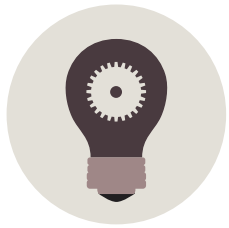




The Future of Acquiring Survey 2018

PSE Future of Acquiring Survey 2018



Innovative Products

1. Instant Credit
2. Machine Learning



Payment Initiation

3. PIS to Card Migration
4. PIS User Risk



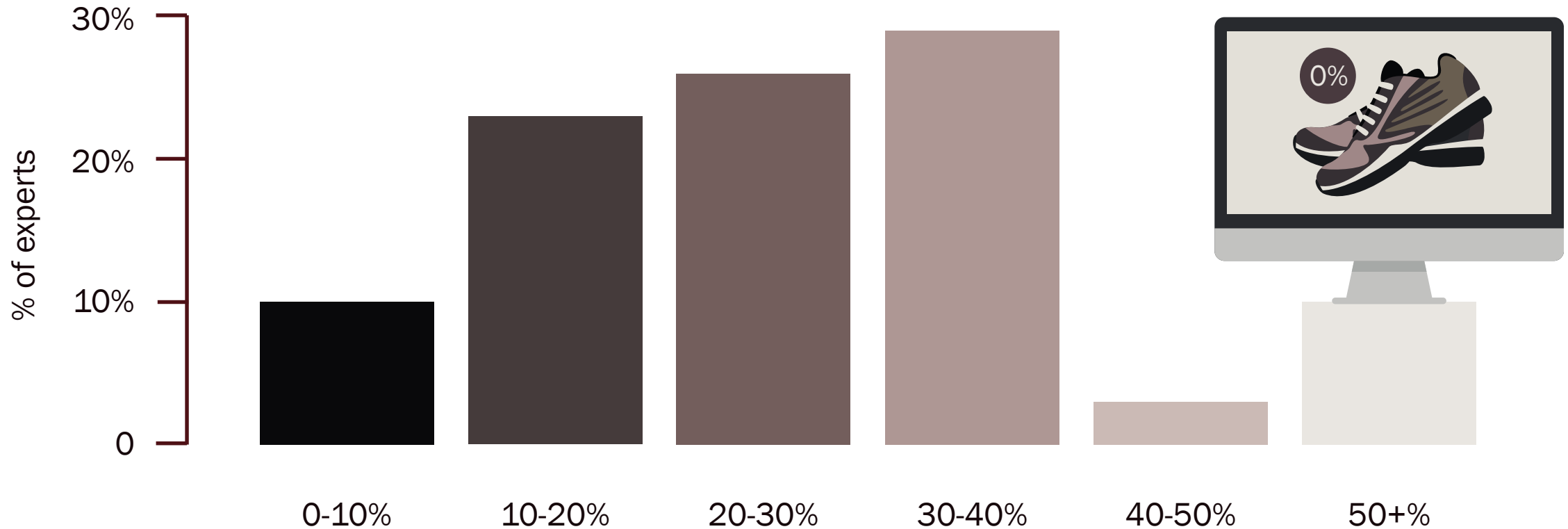
Market Evolution

5. PSR Intervention
6. Pan-EU Barriers
7. Payment Facilitators

PSE asked 125 experts attending its 2018 Acquiring Conference their views on key topics affecting the evolution of the European acquiring market

1. Instant credit is expected to command a substantial share of younger consumer online spend over the next 5 years

What percentage of under 30 year olds online credit will come from instant credit providers by 2023?



2. Machine learning opportunities are highly focused in fraud, with transaction optimisation an area of emerging interest

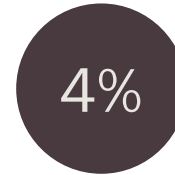
Where do you see Machine Learning adding the greatest value to the payments industry?



