

# State of Payments

## First Quarter 2021

Exclusively developed for the CEO Network by Transaction Insights

# Breakdown

01

## Market Trends

Summary of need-to-know market activity

02

## Pulse of Payments

Analysis of payments data and related public company performance

03

## CEO Network Analytics

Proprietary analysis of aggregated and anonymized member data

# Q1 2021 RECAP

The payments industry showed strong signs of recovery and stability during a tumultuous period marked by a presidential transition and ongoing pandemic-related challenges. As vaccine rollouts continue and more states open up, there is a strong likelihood of upticks in transaction volumes driven by travel and leisure sectors.

A number of key collaborations, product launches and regulations defined this quarter but **Fintech** and **Crypto** ruled as **Square** and **PayPal's** announce strong **Bitcoin** performance and **BNPL** news dominated the payment airwaves.

**Here is a list of major events across these categories...**

# New Raises

## UBS in Talks to Invest \$400M in Paytm

Paytm is in talks with UBS regarding a potential investment via a stock purchase. The two are reportedly considering a collaboration as well. If successful, the partnership with Paytm would see UBS enter the digital payments market. Paytm last raised \$1B in November 2019 at a \$16B.

## Marqeta Files With Regulators for IPO

The card issuing startup is awaiting SEC feedback with the hopes of an IPO as early as April at a rumored valuation in the range of \$10B. Marqeta currently works with a number of banks and technology firms such as J.P. Morgan, Goldman Sachs and DoorDash.

## Klarna Secures \$1B in Funding

The company's latest funding round brings its valuation to \$31B, making it Europe's highest-valued private company. One percent of the equity funding round will go towards a new initiative focused on sustainability challenges worldwide. The BNPL player now has more than 250k retail partners and posted significant 2020 growth of 46% and 40% in volume and revenue, respectively.

## Fast Checkout Raises \$102M in New Funding Led by Stripe

The Series B funding round was led by Stripe and Addition, with participation from Index Ventures and other existing investors. Stripe also led the company's Series A round and is the underlying payments rail for the one-click checkout startup. The company has raised \$124M to date and has seen its GMV "more than triple" each month.

## Toast to IPO, reportedly with J.P. Morgan

The restaurant-software company has reportedly tapped Goldman Sachs and J.P Morgan to underwrite its IPO later this year. Nothing is definitive as the company is still weighing its options, including a potential SPAC merger. Early last year, Toast raised \$400M at a valuation of \$4.9B. Now, it could be valued as high as \$20B. In addition to its software for marketing, inventory, accounting, payments processing, menu management, and online delivery management, the company operates Toast Capital - a lending service that gives restaurant owners access to loans between \$5000-50,000.

# Collaboration

## **Visa Signs Goldman Sachs to B2B Connect**

The bank has signed on to use Visa B2B Connect which handles cross-border payments to over 80 markets by utilizing blockchain - enabling companies to use the Visa network instead of SWIFT and correspondent banking. The solution targets high-value payments that settle within 1-2 days and incorporates a digital identity token for storing banking information.

## **Global Payments Forms Partnership with Google**

The multi-year partnership will include Global Payments migrating its merchant acquiring technology to Google Cloud and becoming a worldwide merchant acquiring provider for Google. Additionally, Global Payments customers will be able to access Google's SaaS offerings through integrations with Global Payments' operating environment. The two will be launching a series of strategic go-to-market and co-sell activities together.

## **Reliance, Google & Facebook Bid For Digital Payment Network**

The companies have partnered with fintech player Infibeam to set up a national digital payment network in India. The move comes after India's central bank invited companies to create New Umbrella Entities (NUEs) for a network to rival NPCI in an attempt to reduce the risk of concentration. Facebook and Google have already partnered with Reliance in the past and own stakes in Jio Platforms. The companies' new network could carve out a sizable portion of the Indian digital payments market which is forecasted to reach \$135.2B in 2023.

# Product Launches

## **Visa Introduces AI-Powered Innovations for Smarter Payments**

Available in Europe beginning April 2021, Smarter Posting uses AI to deliver a customized score for each transaction in the authorization stream, giving consumers greater transparency into their transactions. - Smarter Settlement Forecast uses predictive modeling to help institutions anticipate cash flow needs and allocate resources strategically to ensuring liquidity. - Visa Smarter Stand-In Processing (Smarter STIP), previously announced in 2021, helps to deliver a seamless shopping experience helping financial institutions increase transaction authorizations during system outages.

## **Worldline Launches DaaS Platform for Online Payments**

The new Data-as-a-Service solution, Ingenico Insight, uses machine learning and data science capabilities to give customers an aggregated view of data and payment optimization features. Worldline will continue to add functionality with autonomous analytics, machine-learning powered chargeback advice, and easier chargebacks and refunds.

## **Mastercard Unveils Next-Gen Contactless Technology**

The new enhanced contactless (Ecos) solution will leverage the latest quantum-resistant technologies to enhance convenience, trust, and privacy by boosting broader acceptance, deploying next-gen cryptography, and using flexible architecture to support various privacy regulations.

## **API Fintech MX Raises \$300M**

The Series C funding round, led by TPG Growth, brings the company to a valuation of 1.9B. MX helps organizations automate data-driven money experiences and supports its customers with API connections to top financial institutions. In the last year, the company has provided its services across more than 2,000 banks, credit unions, fintechs, and tech companies - and as much as 85% of digital banking providers - to reach more than 200M customers.

## **Ramp Raises \$150M from Goldman**

The corporate card and expense management platform secured a \$150M debt facility from Goldman after onboarding a number of new customers since its \$30M Series B in December. The credit facility will help the company boost product development to keep up with the influx of new customers; from November to December alone, the company saw 47% growth in transaction volume.

## **Walmart Launching New Fintech Startup With Ribbit Capital**

Although the name of the new fintech startup remains unknown, the retail giant looks to leverage Ribbit Capital - a backer of Robinhood, Affirm, and CreditKarma - to create financial products for its customers and employees. Walmart will own the majority of the company and plans to grow the startup via partnerships and acquisitions with other fintech companies. Walmart's existing financial offerings - such as the Walmart CapitalOne Credit Card, Walmart MoneyCard, and in-store check cashing - will continue.

## **Diem Partners With Fireblocks and First Digital Assets For Launch**

The rebranded Libra network Diem plans to launch its first minimum viable product by the end of March in partnership with crypto custodian Fireblocks and payment platform First Digital Assets who will provide the infrastructure needed to enable integration for banks, exchanges, PSPs, and digital wallets. The project is based on a USD-backed stablecoin rather than the initial Libra vision of a multiple fiat currency based coin.

## **Tesla Buys \$1.5B in Bitcoin, Plans to Start Acceptance**

According to an SEC filing, Tesla bought \$1.5B worth of bitcoin - approximately 15% of its net cash position. The company also said that it would soon start accepting bitcoin as a payment method for its products. The notable position caused a surge in bitcoin's price and is seen by many as yet another step towards the legitimization of cryptocurrency.

## **BitPay Card Adds Apple Pay Support**

The cryptocurrency payments provider announced that BitPay Mastercard cardholders can now spend their crypto with Apple Pay. Support for Google and Samsung Pay is slated for later this year. The move makes cryptocurrency payments more convenient and enables contactless use cases.

# **Fintech | Crypto**

## SoFi Plans IPO Via SPAC

Social Finance is closing a merger deal with one of Social Capital's SPACs to go public. The deal would give SoFi a post-money valuation of more than \$8.65B and will provide as much as \$2.4B in cash proceeds.

