

How the Rest of the World uses QR Codes to Facilitate Transacting at POS

March 2024 FPC Meeting-Orlando



Today's Presenters



Caroline Serejo Cypriano
JJ4Tech



Steve Mott
BetterBuyDesign

A QR Code Faster Payments Tour of SE ASIA and Brazil



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The premise: QR Codes foster buyer inclusion and merchant acceptance of faster, better, cheaper and safer digital transactions at POS.



Where to Start? Payment Choice in a Singapore Taxi

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The Mobile POS Supports Travel Apps

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*Applicable only for Mastercard, Visa, AMEX, Discover, JCB, UnionPay



Non-Banks, Like GrabPay, Can Play at Payments—Just Like the Banks

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Grab How to use GrabPay Credits to pay for your shopping (Malaysia)



0:00 / 0:35

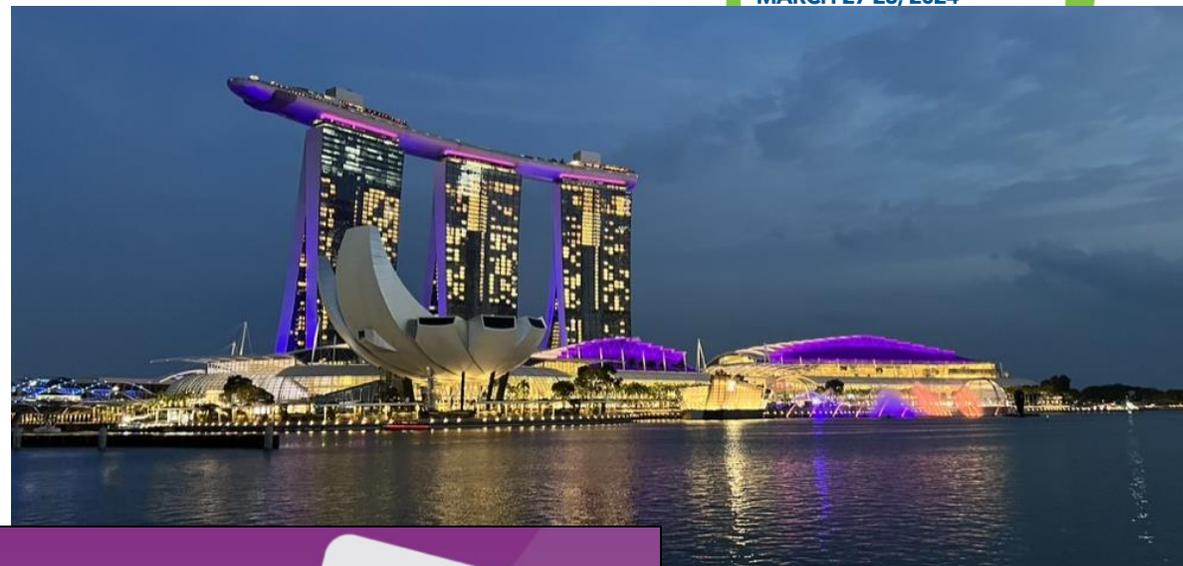
CC HD YouTube

Singapore: PayNow Paves The Way

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PAY FAST. ✓
PAY SAFE. ✓

PAYNOW

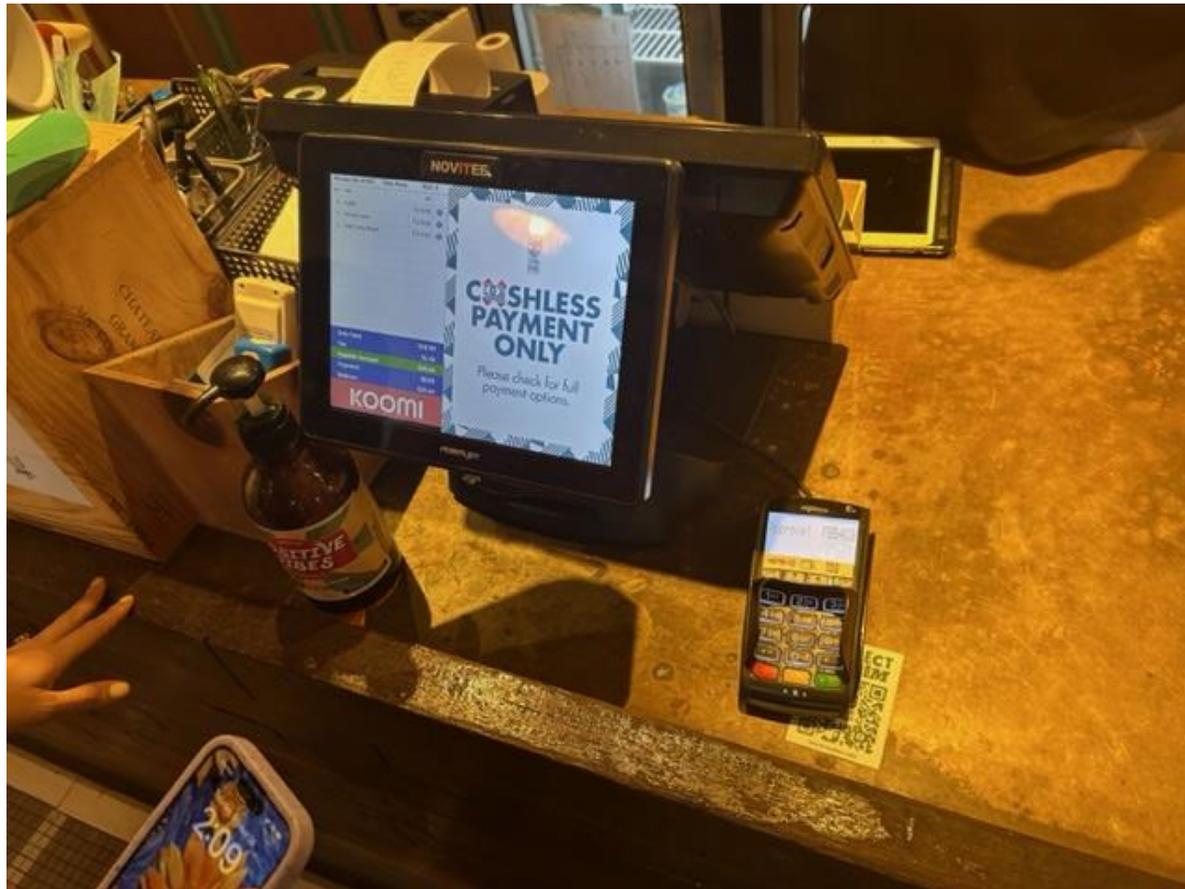
NOW ON  SGQR



PayNow: Help Small Business POSs Avoid Cash

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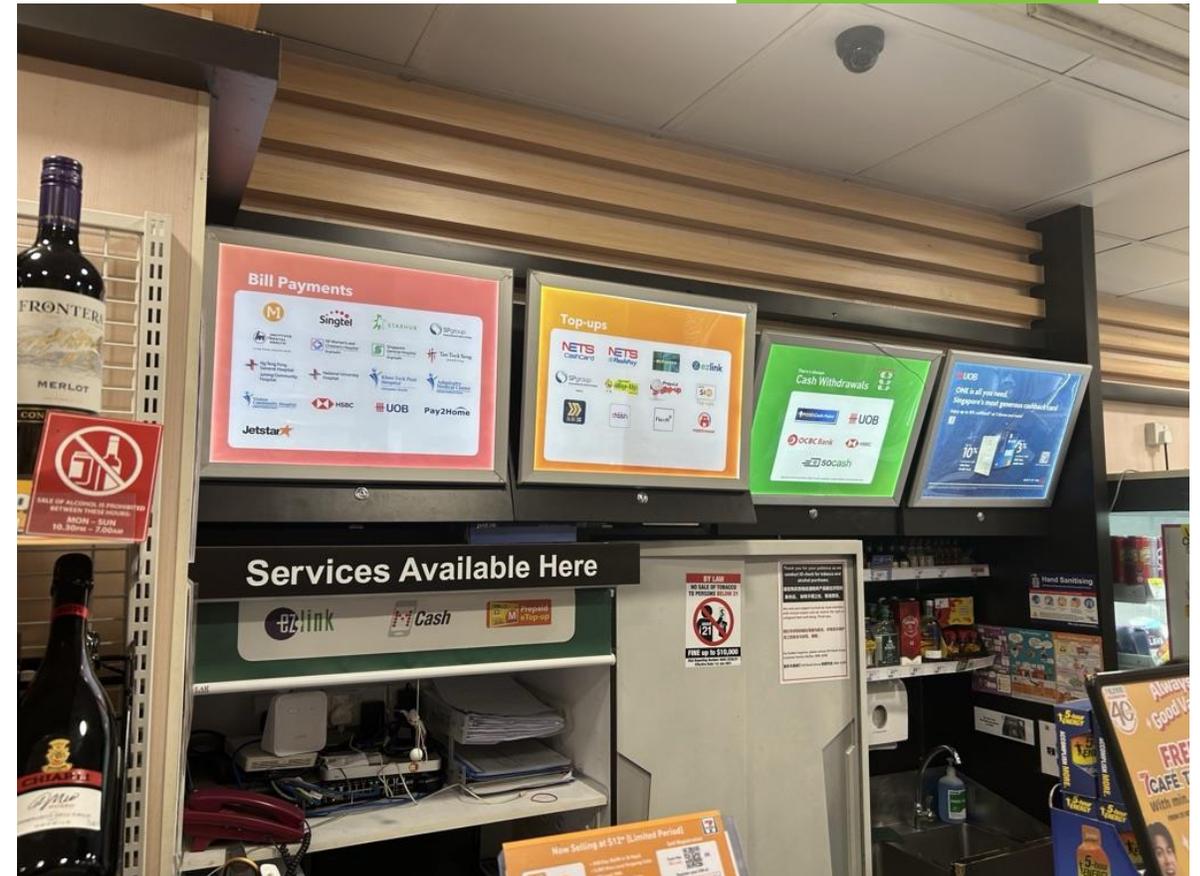


Digital Payments Proliferate in an Environment of Choice and QR-codes

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Affordability and extensive choice compel Singaporeans to eat out most of the time

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Durian: Tree fruit that tastes like custard or cheesecake, but smells like sweat socks

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'Hawker' Food Courts Require Ease and Speed of Checkout

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Hawker Food is High Quality, and Features Choice and Convenience

