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https://www.abe-eba.eu/media/azure/production/1352/eba_antitrust_policy_20170602_final_clean.pdf

The forum is an open group, where interested stakeholders can discuss and exchange information on industry-wide topics.

The content of the slides presented and the views expressed in the context of the activities of the forum are those of the respective participants in the forum, and do not represent the views of the Euro Banking Association (EBA).

Open Forum on Digital Transformation

The future of cross-border payments, are you informed and ready?

25 February 2025
Digital meeting

Public

Agenda (1/2)

The future of cross-border payments, are you informed and ready?

Welcome and opening remarks

Thomas Egner, Euro Banking Association

Setting the scene and housekeeping

Kate Pohl, Projective Group

The G20 agenda on cross-border payments

Thomas Lammer, Bank for International Settlements

David Brown, Bank for International Settlements

Cross-border payments in Europe (and beyond), a banks view. Are we aligned?

Katharina Paust-Bokrezi, Deutsche Bank

Fit for purpose? Exploring cross-border payment initiatives and their ability to improve end user propositions – results of the EBA survey

Annick Moes, Euro Banking Association

Agenda (2/2)

The future of cross-border payments, are you informed and ready?

Coffee Break

Setting the scene: What does the data tell us about cross-border payments in Europe and how does that compare to other regions?

Daniel Webber, FXC Intelligence

Panel discussion: The future shape and direction of cross-border payments, what do the experts say?

Jan Paul van Pul, ING

Andreas Frühauf, Läderach

Christoph Auer, Mastercard

Frantz Teissèdre, Societe Generale

Francois Maigre, SWIFT

Wrap-up

Thomas Egner

**Secretary General
Euro Banking Association**

Kate Pohl

**Executive Advisor
Projective Group**

Thomas Lammer

**Deputy Head of Secretariat,
Business for International
Settlements**

David Brown

**Member of the Secretariat,
Business for International
Settlements**

Useful links, part 1

CPMI publications

1. Di Iorio et al (2025): Acta non verba: interlinking fast payment systems to enhance cross-border payments, February, [link](#).
2. Choolhun et al (2025): Changing the clock: practical approaches to extend payment system operating hours, January, [link](#).
3. CPMI (2024): Linking fast payment systems across borders: governance and oversight – final report, October, [link](#).
4. CPMI (2024): Promoting the harmonisation of application programming interfaces to enhance cross-border payments: recommendations and toolkit, [link](#).
5. Fitzgerald et al (2024): Steady as we go: results of the 2023 CPMI cross-border payments monitoring survey, June, [link](#).
6. CPMI (2024): Service level agreements for cross-border payment arrangements, April, [link](#).
7. CPMI (2023): Harmonised ISO 20022 data requirements for enhancing cross-border payments – final report, October, [link](#).

Useful links, part 2

CPMI publications

8. CPMI (2023): Facilitating increased adoption of payment versus payment (PvP) – final report, March, [link](#).
9. CPMI (2023): Operational and technical considerations for extending and aligning payment system operating hours for cross-border payments: An analytical framework, February, [link](#).
10. CPMI (2022): Liquidity bridges across central banks for cross-border payments, September, [link](#).
11. CPMI (2022): Interlinking payment systems and the role of application programming interfaces: a framework for cross-border payments, July, [link](#).
12. CPMI (2022): Improving access to payment systems for cross-border payments: best practices for self-assessments, May, [link](#).
13. CPMI (2022): Extending and aligning payment system operating hours for cross-border payments, May, [link](#).

Useful links, part 3

FSB reports

1. FSB (2024): Recommendations for Regulating and Supervising Bank and Non-bank Payment Service Providers Offering Cross-border Payment Services: Final report, December, [link](#).
2. FSB (2024): Recommendations to Promote Alignment and Interoperability Across Data Frameworks Related to Cross-border Payments: Final report, December, [link](#).
3. FSB (2024): Consolidated progress report for 2024, October, [link](#).
4. FSB (2024): 2024 Report on Key Performance Indicators, October, [link](#).
5. FSB (2023): Priority actions for achieving the G20 targets, February, [link](#).

Katharina Paust-Bokrezi

**Head of Payments and Digital Policy, Government and Public Affairs
Deutsche Bank**

Annick Moes

**Head of Industry Issues and Cooperation Initiatives,
Euro Banking Association**

Improving cross-border payments

Key findings from EBA survey on cross-border payments initiatives

Annick Moes
Head of Industry Issues and Cooperation Initiatives
Euro Banking Association

EBA Open Forum: The future of cross-border payments, are you informed and ready?
25 February 2025



IMPROVING CROSS-BORDER PAYMENTS

Findings of the
EBA survey on
cross-border
payments initiatives

October 2024



Download executive summary



Download full report

**Close to 1,500 downloads
so far!**

Questions answered by this report:

- 1** Why did the EBA do this survey?
- 2** Who participated in our survey?
- 3** Which prerequisites are needed for enhancing cross-border payments?
- 4** What's crucial for customers?
- 5** Which initiatives have the potential to enhance cross-border payments?

Stocktaking is important

“We have ingredients – but are we sure we have a meal?”



EBA survey on cross-border payments initiatives

Objectives, scope and overview of initiatives

Objectives:

- *Assess to which extent relevant industry initiatives could improve cross-border payments*
- *Evaluate how relevant the G20 objectives are to different customer groups*
- *Identify which prerequisites are key to achieving the G20 targets*

Scope:

Cross-border payments initiatives that:

- *are relevant for PSPs operating in Europe*
- *could (help) meet the timelines of the G20 Roadmap*
- *depend on a network adoption effect and cooperation/coordination effort to create reach*



Solutions assessed:

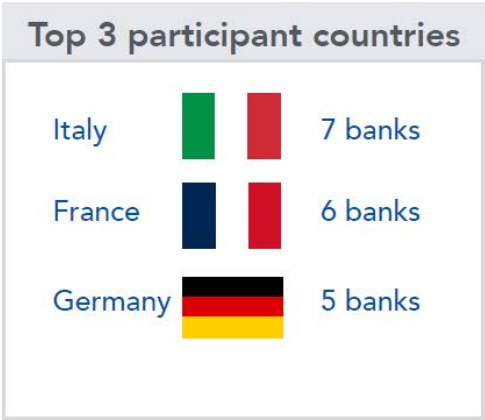
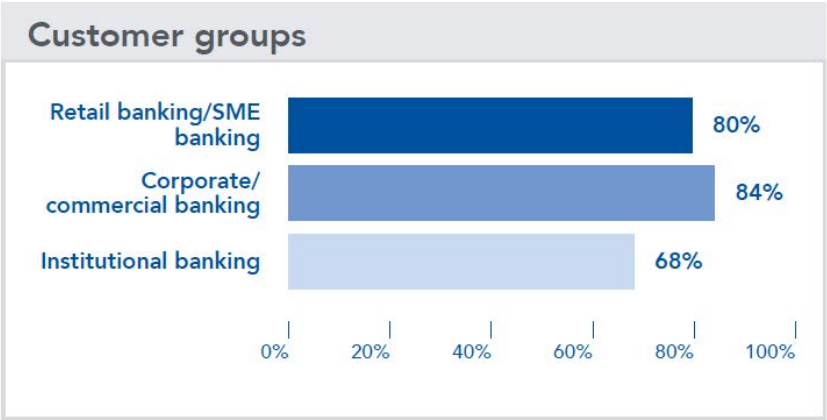
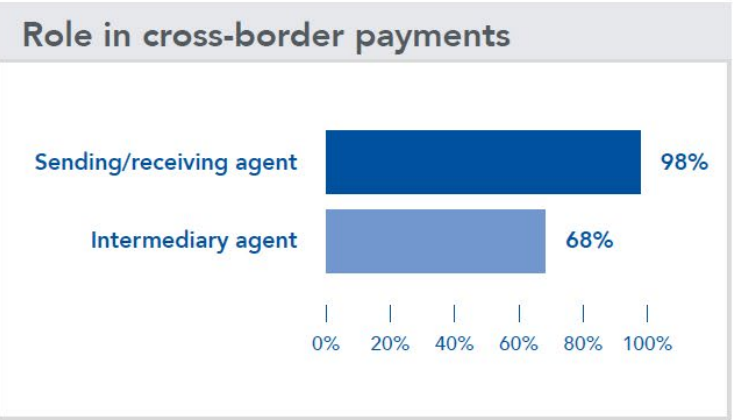
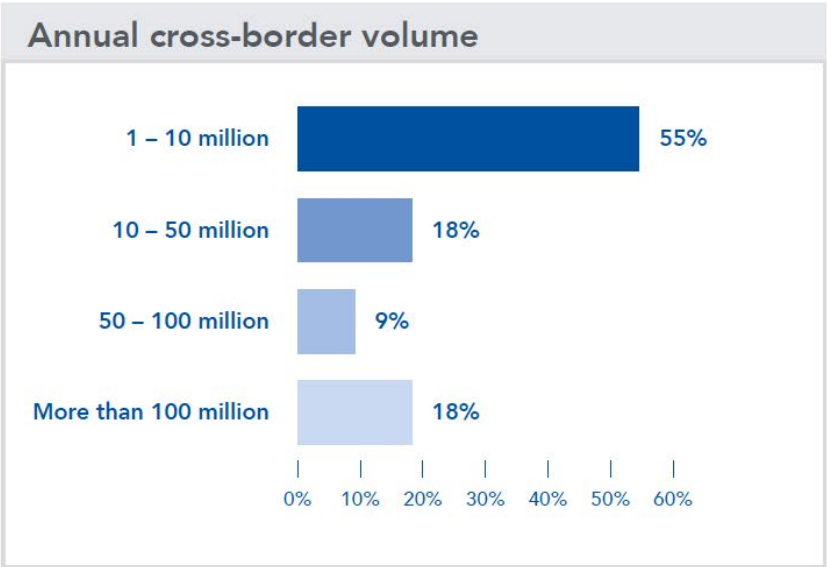
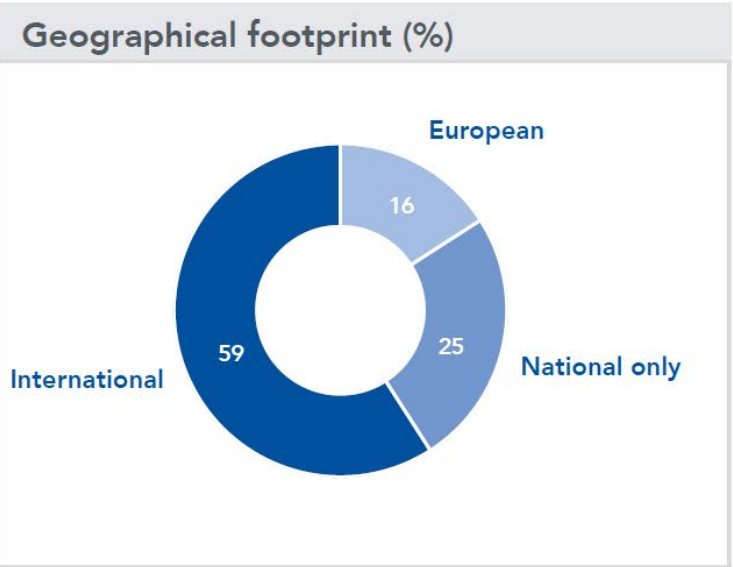
- *BIS Nexus project: multilateral connection of IPS*
- *EBA CLEARING RT1 OCT Inst solution*
- *EBA CLEARING TCH IXB initiative*
- *Iberpay OCT Inst solution*
- *Swift Go*
- *TIPS cross-currency instant payments initiative*

Contributors assessed:

- *EPC OCT Inst scheme (OLO)*
- *ISO 20022 migration with IP+ adoption*
- *Swift Case Management*
- *Swift GPI*
- *Swift MI Interoperability*
- *Swift Pre-validation*
- *Swift Transaction Manager*