## NCR Acquires Cardtronics

The ATM manufacturer has acquired Cardtronics at an enterprise value of \$2.5B . The move comes as NCR looks to leverage Cardtronic's debit network to complement its own payments platform. Cardtronics runs 285,000 ATMs across 10 countries.

# M&A

## Plaid and Visa Terminate Merger

- The two companies have terminated their agreement and the DOJ has agreed to dismiss the litigation regarding their proposed merger. Plaid will still work with Visa as an investor and partner moving forward.

- According to Visa, the decision came as one year after the agreement was made, the length of time required to resolve the antitrust lawsuits was still uncertain.

# Real-Time

## MoneyGram Expands Visa Direct RT Payments via Checkout.com

MoneyGram has expanded its Visa debit card deposit service across Europe through a partnership with Checkout.com. The collaboration uses Visa Direct to enable MoneyGram customers to send P2P payments in real-time to debit card holders across 575 corridors from 25 European countries.

## Federal Reserve Announces FedNow Pilot Participants

- The Federal Reserve announced that more than 110 organizations, including J.P. Morgan Chase, are participating in the pilot program for the instant payments service to further support the development, testing, adoption, and discovery of new use cases.
- Participants were selected to represent a diverse group of financial institutions and service providers, connection types, settlement arrangements and experience levels. After receiving interest from more than 80 other payment organizations, the Federal Reserve is creating an additional Ecosystem Participant program beginning in 2021.

## Zelle Comes to the RTP network

Early Warning Services and TCH announced that Zelle transactions are now able to be cleared and settled over the RTP network. Bank of America and PNC are the first to send Zelle payments in real-time as customers increasingly demand faster payments.

# Payments

# Regulation

## Federal Investigators Probing Amex

Investigators from the Treasury Department, OCC, Federal Deposit Insurance Corp., and Federal Reserve are looking into whether Amex used deceptive sales tactics to sell credit cards to SMB owners. They are also looking at whether or not employees supported and encouraged certain sales tactics.

## Conflict Over Higher Network Rates

CEOs of networks like Visa, Amex, Mastercard, and Discover and payment processors FIS, Fiserv, and Global Payments formed the Payments Leadership Council (PLC) as Senators and Representatives urge network CEOs to not impose fee hikes, citing potential harm to struggling SMBs.

## Pushback Against FinCEN's Proposed Cryptocurrency Rule

The proposed rule would require regulated businesses to keep records of cryptocurrency transactions over \$3,000 USD and to report those over \$10,000 to the government. Those against the proposed rule, including Square, argue that it would force crypto exchanges and business to collect far more data than they currently do - invading users privacy and that of those who they transact with. This could allow access to troves of sensitive financial data and have unintended consequences for certain blockchain technology (smart contracts, decentralized exchanges) that could stifle innovation.

## Intuit Files Lawsuit Against Mastercard, Visa

Intuit alleges that the networks' interchange pricing models reflect price-fixing. The complaint also alleges the two networks undermined the intent of the Durbin Amendment - which caps interchange on debit transactions for large issuers. The company is asking the court for damages in an amount to be proved at trial" and holds that it has paid billions in interchange, network, and other fees in the damages period since August 2004. Although merchant allegations have been common for years, only two previous cases (Nabanco in the 1980s and First Data in the early 2000s) have seen a processor pursue such litigation.

## BNPL to be Regulated in the UK

A further consultation with the BNPL industry is currently underway and - when parliamentary time allows - new laws will require the FCA to regulate the \$3.7B UK industry. Regulation will likely include stricter controls for interest-free BNPL agreements and require firms to undertake more comprehensive affordability checks before lending. Before now, BNPL has been largely unregulated because it falls outside of other interest-bearing credit products - leaving borrowers with little formal recourse if and when things go wrong.



## Amazon and Walmart's Competition is Changing Retail

- The two companies have come to define what it means to be a "one-stop-shop". Although Amazon dominates in eCommerce while Walmart wins in retail, the two companies generate revenue from areas like financial and clinical services, third-party marketplaces, and subscriptions - notably more than simple merchandise.
- Just this week, Walmart hired two Goldman execs to head its new Fintech venture. Last year, the company opened a Walmart health center in Dallas after introducing 100 in-store veterinary clinics in 2019. Amazon, meanwhile, sees only 51% of its revenue as the result of online sales with third-party commissions, AWS, subscriptions, and physical stores making up the rest.
- However, not everyone is convinced that this dominance will last. In the past companies that attempted to capitalize on so many different markets were forced to downsize. Sears is perhaps the most notable example of this but the two behemoths show no sign of slowing.

## Amazon's Autonomous Checkout Expands Further into Airports

Amazon is partnering with Hudson to expand its autonomous checkout solution to Airports - enabling a faster payment process for airport travelers. The solution will be deployed first at Dallas Love Field Airport in March and expand to more NA stores throughout the year.

## Costco Online Sales Soar Amid Pandemic

The company's quarterly e-Commerce sales jumped 74.8% YoY while in-store sales increased 12.9%. across the board - growing 11.4% in the U.S., 13.4% in Canada, and 21.5% in other international. The company also recently added curbside pickup as an option at three Albuquerque locations - with a \$10 charge and \$100 minimum - as it tests new ways to capitalize on pandemic shopping habits. The company has faced supply chain challenges amid the pandemic due to container shortage and port delays but expects this pressure to ease in the coming months.

## Amazon Expands Its Biometric-based Amazon One System to More Stores

The solution allows customers to pay with their palm at Amazon Go stores. Originally introduced last fall, Amazon One is being rolled out to additional Amazon stores in Seattle to reach a total of 8 physical retail locations. The expansion of the palm-scanning system raises further questions about Amazon's use of biometrics - both for its own data collection and the licensing of its technology to third-parties.

# Retail

## US Social Commerce is Following in China's Footsteps

eMarketer forecasts 2021 social commerce sales in China to reach \$363.36B - a 35.5% YoY increase. Those sales will account for more than 13% of total e-commerce sales in the country. Likewise, the US will see social commerce sales reach \$36.09B and account for 4.3% of US e-commerce sales. Although social commerce in the US is still nowhere as ubiquitous as it is in China, partnerships such as those to the left signify the drive of US companies to mimic the success of Chinese super-apps like WeChat.

# Embedded Commerce

## Shopify Brings Embedded Finance to Facebook & Instagram

The e-commerce platform is bringing its Shop Pay checkout system to Instagram and Facebook shops. The integration builds on existing payment methods on these platforms (currently PayPal or payment cards) and stores users' payment info to make the embedded checkout experience more seamless. Shop Pay has 60M users and saw more than 137M orders completed on its platform last year.

## Shopify and TikTok Expand Partnership

The two companies are expanding their agreement to 14 more countries in North America, Europe, the Middle East, and Asia. The expansion will give even more merchants the ability to be discovered by TikTok users and optimize their marketing campaigns using the app's infamous algorithm. The announcement came at roughly the same time as Facebook's expansion of Facebook Shop to the U.K. and Canada as well as Twitter's move to enable user monetization of followers. As social commerce continues to become more mainstream, it's only a matter of time that apps like Pinterest adopt similar models and capitalize on the expanding market.