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QR Codes also Enable Rewards, and a Ubiquitous Form of Food subsidies

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Compare this to EBT, WIC, SNAP....

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 **CDC Voucher**

**Calling hawkers
and heartland
merchants!**

Calling hawkers and heartland merchants!

Nestia e-wallet from China Union Pay Spans Many Payment Modes and Countries



et to make a QR payment

a wallet to make a QR payment

How to use Nestia Wallet
to make a QR payment

0:01 / 0:51

CC

Sh

Bottomline: Chinese Dumplings in Chili Oil are to Die for in Singapore Hawker Malls...

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So, It's onto China: Ground Zero for QR Code Payments

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QR Code Stats: 10 bil. mobile devices; 94+% of mobile payments; 85% of all transactions (\$2.7 tril.); 2.2 bil. users

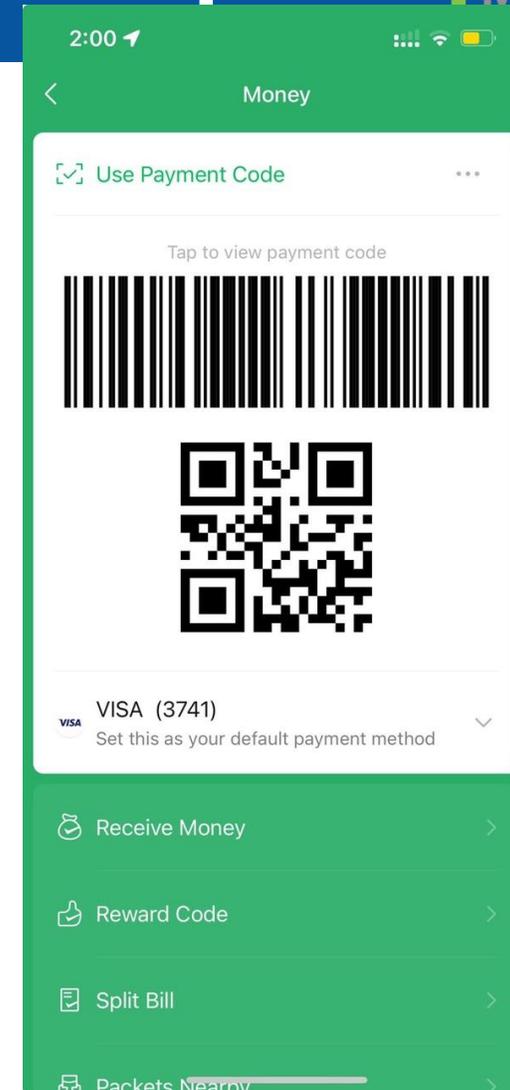
QR Codes Produce 80+% of Consumer Payments—but Use in Travel is Complex

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- WeChat Pay (1.3 bil. users) operates as a social Media super-app where payments are made with Chinese bank accounts; foreigners can enroll foreign credit cards with extensive ID checks
- AliPay (655 mil. users) operate with separate ‘ticketing’ for each major city; payment at merchants in specific cities are unified through local QR Code ‘tickets’
- For travelers, PayPal is available in some locations in a number of cities; and credit cards are *de rigueur* at hotels

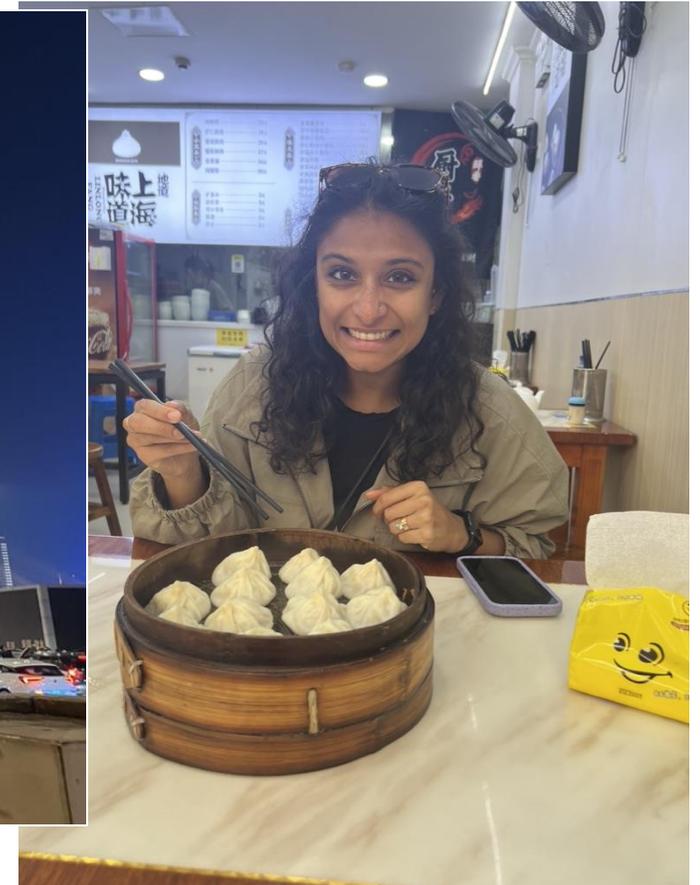


Nonetheless, Shanghai Turns Out to Have the Very Best Chinese Dumplings

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India: UPI is a National Infrastructure Supporting Virtual Payment Addresses



