

IMTC EMEA 2016

State of the International Money Transfer & Payments Industry

Hugo Cuevas-Mohr

IMTC - Mohr World Consulting



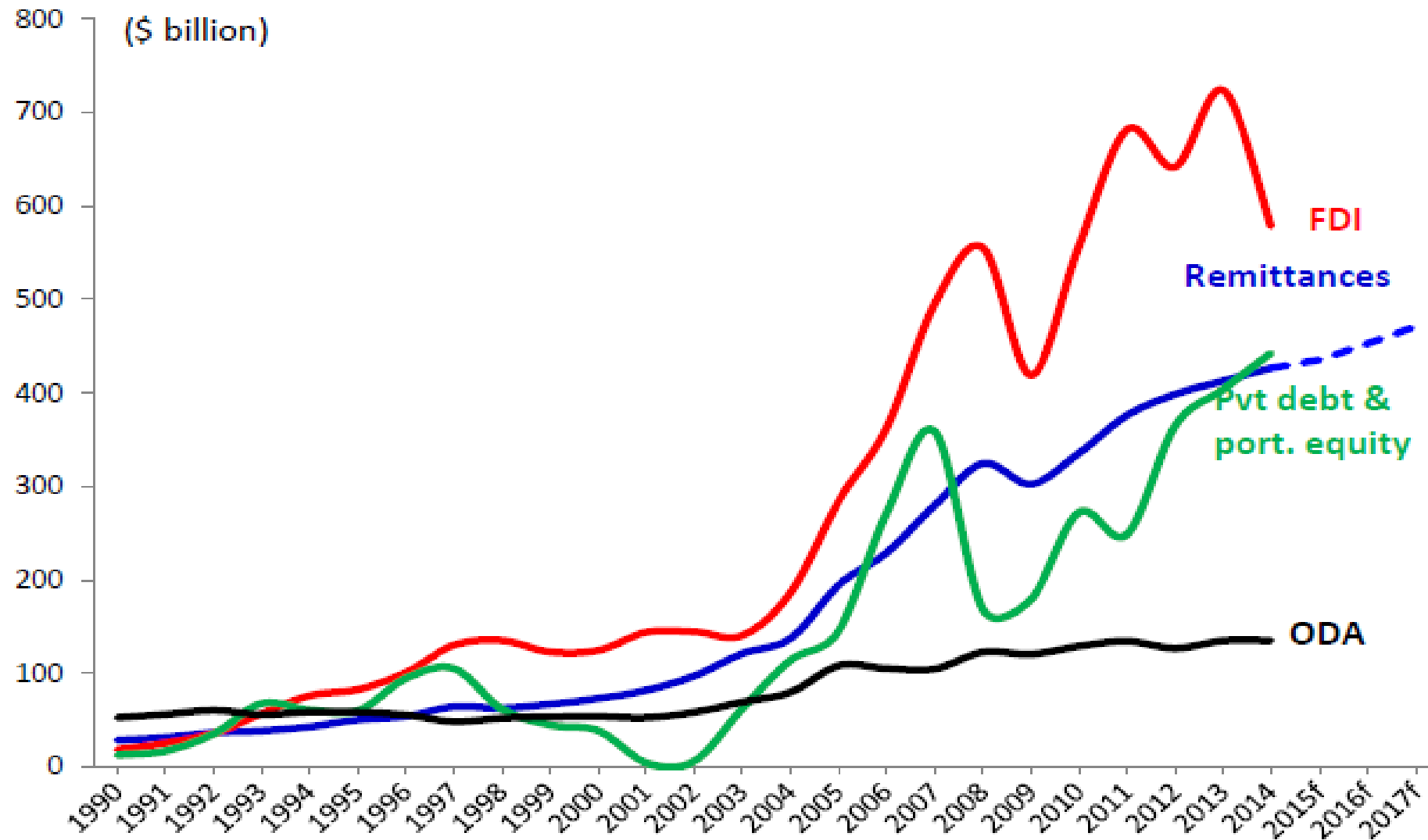
Global Cross-Border Consumer Money Transfers, 2007 to e2016 (In US\$ billions, year-over-year percentage change)

Source: Aite Group



Volume increases have been stable in the last few years but remittance statistics do not reflect the overall growth of the industry

Figure 1: Remittance flows are larger than ODA, and more stable than private capital flows



Sources: World Bank Staff calculations, World Development Indicators, OECD. Private debt includes international bonds and borrowing through commercial banks.

Remesas Entrantes y Salientes (España, 2006-2014 - Millones de Dólares)

