

European payments initiative

EPI Interim Company: Finnish national payments council

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Martina WEIMERT, CEO

EPI Interim Company

EPI's mission

“Our mission is to create a **leading-edge, consistent and unified payment solution** tailored for Europe, providing value to European consumers, merchants, banks and payment service providers.”

Current footprint

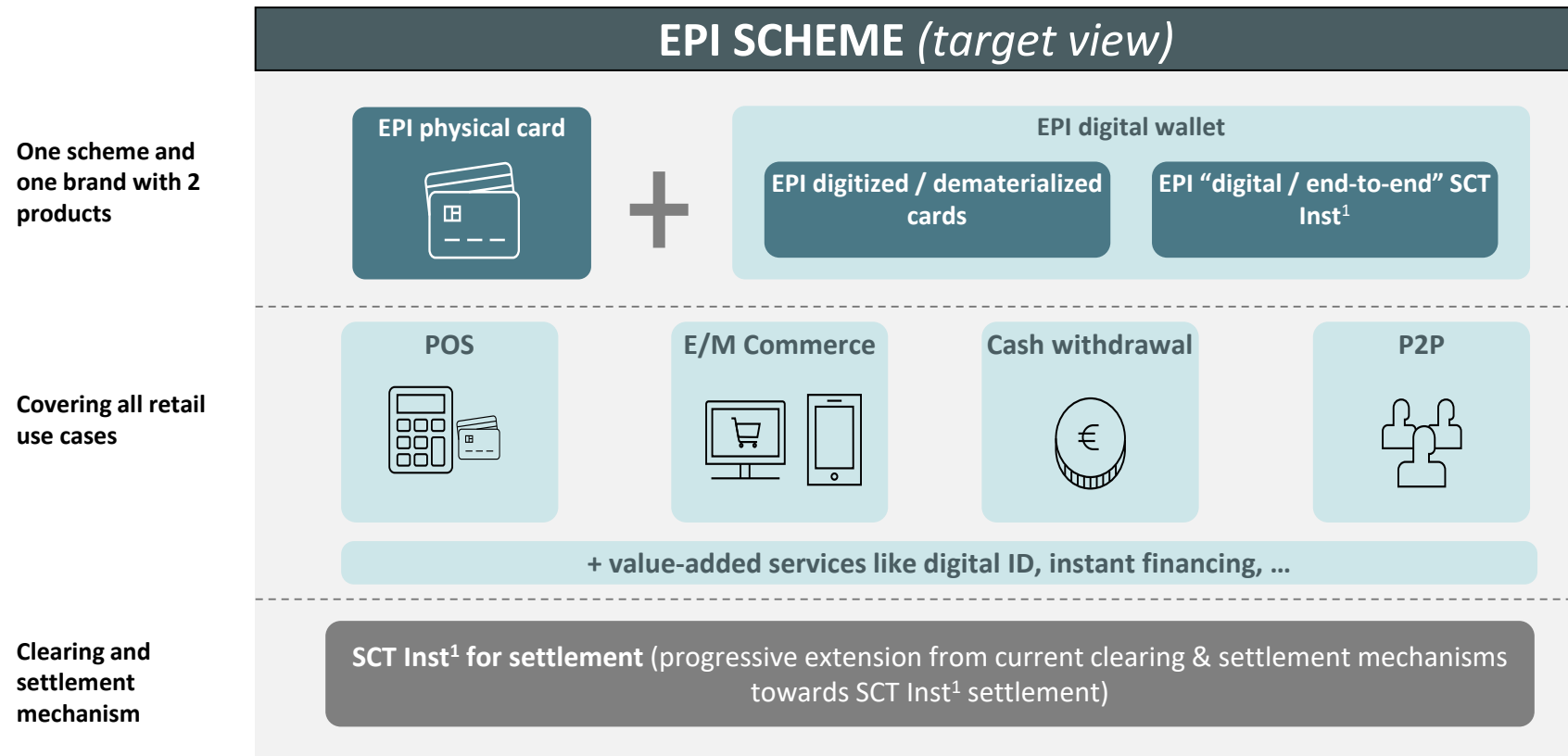
22 shareholders in EPI Interim Company (31 credit institutions of which 12 smaller Spanish banks a grouped in a SPV and 2 non-bank acquirers), spanning across 7 European markets and representing 65% of all European transactions



● Issuing & acceptance
● Acceptance

- In addition, Italy and Austria will accept EPI transactions – but no issuing foreseen so far
 - Additional expansion foreseen
- Current discussions on-going to understand who will finally join

