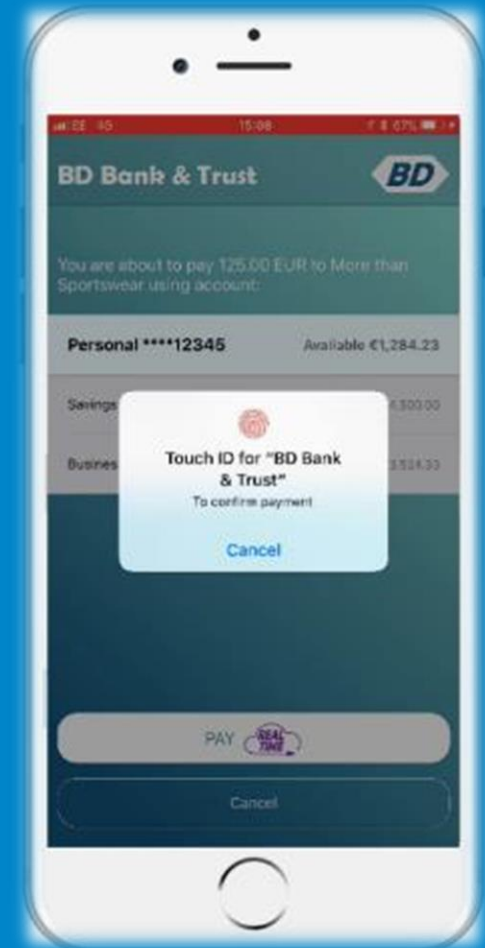
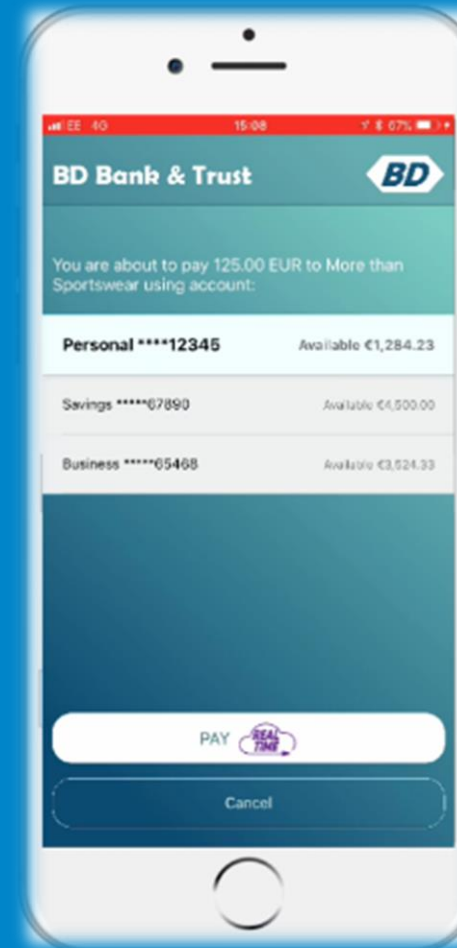


'Request to Pay' – A User Friendly Way to Make an Instant Payment

Christopher von Kuczkowski
Dir. Sales Europe-Financial Institutions
ACI Worldwide



