



PAT McLOUGHLIN
CHIEF EXECUTIVE,
IRISH PAYMENT SERVICES ORGANISATIONS LTD.

Pat joined IPSO having worked for 28 years in the Public Health Service. He spent 16 years in Senior Management positions in the South Eastern Health Board, the Eastern Health Board, The Eastern Regional Health Authority and the Health Service Executive. He was Chief Executive Officer of the Eastern Health Board and the South Eastern Health Board. He was appointed Director of the National Hospitals Office on the establishment of the HSE (Health Service Executive) and was also appointed Deputy Chief Executive Officer of the HSE. As CEO of IPSO, Pat represents Ireland on the European Payments Council.

RON VAN WEZEL
SENIOR VICE-PRESIDENT, ABN AMRO BANK AND
CHAIRMAN OF MOBEY FORUM

Ron has more than 20 years experience in the payments & cards industry. He joined ABN AMRO Bank in 1997 where he is responsible for the group's involvement in financial industry developments for its Payments & Cards business. His key focus area is SEPA and its impact on the bank's payment franchise. In 2007 Ron was appointed chairman of Mobey Forum, the leading cross-industry group for the development of mobile financial services. A regular speaker at conferences, Ron is the co-author of publications such as the World Payments Report and the EBA report Banks Preparing for SEPA. He held several management positions in Interpay, the Dutch payment processor and clearing house.



PROFESSOR ELAINE KEMPSON C.B.E.
DIRECTOR, PERSONAL FINANCE RESEARCH CENTRE,
UNIVERSITY OF BRISTOL AND DIRECTOR, HM FINANCIAL
INCLUSION TASK FORCE

Elaine is Director of the Personal Finance Research Centre and Professor of Personal Finance and Social Policy Research at the University of Bristol. She has over 20 years' experience of conducting social research and is recognised nationally and internationally as a leading expert on personal finance. Elaine is currently a member of the Social Security Advisory Committee, HM Treasury's Financial Inclusion Taskforce and the Department for Business, Enterprise and Regulatory Reform's (formerly DTI) Advisory Group on Over-Indebtedness. In 2007 Elaine was awarded a C.B.E. for services to the financial services industry.



NATIONAL PAYMENTS CONFERENCE

ROYAL HOSPITAL KILMAINHAM
FRIDAY, APRIL 18TH



KEYNOTE SPEAKER CHARLIE MCCREEVY

EUROPEAN COMMISSIONER FOR THE INTERNAL MARKET AND SERVICES

MAKING THE BEST OF SEPA

Charlie McCreevy, born in 1949, qualified as a chartered accountant. In 1977 he was first elected to Dáil Éireann (Irish Parliament) for the constituency where he was born, County Kildare, Ireland. He resigned his seat to become a Member of the European Commission. Since 1992 he has held various cabinet posts in Fianna Fail-led governments including Minister for Social Welfare, Minister for Tourism and Trade and latterly (1997) Minister for Finance.

REGISTRATION AND OPENING

8:15 Registration and Coffee

9:00 **Welcome and Introduction by Conference Chairman**
Dr. Don Thornhill, Chairman, Irish Payment Services Organisation Ltd. and Chairman, National Competitiveness Council



9:10 **Keynote Speech**
Making the Best of SEPA
Charlie McCreevy, European Commissioner for the Internal Market and Services

IMPROVING PAYMENTS EFFICIENCY

9:30 **The Irish Payments Marketplace**
Pat McLoughlin, Chief Executive, Irish Payment Services Organisation Ltd.

10:00 **Learning from the Netherlands Payments Experience**
Ron Van Wezel, Senior Vice-President, ABN AMRO Bank and Chairman of Mobey Forum

10:30 **Coffee Break**

FINANCIAL INCLUSION

11:00 **Understanding Financial Inclusion**
Professor Elaine Kempson C.B.E., Director, Personal Finance Research Centre, University of Bristol and Director, HM Financial Inclusion Task Force

11:45 **Panel Discussion**
Tackling Financial Inclusion in Ireland
Panel Chairman: Colm Butler, Department of the Taoiseach



Elaine Kempson C.B.E., Dermott Jewell (Consumers' Association of Ireland), Mary O'Dea (Financial Regulator), Caroline Corr (Combat Poverty) and Eimer O'Rourke (Irish Banking Federation).

