

Payments in Poland, 2020



by Inteliace Research
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SAMPLE

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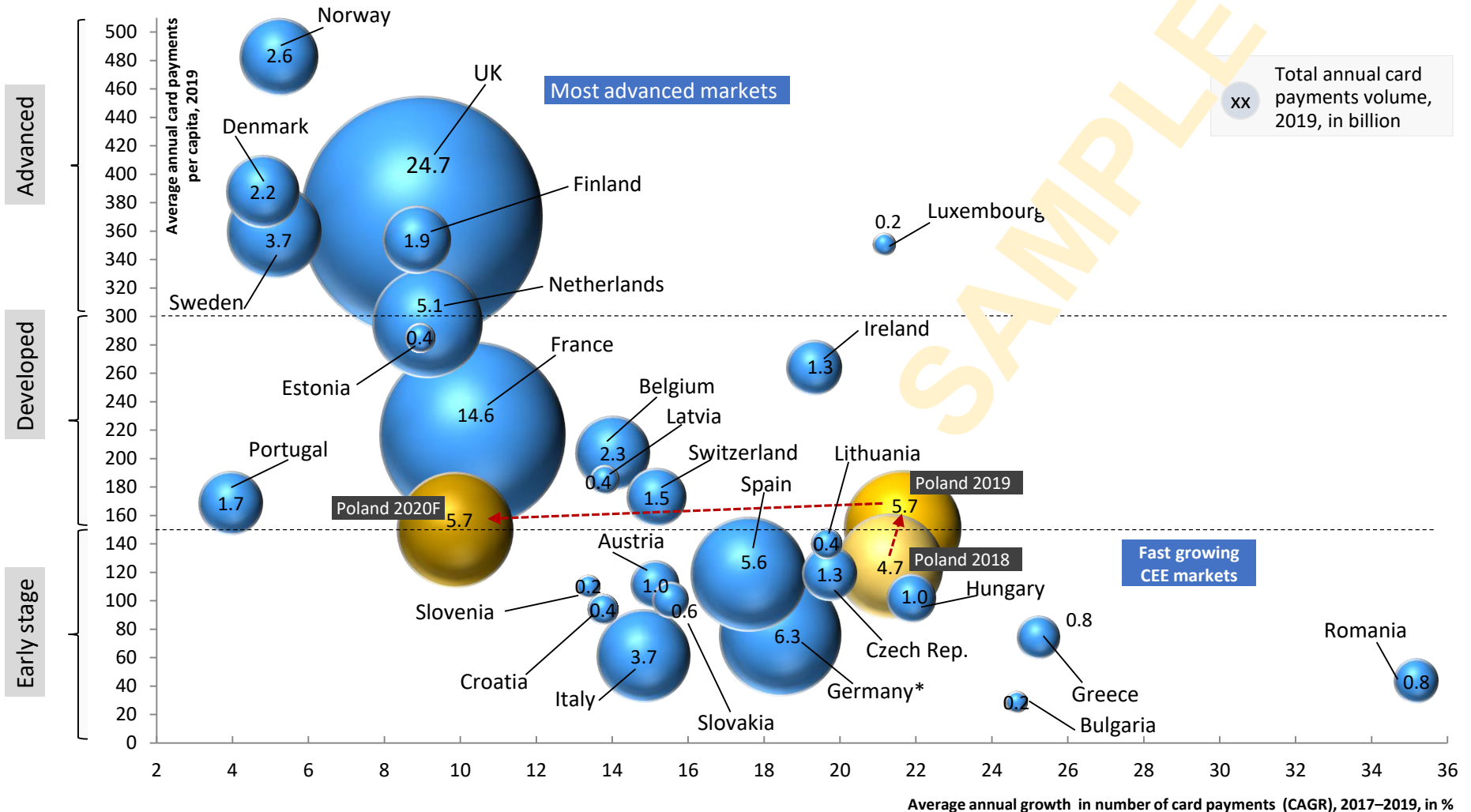
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Card payments have been growing very fast in Poland in recent years

