Consolidation & integration

A pan-European payment processor’s perspective
SEPA: the challenges & consequences

- Harmonisation and standardisation
- Increased international competition
- Pressure on price
- Scale increase is a necessity
- As a result: ongoing consolidation
The need to stay ahead

- Equens is the first pan-European payment processor
- Large-scale operations:
  - 7 billion payments per year
  - 1.9 billion ATM and POS trx switched per year
- Ready for SEPA as of 01-01-2008
Making the most of a promising future

- Explicit growth strategy
  - Acquiring new clients
  - Acquiring outsourcing volumes
  - Entering into strategic partnerships
- Focus on core activities
- Outsourcing
- Enhancing efficiency
- Attuning service portfolio to market needs
Equens’ portfolio attuned to market needs

- Entire payments value chain
- Both payments and cards
- Modular portfolio:
  full service, flexible solutions
- Integrated services
- SEPA core + additional optional services
Modular SEPA services – customised packages

Modular service offering for all kinds of client requirements

1. SEPA-core layer
2. SEPA-core layer +
3. Additional optional services
4. Community additional optional services
5. Bank specific layer
Equipped for SEPA and beyond

- Scale → processing is highly scale-sensitive business
- Continued trust from current and potential clients
- Ability to fulfil the different clearing and settlement requirements of the banks and/or different countries
- Interoperability and reachability
Equens’ reachability solutions

- STEP2
- Multilateral and bilateral clearing
- Equens-community-Clearing
- EACHA approach for market-wide common, EPC-based, technical interoperability
- SWIFT MI-CUG
- Participation Berlin Group
Conclusion: prerequisites for a solid future

- Large-scale operations
- Continued focus on efficiency and costs
- Highly competitive rates

Maximum value at minimum cost
Thank you for your attention