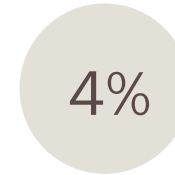
Fraud
(transaction and bad actor)



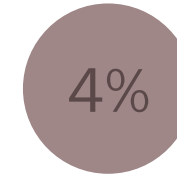
Transaction
optimisation



Compliance
monitoring



Merchant
on-boarding



Offers, and
rewards

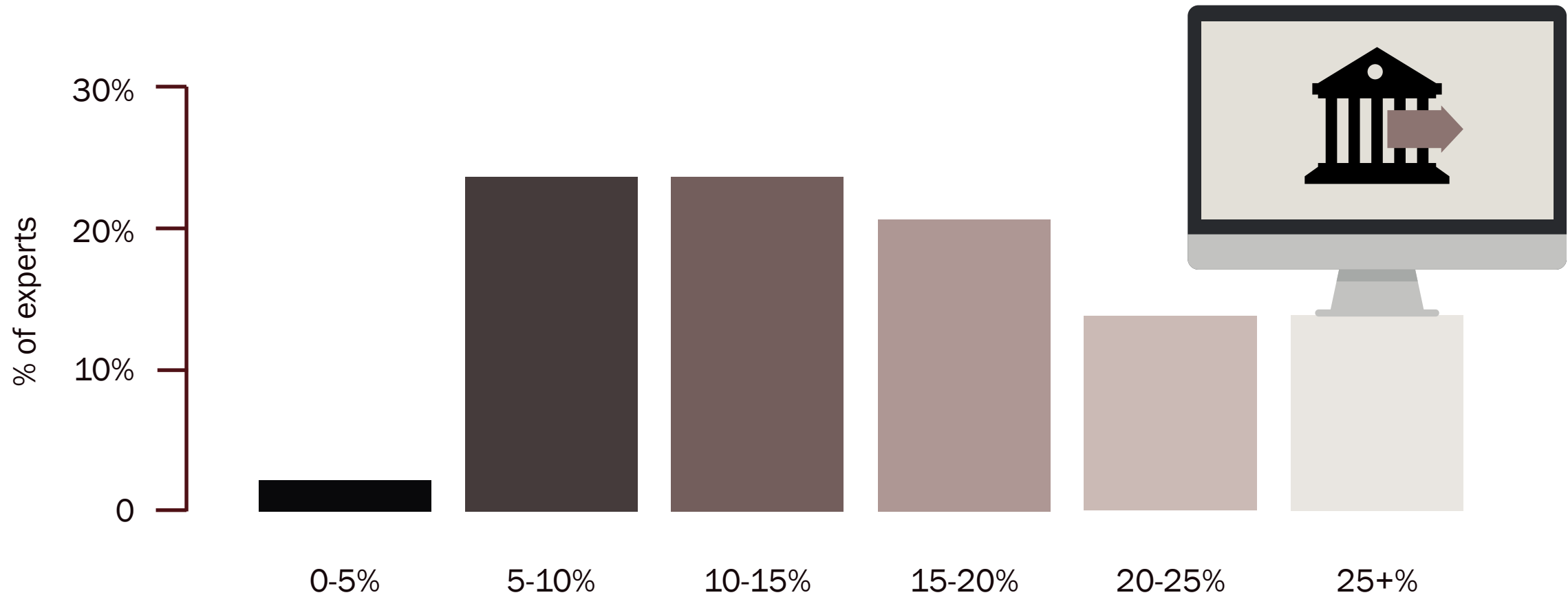


Check-out
