



CSFI

Is there a European payments market or not? A round-table discussion with Sandra Alzetta (Visa), Connie Dorrestijn (Clear2Pay) and Francesco Burelli (Deloitte). To be held on Thursday, February 11, 2010, from 12:30-2:15pm

Visa/CSFI Fellowship Programme

We began the fellowship programme by taking a look at the overall state of the European payments marketplace, and that provided a great starting point. But now it's time to ask whether that is the right picture of the marketplace of the future. Despite SEPA and so forth, national payment markets vary greatly in size and shape. In Sweden, people withdraw cash from ATMs to spend in shops, but in Denmark they use debit cards. In Germany, they still buy from the web using cash on delivery; in the UK this is unheard of. In Italy, prepaid cards are a mass market; in Turkey they like instalment cards. In France, they still use cheques, but in Finland they are non-existent. In the UK, FPS is up and running, but in Greece there's no such thing. In The Netherlands, the bank IDEAL scheme is popular for online payments; there's nothing like it elsewhere. With new products, services and technologies coming along, what reasons are there to expect convergence or divergence?

With a pan-European company such as IKEA having to use 18 different acquirers and seven different types of terminals (each with different software), I don't think we're being unreasonable in asking is there going to be a European payment market, a group of sub regional markets or a collection of national markets?

I am delighted that three experts have agreed to share some pan-European perspectives:

- Sandra Alzetta is Senior Vice President for Innovation, New Product & Channel Development at Visa Europe (and the corporate sponsor of this programme);
- Conny Dorrestijn of Clear2Pay, has spent many years at the intersection of global financial services and new technology, recently focusing on the harmonisation of payment schemes; and
- Francesco Burelli, Director in the payments team of Deloitte LLP, advises on payments businesses all over Europe.

Attendance is free, but space is limited. So if you or a colleague would like to attend, please let us know by e-mailing sophie@csfi.org.uk or by phoning the CSFI on +44 (20) 7493 0173 as soon as possible. As usual, wine and sandwiches will be provided.

Sincerely yours,

David Birch
Research Fellow CSFI, Co-Founder Consult Hyperion, Chair Digital Money Forum.



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