

## TOP ISSUERS IN THE MIDDLE EAST AND AFRICA

The 50 largest Visa, MasterCard, Maestro, American Express, Diners Club, and domestic general purpose credit, debit, and prepaid consumer and commercial card issuers in the Middle

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## TWITTER ADDS CARD-LINKED OFFERS

Social media platform Twitter has acquired CardSpring, operator of the online Connect platform that links offers from retailers and other publishers to payment card accounts. Terms were not

> see p. 6

## VISA/MASTERCARD IN RUSSIA — PART 3

From July 1 through October 1, Russia's Central Bank is calculating the monetary value of Visa and MasterCard transactions settled between cardholders and merchants within the country. It plans

> see p. 12

## VISA CHECKOUT HITS THE MARKET

Visa Checkout, the new digital payment service from Visa Inc., is built on a different architecture from V.me, its predecessor available in Canada, Europe, and the U.S. since 2012. Currently available

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## ACI WORLDWIDE TO ACQUIRE RED

ACI Worldwide will acquire ReD for \$205 million in cash in a transaction expected to close in the third quarter of 2014. ReD is a top e-commerce fraud prevention company. It uses a

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## OBERTHUR TECHNOLOGIES PAYMENT CARDS

The fastest growing payment card manufacturer in the world last year was Oberthur Technologies (OT), the third largest vendor. Shipments of 560.0 million cards increased by 98.0 million over

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## INVESTMENTS & ACQUISITIONS — JUNE 2014

Turn to page 7 for a list of 55 mergers, acquisitions, and corporate financing deals that occurred in June of 2014.

Prior issues: 1,042, 1,041, 1,039, 1,037, 1,036

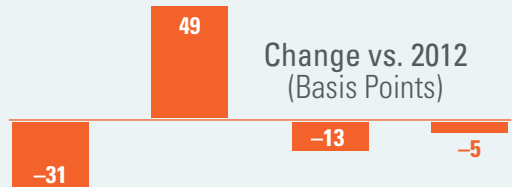
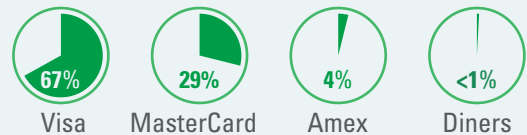
> see p. 7



## EUROPE

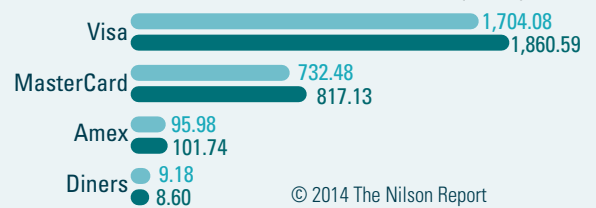
### Brand Market Share

\$2,788.06 Bil. Purchase Volume in 2013



### Top Brands

Purchase Volume 2012 vs. 2013 (\$Bil.)



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## EUROPE GENERAL PURPOSE CARDS

Purchases of goods and services at merchants generated by credit, debit, and prepaid general purpose cards issued in Europe with the Visa, MasterCard, American Express,

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**INSIDE** 2-4 Fast Facts  
8 Zoos Smart Routing for Merchants

**CHARTS** 7 Investments & Acquisitions in June  
8 Europe General Purpose Cards — 2013 vs. 2012  
9 Purchase Trans. in Europe Projected  
10 Credit and Debit Card Issuers in Middle East/Africa — 2013  
11 Top GP & Visa/MasterCard Card Issuers in Middle East/Africa — 2013

**EXPERIAN CONSUMER SERVICES-AFFINITY**, the unit of Experian that provides credit monitoring and identity protection products as co-branding opportunities to businesses, has launched a Spanish-language, credit-focused product and online financial resource center for the U.S. Hispanic community in partnership with Univision Communications Inc., the leading Hispanic media company in the U.S. *Allen Anderson is President Experian Consumer Services-Affinity, (714) 830-5700, allen.f.anderson@experian.com, www.experian.com. Kevin Conroy is President Digital and Enterprise Development at Univision Communications, (212) 455-5200, kconroy@univision.net, www.univision.net.*

**R.K. HAMMER** has provided 150+ credit card portfolio valuations since 1985. *Bob Hammer is CEO, (805) 444-5725, rkhammer01@roadrunner.com, www.rkhammer.com.*

**CARDFREE**, a mobile commerce provider, has entered into a partnership with XPIENT Solutions, a point-of-sale service and technology provider whose clients include 17 of the top 50 QSR brands. The companies will offer omnichannel services for restaurants from CRM and loyalty to order-ahead, payments, prepaid, and back-office. *Jon Squire is CEO at CardFree, (415) 402-5261, jsquire@cardfree.com, www.cardfree.com. Christopher Sebes is CEO at XPIENT Solutions, (704) 295-7000, christopher.sebes@xpient.com, www.xpient.com.*

**CPI CARD GROUP** has been awarded U.S. Patent No. 8,720,786 for its Card Security Activation Label and Method utilized in prepaid cards and packaging. The technology offers a tamper-evident protection of the barcode for PIN protection. *Steve Montross is President & CEO, (303) 345-2460, smontross@cpicardgroup.com, www.cpicardgroup.com.*

**LOOPPAY** has received an equity investment from Visa Inc., part of a larger strategic funding round which included Synchrony Financial (formerly GE Capital Retail Finance) and other strategic partners. *Jim McCarthy is SVP Innovation and Strategic Partnerships at Visa, (650) 502-4300, jimccart@visa.com, www.visa.com. Will Graylin is CEO at LoopPay, (617) 279-0520, wgraylin@looppay.com, www.looppay.com.*

**VANTIV** and **PEOPLE'S UNITED BANK** have expanded their partnership beyond debit processing and ATM services to include merchant acquiring. People's United Bank has a network of 407 retail locations in the Northeast. *Stephanie Ferris is SVP, Financial Institutions at Vantiv, (513) 900-5131, stephanie.ferris@vantiv.com, www.vantiv.com. Lee Powlus is SVP and Chief Administrative Officer at People's United Bank, (203) 338-2651, lee.powlus@peoples.com, www.peoples.com.*

**PAYVERIS**, which offers online and mobile bill pay as well as account-to-account and person-to-person money transfers, is now available through the Personal Financial Management offering of Geezeo, which provides online tools, analytics, and money management services to more than 300 credit unions and banks. *Fran Duggan is President at Payveris, (860) 372-4103, fduggan@payveris.com, www.payveris.com. Shawn Ward is CEO at Geezeo, (617) 861-7160, sward@geezeo.com, www.geezeo.com.*

**PROPAY**, a wholly owned ISO of TSYS, will offer its small- and medium-sized merchants assistance with PCI DSS compliance through a partnership with ControlScan. Merchants will receive a PCI self-assessment questionnaire that includes step-by-step instructions, a scan of their network (if applicable), reporting and attestation that they are compliant, and breach protection coverage with no deductible. *Greg Pesci is President at ProPay, (801) 341-5560, greg.pesci@propay.com, www.propay.com. Joan Herbig is CEO at ControlScan, (678) 279-2644, jherbig@controlscan.com, www.controlscan.com.*

## FEATURED CONFERENCE

Subscribers to The Nilson Report will receive a 20% discount.

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20%

### WESPAY PAYMENTS SYMPOSIUM 2014

Two-Day Conference  
September 15-16, 2014  
The Hilton Anaheim  
Anaheim, California

WesPay's 2014 Payments Symposium, 'Creating Payments Strategies,' will focus on building the future on a 40-year NACHA foundation, EMV or Tokenization or both, and the future of payments. Sessions will relate to trends and roadblocks in consumer payments, 2014 mobile regulatory changes and impacts, and how to make international payments work. Cost is \$715.50 for an AAP WesPay member, \$795 for a WesPay member, and \$1,200 for a nonmember. (Discount off the nonmember price.) *Contact Kimberly Barth, Symposium Manager at (812) 339-6374, kim@prodevmeetings.com.*

Register at [www.paymentssymposium.org/](http://www.paymentssymposium.org/).