12:30 **Lunch Break**

INNOVATION IN PAYMENTS

13:45 **Successful Innovations in Nordic e-Banking**
Juha Risikko, Senior Product Manager at Nordea Private Netbank

14:15 **Innovation at Work**
3 Short Presentations
Electronic Payments In
Margaret Lysaght, Revenue Commissioners
Electronic Payments Out
Colm McKiernan, Department of Agriculture, Fisheries and Food and Peg O'Connor, Department of Social and Family Affairs
The Business Perspective
Colm Lyon, Irish Internet Association

15:00 **Panel Discussion**
Innovating Payments in Ireland
Panel Chairman: Russell Burke (IPSO), Juha Risikko, Margaret Lysaght, Colm McKiernan, Colm Lyon and Tara Buckley (RGDATA)



THE WAY FORWARD

15:30 **Formulating a National Plan - The UK Experience**
Paul Smee, Chief Executive, U.K. Payments Council

16:00 **The Eurosystem Perspective**
Paul O'Brien, Head of Policy and Oversight Unit, Central Bank & Financial Services Authority of Ireland

16:30 **Summary and Conference Close**
Don Thornhill



JUHA RISIKKO
SENIOR PRODUCT MANAGER AT NORDEA PRIVATE
NETBANK

Juha is the Senior Product Manager at Nordea Private Netbank, where he is responsible for the development of mobile banking services. He is also a member of the board of Mobey Forum, the financial industry led organisation encouraging the use of mobile financial services through education, analyses and cross-industry collaboration. For almost three years he acted as the Workgroup Executive of Mobey Forum where he had operational responsibility for the organisation and where he was elected Chairman in 2006. Juha has a background in the telecommunications industry where he worked with Sonera Corporation.

PAUL SMEE
CHIEF EXECUTIVE, UK PAYMENTS COUNCIL

In January 2005 Paul joined APACS as Chief Executive and in 2007 was appointed Chief Executive of the Payments Council. Paul started his working life as a civil servant in the Department of Trade and Industry where he worked from 1978 to 1988. In 1988 Paul moved to the London Stock Exchange where he was Head of Government Relations and Speechwriter to the Chairman and Chief Executive. In 1994 he went to the Association of British Insurers as Head of Life Insurance and then moved to the Independent Television Commission where he was, for three years, Director of Regions and Public Affairs. He became the Director General at the Association of Independent Financial Advisers in 1999.



PAUL O'BRIEN
HEAD OF POLICY AND OVERSIGHT UNIT, CENTRAL BANK &
FINANCIAL SERVICES AUTHORITY OF IRELAND

Paul is head of the Policy and Oversight Unit which carries out the general objectives of the CBFSAI's regulatory regime in this field, which are to ensure that payments and securities settlement systems in the State are safe, effective and efficient, and that access to such systems is not restricted. In addition, the systems themselves should not cause, or add to, instability in the operation of the financial markets. Paul has worked in the area of payment systems since 1990. Currently he is a member of the ECB Payments and Settlement Systems Committee and the Contact Group on Euro Payments Strategy. He represents the CBFSAI in an oversight capacity on the Board of the Irish Payment Services Organisation. He is also a member of the Advisory Group of the National Payments Implementation Programme.



NATIONAL PAYMENTS CONFERENCE 2008

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WELCOME AND INTRODUCTION

The Department of the Taoiseach and the Irish Payment Services Organisation Ltd. (IPSO) extend you a warm welcome to the 2nd National Payments Conference. Since the inaugural conference in 2006, the SEPA (Single Euro Payments Area) vision has been significantly advanced with the launch of the SEPA Credit Transfer earlier this year. The Payment Services Directive (PSD), which will provide the legislative framework for SEPA, was approved by the EU Commission last year. The PSD is currently undergoing a consultative process in Ireland and is due to enter into force in all EU member states by November 2009.

The primary purpose of SEPA is to make Europe a true single market by standardising its electronic payments systems, leading not just to more efficient systems, but to more cost-effective ones, thus improving the competitiveness of European businesses. However, Ireland continues to lag behind most of its fellow EU Member States when it comes to modernising its payments systems. With its very high levels of cash and cheque usage and relatively low take-up of electronic payments, Ireland risks not being in a position to enjoy the full benefits of SEPA and a modern, efficient payments infrastructure. It is also imperative that steps are taken to ensure that all members of Irish society are afforded access to payments products and services.

The cost of Ireland's reliance on cash and cheques has been estimated in a number of recent studies each of which indicates that the figure is to the order of one billion euro per annum. A reduction of this cost, through a shift to electronic payment methods, would result in an improvement in the country's competitiveness.

The 2nd National Payments Conference will

- RAISE AWARENESS OF HOW IRELAND COMPARES WITH OTHER, MORE EFFICIENT, COUNTRIES
- EXPLORE THE BARRIERS TO FINANCIAL INCLUSION
- LOOK AT SOME OF THE INNOVATIVE SOLUTIONS THAT ARE NOW AVAILABLE
- IDENTIFY GAPS IN IRISH PAYMENTS SERVICES
- ADDRESS THE FUTURE OF PAYMENTS IN IRELAND

The conference will afford all stakeholders in the Irish payments landscape the opportunity to hear from national and international experts speaking on a wide range of payment-related topics, to actively participate through expert panel Q&A sessions and to network with representatives from an extensive range of organisations that share a common interest in payments.

