

Payments in Poland, 2017



Selected pages from the original report

by Inteliace Research October 2017

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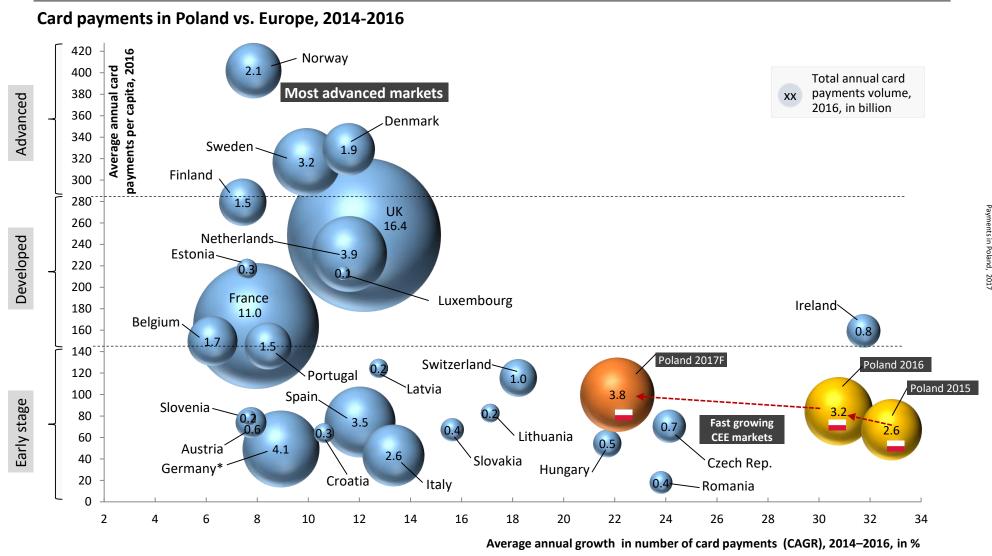
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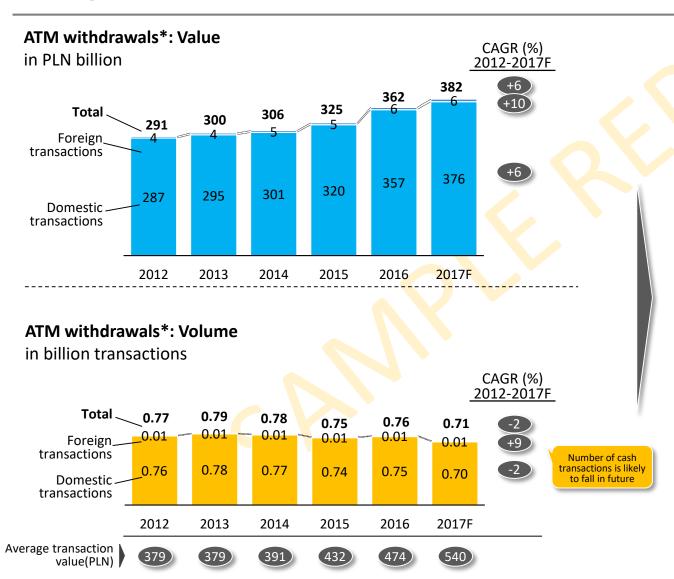
Appendix: Directory of firms mentioned in the report

The explosive growth in card payments in Poland is expected to decelerate in 2017



^{*} Local payment scheme existing and using alternative solutions e.g. Direct Debit Source: ECB, SNB, NB, Eurostat, NBP, Inteliace Research

While the value of ATM withdrawals keeps increasing, the number of transactions is heading lower

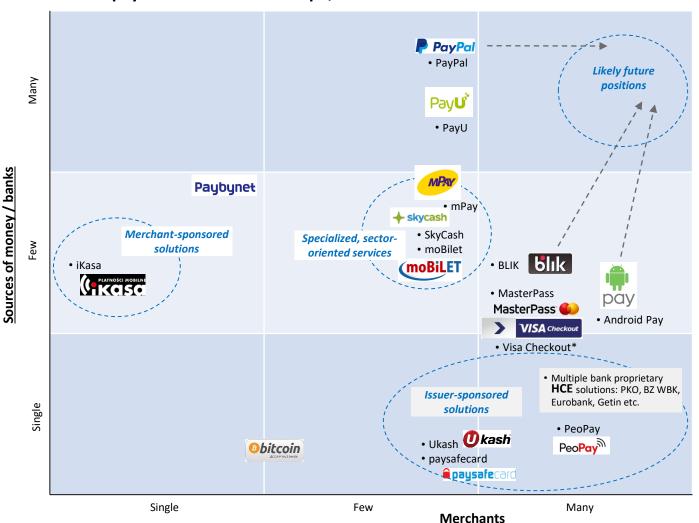


- The value of cash withdrawals continues to increase, however, at a decelerating rate.
- At the same time, the volume of cash transactions has been falling.
- The average value of a single cash withdrawal is growing.