Conference links at [www.nilsonreport.com](http://www.nilsonreport.com)

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### CARDS & PAYMENTS LATIN AMERICA 2014

Two-Day Conference  
August 7-8, 2014  
The Eden Roc Miami Beach  
Miami, Florida

Topics include: omnichannel, NFC, fraud, prepaid cards, EMV, the war on cash withdrawals, loyalty, Bitcoin, electronic payments, and telemetry. Speakers represent: MasterCard, Scotiabank, Santander, Visa, American Express, and more. Cost range for the two-day conference is \$1,600 to \$2,290 depending on early bird dates. (Use code NRPT2014.) *Contact Cristian Aliche at Next Business Media, 55 (11) 3173-4413, cristian.alicke@nextbm.com. br. Register at [www.cardspayments.com](http://www.cardspayments.com).*

Links at [www.nilsonreport.com](http://www.nilsonreport.com)

## 90 pages

Figures include cards in circulation and spending for more than

## 920 credit & debit card issuers

from 116 countries in all world regions

**Asia/Pacific, United States, Europe, Latin America, Middle East/Africa, and Canada**

Largest Payment Card Issuer and Merchant Acquirer

**New for 2014**

Also lists

## 265 Merchant Acquirers

from 65 countries in all world regions

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**SOFTGATE SYSTEMS**, a U.S.-based provider of walk-in bill payment services through a network of 21,000+ retail locations, has integrated its biller content with InComm's Cashtie API. Retailers connected to Cashtie can now offer in-store bill payments for 12,000 billers. *Rick Auletta is CEO at Softgate, (973) 830-1575, [rauletta@softgatesystems.com](mailto:rauletta@softgatesystems.com), [www.softgatesystems.com](http://www.softgatesystems.com). Thomas Cornelius is SVP at InComm, (678) 713-2030, [tcornelius@incomm.com](mailto:tcornelius@incomm.com), [www.incomm.com](http://www.incomm.com).*

**BLUEFIN PAYMENT SYSTEMS'** PCI-validated PayConex Point-to-Point Encryption (P2PE) technology is now available in North America through the company's Virtual Terminal product. *Ruston Miles is Chief Innovation Officer, (918) 270-2583, [ruston@bluefin.com](mailto:ruston@bluefin.com), [www.bluefin.com](http://www.bluefin.com).*

**CARDTEK USA** now provides training and consulting services for EMV, NFC mobile payments, EMV-based open-loop transportation cards, card management systems, L2 kernel solutions, test tools, and fraud management solutions. *Gokhan Inonu is President, (847) 376-8367, [gokhan.inonu@cardtek.com](mailto:gokhan.inonu@cardtek.com), [www.cardtek.com](http://www.cardtek.com).*

**INGENICO PAYMENT SERVICES**, formerly Ogone, has signed an agreement with Seamless to offer merchants in Belgium the QR-code-based SEQR mobile payment system. *Peter Fredell is CEO at Seamless, (46) 8) 5648-7800, [peter.fredell@seamless.se](mailto:peter.fredell@seamless.se), [www.seamless.se](http://www.seamless.se). Xavier Thiran is Head of Business Development at Ingenico Payment Services, (32) 4) 7659-2134, [xavier.thiran@ingenico.com](mailto:xavier.thiran@ingenico.com), [www.ingenico.com](http://www.ingenico.com).*

**RAPHAELS BANK CARD SERVICES** in the U.K. will issue the Post Office MoneyCard, a prepaid MasterCard product. Cards can be topped up in 11,500+ branches as well as post office mobile vans which visit rural locations, on the Web, by call center, or by SMS. *Andrew Downes is Head of Card Services at Raphaels Bank, (44) (743) 597-4005, [andy.downes@raphael.co.uk](mailto:andy.downes@raphael.co.uk), [www.raphaelsbank.com](http://www.raphaelsbank.com). Alan Smith is Head of Payments & Banking Services at the Post Office, (44) (207) 250-2516, [alan.d.smith@postoffice.co.uk](mailto:alan.d.smith@postoffice.co.uk), [www.postoffice.co.uk](http://www.postoffice.co.uk).*

**MALAYSIAN ELECTRONIC PAYMENT SYSTEM (MEPS)** has selected UL to set up certification testing for the new EMV-compliant Malaysian Chip Card Specifications. *Zulkanain Kassim is Group Managing Director at MEPS, (603) 2781-0500, [michael@meps.com](mailto:michael@meps.com), [www.meps.com.my](http://www.meps.com.my). Jean-Luc Khaou is Managing Director Asia Pacific at UL, (65) 6274-0702, [jean-luc.khaou@ul.com](mailto:jean-luc.khaou@ul.com), [www.ul-ts.com](http://www.ul-ts.com).*

**SAFETYPAY'S** online banking and cash payment options for consumers making purchases on the Web is now available to merchants connected to the Alpha Payments Cloud Product Hub. *Gustavo Ruiz is CEO at SafetyPay, (786) 294-6411, [gruiz@safetypay.com](mailto:gruiz@safetypay.com), [www.safetypay.com](http://www.safetypay.com). Ronan Gallagher is Head of Product at Alpha Payments Cloud, (353) (1) 960-9024 x503, [ronan@alphapaymentscloud.com](mailto:ronan@alphapaymentscloud.com), [www.alphapaymentscloud.com](http://www.alphapaymentscloud.com).*

## MANAGEMENT > CHANGES

**Matt Williamson**, formerly at Transaction Network Services, has been appointed Head of Sales – North America at **Alpha Payments Cloud**, (404) 825-3042, [matt.williamson@alphapaymentscloud.com](mailto:matt.williamson@alphapaymentscloud.com).

**Melanie Barker** has been appointed EVP and COO at **The Members Group**, (515) 457-5200, [melanieb@themembersgroup.com](mailto:melanieb@themembersgroup.com). **Raj Agrawal** has been appointed CFO at **Western Union**, (720) 332-3711, [raj.agrawal@westernunion.com](mailto:raj.agrawal@westernunion.com). **Scott Abrahams** has been appointed Group Head of Acceptance and Market Development – U.K. and Ireland at **MasterCard**, (44) (207) 557-5173, [scott\\_abrahams@mastercard.com](mailto:scott_abrahams@mastercard.com).

**Osama Bedier**, formerly at Google Wallet, has been appointed Director at **PayRange**, (503) 974-8228, [osama.bedier@payrange.com](mailto:osama.bedier@payrange.com). **Andrew Doyle** has been appointed Managing Director, EMEA at **Sequent Software**, (650) 419-2713, [andrew.doyle@sequent.com](mailto:andrew.doyle@sequent.com). **Krishna Prakash** has been appointed Country Head of Sales for India at **NBS Technologies**, (91) (98) 8603-3300, [kprakash@nbstech.com](mailto:kprakash@nbstech.com). **Julianne Gordon** has been appointed Vice President of Operations and Underwriting at **TouchSuite**, (561) 886-1925 x1352, [jgordon@touchsuite.com](mailto:jgordon@touchsuite.com).

