

Banking Automation **BULLETIN**



The Big Data trade-off – preventing crime and protecting privacy

Are biometric ATMs a worthwhile investment?

The challenges of financial inclusion in Argentina

Domestic schemes in Asia seek international partnerships

Industry adapts amidst further growth in non-cash payments

Country profile: Portugal

Banking Automation

BULLETIN



How big a threat is RuPay to Mastercard and Visa?

The prolific growth of UnionPay has been well documented, but it is another Asian scheme, RuPay, which is now receiving a lot of attention.

We discuss card schemes in Asia in a feature article on page 12 of this issue of the *Bulletin*. As the article highlights, nearly half of cards in the region (excluding China) are issued by domestic schemes. While domestic schemes in more mature markets have generally been losing relevance and market share, such schemes are thriving in a number of less developed countries. Driven by a mix of national pride and a desire to avoid what are seen as higher costs of operating through international card scheme networks, domestic schemes have most definitely found a new lease of life.

India's RuPay, formed as recently as 2012, has demonstrated phenomenal growth. Its share of cards in issue in India has grown from 3% at end-2013 to 51% at end-2018. With over half a billion RuPay cards in issue, it certainly has scale. Through that scale it is able to develop its product portfolio, and following its initial debit offering now offers credit, prepaid and combo (debit and credit) cards, all with contactless functionality. In 2016 it launched BharatQR, a QR code based system, which has huge potential given the meteoric expansion of similar schemes in China.

RuPay is expanding in international markets too, having officially launched in Singapore, Bhutan and the UAE, and made commitments to do so in Bahrain and the Maldives. As well as the ability to issue RuPay cards abroad, a partnership with Discover gives access to the latter's Discover, Diners Club International and PULSE networks, allowing Rupay Global cards (international variants of its domestic cards) to be used in 190 countries.

So how significant a threat to Mastercard and Visa is RuPay?

It is hard not to draw parallels with UnionPay when analysing RuPay. Both operate in huge countries, and with strong government support have expanded rapidly. Their ability to invest, both domestically and internationally, not only makes it more difficult for other schemes to expand in China and India, but also disrupts Mastercard and Visa's expansion into other emerging payments markets.

RuPay will nevertheless face the same challenges that UnionPay has in penetrating established markets. It will increasingly build up a global acquiring presence, primarily to benefit Indian cardholders travelling overseas, but growing a large base of internationally issued cards will be much more difficult.

Dominic Hirsch, Editor

2 ARTIFICIAL INTELLIGENCE

The Big Data trade-off – preventing crime and protecting privacy

4 US PAYMENTS

US debit card transactions overtake cash for the first time

5 BIOMETRIC ATMS

Are biometric ATMs a worthwhile investment?

7 DIEBOLD NIXDORF PERSPECTIVE

Connected services have arrived

8 ARGENTINE PAYMENTS

The challenges of financial inclusion in Argentina

10 ASIA CARDS

Domestic schemes in Asia seek international partnerships

11 CASH PAYMENTS

Does cash have a place in the new payments ecosystem?

13 BRANCH TRANSFORMATION

Helping banks understand their branch transformation journey

14 NON-CASH PAYMENTS

Industry adapts amidst further growth in non-cash payments

15 NEWS BULLETIN

Banking, ATM and payments news

17 COUNTRY PROFILE

ATM and cards intelligence on Portugal

21 CONFERENCE DIARY

Upcoming industry events from around the world

Editor Dominic Hirsch

Managing Editor Morten Jorgensen

Assistant Editor Tomomi Kimura

Contributors Robert Chaundy, Marianna De Silvo, Alison Ebbage, Dominic Hasler, Thomas Madden, Laura Raus, 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

GMV www.gmv.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/rbr/) [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