EBA survey on cross-border payments initiatives

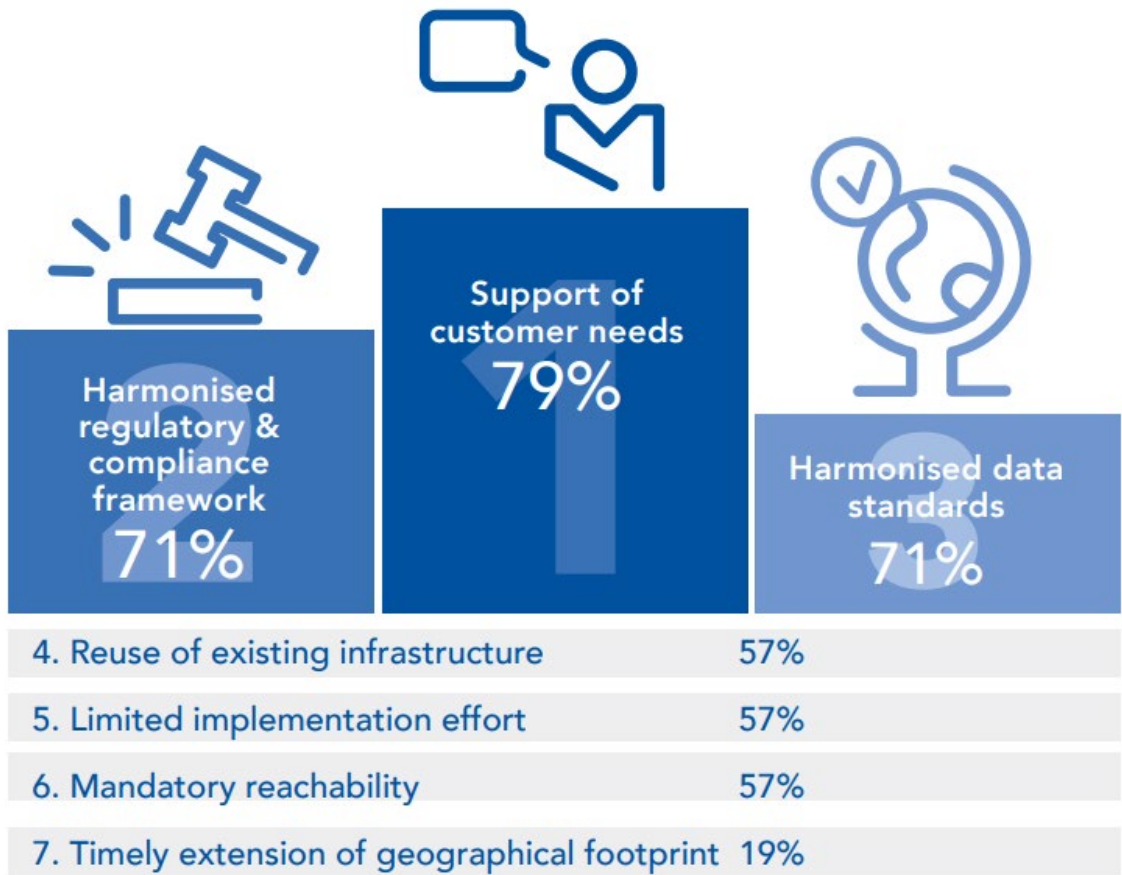
Zooming in on the respondents



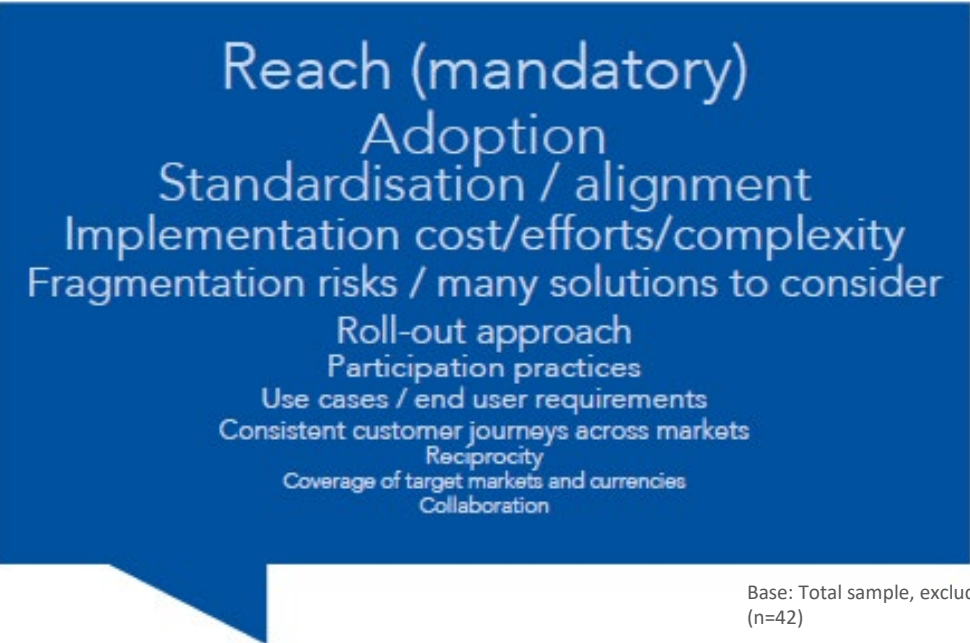
EBA survey on cross-border payments initiatives

Very important prerequisites for market adoption of cross-border initiatives

Harmonisation effort needed to pave the way



Additional qualitative feedback



NB: The qualitative feedback given throughout the survey reveals a slightly different picture: reach appears to be the biggest overall worry of the commenting banks, most of which were international banks offering intermediary services.

Base: Total sample, excluding "Don't know" (n=42)

Question: Q7. How important are the following prerequisites for the market adoption of the above-mentioned solutions and contributors?

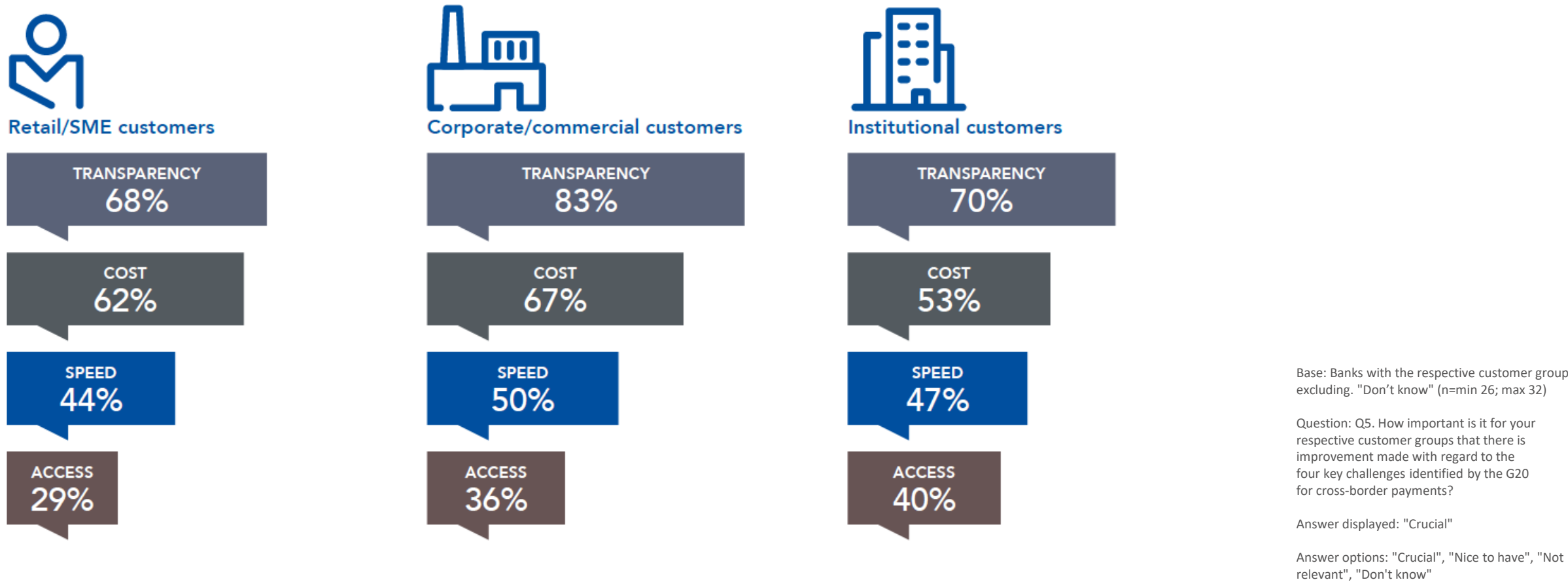
Answer displayed: "Very important"

Answer options: "Very important", "Important", "Somewhat important", "Not important", "Don't know"

EBA survey on cross-border payments initiatives

Crucial G20 objectives for bank customers, according to banks

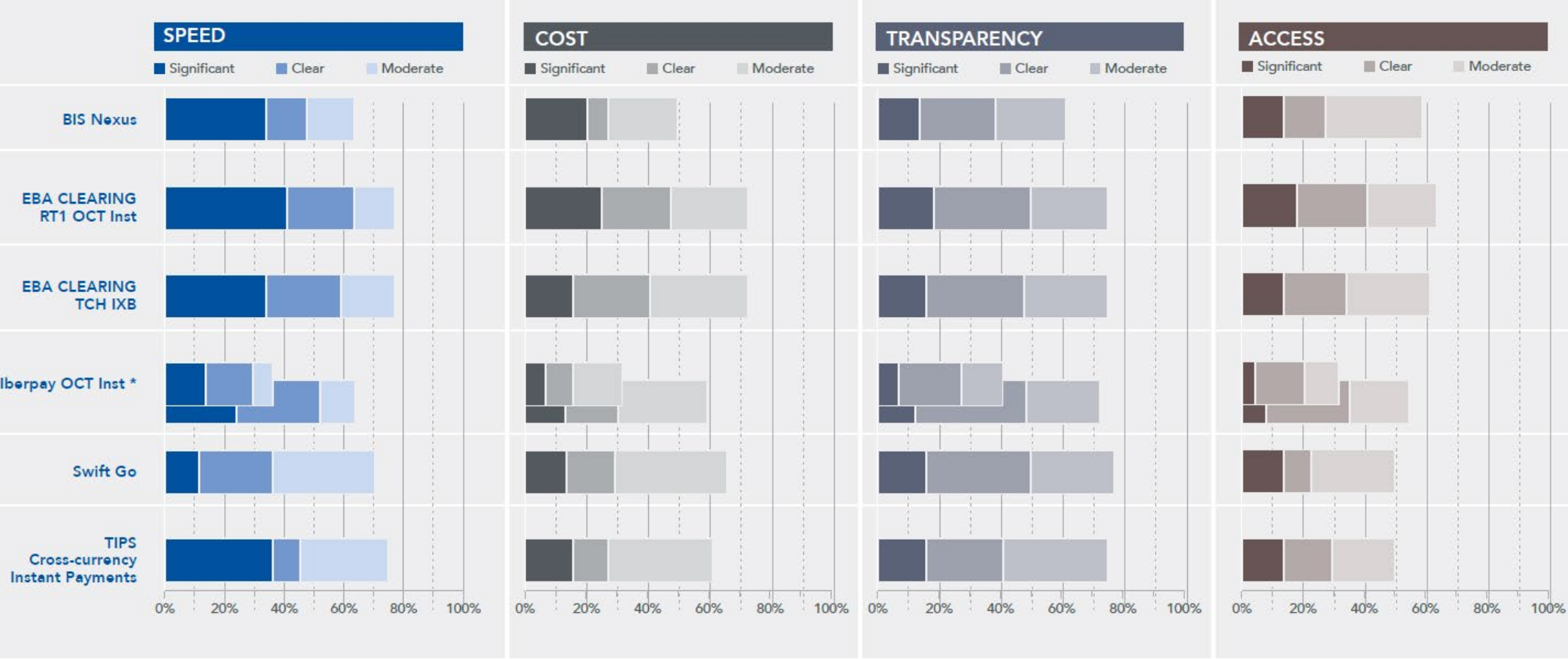
Transparency and cost are top improvement concerns for bank customers



EBA survey on cross-border payments initiatives

Solution overview

Biggest improvements expected for speed, transparency and, with some limitations, cost

