



# National Payments Conference 2008



# Things to talk about

- Cost of selling online – high based on limited options;
- Fraud – significant issue – not understood and not addressed at industry fora;
- Laser Cards – the fastest growing, but many issues in online market;
- Real time bank transfers – the €3B (and growing) lost opportunity;
- The need for collaboration.

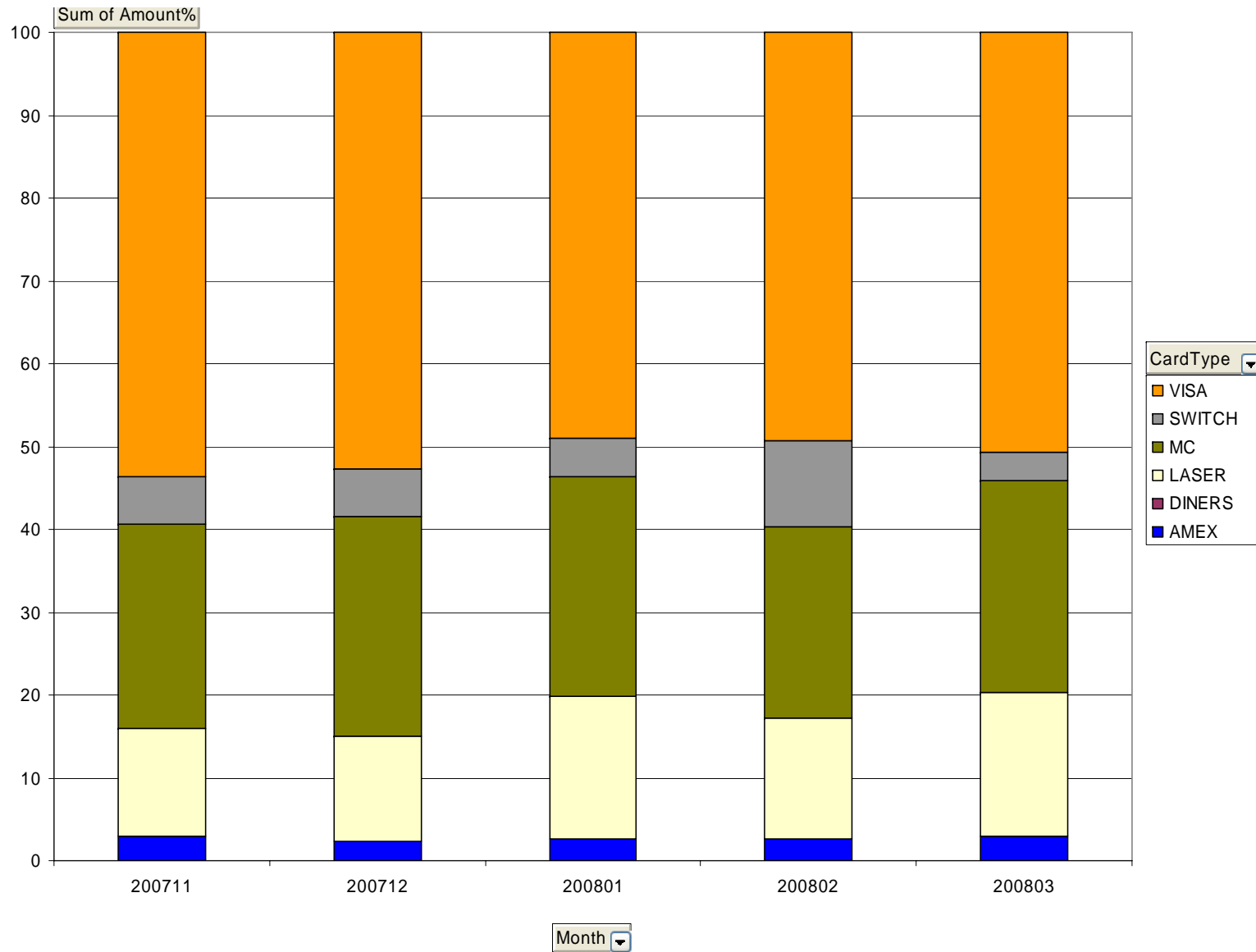


# Opportunity?



€75,000 of online business  
processed in two minutes.