# Developments **to Watch**

**01** Fraud Attacks Skyrocket in 2020

**02** ACH Volume Climbs 9% in Q4

**03** 60% of Consumers Using Mobile Wallets

**04** 30% of Retailers Plan POS Software Replacement

**05** SMB Satisfaction With Merchant Services Providers Declines

**06** Corporate Confidence Reaches New High

**07** NFC Industry Expected to Reach \$34.9B by 2025

**09** 2021 Worldwide E-Commerce to Reach \$5T

**09** Digital Restaurant Marketplace Sales Double

**10** Akoya Adds J.P. Morgan to its API Access Network

**11** Visa Outlines Its Digital Currency Strategy

**12** European Banks Plan Rival to Networks by 2025



Square



PayPal

# DRILL DOWNS

**BNPL**

**Klarna.**

 Fly Now  
Pay Later

 kredivo  
Buy now, Pay later

**affirm**

**divido**

Charge **After**

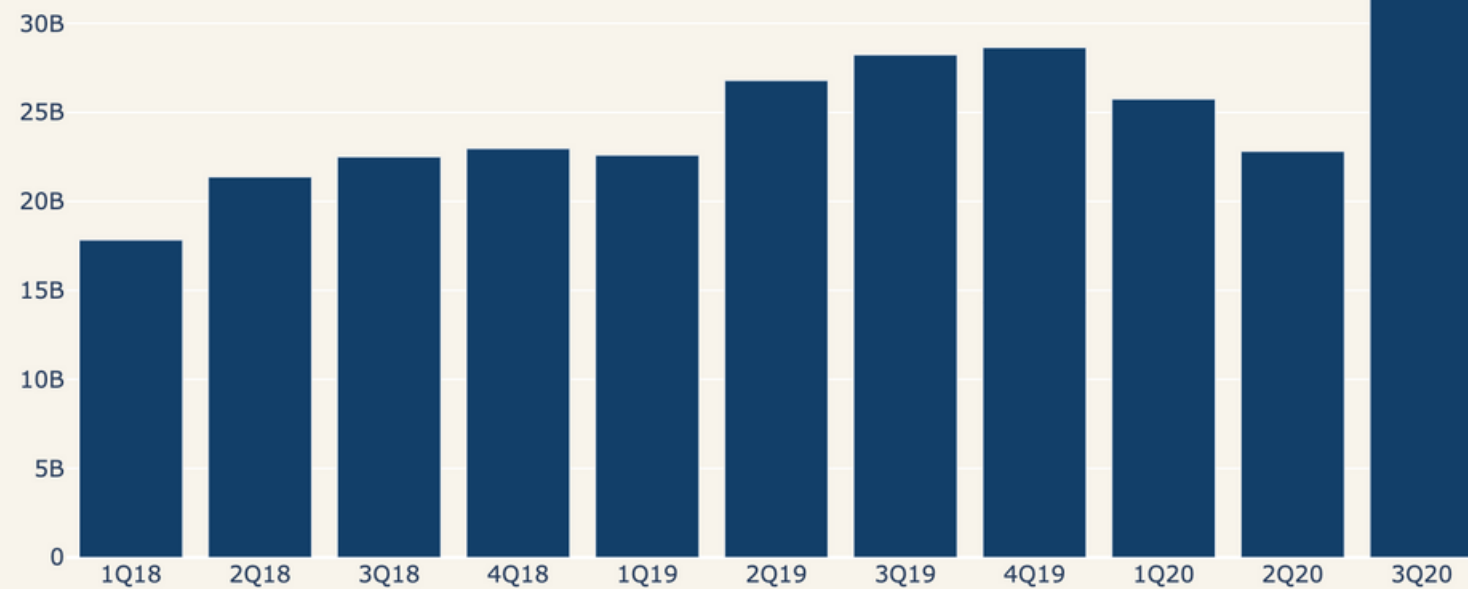
afterpay 

 synchrony

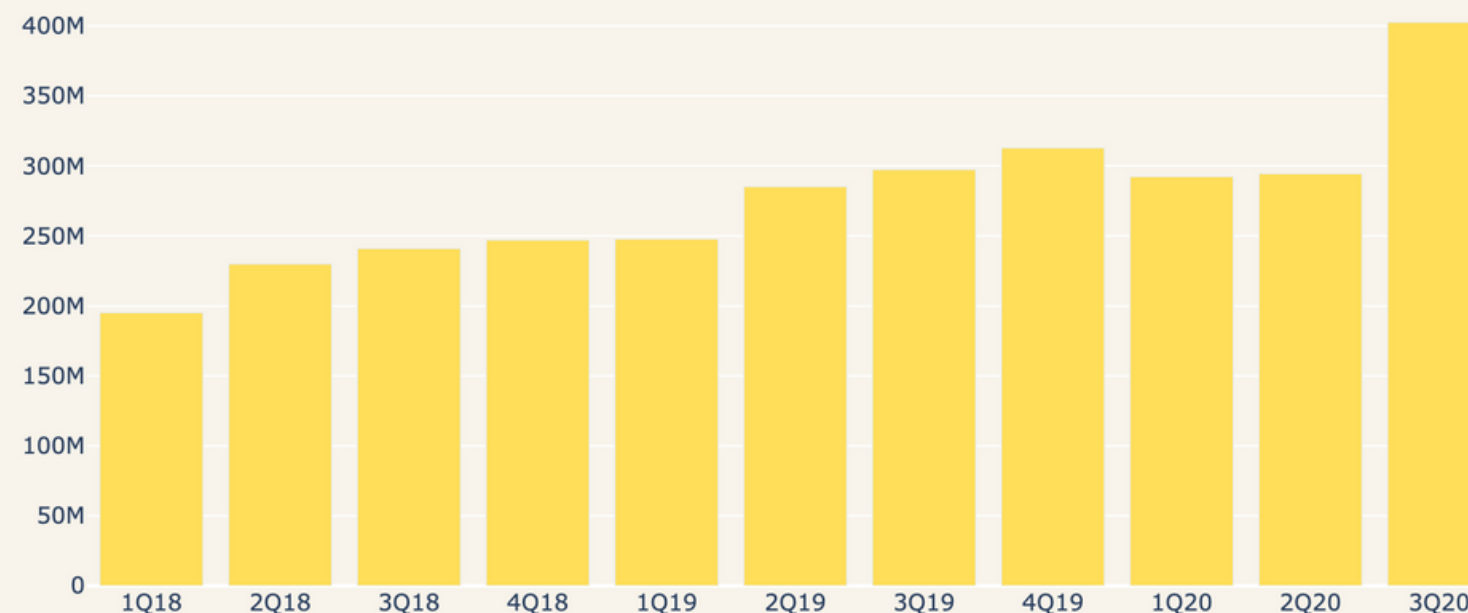
 **splitit**

# Square Performance

## Volume by Quarter



## Revenue by Quarter



## Seller Ecosystem

In Q4, the company saw omnichannel and online sellers represent more than half of total seller GPV - up from 1/3 a year ago. Gross profit from mid-market sellers grew 27% YoY, 2 times more than its overall seller business. Card-not-present GPV was up 26% YoY driven by products such as Square Online, Invoices, Virtual Terminal, and eCommerce API. The overall seller ecosystem generated 1.51B in gross profit - up 8% YoY.



## Cash App

Square's Cash App ecosystem was front and center in the company's earnings with a 50% YoY increase in monthly active customers (36M in December) and 162% revenue growth YoY. The app saw a 50% increase in P2P payments and has seen new customers adopt products like Cash Card and bitcoin at a higher rate. Bitcoin volumes were up more than 2.5 times YoY while Boost (rewards) active customers spent 2 times more than other Cash Card customers.