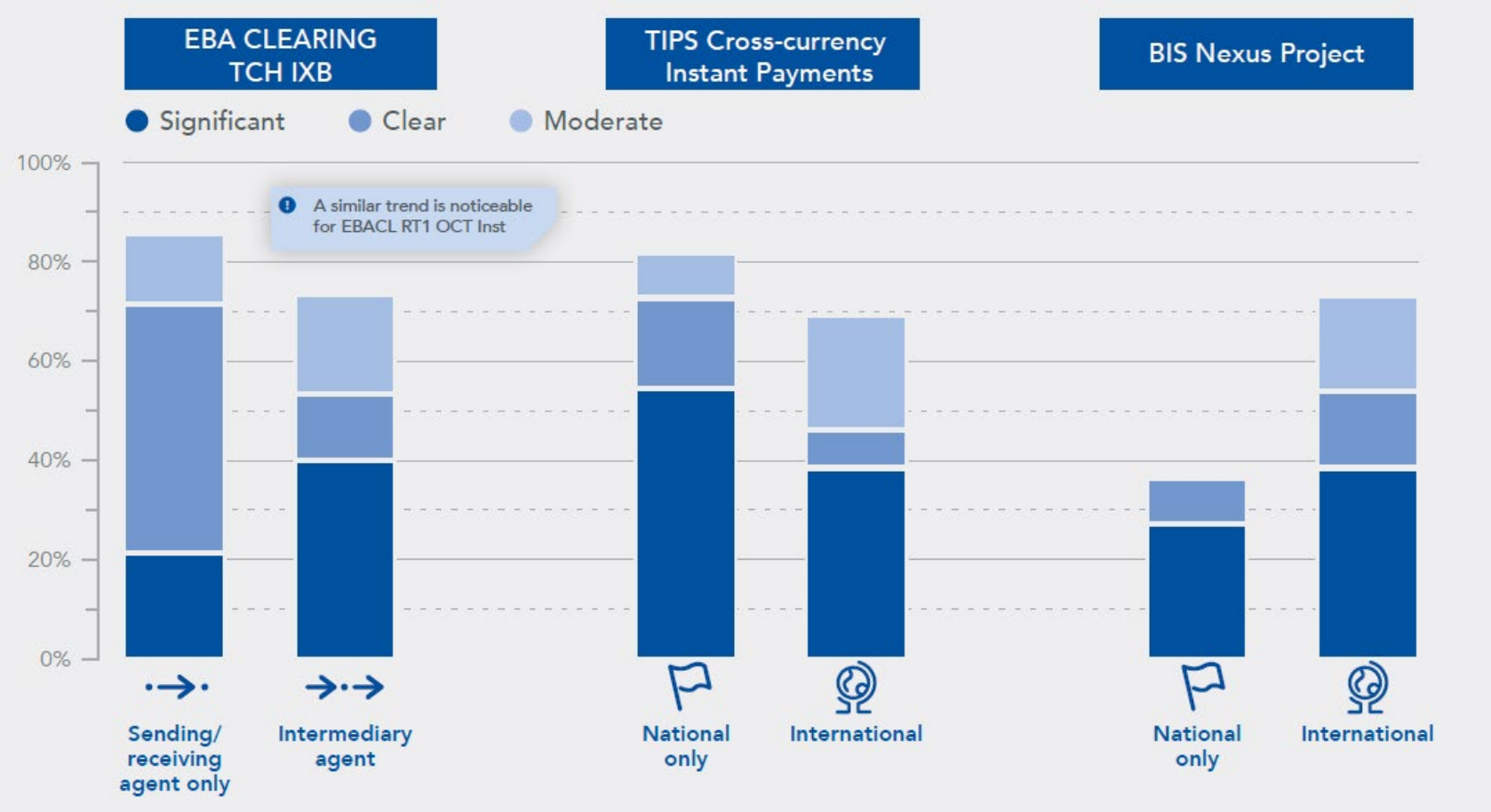


* More than 40% of the respondents consider Iberpay OCT Inst as not being relevant for their institution. For the bar in the background, these respondents have been excluded from the base sample. For the other solutions, 'not relevant' answers generally range between 7% and 14%.

EBA survey on cross-border payments initiatives

Key discrepancies in expectations of banks with different roles or sizes

Speed improvements expected by banks with different roles or sizes

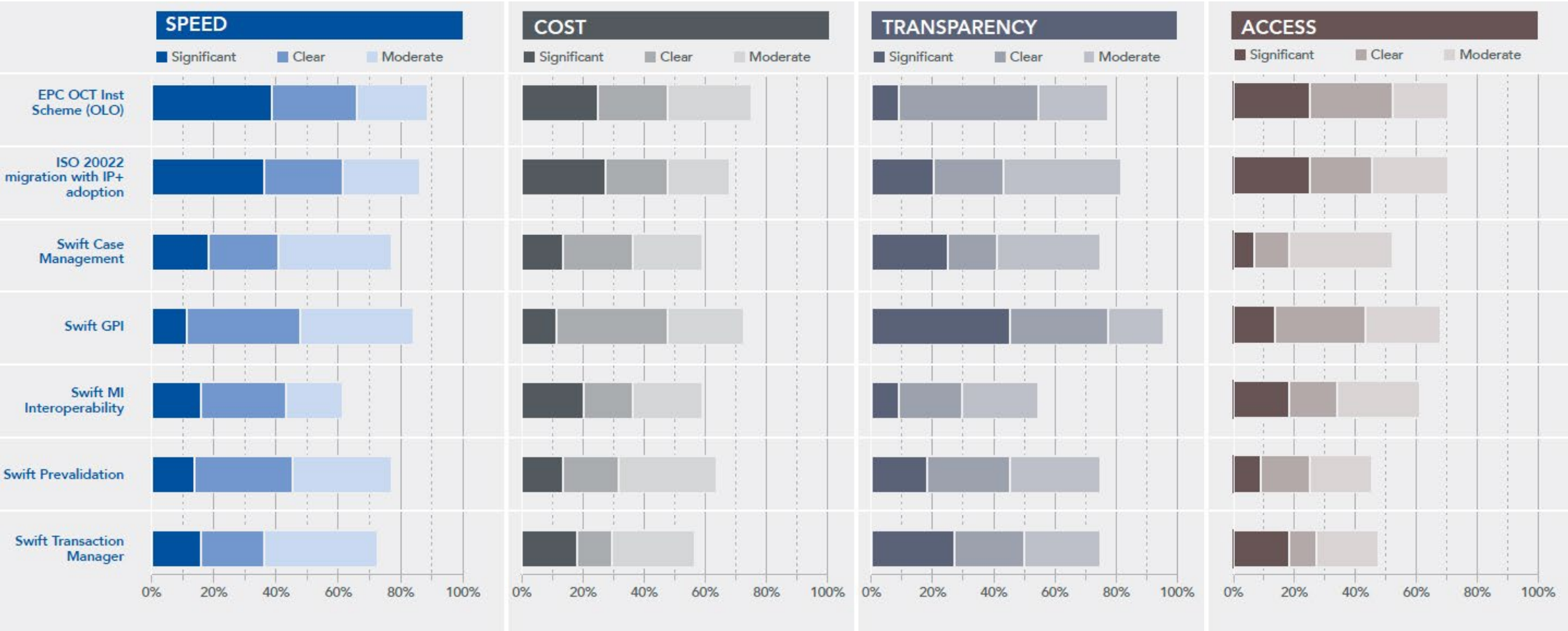


Base: Intermediary agents (n=30),
Sending/receiving agents only (n=14),
National only banks (n=11),
International banks (n=26)

EBA survey on cross-border payments initiatives

Contributor overview

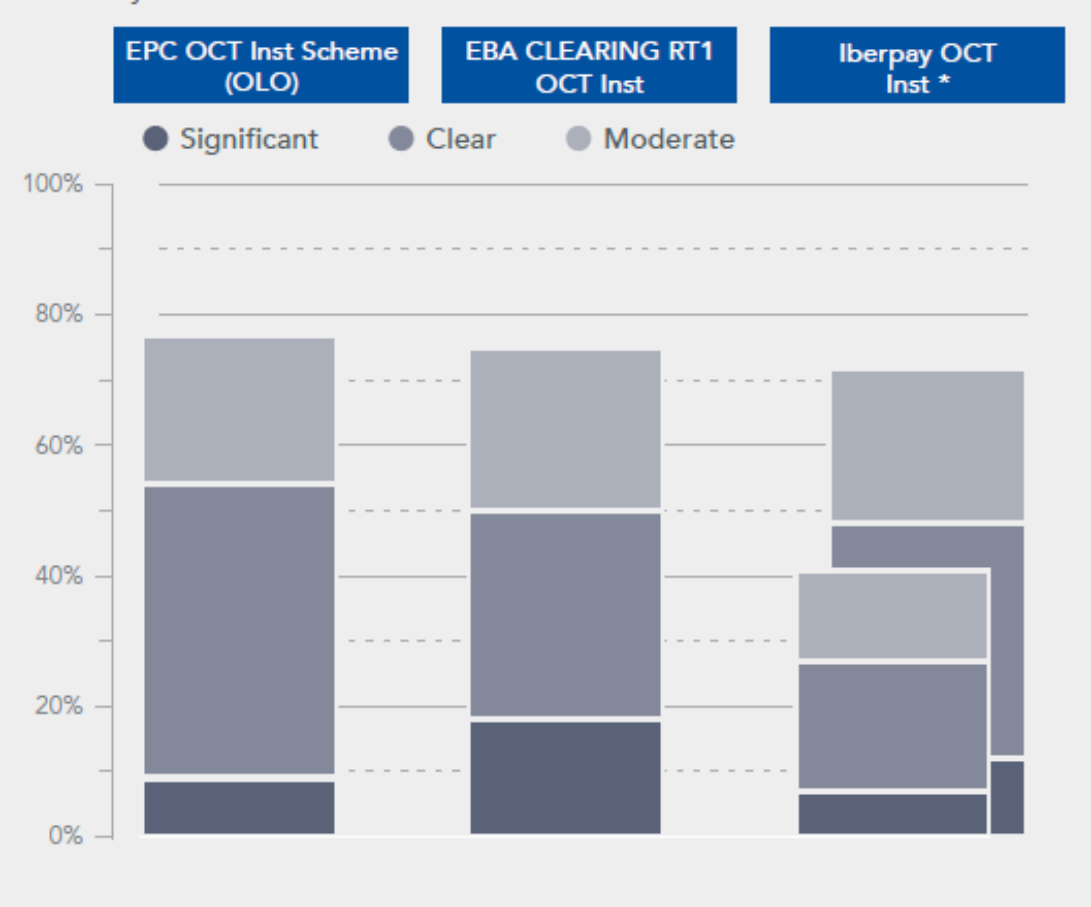
Strongest improvements expected for speed and transparency and, with some limitations, for cost and access



EBA survey on cross-border payments initiatives

Correlations between solutions and contributors?

Expected transparency gains through OCT Inst Scheme and solutions



* More than 40% of the respondents consider Iberpay OCT Inst as not being relevant for their institution.
For the bar in the background, these respondents have been excluded from the base sample.
For the other solutions, 'not relevant' answers generally range between 7% and 14%.

EBA survey on cross-border payments initiatives

Conclusions (1)



"We have seen a tremendous interest in this survey, which was devised to help our members compare cross-border payments initiatives that have a possible nexus with the European payments ecosystem. The results show that these initiatives have potential value in their own right and could support the European payments industry moving towards the G20 targets. At the same time, these results highlight that reach is key for any of these initiatives to deliver on their potential."

Simon McConnell

EMEA Head of Clearing & FI Payments
Citi

Chairperson

EBA Expert Group on Cross-Border Payments



EBA survey on cross-border payments initiatives

Conclusions (2)

Take aways and next steps

- Completing the survey gave EBA member banks the opportunity to **gather around the table all the in-house experts needed for a comprehensive assessment** of the options at hand
- Aggregated survey feedback helps market players to **take stock of the new or emerging cross-border initiatives in Europe** to understand
 - the difference these initiatives can make for the G20 targets
 - the potential value this can bring to their customers and
 - the hurdles that still need to be overcome
- **G20 target date is around the corner (end of 2027):**
Time is of the essence for AS-PSPs to start preparations for their cross-border strategy and its implementation.

Thank you!

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40 rue de Courcelles, 75008 Paris, France
<https://www.abe-eba.eu>

Follow us on LinkedIn:
<https://www.linkedin.com/company/euro-banking-association>

Coffee Break

10:55 – 11:10 CET

During coffee break, do not “leave the meeting”
(i.e., stay connected while muting your sound and turning off your camera)

Daniel Webber

**CEO & Founder
FXC Intelligence**

25th February 2025

EBA Open Forum on Digital Transformation

“The future of cross-border payments,
are you informed and ready?”

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The size and growth of the market

Developments in pricing and G20 goals

Key industry trends

FXC Intelligence is the industry standard for cross-border payments data and intelligence



Example FXC clients driving change across the industry

BANKING MAJORS



JPMORGAN
CHASE & CO.