UPI is Faster

Wallet

NEW FEATURE

Now, Scan & Pay on any QR code

NOW SCAN & PAY ON ANY QR CODE USING PAYTM WALLET

- Budget Tracking**
Track and spend the smart way
- One-click payments**
Shop now with a single click
- Back Back Rewards**
Get up to 10% reward every time you pay

Here's how you can pay using Wallet on UPI

© 2020 paytm

Paytm: PayPal-like Leader in India, But Still Needs Bank Partners

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The Reserve Bank of India on January 31 ordered Paytm Payments Bank — which isn't controlled by Paytm but which processes much of its payments and financial services — to halt much of its business. Though Paytm has quickly pulled together other bank partnerships to stay in business, the regulator's move triggered a sharp slide in its stock and hit customer sentiment. Shares in Paytm are down almost 50% since late January.

Google's GPay and Walmart Inc's PhonePe have emerged as the biggest winners in India's UPI market, post the ban on Paytm Payments Bank by the Reserve Bank of India earlier this year. According to the latest data from the National Payments Council of India (NPCI), the UPI services offered by these two companies are rapidly gaining customers from India's Paytm.

Google Pay (and Walmart) are All-in, with Security a Big Part of the Pitch

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Money made simple, by Google

Consumer Education Effort is Huge

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Merchant Acceptance is Widely Touted

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8, 2024
VISTA, FL

YouTube · Google India · Oct 21, 2022

Google Pay Loves all QRs | Scan & Pay any UPI QR

This song is for them.

0:01 / 0:20

YouTube

UPI Platform Available to Any Country That Wants to Jumpstart Faster Payments

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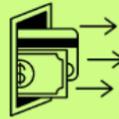
UPI APPLICATION
Payment Request By User



PAYEE PSP
Authorization



REMITTER BANK
User's bank account or CC



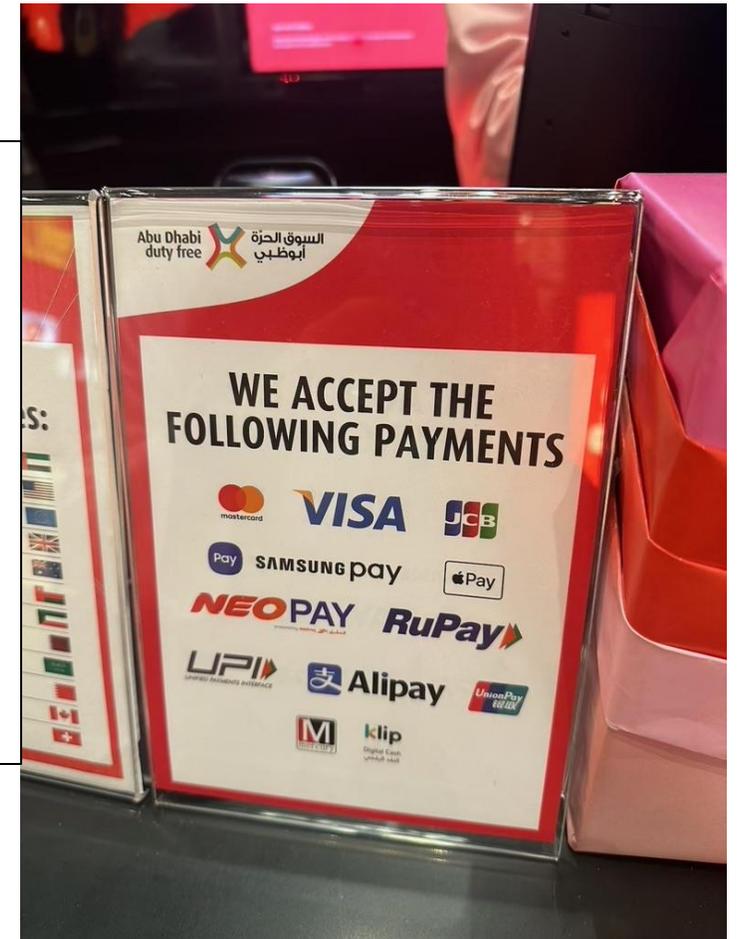
PAYMENT APPROVED
Payment details verified



BENEFICIARY BANK
Payment in the end user's account

UPI
UNIFIED PAYMENTS INTERFACE
HOW UPI WORKS

- Sri Lanka
- Mauritius
- France
- UAE
- Singapore
- Bhutan
- Nepal



Korea: Presents A Contrast, as ATMs Drive Payment Choices for Cash

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Partly Because Food Venues Cater to Western Travelers Where

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Payment Acceptance Can Be Limited— Fostering A QR Code Based Travel Card

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Tmoney Only for Foreigners

We would like to introduce Tmoney for Foreign Tourists.

| | | | |
|-----------------|----------|-------------------|-------------------|
| 티머니 | 앰패스(기간권) | Tmoney | Mpass(Daily Pass) |
| KOREA TOUR CARD | | AmazingPay Tmoney | Alipay Tmoney |

AmazingPay Tmoney



If you would like to take a airport limo, don't forget to get AmazingPay Tmoney to enjoy 10% fare discount.

Indonesia: a Land of 300+ eWallets, Linked with Singapore's PayNow

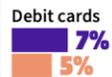
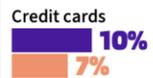


