

SWIFT BASED SOLUTIONS POWERED BY INCENTAGE

Incentage knows how to accelerate mass.

We're on more than just friendly terms with SWIFT. Our relationship is symbiotic. So no matter where and how you interface with SWIFT, we'll make sure that it's a smooth experience. Our solutions enrich standardisation with flexibility.

Incentage SWIFT-based solutions expedite your standards-compliant transactions without compromising your responsiveness. The best of both worlds lets you corner your markets.



Get both: compliance with standards plus manoeuvrability.

Incentage flow manager for SWIFTNet Funds

Integration and benefits from SWIFTNet initiatives

The issue

The funds industry is faced with many challenges. Cumbersome communication and transaction handling is still being widely used. And increase in open architecture distribution, multi manager products, expected growth with margins under pressure, missing automation and STP rates are just a few of the challenges.

- Fax, e-mail, telephone and proprietary file transfers are still the predominant communication channels between investors' intermediaries and distributors, transfer agents, fund management companies and fund administrators.
- Profitability is low, client service and satisfaction difficult to achieve, secure communication channels are lacking, proprietary message standards are the standard of the day, and there is a huge gap between the handling of domestic and crossborder funds.
- There is a noticeable lack of straight through processing and straight through reporting rates for investors' intermediaries, distributors, fund management companies and their respective service providers.

Facts are:

- Approximately 30% of fund manager costs are spent on back-office administration and accounting.
- A manual portfolio valuation via fax/phone costs circa €50.- and just €1.50 if automated.
- It costs 17 cents to process a US mutual fund order, compared with approx €100 for a European fund order.
- Approximately 1-2% of all faxes are lost.
- Across Europe, the direct cost of re-keying manual orders (over 50% sent manually) is more than €1 billion per annum.

The solution

To improve profitability and client service and to capture the expected volume growth it is essential that the market adopts a common and highly secure communication channel, using non-proprietary message standards, covering both domestic and crossborder flows. This unique combination will ensure maximized straight through processing and straight through reporting rates for investors' intermediaries, distributors, fund management companies and their respective service providers.

SWIFTNet Funds offers very attractive advantages to clients. Substantial effort has been put into the development of new funds specific standards. These standards are based on UNIFI (ISO 20022) - SWIFT's open XML standards - and consequently benefit from a common well-defined structure. The new solution operates on SWIFTNet, a highly secure and reliable network.

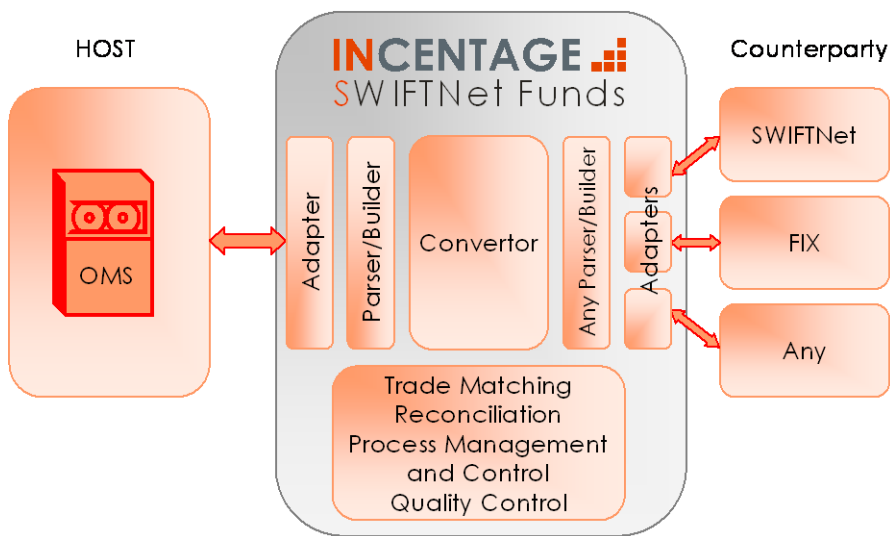


Illustration: Incentage flow manager for SWIFTNet Funds

- Incentage has a strong focus on accelerating the adoption by the funds industry of this important initiative, working closely with SWIFT on the new XML based standards, on connectivity to SWIFTNet, and on business analysis of the issues facing funds participants.
- Clients need not worry about the syntax. Incentage can go to the source of the data - be it on a database, in MQ messages or on proprietary systems - and transform that data into fully valid messages. It can also highlight missing data, enhance incompatible data and consolidate diverse data.
- Incentage supports the required connectivity options available in the SWIFT Alliance family. They include MQHA (WebSphere MQ Host Adapter) or FileAct over FTA (File Transfer Agent).
- Incentage supports both ISO 15022 and ISO 20022 standards including rulebook support for the MX messages types.
- Incentage helps you achieve STP at very low TCO and to turn the investment into a strategic success factor.

Welcome to the world of financial messaging!

Incentage is a worldwide leader in messaging solutions for the financial services industry. Over 150 clients on all continents are using Incentage solutions. Incentage has a global network of partners and is a SWIFT Partner.

Incentage offers the following solutions:

- IMS Incentage Middleware Suite
 - The message STP guarantor
- ISB Incentage Service Bus
 - The message orchestrator
- IPC Incentage Process Cockpit
 - The message controller
- SWIFT based solutions powered by Incentage : SWIFTNet E & I, Funds, Accord, Proxy Voting and TSU
 - The SWIFT infrastructure integrator
- Incentage Business Solutions: Capital Bus, Investigation and Message Cockpit
 - The message solution customizer

Benefits

Incentage flow manager for SWIFTNet Funds helps to achieve full STP rates in handling funds, domestically as well as for crossborder transactions:

- providing fully integrated solutions of the highest quality without the need to program
- minimizing the effort involved in participating in the SWIFTNet Funds solution
- avoiding the headache of changing (and improving) standards, keeping you up-to-date with emerging standards and assessing the impact for you
- providing fully integrated solutions that are always at the forefront of standards and technology
- benefiting from our experience with SWIFTNet and the SWIFT Standards XML