**OPTIMAL PAYMENTS**, provider of the Nextbank payment gateway and acquiring service platform merchants use to accept card and other payments, will offer its customers in the U.K. the SEQR QR-code-based mobile payment service of Seamless. *Peter Fredell is CEO at Seamless, 46 (8) 5648-7824, peter.fredell@seamless.se, www.seamless.se. Suresh Vaghjiani is Director of Card Services at Optimal Payments, 44 (207) 016-0190, suresh.vaghjiani@optimalpayments.com, www.optimalpayments.com.*

**SBC TECHNOLOGIES**, a unit of Paynet Easy Group, has received certification with OpenWay's EMV-compliant WAY4 payment card issuing software for SellByCell, the first mobile POS Chip & PIN service in Russia. It supports authorization for Visa and MasterCard EMV-compliant cards with PIN entry. *Filipp Dorovskikh is VP Sales at PaynetEasy, (495) 648-6744 x444, fd@payneteas.com, www.payneteas.com. Anton Kolomiets is Director, Moscow office at OpenWay, 7 (812) 324-4898, akolomiets@openwaygroup.com, www.openwaygroup.com.*

**BANCO NACIONAL DE COSTA RICA** expects to install 14,000 VeriFone VX Evolution terminals each year for the next four years. *Marco Vinicio Calderon is Director of Electronic Payments at Banco Nacional de Costa Rica, (506) 2253-4021, mcalderona@bncr.fi.cr, www.bncr.fi.cr. Fernando Lopez is EVP Latin America and Caribbean at VeriFone, (305) 671-6564 x651, fernando\_11@verifone.com, www.verifone.com.*

**EVO PAYMENTS INTERNATIONAL**, a payment service provider and acquirer of card transactions from merchants, Independent Sales Organizations, and others in the U.S., Canada, and Europe, now makes ReD's fraud fighting technology available in all of its geographic and vertical markets. *Jeff Rosenblatt is President at EVO, (516) 962-7934, jeff.rosenblatt@evopayments.com, www.evopayments.com. Paul Stanley is CEO at ReD, 44 (7876) 470-192, pstanley@redworldwide.com, www.redworldwide.com.*

**BANCA SELLA** will offer its 7,000 online merchants in Italy ReD's Shield real-time online fraud preventing service. *Alberto Bordiga is VP, Payment Systems at Banca Sella Group and CEO at EasyNolo, 39 (01) 535-011, alberto.bordiga@sella.it, www.gruppobancasella.it. Andrew Quartermaine is European Business Dev. Director at ReD, 44 (148) 372-8700, aquartermaine@redworldwide.com, www.redworldwide.com.*

**LUSIS PAYMENTS'** Tango platform for acquiring, routing, switching, authenticating, and authorizing transactions across multiple channels including ATM, POS, Internet, and mobile banking, has demonstrated the ability to process 2,500 transactions per second continuously for 48 hours without failure. *Philippe Preval is CEO at Lusis Payments, 33 (1) 5533-0900, p1@lusis.fr, www.lusispayments.com.*

**PERAGO**, a wholly owned subsidiary of Italy-based SIA, has signed an agreement with Swish Payments, a mobile commerce provider based in South Africa. Swish, owned by payment service provider Setcom Payment Solutions, will use the SIA gateway to switch all international payments and PCI-compliant acquirer software to handle transaction authorisation and clearing. Swish will launch a mobile POS service in Africa and 20 European countries later this year. It expects to sign contracts with about 400,000 merchants by the end of 2016. *Stephen Grech is CEO at Swish Payments, 44 (203) 287-1900, steveg@swishme.com, www.sia.eu. Claudio Ceresani is CEO at Perago, 27 (12) 470-4851, claudioceresani@perago.com, www.perago.com.*

**GEMALTO** is providing its Optelio Contactless microSD cards and over-the-air provisioning of account details to Garanti, the largest credit card issuer in Turkey ranked by purchase volume. MicroSD cards are part of a range of mobile contactless services offered by the bank. *Onur Genc is CEO at Garanti Payment Systems, 212 (318) 181-8, onurgenc@garanti.com.tr, www.garanti.com.tr. Philippe Cambriel is President, Europe, Mediterranean, and CIS at Gemalto, 33 (1) 5501-5283, philippe.cambriel@gemalto.com, www.gemalto.com.*

## CONFERENCES & SEMINARS

### THE PREPAID PRESS EXPO 2014/FM SUMMIT:

August 18-20, 2014. Planet Hollywood, Las Vegas. Estimated attendance: 1,800; 65+ exhibitors. Conference passes from \$350; Exhibit Hall pass \$49 (through August 15).

Contact (305) 421-7209, x505, expo@prepaidpresseexpo.com.

Register at [www.prepaidpresseexpo.com](http://www.prepaidpresseexpo.com).

### ATM & MOBILE INNOVATION SUMMIT 2014:

September 10-12, 2014. The Capital Hilton Hotel, Washington, D.C. Estimated attendance: 125. Cost for the three-day conference is \$1,295 until Aug. 8 (\$1,795 after that). **Subscribers to The Nilson Report will receive a 15% discount. (Use code NRPT15.)** Contact Elaine Ashcraft at

Networld Media Group, (502) 241-7545 x118, elainea@networldmediagroup.com. Register at [www.atmandmobilesummit.com](http://www.atmandmobilesummit.com).

### MOBILE PAYMENTS CONFERENCE 2014 (MPC):

October 6-8, 2014. The DoubleTree by Hilton – North Shore, Skokie, Illinois. Estimated attendance: 300. Cost for the three-day conference is \$699 for early bird registration until September 8, \$799 for advanced registration from September 9 to October 6, and \$899 onsite. **Subscribers to The Nilson Report will receive a 20% discount. (Use code MPCNILSON14.)** Contact

Marla Ellerman at MM&T, (602) 315-8808, marla@mmtmagonline.com.

Register at <http://mobilepaymentconference.com/>.

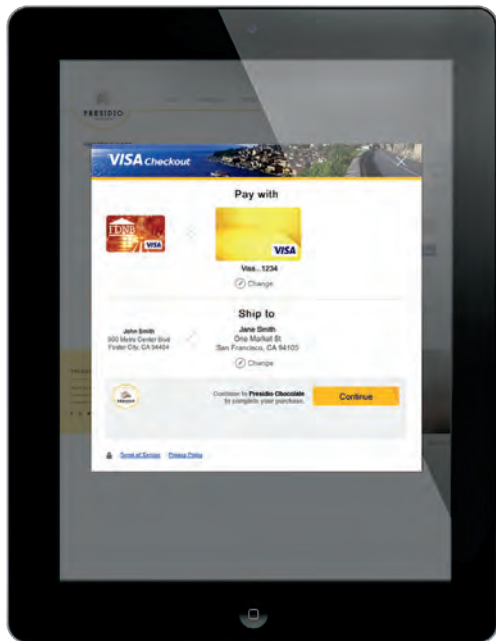
### 13TH ANNUAL SCA GOVERNMENT CONFERENCE 2014:

October 29-30, 2014. The Washington Convention Center, Washington, D.C. Estimated attendance: 800. Cost for the two-day conference plus access to all preconference and conference activities starts at \$560 for members; \$750 for nonmembers (until August 15). **Subscribers to The Nilson Report will receive a 20% discount. (Use code SCDH14.)** Contact Bill Rutledge at Cnxt, (212) 866-2169, bill@cnxt.com. Register at [www.govsmartid.com](http://www.govsmartid.com).

## VISA CHECKOUT HITS THE MARKET

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only in Australia, Canada, and the U.S., Visa Checkout has simplified



the integration process for issuers and acquirers. Merchants should be able to install it as an option on their payment pages in only a few days. When they do, consumers can execute a payment with a single log-in. Consumer interfaces include a mini image of an issuer's card on the select button.

More than 80 online merchants in Australia, Canada, and the U.S. have committed to Visa Checkout including Neiman Marcus, Staples, United Airlines, Pizza

Hut, and Ticketmaster. They will pay the same card-not-present (CNP) acceptance rates for Visa Checkout transactions as they do for all other CNP purchases. VisaNet delivers all transactions to the merchant's acquirer. TSYS and Vantiv are the first acquirers in the U.S. to announce they will support Visa Checkout.

More than 180 payment card issuers in the U.S. plan to offer Visa Checkout

including Chase, Wells Fargo, Bank of America, and Citi.

Cardholders will be offered enrollment when they are at their issuer's online site. Enrollment could be immediately accompanied by a special offer and a link to a merchant or merchants that offer Visa Checkout.

Cardholders can also enroll directly into Visa Checkout at any participating merchant website by first providing their name, username, and password. After that they can choose to enroll one or more Visa, MasterCard, American Express, or Discover credit and/or debit cards.

Unlike V.me, Visa Checkout makes no claim to be a digital

wallet. There is no person-to-person money transfer app, no provision to store loyalty cards, and no opportunity to split a payment among multiple cards. The aim was to focus on maximizing the simplicity of checkout, with particular awareness of consumers using smartphones to make purchases.



Visa Europe will continue to promote V.me as the service mark for its digital payment offering. V.me is live in the U.K., France, Spain, and Poland and will be live in Germany, Ireland, Italy, Norway, and Sweden by year-end.