Card payments in Poland vs. Europe, 2017-2019

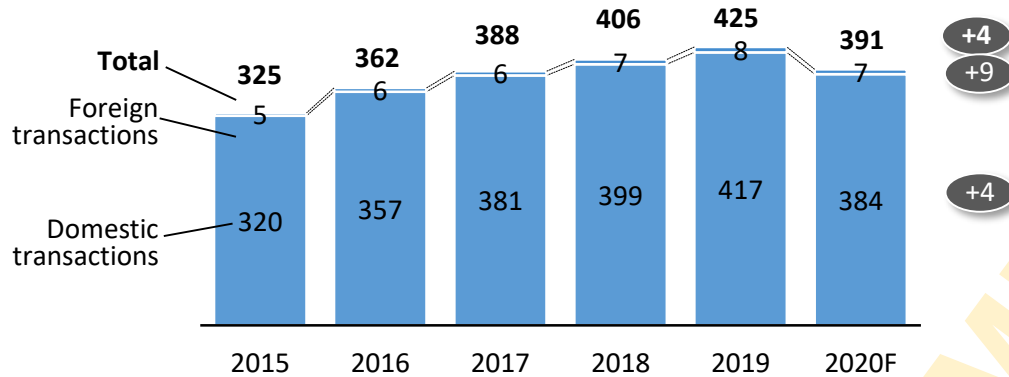


* Local payment scheme existing and using alternative solutions e.g. direct debit
 Source: ECB, SNB, NB, Eurostat, NBP, Inteliace Research

In 2020, both the value and volume of cash withdrawals are expected to contract

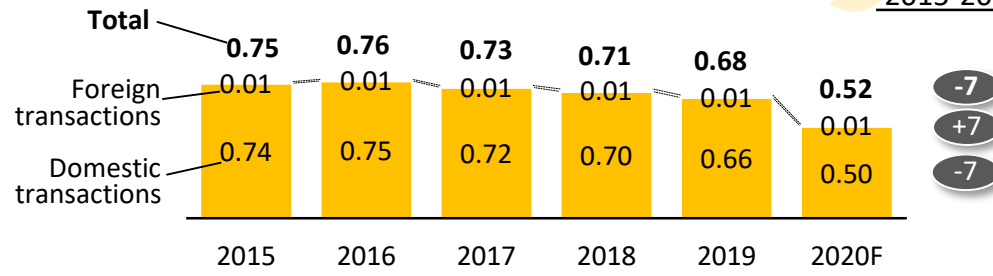
Cash withdrawals*: Value in PLN billion

CAGR (%)
2015-2020F



Cash withdrawals*: Volume in billion transactions

CAGR (%)
2015-2020F



Number of cash transactions is likely to fall in future

- The value of cash withdrawals has been increasing until 2019, when it has peaked at PLN 425 billion
- By contrast, the volume of cash withdrawals has been in a downward trend already since 2017
- A significant growth in an average value of a single cash withdrawal could be observed since 2015