IMTC

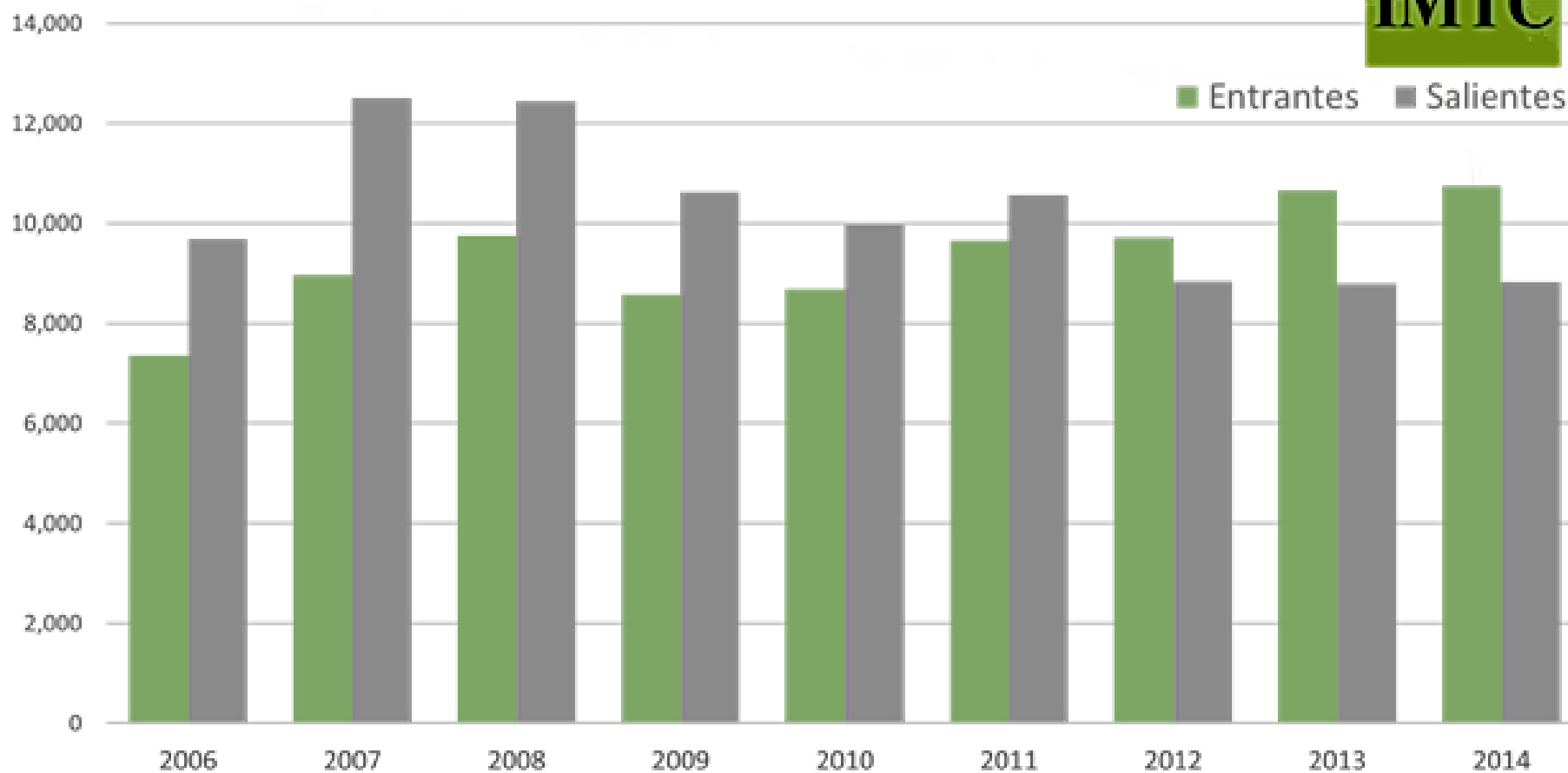
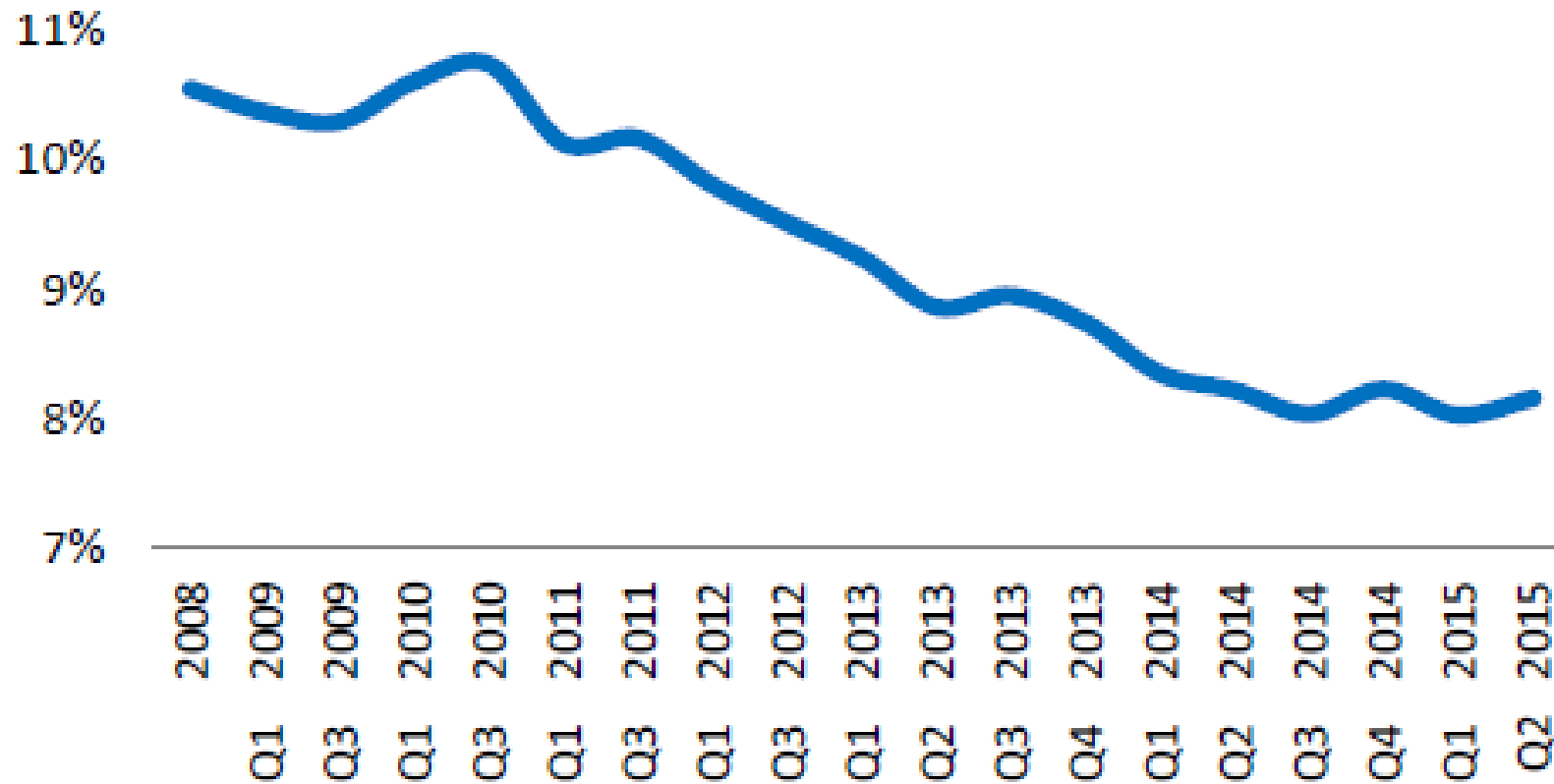
*Worldbank Data*

