Digital Payments South Asia

Democratising Secure Electronic Payments

Information Brochure

- Expanding e-payments acceptance
- QR code mobile payments
- Mobile wallets & interoperability
- Real-time P2M & P2P payments
- Financially inclusive payments
- Push and pull payments
- Outlook for payments banks

- The future of card payments
- Driving contactless payments
- Open-loop payments in transit
- Banks, fintechs, transport operators
- Mobile card-based payments
- Next-generation payment cards
- Biometrics in payments

On 13-14 November 2018, APSCA India will organise Digital Payments South Asia at the LaLiT Mumbai.

The Question Everyone's Asking

India's payments industry is asking whether QR code mobile wallets and real-time mobile payments are the future of consumer payments and the key to driving e-payments acceptance. Fintechs, banks and even transport operators are aiming to leverage the simplicity and flexibility of mobile QR codes and the national real-time payments infrastructure. Although this may have been triggered by QR code payments in China, mobile payments in India is on a different and more innovative roadmap.

Card Payments or Real-Time Payments

Contactless payments are faster and more efficient than cash. EMV specifications enable proven security and international interoperability; contactless payment cards are the future of card payments at merchants and are becoming accepted by transport authorities for open-loop transit payments. But mobile real-time payments are growing faster than card payments in India today. How will these different consumer payments systems co-exist in the future?

Accelerating e-Payments

Both mobile real-time payments and contactless card payments support the objectives of the payments industry to expand e-payments by displacing cash for low value transactions. But which is likely to have a greater impact on the adoption of e-payments in India? From the perspective of customers, merchants and payment product providers, how will contactless payments fit with mobile payments and which approach is more likely to succeed in democratising e-payments?

Mobile Payments Solved?

For more than 10 years the global payments industry has struggled to achieve success with mobile payments with only lacklustre results. Today over 520 million[1] mobile QR code payments users in China suggest one solution. But India is driving innovation on a broader scale by enabling real-time payments interoperability across all payments service providers from any mobile device. Unified Payments Interface (UPI) supports P2P, P2M, online and off-line commerce, and transfers between any accounts on the nationwide infrastructure. Is this the future of mobile payments?

Digital IDs, Virtual Payment Addresses, QR Codes

The Unified Payments Interface (UPI) uses the national digital identity infrastructure (Aadhaar) to authenticate payers and payees at any PSPs and then provides access to any of their payments accounts located anywhere on the UPI infrastructure (even accounts at different PSPs). The details of payers and payees are provided using simplified virtual payment addresses or QR codes. All of this is provided through a mobile payments interface that converges online and off-line e-payments into an integrated digital payments ecosystem.

1 - http://www.ecns.cn/business/2018/02-05/291541.shtml

No Push without Pull?

Offline mobile QR code payments in India are usually push payments (customers scan a merchant-presented QR code) that are not quick or convenient. China's success with mobile QR codes was driven by pull payments (consumer-presented QR codes) which approach the ease-of-use and speed of mobile NFC payments. Pull payments are also important in driving online P2P and P2M mobile payments. Will mobile QR code payments fly in India with only half the customer proposition?

Interoperability for Mobile Wallets

Upcoming regulatory guidelines are expected to first enable interoperability between KYC-compliant prepaid payment instruments (PPIs) including mobile wallets, and later interoperability between PPIs and banks. Mobile wallet operators have been requesting to be able to access merchant payments over an interoperable network based on the same MDR and interchange framework as banks. How will such a proposed interoperable framework impact India's retail payments business?

Success with Contactless Payments

Adoption and usage of EMV contactless payment cards is creating convenience for consumers and business efficiencies for merchants. They are expanding e-payments by displacing cash for low value transactions. EMV contactless cards are faster and easier to use than QR code mobile payments and their acceptance in public transport ticketing could expand the opportunity still further. But will they only be successful in markets where card payments are mature? Does that include India?

What's Next for Mobile NFC Payments?

Mobile NFC payments look disappointing so far. In markets where customers enthusiastically adopt EMV contactless cards they remain ambivalent about the "Pays" and HCE-based mobile apps are less popular. Mobile NFC is an efficient payment method at the point-of-sale but, unlike QR codes, has not been successfully implemented for P2P transactions and does not support online commerce. Without P2P and online, is there a long-term future for mobile NFC payments?

Avoiding Fragmentation in Mobile Payments

The homogeneity of interoperable EMV mobile NFC payments avoids fragmentation for merchants leaving customers to select products based on service. If all banks and fintech companies in India launch mobile real-time mobile payments products then, even with interoperable QR code payments standards, could the resulting fragmentation create obstacles for merchants and customers? How do we manage the fragmentation and competition that looks likely to emerge?