## Other Areas

In other news, Square Capital revenue was down significantly on a YoY basis. The service facilitated roughly 57,000 loans in Q4, totaling \$254M - down 62% YoY. The company also announced that it had invested an additional \$170M in bitcoin. The asset now represents about 5% of the company's total assets as of the end of 2020.



## **Square Begins Banking Operations**

The company's subsidiary, Square Financial Services, has acquired an industrial bank charter through the FDIC and Utah Department of Financial Institutions. Moving forward, the bank will underwrite and originate business loans for Square Capital's existing lending product. The approval expands Square's ability to provide financing to typically underserved populations. Compared to 17% of traditional loans, 58% of Square Capital loans go to women-owned businesses. Meanwhile, 35% of Square Capital loans go to minority-owned businesses, compared to 27% of traditional loans.

## **Square Acquires Jay-Z's Tidal**

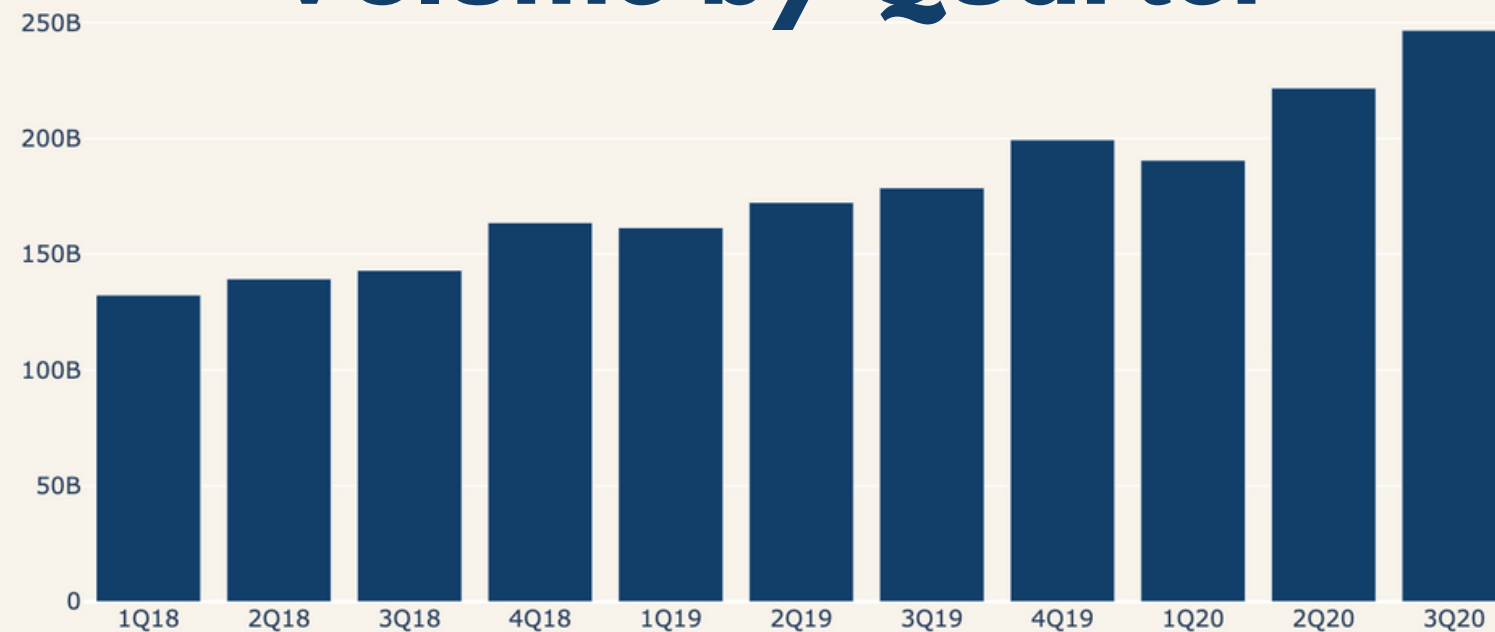
The payments company announced that it will acquire a majority stake in the music streaming service for nearly \$300M as the two companies work to create more economic opportunities for musicians. As part of the deal, Jay-Z is joining Square's board of directors and will likely help the company expand its seller and cash app services.

## **Other Headlines**

- **Square Register launched in the UK**
- **Square's highly scalable platform means margin expansion**
- **Trovata launches treasury cloud after pilot with Square**
- **Square partners with crypto group to create more black billionaires**
- **Square for Restaurants Launches in Canada**

# **PayPal Performance**

## Volume by Quarter



## Q4 Results

The company registered \$1.57B in profit for the quarter - up from \$507M in 2019 - Revenue surged 23% YoY to \$6.12B - propelled in large part by a 16M increase in net new accounts (total of 377M). This 72% YoY increase in accounts also led to a 36% increase in TPV (\$277B). Meanwhile, Venmo's TPV came in at \$47B for the quarter - indicating a strong growth of 60% YoY. The company also disclosed that over 600,000 merchants now accept PayPal and Venmo QR codes.

## Super-App Ambitions

PayPal is focused on releasing a financial 'super-app' that manages payments, shopping/discovery (Honey), savings, investing, crypto, and budgeting all in one place. The app will be released in the next 18-24 months. A financial super-app would allow PayPal to have a common platform and data that would further support the use of machine learning and artificial intelligence to further drive personalized recommendations. In order to become a true super-app, PayPal will have to offer a range of online and offline payments that are connected across merchants and build upon them with robust built-in rewards, points redemption, and even crypto payment.

The logo features the PayPal 'P' icon in blue and yellow, followed by the text 'PayPal News' in a bold, sans-serif font. 'PayPal' is in blue and 'News' is in a darker blue.

### **Paypal Wins Case Against CFPB Prepaid Card Regulations**

The decision ruled that the Wall Street Reform and Consumer Protection Act does not allow the CFPB to dictate how prepaid card and digital wallet providers disclose fees or limit when credit cards could be linked to new accounts. PayPal challenged part of the rule that requires prepaid card providers to send customers a specific disclosure form listing any fees associated with the card - confusing PayPal customers who don't pay any fees.

### **PayPal to Shut Domestic Payments in India**

PayPal is shutting down its domestic payments services for merchants such as Myntra, Swiggy, and BookMyShow. The company's 3 tech centers in India will instead focus on cross-border remittance services for exporters and SMBs. The move follows the RBI's decision to waive off transaction fees for merchants using UPI and the subsequent compliance requirements for gateway and aggregator services.

### **Vistaprint and PayPal Partner on QR Payments**

The marketing and design company has collaborated with PayPal to enable payments via QR codes on Vistaprint's products. According to a recent Vistaprint survey, 52% of SMBs added QR payments in 2020 with 42% believing the addition of touch-free payments was the most important change they made for customers during the pandemic.

### **PayPal Confirms Acquisition of Curv**

The payment platform announced that it has acquired the Tel Aviv-based secure digital asset custody provider for an estimated \$200-300M. The company's cloud-based service enables customers to access crypto wallets without any hardware device and set up sophisticated policies for asset withdrawal. The Curv team will join PayPal's new business unit focused on blockchain, crypto, and digital currencies.