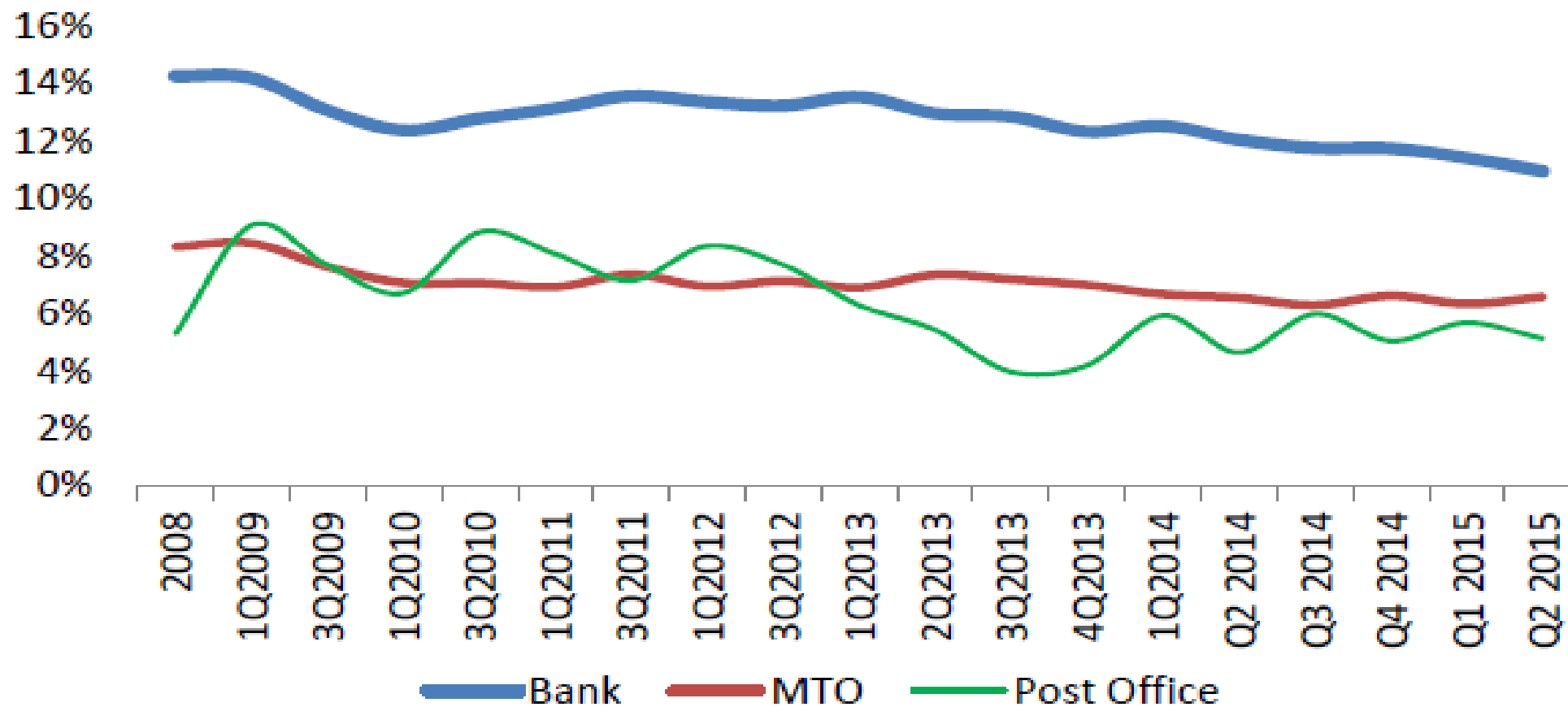
Figure 3: The cost of sending \$200 has fallen



Source: Remittance Prices Worldwide, the World Bank

Prices have also been stable in the past few quarters. Will Bank Discontinuance, De-Risking and Compliance/Regulatory costs will see them climb up?

Figure 4: Banks remain the highest-cost of remittance service provider



Source: Remittance Prices Worldwide, the World Bank

We are in a major battle for Banking Rights in the Industry...

Great advances

- The G-20 Report by the World Bank
- The European Revised Directive on Payment Services PSDS2
- The FAFT-GAFI Guidance
- Statements in the United States (Congress, FinCEN, Treasury)
- Battles in the Courts
 - Spain
 - New Zealand
 - Philippines

Read more...

<http://imtconferences.com/the-10-most-important-issues-2015-edition-2/>

We are in a major battle for Banking Rights in the Industry...

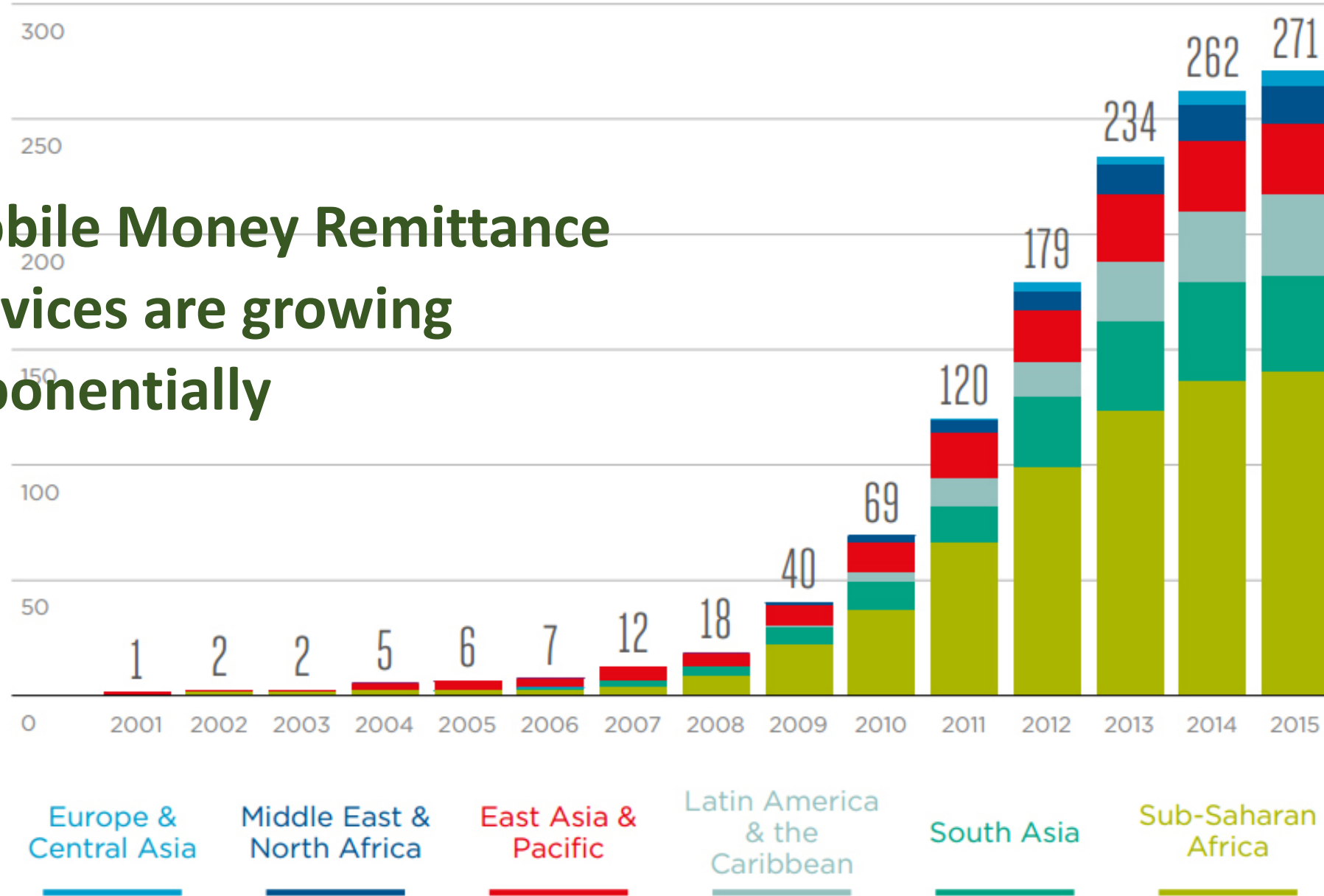
- *Are we really banding together?*
- *Are we supporting the few banks that work with the industry?*

