



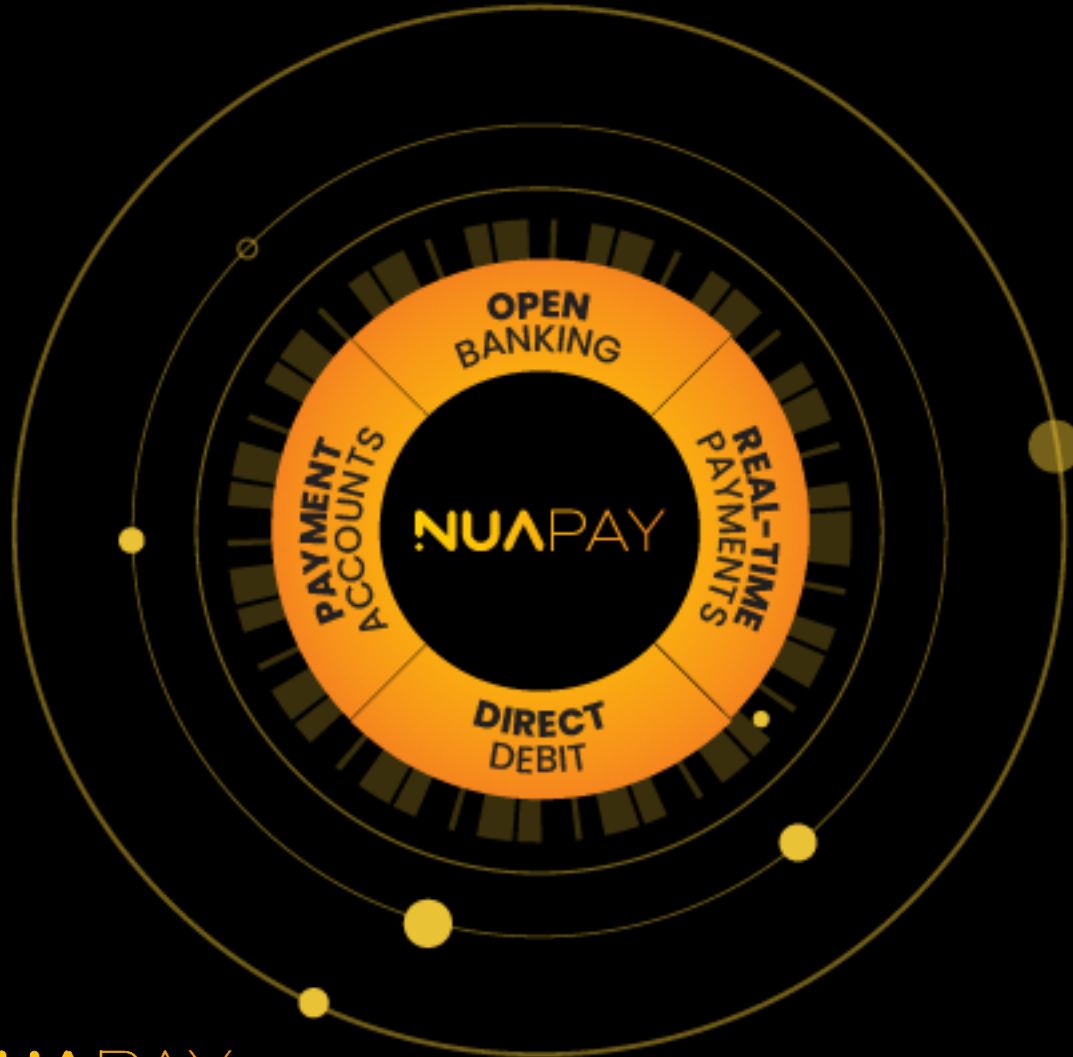
NUAPAY

The Emergence Of Hybrid Direct Debit And Open Banking Products

December 2023

Brian Hanrahan, CEO Nuapay

Nuapay: Leader in Account-2-Account Payments



20+
years

>€60B
PA

2,300+
Bank
connections

28
countries

Recurring payments market

UK consumers

6

Direct Debits per month

[BACS](#)

90%

Use Direct Debits monthly

[UK Finance](#)

>£1.2tn

Value of DDs collected annually

What Consumers Want



Convenience



Control



Ease Of Sign-up



Protection And Trust

What Merchants Want



High conversion rates



High retention



Low fraud



Alerted to issues/cancellations immediately



Real-Time Clearing & Settlement (if cost effective)

The main options



Traditional
Direct Debit

OR



NUAPAY
Direct Debit+
(powered by Open Banking)