optimisation

3. PIS services are most likely to erode between 5% and 15% of UK card volume over the next 5 years...

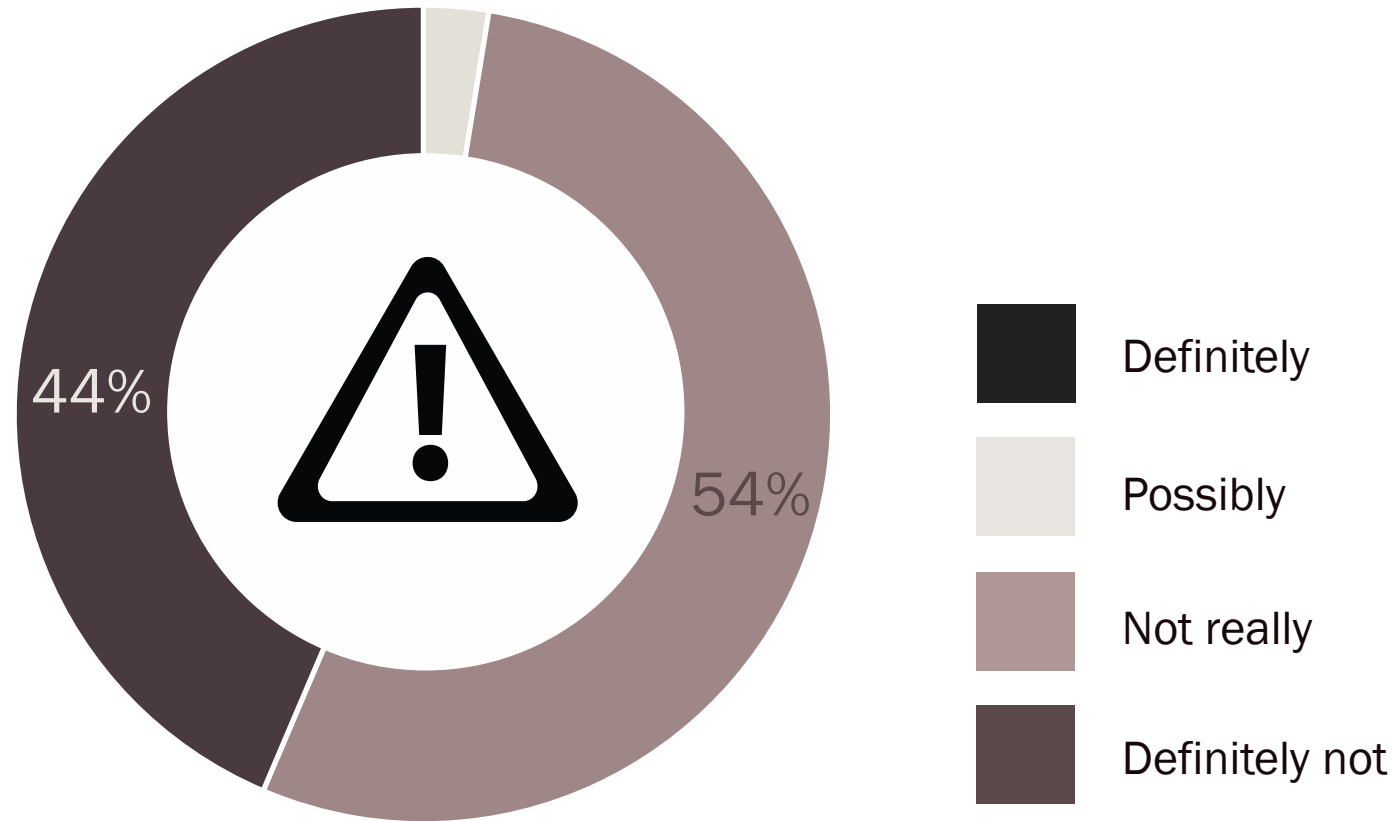


What percentage of UK merchant spend will migrate from cards to Payment Initiation services by 2023?