Read more...

<http://imtconferences.com/the-10-most-important-issues-2015-edition-2/>

Number of live mobile money services by region (2001-2015, year-end)

**Mobile Money Remittance
Services are growing
exponentially**



Leadership in digital



~\$50M

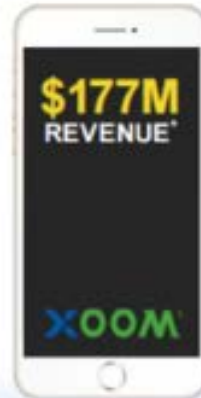
INCREASE IN
REVENUE

~\$300M

2015 REVENUE

wu.com/mobile
money transfer

WESTERN UNION **WU**



worldremit.

\$39M

2015 REVENUE



TransferWise

\$14M

REVENUE**



 MoneyGram®

\$168 M

WESTERN UNION **WU**

*12 months ended 9/30/16

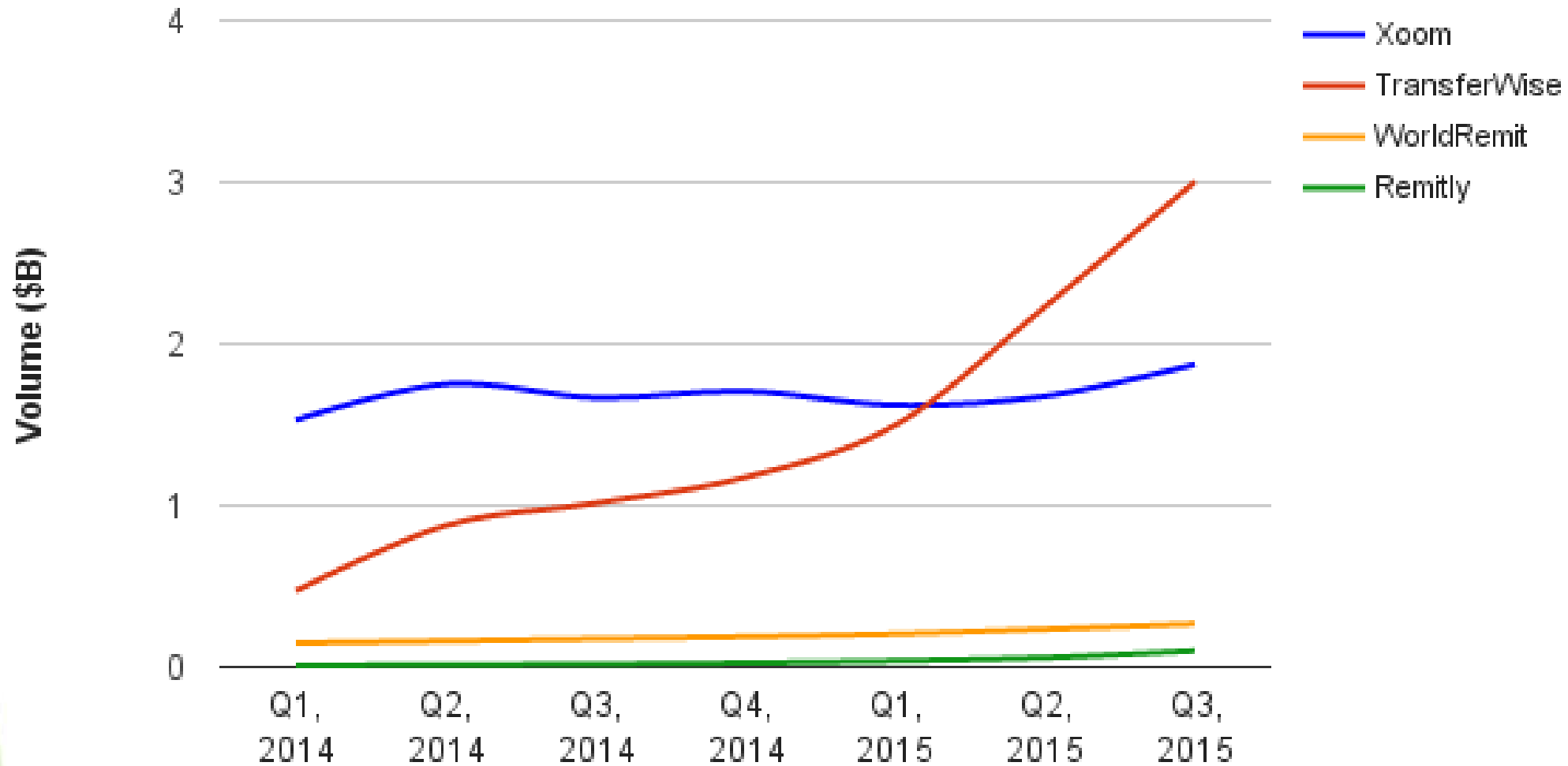
**12 months ended 3/31/15

moving money for better

For WU, 6.3% of their total P2P revenues (\$274M vs \$4.34B) and they represent the highest growth (+26%)

Digital Services are also growing and revenues of digital channels are on the rise.

