

Asian Microfinance Forum  
亚洲小额信贷论坛

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Remittances in Asia and innovative partnerships between Postal organisations and other financial institutions and payment providers

亚洲汇款与邮政组织、其他金融机构及支付提供者三者之间的新型合作关系

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常务董事

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Beijing, 23rd March 2006

What is Eurogiro?  
Eurogiro 欧洲划拨系统是什么?

- A co-operation of banks and postal organisations  
银行与邮政组织间的一种合作
  - established in 1989 as account network  
创立于1989年的清算网络
- A network for electronic exchange of international payments.  
国际支付的一种电子交易网络系统
  - In production since May 1992  
自1992年起投入使用
- Focused on cross-border transactions in the low-value payment market  
专注于低价值支付市场中的跨国交易
- Strong alliance partners;  
强有力的联盟伙伴
  - Western Union 西联
  - Federal Reserve Bank of the US (FED) 美联储
  - VISA Europe (Visa Direct) 欧洲Visa
  - UPU; Universal Postal Union 万国邮政联盟
  - SWIFT 全世界银行间金融电信学会

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53 connections in 45 countries  
45个国家中的53个成员机构

AF	Afghanistan International Bank	IS	Póstgíró
AT	BAWAG P.S.K.	IT	Poste Italiane
BA	Nova Banka	IT	Banca Popolare di Sondrio
BE	Financial Post	JP	Japan Post, Postal Savings Business Headquarters
BR	Empresa Brasileira de Correios e Telegrafos - ECT	JP	American Express Bank
CA	National Bank of Canada	KR	Korea Post
CH	PostFinance/Swiss Post	LU	EPT Luxembourg
CV	Cape Verde Post	LV	Latvia Post
CN	China Post	MA	Banque Centrale Populaire
CS	Postal Savings Bank	MA	Baird Al Maghrib
CZ	CSOB	NL	ING/Postbank
DE	Deutsche Postbank	NO	ING/Postbank (EUR & NOK transfers)
DK	Sydbank	PH	Philippine Postal Corporation
EG	CIB (Egypt) S.A.E.	PL	ING/Bank Śląski
ES	BBVA	PT	CIT Correios de Portugal
ES	Correos y Telegrafos	RO	Banc Post
FI	ING/Postbank (EUR transfers)	RO	Posta Romana
FR	La Banque Postale	SE	ING/Postbank (EUR & SEK transfers)
GB	Alliance & Leicester Commercial Bank plc	SI	Postna Banka Slovenije
GB	Visa	SK	Postova Banka
GR	Hellenic Post	SN	Postefinances
GR	EFG Eurobank Ergasias	TG	Societe des Postes du Togo
HR	Croatia Post	TH	Thailand Post Co
HU	Magyar Posta	TR	Turkish Post
IE	An Post	TN	La Poste Tunisienne
IL	Israel Postal Authorities	USA	Deutsche Bank
		USA	Federal Reserve Bank

\* Shareholder

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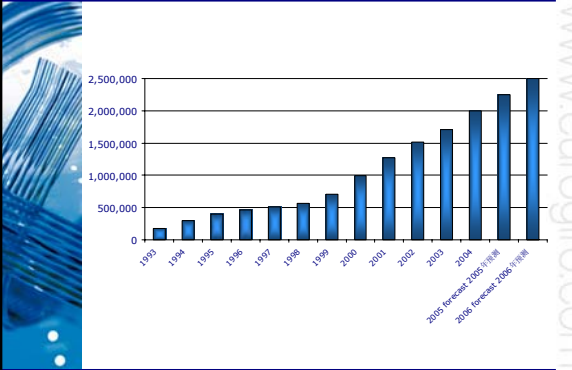
Geographical Overview 地域性概览



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Monthly transactions 月交易量



2005 forecast 2006 forecast

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Eurogiro products  
Eurogiro 欧洲划拨系统的产品

- Payment transfers 支付转帐
  - standard (max. 3 days) and urgent  
标准的(3天之内)和紧急的
    - to accounts with members  
到会员的帐户
    - to accounts with 3rd banks  
到第三方银行的帐户
- Money orders 汇票
  - standard 标准的
    - TMO, semi urgent cash 电汇票, 半准货币
    - Western Union urgent cash 西联准货币
- Bulk and pension payments  
大额帐款和养老金支付

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### Eurogiro – providing connectivity to accounts Eurogiro 欧洲划拨系统 – 为帐户之间提供连通性 (1)

Gateway of business opportunities for Eurogiro members:  
Eurogiro 欧洲划拨系统成员商机的通道:

**The Eurogiro SWIFTNet Closed User Group**  
Eurogiro与SWIFTNet系统内部用户集团

- Exchange transactions in FileAct format with any SWIFTNet member and any Eurogiro member on the same system;  
任何Eurogiro与SWIFTNet会员在同一系统下符合FileAct标准的汇兑交易
- Access from SWIFT system to (postal) members with ELS systems and access from ELS system to (banking) members with SWIFT system  
ELS系统(邮政)会员进入SWIFT系统的通道和SWIFT系统(银行)会员进入ELS系统的通道

**The Eurogiro/Visa solution**  
Eurogiro 欧洲划拨系统与 Visa之间的解决办法

- Receive payments to accounts from Visa card holders; additional volume and revenue to the Eurogiro members  
接受由Visa卡的持有者对帐户进行的支付结算; 接受支付给Eurogiro欧洲划拨系统会员的额外的数额和收益
- Live in pilot phase in August 2005  
2005年8月处于试验阶段

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### Eurogiro – providing connectivity to accounts (cont.) Eurogiro 欧洲划拨系统 – 为帐户之间提供连通性 (2)

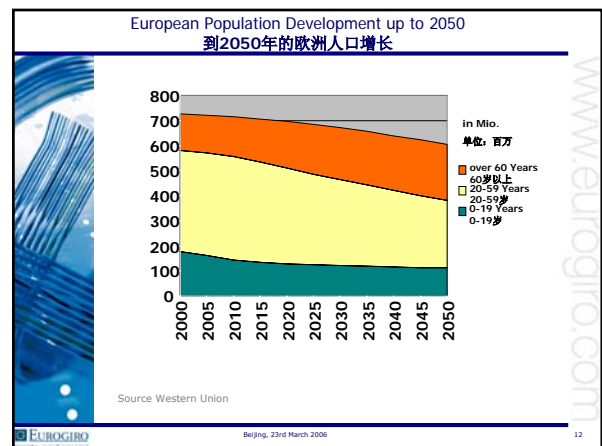
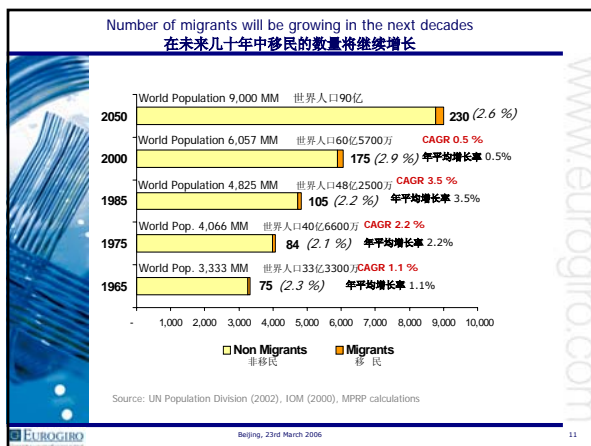
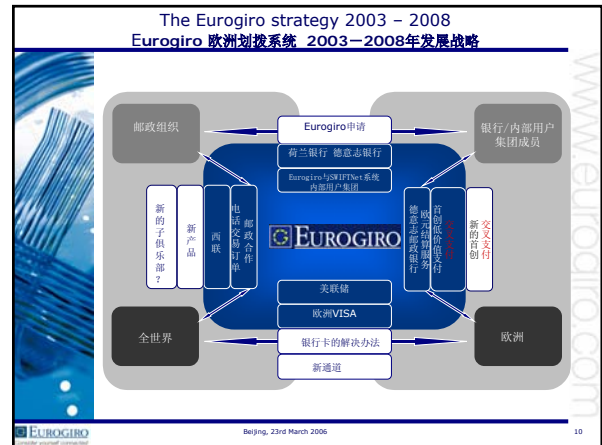
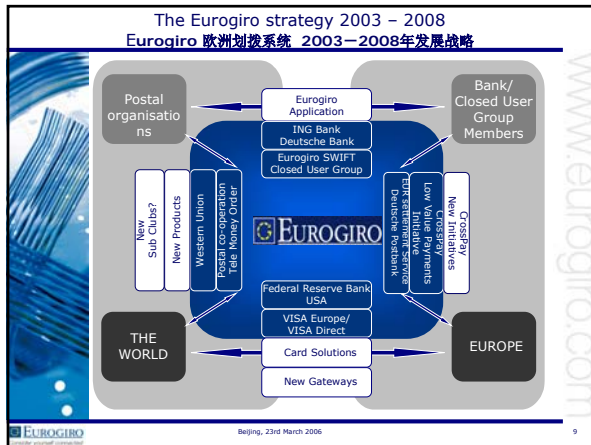
**The FED-Eurogiro Partnership**  
美联储与Eurogiro欧洲划拨系统的合作

