



European Payment Institutions Federation aisbl

# European Payment Institutions Federation



# What is EPIF?

- ✓ Open to PI's licensed under the PSD, their parent or otherwise affiliated companies, trade associations representing PI, entities seeking authorization under the PSD, or entities predominantly engaged in payment services such as electronic money institutions.
- ✓ EPIF's diverse membership includes a broad range of PSD business models:
  - ✓ 3 party Card Network Schemes Acquirers, Card Issuers
  - ✓ Money Transfer Operators FX Payment Providers
  - ✓ Mobile and Online Payments Providers Payment Processing Service
  - ✓ Other providers as permitted under the PSD E-wallets

# Current EPIF members include:



3 party scheme



3 party scheme



Spanish PI association



Internet Payment Services Provider



*moving money for better*

Money transfer



Internet Payment Services Provider



Acquirer/issuer/processor



UK PI association



French PI association



Polish PI association



Acquirer



Processor/e-payments



German PI association

# Current EPIF members (Corporate members):



Internet Payment Services Provider



Acquirer/Processor/e-payments



Acquirer/issuer/processor



Global card processing & e-payments/Acquirer



Money transfer



Acquirer



Acquirer/processor



Internet Payment Services Provider



Card issuer



Acquirer



Money transfer



Foreign exchange / Money transfer



Processor



Acquirer/Issuer



Foreign exchange



Acquirer



Card issuer

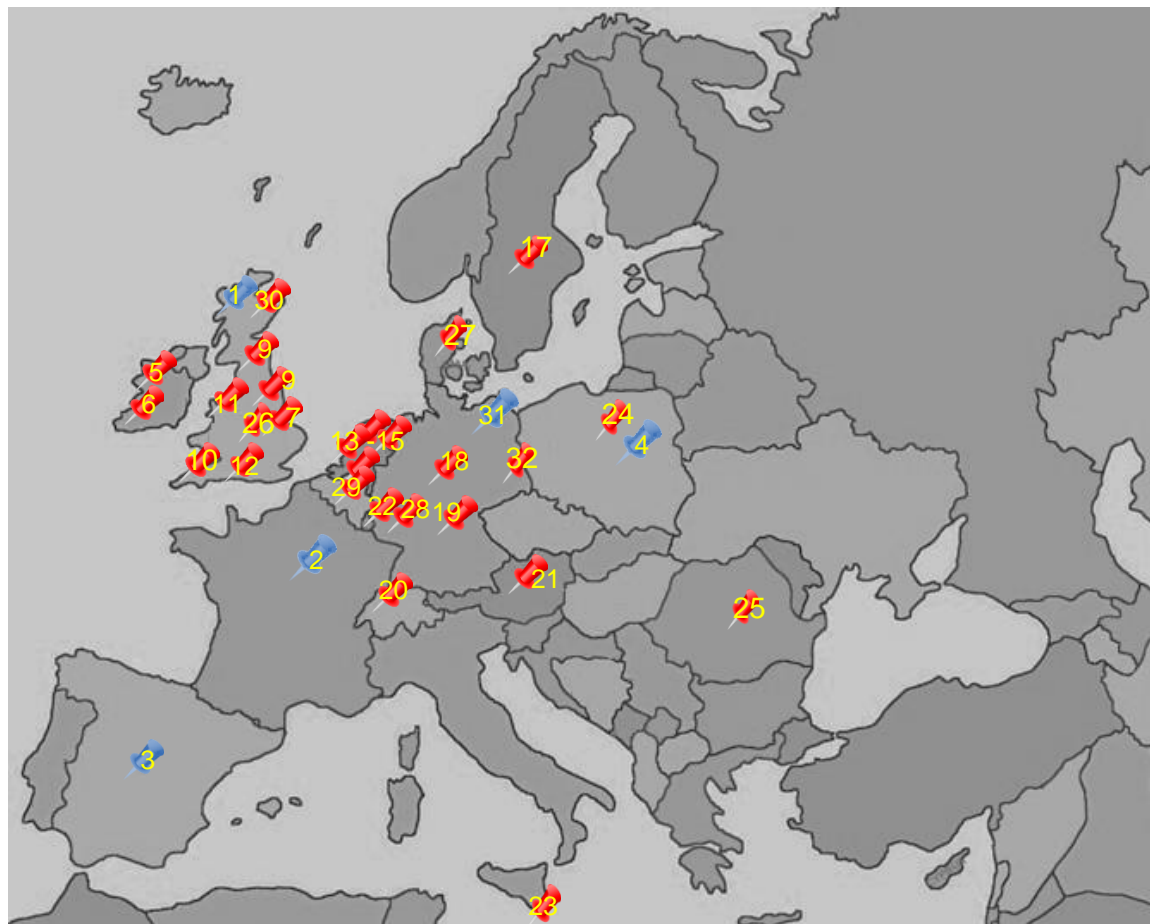


Real Time Payments/ ATM switching platforms



A Klarna Group Company  
Internet Payment Services Provider

# EPIF geographic representation



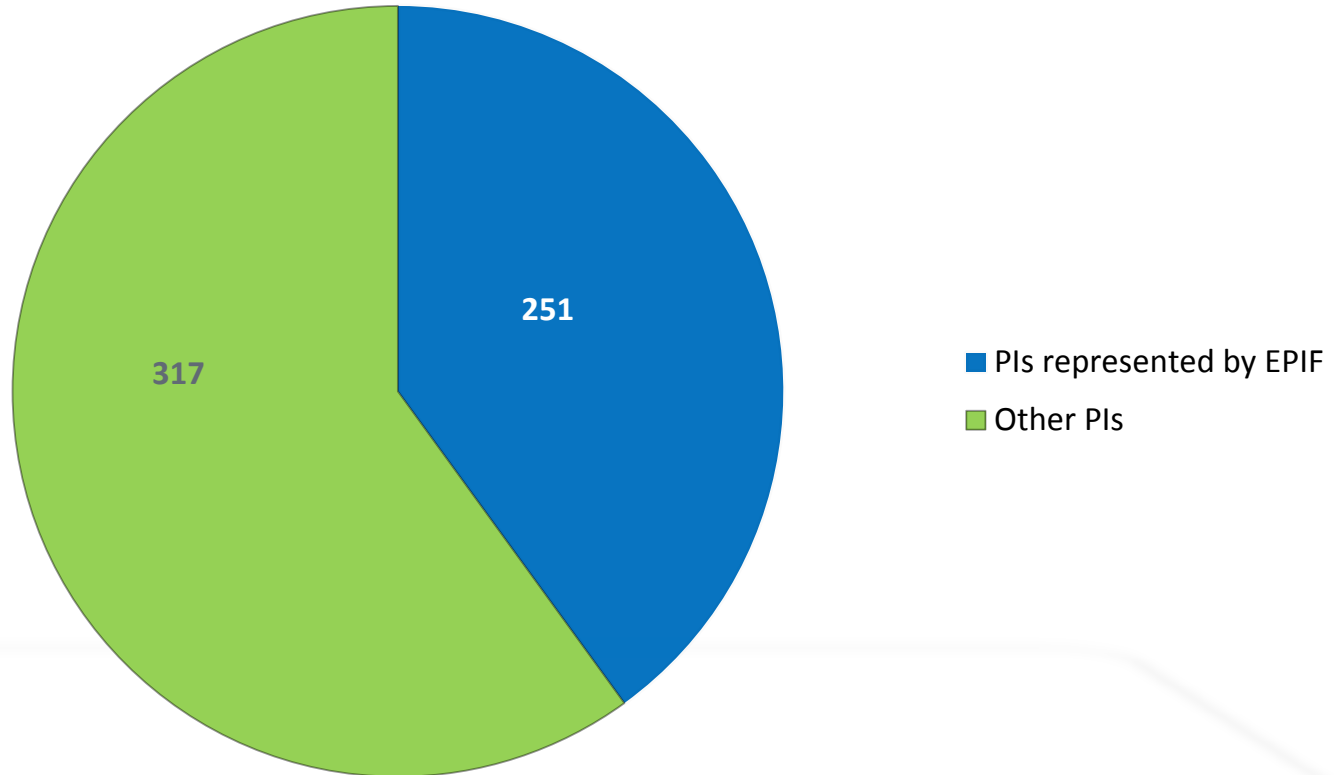
- 1 – AUKPI
- 2 – AFEPAME
- 3 – ANAED
- 4 – PONIP
- 31 – BVZI