TransferWise vs. Xoom: Transfer Volume



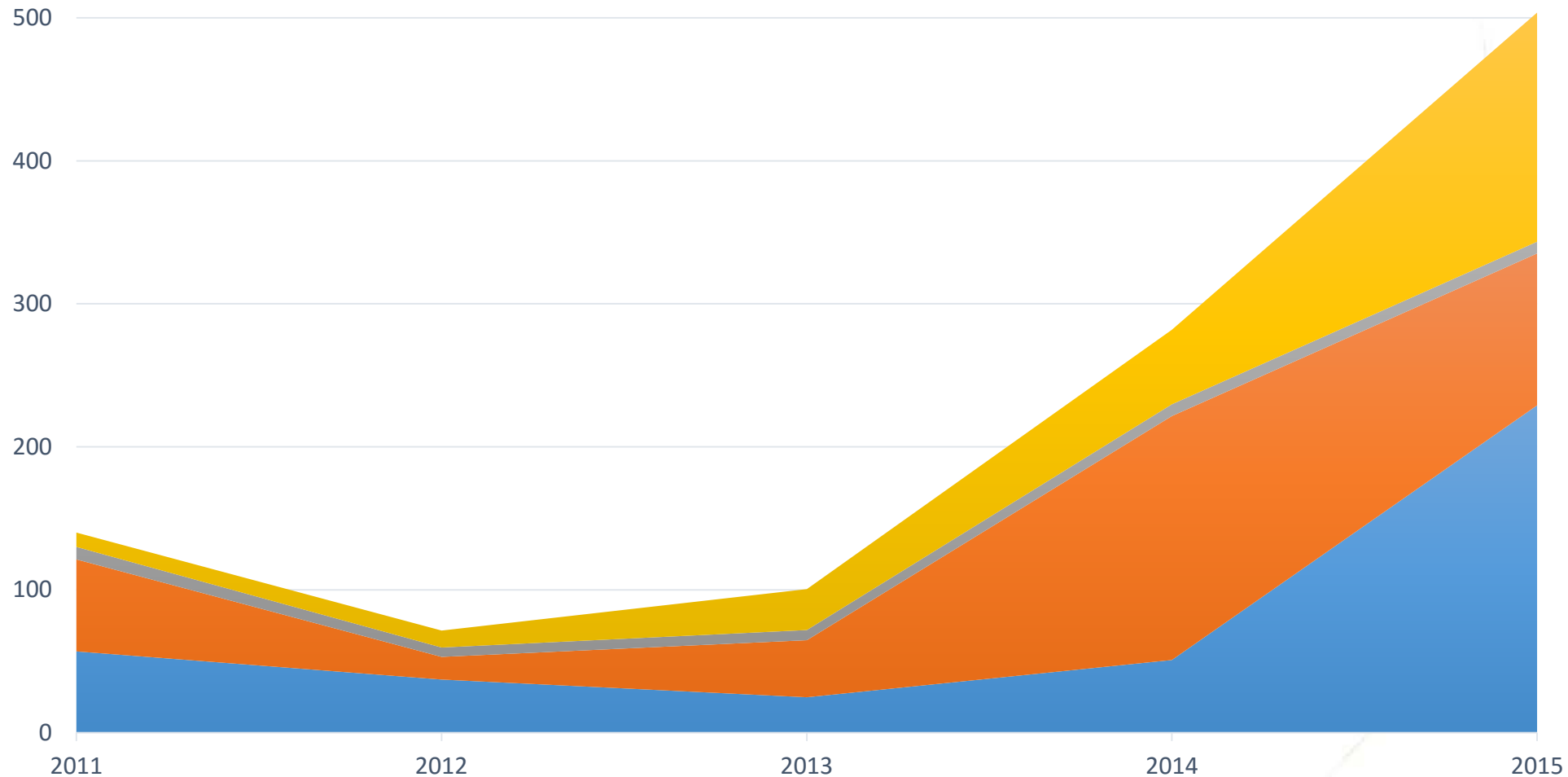
Source: *SaveOnSend.com analysis*

M&A are on the rise

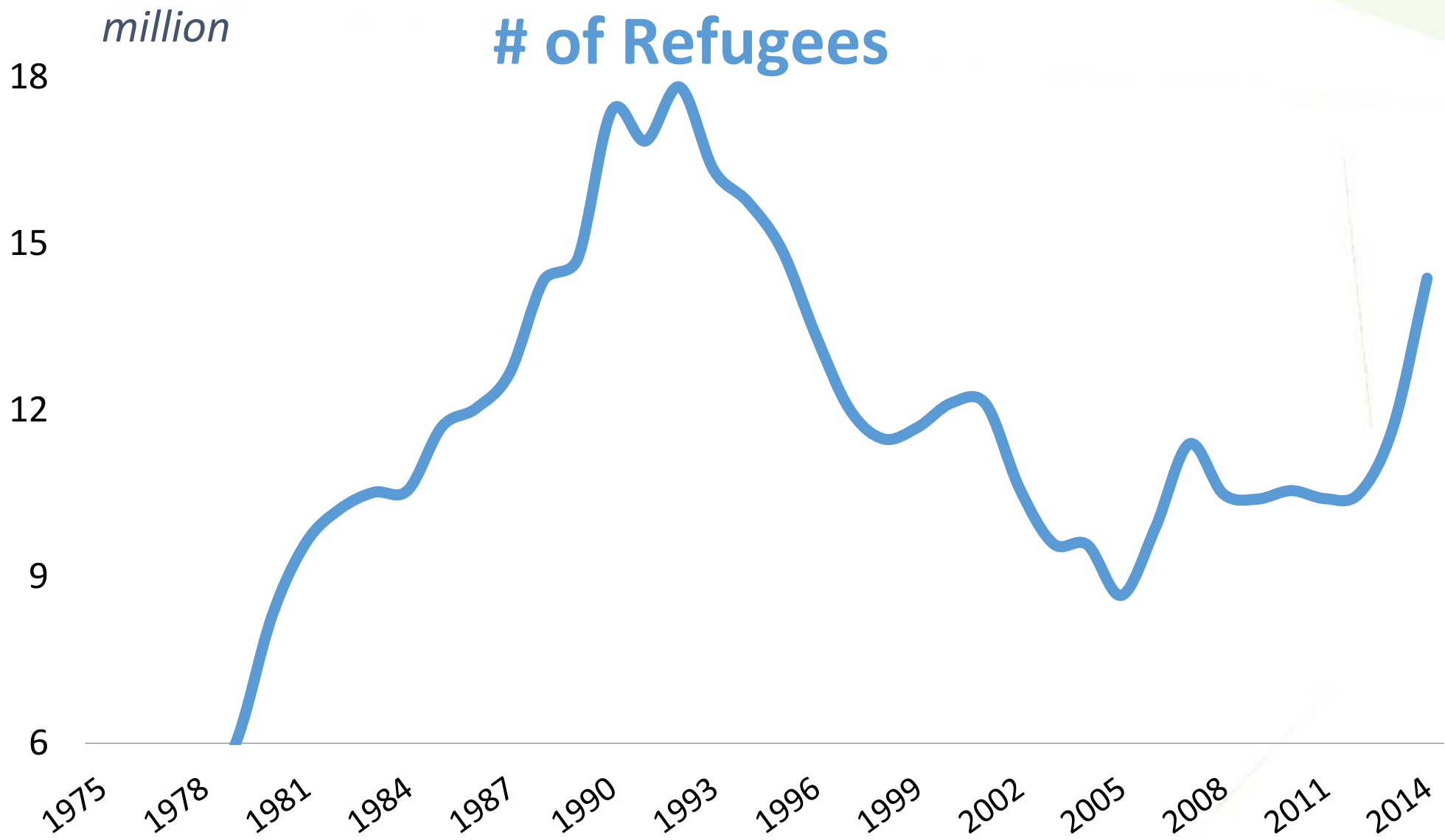


The number of migrants and refugees crossing into the EU more than tripled since 2011

