

# **Regulatory Impacts as seen by Non-bank Acquirers**

Efma Retail Payments Week  
Merchant Acquiring

Paris, 26th September 2014

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## About the EPSM

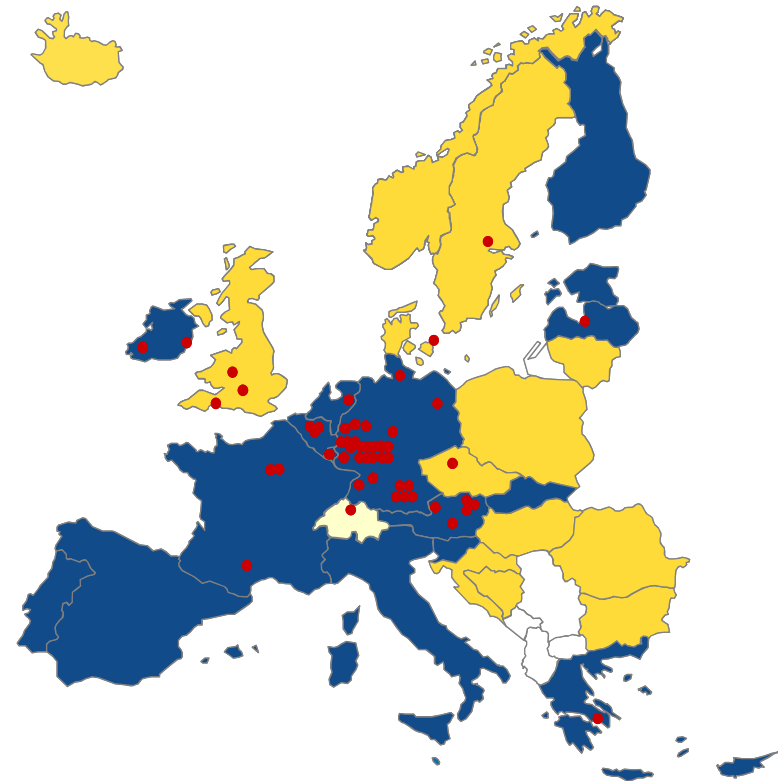
[www.epsm.eu](http://www.epsm.eu)

- A cost-efficient, mainly internet-based  
**„European Association of Payment Service Providers for Merchants“**
- Founded in April 2005, with a focus on „card-based“ payments (POS, eCommerce and mail-order)
- Main Activities:
  - 3 Meetings per year with external speakers
  - Common statements to European organisations
  - Information exchange by e-mail
  - EPSM Market Research Newsletter
  - EPSM Intranet



## EPSM in the European Payments Market

- 67 Members
- with their Headquarters in 13 European countries



## **EPSM – membership structure**

- **39 voting members:**  
**>50% of revenues directly with merchants**  
  
(e.g. acquirers, internet PSPs, payment gateways, or „debit card network operators“)
- **28 non-voting members:**  
**other companies and organisations**  
  
(e.g. processors, terminal manufacturers, service providers, security auditors, and 7 payment schemes)

## EU Payment Service Directive (starting 2009)

### Payment Service Providers are:

- „Full banks“ (deposit taking credit institutions)
  - E-Money institutions
  - Payment institutions
  - some other public institutions
- „non-bank acquirers“

## **Some „non-bank acquirers“ in the EPSM membership**

***B+S (D), CardProcess (D), ConCardis (D), EVO Payments***

***International (D, USA) , Hobex (A), Ingenico PS (D, F),***

***InterCard (D), Lufthansa AirPlus (D), Paysquare (NL),***

***Postbank P.O.S. Transact (D) , SIX Payment Services (Lux/CH) ,***

***Worldline (B), Worldpay (U.K.)***

*(Additional „acquirers with formal bank status“ are:*

***Card Complete (A), Elavon (IRL), PayLife (A) )***

## EPSM Meetings in 2013

### Some regulatory topics covered:

1. EU MIF Regulation (Draft)
2. EU PSD 2 Directive (Draft)
3. EU Network Information Security Directive (Draft)
4. EU Data Protection Regulation (Draft)
5. EU Regulation on Migration of CT and DD
6. ECB on Wallet Solutions
7. ECB on SecuRePay – Internet Payments
8. ECB on SEPA Governance