## **Other Headlines**

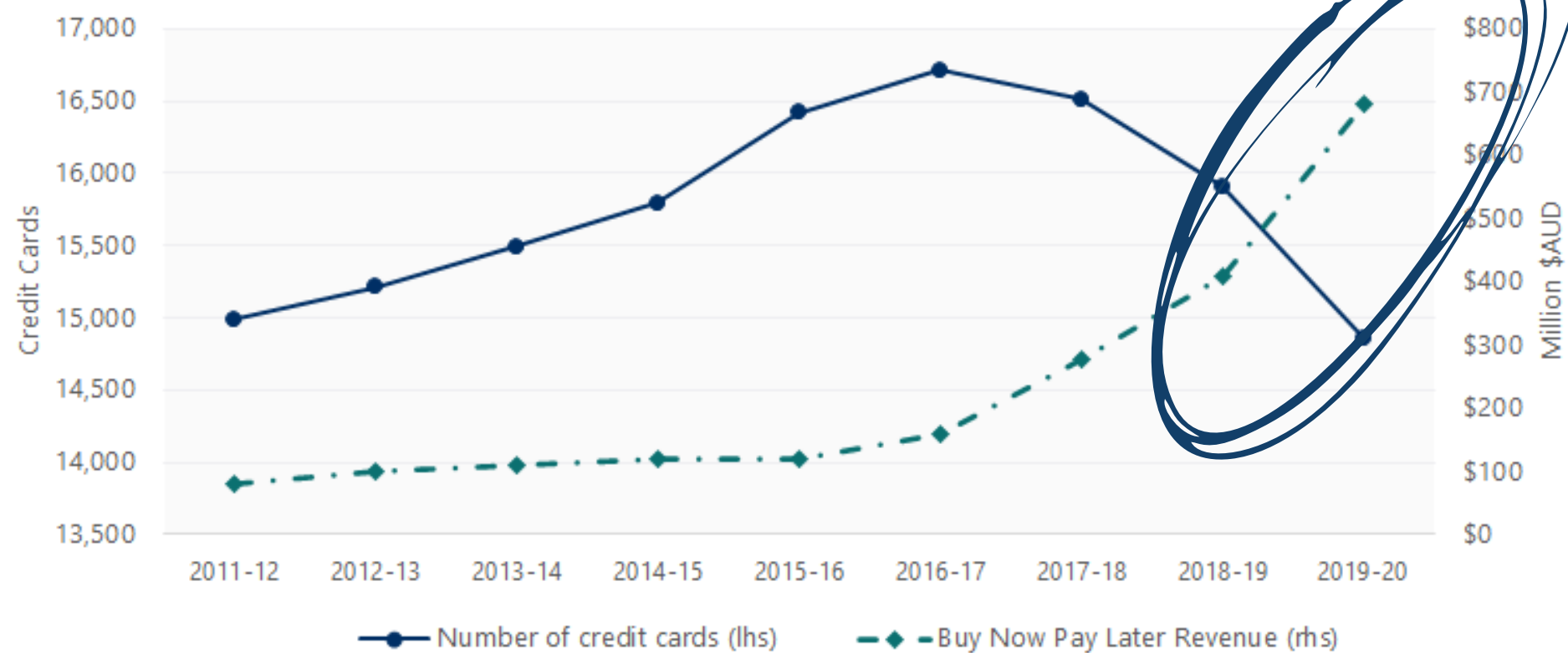
- [PayPal to Expand Crypto Products to UK Residents](#)
- [Venmo Unveils Visa-Powered Credit Card](#)
- [Nets Integrates PayPal into E-Commerce Checkouts](#)
- [PayPal Moving Aggressively To In-Store Contactless](#)
- [PayPal and American Express invest in API platform Codat](#)
- [PayPal's Pay Later Option Now on Digital River](#)
- [Crypto Volume on PayPal Hits Record \\$242B](#)
- [PayPal Backs Crypto Tax Startup Taxbit](#)
- [PayPal Investment Lands Divvy with Unicorn Status](#)
- [PayPal Acquires Majority Stake in China's GoPay](#)



# BNPL

## Number of credit cards and Buy Now Pay Later revenue

The number of credit cards has declined since 2016-17, with consumers pivoting towards BNPL services.



IBISWorld & Reserve Bank of Australia

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WHERE KNOWLEDGE IS POWER

## Beyond BNPL

- Affirm Launches BNPL Debit Card
- Klarna Expands Open Banking to 8 New Markets
- Klarna Enhances AI Content Creation Services With Toplooks Acquisition
- Klarna Launches Bank Accounts in Germany
- Afterpay Teams With Westpac To Offer Banking

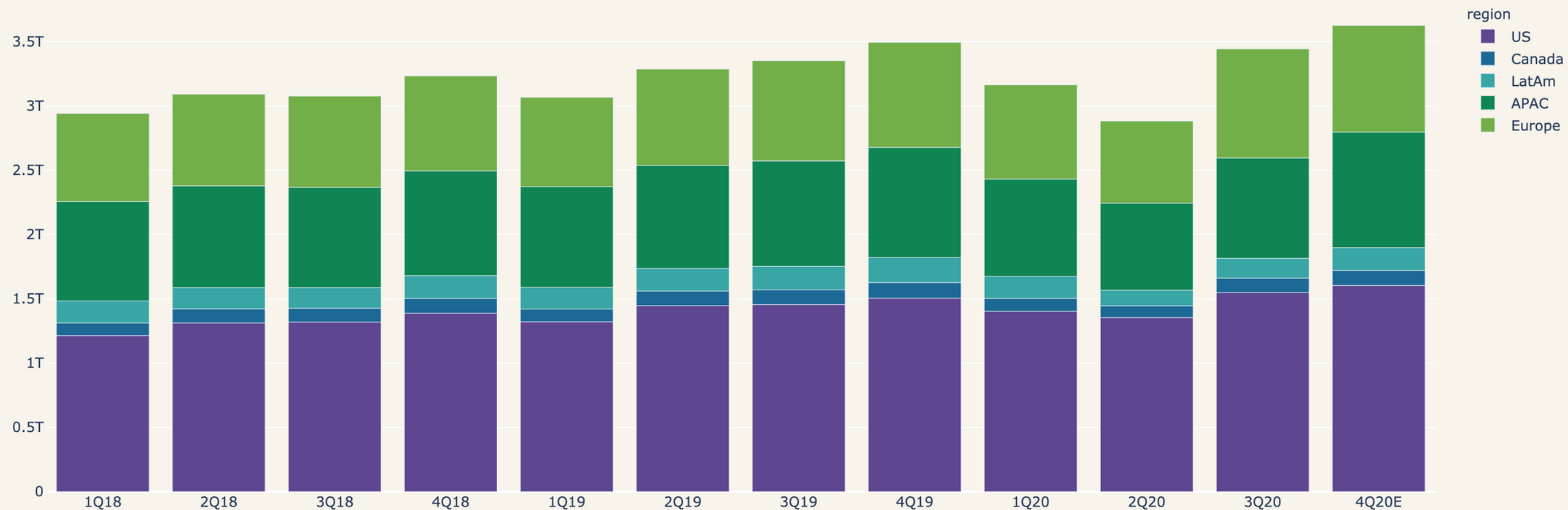
## State of BNPL

According to CBInsights, **U.S. BNPL volume could reach \$1T by 2025** - or between 10-15x the current level. The confluence of strapped budgets and e-commerce (as a result of the pandemic) have led to big jumps for companies like Afterpay, Sezzle, Quadpay, and Klarna. In the U.S. alone, **Klarna saw a 106% increase to 11M users, Afterpay a 261% increase to 6.5M, and Affirm a 63% rise to 3.9M.** Incumbents are adjusting to meet new demands with **Visa and Mastercard both partnering with, or acquiring, companies to grow capabilities in this area** - Visa with its installment APIs and Mastercard with its acquisition of Vyze.