600
thousand
Thousand

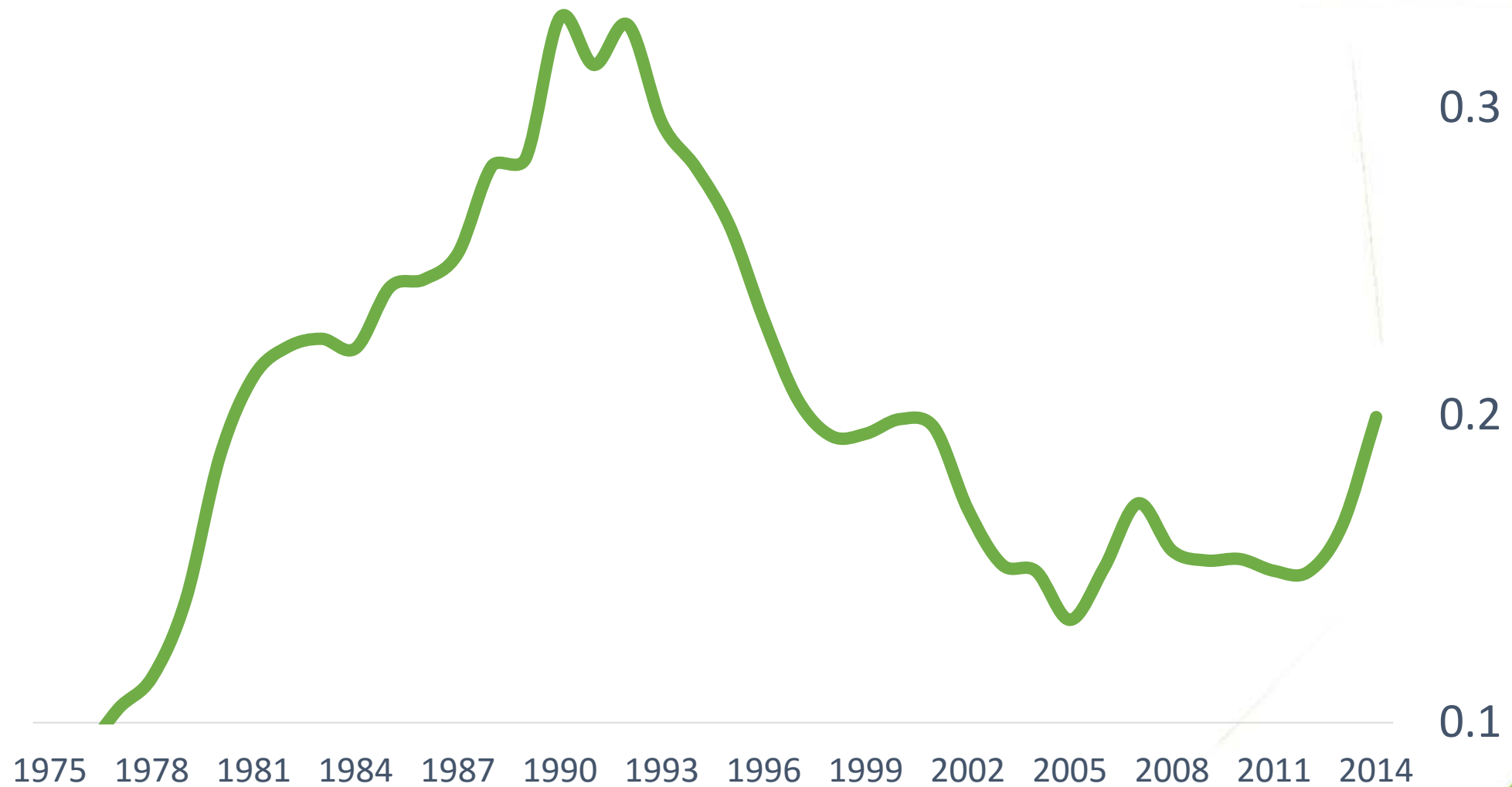


Number of refugees worldwide rising

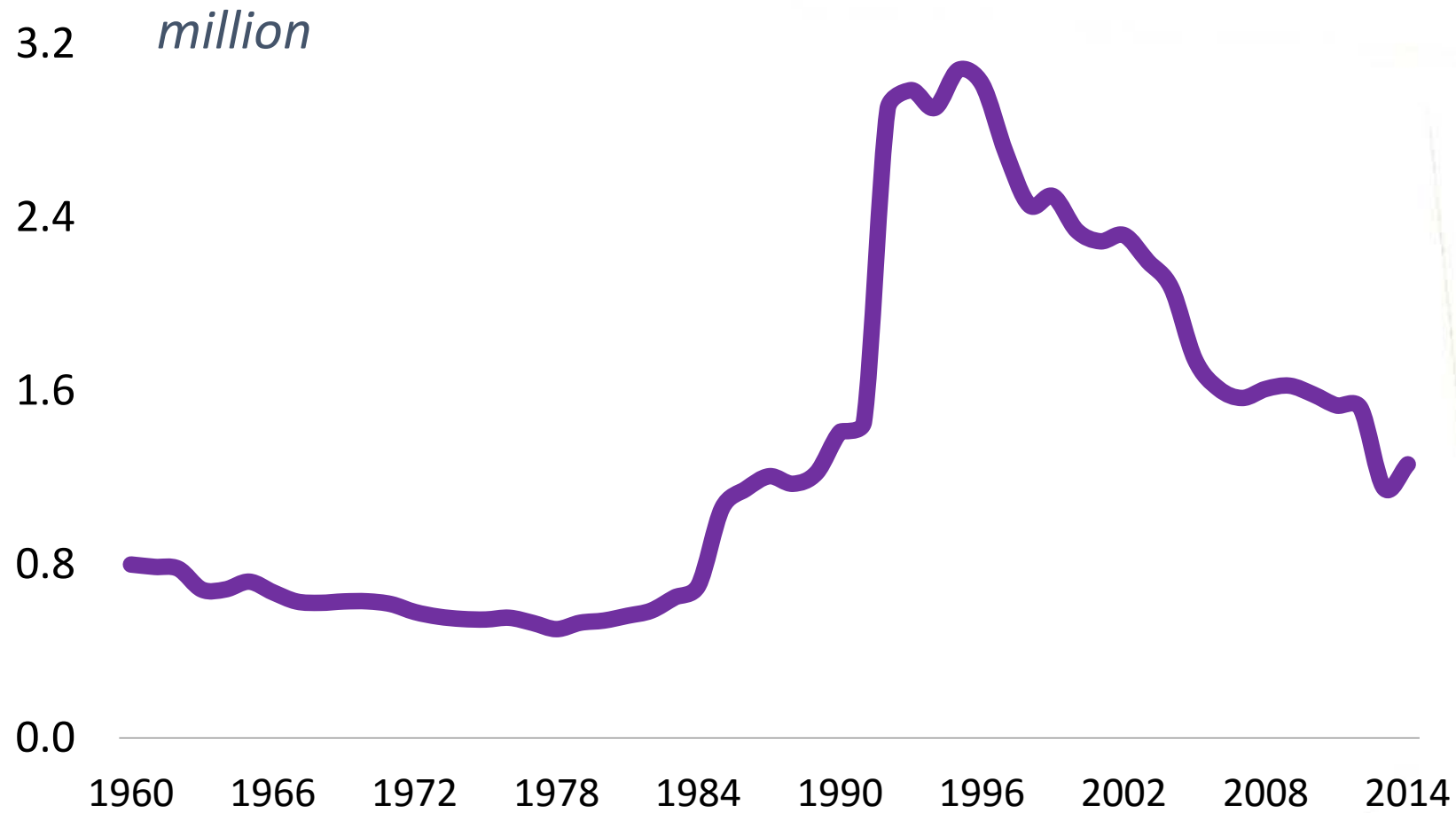


Though still below historical highs

% of world population (right axis)



Stock of refugees in Europe



The expansion of B2B Money Transfer Companies such as the Forex Firms coming out of London



Bank beating international money transfers
For you & your business

JOIN NOW

✓ Over \$150 billion transferred

✓ Over 1 million transfers and counting

✓ Norton security used by 97 of the worlds top 100 banks

Secured by:



Welcome to HiFX.

Every year we help more than 100,000 people and 6,000 businesses transfer money quickly, easily, securely and at bank-beating exchange rates, 24 hours a day, seven days a week.

At HiFX we're not just passionate about saving you money, we also pride ourselves on the fact that we're large enough to undertake the biggest transactions, yet small enough to care about each and every client who trusts us with their international payments.