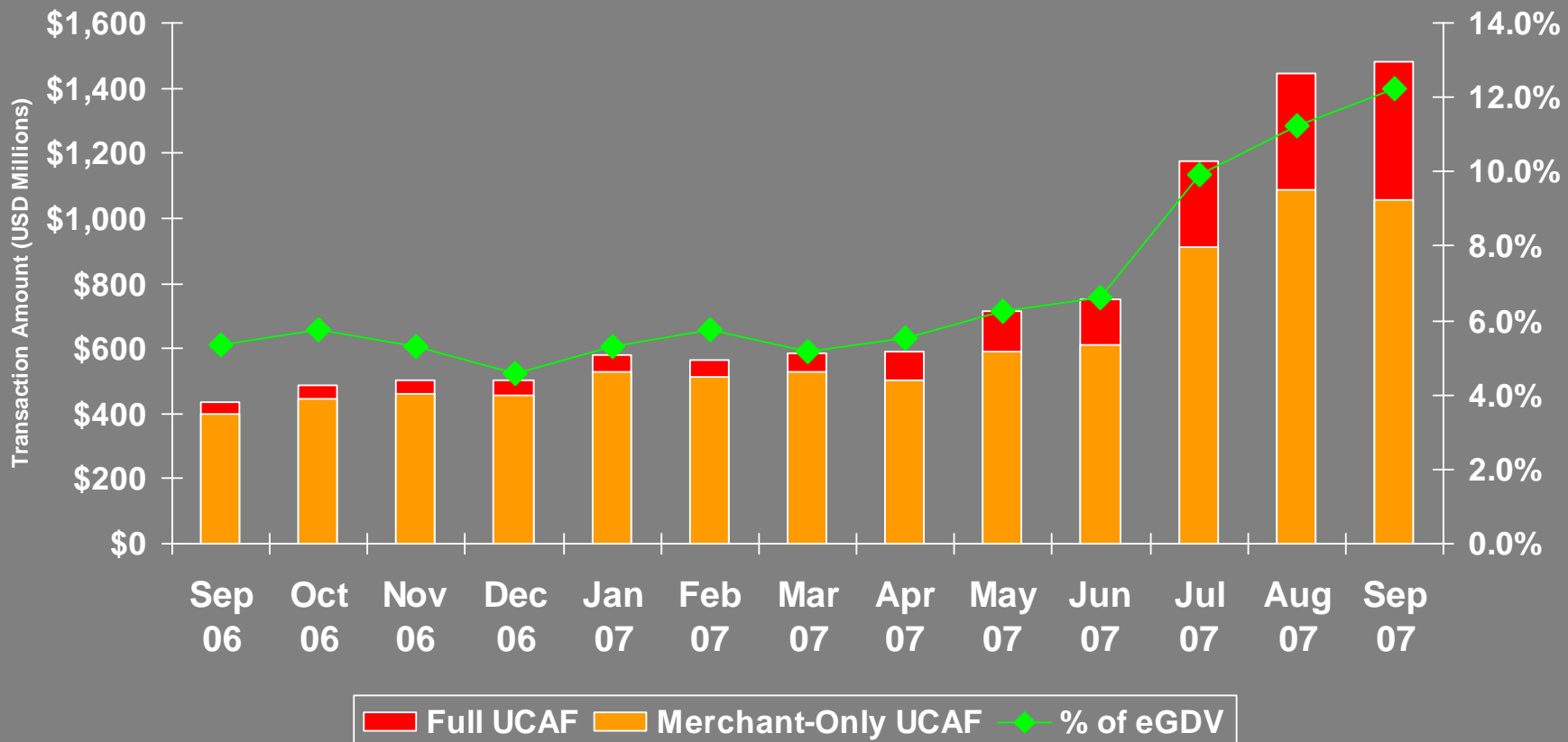
# Online Transactions - Percentage by Card Type

