior to his current role, Mark was based in Mexico City and oversaw the build-out of HSBC's Cash Management business across Latin America, leading the implementation of services for Corporate Treasury, Shared Service Centres and Payment Factories.

Jo is responsible for existing and new payment solutions for Business, Corporate and FI clients across Europe, managing, leading and driving the European GLCM Payment Product Management organization throughout the region, in order to position HSBC as the market leading provider of Cash Management within the region.

This involves establishing payment strategy, managing product development & design, commercialization, and driving product performance.

Jo has 18 years' experience in Banking having undertaken a number of roles across Product Management, Business Management, Strategy and Planning, Digital Transformation and Customer Experience in retail banking, corporate banking, and Cash Management.

Elie is Senior Market Manager responsible for defining SWIFT's offering and value proposition for real-time payments market infrastructures.

From 2012 to 2014, he was Programme Manager for SWIFT's Go Local India initiative, aimed at delivering a local SWIFT messaging infrastructure in India to serve the domestic payments market infrastructures (RTGS and ACH).

From 2005 to 2012, he was head of the corporate market, responsible for defining and developing the value proposition for corporates joining the SWIFT network.

Previously he held a position of senior product manager in charge of the SWIFTNet messaging platform. Prior to joining SWIFT, Elie worked at Banksys, the Belgian debit card processing company.

Massimo has spent his entire working career in Corporate Treasury and Finance Management and is currently Manager of Administration Services at Tim.

He is Board Member of the Italian Association of Corporate Treasuries (AITI) and of the European Association of Corporate Treasurers (EACT). Since 2015 he has been Chairman of the EACT Payments Commission. He is currently Technical Expert on the Euro Retail Payments Board (ERPB), member of the EU Commission Payments System Market Expert Group (PSMEG) and member of the EPC Scheme End User Forum.

Massimo has expertise in finance, cash management, payments and treasury systems and account receivables. In these capacities, he played an active role in the deployment of SEPA –representing the EACT to the EU Commission, the European Central Bank and the European Payments Council.