INDUSTRY-LEADING FINTECHS



MARKET-DEFINING PAYMENT PLAYERS



Remitly
Promises Delivered

Corpay[^]

convera **Thunes.**

WORLD-CHANGING ORGANISATIONS



THE WORLD BANK



Swift



FINANCIAL
STABILITY
BOARD

GLOBAL TECH LEADERS

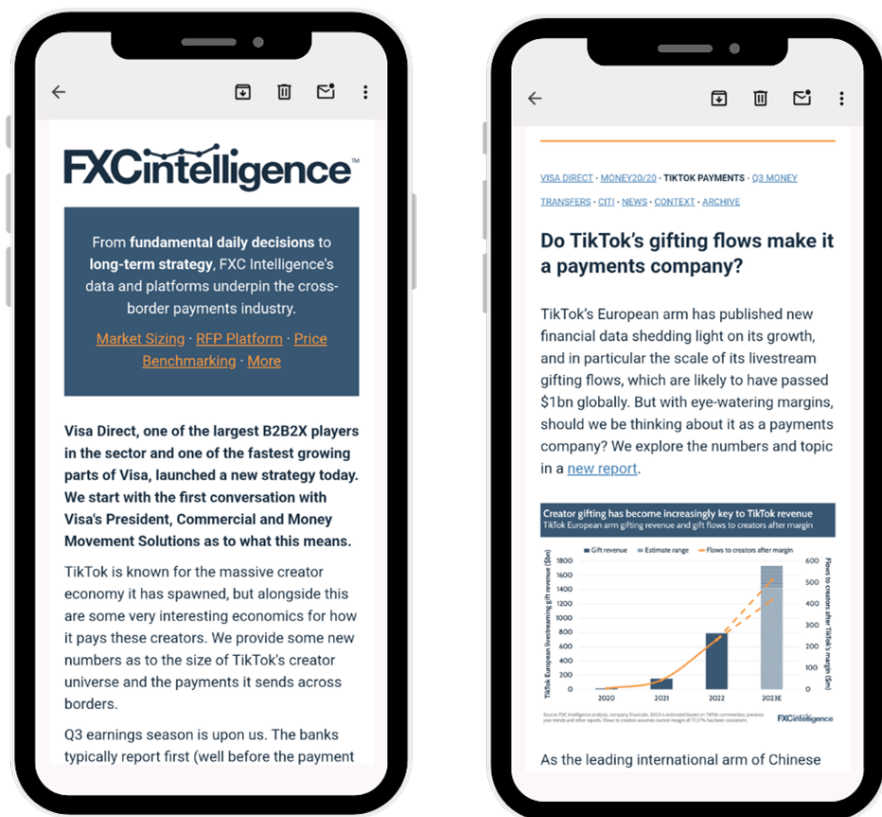
Two of the Big Five Tech companies

FUTURE-MINDED INVESTORS

Hedge Funds, VCs & Private Equity

Our content is the most widely read in cross-border payments

Our weekly newsletter leads the industry



Sign up at fxcintel.com/newsletter

Our website hosts hundreds of expert reports on global payments



Read at fxcintel.com/research

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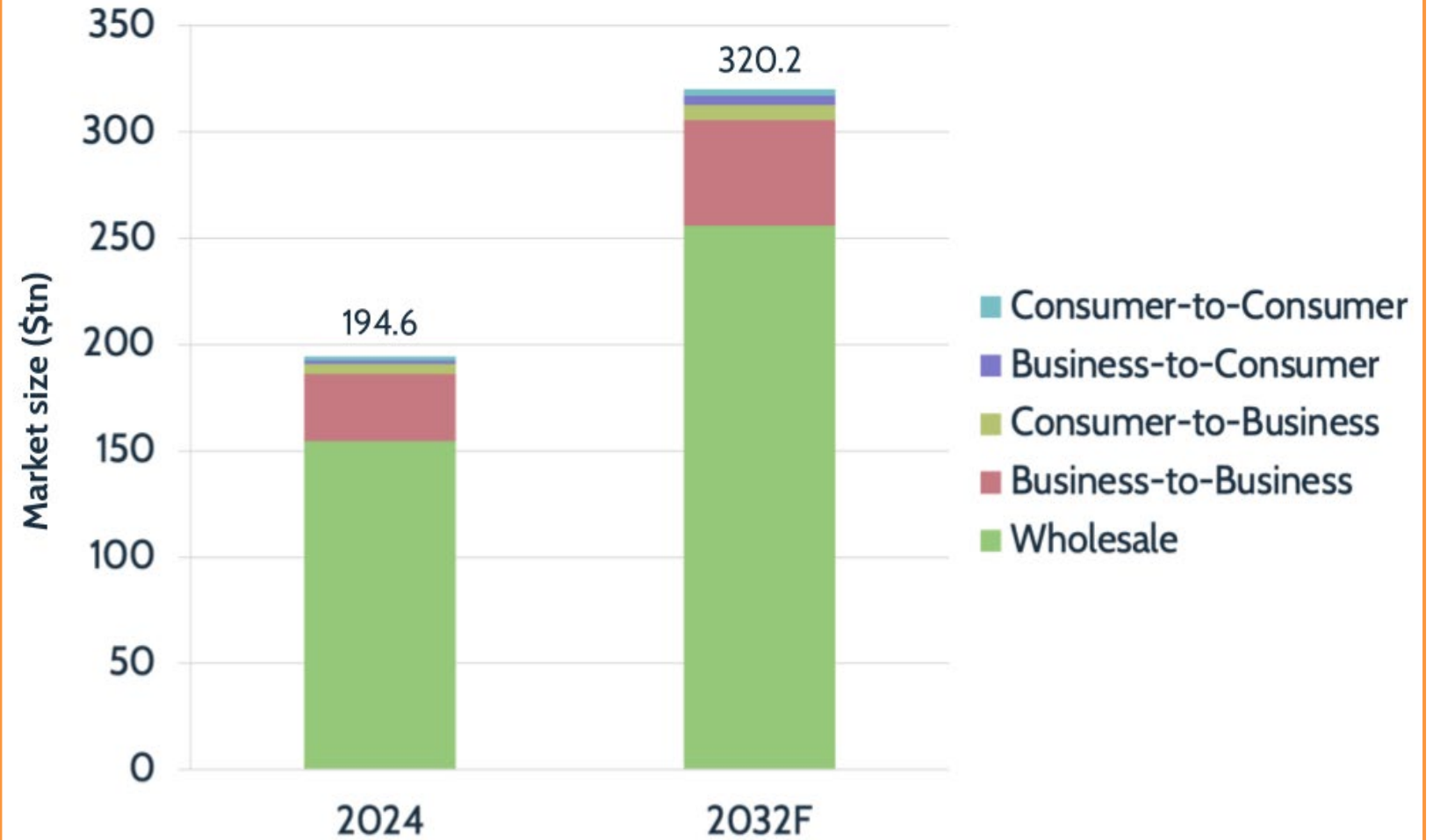
Developments in pricing and G20 goals

Key industry trends

Overall, cross-border payments is a giant market and is set to grow significantly by 2032

Overall cross-border payments global market size over time

Wholesale and retail cross-border payments market size, 2024 and 2032F



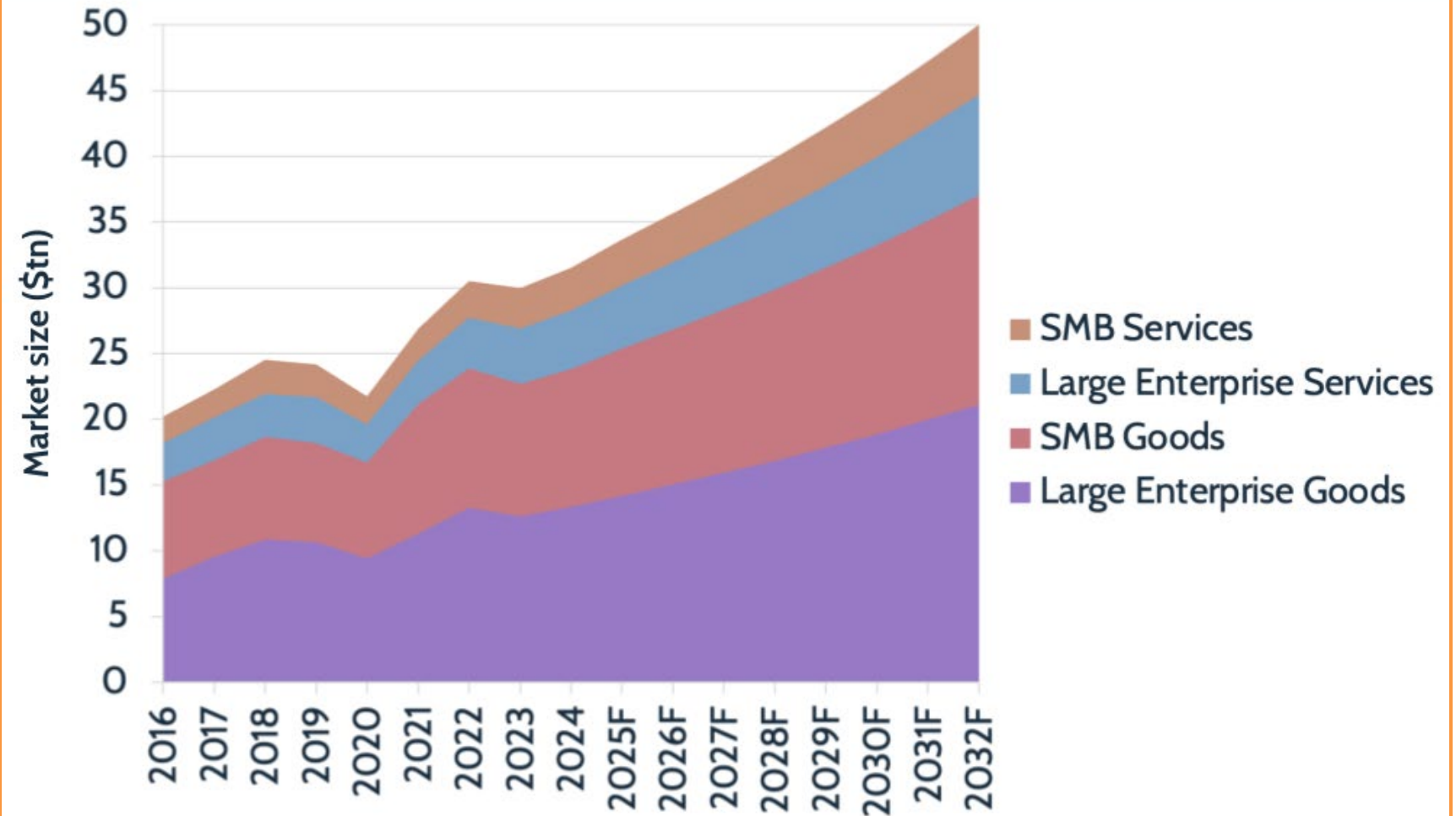
Source: FXC Intelligence market sizing data and forecasts.

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B2B payments are growing faster than other segments in the cross-border payments market

B2B cross-border payments to reach a \$50tn TAM by 2032

B2B cross-border payments market size by segments, 2016-2032F



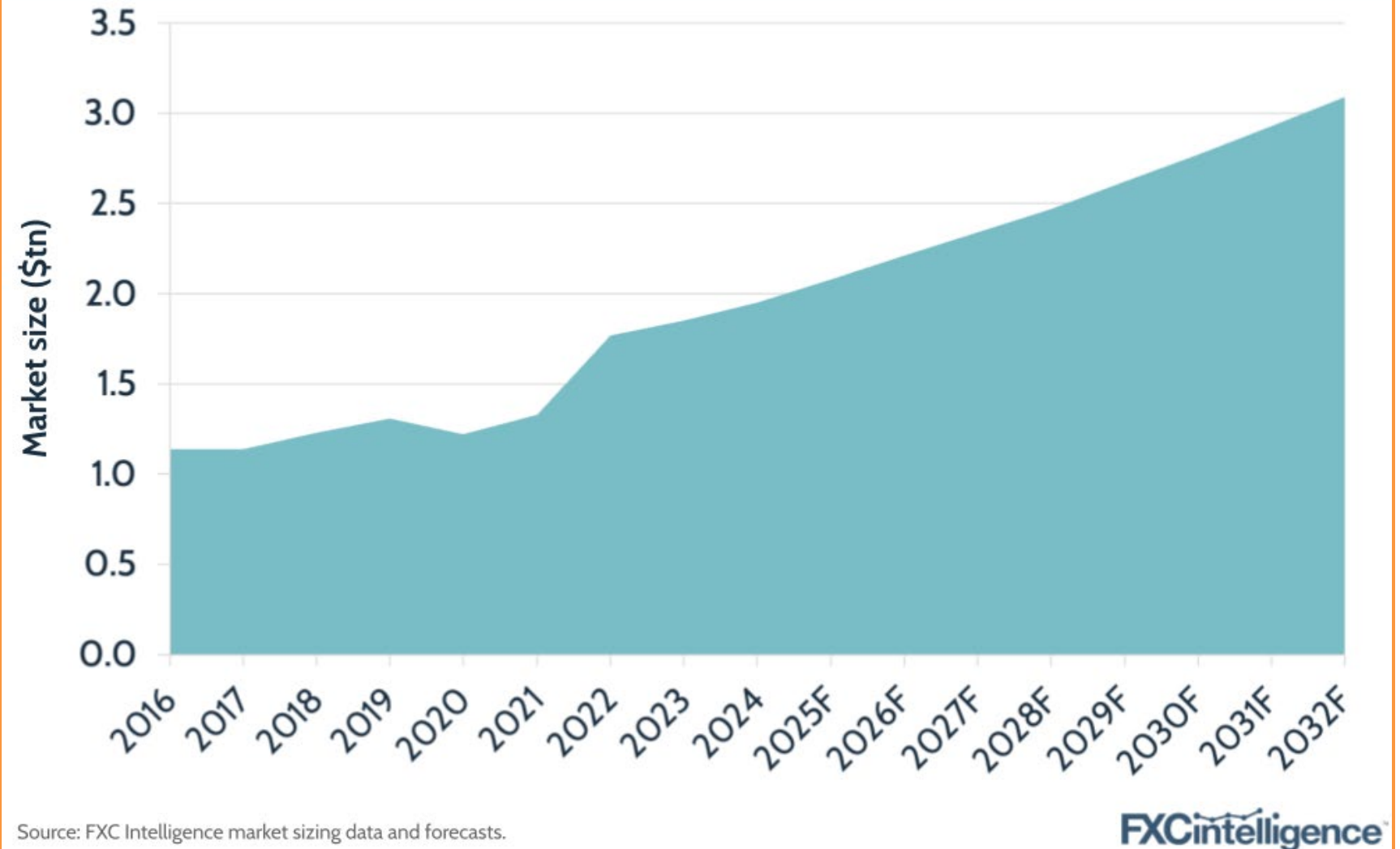
Source: FXC Intelligence market sizing data and forecasts.