Card-on-File

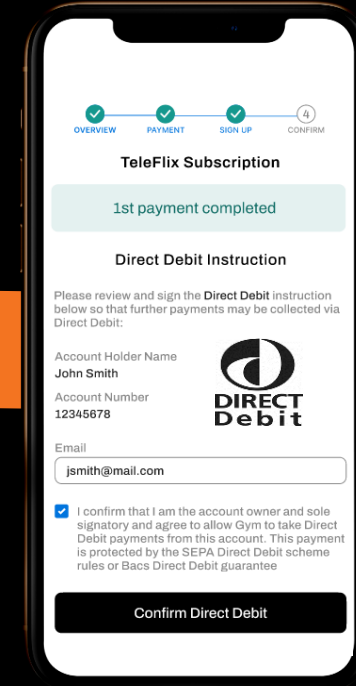
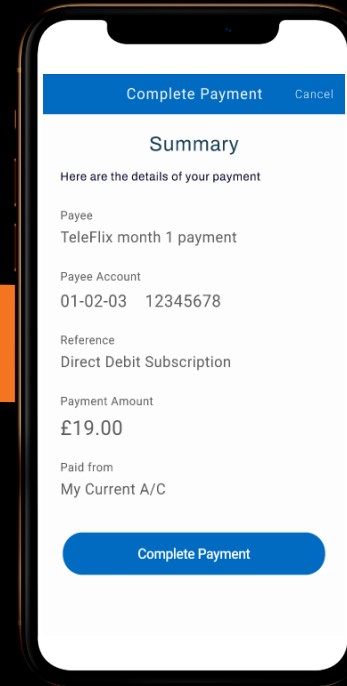
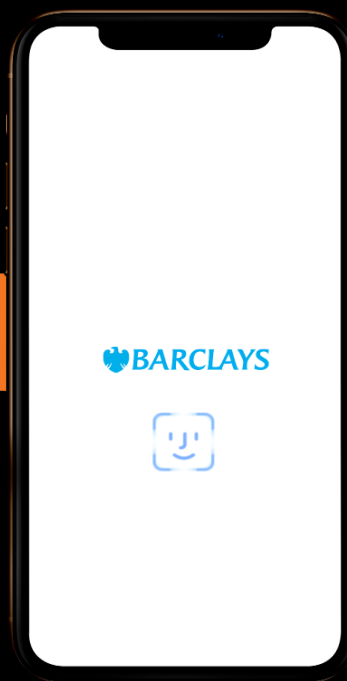
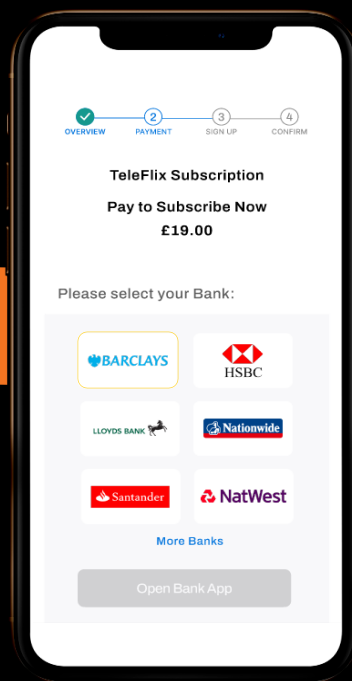
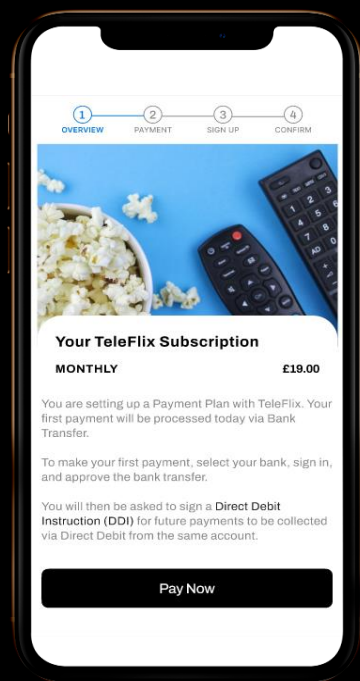


Open Banking
Variable Recurring
Payments

Coming soon...
Maybe?

Introducing Direct Debit+ with Authenticated Mandates

Error-free sign-up and first payment in one go.



Card-On-File vs. Direct Debit+



| | Card-on-file | Direct Debit+ |
|----------------------|--------------|---------------|
| Ease of sign up | ● | ● |
| Cost per transaction | ● | ● |
| Failure rates | ● | ● |
| Payment flexibility | ● | ● |
| Fraud risk | ● | ● |
| Customer retention | ● | ● |
| Customer protection | ● | ● |

Who benefits from Direct Debit+?