HiFX make bank to bank international money transfers from one currency to another, [click here](#) to view the currencies that can be exchanged.



Welcome to World First

We move your money around the world.
Cheaper, faster, easier. Better.

Currency Converter

USD ✓

↻

GBP ✓

Convert

[Why World First](#)
[Customer reviews](#)
[How it works](#)
[Ways to transfer](#)
[Products & services](#)
[Fees & charges](#)
[Rates & tools](#)



1:44



Watch our video

- ✓ Great exchange rates for your currency transfers
- ✓ Make payments online 24/7
- ✓ Award-winning service

Sign up

Signing up is quick and easy

Powering Global Payments

Develop and automate your product with our Payment Engine to benefit from real time wholesale rates and a fast, secure payment network. Tailor to your business using our next generation API.

[Discover more](#)[Watch video](#)

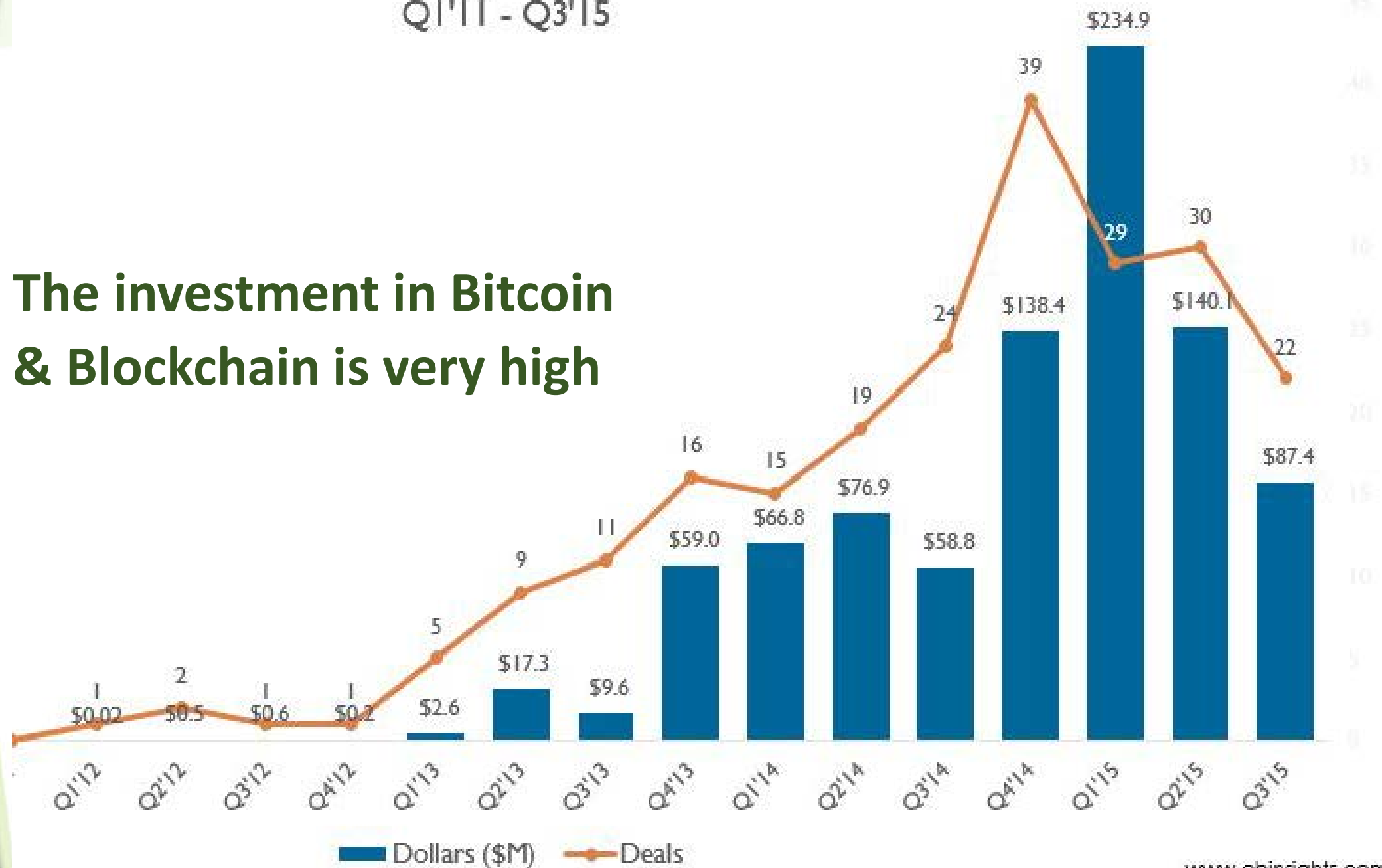
The Power of Payments in Today's Digital Economy