# Real-Time Payments

**In a world which is increasingly Digital, Mobile and Instant,  
what is happening with Payments?**

Mark Evans

HSBC, Global Liquidity and Cash Management

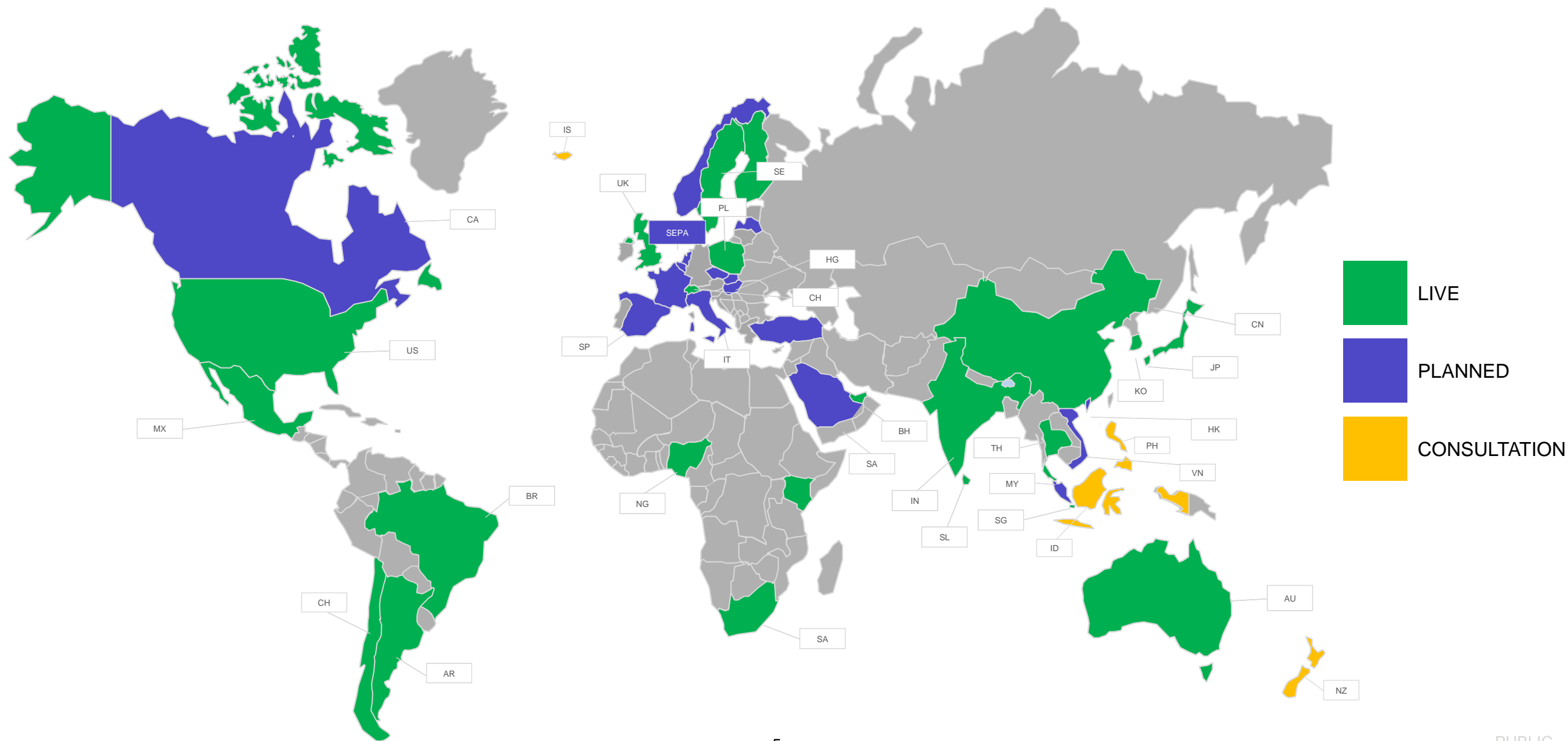


# Changes driven by Client Expectations, Technology, Regulations and New Models





# Current and Planned RTP Schemes



# The real potential of Real-Time Payments comes from new services and use-cases



*Basic*

- ◆ Instant Funds Availability



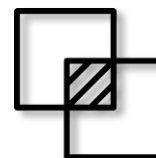
*Advanced*

- ◆ Richer payment information via use of ISO20022



*Advanced*

- ◆ Service availability 24 / 7 / 365



*Innovative Features*

- ◆ Request to Pay messages and overlay/value added services



*Advanced*