INDONESIA

PAYMENT METHODS Transaction value % 2023-2027

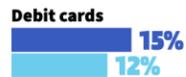
E-COM

● 2023 ● 2027



POS

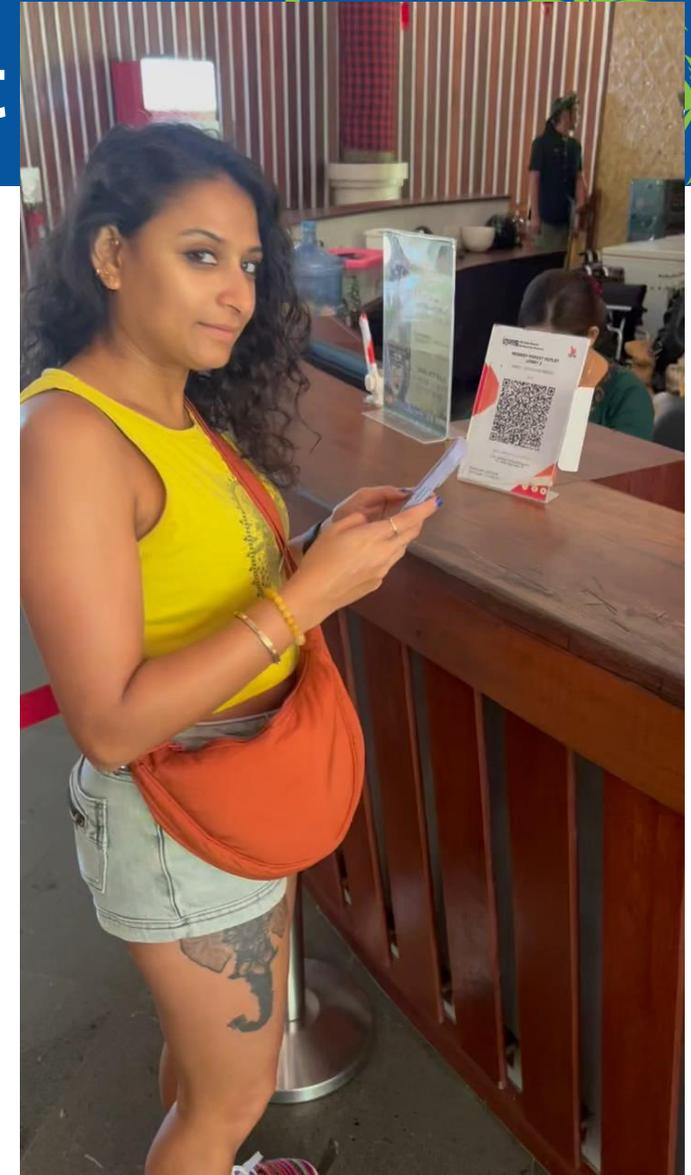
● 2023 ● 2027



POPULAR PAYMENT METHODS



Cross-Border Acceptance, and POS Reconciliation Happens at Checkout



Bottomline: QR Codes = Complete POS

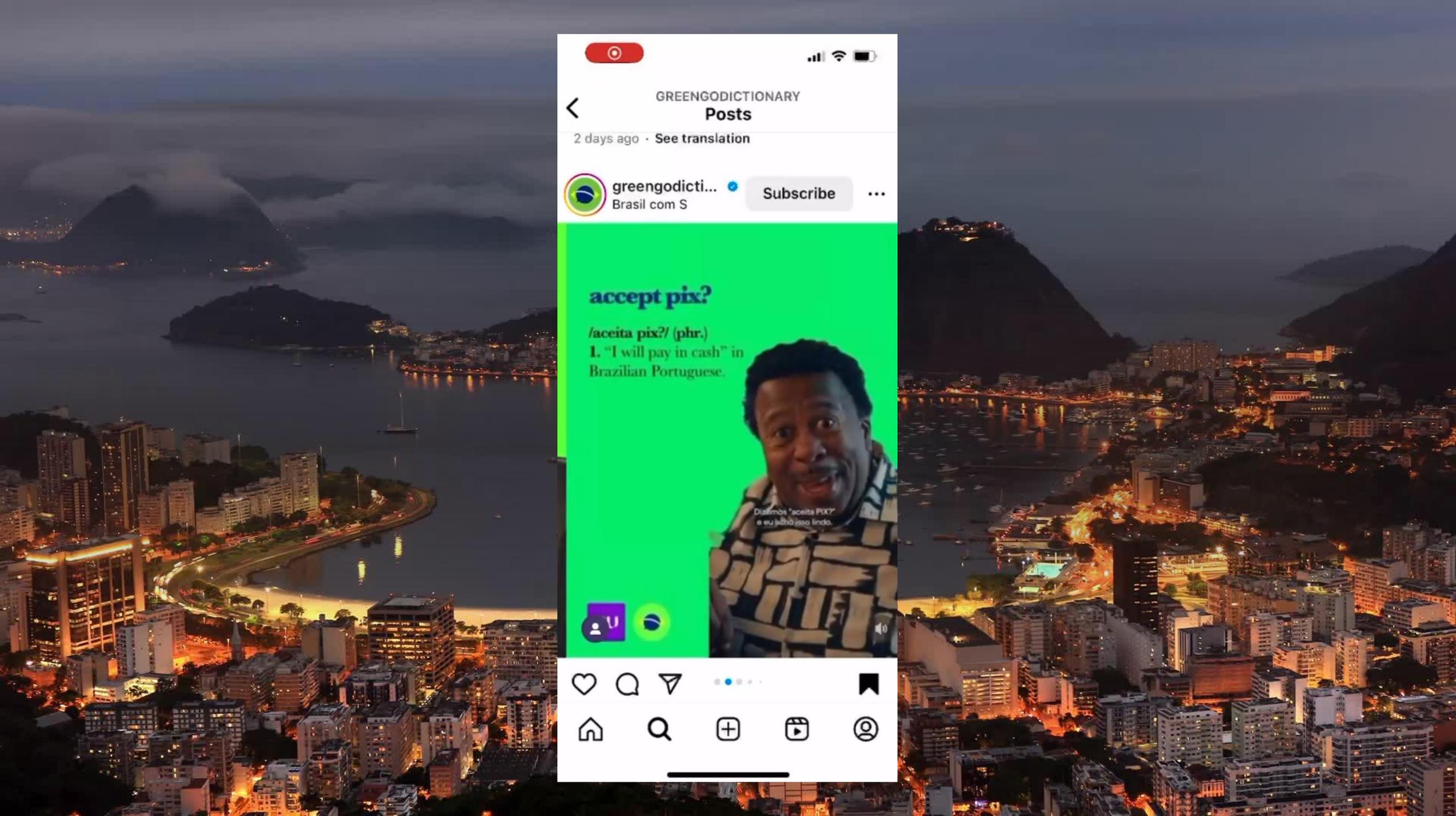
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High  powered by Banco Central Acceptance
and Usage in Brazil



GREENGODICTIONARY
Posts

2 days ago · See translation

greengodicti...
Brasil com S

Subscribe

accept pix?

/aceita pix?/ (phr.)

1. "I will pay in cash" in
Brazilian Portuguese.