Pilot tests are scheduled for the Czech Republic, Greece, and Slovakia next year. More than 4,000 Web merchants in Europe offer V.me.

Chris Boncimino is Senior VP, Digital at Visa Inc. in San Francisco, California, (650) 432-1107, [cboncimi@visa.com](mailto:cboncimi@visa.com), [www.visa.com](http://www.visa.com).

Prior issues: 1,008, 995, 985

## OBERTHUR TECHNOLOGIES PAYMENT CARDS

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the prior year, with strong gains coming from sales in China and the U.S.



OT manufactures chip/mag-stripe hybrid cards and mag-stripe-only cards from eight plants in North

and South America, Europe, and Asia. All plants use the same technology, which enables OT to quickly deliver large orders by tapping into excess capacity in one region to handle an order from another. Card personalization can be handled at any of 41 sites worldwide — 30 are company owned and the other 11 are managed with local partners including First Data in the U.S.

France-based OT entered the U.S. market in 1996 with the acquisition of Kirk Plastic. After upgrading

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## OBERTHUR TECHNOLOGIES PAYMENT CARDS

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that plant with EMV capable machinery, it began shipping products to Latin America and Canada. Over time, it built or acquired manufacturing and personalization capacity in Long Beach, Chantilly, Sao Paulo, Ottawa, Lima, Mexico City, Panama City, and Bogotá.

OT's business units include Payments (payment cards), Telecom (SIM cards), Identity (security cards, electronic passports, government ID cards), and Solutions (focused on convergence of payments, government, transit, and the cloud).

Payments and Telecom combined account for 92% of the company's annual revenues of \$1.30 billion. The compound annual growth rate (CAGR) in revenues was 10% for 2010 through 2013. CAGR is expected to be at least 13% for 2014 through 2016.

Currently, Asia accounts for 21% of OT's revenue.

That figure will grow to 38% by 2016. North America revenues are expected to account for 23% in 2016 from 13% last year. Europe will be the company's third largest market by 2016.

**Payments and Telecom combined account for 92% of revenues.**

OT has been 100% owned by Advent Technologies since 2011 when the private equity firm paid \$1.55 billion (€1.15 billion) to acquire the Card Systems and Identity division of privately held banknote manufacturer Oberthur.

Philip Andreae is Director, Field Marketing at Oberthur in Atlanta, Georgia, (404) 680-9640, p.andreae@oberthur.com, www.oberthur.com.

## TWITTER ADDS CARD-LINKED OFFERS

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disclosed. Twitter claims 255 million users monthly who send 500 million tweets daily in 36 languages. More than 77% of Twitter accounts are outside the U.S. and 78% of active users are on a mobile device.

Twitter can use CardSpring to enhance its advertising revenue by creating more compelling ads through published offers and increasing conversion rates. Purchases could be completed with a single tweet, something Chirpify, a marketing conversion platform provider, has been doing since 2012. Starbucks recently connected holders of its prepaid accounts to Twitter accounts to enable a

tweet-a-coffee service. Senders tweet a \$5 Starbucks prepaid card as a gift.

The integration with Twitter is expected to create additional scale for CardSpring's Connect, which has been white-labeled to financial institutions and other distributors since 2012.

**Purchases could be completed with a single tweet.**

Connect would also bring pay-for-performance marketing and analytics to local retailers through a self-service interface. Merchants would receive the tools they need to create their own card-linked promotions and to connect those promotions to in-store purchases.

Currently, CardSpring's largest customer is First Data, which uses Connect as the backbone for its Offerwise program launched in 2012. Other CardSpring customers include VeriFone and TIS in Japan.

Other providers in the U.S. of online platforms that connect merchants to consumers via card-linked offers include Affinity Solutions, Cardlytics, Deem, edo

Interactive, Linkable Networks, and Swipely. In the U.K. card-linked offers are available from ERN and BirdBack.

Eckart Walther is CEO at CardSpring in San Francisco, California, (650) 868-6565, eckart@cardspring.com, www.cardspring.com.

## ACI WORLDWIDE TO ACQUIRE RED

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multidimensional detection engine and proprietary global fraud database to support a hosted Software-as-a-Service (SaaS) revenue model.

ACI paid four times ReD's annual revenue to

complete the acquisition. Unlike ReD, where 82% of revenue is recurring due to its SaaS model, ACI's Proactive Risk Manager fraud fighting product is sold both on a one-time fee licensed basis for on-premises

use and as a hosted service. The industry is trending toward the SaaS model.

ReD also offers a portfolio of products related to fighting fraud, which could be sold to users of Proactive Risk Manager. The ancillary products include modeling and analytics capabilities, business intelligence reports, and risk analysis consulting for merchant fraud management. It also operates regional data centers in the U.K. and U.S. that offer risk analysis expertise.

ReD serves more than 200 clients who in turn serve 1,500 retailers, issuers, acquirers, processors, and switches in 192 countries. Total payment volume reviewed annually tops \$47 billion.

ACI's Proactive Risk Manager uses neural network technology. It provides transaction and alert

work flow management through a Java-based user interface. An analytics engine lets users write rules to combat emerging fraud trends without needing technical resources.



Philip Heasley is CEO at ACI Worldwide in Omaha, Nebraska, (402) 390-7600, philip.heasley@aciworldwide.com, www.aciworldwide.com.

Paul Stanley is CEO at ReD in Surrey, England, 44 (778) 562-5574, pstanley@redworldwide.com, www.redworldwide.com.

## Investments & Acquisitions June 2014

Company	Buyer/Investor	Amount (mil.)	Country	Company	Buyer/Investor	Amount (mil.)	Country
<b>1st Int'l Bank of Israel</b>	Tungsten <sup>1</sup>	\$49.5	U.K.	<b>Larky</b>	Series A <sup>19</sup>	\$1.8	U.S.
<b>2C2P</b>	undisclosed funding round <sup>2</sup>	*	Thailand	<b>Lending Club</b>	IPO <sup>20</sup>	*	U.S.
<b>Accept Cards</b>	UPG <sup>1</sup>	*	U.K.	<b>Markco Media</b>	Monitise <sup>1</sup>	*	U.K.
<b>Advanced Pay. Solutions</b>	Charge Payment <sup>1</sup>	*	U.S.	<b>Masternaut</b>	FleetCor <sup>21</sup>	*	U.K.
<b>Affirm</b>	Series C <sup>3</sup>	\$51.0	U.S.	<b>Micros</b>	Oracle <sup>1</sup>	\$5,300.0	U.S.
<b>ASK</b>	IPO <sup>4</sup>	\$29.5	France	<b>Mobetize</b>	private placement <sup>8</sup>	\$0.8	U.S.
<b>BioCatch</b>	Series A <sup>5</sup>	\$10.0	Israel	<b>MPayMe</b>	Powa Technologies <sup>1</sup>	*	Singapore
<b>BitGo</b>	Series A <sup>6</sup>	\$12.0	U.S.	<b>National Loan Exchange</b>	Heritage Global <sup>1</sup>	*	U.S.
<b>BitPagos</b>	seed round <sup>7</sup>	\$0.6	Argentina	<b>Number26</b>	seed round <sup>22</sup>	\$2.7	Austria
<b>BlockScore</b>	seed round <sup>8</sup>	\$2.0	U.S.	<b>NVoicePay</b>	undisclosed investor <sup>23</sup>	\$1.2	U.S.
<b>Cal-Bay</b>	recapitalization <sup>9</sup>	\$7.0	U.S.	<b>PayLease</b>	majority equity investment <sup>24</sup>	*	U.S.
<b>Cencosud</b>	Bank of Nova Scotia <sup>10</sup>	*	Chile	<b>Payment Systems</b>	Charge Payment <sup>1</sup>	*	U.S.
<b>Choose Digital</b>	Viggle <sup>1</sup>	*	U.S.	<b>Payoneer</b>	undisclosed funding round <sup>25</sup>	*	U.S.
<b>Citi</b>	Banco Popular Espanol <sup>11</sup>	*	Spain	<b>Profitero</b>	undisclosed funding round <sup>26</sup>	\$8.0	U.S.
<b>Clinknow</b>	Ezetap <sup>1</sup>	*	India	<b>Saicom</b>	Paycorp <sup>1</sup>	*	So. Africa
<b>Cryptera</b>	Diebold <sup>1</sup>	*	U.S.	<b>SnapSaves</b>	Groupon <sup>1</sup>	*	Canada
<b>Data Business Sys.</b>	Charge Payment <sup>1</sup>	*	U.S.	<b>Terminal Mgmt. Concepts</b>	Posera-HDX <sup>1</sup>	*	Canada
<b>ERAS</b>	CheckAlt <sup>1</sup>	*	U.S.	<b>The Mobile Majority</b>	Series B <sup>8</sup>	\$8.0	U.S.
<b>Evolution1</b>	WEX <sup>1</sup>	\$525.5	U.S.	<b>Thillens</b>	Welch ATM <sup>1</sup>	*	U.S.
<b>Fastacash</b>	Series A <sup>12</sup>	\$8.5	Singapore	<b>TransferWise</b>	Series B <sup>27</sup>	\$25.0	U.K.
<b>Featurespace</b>	undisclosed funding round <sup>13</sup>	*	U.K.	<b>TruBeacon</b>	Series A <sup>28</sup>	\$1.0	U.S.
<b>First Data</b>	private placement <sup>14</sup>	\$3,500.0	U.S.	<b>Wish</b>	Series B <sup>29</sup>	\$50.0	U.S.
<b>FIS</b>	senior notes	\$1,000.0	U.S.	<b>Zap</b>	undisclosed funding round <sup>30</sup>	\$0.9	Philippines
<b>Fortune Pay. Solutions</b>	angel funding <sup>15</sup>	\$0.9	India				
<b>GE Money Bank</b>	Santander <sup>1</sup>	*	Swe/Den/Nor.				
<b>Good Sam</b>	Alliance Data Retail <sup>16</sup>	*	U.S.				
<b>GreenPay</b>	MyECheck <sup>1</sup>	\$0.4	U.S.				
<b>Hashplex</b>	seed round <sup>8</sup>	\$0.4	U.S.				
<b>HelloWallet</b>	Morningstar <sup>1</sup>	\$53.5	U.S.				
<b>hyperWallet</b>	growth equity financing <sup>17</sup>	*	Canada				
<b>Ibotta</b>	Series B <sup>18</sup>	\$20.0	U.S.				
<b>InOne</b>	Nayax <sup>1</sup>	*	U.S.				