- 5 – Western Union
- 6 – Elavon
- 7 – MoneyGram
- 8 – Diners Club
- 9 – American Express
- 10 – WorldPay
- 11 – UAE Exchange
- 12 – First Data
- 13 – ICS Cards
- 14 – Payvision
- 15 – Verotel
- 16 – Small World FS
- 17 – Trustly
- 18 – Ingenico Payment Services
- 19 – ConCardis
- 20 – Six Payment Services
- 21 – Payment Services Austria
- 22 – PayPal
- 23 – Credorax
- 24 – PayU
- 25 – Russko-Gollandski Equity
- 26 – Checkout.com
- 27 – Saxo Payments
- 28 – Yapital
- 29 – Alpha Card
- 30 – VocaLink
- 32 – SOFORT AG

# Number of PIs represented by EPIF

**Number of Authorised PIs in the EU = 568\***



\* London Economics Study on the implementation of the PSD

# EPIF Aims and Objectives

- ✓ **Communicating the role of the PI industry** in a clear fashion to the general public and policy makers.
- ✓ Develop and **shape PI marketing conditions**
- ✓ Ensuring PIs are **fairly and appropriately represented** in the EU.
- ✓ Acting as a **neutral conduit** by Members to ensure they are informed of EU deliberations and decision-making.
- ✓ Providing **impartial mechanism** for Members to **comment** on proposals and to **provide input** to the EU.
- ✓ **Advancing overall regulatory and political objectives** of the PI sector.

# EPIF Objectives

- ✓ **Communicate and educate** on the role of the payment institution sector in the economy.
- ✓ Present an alternative and complementary perspective to banks in the payments space.
- ✓ **Promote a single EU payments (institutions) market** – removal of excessive regulatory obstacles
- ✓ Be seen as an infrastructure provider for efficient payments in a European Single Market
- ✓ Promote increased level of **innovation and competition** in the payment sector
- ✓ Increase **quality** of payment services (e.g. security, reliability etc.)
- ✓ Increase payment product **diversification** tailored to the needs of society (e.g. mobile, internet).
- ✓ Shape the regulatory debate and create market conditions for the payment institution sector.
- ✓ **Represent** the interests of the payment institution sector with EU policy makers and other stakeholders.



# EPIF achievements

- ✓ Growth in EPIF membership
- ✓ Invitation and active participation in the EC/ECB Stakeholder Groups (e.g. internet payments, IPR infringements)
- ✓ Invited to speak in high profile conferences on payments to present the regulatory evolution in the sector
  - *EPFSF Payments: Innovation, Competition, Security (November 2014, Brussels)*
  - *Efma Retail Payments Week (October 2014, Paris)*
  - *European Payments Regulation (December 2014, London)*
  - *2<sup>nd</sup> Annual Payments Forum (March 2015, Vienna)*
  - *International Payments Regulation (March 2015, London)*
  - *Global Forum on Remittances and Development (June 2015, Milan)*
- ✓ Obtained European Retail Payments Board Seat
- ✓ Obtained EPC Board Seat
- ✓ Organised a number of workshops and dinners:
  - *Workshop on the Interaction between AML and Data Privacy (September 2013)*
  - *Payments Workshop (January 2014)*
  - *Dinner with Member States' representatives*
  - *Hosted a dinner for executives from member companies*
  - *Hosted the FATF Private Sector Consultative Forum in March 2015*
  - *EPIF represents roughly 250 payment institutions in Europe*
- ✓ Active engagement in EU policy discussions
  - *Contribution to various EC [Green Paper on Innovative payments, MIF regulation, review of the PSD, data privacy and the 4th AML Directive] & ECB consultations on payments*