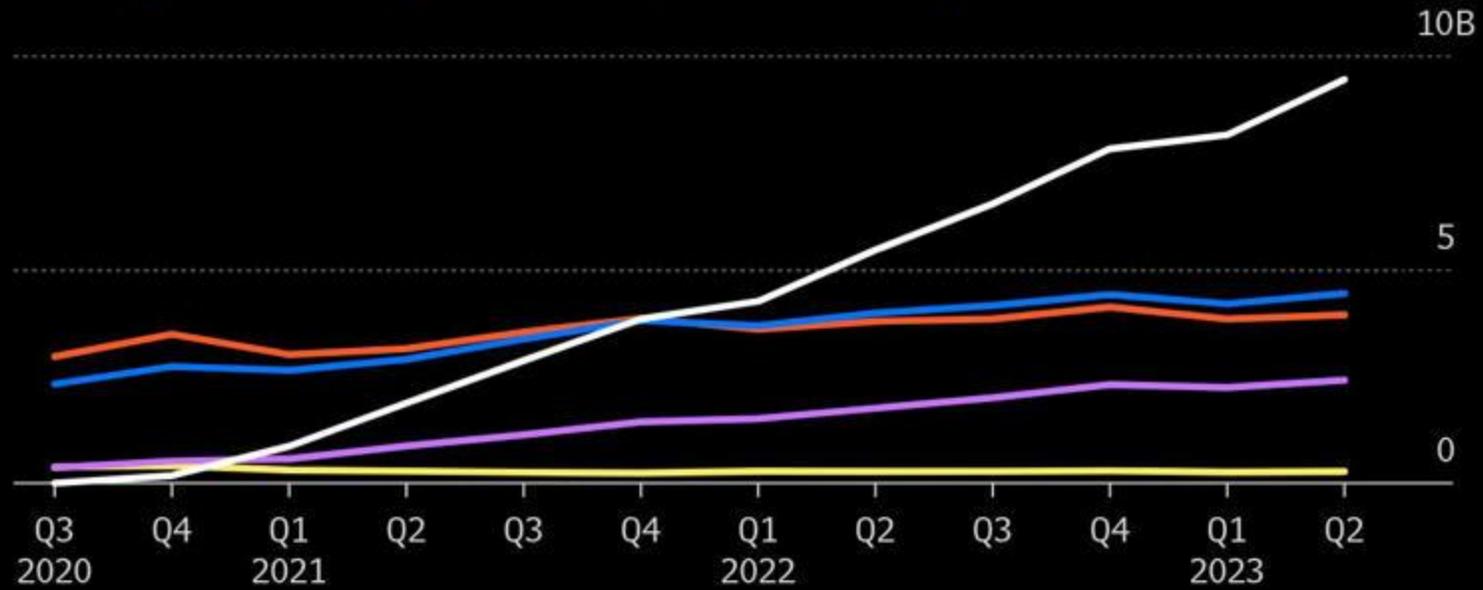
Dizemos "aceita PIX"
e eu já tô joo lindo.

This is a screenshot of an Instagram post. At the top, there's a red camera icon, signal strength, Wi-Fi, and battery icons. Below that is a back arrow, the username 'GREENGODICTIONARY', and the word 'Posts'. The post is dated '2 days ago' and has a 'See translation' link. The profile picture is a green circle with a white 'G', and the name is 'greengodicti...' with 'Brasil com S' below it. There is a 'Subscribe' button and a three-dot menu. The main content is a green video frame with a man's face on the right. The text on the green background reads 'accept pix?' in bold, followed by the phonetic transcription and a definition. A small caption at the bottom of the video says 'Dizemos "aceita PIX" e eu já tô joo lindo.' At the bottom of the video are icons for a user profile and a globe. Below the video is the standard Instagram interaction bar with icons for heart, comment, share, carousel indicator, and bookmark. At the very bottom is the main Instagram navigation bar with icons for home, search, post, reels, and profile.

Brazilians Mostly Pay With Pix

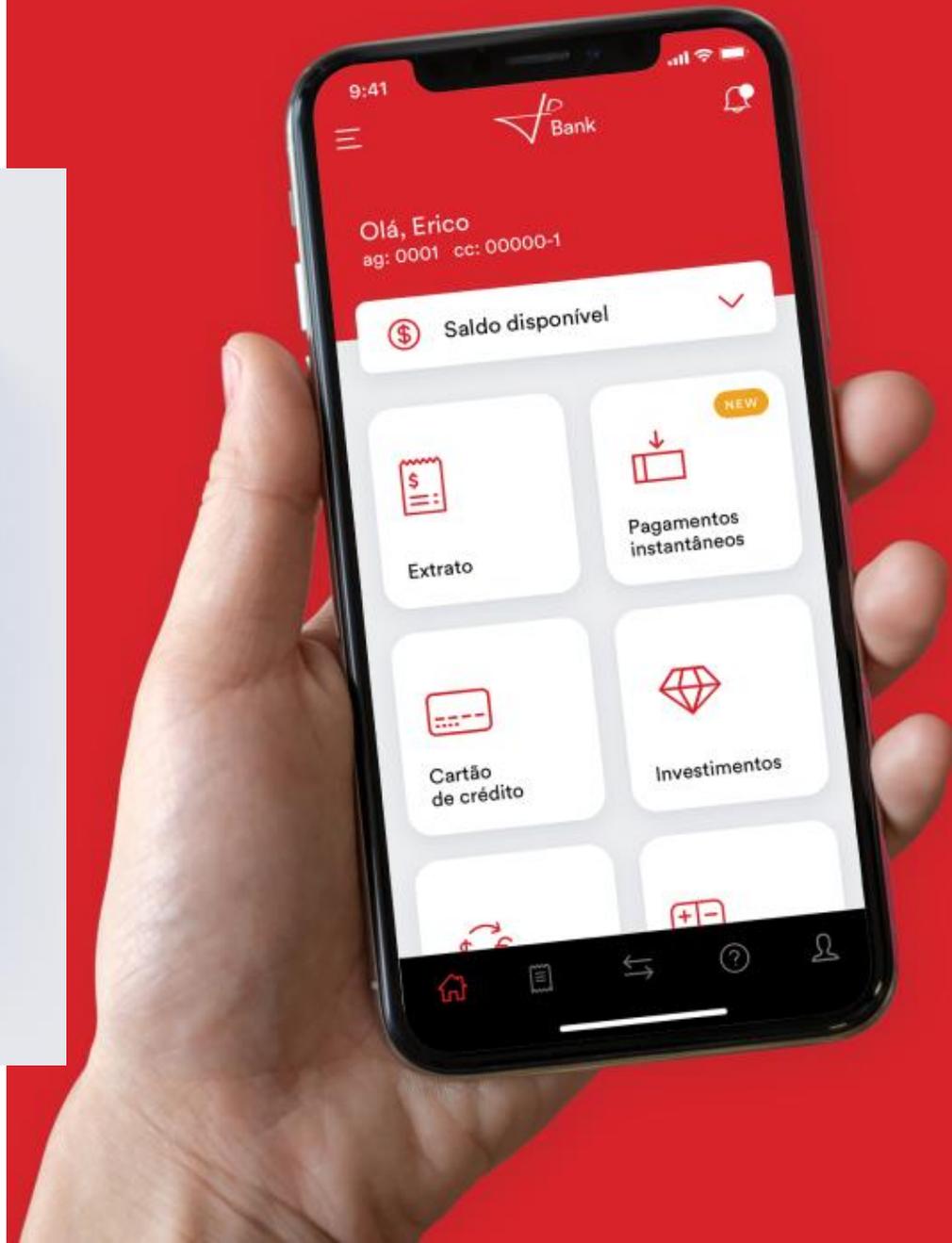
Central bank's system replaced debit and credit cards

— Pix — Credit Cards — Debit Cards — Pre paid Cards — Interbank transfers



Source: Brazil central bank
Note: Total number of payments

Bloomberg





Usage anywhere and everywhere!



