

Banking Automation **BULLETIN**



Debit drives card growth in Latin America



T&E cards expanding into prepaid and debit



Canadians want speed and convenience in payments



Concrete use cases build confidence in blockchain



Will biometrics transform the way Russians bank?

Country profile: Poland

Banking Automation

BULLETIN



Pay now thriving on back of growing access to financial services

The number of pay-now (debit and prepaid) cards worldwide grew 6.8% between end-2016 and end-2017 according to research from RBR – this was significantly faster than the 4.4% achieved by pay-later (credit and charge) cards, despite the former already representing more than three quarters of the number of cards in issue. This disparity increases to 5.7% vs 1.6% when China is excluded.

Interestingly, this pattern is seen across numerous cards markets, both developing and mature. Latin America, which is analysed in more detail in our lead article on page 2, is a great example of the former. The pay-now sector grew by 6% (10% excluding Brazil) driven by growing access to banking services, including government initiatives to increase financial inclusion and other specific cards initiatives such as public transport schemes. The growth in prepaid is even more dramatic, with over 30% more cards in issue in just one year.

In more mature regions, such as western Europe and North America, RBR is seeing the same pattern, but for slightly different reasons. The pay-later market is saturated and pretty flat, while pay-now continues to expand – partly because there are still customers entering the banking system, but also because of multiple cardholding.

Inevitably there are exceptions, mostly notably central and eastern Europe, where pay-now grew only 2%, compared to 14% for pay-later. This was most noticeable in former soviet countries including Belarus, Kazakhstan and Ukraine, where the credit card sector has been growing strongly. Credit cards are still relatively new in these markets, but improved credit scoring in particular has facilitated a boom in issuing. These countries emphasise that despite the shift from pay-later to pay-now seen in recent years, there are still opportunities for pay-later, especially in countries which have not had a strong history of consumer credit.

Card numbers are just one part of the story, and there is still a long way to go for pay-now to fulfil its potential. In countries where card issuance has been driven by financial inclusion initiatives, there is still a tendency for cardholders to withdraw their funds in cash rather than take advantage of payment functionality – and contactless, while no longer new, has significant potential to drive card usage in mature and developing markets alike.

Dominic Hirsch, Editor

- 2 LATIN AMERICAN CARDS**
Debit drives card growth in Latin America

- 4 GLOBAL T&E CARDS**
T&E cards expanding into prepaid and debit

- 6 CANADIAN PAYMENTS**
Canadians want speed and convenience in payments

- 8 US PAYMENTS**
EMV exceeds non-EMV card payment value in the USA

- 9 DIEBOLD NIXDORF PERSPECTIVE**
Five areas to focus on in 2019

- 10 BLOCKCHAIN APPLICATIONS**
Concrete use cases build confidence in blockchain

- 12 BIOMETRICS IN RUSSIA**
Will biometrics transform the way Russians bank?

- 14 SELF-SERVICE BANKING EUROPE**
Industry gathers to discuss the future of banking technology

- 15 NEWS BULLETIN**
Banking, ATM and payments news

- 17 COUNTRY PROFILE**
ATM and cards intelligence on Poland

- 21 CONFERENCE DIARY**
Upcoming industry events from around the world

Editor Dominic Hirsch

Managing Editor Morten Jorgensen

Assistant Editor Tomomi Kimura

Contributors Sam Blackwell, Daniel Dawson, Alison Ebbage, Tom Ikonen, Alex Maple, Octavio Marquez, Gillian Shaw, Josh Swarbrick

Subscriptions Manager Abigail Milne

Advertising Managers Amanda Hardy, Felix Kronabetter

For all editorial and advertising enquiries:

Telephone: +44 20 8831 7300 Fax: +44 20 8831 7301

Email: bulletin@rbrlondon.com

Advertisers in this issue:

Diebold Nixdorf www.DieboldNixdorf.com

Euronet Worldwide www.euronetworldwide.com

Spinnaker www.spinnaker.co.uk

Annual subscription (12 issues):

Printed and electronic (1-5 users) £1,500

Printed and electronic (6+ users) £3,000

Follow us: [in](https://www.linkedin.com/company/rbrlondon) [tw](https://twitter.com/RBRLondon) @RBRLondon

ISSN 1748-5304

RBR

393 Richmond Road

London TW1 2EF, United Kingdom

Banking Automation **BULLETIN**

Regular topics include:

- Artificial intelligence and big data
- ATM and cyber security
- Biometrics
- Blockchain and cryptocurrency
- Branch and digital transformation
- Cash usage and management
- Contactless and mobile payments
- Deposit automation and recycling
- Fintech innovation
- Interchange and merchant fees
- Merchant acquiring and EFTPOS
- Non-cash payments
- Open banking APIs
- Outsourcing and managed services
- Payment card issuance and processing
- Payment systems
- Regulation and standards
- Retail cash automation
- Self-service banking
- Teller automation and video banking



A unique source of news and analysis of key issues in banking automation, 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 by RBR 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

ORDER FORM: Banking Automation Bulletin

Please select one of the following subscription options:

	1 year (12 issues)	2 years (24 issues) – save 15%	3 years (36 issues) – save 20%
Standard licence (1-5 users)*	<input type="checkbox"/> £1500	<input type="checkbox"/> £2550	<input type="checkbox"/> £3600
Multi-user licence (6+ users + intranet)*	<input type="checkbox"/> £3000	<input type="checkbox"/> £5100	<input type="checkbox"/> £7200

*Includes digital edition plus one printed copy

Please send me information about advertising and advertorial opportunities

Payment method:

Please invoice me or By payment card Amex Diners Club Discover Mastercard Visa

Card number Expires Total amount payable GBP (£)

Cardholder name Cardholder signature

Your details:

Title (Mr, Ms, Dr) First name Surname
 Position/Department Company
 Address Postcode Country
 Tel Email VAT (TVA) number

Please complete and return this form to: **RBR** 393 Richmond Road, London TW1 2EF, UK

Tel: +44 20 8831 7300 Fax: +44 20 8831 7301 subscriptions@rbrlondon.com www.rbrlondon.com/bulletin