In an increasingly inter-connected world, amidst the "uberization" of e-commerce, we now expect products and services 'anytime, anywhere'. This whitepaper, based on an industry-wide survey of payment practices, looks at why the reality for many businesses is neither speedy, seamless or convenient and how the evolution of payments will impact key players and competition.

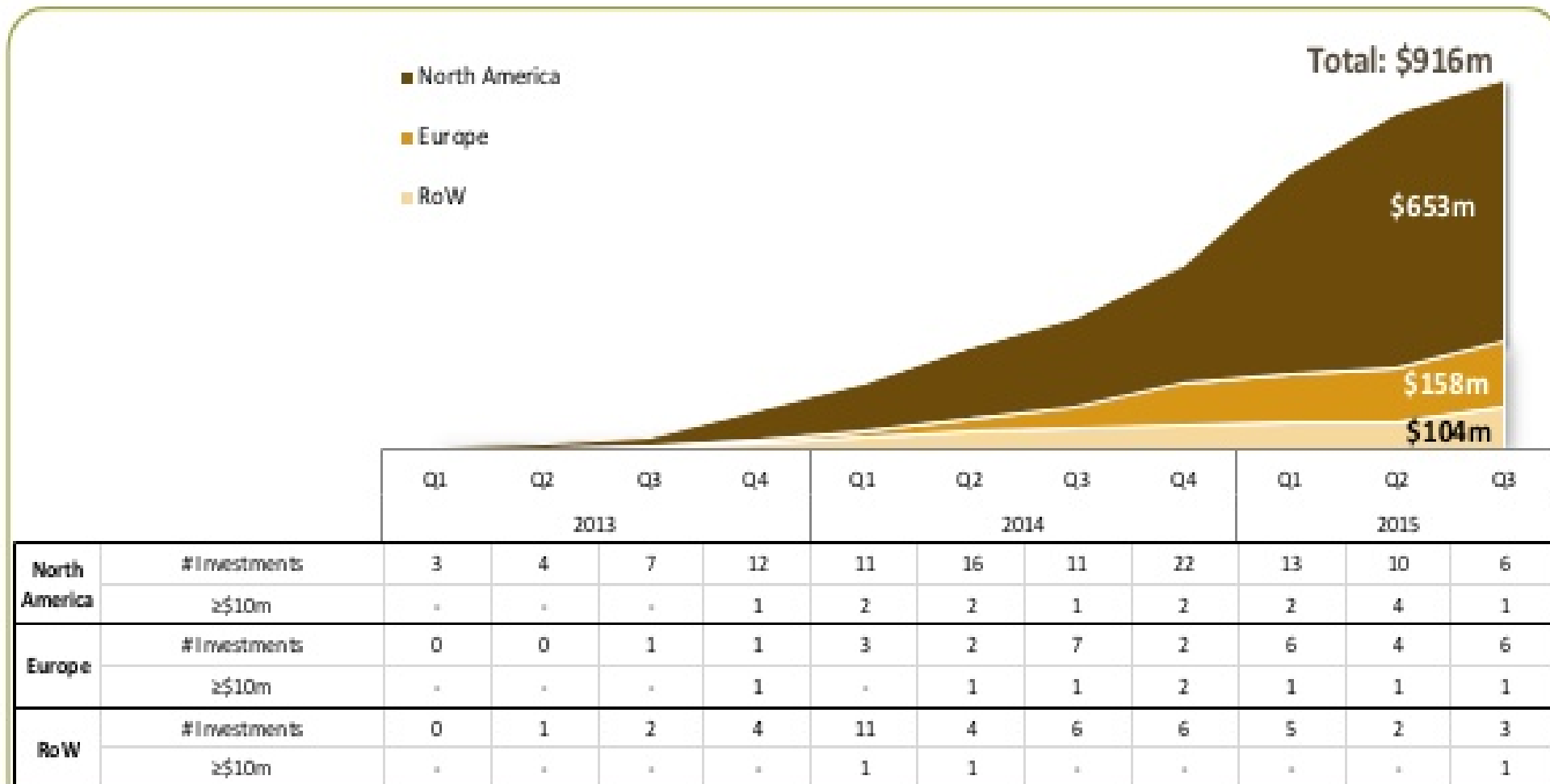
Bitcoin Startup Investment Trend

Q1'11 - Q3'15

The investment in Bitcoin & Blockchain is very high

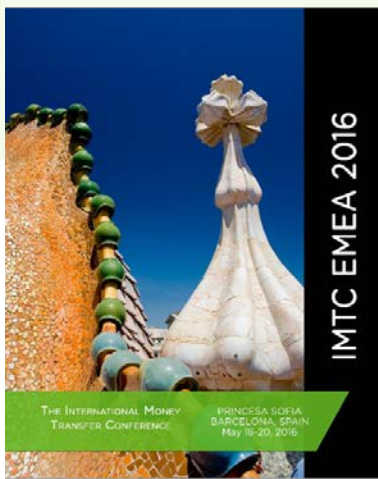


ALMOST \$1BN OF TOTAL INVESTMENT OVER THE PAST 36 MONTHS



2015 has marked a transition to investors backing leaders rather than experiments, with the top 10 companies raising more than 80% of the total funding this year

2016



IMTC EMEA 2016

THANK YOU

IMTC