Belém, Pará, Brazil



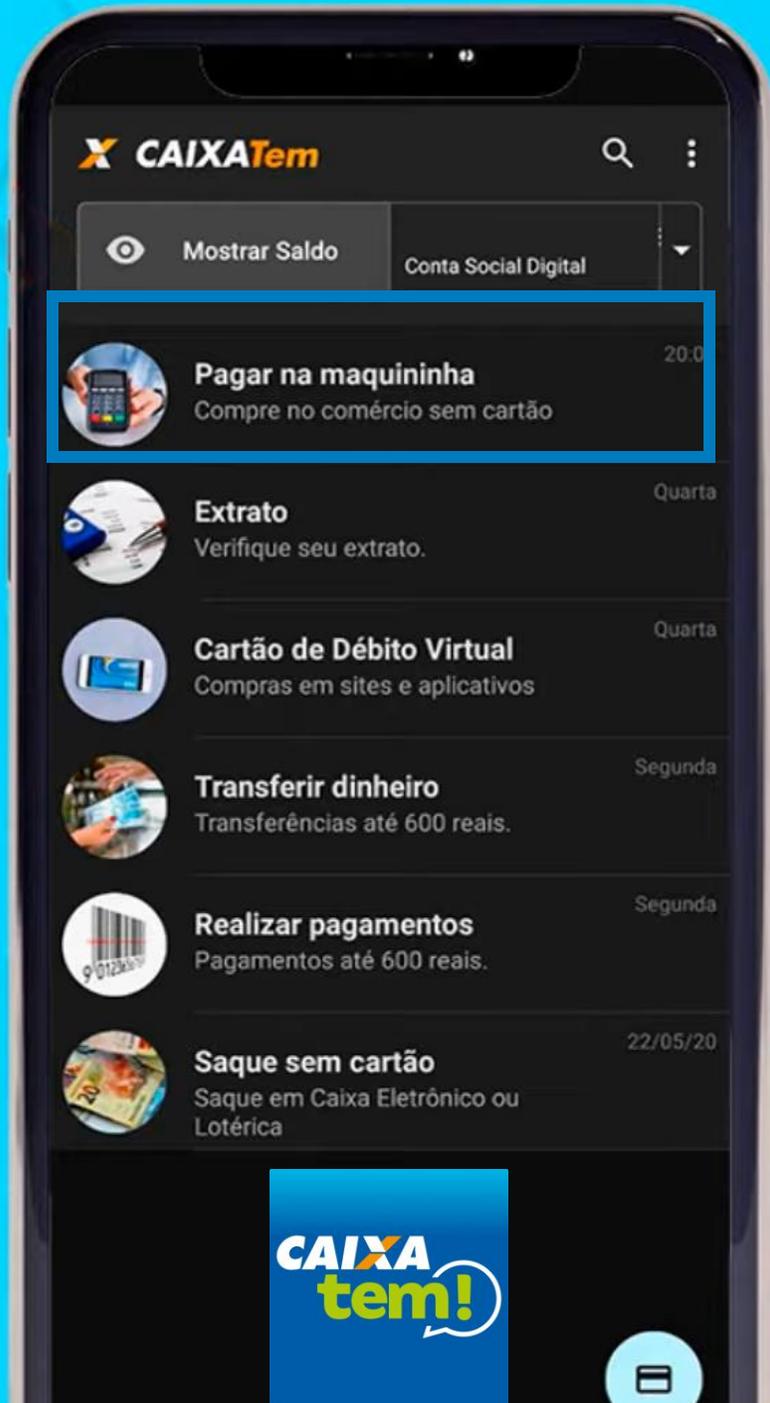
Belém, Pará, Brazil



Niterói, Rio de Janeiro, Brazil



PicPay



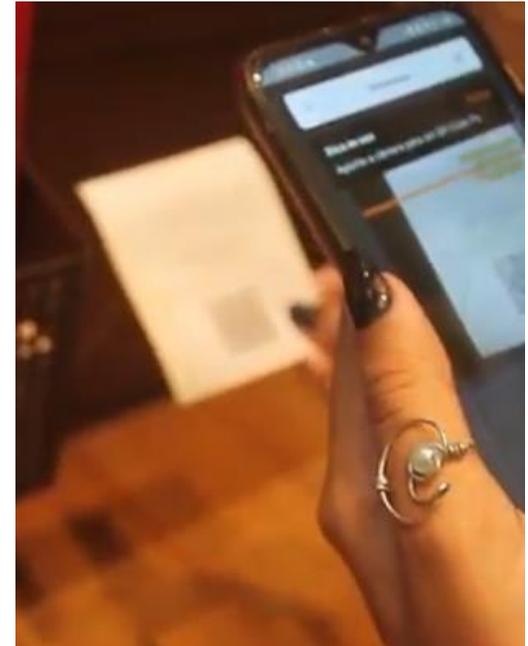


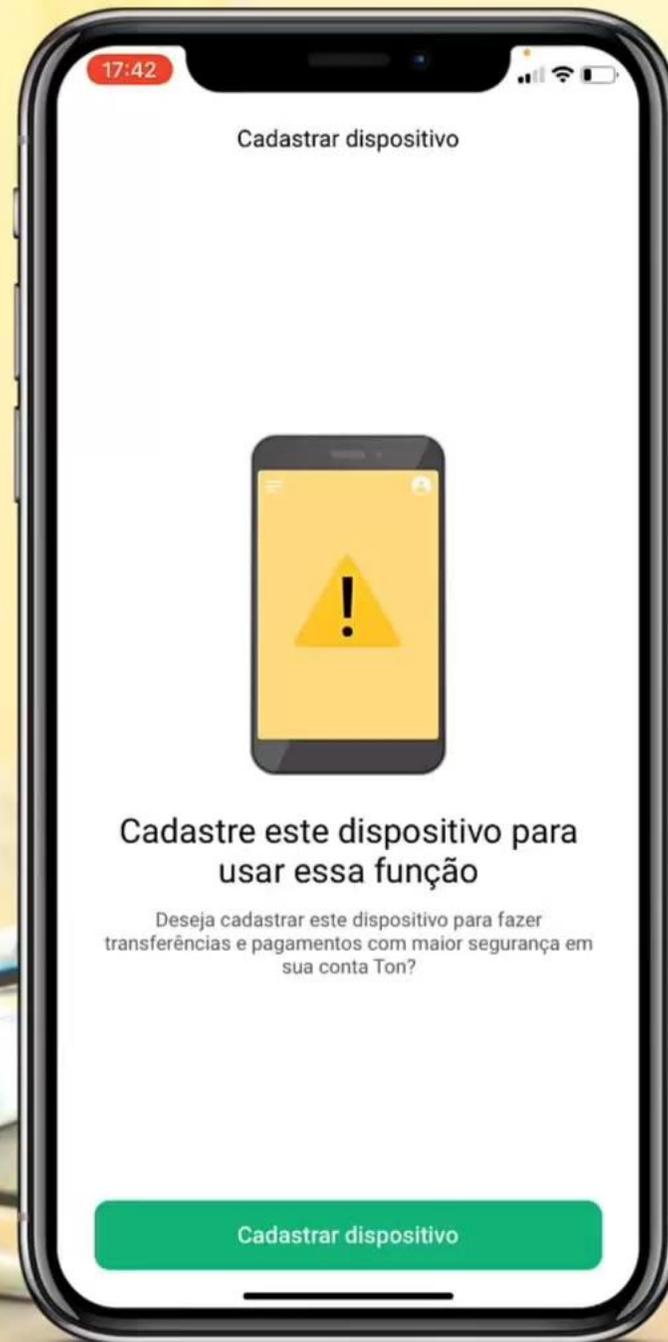
QR Codes on signs, POS, ERPs, paper...

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In Restaurants

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Outback Steakhouse is an American chain of Australian-themed casual dining restaurants, serving American cuisine, based in Tampa, Florida. The chain has over 1,000 locations in 23 countries throughout North America, South America, Asia, and Australia.