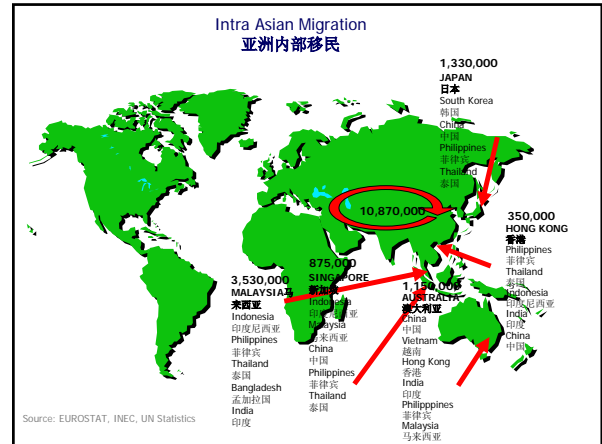
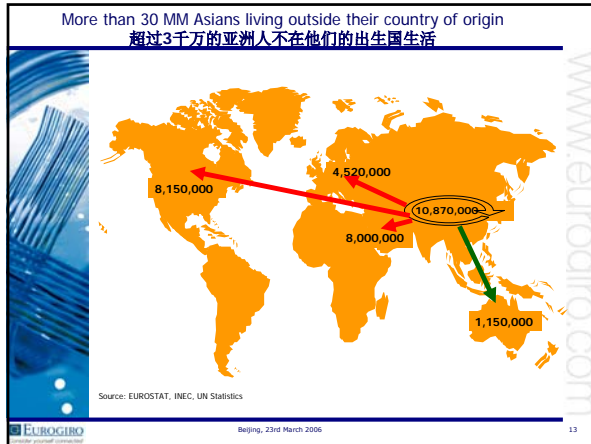
- Incoming traffic (from potentially any US bank) with fee and foreign exchange income  
(来自任何可能的美国银行) 带有手续费及汇兑收入的入局通信量
- Live in pilot phase. Full production when NACHA format changes are implemented.  
处于试验阶段。全美自动化票据交换所协会 (NACHA) 标准执行调整时提供全力服务。

**Eurogiro/UPU – The Tele Money Order (TMO)**  
Eurogiro欧洲划拨系统/万国邮政联盟 – 电汇票

- New revised two-day cash product mixing Track & Trace techniques and Eurogiro bulking principles  
经过重新设计采用跟踪与追踪技术的两日现金产品以及Eurogiro欧洲划拨系统大额资金原则
- Can be exchanged electronically between the UPU/IFS network and the Eurogiro network (from cash or accounts)  
能够在万国邮政联盟/国际金融系统网络以及Eurogiro欧洲划拨系统网络进行电子汇兑 (使用现金或转帐)
- Live production October 2005  
2005年10月投入运行

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### The remittance market 汇款市场

- Estimated at 200-300 billion dollars  
估计在2000-3000亿美元
- Growth expectations +10%  
预期增长率超过10%
- Nearly 200 million migrants  
接近2亿移民
- 500 million people dependant on remittances  
5亿人依靠汇款
- Money Transfer companies market share of about 20%  
资金转帐公司的市场份额在20%左右
- 25-40% of remittances are via informal channels  
25-40%的汇款是通过非正规渠道的

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### Overall challenges for remittance market 汇款市场总体挑战

- Low competition in medium/small remittance corridors resulting in high fees  
中小额汇款渠道的低竞争导致了较高的手续费
- Access to rural areas and support of cash payments and longer term access to financial services  
通向乡村地区的通道，现金支付结算支持以及更长长期的金融服务手段
- Compliance  
市场秩序
- Large informal market giving compliance issues and lack of statistics  
巨大的非正规市场导致市场秩序问题以及数据缺乏
- Lack of business case for financial organizations due to fragmented market  
由市场零碎导致的金融组织商业案例的缺乏

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### Postal Organisations are very suitable 邮政组织是非常适合的

- Postal organisations are very suited to serve the remittance market:  
邮政组织非常适合服务于汇款市场:
  - Network (660,000 outlets) in 180 countries  
180个国家中的网络 (660,000个营业所)
  - Offer financial services in about 150 countries  
向150个左右的国家提供金融服务
  - Often located in rural areas  
多位于乡村地区
  - Immigrants are welcome  
移民是受欢迎的
  - Products & standards (TMO)  
产品与标准 (电汇票)
  - Existing systems (IFS, Eurogiro, Western Union etc.)  
现有系统 (国际金融系统, Eurogiro欧洲划拨系统, 西联等)
  - Can handle cash and small amounts  
能够处理现金和小额帐款
  - Strong global brand  
强大的世界品牌
- China Post is in a unique position to serve remittance needs in China and to enable financial inclusion.  
中国邮政在服务中国汇款需求以及促进金融包含方面处于一个独特的位置。