THE IRISH PAYMENTS ENVIRONMENT

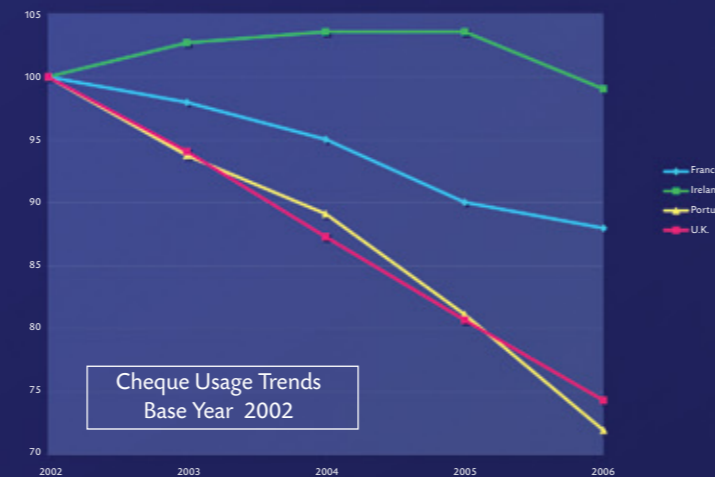
STATISTICS FOR IRELAND

ACCOUNTS AND CARDS	
PAYMENTS ACCOUNTS	€5.9 MILLION
DEBIT CARDS	€1.6 MILLION
CREDIT CARDS	€2.2 MILLION
ATM CARDS	€4.5 MILLION

ANNUAL PAYMENT TRANSACTIONS IN IRELAND

	VOLUME	VALUE
CHEQUES	€124 MILLION	€872 BILLION
PAPER CREDITS	€45 MILLION	€885 BILLION
AUTOMATED PAYMENTS (EFT)	€234 MILLION	€214 BILLION
CREDIT CARDS	€105 MILLION	€12.6 BILLION
DEBIT CARDS	€99 MILLION	€ 6.7 BILLION
ATM WITHDRAWALS	€194 MILLION	€26.5 BILLION

HOW IRELAND COMPARES TO OTHER EU MEMBER STATES



CHEQUES

Ireland is one of the EU's last few significant users of cheques. In volume terms, measured on a per capita basis, Ireland's cheque usage is about double that of the EU average. Ireland's reliance on cheques is even greater when measured in value terms. Cheques account for more than 75% of all (non-cash) payments. This compares to an EU average of less than 4%.

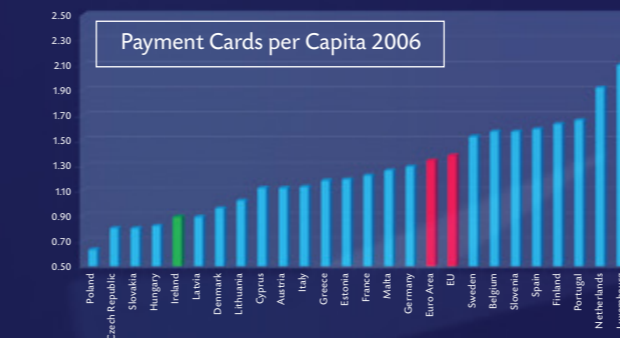
Over a five-year period to 2006, cheque levels in Ireland have remained broadly static, whereas there has been a considerable reduction in the other three large cheque issuing countries (France, Portugal and the U.K.).

ELECTRONIC PAYMENTS

Given Ireland's high dependency on cheques, its use of electronic payments is correspondingly low when compared to EU norms. At 39 transactions per capita per annum, Ireland is somewhat short of the EU average of 47. In value terms, and almost the reverse of the cheque position, electronic payments account for less than 15% of all (non-cash) payments. The EU average is in excess of 90%.

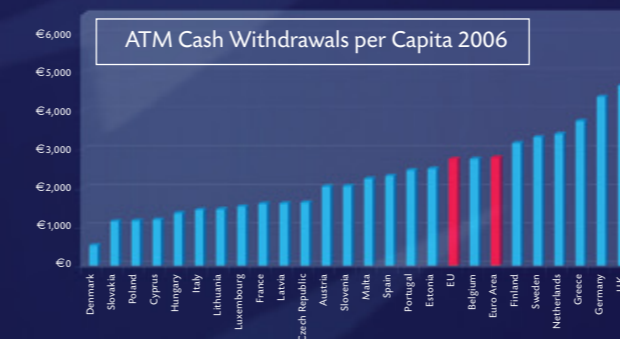
CARDS

Despite unprecedented growth in the number of debit cards issued over the last number of years (2.5 million cards in issue by end 2007), Ireland continues to have one of the lowest rates of payment card penetration in the EU, with only 0.89 cards per capita against an EU average of 1.38 and a U.K. figure of 2.36.



CASH

Since the introduction of the euro, national cash figures are no longer a practical way to measure the use of cash in a country. However, ATM withdrawal statistics can be used as a reasonable indicator of consumer cash usage. In this category, Ireland is the clear EU leader. At an annual average of €5,923 withdrawn for every person in the country, Ireland's figure is more than twice the EU average of €2,746.



All figures for 2006. Source: IPSO Ltd. and ECB Payment Statistics November 2007



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AND THE IRISH PAYMENT SERVICES ORGANISATION LTD.



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