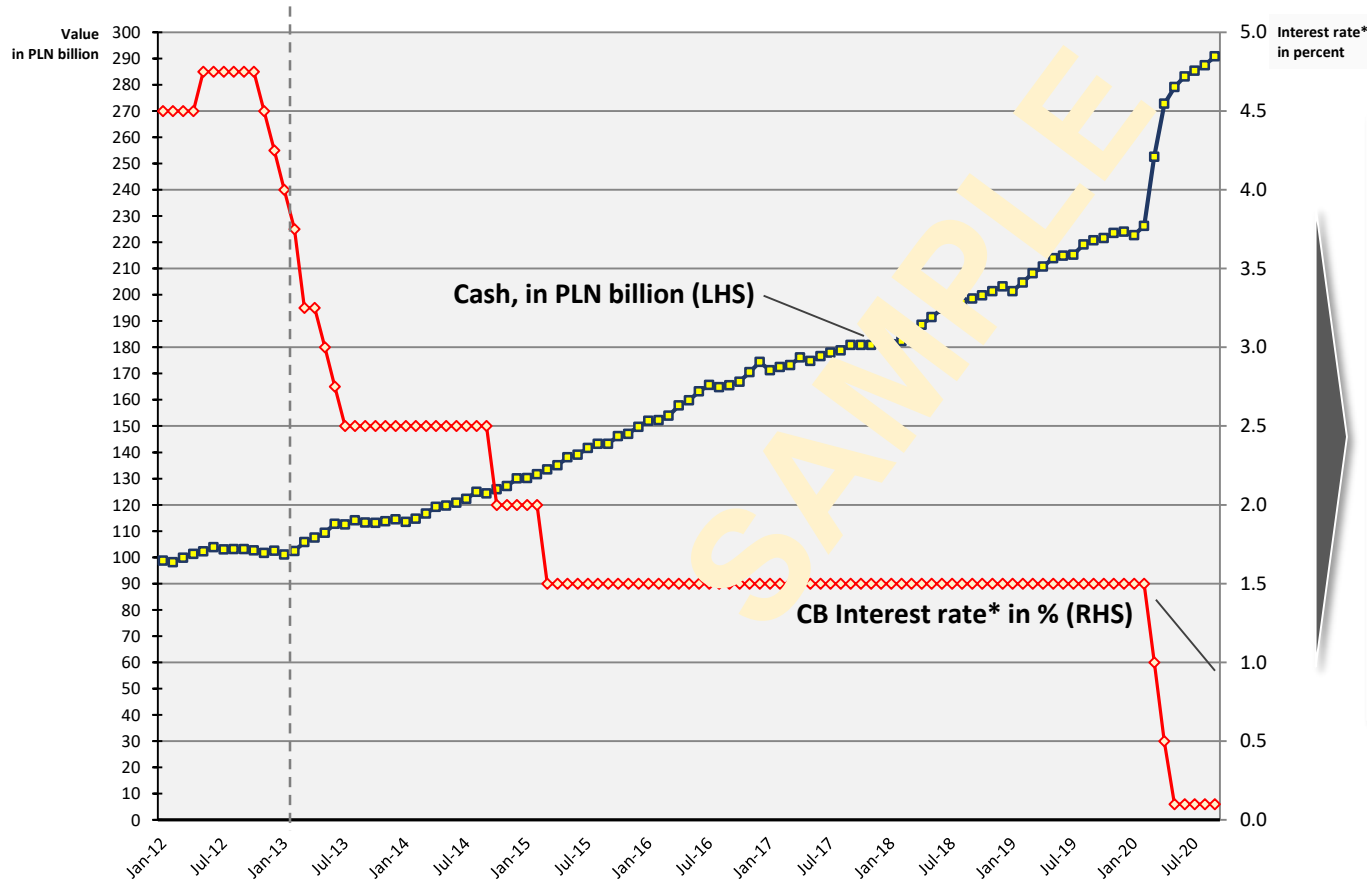


* Card withdrawals with cards issued in Poland. Domestic and foreign transactions included
Source: NBP, Inteliace Research

The volume of cash outside banks surged again in early 2020 to almost PLN 300 billion (EUR 67 billion)

Outstanding cash outside banks and interest rate, 2012-Sep. 2020

Cash in PLN billion (LHS), CB Interest rate* in % (RHS)



- The volume of cash in circulation has been growing steadily since 2013
- The major driver of cash hoarding are interest rates at record lows which reduce the propensity of individuals to keep deposits at banks
- In early 2020, cash holdings surged to almost PLN 300m driven by COVID-19 and interest rates at nearly 0%

Payments in Poland, 2020

The value of cash outside banks has accelerated since early 2013

* Reference rate of the Central Bank - NBP
Source: NBP, 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	2015	2016	2017	2018	2019	20H1
End of period	4.184	4.366	4.260	4.262	4.293	4.414
Average	4.262	4.426	4.170	4.300	4.252	4.466

Source: NBP

Estimates and Forecasts:

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

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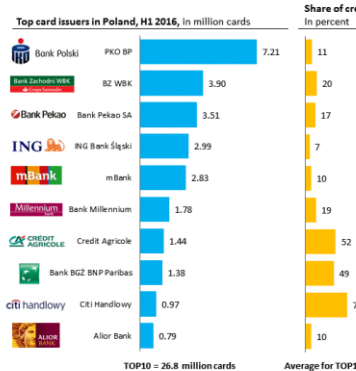


Since no leading market standard has been set yet, banks bet on partnerships and develop own solutions at the same time

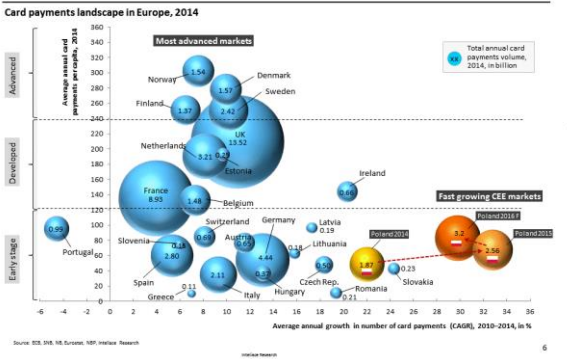
Key players in payment applications/wallets, 2016

Bank	Number of retail accounts (ROA) As of Q3 2016 in million	Key payment applications (mobile, wallets, etc.)					
		HCE	Proprietary HCE*	BLIK	Android Pay	MasterPass	Visa Checkout
Bank Pekao / Intello	5.8	✓	✓	✓	✗	✓**	○
Bank Pekao	3.5	✓	✓	✗	✗	✓***	○
mBank	3.2	✗	✗	✓	✓	✓**	○
BZ WBK	3.1	✓	✓	✓	✓	✓**	○
ING Bank Śląski	2.6	✗	✓	✓	✗	✓**	○

PKO Bank Polski is by far the largest card issuer in Poland



The volume of card payments in Poland is expected to exceed 3 billion in 2016



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2020

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- June - Banking Market in Poland '20
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