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Consumer transfers are set to continue to grow steadily over the next seven years

Consumer money transfers to reach a \$3.1tn TAM by 2032

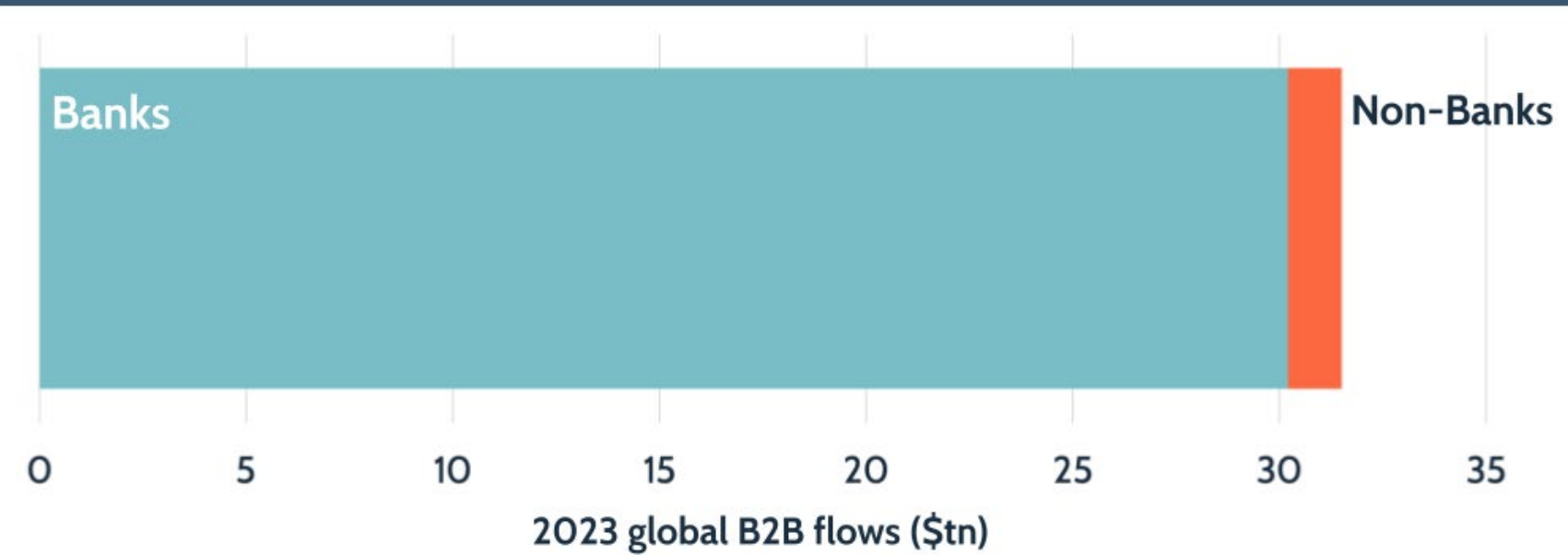
Consumer-to-consumer cross-border payments market size, 2016-2032F



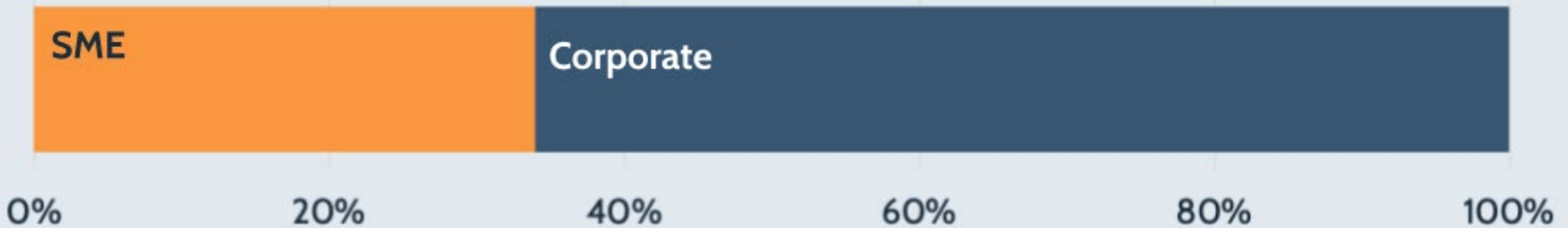
Banks facilitate most B2B flows, but non-banks continue to slowly grow share

Banks account for 96% of B2B cross-border payments

FY 2023 global B2B cross-border payment flows by provider type



B2B cross-border payment flows share by business type

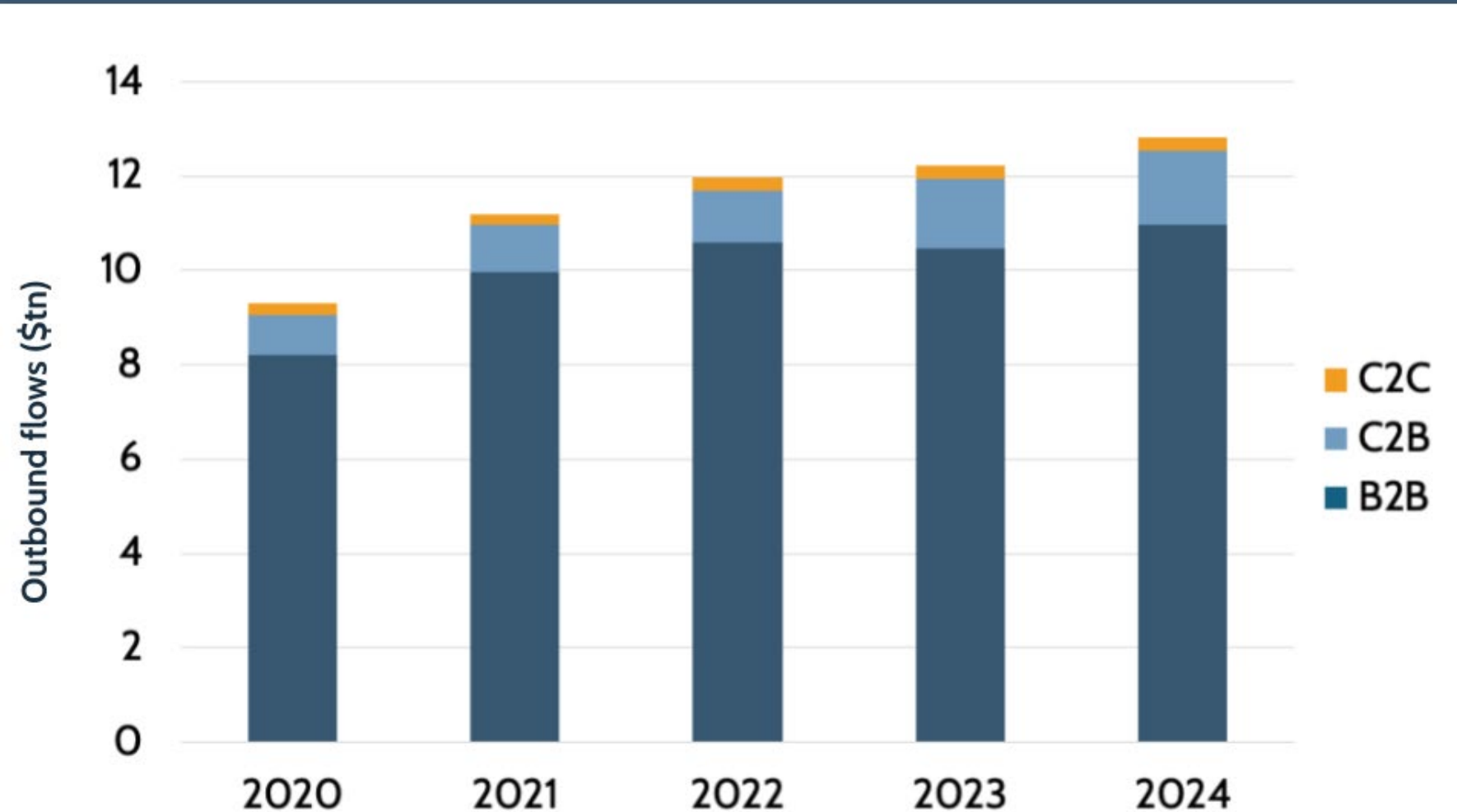


Source: FXC Intelligence Market Sizing data.

FXCintelligence

B2B transfers make up the bulk of transfers sent from EEA

Outbound flows from EEA countries split by payment type, 2020-2024



Source: FXC Intelligence Market Sizing Data. EEA refers to European Economic Area, which contains the EU plus Iceland, Liechtenstein and Norway. Contains intra-EEA payments and payments to other countries.

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B2B transfers
dominate in the
European Economic
Area (EEA)

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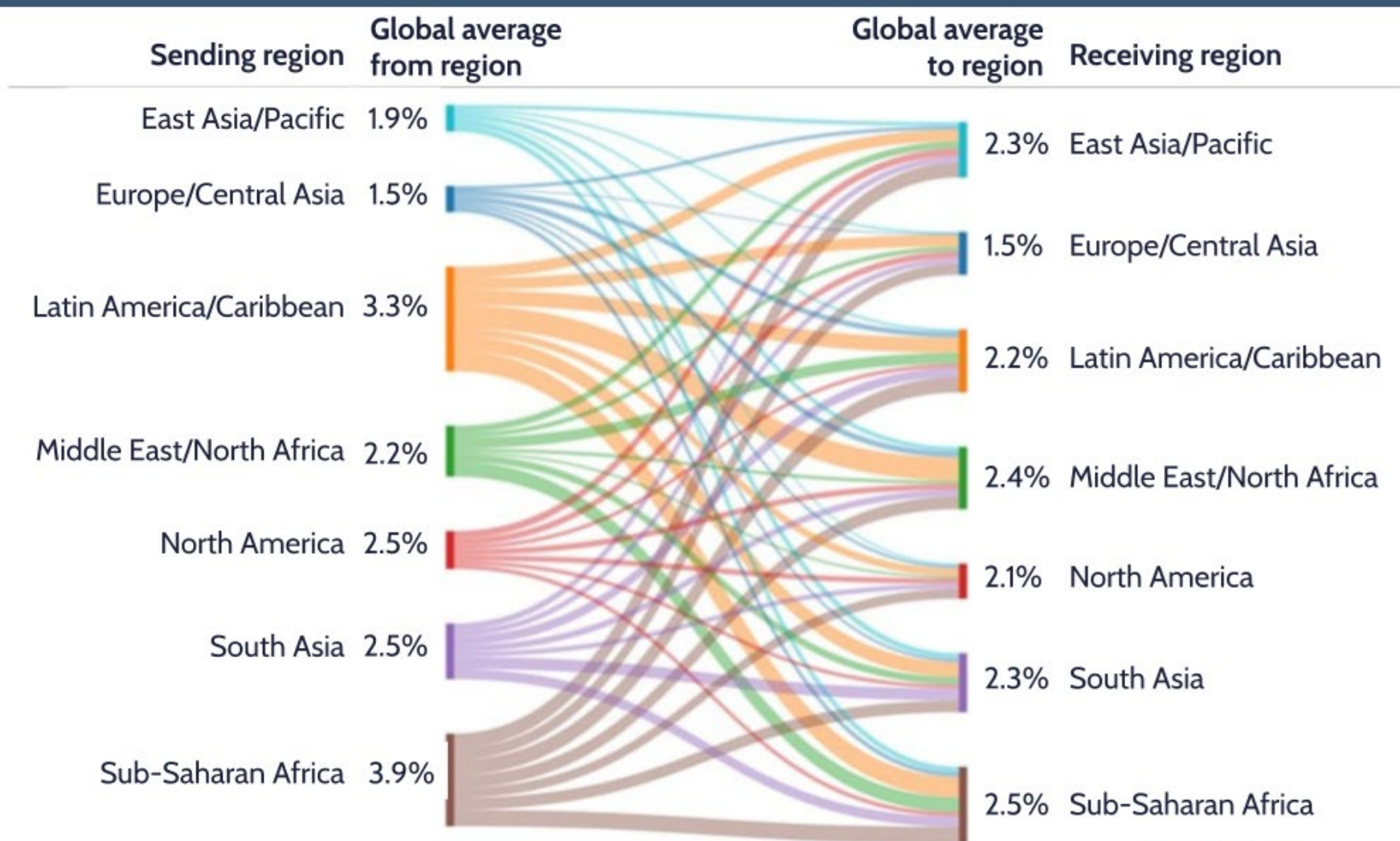
Key industry trends

Poll: What key factor will drive the industry toward achieving G20 goals the most?