**POS lenders are continuing to make more inroads into digital banking and marketing, in an attempt to expand beyond installment payments. It won't be long before more of these players begin to resemble PayPal with a wide array of offerings that span the gambit of consumer financial services**

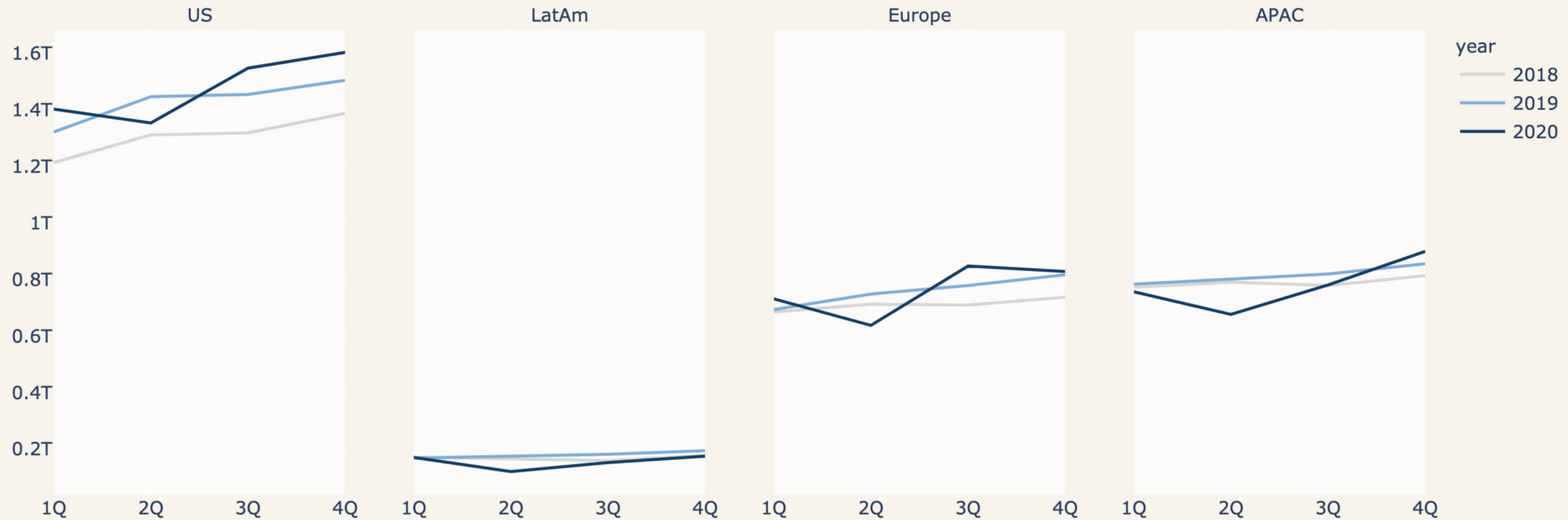


# Pulse of Payments



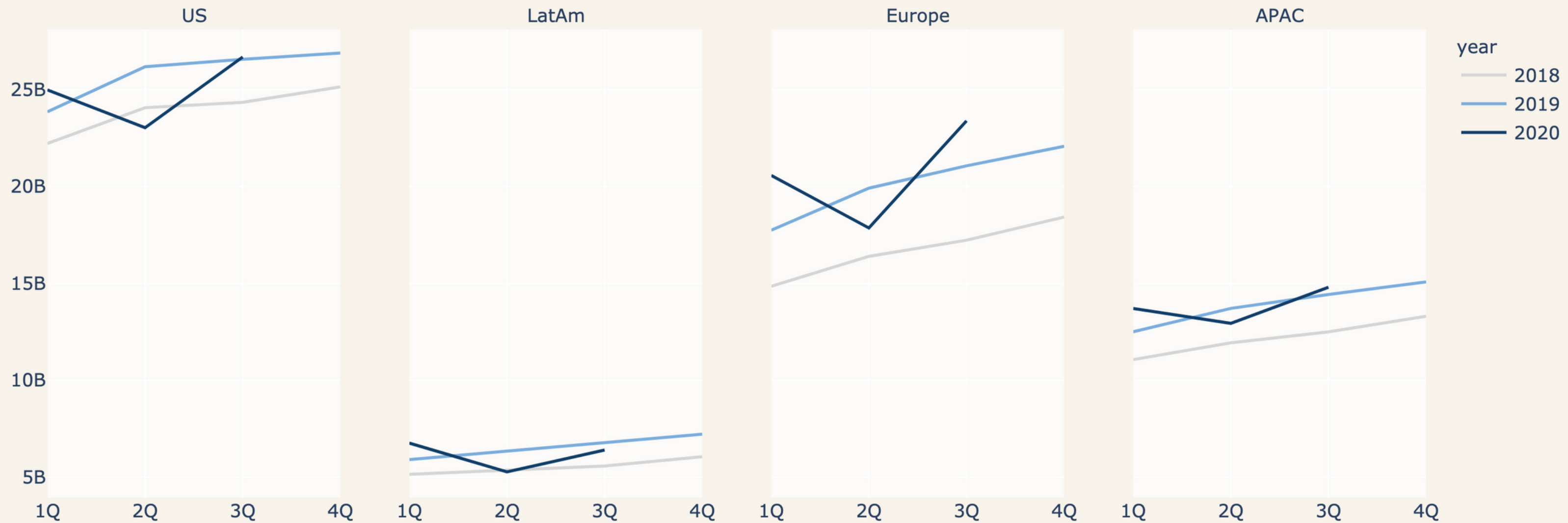
## GLOBAL PICTURE: CARD PURCHASE VOLUME BY REGION

Leveraging Visa and Mastercard total card purchase volume data, we can see the impact of COVID-19 during 2Q20 and the resurgence of card volumes driving higher than pre-pandemic levels. The U.S. and APAC both show growth while Europe and Canada have stayed stagnant and LATAM has shown a mixed recovery thus far.