EU OUVI
OUTBACK?



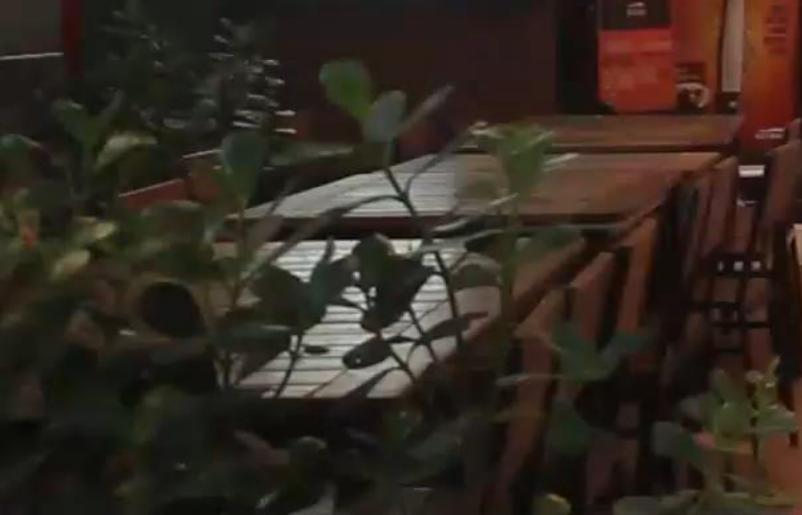
OUTBACK
STEAKHOUSE

OUTBACK
STEAKHOUSE

OUTBACK



À LA MENUE



In Supermarkets – High volume retail

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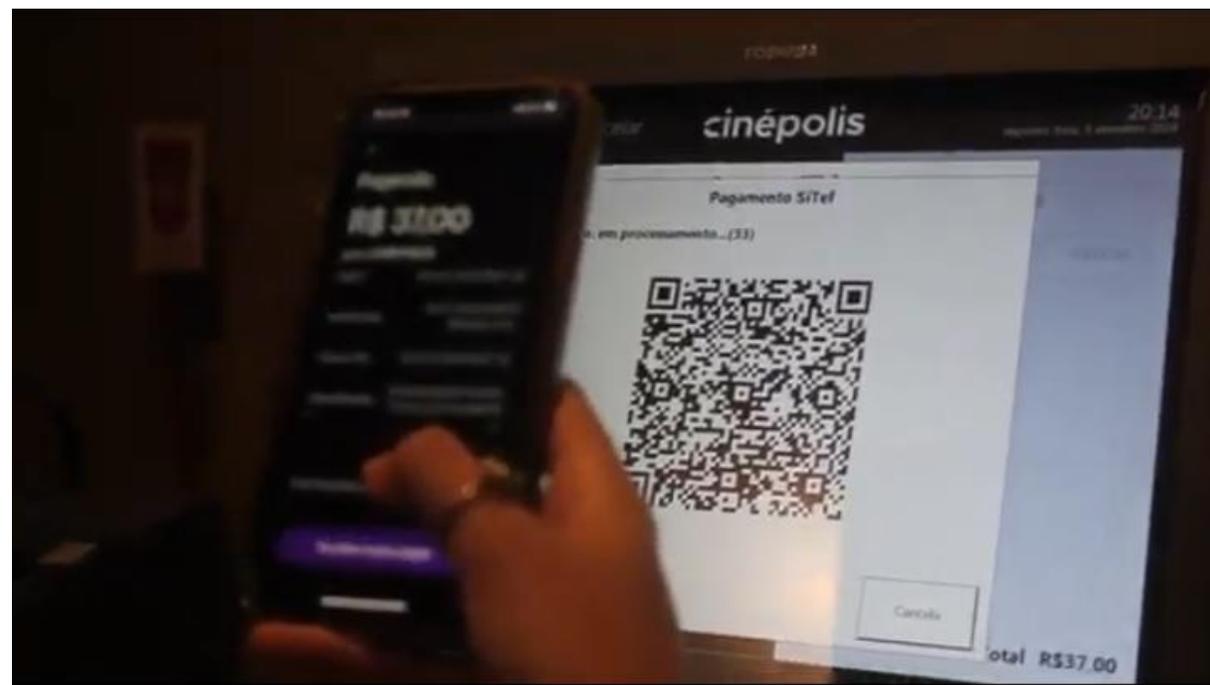


In Movies – Services

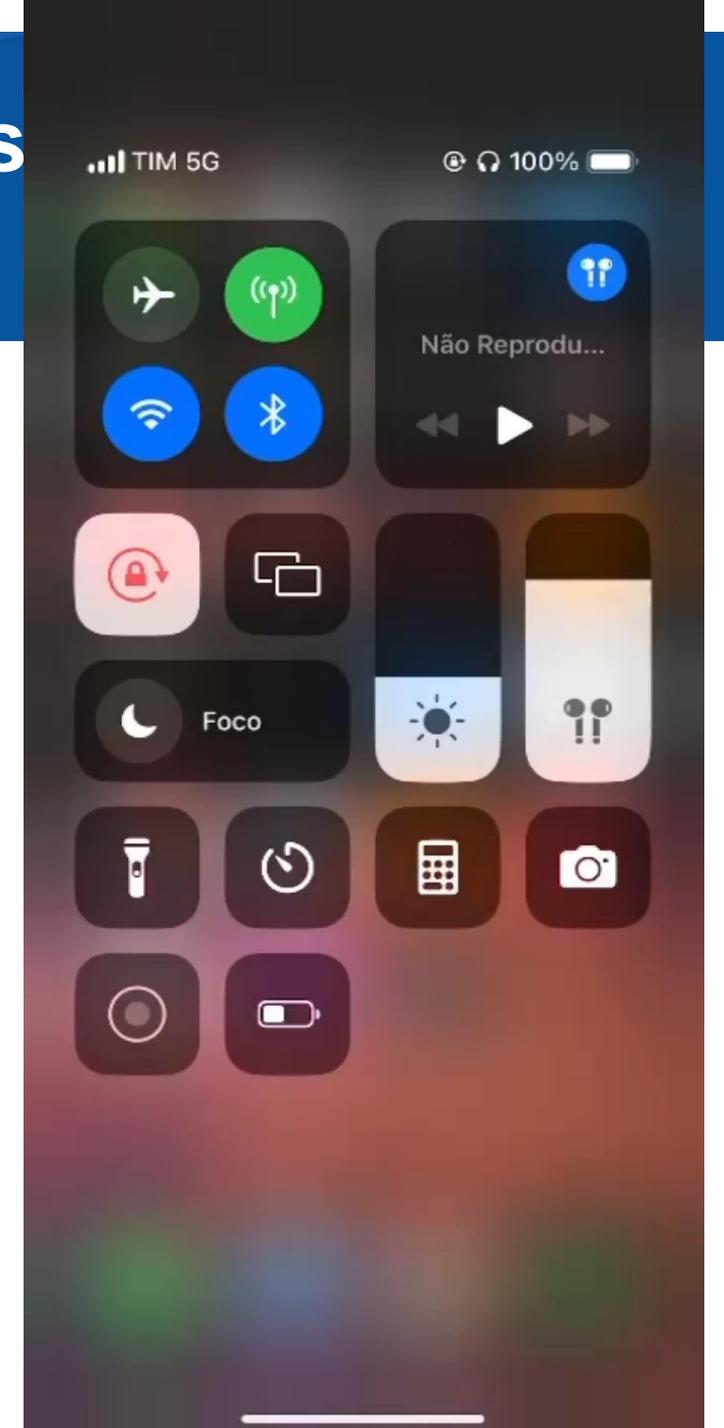
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(Literally) inside an Uber ride! – Services (and small retail)



Church!?!



