



NEXT-GEN PSP'S 2.0

What does the future look like?



Moshe Winegarten

Chief Revenue Officer, Ecommpay





16 YEARS of fintech experience

Product, Strategy, Consulting



600+

Employees

5

Offices globally

10+

Years on the market

180+

Countries covered

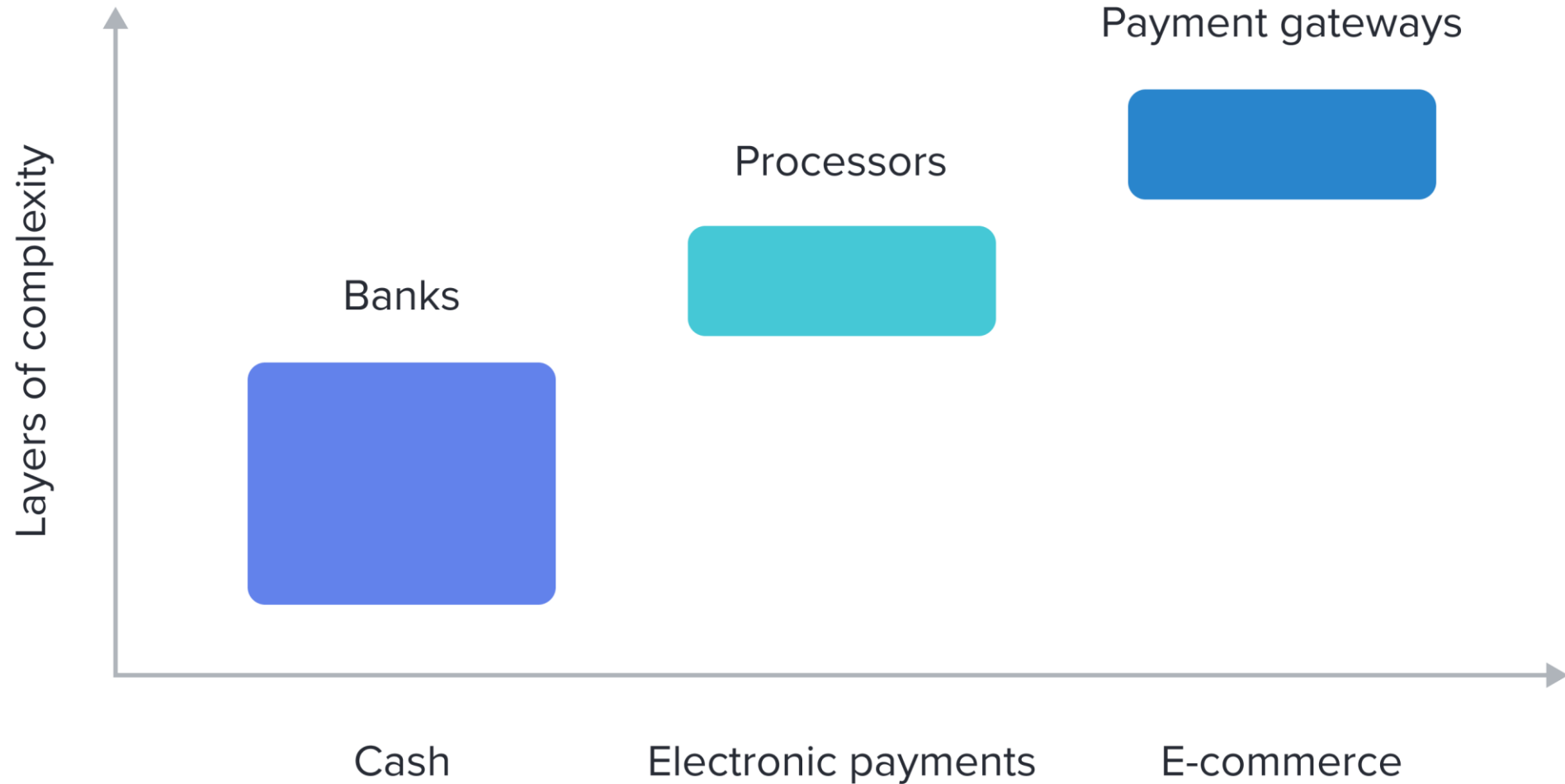
2 000 000

Transactions per second

Components of a payment service provider (PSP)



Demand-driven innovation in payments



The rise and acquisition of payment gateways

- ✓ Evolved in response to the growing demand due to development of e-commerce
- ✓ Later to be consumed by bigger players in the Payments industry