# Effective Resourcing and Capability

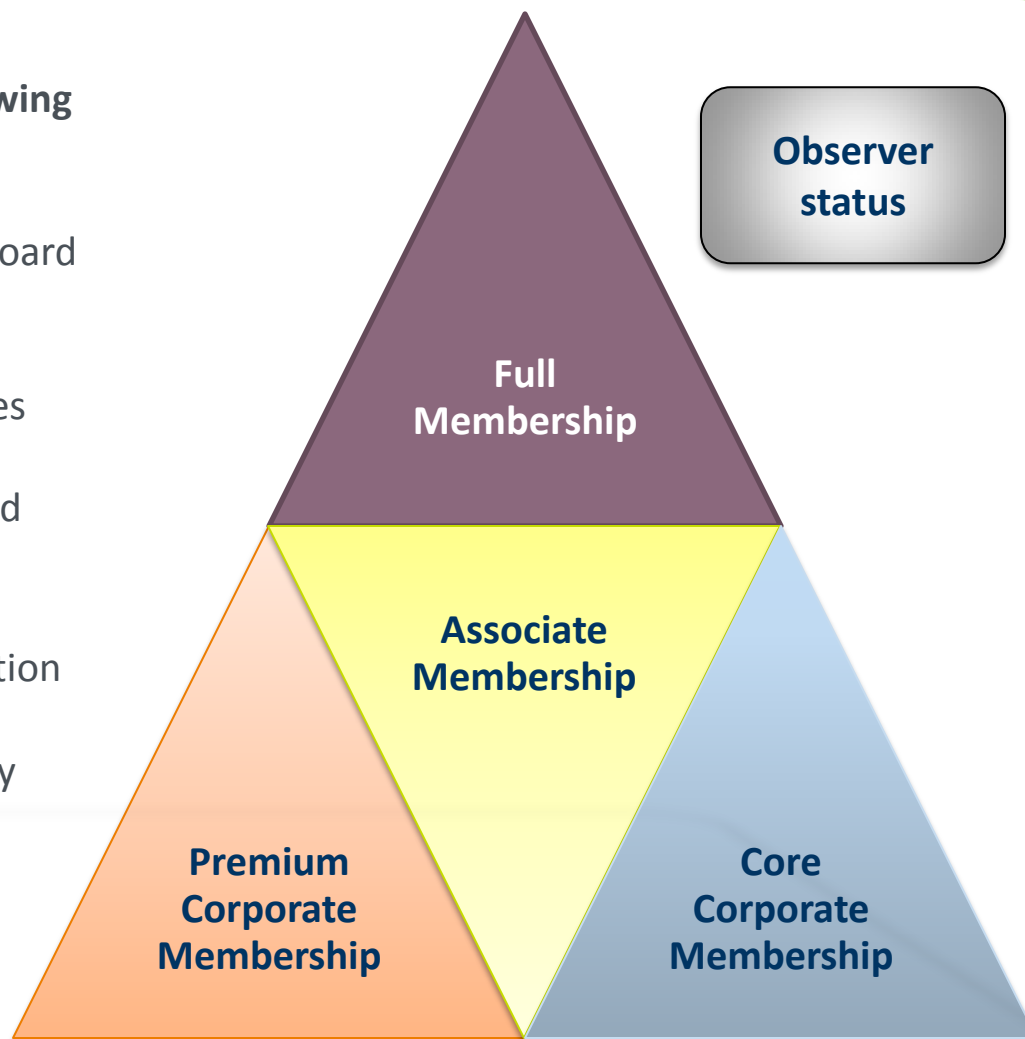
## EPIF is based on:

- **Clear governance structure** & legal status
- Broad & representative **membership**
- **Clear identity**, recognition by peer Associations & visibility
- **Offices** in Brussels
- Dedicated **staff**, and elected **Chair**
- Active **working committees** for its members
- A EU **Public Affairs strategy**: intelligence, analysis, strategy execution, and contact programs