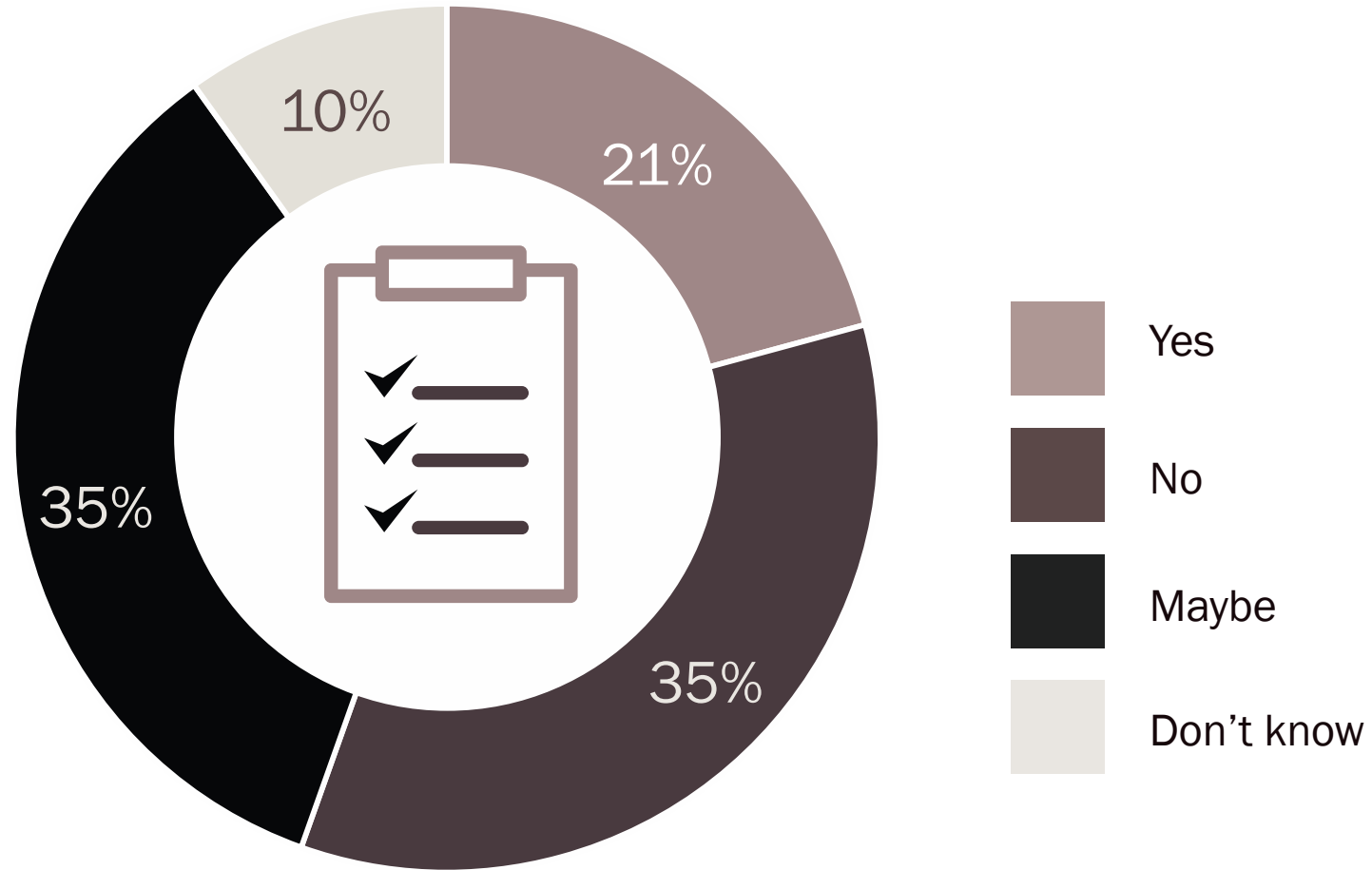
4. ...however, consumers and merchants are regarded as blissfully unaware of the risks associated with new PISP related services

Do consumers and merchants understand the risks associated with new PISP services based on a standard credit transfer?