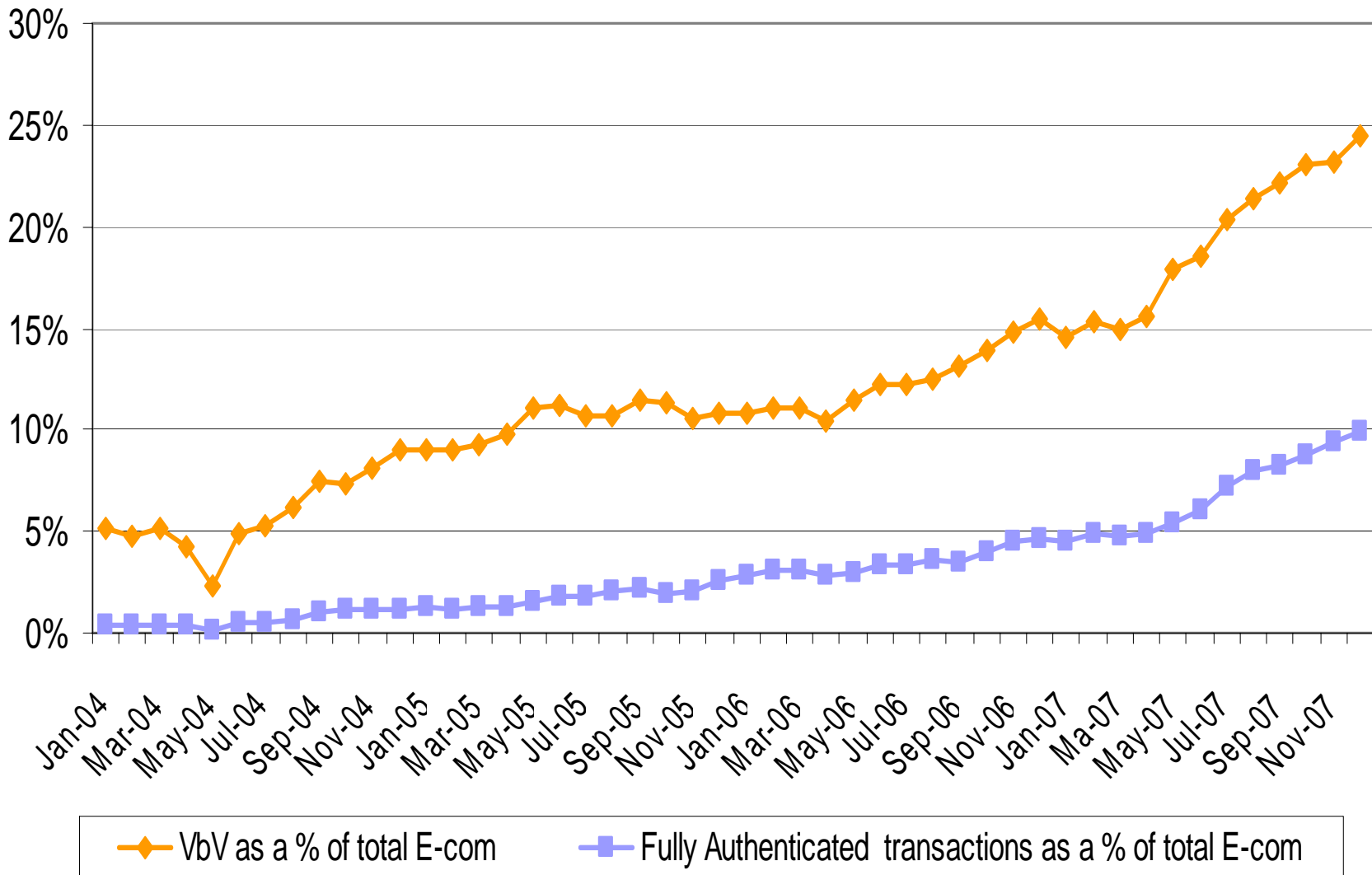


# Cost and Fraud

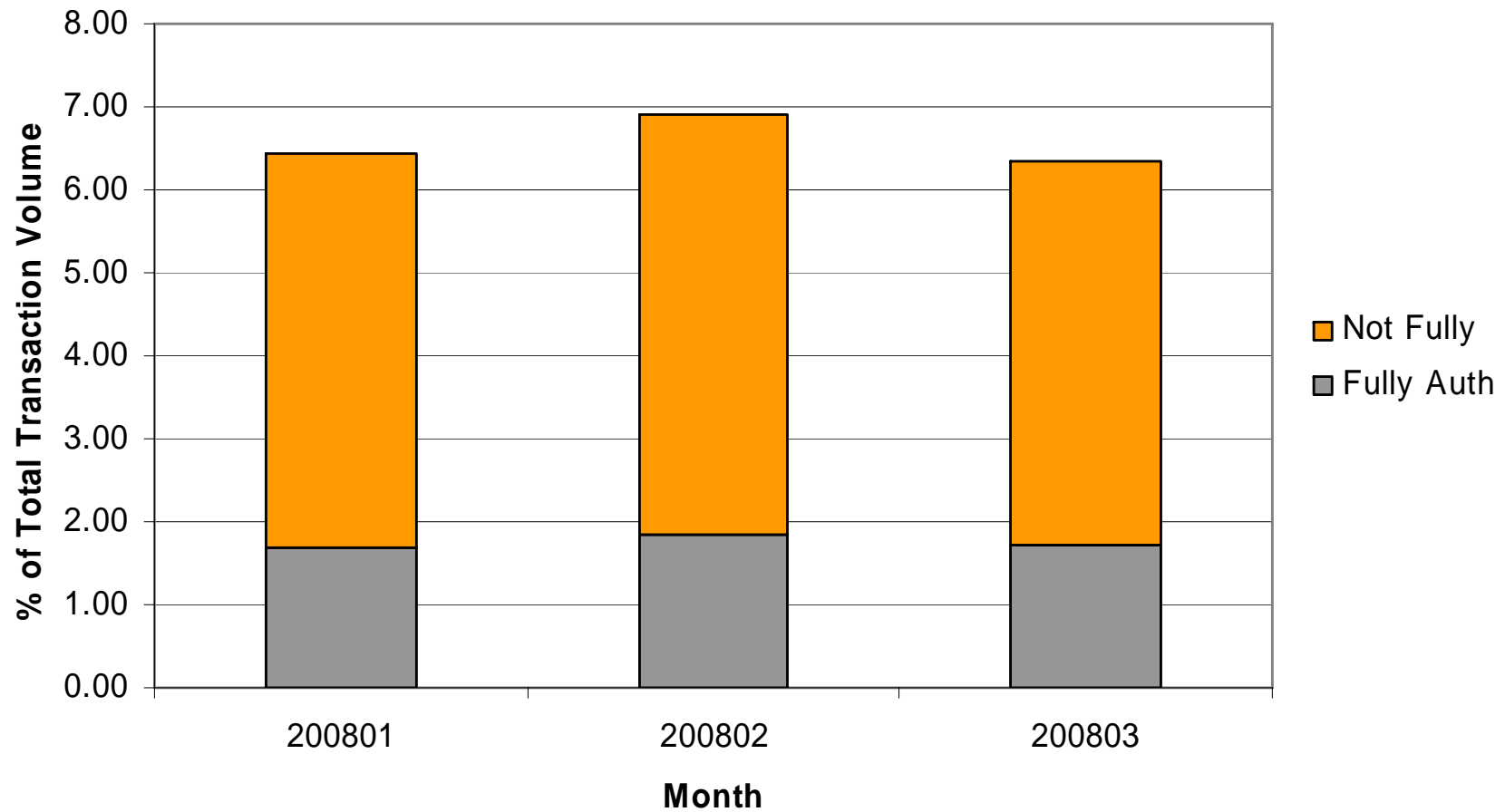
- Big Issue – low number of options
- Lack of awareness
- Response to Fraud Issues
- Rollout of 3D Secure - Verified by Visa/Mastercard SscoreCode;
- Stake holders not aligned in local market;
- Merchant pays the price.