- ◆ Verification by beneficiary bank prior to settlement



*Trend*

- ◆ Infrastructure modernisation, convergence/going cross border

# Audience Question 1





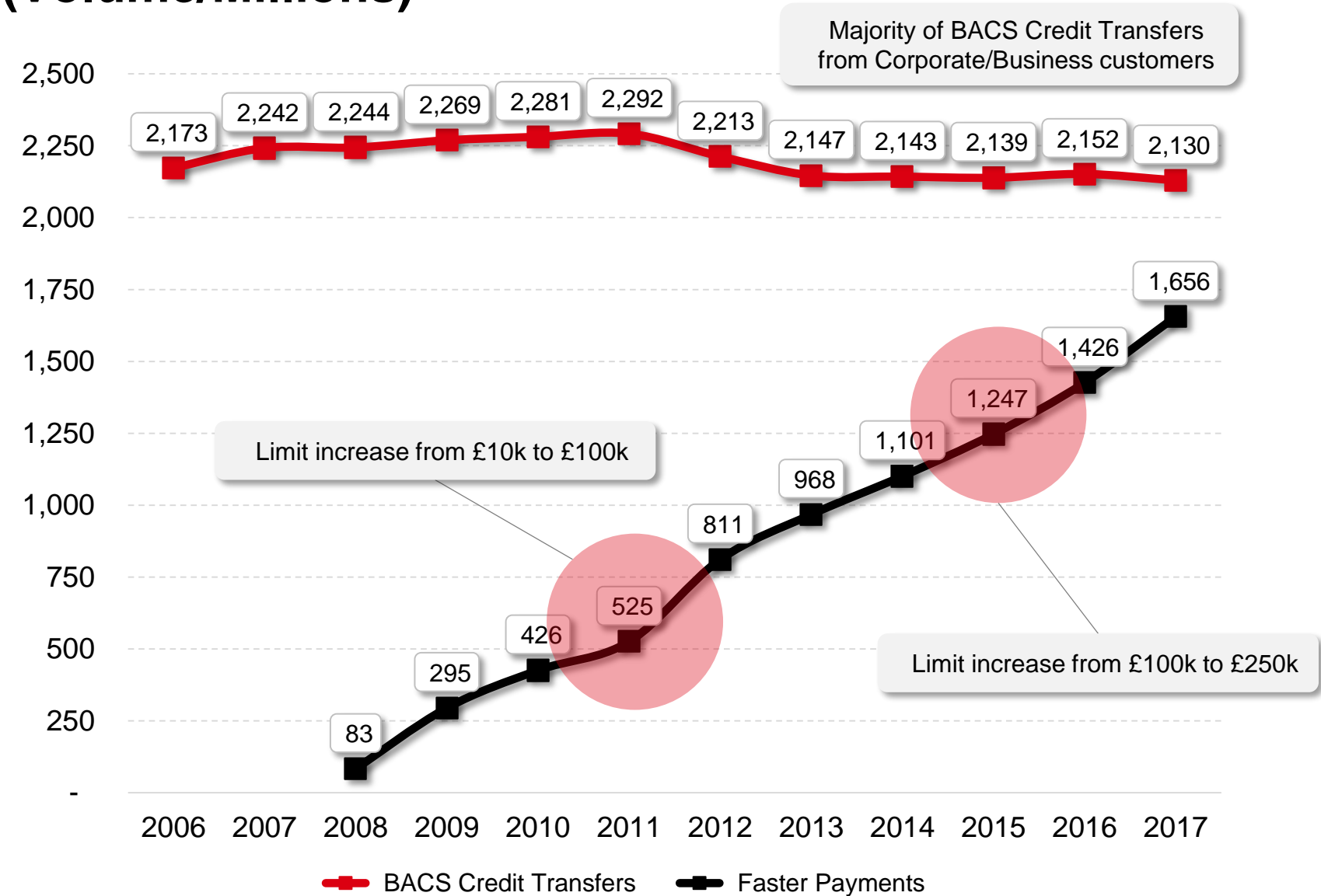
LEADING TREASURY  
PROFESSIONALS

## Which of the following do you feel is most important feature of Real Time Payments for Corporate clients?



Answer Options	Percentage	Responses
Speed of payment processing	25.71%	18
Enhanced data	24.29%	17
Standardisation	28.57%	20
Cross Border capability	21.43%	15
Total	100.00%	70

# Corporate Adoption: UK Deep Dive – BACS Credit Transfers and Faster Payments (Volume/Millions)



- + GBP20m item limit increase
- + Request for Payment
- + New Payment Architecture
- i India UPI/IMPS
- i US Same Day ACH
- i SEPAInst .....