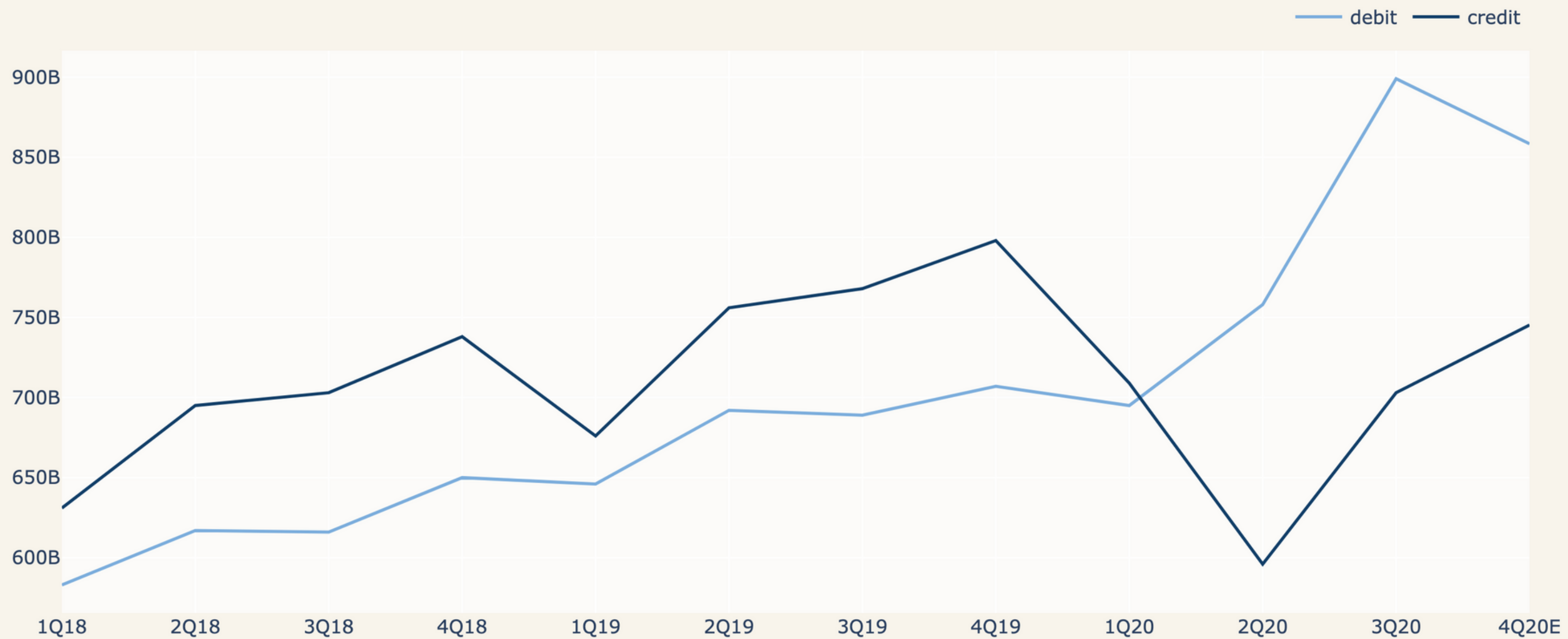
## CARD PURCHASE VOLUME BY REGION AND YEAR

To remove cyclical factors this view provides a three year comparison of Visa and Mastercard volumes. The U.S. and Europe are the only markets to have consistent YoY volume growth for Q3. While LATAM remains the only market below YoY purchase volume levels.



## CARD TRANSACTION VOLUME BY REGION AND YEAR

A three year comparison of Visa and Mastercard transaction volume highlight a U.S. story in 2Q20 of higher ticket purchases (i.e. electronics, home improvement) while Europe experienced high transactions hinting at more staple goods purchases in 3Q20.



## U.S. CARD PURCHASE VOLUMES **CREDIT VS. DEBIT**

A drill down into the U.S. market yields interesting insights into the volume shifts between card types with credit card purchase volumes down **-12%** in 3Q20 from pre-pandemic levels while debit purchase volumes up **+27%** during the same period. That said, Visa and Mastercard both forecast a push towards pre-pandemic levels in 4Q20 with credit volumes set to recover and debit volumes slowly declining.

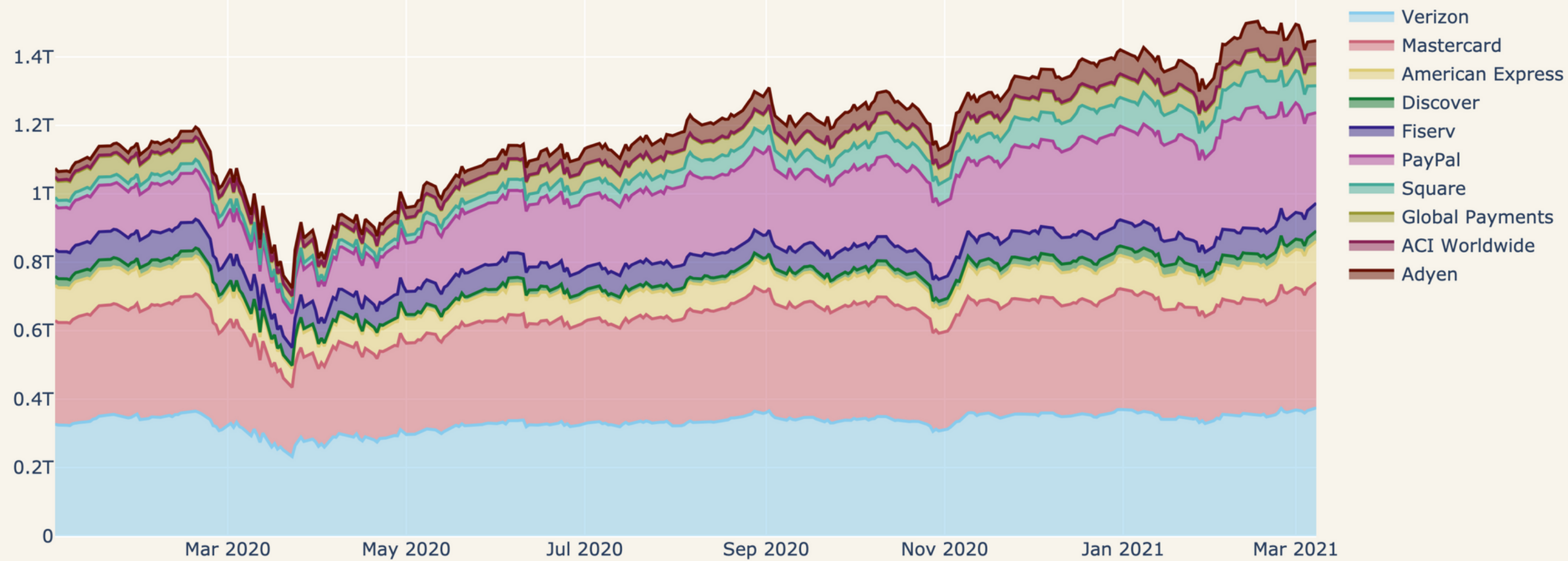
# CEO NETWORK **PAYMENTS INDEX:** MARKET PERFORMANCE OF PAYMENTS COMPANIES



To provide a measurement of market performance for the payments sector, we developed and payments index of payments-related public companies including key payment processors and networks.

The index is a composite market cap weighted index developed to show the relative performance of payments industry players.

If there are additional public firms to add to the index, please let us know.