- a. Partnerships within the industry to improve payments system interoperability
 - a. Collaboration between the private and public sector to ensure global alignment
 - a. Adopting stablecoin and blockchain solutions to cut intermediaries
 - a. Infrastructure improvements and upgrades to reduce the cost of facilitating payments
 - a. Regulatory reforms and frameworks that support cost reduction and efficiency
-

Relative cost of sending payments by regional corridor

Cost for all use-cases. Reproduced from FSB 2023 Report of KPIs



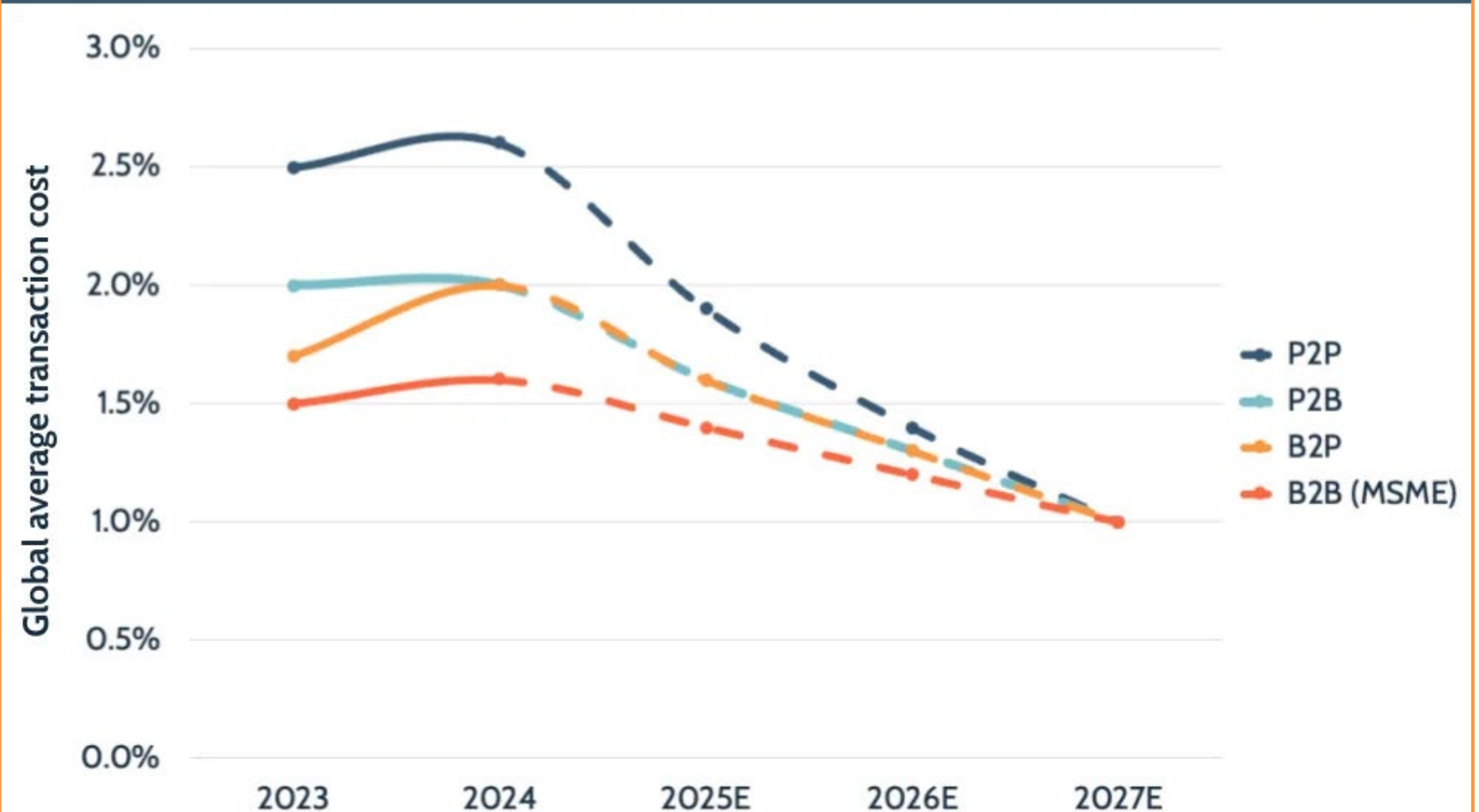
Reproduced from 'Annual Progress Report on Meeting the Targets for Cross-border Payments: 2023 Report on Key Performance Indicators'. Data source: FXC Intelligence. Data as of March 2023.

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The cost of sending payments varies depending on the region

Retail payment costs need to drop sharply to reach 2027 target

Average cross-border payment cost targets for future years to reach 2027 goals



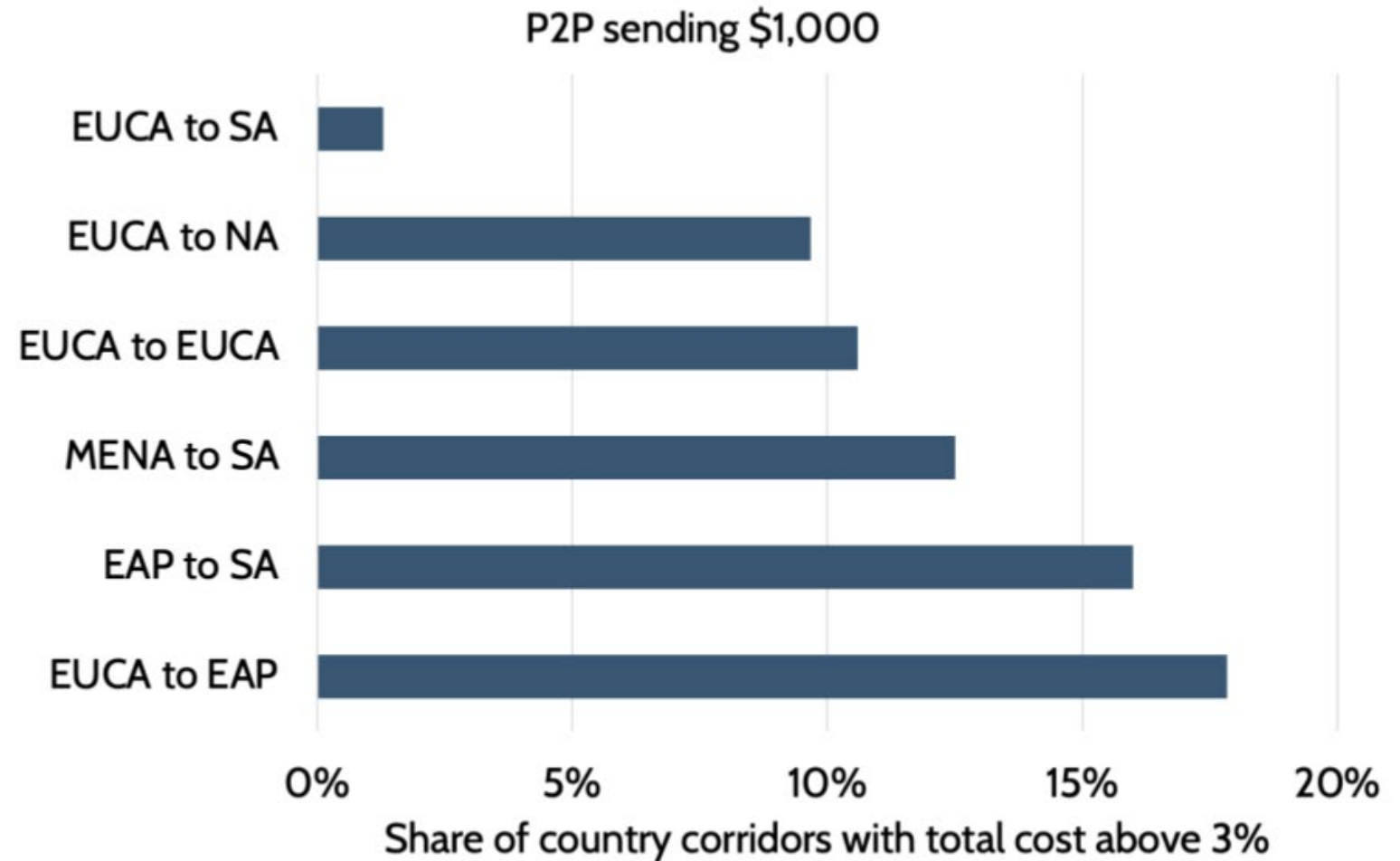
Source: FXC Intelligence data for the FSB Annual Progress Report on Meeting the Targets for Cross-border Payments: 2024 Report on Key Performance Indicators, FXC Intelligence analysis.

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In order to reach 2027 target, costs need to drop sharply

Which regional corridors are closest to the 3% target?

Share of P2P in-region corridors above the 2027 cost maximum target of 3%



Source: FXC Intelligence data for the FSB Annual Progress Report on Meeting the Targets for Cross-border Payments: 2024 Report on Key Performance Indicators, FXC Intelligence analysis.

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Most corridors to and from Europe are performing well, however Latin America and the Caribbean (LAC) to Europe and Central Asia (EUCA) is an exception

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← Developments in pricing and G20 goals

← Key industry trends

The infrastructure of the industry is changing. RTP is becoming more widespread – and is increasing expectations

Comparing real-time payments systems in 2024

Examples of RTP systems worldwide with monthly transactions

System	Country	Launch	Monthly transactions	Monthly transaction value	Participating institutions	Cross-border connectivity?
		2008	379 million	£315bn	40+	No
		2023	TBC	TBC	389	No
		2018	100 million	\$72bn*	110+	Developing
		2020	4.3 billion+	\$357bn*	805	Developing
		2017	Unknown	Unknown	2734	Yes
		2015	300 million+	\$1.7tn*	84	No
		2016	10 billion+	\$219bn*	516	Yes