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### Eurogiro's remittance value proposition Eurogiro欧洲划拨系统汇款的价值所在 (1)

- Access via Eurogiro to postal and bank outlets in nearly all countries via members and via alliance partners.  
通过Eurogiro欧洲划拨系统会员和联盟伙伴几乎可以达到任何国家邮政与银行的营业所
- The Eurogiro postal member's traditional role of providing access (accounts, cards or cash) to immigrants, i.e. financial inclusion  
Eurogiro欧洲划拨系统邮政会员的传统角色是为移民提供如金融包含等的渠道 (帐户, 银行卡或现金) 服务
- Eurogiro provides interoperability through the infrastructure and developed standards and products.  
通过基础设施和完善的标准与产品, Eurogiro欧洲划拨系统提供了协同工作的能力
- Eurogiro provides a low cost link between the banking world and the postal world by combining cash, account and card services  
通过现金, 帐户以及银行卡服务相结合的方式, Eurogiro欧洲划拨系统提供了一种在银行业与邮政业之间的低成本链接
- Eurogiro connectivity solutions include from 'state of the art' banking solutions (SWIFT Closed User Group) to windows/pc-based solutions  
Eurogiro欧洲划拨系统连通性解决方案包括了从“尖端科技”银行解决方案 (SWIFTNet系统内部用户集团) 到基于视窗/个人电脑的解决方案

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### Eurogiro's remittance value proposition (cont.) Eurogiro欧洲划拨系统的汇款价值所在 (2)

- For cash payments, the customer is offered **choice and the possibility of cheaper solutions**.  
对于现金结算，消费者**有机会选择更经济的处理方式**。
- Low cost network and very high **quality** (Straight Through Processing of 99%).  
费用低廉的网络系统和极高的**质量** (99%的直通程序)
- Eurogiro offers **full transparency**  
Eurogiro欧洲划拨系统提供完全的**透明性**
- Eurogiro has developed more and more into a **multilateral setup** for payments and settlement  
Eurogiro欧洲划拨系统正朝着一种**多边**支付结算系统的方向发展
- Eurogiro is a very **low cost business set-up** facilitating **co-operation**  
Eurogiro欧洲划拨系统是一种能够促进**合作的低成本**业务组织
- With **growth** from some 10 million transactions 5 years ago to about 30 million transactions in 2006, Eurogiro has shown ability to grow **not least** within remittances also to poorer countries.  
从5年前1千万左右的交易量到2006年约3千万交易量的**增长**，不仅表明了Eurogiro欧洲划拨系统在汇款业务上有的增长能力，而且也显示了其在贫困国家发展业务的能力

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### Eurogiro and Asia Eurogiro欧洲划拨系统与亚洲

- Covered directly via Japan Post, China Post, Thailand Post, Korea Post, Philippine Post, American Express Bank and ANZ Bank  
通过**日本邮政、中国邮政、泰国邮政、韩国邮政、菲律宾邮政、美国万国宝通银行以及澳纽银行进行直接覆盖**
- Covered indirectly via Deutsche Bank and Western Union  
通过**德意志银行和西联进行间接覆盖**
- Coverage of account transfers and cash payments  
**涵盖转帐和现金结算业务**
- Alliances with Postal Organisations, SWIFT, Visa and Postal organisations, 全世界银行间金融电信学会以及**Visa**等为联盟
- China Post will be a very important part of providing coverage for cash and account remittances in China  
**中国邮政将成为在其境内提供现金与帐户汇款业务的重要组成部分**
- Clear strategic intention to form more partnerships with banks, postal organisations and other financial institutions in Asia  
与**亚洲的银行、邮政组织及其他金融机构建立更广泛合作关系的清晰战略意图**
- Clear willingness to dedicate resources in and for development of Asian remittance solutions  
**为亚洲汇款业务处理贡献各种资源的清晰意愿**

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### Key considerations 关键点

- Well functioned remittances are key for Micro Finance  
**运作良好的汇款是小额信贷业务的关键所在**
- Remittances can be a tool to secure financial inclusion of general population  
**汇款可以作为保障大多数人口的金融包含的一种工具**
- There are needs for partnerships to provide competitive global coverage for remittances  
**建立合作以提供覆盖全球而有竞争力的汇款业务的需求客观存在**
- Growth ensures that business opportunity exist  
**增长保证了商机的存在**
- We invite banks, postal organisations and other payment institutions to co-operation to serve the market needs  
**我们邀请银行、邮政组织以及其他支付结算机构与我们一道服务于市场的需求**

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### Any Questions? 问题时间

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