 **DATA**CASH

founded in 1996

 **mastercard.**

2010: acquired by
MasterCard for \$520 million

cybersource
A Visa Solution

founded in 1994

VISA

2010: acquired by Visa
for \$2 billion

Braintree

founded in 2007

 **PayPal**

2013: acquired by PayPal
for \$800 million

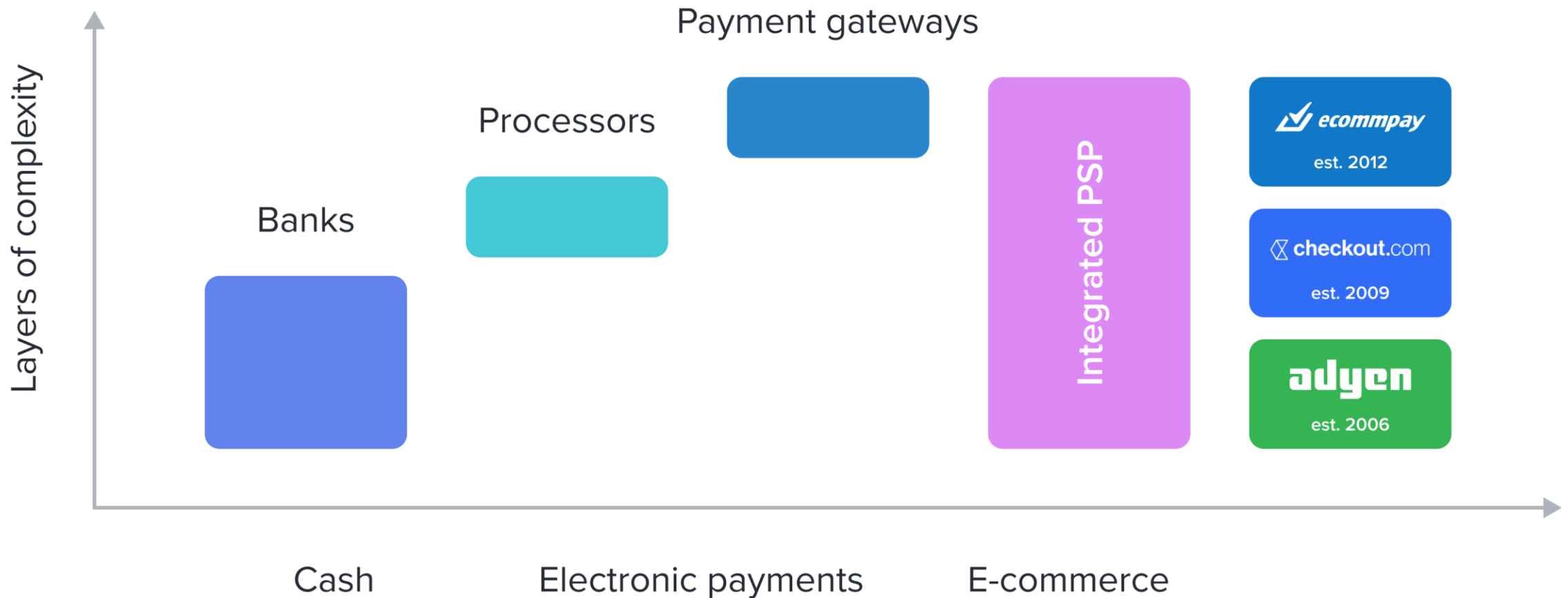
the**logic**group
a Barclaycard business