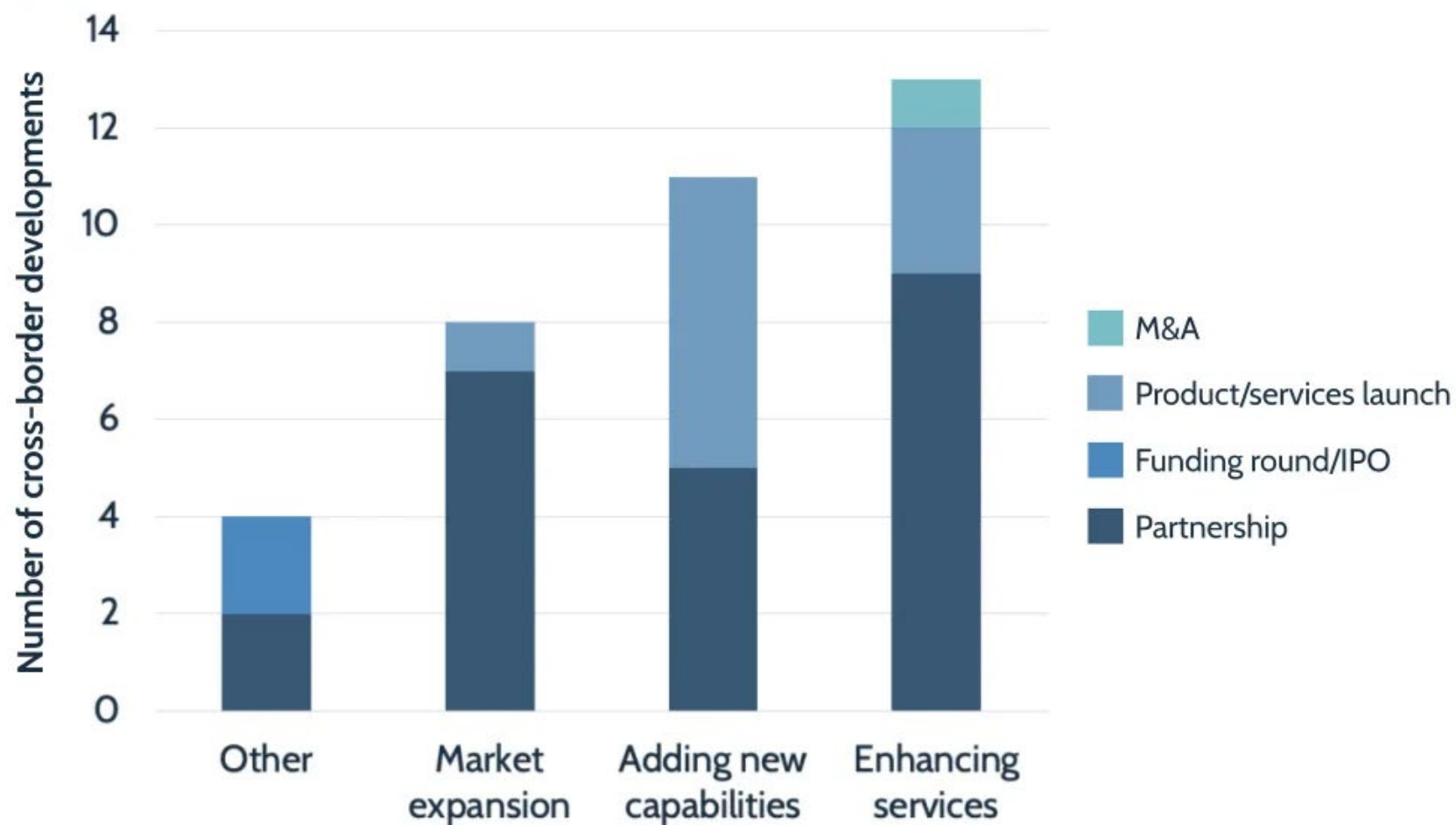
Source: FXC Intelligence analysis, company announcements. *Indicates conversion. Figures given are latest available from central bank/operators.

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Banks are increasingly interested in partnering with other companies to grow their capabilities

Banks looking to partnerships to boost services

Types of cross-border developments for leading banks, H1 2024


















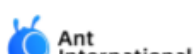



Source: FXC Intelligence analysis, bank announcements. Includes developments from 21 banks featured on FXC's Cross Border Payments 100.

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Stablecoins are presenting new revenue opportunities, making it a big focus for the industry in 2025

Stablecoins activity heats up in cross-border payments

Key recent stablecoin developments related to payments

Company	HQ	Date	Stablecoin	Announcement(s)
 stripe		Feb 25	USDT, USDC	Completed acquisition of stablecoin platform Bridge
 CEDAR		Jan 25	USDT, USDC	Raised \$10m seed for cross-border stablecoin payments
BVNK		Jan 25	FDUSD	Integrating First Digital's stablecoin into its platform
 BANK		Jan 25	PYUSD	Integrating PayPal's stablecoin for deposits and payments
 ripple		Dec 24	RLUSD	Commencing roll-out of stablecoin on global exchanges
 PayPal		Nov 24	PYUSD	Launching cross-border stablecoin payments on Xoom
 SCB		Nov 24	THBX	Releasing Thailand's first programmable stablecoin
 SOCIETE GENERALE		Nov 24	EURCV	Deploying a Euro-based stablecoin on the XRP ledger
 Ant International		Nov 24	XSGD	Launching a stablecoin platform with Grab and StraitsX
 PAXOS		Nov 24	USDG	Introducing a new USD-backed stablecoin

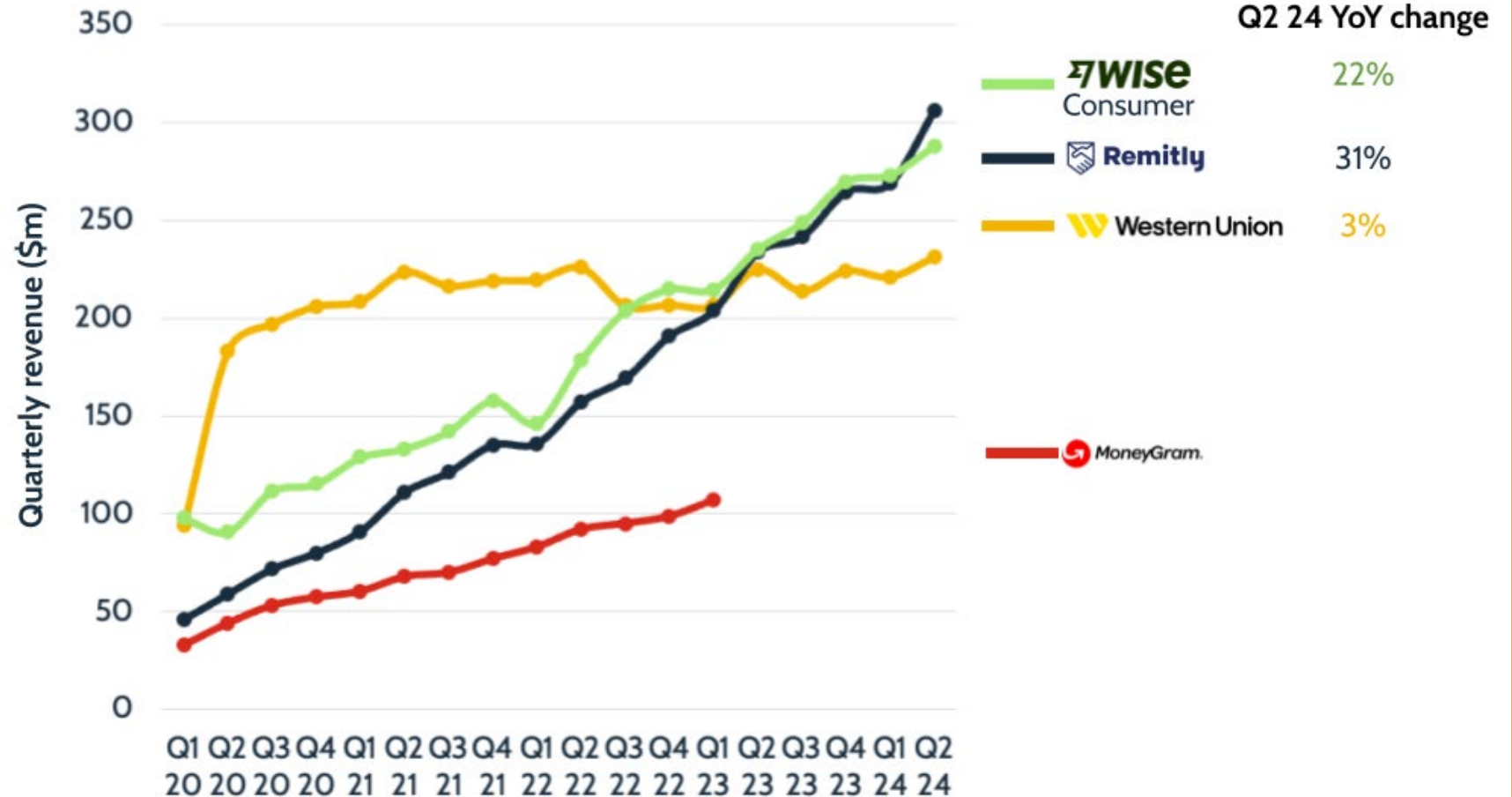
Source: FXC Intelligence analysis, company announcements.

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There is a significant emphasis on digital transformation

Wise, Remitly outpace WU on digital money transfers revenues

Quarterly digital revenues for publicly traded money transfer players



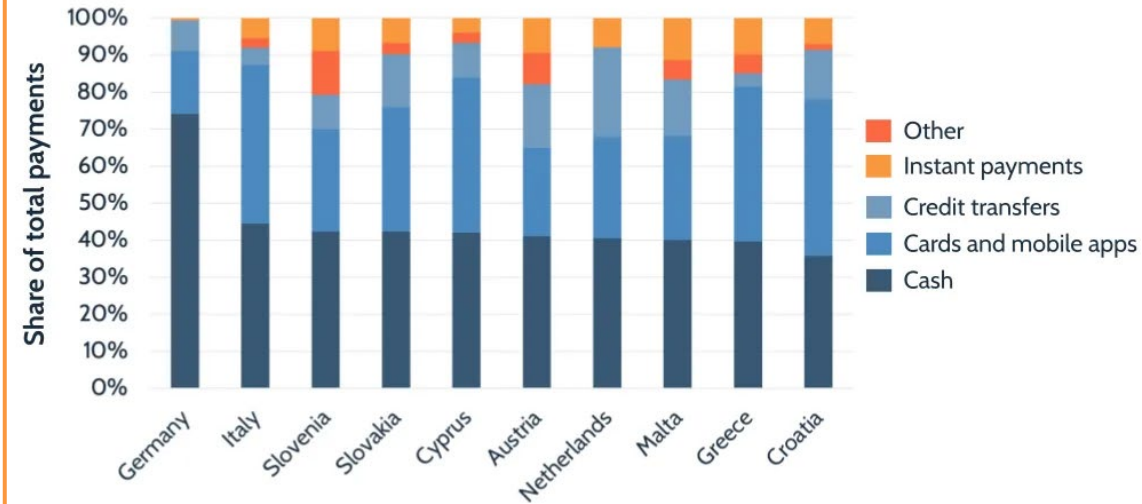
Source: FXC Intelligence analysis, company financials. Shows calendar quarters, which for Wise Q1 2024 is equivalent to financial Q4 2024. Wise converted from GBP using time average exchange rate at time of earnings report. MoneyGram no longer reports quarterly earnings due to going private in Q2 2023. Euronet shows data for money transfers segment. Wise shows data for personal segment.

However, the use of different payment methods in P2P transfers vary by country

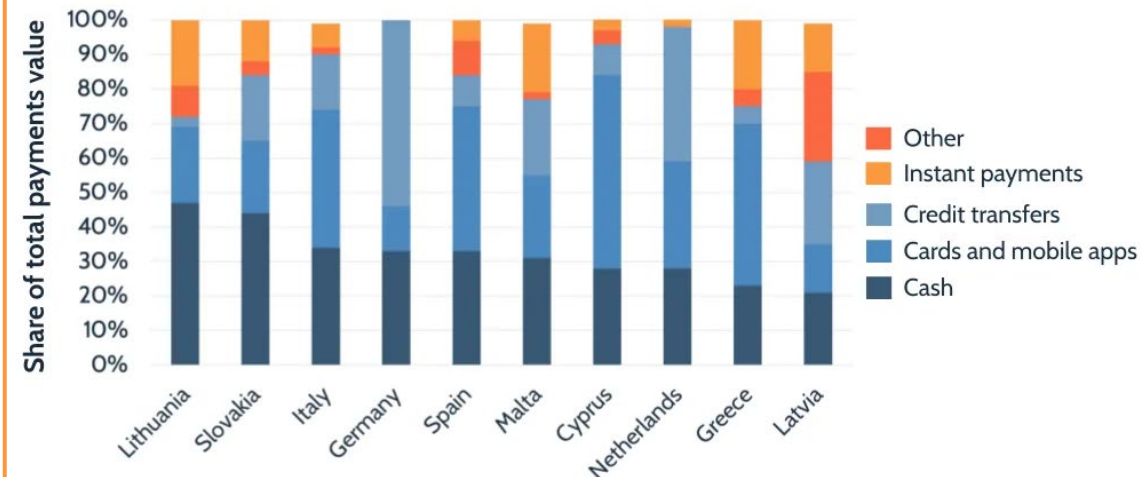
Germany sees high cash use in P2P payments

Number, value of P2P payments across euro-using countries, 2024

Share of payments made by different methods in 2024 by country, ordered by cash share