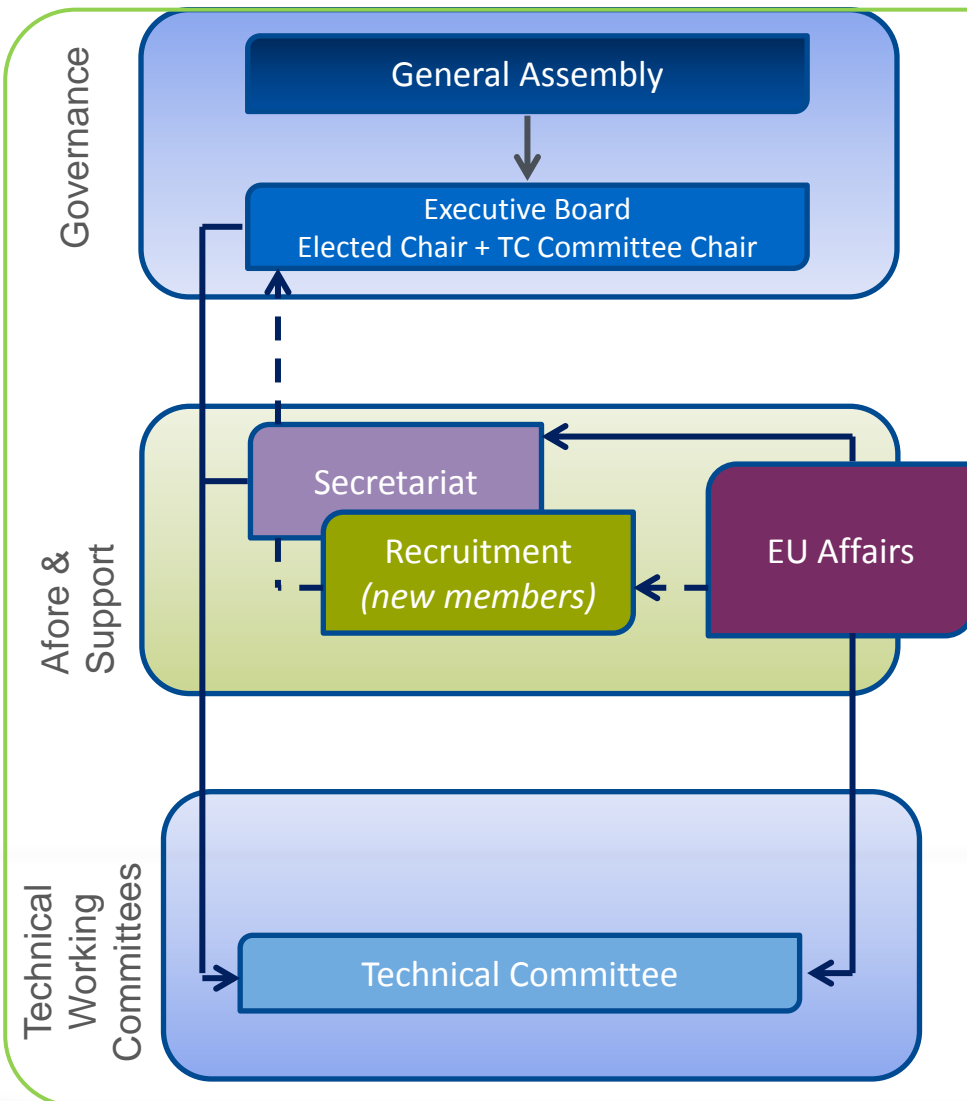
# EPIF membership structure (As of 2015)

All members are entitled to the following services:

- Representation on the Executive Board and General Assembly
- Representation on EPIF Committees
- Contribution to position papers and official documents
- Receive EPC and ERPB documentation
- Receive ad hoc and daily regulatory updates



# Governance Structure



- External Representatives (ERPB and EPC)
- Executive Board
- Active Working Committee
- Outsourced Secretariat
- Independent Public Affairs Support

# Member's benefit

- **Daily regulatory update** on key issues
- **Access and active contribution** to the European Payments Council and the newly formed Euro Retail Payments Board
- **Working Committees** on specific implementation and business issues.
- Information service for **PI licensing** process
- An **interactive website** to access relevant documents and intelligence
- Regulatory **interactions with the European Commission, European Parliament, Council of the EU, European Central Bank and Supervisory Authorities**
- **Access** to core decision making **fora and interlocutors**
- Effective **Public Affairs capability**

# Marketing benefits

## ✓ External representation benefits

- *Speaking opportunities in European and International Payment fora and conferences*
- *Opportunities to participate in standard setting work via representation of EPIF in expert groups formed by the regulatory bodies*

## ✓ Corporate visibility on the EPIF website (to be trademarked soon)

- *Corporate logo and company information (description, link to corporate website and business model) easily accessible*
- *Corporate studies, reports, videos and events uploaded to the relevant section*

## ✓ Outreach meetings visibility

- *EPIF Presentations and brochures shared with policy makers (corporate logos included)*
- *Coalition of specific business models (e.g. acquirers, remitters) forming a common position to be sent to policy makers, co-signed by the EPIF membership*

## ✓ Rapporteurship benefits

- *Leadership to a position paper on a regulatory issue of importance to a specific business model*
- *Active contribution to the formation of the position papers*

## ✓ Active role in PR and recruitment

# For more information – Please contact

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