BUSINESS & TECHNOLOGY ISSUES

Redefining Digital Payments

Smartphones have created a new perspective on digital payments. The Asian payments industry is hoping that QR codes will redeem mobile payments at the point-of-sale (PoS) and enable e-payments in new business segments. Can China's success story now be replicated in India?

Accelerating e-Payments Acceptance and Usage

Government and industry are focused on accelerating e-payments acceptance and usage. Payments stakeholders from both contactless card-based systems and the fintech new entrants are keen to help. How do these very different organisations plan to expand the e-payments universe?

Mobile Wallets and Interoperability

Interoperability between mobile wallets and banks is expected to become a reality this year. How would mobile wallet providers benefit from an interoperable framework for retail payments and the ability to settle transactions directly over the same payment network as banks?

Real-Time P2M and P2P Payments

Unified Payments Interface (UPI) real-time payments are growing rapidly but most transactions are P2P. The recent release of UPI 2.0 enables new payments services, particularly "for merchant" features aimed at driving retail payments. Does it go far enough to drive P2M transactions?

IN - Contactless Payment Cards

EMV contactless is the future of cards. The rapid uptake of contactless payment cards has been proven to expand e-payments by displacing cash[1] for low value transactions. Will the impact of contactless payments at the PoS in India be limited to larger merchants in urban area?

OUT - Mobile Contactless

In contrast to contactless cards, the progress of the "Pays" and HCE-based apps that use mobile NFC payments at the PoS is disappointing. The Asian payments industry appears to be shifting its mobile focus to QR codes. What are the reasons and is there still a future for mobile NFC payments?

Financially Inclusive Payments

The Aadhaar enabled payment system (AEPS) and Aadhaar Pay App are enabling the rollout of simple and low-cost financially inclusive payments. But does the future of payments banks as a channel to bring formal financial services to the underbanked appear less certain?

The Future of Card Payments

Most Indian banks are offering UPI-based real-time mobile payments alongside EMV compliant card-based payments. Today UPI-based payments are accelerating faster than card payments. Might the volume and value of UPI-based payments exceed that of card payments in India in the future?

Banks and Fintech

In contrast to the rest of the world, Indian banks do not see fintech as a threat. If not partnering with or buying fintech companies, then they are at least offering the world's leading mobile-based real-time payments solutions. What are the lessons for banks and PSPs in other markets?

Open-Loop Transport Payments

India is the only market where the government has driven EMV-based National Common Mobility Card (NCMC) specifications to support the acceptance of bank-issued contactless open-loop payment cards in public transport on a national scale. What is the status of NCMC projects?

Securing Digital Commerce

Card payments have a long history of security innovation. With the growing number of mobile e-payments services, how should the industry, including banks and non-banks, ensure that customers (particularly cardholders and micro-merchants) are protected against fraudsters?

The Next Generation of Payment Cards

Despite e-payments excitement, the payment cards market continues to grow and issuers are offering active cardholders a variety of next-generation cards with new capabilities targeting increased security and greater convenience. What is the outlook for card payments?

1 - https://www.rba.gov.au/publications/bulletin/2017/mar/pdf/bu-0317-7-how-australians-pay-new-survey-evidence.pdf
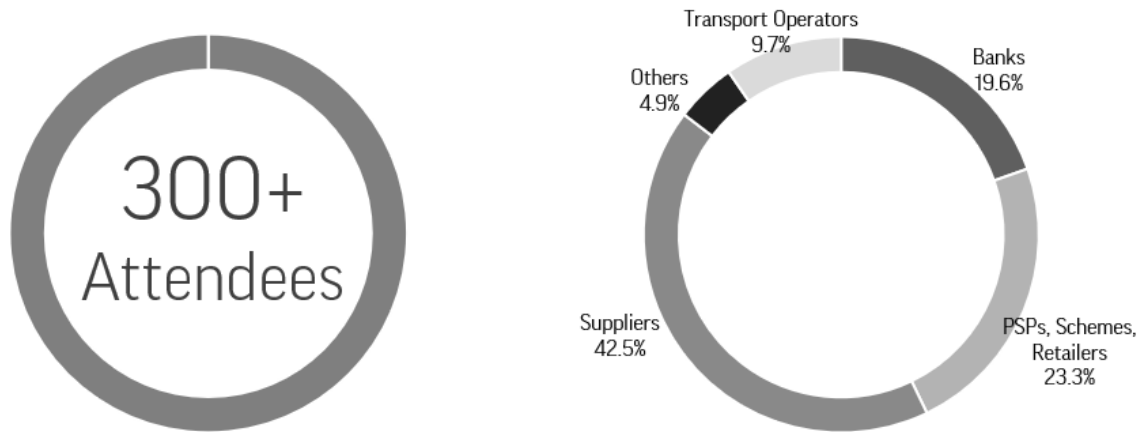
PROGRAM OUTLINE