\*Terms not disclosed. (1) Acquisition. (2) Led by GMO Global Payment Fund. (3) Led by Bessemer Venture Partners. (4) On Euronext exchange. (5) Led by Blumberg Capital. (6) Led by Redpoint Ventures. (7) Led by Pantera Capital. (8) Undisclosed investors. (9) Received MOU to create marijuana dispensary payment processor. (10) Purchased retail credit card portfolio. (11) Purchased credit card business of Citibank Espana. (12) Latest funding from Jagdish Chanrai. (13) Led by Imperial Innovations. (14) Commitments to purchase approximately \$3.50 billion in common stock. (15) Led by Kae Capital. (16) Purchased credit card portfolio. (17) Led by Primus Capital. (18) Led by Jim Clark. (19) Led by North Coast Technology. (20) Filed for registration with SEC. (21) Minority investment. (22) Led by Earlybird Venture Capital. (23) Undisclosed type of investment. (24) By Francisco Partners. (25) Led by Ping An Venture Capital. (26) From Polaris Partners. (27) Led by Richard Branson. (28) Led by National Innovation Fund. (29) Led by Founders Fund Formation. (30) Led by Siemer Ventures.

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## ZOOZ SMART ROUTING FOR MERCHANTS



The Smart Payment Engine

The Smart Routing payments engine from venture-funded Zooz lets retailers switch transactions among multiple acquirers to manage card payments for the lowest cost and highest acceptance rates. Smart Routing analyzes multiple parameters per transaction in real time to optimize the choice of the best acquirer. It is of particular value to multinational retailers. Smart Routing is used by more than 1,000 retailers including IKEA and Groupon in Europe.

Smart Routing's engine, which is PCI level 1 compliant, also stores payment data from all channels used by cardholders and can analyze online, mobile, and in-store data with the aim of giving retailers a complete view of their customers. The goal is to increase personalization of the shopping experience, creating greater customer loyalty by storing payment details obtained in a first purchase and linking

subsequent purchases to the original buyer.

Because Smart Routing is operated on a Software-as-a-Service basis it can be deployed quickly anywhere in the world.

Zooz recently received \$12 million in venture funding led by Blumberg Capital. It will use part of the proceeds to open a sales office in the U.S. in September 2014. It sells directly in Europe and uses partners to sell in Asia. Blumberg's other payment industry investments include Credorax, Kreditech, and Paymill.

... used by 1,000+ retailers including IKEA and Groupon in Europe.

While some merchants have in-house systems that function as Smart Routing does, there is no off-the-shelf software from a third party that competes with the Zooz product.

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## EUROPE GENERAL PURPOSE CARDS

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and Diners Club brands increased 9.7% to \$2.788 trillion in 2013. Visa purchase volume increased by \$156.51 billion over 2012. MasterCard purchase volume grew by \$84.64 billion over 2012. American Express grew by \$5.76 billion, and Diners Club was down \$0.57 billion.

Visa's market share of purchase volume was 66.73% in 2013,

down 31 basis points from 67.04% the prior year. Visa's figures include Visa Europe and the 18 Central and Eastern European countries that are part of Visa Inc. MasterCard's share of purchase volume increased by 49 basis points to 29.31%, up from 28.82% in 2012. American Express's share fell 13 basis points to 3.65%. Diners Club fell to 0.31%.

Total dollar volume, the combination of cash volume and purchase volume, reached \$4.500 trillion last year, up 10.1%. Cash volume, which includes withdrawals from funds on deposit and advances against lines of credit, totaled \$1.712 trillion. Cash accounted for 38.04% of the region's total dollar volume in 2013, up from 37.78% in 2012.

### Europe General Purpose Cards 2013 vs. 2012

Brand	Total		Volume (bil.)				Transactions (mil.)				Cards	
	Total	Chg.	Purchases	Chg.	Cash	Chg.	Total	Chg.	Purchases	Chg.	(mil.)	Chg.
Visa	\$3,176.44	8.7%	\$1,860.59	9.2%	\$1,315.86	8.0%	38,408.4	9.9%	30,200.7	11.6%	629.3	6.5%
MasterCard	\$1,209.37	14.7%	\$817.13	11.6%	\$392.24	21.9%	14,269.2	18.6%	12,003.7	18.4%	319.1	18.3%
Amer. Express	\$104.89	6.0%	\$101.74	6.0%	\$3.15	6.0%	681.3	5.8%	649.8	5.8%	18.1	5.2%
Diners Club	\$8.88	-6.0%	\$8.60	-6.2%	\$0.28	2.9%	37.1	-13.3%	33.6	-14.1%	1.9	-6.2%
<b>Totals</b>	<b>\$4,499.58</b>	<b>10.1%</b>	<b>\$2,788.06</b>	<b>9.7%</b>	<b>\$1,711.52</b>	<b>10.9%</b>	<b>53,396.1</b>	<b>12.1%</b>	<b>42,887.9</b>	<b>13.3%</b>	<b>968.4</b>	<b>10.0%</b>

Includes all general purpose consumer and commercial credit, debit, and prepaid cards. Currency figures are in U.S. dollars. Change figures are based on local currency. Countries include only the 49 located on the continent of Europe. Visa includes Electron and is a combination of Visa Europe and the Central and Eastern European countries that are part of Visa Inc. MasterCard excludes Maestro & Cirrus.

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Cash accounted for 41.43% of total volume at Visa last year, down from 41.69% in 2012. Cash accounted for 32.43% of total volume at MasterCard, up from 30.51% in 2012. At American Express, cash accounted for 3.00%. At Diners Club, cash accounted for 3.10%.

Purchase transactions generated by American Express, Diners Club, MasterCard, and Visa credit, debit, and prepaid cards issued in Europe totaled 42.89 billion in 2013, up 13.3%.