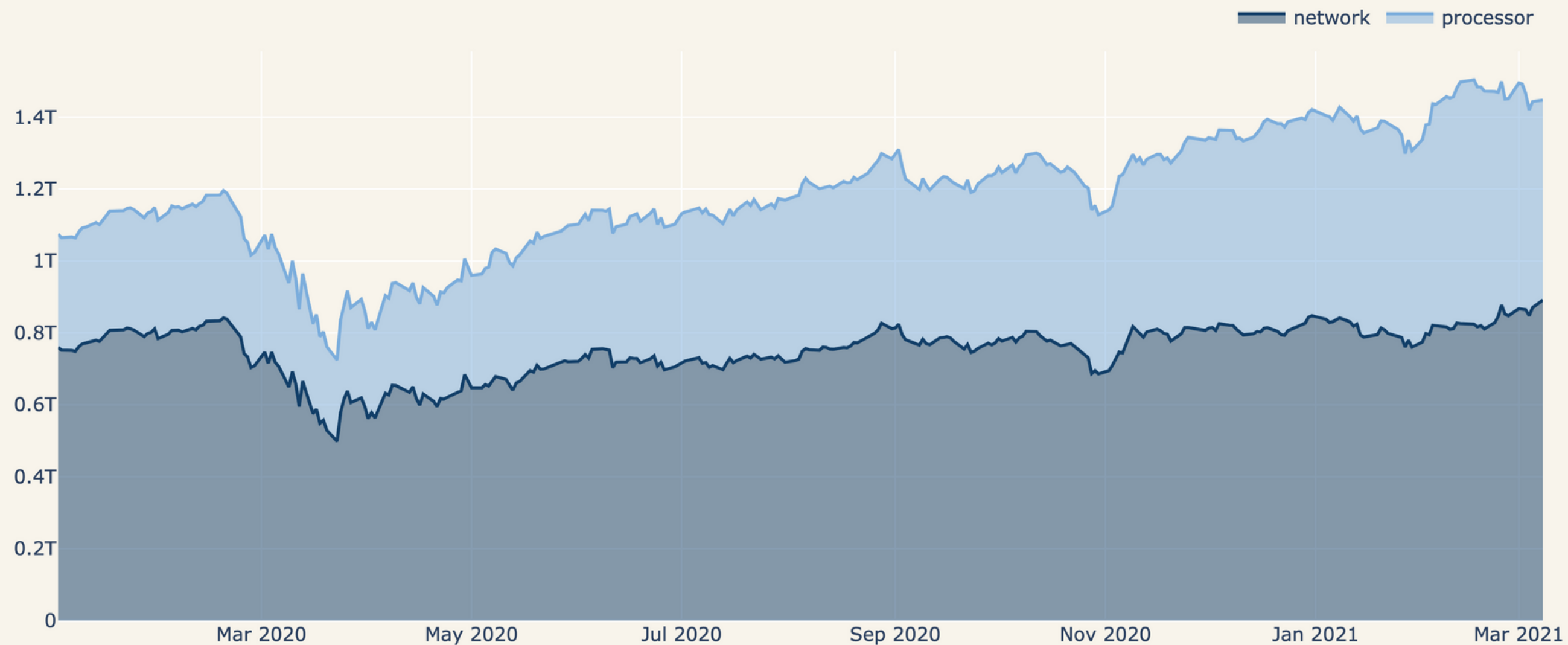


## COMPANY LEVEL MARKET CAPITALIZATION

Comparing the changes in market capitalization for a select group of payments-related public companies, a number of insights come to light:

- Tight correlation between pre and post pandemic shifts in market cap across tracked companies
- **PayPal**, **Adyen** and **Square** are growth standouts with each growing at **195%**, **211%** and **455%** respectively

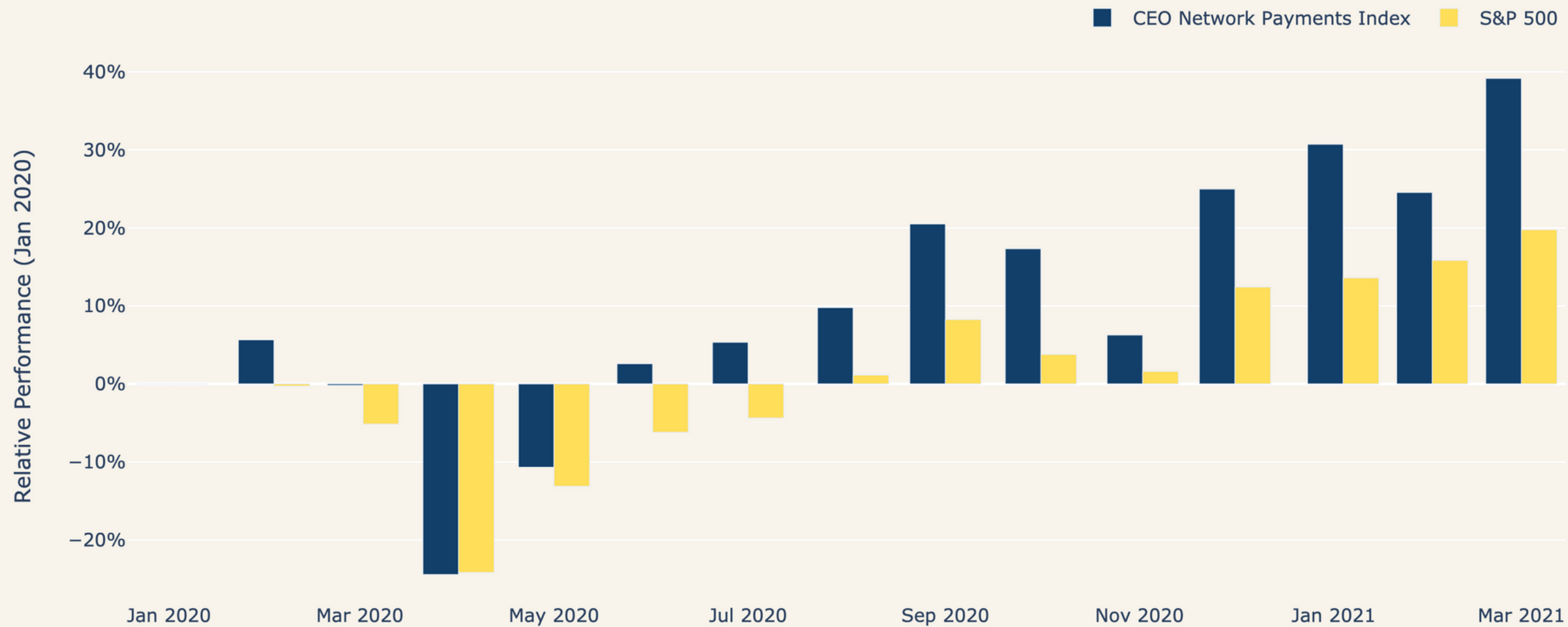




## SECTOR LEVEL MARKET CAPITALIZATION

Comparing the changes in market capitalization at a sector level highlights:

- Since the start of the pandemic, processors as a whole recovered and grew at a rate similar to other technology sectors.
- In contrast, networks showed a relatively slower growth trajectory to processors that could be the result of pre-factored value or ongoing pressure from competitive headwinds.



## CEO NETWORK PAYMENTS INDEX VS. S&P 500

The index, made up of select payment related companies, has outpaced the S&P in total market capitalization growth since April 2020 and show signs of an even faster rate of growth since February 2021. The impending distribution of stimulus funds will likely further improve the index companies market capitalization.



**CEO**

**Network**

**Analytics**

# CEO NETWORK ANALYTICS

## What is it?

Member only access to Proprietary analysis of aggregated and anonymized payment data. Members of the CEO Network will help define what insights come from the data to best suit their strategic outcomes and decisioning.

## What insights could be gained from it?

1. Metrics by MCC, Card Type
2. Authorization rates and speed of processing
3. Qualifications rates
4. Fee breakdown (interchange, merchant, gateway fees)
5. Cyclical changes and trends
6. Regional changes and trends
7. Segment and Industry analytics (Large, Medium, SMB) business data

## What else would be important to you?



TRANSACTION  
**INSIGHTS**

For more information on key trends and deep dives into additional companies, competitors, and industries **please contact us at:**

**[hello@transactioninsights.com](mailto:hello@transactioninsights.com)**