📅 1 — Nov. 13th Tuesday

INTRO	Objectives
	Accelerating e-payments acceptance and adoption
SESSION 1	Mobile Wallets
	Challenges and benefits of KYC requirements
	The resurgence of mobile wallet payments
	Interoperability between mobile wallets and banks
	An interoperable payments network for wallets
	Expo, Refreshments, Networking
SESSION 2	Real-Time Payments
	Payments as fast as instant messaging
	The rapid uptake of real-time mobile payments
	Driving P2M mobile real-time payments
	Facilitating real-time payments for merchants
	Lunch
SESSION 3	Financial Inclusion
	Payment services for most of the population
	Micro ATM and business correspondence model
	Financially inclusive payments on feature phones
	The challenging outlook for payments banks
	Expo, Refreshments, Networking
SESSION 4	Roundtable Discussions
	Accelerating mobile wallet adoption and usage
	The business model for consumer payments in India
	The commercial proposition financial inclusion
CLOSE	End of day 1

📅 2 — Nov. 14th Wednesday

INTRO	Review
	Retail and transport e-payments
SESSION 5	Contactless Retail Payments
	Expanding EMV contactless acceptance
	Impact of FinMin guidelines for contactless cards
	The outlook for NFC mobile payments
	The future of the card payment business in India
	Expo, Refreshments, Networking
SESSION 6	Contactless Transport Payments
	Open-loop payments in public transport
	National Common Mobility Card (NCMC)
	Collaboration between banks & transport operators
	Account-based ticketing and card-based payments
	Lunch
SESSION 7	Next-Generation Payment Cards
	New levels of security and convenience
	Protecting customers against card fraud/theft
	Biometric EMV contactless payment cards
	Dynamic code verification cards
	Expo, Refreshments, Networking
SESSION 8	Roundtable Discussions
	Accelerating e-payments acceptance and usage
	Open-loop transport payments in India
	Bringing biometrics to card payments
CLOSE	End of conference

Track Record

Over the last 20 years APSCA has organised more retail payments events than any other organisation in Asia. From 2001 to 2005 we organised the first national EMV migration forums educating issuers and acquirers on how to migrate to chip in markets across Asia-Pacific, hosted by regulators and supported by the members of EMVCo. From 2006, APSCA organised the first conferences exploring the emerging technologies of EMV contactless payment cards and mobile NFC payments in markets across Greater China and Asia-Pacific. In 2010 APSCA began organising a series of payments forums exploring what comes after EMV, informing the payments industry about successful case studies for EMV migration, EMV contactless payments, and the latest innovations such as EMV contactless payments in transit, instant payments and mobile QR code payments.

300+ Attendees

Transport Operators 9.7%
Others 4.9%
Banks 19.6%
Suppliers 42.5%
PSPs, Schemes, Retailers 23.3%

Attendance at APSCA's 2017 payments conference

What people said about previous APSCA Payments events:

> This was one of the best events I have seen in last few years which covered a wide spectrum of digital and physical payments. It was great to hear from various stakeholders including banks, solution providers, regulators and influencers together at the same place. I look forward to similar engagement with industry leaders in the future.
>
> **Ajay Kumar, Entrust Datacard**

> The forum was very informative in terms of content about card payments and related digital finance matters. At the same time, as an attendee I found it to be a great opportunity for networking and cooperating.
>
> **Chau Pham, TPBank**

> The Asian Payment Card Forum puts together a comprehensive program covering the latest payment industry movement along with regional focus and perspectives that are relevant to the Asian audience. I look to APSCA to continue providing a forum for the Asian payment community to help push things forward.
>
> **Jack Pan, EMVCo**

Technology Exposition

A technology exposition of latest solutions for e-payments business, including mobile, proximity, QR and contactless solutions, will be held concurrently with the Digital Payments South Asia Conference. The exposition will enable decision-makers from regulators, payment schemes, banks, e-payments companies and retailers to learn of the latest solutions for mobile-based, contactless and digital consumer payments.

Past Sponsors & Exhibitors

Business Opportunities

APSCA has organised over 180 events across 20 countries and territories in Asia Pacific, China, South Asia, Africa and the Gulf since 1997 including some of the largest payments conferences in the region. APSCA events have a track record of attracting high numbers of end-users from regulators, banks, domestic and international payment schemes, payment services providers and large retailers responsible for making decisions about payments and commerce. Digital Payments South Asia is an effective channel for all payments stakeholders to promote solutions and services while communicating their vision of the future of e-payments in Asia.

Contact us for more information!

Abhijit Sengupta
Director - APSCA India
abhijit@apsca.org
+91 98310 01116