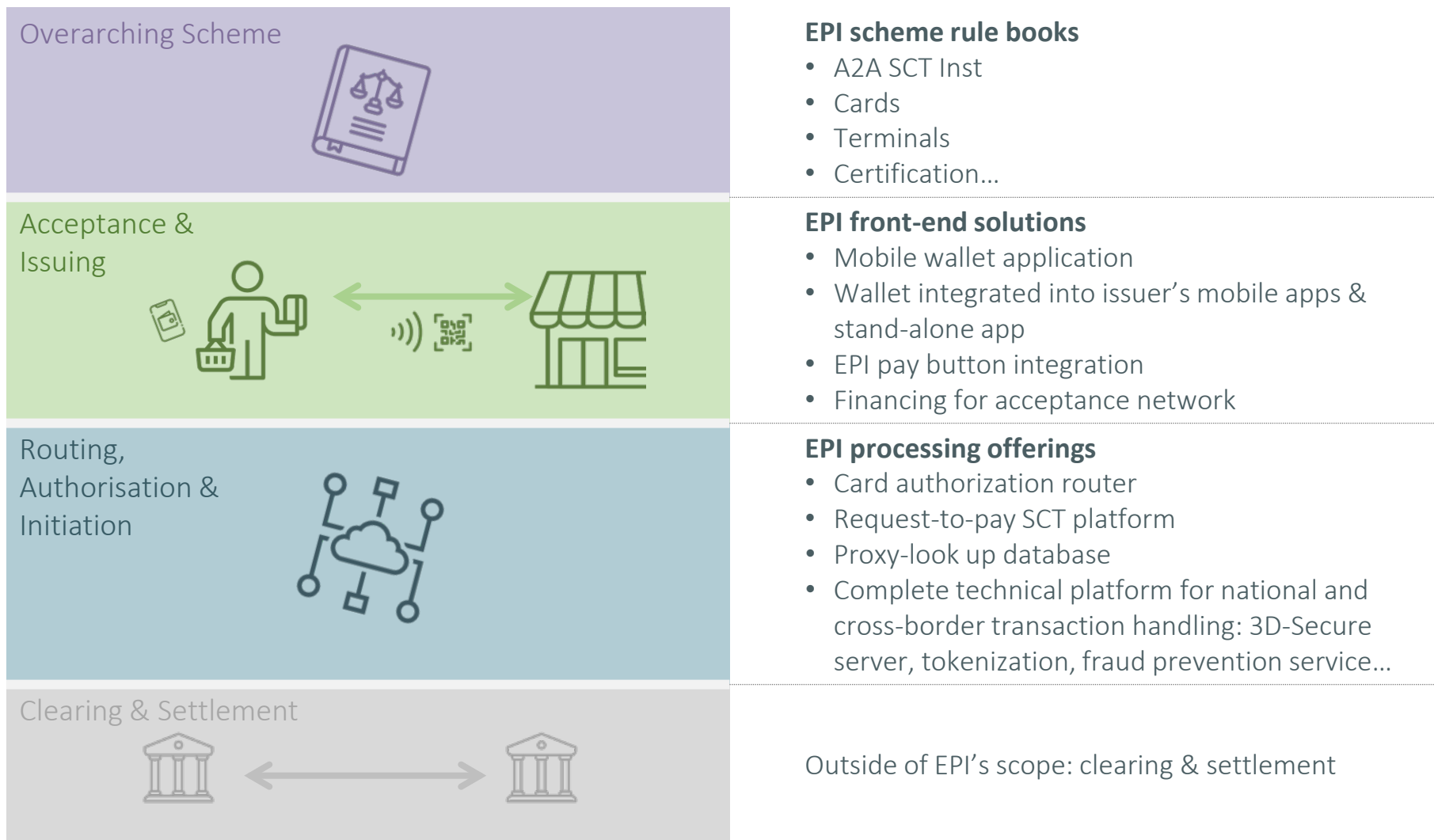
What is the EPI product?



Major principles

- The wallet will be offered either through a stand-alone EPI app, common to all banks and through integration into their respective mobile banking apps (or all of them) – EPI is a channel for the bank, not taking the client relationship
- Joining markets will implement cards and Instant Payments, both on the issuing and acquiring side, and give the choice to consumers and merchants
- International acceptance to be developed after successful launch in Europe (2025 onwards)

What does EPI provide?



EPI value proposition and value for involved parties



Consumers



Merchants



Issuers



Acquirers

- All-in-one wallet: all use cases, all payment means in one solution with one functioning
- Full financial control across multiple accounts and cards from different banks
- Value-added services like integrated, very smooth BNPL, currency conversion,
- Customer research shows strong interest for bank-led wallet solution
- European reach in P2P
- In other markets: account-based instant payments

- True multi-channel solution
- One integration to cover a large part of Europe (getting rid of fragmentation)
- Alternative to ICS
- Instant Financing/BNPL to drive additional sales
- Choice between card, SCT Inst or both
- Strong value proposition for e-commerce avoiding 80% of SCA
- Alternative to PayPal
- In other European markets: A2A SCT Inst as new payment option for higher tickets, reduced friction and instant settlement option

- Strengthen the bank account as anchor to the customer relationship with attractive wallet product
- Mutualize payment innovation investments
- Reply to fintech competition
- Decrease dependence on International Card Schemes & X-Pays

- Avoid fee pressure and fee increases from International card schemes
- New merchant offering with instant settlement option including for cards
- New P2Pro offering for terminal-less acceptance
- Modern API-based payment platform for easy integration

EPI European
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