### 3D Secure Usage



Estimated – only (based on €1B processed in Q1 2008)

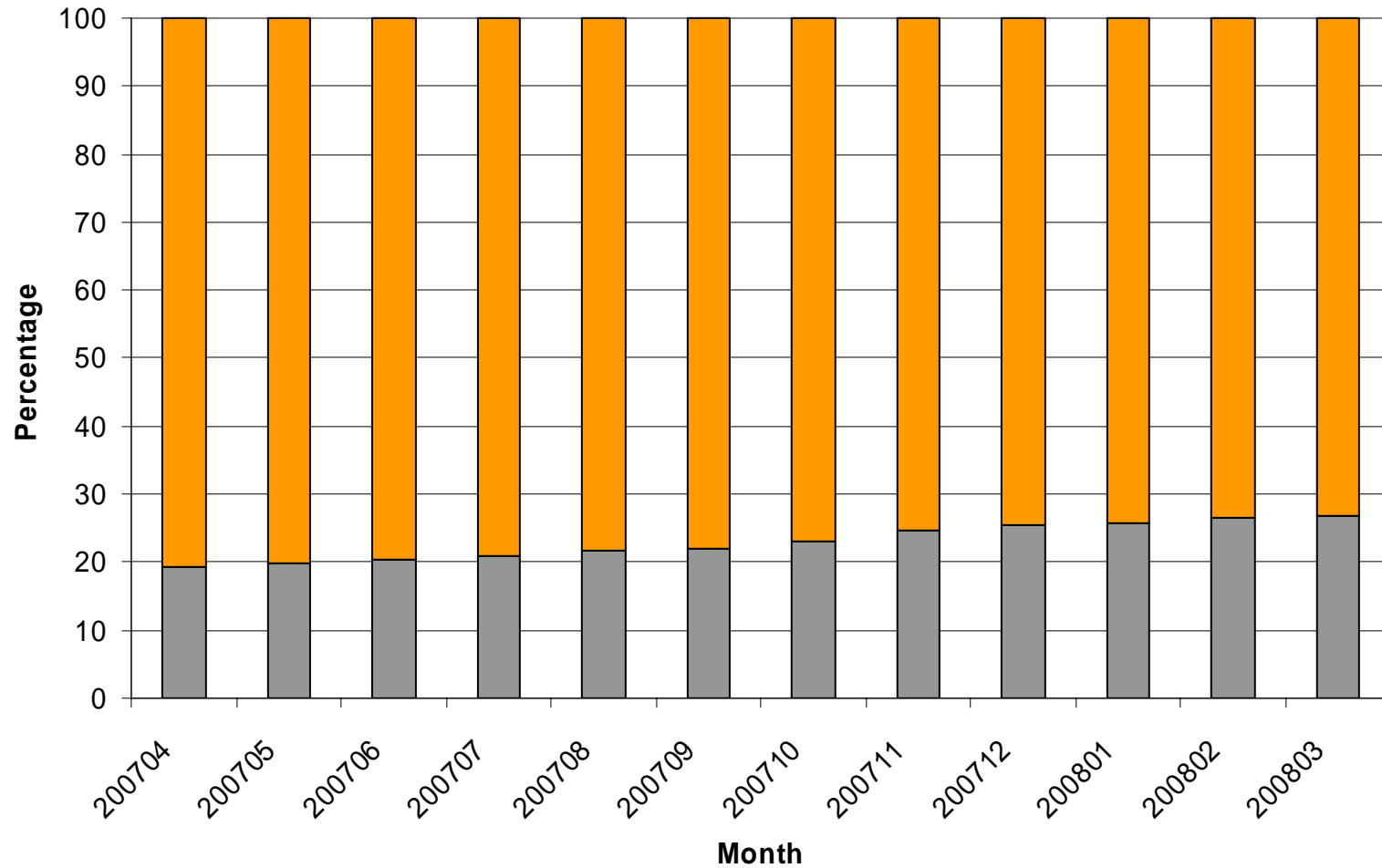


# Laser Card

- The fastest and only growing online payment method in Ireland; - Statistics;
- Small number with Security Code (CVV);
- No e-commerce flag;
- No authentication solution;
- Merchant's refusing to accept Laser;
- Prone to attacks;
- Offline verification – costs;
- Behind other parts of Europe;
- SEPA impact on future.