Cross Border – Argentina, Uruguay and Paraguay

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+ Follow

Brazil's Wildly Popular Instant-Payment System Is Going Global

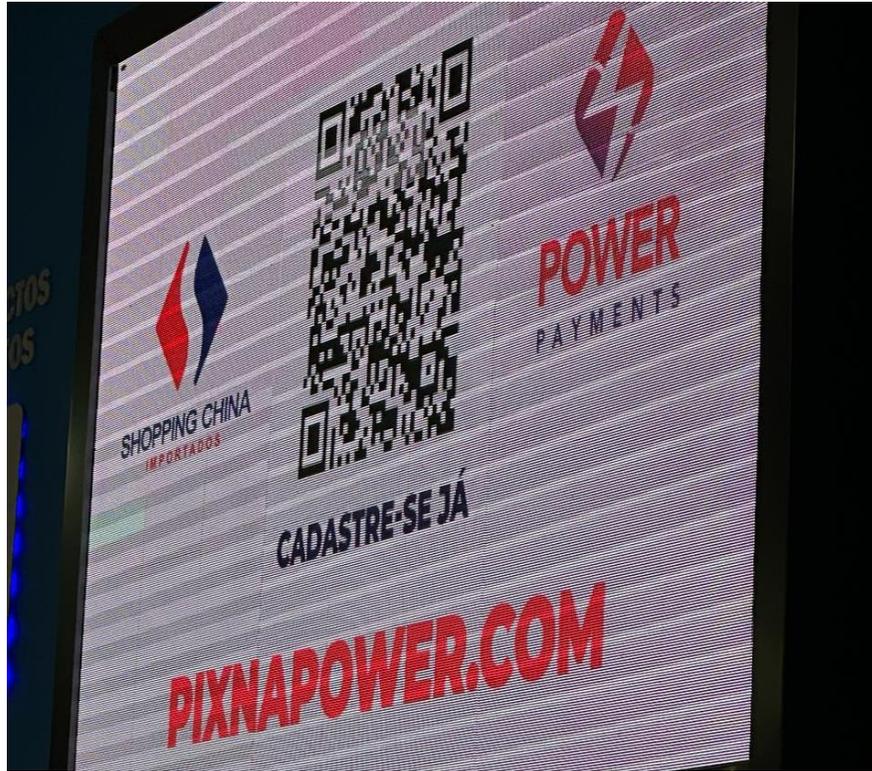
Story by Maria Eloisa Capurro • 1d

[...]

But Pix is already spreading to countries that receive a large number of Brazilian travelers. In neighboring Argentina and Uruguay, some fintechs and regional banks are allowing Brazilian tourists to pay restaurant and hotel bills with the system.

[...]

Brazilians pay in reais through a QR code linked to a digital wallet or a payment processor, while businesses receive their money instantly in domestic currency, US dollars or a stable coin.



PARAGUAY



URUGUAY

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Questions?

So What? Choice Abounds...



- Open interaction and integration at POS for both merchant and consumer reconciliation
- Leverages ubiquity of Mobile Phones
- Banks and non-banks can play together
- Eases merchant lift to obtain choices in how to get paid (including local e-wallets)
- Ease of use and convenience for consumers
- Availability of many ways consumers can pay, including while traveling
- Low fraud (except scams, of course) and low cost
- Manifests promise and efficiency of digital transacting

QR Code Payments Coming to a Store Near You?...Soon?

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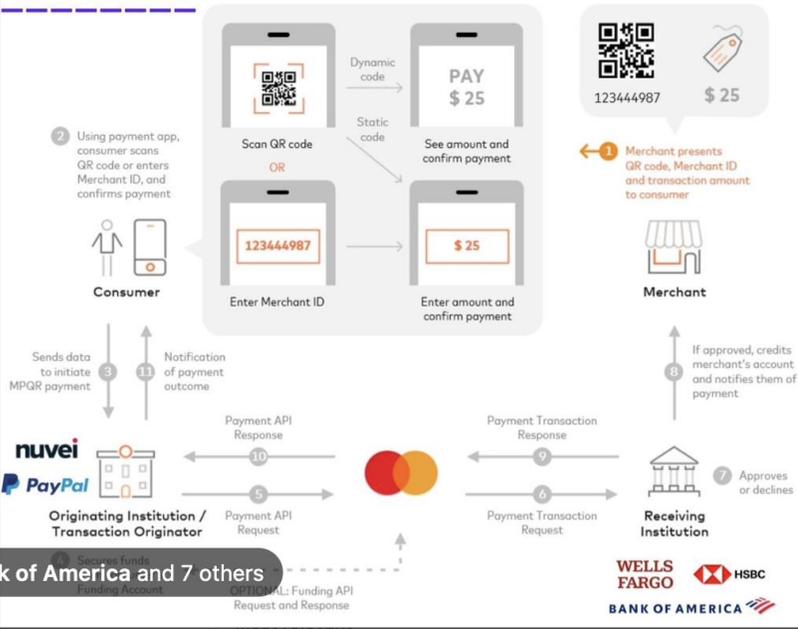
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The Mastercard QR Code Payment



QR Code Process



Fiserv Partners with PayPal for QR Code Payments

Fiserv, the second largest acquirer of card payments in the U.S., will offer merchants using its Clover POS terminals and API-based Carat omnichannel commerce engine the opportunity to accept payments at the point of sale from PayPal and Venmo apps in smartphones.

IN THIS ARTICLE



More than a million Clover devices have been deployed since 2013, over 90% in the U.S. Most are at local small businesses. Total annualized purchase volume handled by Clover terminals exceeds \$140 billion.

Carat was introduced in November 2020. Large and multinational merchants that use Carat will connect to Fiserv to facilitate QR code payments either directly or through connections established by their POS terminal provider.

Fiserv counts 9 of the top 15 quick-service restaurants in the U.S. as Carat customers.

PayPal and Fiserv started working on the QR code partnership 18 months ago. Fiserv will handle all PayPal and Venmo merchant settlement functions, exception item management and fraud protection. Clover merchants will receive reporting on PayPal and Venmo payments in a consolidated statement with card transactions. Merchants do not need to make any changes to their POS systems because Fiserv manages all Clover devices.

Fiserv merchant customers provide small business, regional and national chain store coverage PayPal looked for to introduce PayPal and Venmo wallet payments for goods and services at the point of sale.

A phased rollout of PayPal and Venmo payments will begin with Clover merchants by the end of June 2021. Full rollout is expected to be completed by the first quarter of 2022. PayPal and Venmo QR code payments will be available at Carat merchants later this year.

PayPal and Fiserv have been partners for years. When Fiserv purchased First Data in 2019, it gained merchant acquiring business for PayPal transactions in several countries. The companies also work together on bill payments. Later this year, they will begin work on cross-border push payments.



INTERVIEWED FOR THIS ARTICLE
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Prior issues: 1189, 1174, 1145, 1128, 1126, 1124, 1119, 1111, 1109, 1066, 1030, 1029

U.S. Starting to Look Like Singapore (at the Pump)?

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