Merchants

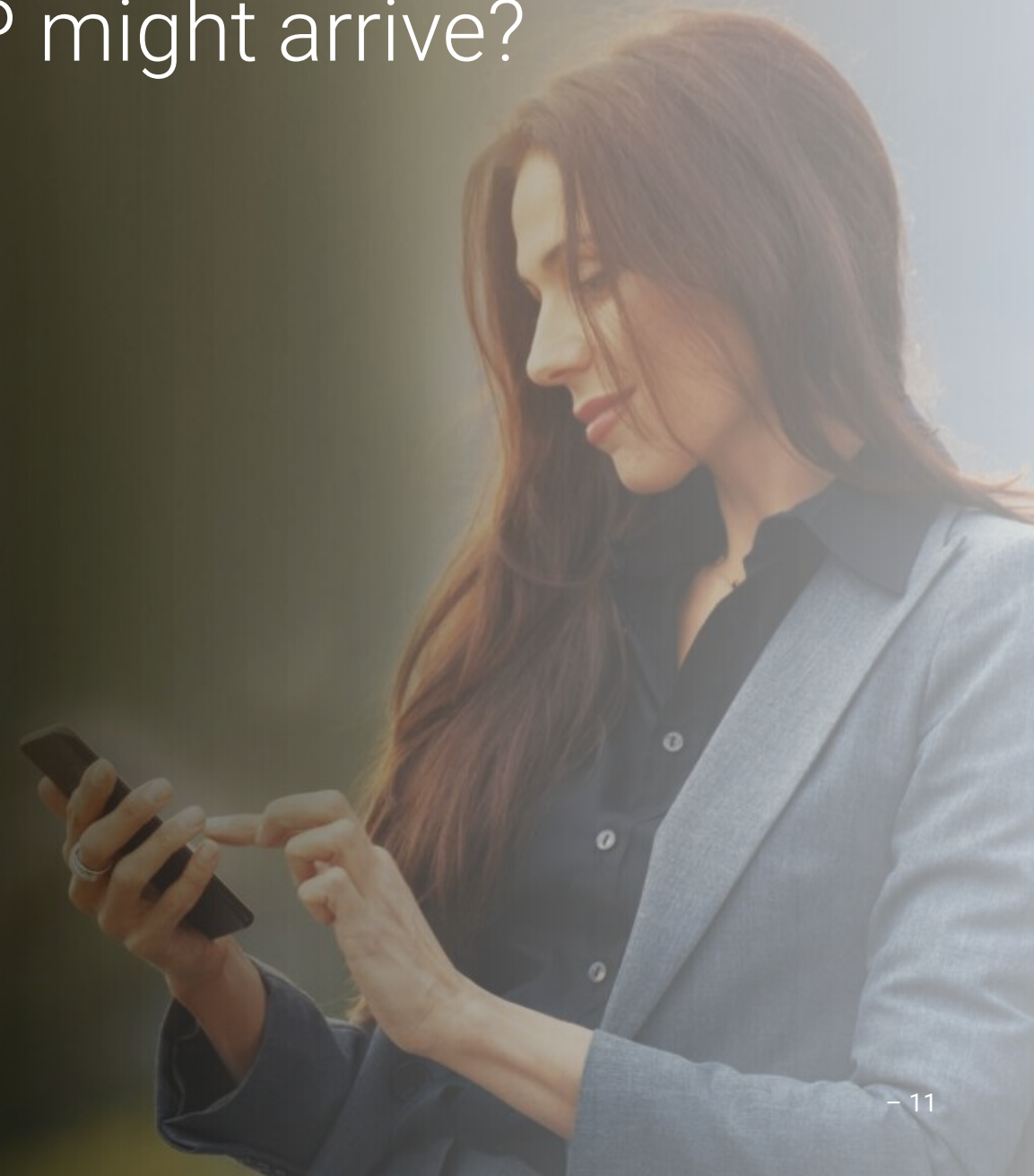
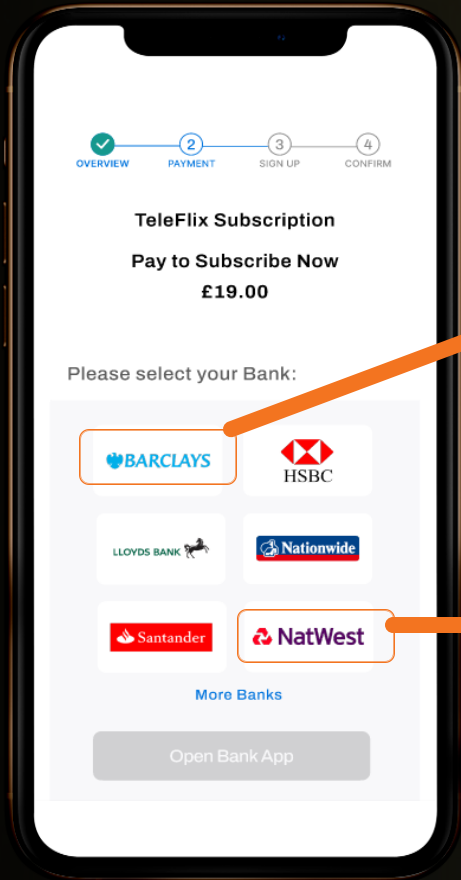


PSPs



Consumers

How do you future proof if VRP might arrive?



Legislation and the Long Road to VRP

VRP

Regulation

+

Cooperation

A question for you

When do you expect Commercial VRP will achieve terms which are viable for merchants?

A Within a year

B 1-3 years

C >3 years

D Never

Thank you

Brian Hanrahan

CEO Nuapay

[Nuapay.com](https://nuapay.com)

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