^{*} Card withdrawals with cards issued in Poland. Domestic and foreign transactions included Source: NBP, Inteliace Research

Competition in retail payments in Poland has intensified. The race for merchant relationships is on

Poland - retail payment services landscape, 2017



- There is already a significant number of payment applications competing for clients in Poland.
- The key battle that will decide the future shape of Poland's payment market will likely play out between ACH-based models (BLIK) and various digital wallets (payment cards-based models).
- Specialized and merchant/issuer sponsored services are likely to occupy market niches.

^{*} For the moment no merchants in Poland accept Visa Checkout. Source: Inteliace Research

The first card-based billing systems in public transport have been tested in Poland. Major cities to follow



Examples of adoption of payment cards in public transport services, 2016-2017

Town		IT partner	Overview				
***	Świebodzice	MCX Systems MCX Systems	 First payment card based, ticketless solution in Poland Pilot started in Jan. 2016 A single fare paid by tapping a contactless payment card on a reader 				
	Rybnik	MCX Systems MCX Systems	 Pilot started in 2017 First implementation of check in / check out model A fare paid by tapping a contactless payment card on a reader while getting on and off the bus in order to determine the amount due 				
Hà	Jaworzno	Mennica Polska Mennica Polska Mennica Polska	 Pilot started in Jan. 2017 In order to pay, client selects the desired ticket first and then taps the card – a solution to serve multiple types of tickets available 				
	Łódź	Mennica Polska WENNICA POLSKA	 Pilot started in Sept. 2017 in selected trams check in / check out model 				
	Wrocław, Warszawa, other	Currently in the planning pho	ase. Selection of system and tender upcoming				

- So far, only smaller cities have tested/adopted ticketless card payments in public transport
- However, the relatively low usage and high costs of the technology prevent adoption in smaller cities
- A breakthrough could be a mass adoption of ticketless solution in one of major cities: Warszawa, Łódź or Wrocław

Companies mentioned in the report

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Source: Inteliace Research

Notes on methodology

FX rates:

- As a general rule all "end of year" balances like: assets, deposits, loans and similar volumes have been converted from the local currency into Euro using **end of year** exchange rate
- All results achieved during a period of time like: profits, revenues, new sales etc. have been converted from the local currency into Euro using average exchange rate
- Exchange rates used in the report:

EUR/PLN	2008	2009	2010	2011	2012	2013	2014	2015	2016	17H1
End of period	4.17	4.11	3.96	4.42	4.09	4.15	4.26	4.26	4.42	4.23
Average	3.52	4.33	3.99	4.12	4.19	4.20	4.19	4.18	4.36	-

Estimates and Forecasts:

Source: NBP

- In some cases, recent or verified data was not available. Therefore, necessary short-term estimations have been done to fill the gaps. Estimates are always indicated with the letter "E"
- When preparing forecasts "F" we have built models using latest observed trends, available forecasts of main economic indicators, seasonal changes observed in the past and other specific factors considered important.

Multiple sources:

• In some cases multiple sources of similar data exist. In this situation we always try to select the most appropriate one /in our view/. The source is indicated in the footer area of each slide. Nevertheless in specific cases, before interpreting the data it is recommended to get a good understanding on the methodology of data collection by contacting the authors.

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Our company specializes in value-added research services and tailored business intelligence solutions.

Through our customized research services we help our clients to better understand their customers, competitors and overall market dynamics.

The lead researcher and founder of Inteliace Research is Marcin Mazurek.

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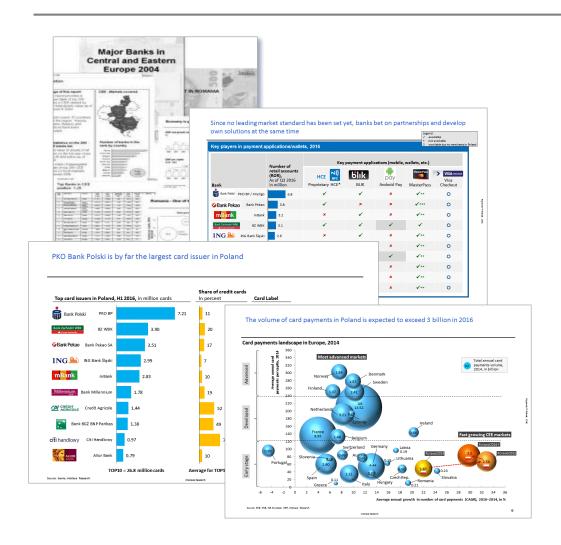
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