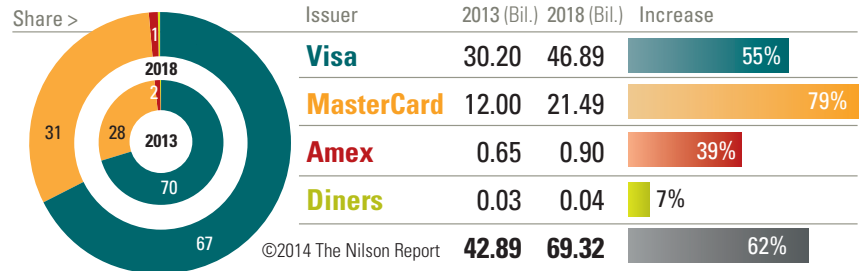
**Visa and MasterCard cards generated 98.41% of all purchases.**

MasterCard and Visa cards generated 42.20 billion of those transactions or 98.41%, up from 98.27% in 2012. American Express and Diners Club cards generated the remaining 0.68 billion transactions or 1.59%.

Visa's market share of purchase transactions was 70.42% in 2013, down from 71.50% in 2012. MasterCard's 27.99% share last year increased from 26.77% in 2012. American Express's 1.52% share was down from 1.62% in 2012. Diners Club's share was 0.08%, down from 0.10%.

General purpose cards in circulation in the region reached

## Purchase Transactions on Cards Issued in Europe 2013 vs. 2018



968.4 million at the end of 2013, up 10.0% over the prior year. Visa and MasterCard cards in Europe totaled 948.4 million and accounted for 97.93% of all general purpose cards in the region. American Express and Diners Club cards totaled 20.0 million and accounted for the remaining 2.07%.

MasterCard had the largest increase in the number of cards in circulation. Its card base grew by 49.3 million in 2013 to 319.1 million. Visa's card base increased by 38.3 million to 629.3 million.

Visa purchase volume in Europe accounted for 30.20% of the combined Visa Inc. and Visa Europe worldwide total in 2013, down from 30.54% in 2012.

Purchase transactions generated by cards issued in Europe accounted for 29.64% of Visa's worldwide total, up from 29.18% 2012.

Cards in circulation in Europe

accounted for 23.86% of Visa's global total, up from 23.63%.

Europe accounted for 27.33% of MasterCard's worldwide purchase volume in 2013, down from 27.50% one year before, and 26.50% of its worldwide total for purchase transactions, up from 25.29% in 2012. Cards issued in Europe accounted for 24.91% of MasterCard's global total of cards in circulation, up from 23.85% the prior year.

All figures shown here are for Europe as a geographic region. This differs from reporting used by the card companies. Some card company reports include Israel in Europe and exclude certain Central and Eastern Europe countries. Nilson Report figures for Europe do not include Israel, which is counted with Middle East/Africa results, and do include all countries in Eastern and Central Europe.

## TOP ISSUERS IN THE MIDDLE EAST AND AFRICA

from page 1...

East and Africa region in 2014 represented 16 countries. Collectively they accounted for \$186.27 billion in purchase volume for goods and services in calendar year 2013, generated by 134.8 million cards in circulation.

Purchase volume by Visa and MasterCard branded cards totaled \$160.30 billion and accounted for 86.1% of all general purpose card activity by these 50 issuers. Visa and MasterCard

cards totaled 108.1 million and accounted for 80.2%. Israel's issuers generated the highest purchase volume

in the region. IsraCard, the card business of Bank Hapoalim, continued as the largest payment card issuer in the region based

on card spending at merchants. Saudi Arabia had the most issuers in the top 50 ranking with 8. The

**Israel's issuers generated the highest purchase volume.**

> see p. 12

## Credit Card Issuers in Mideast/Africa

2013		Purchase Volume	Cards	Purch. Vol.
Rank	Issuer, Country	(mil. \$U.S.)	(000)	per Card
1	IsraCard Israel	\$29,713.5	3,825	\$7,768
2	LeumiCard Israel	\$16,528.1	2,193	\$7,537
3	Israel Credit Cards Israel	\$15,892.1	2,159	\$7,361
4	Absa Bank South Africa	\$6,537.1	3,057	\$2,138
5	First National Bank South Africa	\$5,324.1	2,781	\$1,915
6	Nedbank Limited South Africa	\$4,882.3	1,784	\$2,737
7	Standard Bank South Africa	\$4,436.9	2,082	\$2,131
8	Emirates NBD U.A.E.	\$3,593.4	448	\$8,017
9	Abu Dhabi Commercial Bank U.A.E.	\$2,394.6	461	\$5,193
10	SABB Saudi Arabia	\$2,106.1	446	\$4,723
11	Nat'l Comm'l Bank Saudi Arabia	\$1,725.3	528	\$3,266
12	Samba Financial Saudi Arabia	\$1,527.9	585	\$2,613
13	Investec Specialist Bank South Africa	\$1,485.8	85	\$17,520
14	National Bank of Kuwait Kuwait	\$1,302.9	234	\$5,577
15	Mashreq Bank U.A.E. <sup>(1)</sup>	\$1,163.4	637	\$1,826
16	Bank Audi Lebanon	\$1,144.0	186	\$6,167
17	Qatar National Bank Qatar	\$1,087.6	91	\$11,980
18	National Bank of Abu Dhabi U.A.E.	\$945.5	197	\$4,794
19	Riyad Bank Saudi Arabia	\$797.2	545	\$1,464
20	Al Rajhi Bank Saudi Arabia	\$775.0	338	\$2,293
21	Kuwait Finance House Kuwait	\$745.9	300	\$2,484
22	Standard Chartered U.A.E.	\$653.5	293	\$2,230
23	Arab National Bank Saudi Arabia	\$382.1	304	\$1,257
24	Commercial Int'l Bank Egypt	\$349.8	225	\$1,558
25	CrediMax Bahrain	\$339.2	72	\$4,739
26	National Bank of Egypt Egypt	\$331.3	1,107	\$299
27	Doha Bank Qatar	\$310.6	45	\$6,950
28	Dubai Islamic Bank U.A.E.	\$300.1	118	\$2,548
29	Arab Bank Jordan <sup>(2)</sup>	\$264.9	100	\$2,662
30	Gulf Bank Kuwait	\$252.2	74	\$3,415
31	Saudi Hollandi Bank Saudi Arabia	\$251.5	110	\$2,288
32	Dubai First U.A.E.	\$240.3	94	\$2,551
33	Bank Alfalah Pakistan	\$193.9	394	\$492
34	Diamond Bank Nigeria	\$175.4	62	\$2,808
35	FirstBank Nigeria	\$174.9	39	\$4,519
36	Mauritius Comm'l Bank Mauritius	\$162.3	114	\$1,420
37	Blom Bank Lebanon	\$148.4	62	\$2,383
38	Boubyan Bank Kuwait	\$148.1	20	\$7,462
39	BankMed Lebanon	\$128.3	21	\$5,973
40	HBL Pakistan	\$123.4	127	\$969
41	Jordan Kuwait Bank Jordan	\$117.3	13	\$9,018
42	Credit Agricole Egypt	\$110.5	107	\$1,032
43	African Bank South Africa	\$110.0	971	\$113
44	Credit Libanais Lebanon	\$109.0	52	\$2,103
45	Commercial Bank of Kuwait Kuwait	\$104.8	27	\$3,924
46	Banco de Fomento Angola	\$97.3	17	\$5,839
47	Standard Chartered Bahrain	\$76.6	45	\$1,705
48	Ahli United Bank Kuwait	\$61.6	29	\$2,101
49	Standard Chartered Jordan	\$55.8	43	\$1,286
50	Co-Operative Bank Kenya	\$51.7	45	\$1,140

Includes Visa, MasterCard, Maestro, and domestic debit & prepaid cards.

(1) Also Qatar, Egypt, Bahrain, Kuwait. (2) Also Bahrain, Egypt, Lebanon, Palestine, Qatar, U.A.E., U.K., Yemen.