founded in 1996

 **barclaycard**

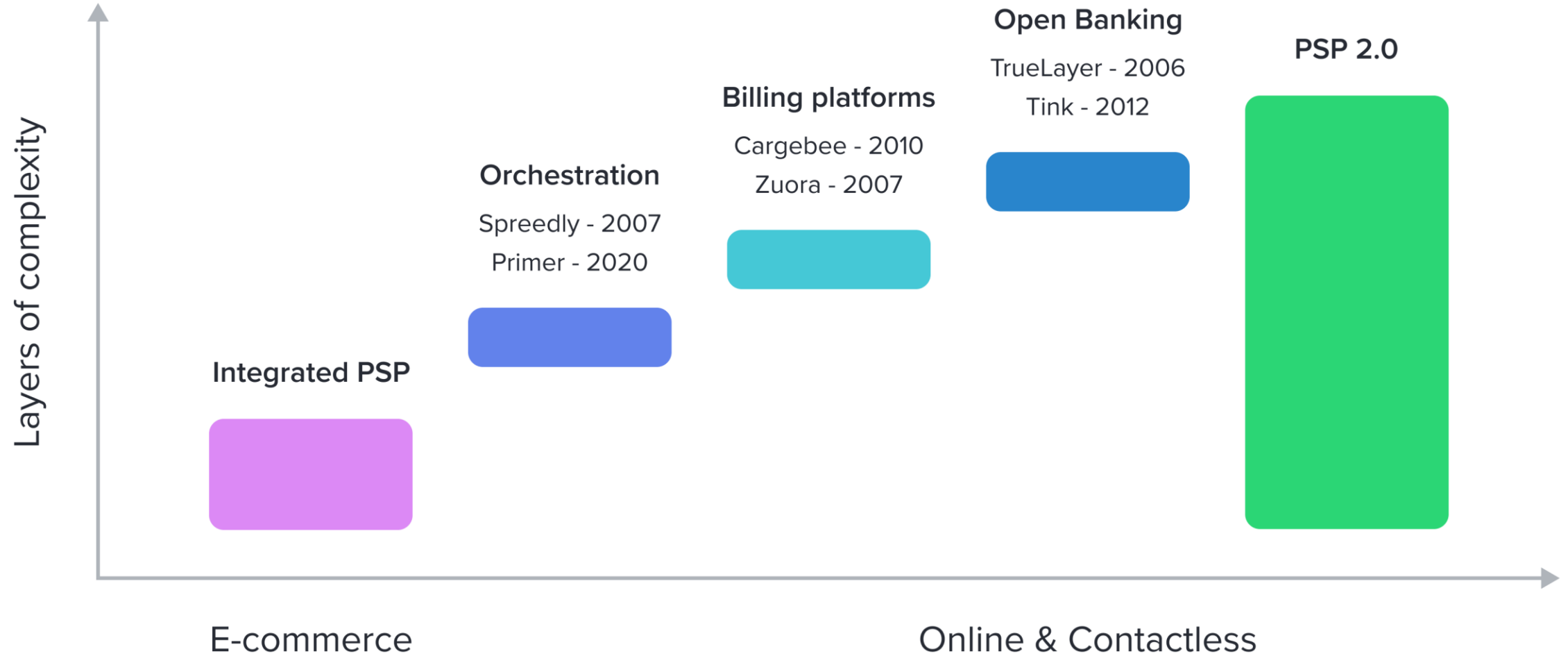
2014: acquired by Barclaycard
for an undisclosed amount

Age of acquisitions coincides with the development of the full-stack PSP



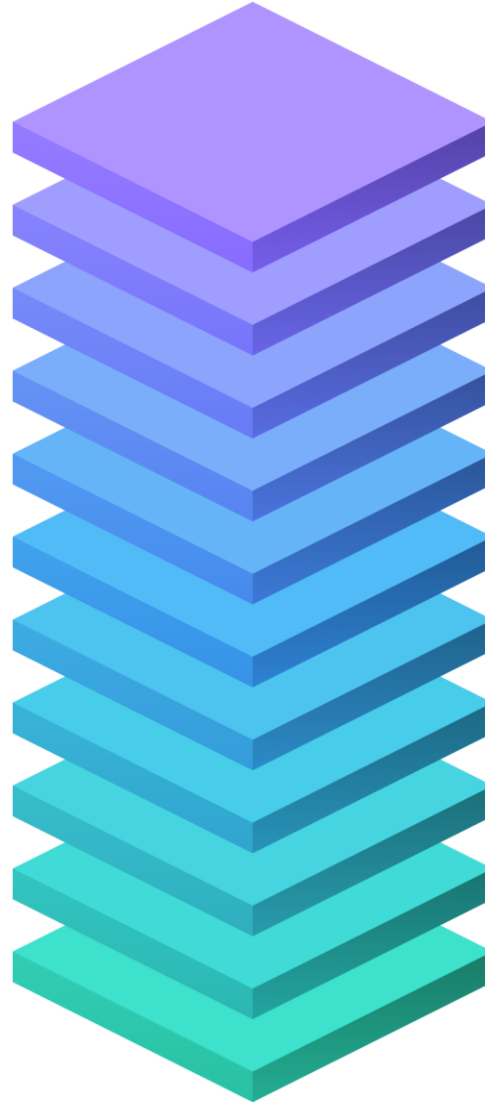
Birth of the next gen PSP 2.0

Enveloping every key innovation to become greater than the sum of its parts



What will Next Gen PSPs offer?

INTEGRATED PAYMENT STACK



Global acquiring

Processing

Gateway

Open Banking

Orchestration

Billing

Subscription

Direct debit

In-app payments & Payouts

Alternative payment methods

Crypto



Q&A