Note: data from BACS and FPS Schemes

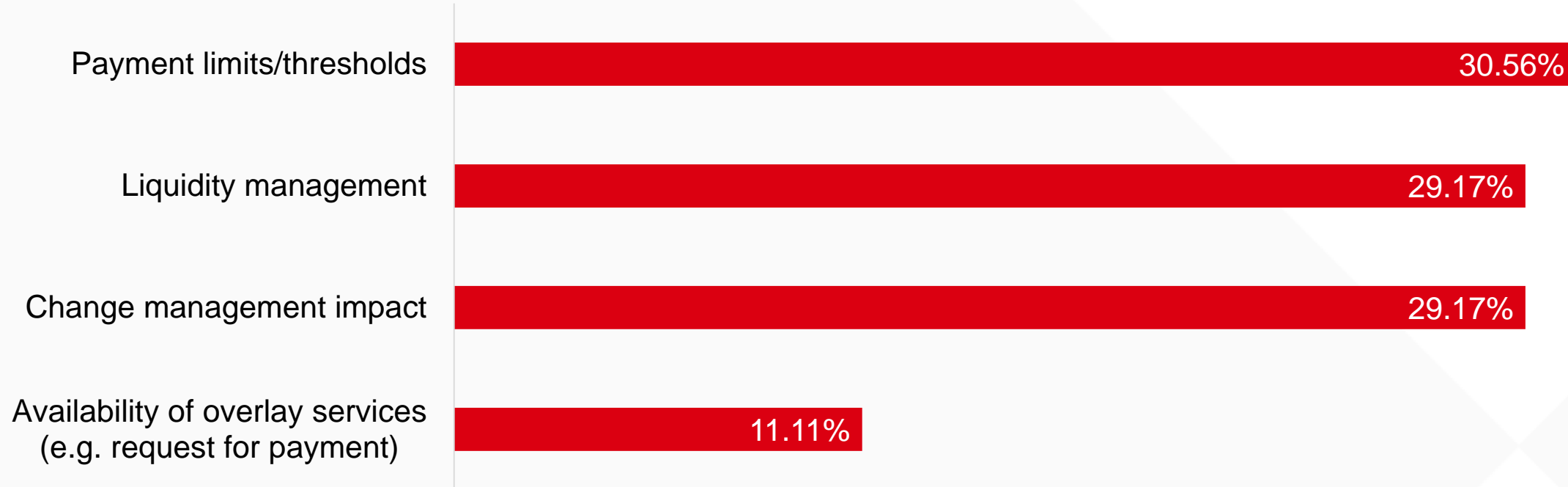


# Audience Question 2



LEADING TREASURY  
PROFESSIONALS

## What are the biggest challenges to Corporate adoption of Real-Time Payments?



Answer Options	Percentage	Responses
Payment limits/thresholds	30.56%	22
Liquidity management	29.17%	21
Change management impact	29.17%	21
Availability of overlay services (e.g. request for payment)	11.11%	8
Total	100.00%	72



# Panel Discussion and Q&A

# Panel



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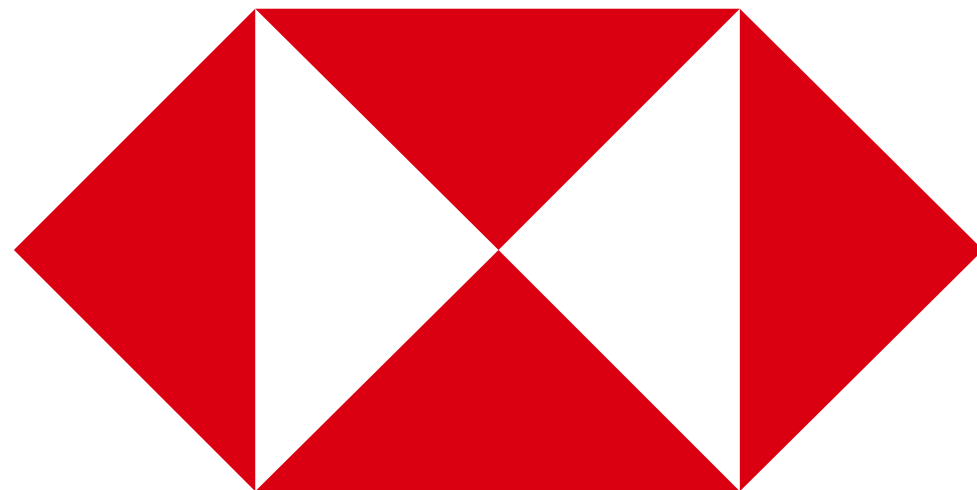
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# Closing Summary



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