Evolution to the Real-Time and Digital Ecosystem

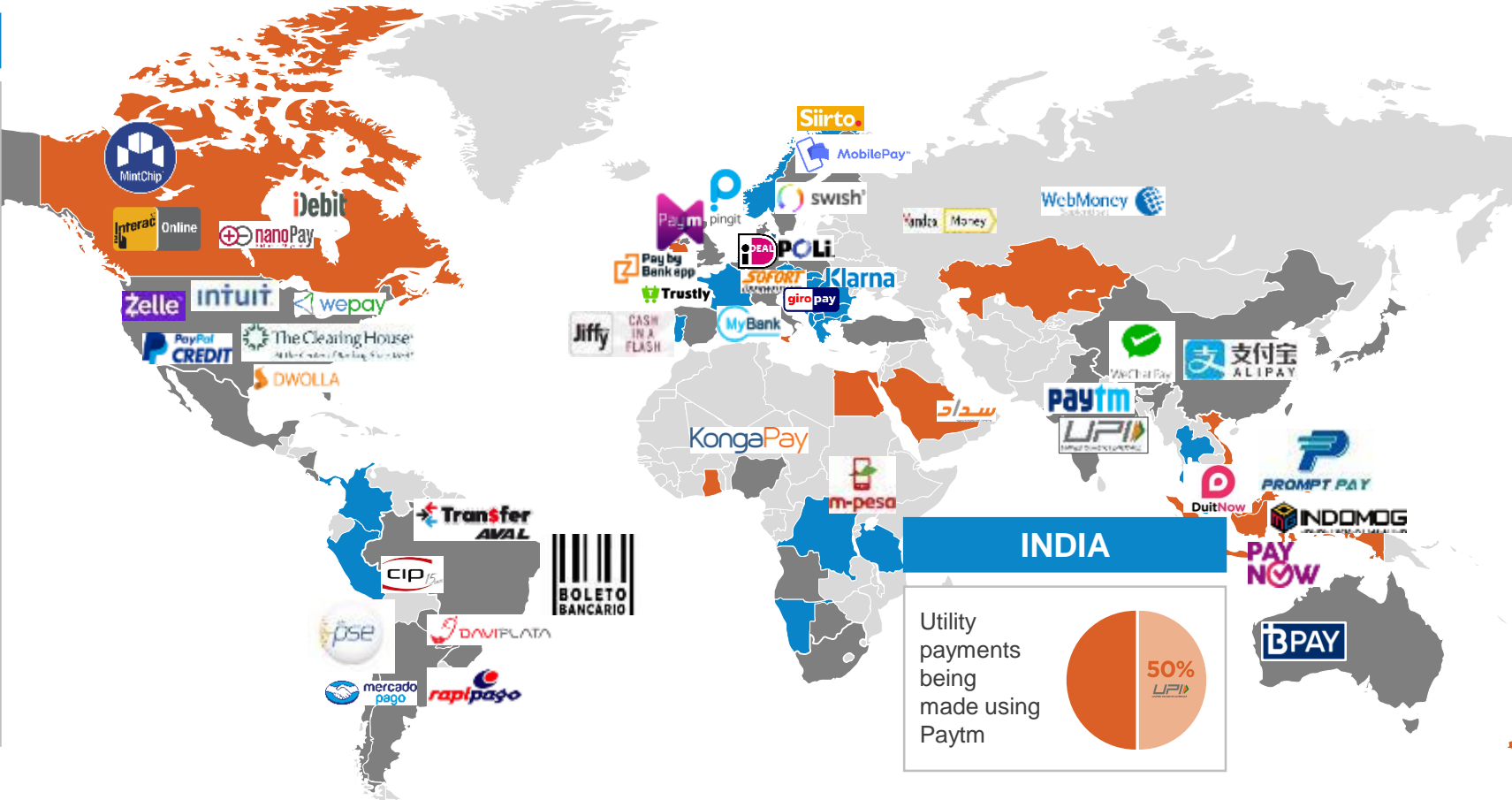
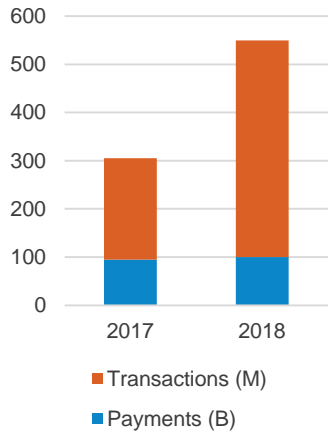
Retail payments is transforming. Digital and Real-Time are setting standards we will use for the next 40 years



U.S.

Half of U.S. account holders are reachable via TCH RTP and aiming for ubiquity by 2020.

Zelle Payments & Transactions

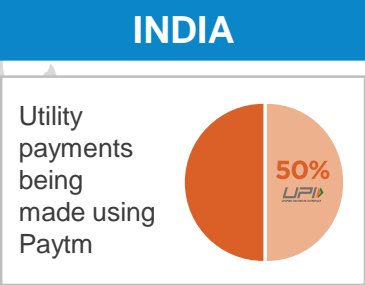
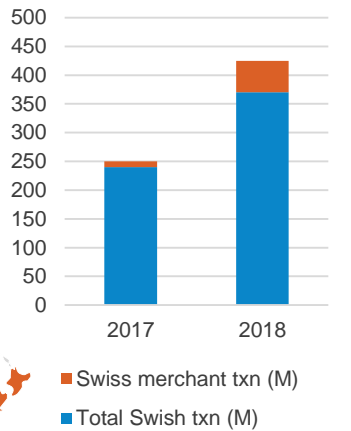


U.K.

The total benefit to the U.K. economy from RfP is expected to be £1.3B p.a.

SWEDEN

Swish Transaction Growth



What's in it for Retailers: Europe

What will have most impact on the EU retail industry in the next 2-3 years?