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## Debit Card Issuers in Mideast/Africa

2013		Purchase Volume	Cards	Purch. Vol.
Rank	Issuer, Country	(mil. \$U.S.)	(000)	per Card
1	Al Rajhi Bank Saudi Arabia	\$12,694.3	8,735	\$1,453
2	Standard Bank South Africa	\$8,176.1	22,669	\$361
3	National Bank of Kuwait Kuwait	\$6,676.2	716	\$9,320
4	Kuwait Finance House Kuwait	\$6,449.6	920	\$7,009
5	Nat'l Comm'l Bank Saudi Arabia	\$5,709.1	3,127	\$1,826
6	Absa Bank South Africa	\$4,761.1	12,627	\$377
7	Nedbank Limited South Africa	\$4,002.5	7,295	\$549
8	First National Bank South Africa	\$3,569.1	8,703	\$410
9	Banco de Fomento Angola	\$2,566.6	823	\$3,118
10	Emirates NBD U.A.E.	\$2,301.7	1,233	\$1,867
11	Riyad Bank Saudi Arabia	\$2,300.9	1,640	\$1,403
12	Gulf Bank Kuwait	\$2,250.0	255	\$8,810
13	Commercial Bank of Kuwait Kuwait	\$1,943.1	615	\$3,159
14	SABB Saudi Arabia	\$1,898.8	813	\$2,336
15	Arab National Bank Saudi Arabia	\$1,672.9	1,154	\$1,449
16	National Bank of Abu Dhabi U.A.E.	\$1,124.0	1,025	\$1,097
17	Ahli United Bank Kuwait	\$807.9	125	\$6,454
18	Dubai Islamic Bank U.A.E.	\$805.0	990	\$814
19	Qatar National Bank Qatar	\$789.2	226	\$3,486
20	Abu Dhabi Commercial Bank U.A.E.	\$663.3	417	\$1,589
21	Boubyan Bank Kuwait	\$660.6	84	\$7,821
22	Grindrod Bank South Africa	\$523.7	9,720	\$54
23	Doha Bank Qatar	\$501.2	226	\$2,219
24	FirstBank Nigeria	\$470.5	6,368	\$74
25	Saudi Hollandi Bank Saudi Arabia	\$426.1	280	\$1,523
26	Attijariwafa Bank Morocco	\$400.7	1,007	\$398
27	Mauritius Comm'l Bank Mauritius	\$358.0	615	\$582
28	Banque Centrale Populaire Morocco	\$286.1	2,581	\$111
29	Mashreq Bank U.A.E. <sup>(1)</sup>	\$273.6	312	\$878
30	Bank Audi Lebanon	\$272.0	312	\$872
31	Blom Bank Lebanon	\$203.6	175	\$1,162
32	BMCE Bank Morocco	\$198.7	759	\$262
33	State Bank of Mauritius Mauritius	\$191.7	306	\$626
34	Arab Bank Jordan <sup>(2)</sup>	\$188.7	870	\$217
35	Bank Dhofar Oman	\$174.7	334	\$523
36	Bank AlJazira Saudi Arabia	\$141.3	60	\$2,346
37	Commercial Int'l Bank Egypt	\$124.0	623	\$199
38	Guaranty Trust Bank Nigeria	\$120.1	3,652	\$33
39	Postbank South Africa	\$117.0	3,404	\$34
40	Zenith Bank Nigeria	\$114.2	1,198	\$95
41	Millenium BIM Mozambique	\$111.5	995	\$112
42	National Bank of Egypt Egypt	\$110.9	4,974	\$22
43	United Bank for Africa Nigeria	\$108.9	1,968	\$55
44	Bank Sohar Oman	\$94.3	164	\$575
45	Bidvest Bank South Africa	\$84.5	229	\$369
46	Standard Chartered Kenya	\$68.7	153	\$448
47	Co-Operative Bank Kenya	\$58.4	2,391	\$24
48	Jordan Kuwait Bank Jordan	\$50.1	156	\$321
49	Dashen Bank Ethiopia	\$48.1	280	\$171
50	ONB Alahli Egypt	\$48.0	864	\$56

Includes Visa, MasterCard, Maestro, and domestic debit & prepaid cards.

(1) Also Qatar, Egypt, Bahrain, Kuwait. (2) Also Bahrain, Egypt, Lebanon, Palestine, Qatar, U.A.E., U.K., Yemen.

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# Top General Purpose/Visa/MasterCard Card Issuers Middle East/Africa