## % of Laser / Non-Laser for EUR Transactions



# Online Bank Transfer

- Nothing new – around for many years
- Real time transfer from my bank account
- Cheap, fast, secure
- Not a displacement but a catalyst
- Ireland is behind Europe



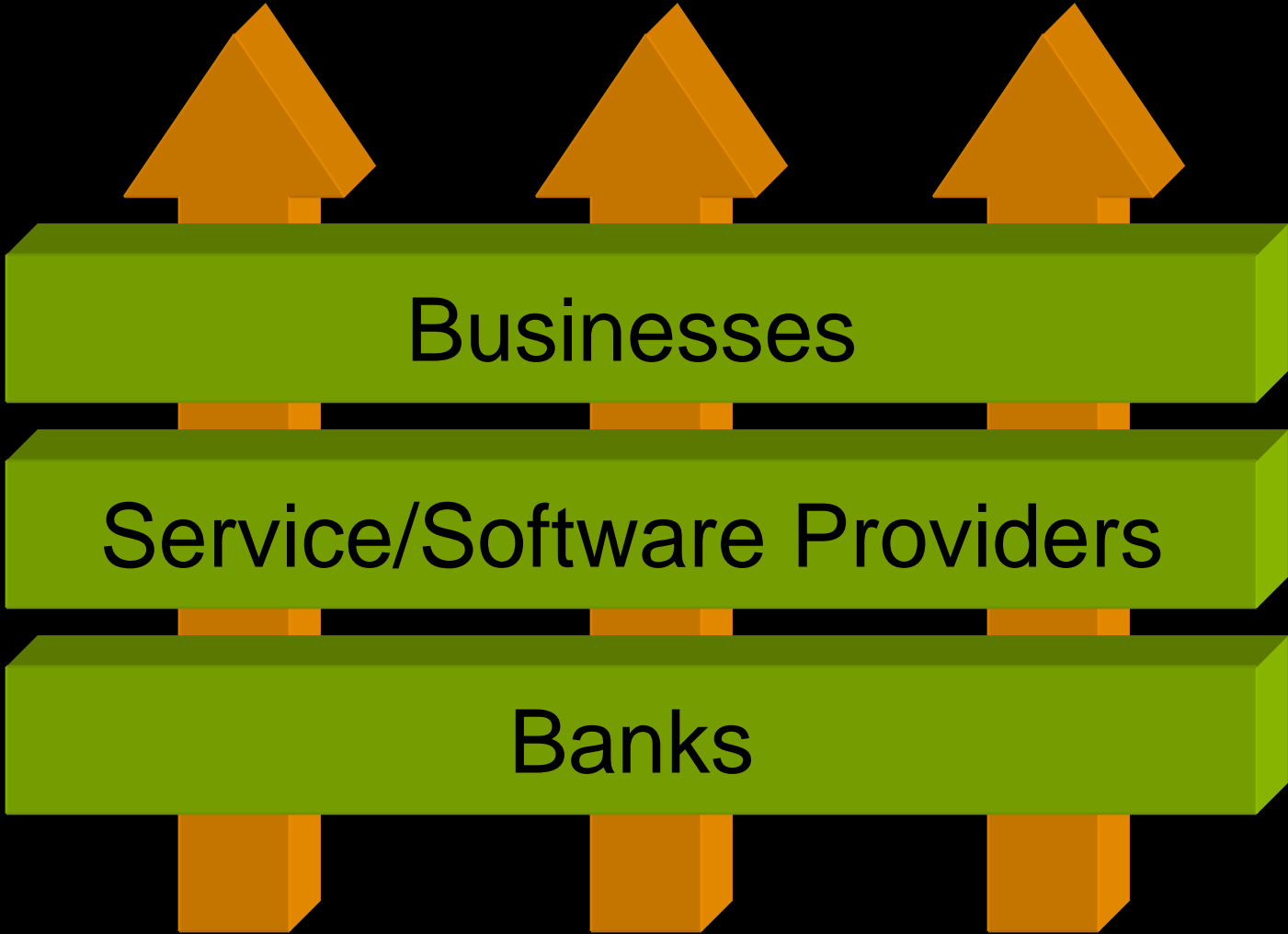
- Germany (Giropay, Sofortüberweisung)
- Austria (eps, Sofortüberweisung)
- Switzerland (Sofortüberweisung)
- Netherlands (Ideal)
- Spain (ePagado)
- Poland (Przelewy24)
- UK (Faster Payments) – Not the same.




# Online Bank Transfer

- How consistent with SEPA?
- Ireland - 2008 €10B online - €3B lost
- Direct Debit – SEPA, e-mandate







# Collaboration

Businesses

Service/Software Providers

Banks



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