79%

Seamless cross-channel interaction



59%

Immediate payments



59%

In-app payments, In-store



28%

Internet of Things and connected commerce

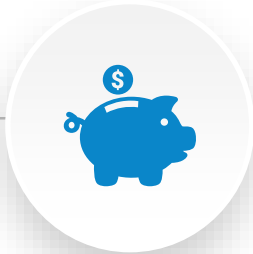
What's In It for Retailers: Europe

Why do 65% of merchants and billers want to accept real-time payments?



82%

Understand the benefit of instant payments



82%

Recognize that instant payments will save their business money



78%

Believe instant payments will deliver CX benefits



74%

Believe instant payments will replace payment cards over time

Example Customer Journey

M-Commerce

1. Checkout

Buyer chooses
„Pay by Bank“



2. RTP initiation

Secure payment request
sent to buyer's Bank

- Merchant information
- Basket & ID

Example Customer Journey

M-Commerce

3. Launch of Banking-APP

- Bank App sends the ID to the Bank Server
- Pull of Request for Payment

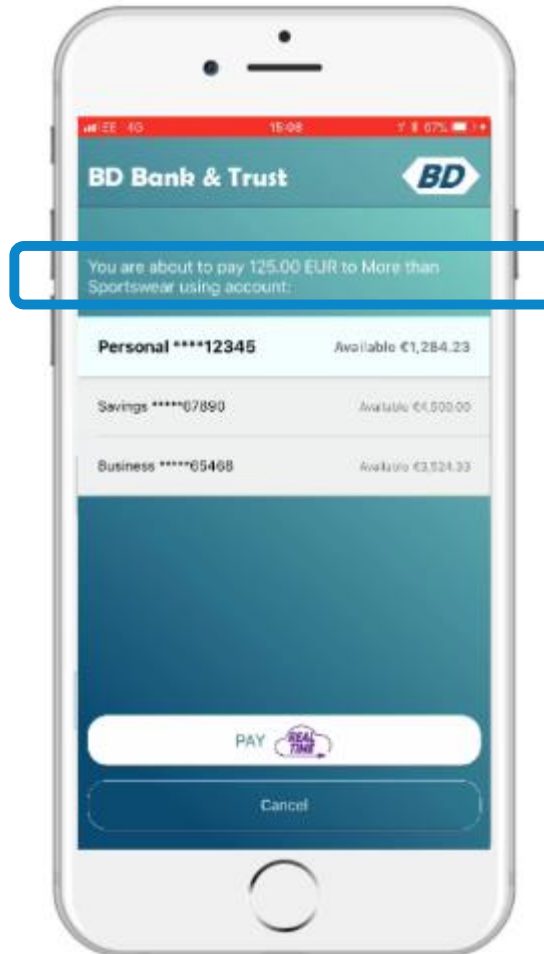


Example Customer Journey

M-Commerce

4. Payment Source

Banking App informs about Merchants Request



Example Customer Journey

M-Commerce

4. Authentication & Approval
Buyer is requested to
release instant payment

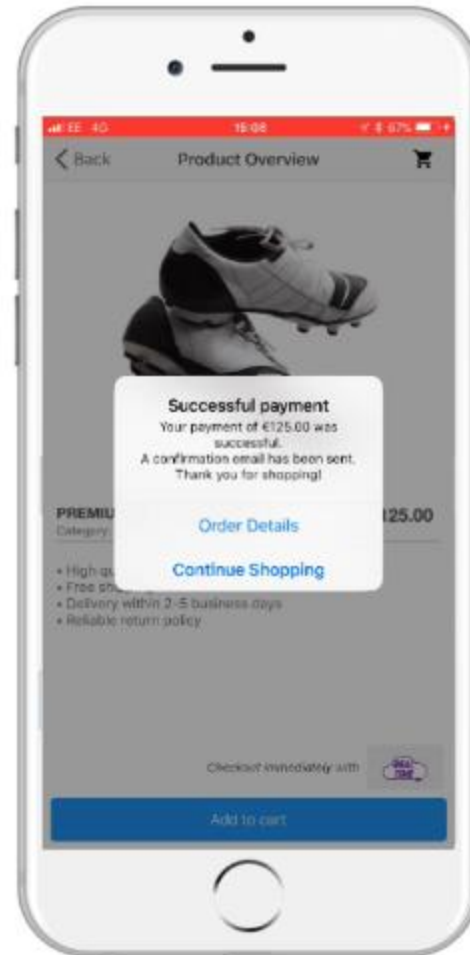


Example Customer Journey

M-Commerce

5. Confirmation & Payment

- Merchant assured of successful transaction
- Instant credit transfer from buyer's to Merchant's bank



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