

Banking Automation **BULLETIN**



CEE credit card numbers see unparalleled growth

ACH and debit card payments replace cheques in the USA

UK cash-in-transit attacks reduced after industry cooperation

Strong business case for ITTs drives non-bank deployment in Russia

London to host Europe's leading ATM conference

Country profile: Estonia



Banking Automation

BULLETIN



CEE cards market boom will continue

New payment cards research from RBR (see page 2) shows that the payment cards market in the CEE region is booming, driven by strong economic growth, increasing competition in the

retail banking and card issuing sectors and supported by increasing product sophistication and terminalisation.

The headline figures show the total number of payment cards rising by 64% over the past two years to 187 million cards – the number of credit cards has grown even more rapidly, tripling to 27 million over the same period. Certainly in terms of cardholding, CEE with 74 cards per 100 adults is closing the gap on western Europe with 203.

While credit cards have shown the most spectacular growth, debit cards make up 83% of cards in the region and underlie the impressive cardholding statistics. Economic growth has led many more people to have bank accounts, to salaries being increasingly paid directly into accounts and to customers being issued with cards to access these accounts.

In many ways the most interesting numbers to come out of the research relate to usage. The number of POS terminals in the region is also rising fast – up 50% over the past two years – but this growth is much slower than for card issuing, and tellingly the region has only 2,800 POS terminals per million adults, one eighth the figure in western Europe. This is reflected in the average number of payments made per year – six per adult in CEE compared to 70 in western Europe.

The bottom line is that payment cards in CEE are still most commonly used for cash withdrawals rather than purchases. The recent rise in cardholding means that the region is well positioned for large increases in the number of card payments and acceptance outlets. The CEE cards market boom will continue for the foreseeable future.

Dominic Hirsch, Editor

2 CEE PAYMENT CARDS

CEE credit card numbers see unparalleled growth

6 ELECTRONIC PAYMENTS

ACH and debit card payments replace cheques in the USA

8 CIT SECURITY

UK cash-in-transit attacks reduced after industry cooperation

10 RUSSIAN ITT MARKET

Strong business case for ITTs drives non-bank deployment in Russia

12 NEWS BULLETIN

Banking, ATM and payments news

15 EUROPEAN ATMS 2008

London to host Europe's leading ATM conference

16 COUNTRY PROFILE

ATM and cards intelligence on Estonia

20 CONFERENCE DIARY

Upcoming industry events from around the world

Editor Dominic Hirsch

Managing Editor Morten Jorgensen

Assistant Editors Tomomi Kimura, Rob Walker

Contributors Rowan Berridge, Andrei Charniauski, Mark Glover, Tom Hutchings

Subscriptions Manager Susie Lens

Advertising Manager Felix Kronabetter

For all editorial and advertising enquiries:

Telephone: +44 20 8940 1398

Fax: +44 20 8940 1527

Email: bulletin@rbrlondon.com

Advertisers in this issue:

3SI Security Systems www.3SIsecurity.com

Diebold www.diebold.com

Equens www.equens.com

Giesecke & Devrient www.gi-de.com

SMi www.smi-online.co.uk

Spinnaker International www.spinnakerinternational.com

Wincor Nixdorf www.wincor-nixdorf.com

Annual subscription (12 issues):

£600 (€900/\$1,200) printed

£950 (€1,400/\$1,900) electronic and printed

ISSN 1748-5304



Retail Banking Research Ltd
304 Sandycombe Road, Kew Gardens
Surrey TW9 3NG, United Kingdom

RECEIVE THIS ISSUE OF BANKING AUTOMATION BULLETIN FOR FREE

We hope you enjoyed reading this editorial.

You can receive this, or another back-issue of the Bulletin for free when you take out a subscription.

To receive your free issue, please complete the order form on the next page, and fax it to +44 20 8940 1527. Please specify on the form, or by email to bulletin@rbrlondon.com, which issue you would like to receive.

Banking Automation **BULLETIN**

Regular topics include:

- ATM hardware and software
- Branch automation
- Biometrics
- Cross-border payments
- e-commerce
- EMV and smart cards
- EFTPOS
- e-purse
- Interchange fees
- Internet banking
- ISO/IAD activity
- Merchant acquiring
- Mobile payments/banking
- Outsourcing
- P2P payments
- Payment and loyalty cards
- Payment systems
- Prepaid cards
- Regulatory changes
- Security and fraud
- Self-service equipment
- Teller automation



A unique source of news and analysis of key issues in banking technology, cards and payments

- Independent and authoritative insights from industry experts
- Detailed country profiles including proprietary ATM and cards market data in every issue
- Exclusive extracts from RBR's industry-leading market research reports
- Comprehensive industry conference diary
- Read by senior executives in over 100 countries worldwide

Published since 1979

The Bulletin keeps you on top of your industry agenda – can you afford not to subscribe?

For more information about subscribing or advertising please visit www.rbrlondon.com/bulletin

PRIORITY ORDER FORM Banking Automation Bulletin

Subscription period

- One year (12 issues)
- Two years (24 issues)
- Three years (36 issues)

Printed only

- £600** (€900/\$1100)
- £1000** (€1500/\$1850)
- £1300** (€2000/\$2400)

Electronic and printed

- £950** (€1400/\$1750)
- £1600** (€2400/\$3000)
- £2100** (€3100/\$3800)

The 'electronic and printed' subscription rate includes three further electronic subscriptions for your colleagues*

* Send email addresses to bulletin@rbrlondon.com

PAYMENT METHOD

Please invoice me or **By payment card** Visa MasterCard Amex JCB

Card no Expires / Total payable GBP(£)

YOUR DETAILS

Title (Mr, Ms, Dr) _____ First name _____ Surname _____

Position/Department _____ Company _____

Address _____

Tel _____ Email _____

VAT (TVA) no _____ Signature _____ Date _____

The information contained in Banking Automation Bulletin may not be reproduced or copied in any form, or be placed on a company intranet, without prior written permission from Retail Banking Research Ltd.

Please return to **RETAIL BANKING RESEARCH** 304 Sandycombe Road, Kew Gardens, Richmond, Surrey TW9 3NG, UK
Tel: +44 (20) 8940 1398 Fax: +44 (20) 8940 1527 Email: bulletin@rbrlondon.com Web: www.rbrlondon.com/bulletin