2013 Issuer, Country	GENERAL PURPOSE CARD RESULTS						VISA AND MASTERCARD RESULTS					
	'13 Rank	Purch. Vol. (mil. \$U.S.)	'13 Rank	Total Vol. (mil. \$U.S.)	'13 Rank	Cards (000)	'13 Rank	Purch. Vol. (mil. \$U.S.)	'13 Rank	Total Vol. (mil. \$U.S.)	'13 Rank	Cards (000)
<b>IsraCard</b> (Bank Hapoalim) Israel	1	\$29,713.5	4	\$30,360.7	9	3,825	1	\$25,544.0	3	\$26,191.1	10	3,312
<b>Leumi Card</b> (Bank Leumi) Israel	2	\$16,545.6	12	\$16,663.2	17	2,224	2	\$16,545.6	10	\$16,663.2	13	2,224
<b>Israel Credit Cards</b> (Cal) Israel	3	\$15,908.0	14	\$16,262.6	16	2,385	3	\$14,628.3	12	\$14,957.3	15	2,116
<b>Al Rajhi Bank</b> Saudi Arabia	4	\$13,469.3	1	\$72,943.6	6	9,073	4	\$13,469.3	1	\$72,943.6	5	9,073
<b>Standard Bank</b> South Africa	5	\$12,613.0	3	\$34,098.9	1	24,751	5	\$11,131.1	2	\$26,381.1	1	20,289
<b>Absa Bank</b> South Africa	6	\$11,298.1	5	\$25,673.1	2	15,684	6	\$9,158.7	5	\$20,943.5	3	11,266
<b>First National Bank</b> South Africa	7	\$8,893.2	6	\$23,488.5	3	11,484	7	\$8,893.2	4	\$23,488.5	2	11,484
<b>Nedbank Limited</b> South Africa	8	\$8,884.8	7	\$22,245.6	5	9,078	10	\$5,962.2	8	\$17,826.0	6	7,645
<b>National Bank of Kuwait</b> Kuwait	9	\$7,979.1	11	\$17,866.5	36	950	8	\$7,880.7	9	\$17,484.6	35	854
<b>Nat'l Commercial Bank</b> Saudi Arabia	10	\$7,434.4	2	\$37,632.8	11	3,655	19	\$1,725.3	39	\$2,043.3	43	528
<b>Kuwait Finance House</b> Kuwait	11	\$7,195.5	8	\$19,185.2	27	1,220	9	\$7,195.5	6	\$19,185.2	21	1,220
<b>Emirates NBD</b> U.A.E.	12	\$5,895.1	9	\$18,929.4	21	1,681	11	\$5,890.2	7	\$18,924.4	17	1,675
<b>SABB</b> Saudi Arabia	13	\$4,004.9	16	\$13,922.7	25	1,259	14	\$2,106.1	35	\$2,294.2	47	446
<b>Riyad Bank</b> Saudi Arabia	14	\$3,098.1	10	\$17,870.2	18	2,184	25	\$814.7	50	\$964.9	42	556
<b>Abu Dhabi Commercial Bank</b> U.A.E.	15	\$3,057.9	22	\$8,357.6	40	879	12	\$3,057.9	16	\$8,357.6	34	879
<b>Banco de Fomento</b> Angola	16	\$2,663.8	20	\$10,378.5	42	840	60	\$97.3	72	\$128.5	88	17
<b>Gulf Bank</b> Kuwait	17	\$2,502.2	24	\$5,829.3	54	329	13	\$2,502.2	17	\$5,829.3	52	329
<b>National Bank of Abu Dhabi</b> U.A.E.	18	\$2,069.5	18	\$11,635.3	26	1,222	15	\$2,069.5	13	\$11,635.3	20	1,222
<b>Arab National Bank</b> Saudi Arabia	19	\$2,055.1	13	\$16,636.5	24	1,458	16	\$2,055.1	11	\$16,636.5	19	1,458
<b>Commercial Bank of Kuwait</b> Kuwait	20	\$2,047.9	25	\$5,592.8	45	642	17	\$2,047.9	18	\$5,592.8	39	642
<b>Qatar National Bank</b> Qatar	21	\$1,876.9	26	\$4,982.1	55	317	18	\$1,876.9	19	\$4,982.1	53	317
<b>Samba Financial</b> Saudi Arabia	22	\$1,551.2	15	\$14,984.1	22	1,648	20	\$1,527.9	42	\$1,894.6	41	585
<b>Investec Specialist Bank</b> South Africa	23	\$1,485.8	46	\$1,741.5	73	85	21	\$1,485.8	43	\$1,741.5	70	85
<b>Mashreq Bank</b> U.A.E. <sup>(1)</sup>	24	\$1,437.0	29	\$4,264.0	37	949	22	\$1,437.0	22	\$4,264.0	30	949
<b>Bank Audi</b> Lebanon	25	\$1,416.0	31	\$3,314.0	49	498	23	\$1,398.0	25	\$3,295.5	46	493
<b>Dubai Islamic Bank</b> U.A.E.	26	\$1,105.1	19	\$10,996.0	29	1,107	24	\$1,105.1	14	\$10,996.0	23	1,107
<b>Ahli United Bank</b> Kuwait	27	\$869.6	40	\$2,287.5	66	155	66	\$61.6	79	\$74.9	84	29
<b>Doha Bank</b> Qatar	28	\$811.8	36	\$2,913.0	59	271	26	\$811.8	30	\$2,913.0	57	271
<b>Boubyan Bank</b> Kuwait	29	\$808.7	42	\$2,098.6	69	104	27	\$808.7	37	\$2,098.6	66	104
<b>Saudi Hollandi Bank</b> Saudi Arabia	30	\$677.6	32	\$3,193.3	50	390	28	\$677.6	26	\$3,193.3	48	390
<b>Standard Chartered</b> U.A.E.	31	\$653.5	58	\$753.2	56	293	29	\$653.5	54	\$753.2	54	293
<b>FirstBank</b> Nigeria	32	\$645.4	17	\$13,360.6	7	6,407	31	\$518.0	32	\$2,644.1	37	825
<b>Grindrod Bank</b> South Africa	33	\$523.7	21	\$10,127.8	4	9,720	30	\$523.7	15	\$10,127.8	4	9,720
<b>Mauritius Commercial Bank</b> Mauritius	34	\$520.3	47	\$1,703.6	44	730	50	\$152.8	67	\$197.5	64	112
<b>Commercial International Bank</b> Egypt	35	\$473.8	41	\$2,227.8	41	847	32	\$473.8	36	\$2,227.8	36	847
<b>Arab Bank</b> Jordan <sup>(2)</sup>	36	\$453.6	34	\$3,090.4	34	969	33	\$453.6	28	\$3,090.4	28	969
<b>National Bank of Egypt</b> Egypt	37	\$442.2	27	\$4,922.6	8	6,081	34	\$431.5	20	\$4,911.9	7	6,073
<b>Attijariwafa Bank</b> Morocco	38	\$400.8	33	\$3,165.0	32	1,017	35	\$400.8	27	\$3,165.0	26	1,017
<b>Blom Bank</b> Lebanon	39	\$352.0	52	\$1,236.3	60	237	36	\$352.0	48	\$1,236.3	58	237
<b>CrediMax</b> Bahrain	40	\$339.2	67	\$369.5	77	72	37	\$339.2	64	\$369.5	74	72
<b>Banque Centrale Populaire</b> Morocco	41	\$286.1	23	\$7,160.3	14	2,581	38	\$241.3	24	\$3,527.9	32	897
<b>Dubai First</b> U.A.E.	42	\$240.3	69	\$250.4	72	94	39	\$240.3	66	\$250.4	69	94
<b>State Bank of Mauritius</b> Mauritius	43	\$231.9	54	\$954.5	51	370	40	\$231.9	51	\$954.5	49	370
<b>Bank Alfalah</b> Pakistan	44	\$217.9	51	\$1,343.2	38	930	41	\$217.9	47	\$1,343.2	31	930
<b>Diamond Bank</b> Nigeria	45	\$215.0	38	\$2,465.9	13	2,614	42	\$215.0	33	\$2,465.9	11	2,614
<b>BMCE Bank</b> Morocco	46	\$199.0	37	\$2,660.1	43	763	43	\$199.0	31	\$2,660.1	38	763
<b>Bank Dhofar</b> Oman	47	\$195.9	48	\$1,682.3	53	348	44	\$195.9	44	\$1,682.3	51	348
<b>Bank AlJazira</b> Saudi Arabia	48	\$178.9	59	\$742.3	76	77	45	\$178.9	55	\$742.3	73	77
<b>Jordan Kuwait Bank</b> Jordan	49	\$167.4	57	\$756.8	64	169	49	\$152.8	56	\$741.2	62	168
<b>BankMed</b> Lebanon	50	\$166.3	65	\$504.8	68	108	46	\$166.3	62	\$504.8	65	108

General purpose results include Visa, MasterCard, Maestro, American Express, Diners Club, and domestic general purpose consumer and commercial credit, debit, and prepaid cards. Visa and MasterCard results exclude Maestro and cards that carry only the Plus or Cirrus brands. (1) Also includes Bahrain, Egypt, Kuwait, and Qatar. (2) Also includes Bahrain, Egypt, Lebanon, Palestine, Qatar, United Arab Emirates, U.K., and Yemen. © 2014 The Nilson Report

## TOP ISSUERS IN THE MIDDLE EAST AND AFRICA

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United Arab Emirates had 7 issuers on the list. There were 6 issuers based in Kuwait and 6 in South Africa. Also represented on the list were issuers from Angola, Bahrain, Egypt, Jordan, Lebanon, Mauritius, Morocco, Nigeria, Oman, Pakistan, and Qatar.

When measuring general purpose credit cards only, the issuers ranked 1 through 10 were unchanged from 2012. Issuers from Israel took the top 3 positions, followed by South Africa with 3 positions, the U.A.E. with 2, and Saudi Arabia with 1.

When measuring general purpose debit and prepaid cards only, issuers in South Africa held 4 positions in the top 10. Issuers from Saudi Arabia held 2 positions. Issuers from Kuwait held 2 positions.

Change among the 10 largest debit card issuers included Kuwait Finance House moving up to 4th place from 10th, and Banco de Fomento of Angola moving to 9th from 23rd.

## VISA/MASTERCARD IN RUSSIA — PART 3

from page 1...

on using that value to determine the deposit Visa and MasterCard



would have to make if they continue doing business in the country under the current model.

Payment networks the Central Bank considers to be “nationally significant” are exempted from the quarterly deposit requirement. The Central Bank does not consider Visa and MasterCard to be nationally significant for multiple reasons including that they are not Russian-owned or controlled and they do not use Russian hardware, software, or standards to handle domestic Russia transactions.

In the meantime, although no company has yet received an official designation of nationally significant, Visa and MasterCard are performing due diligence on

Russia-based companies likely to be given that designation. Prospects include Golden Crown, Universal Electronic Card, and possibly mobile network operators.

Visa and MasterCard aim to have agreements in principal with domestic partners by October 1.

Before any transferring of clearing and settlement activities — and that transfer would likely be executed incrementally to ensure the

replication of the quality and scalability of VisaNet and

Banknet — the local partners will almost certainly have to invest in upgrading their processing systems. Both global brands have reputations they want to maintain for their more than 400 financial institution clients in Russia.

If agreements with domestic partners are reached as expected, the upgrades to their systems will

take longer to execute than the October 31 deadline the Central Bank has given for instituting the deposit requirement. Visa and MasterCard continue to negotiate with the Central Bank regarding all the facts associated with any transfer of processing to domestic partners.

Using local partners to handle domestic processing in Russia will negatively impact revenues for both companies in the first year.

**Possible partners are Golden Crown and Universal Electronic Card.**

Sanctions imposed July 29 by the European Union and the United States that deny access to capital markets will not impact Visa and MasterCard operations with payment card issuers and acquirers in Russia.

Prior issues: 1,041, 1,039



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