

Index

Table of Contents

Table of Contents i

List of Figures iii

Executive summary 1

1 Introduction 2

 1.1 The card payments industry 2

 1.1.1 The transaction process in card payments 2

 1.1.2 Costs of a card payment transaction 3

 1.1.3 Revenue distribution in the card payments industry 6

 1.1.4 Card payments and household consumption expenditures 6

 1.1.5 Breakdown of household consumption expenditures 7

 1.1.6 Card payment volumes 8

 1.2 The POS terminal market 8

 1.2.1 POS terminal market data 10

 1.2.2 POS terminal form factors 11

2 Wireless M2M and NFC 13

 2.1 Evolution of electronic payments 13

 2.1.1 EMV migration 13

 2.1.2 Adoption of wireless M2M communication 15

 2.1.3 Rollout of NFC-ready terminals 16

3 POS terminal vendors 18

 3.1 Vendor profiles and strategies 18

 3.1.1 BBPOS 19

 3.1.2 Bitel 20

 3.1.3 Castles Technology 20

 3.1.4 CCV 20

 3.1.5 Centerm 21

 3.1.6 CyberNet 21

 3.1.7 Equinox Payments 21

3.1.8 ID Tech 23

3.1.9 Ingenico..... 23

3.1.10 Newland Payment Technology 25

3.1.11 Nexgo 25

3.1.12 PAX Technology 26

3.1.13 REA Card 27

3.1.14 Spire Payments 27

3.1.15 SZTZ Electronics 29

3.1.16 VeriFone 29

3.1.17 Worldline 31

4 Forecasts and conclusions..... 32

4.1 Market trends and drivers..... 32

4.1.1 Steady uptake of wireless M2M 32

4.1.2 Interest in NFC surges..... 33

4.1.3 POS terminal app stores are a potential game-changer 33

4.1.4 New technologies can transform the shopping experience 34

4.1.5 The mPOS market segment is growing fast 35

4.2 Market forecasts 36

4.2.1 Cellular POS terminal market forecast..... 37

4.2.2 NFC-ready POS terminal market forecast..... 40

4.2.3 NFC-ready mPOS terminal market forecast..... 43

Glossary 46

Index

List of Figures

Figure 1.1: Typical payment transaction flow 3

Figure 1.2: Visa interchange fees in the UK and the US (2018) 4

Figure 1.3: Revenue distribution in card payments 5

Figure 1.4: Card payments as a share of HCE and GDP (World 2017) 6

Figure 1.5: Household consumption expenditures by service and product (EU28 2017) 7

Figure 1.6: Card payments in Europe and North America (2016) 8

Figure 1.7: Installed base of POS terminals and ATMs (World 2012–2016) 9

Figure 1.8: POS terminal density by country (World 2016) 10

Figure 1.9: Stationary and mobile POS terminals 11

Figure 1.10: mPOS devices 12

Figure 2.1: EMV implementation status (World 2017) 14

Figure 2.2: POS terminals with cellular connectivity by region (World 2017) 16

Figure 2.3: NFC-ready POS terminals by region (World 2017) 17

Figure 3.1: POS terminal shipments by manufacturer (World 2016) 19

Figure 3.2: PAX Technology POS terminals 26

Figure 3.3: Spire Payments POS terminals 28

Figure 3.4: Verifone POS terminals 30

Figure 4.1: Deployment of NFC and cellular technologies (World 2016–2022) 36

Figure 4.2: Cellular POS terminal shipments by region (World 2016–2022) 38

Figure 4.3: Cellular POS terminal installed base by region (World 2016–2022) 39

Figure 4.4: NFC POS terminal shipments by region (World 2016–2022) 41

Figure 4.5: NFC POS terminal installed base by region (World 2016–2022) 42

Figure 4.6: mPOS terminal shipments by region (World 2016–2022) 44

Figure 4.7: mPOS terminal installed base by region (World 2016–2022) 45