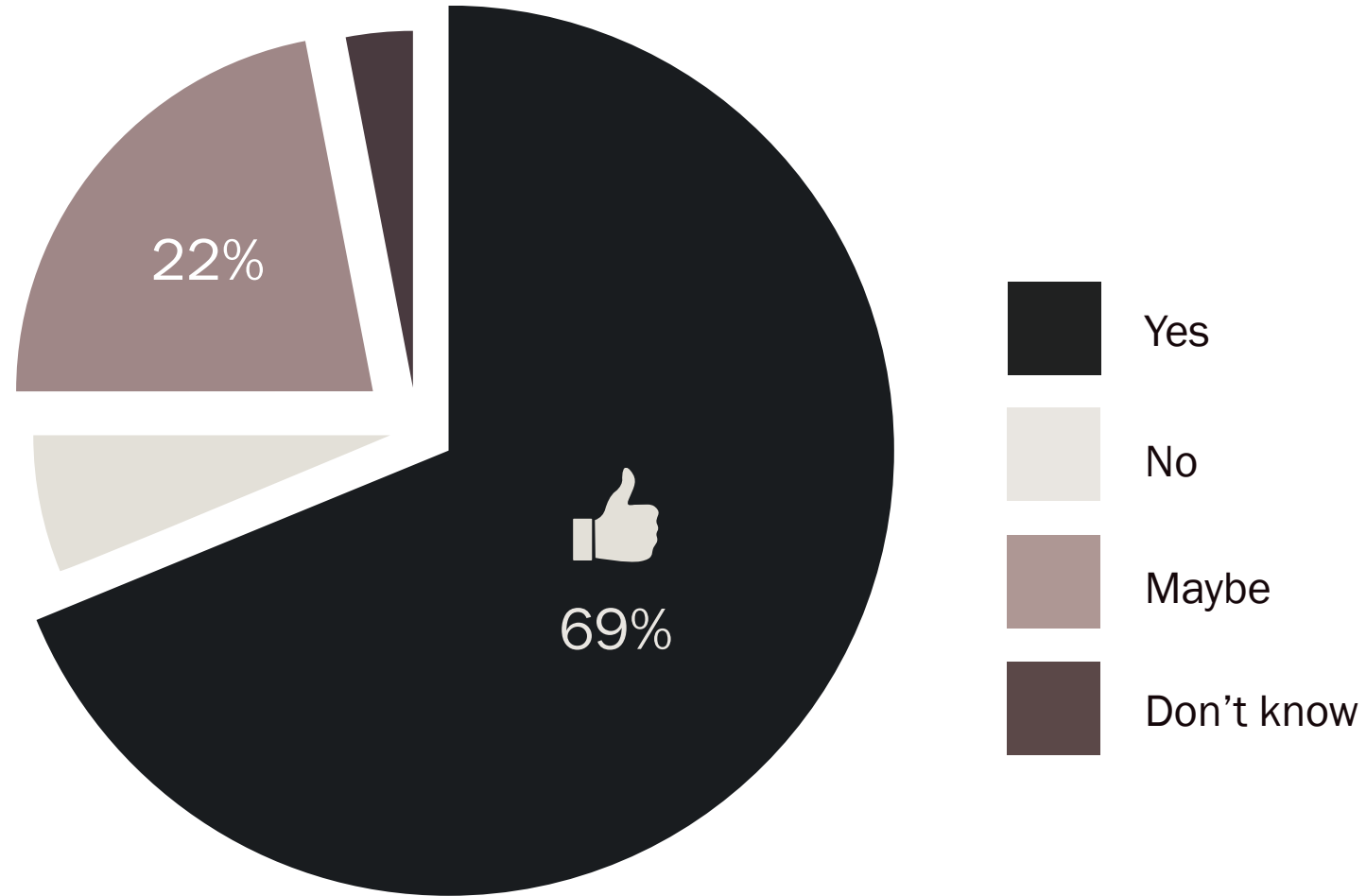
5. It remains unclear if regulatory intervention in the UK acquiring market will produce a positive outcome

Do you think that the UK acquiring markets outcomes will be improved by regulatory intervention?



6. Payment Facilitators are expected play a long term role in the European payments landscape

Do you think that Payment Facilitators have a long term role in the card acquiring market?



7. Despite SEPA, acquirers still face substantial barriers delivering Pan-EU offers to SMEs

What is the most significant barrier to become relevant for SME merchants across Europe?