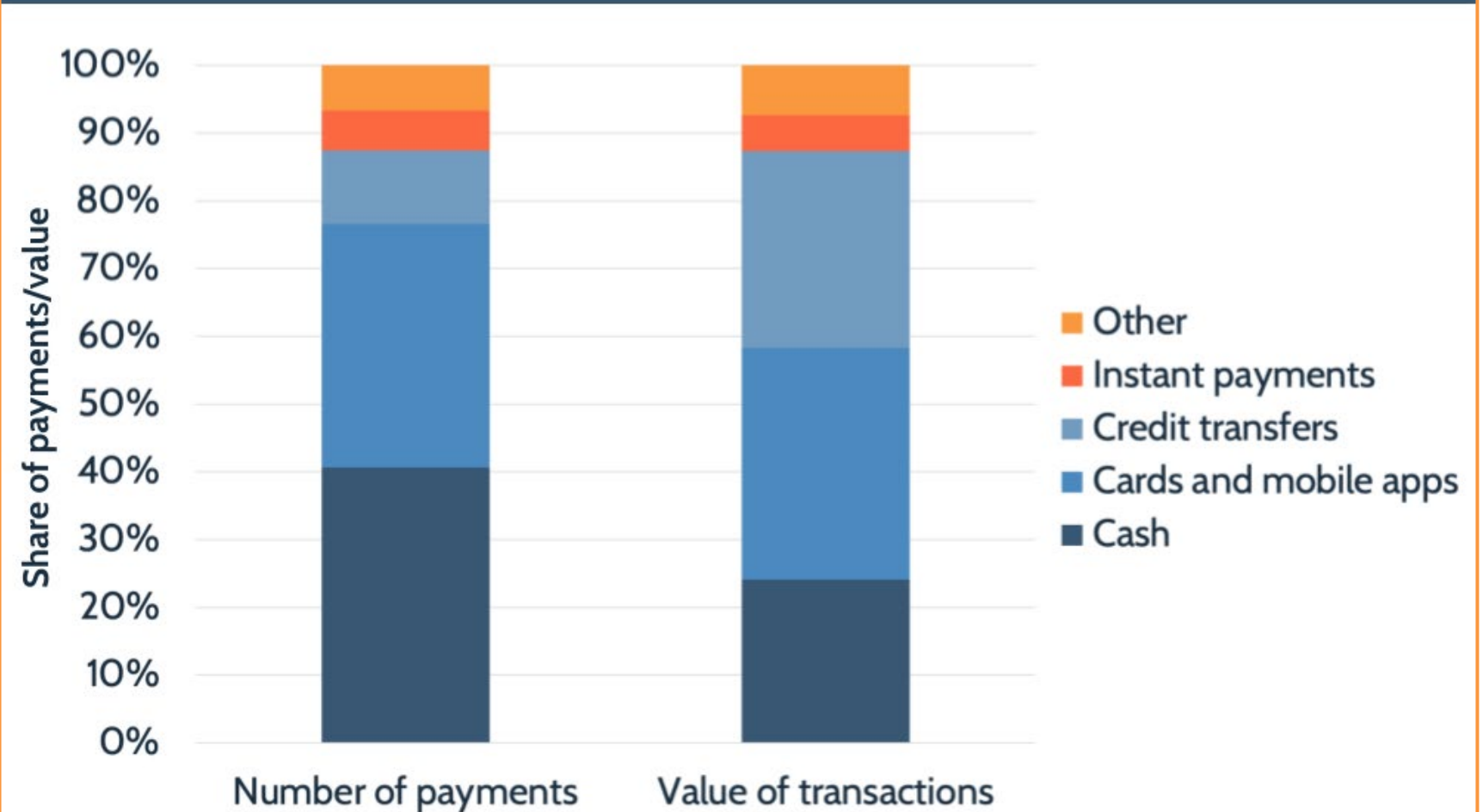
Value of transactions made by different methods in 2024 by country, ordered by cash share



Source: ECB. "Other" includes bank cheques, direct debit, loyalty points, vouchers and gift cards, crypto-assets, buy now, pay later services and other payment instruments. Includes Euro Area countries except Bulgaria, Czech Republic, Denmark, Hungary, Poland, Romania and Sweden.

Cash used more for lower value P2P payments in 2024

Share of payments/value by instrument across 20 countries in the EU area



Source: ECB. "Other" includes bank cheques, direct debit, loyalty points, vouchers and gift cards, crypto-assets, buy now, pay later services and other payment instruments. Includes Euro Area countries except Bulgaria, Czech Republic, Denmark, Hungary, Poland, Romania and Sweden.

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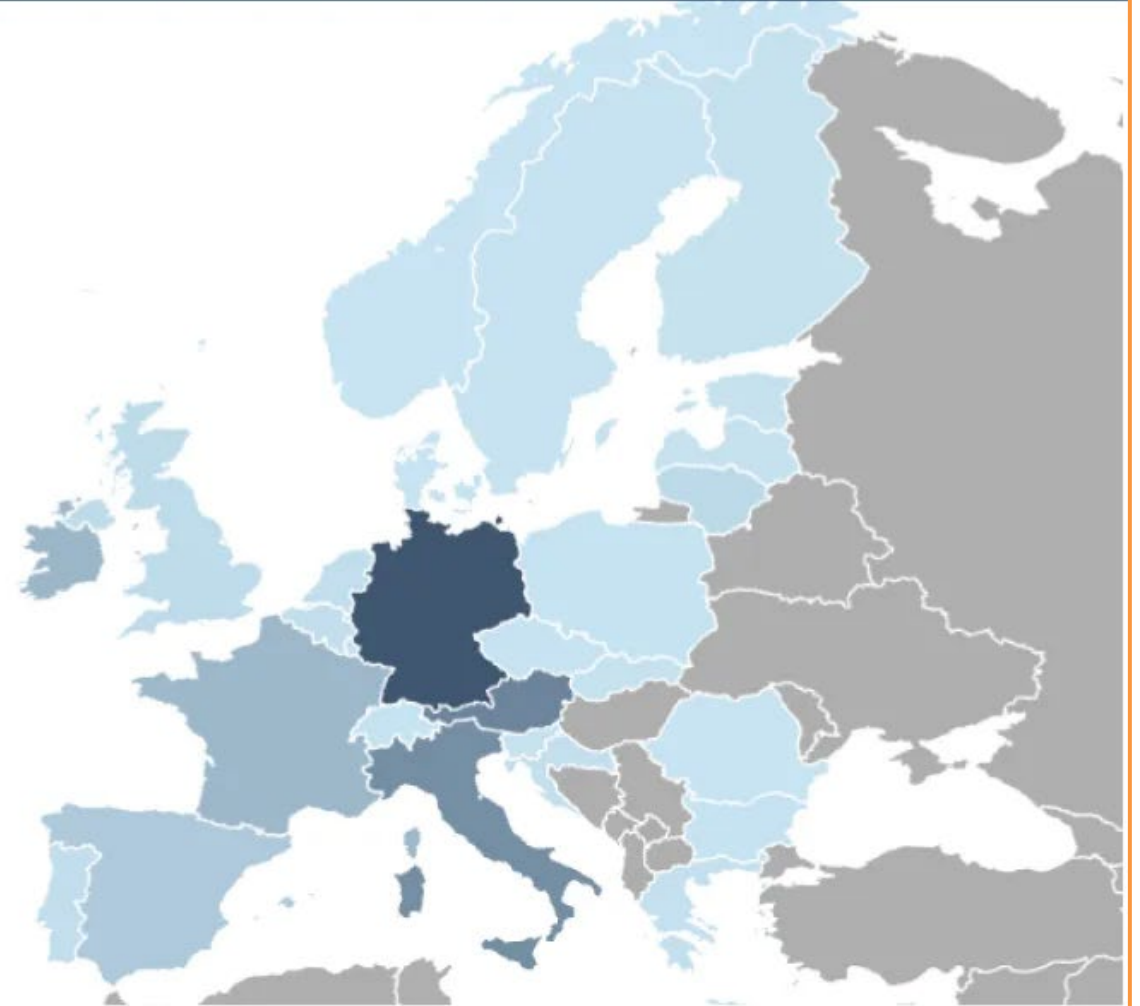
Cash still accounts for 41% of P2P payments in the EU

European countries offering instant 24/7 credit transfers

Payment providers participating in the SCT Inst scheme by country, 2024

32 European countries now offer 24/7 credit transfers, marking a shift away from cash-usage

1121
1
Number of participating PSPs



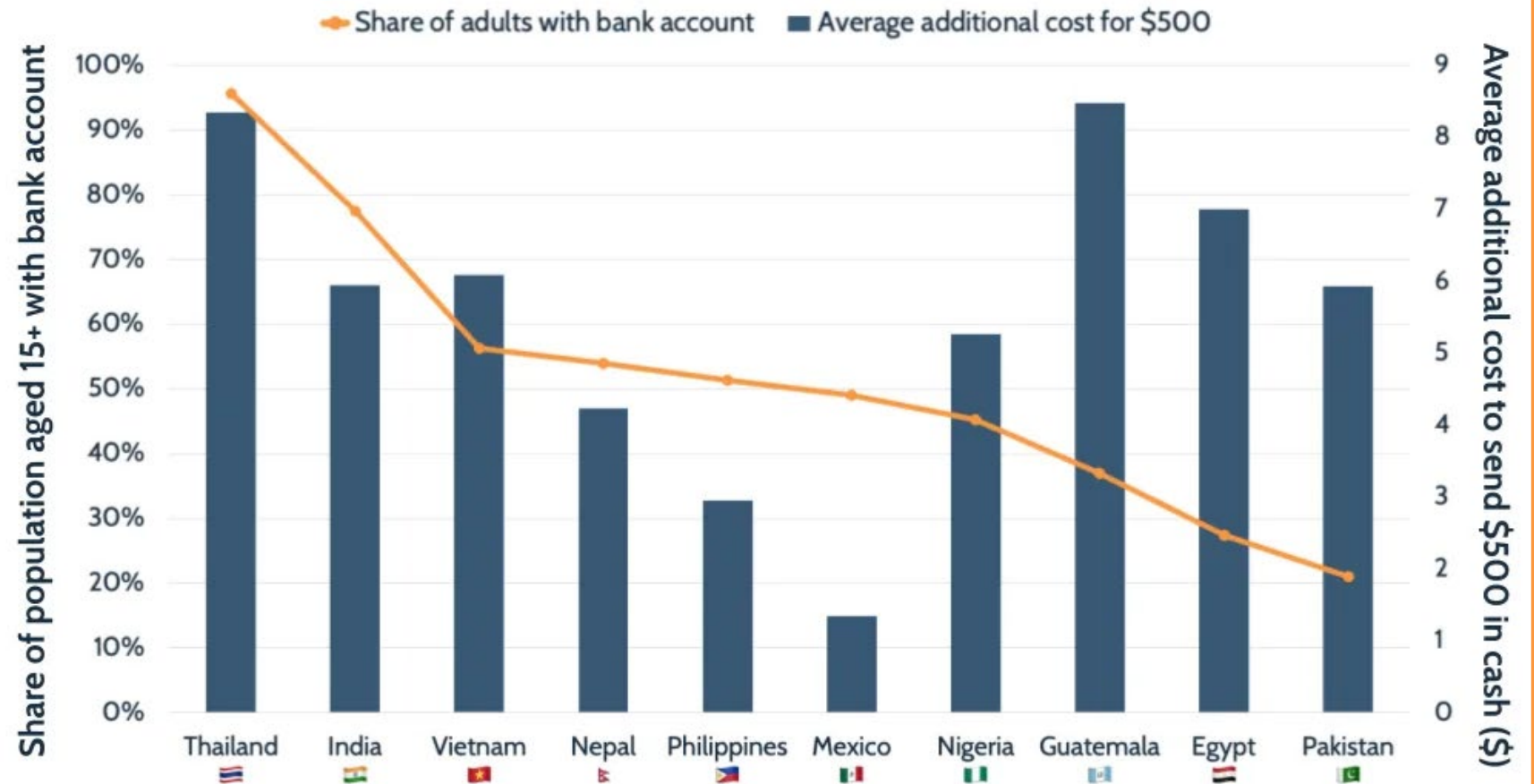
Source: FXC Intelligence analysis, European Payments Council.

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Payout type can have a significant impact on price

Low bank account use does not guarantee cheaper cash pay-outs

Share of population with bank accounts, versus premium to send \$500 as cash



Source: FXC Intelligence monthly FX pricing data, FXC Intelligence analysis, World Bank Global Financial Inclusion Data. Account data is for 2021, except for Mexico and Guatemala, which is 2022. Cost data is based on March 2024 averages for 10 receive markets, sending \$500 from the US, with bank account pay-in and bank account/cash pay-out.

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Questions?





Empowering global payments to be more.

From **fundamental daily decisions** to **long-term strategy**,
FXC Intelligence's data underpins the cross-border payments industry.

FOR MORE INFORMATION CONTACT US AT:

Daniel Webber | daniel@fxcintel.com

Data Licenses | sales@fxcintel.com

Panel Discussion

Wrap-up

Thank you!

Participants in the forum are reminded of their responsibility to observe anti-trust laws.

The EBA Anti-Trust Policy is available on the EBA website.

https://www.abe-eba.eu/media/azure/production/1352/eba_antitrust_policy_20170602_final_clean.pdf

The forum is an open group, where interested stakeholders can discuss and exchange information on industry-wide topics.

The content of the slides presented and the views expressed in the context of the activities of the forum are those of the respective participants in the forum, and do not represent the views of the Euro Banking Association (EBA).