## EPSM statements in 2013

- EPSM Public Comments:
  - **Data Protection** Consultation, sent to LIBE Committee
  - Amendments to the **SEPA Cards Volume**
  - EPSM Position Paper on **PSD2 and MIF Directive**
- Letter to the European Commission regarding **SEPA Governance**
- Feedback to EPC Card Stakeholder Group regarding **Security of Internet Payments**

All statements can be found at the EPSM website [www.epsm.eu](http://www.epsm.eu) .



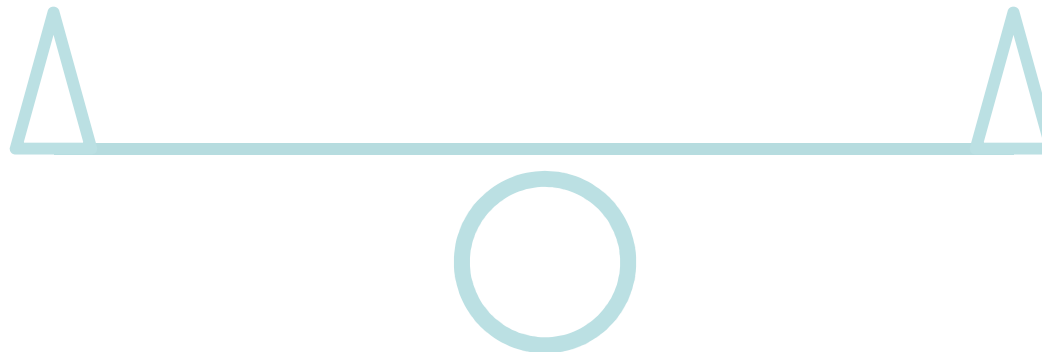
## Impact of future regulation:

### A) Security requirements vs. „ease of use“ ?

# „Authentication in eCom“

***Multifactor:  
„Internet SecurePay“?***

***Card only:  
„situation today“***



## Impact of future regulation:

### B) Commodity vs. Innovation ?



**Commodity:**  
„Utility service from the grid“

**Innovations:**  
„SmartPhonepay with NFC “ ?



## Impact of future regulation:

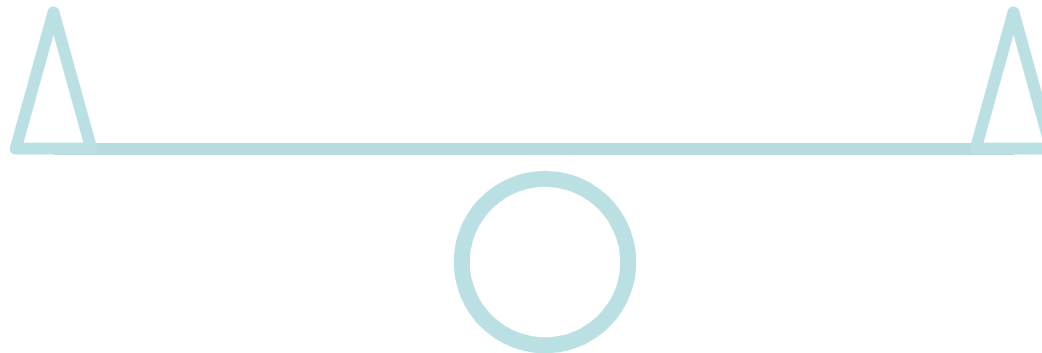
### C) Domestic & EU regulations vs. global standards



**Domestic & EU  
Regulations**



**Global Standards:  
„EMV, PCI, HCE“**



**Thank you**

**– merci beaucoup !**

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