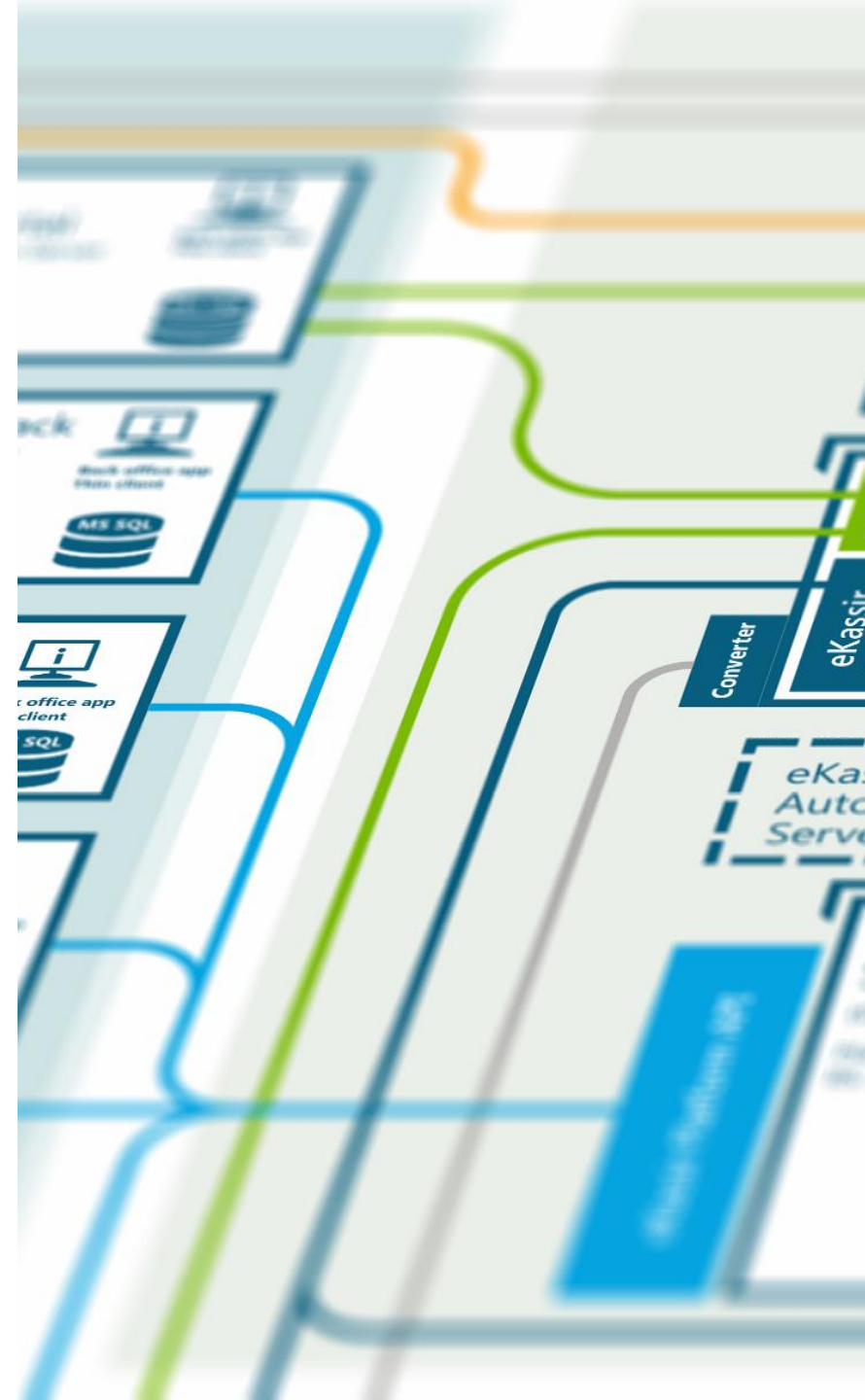


eKassir

Recurring Payment
services Market



According to bank employees what recurring payment is?



Can you set up the recurring payments in your bank via RBS (remote banking service)?*

Direct debit

A form of cashless payments between a payer (bank account holder) and a lender (supplier of goods and services), when money transfers can be made without the participation of the debtor (payer).

Long-term order

A client's order to the bank for writing off the predefined amounts from their accounts in favor of the certain recipients on regular basis.

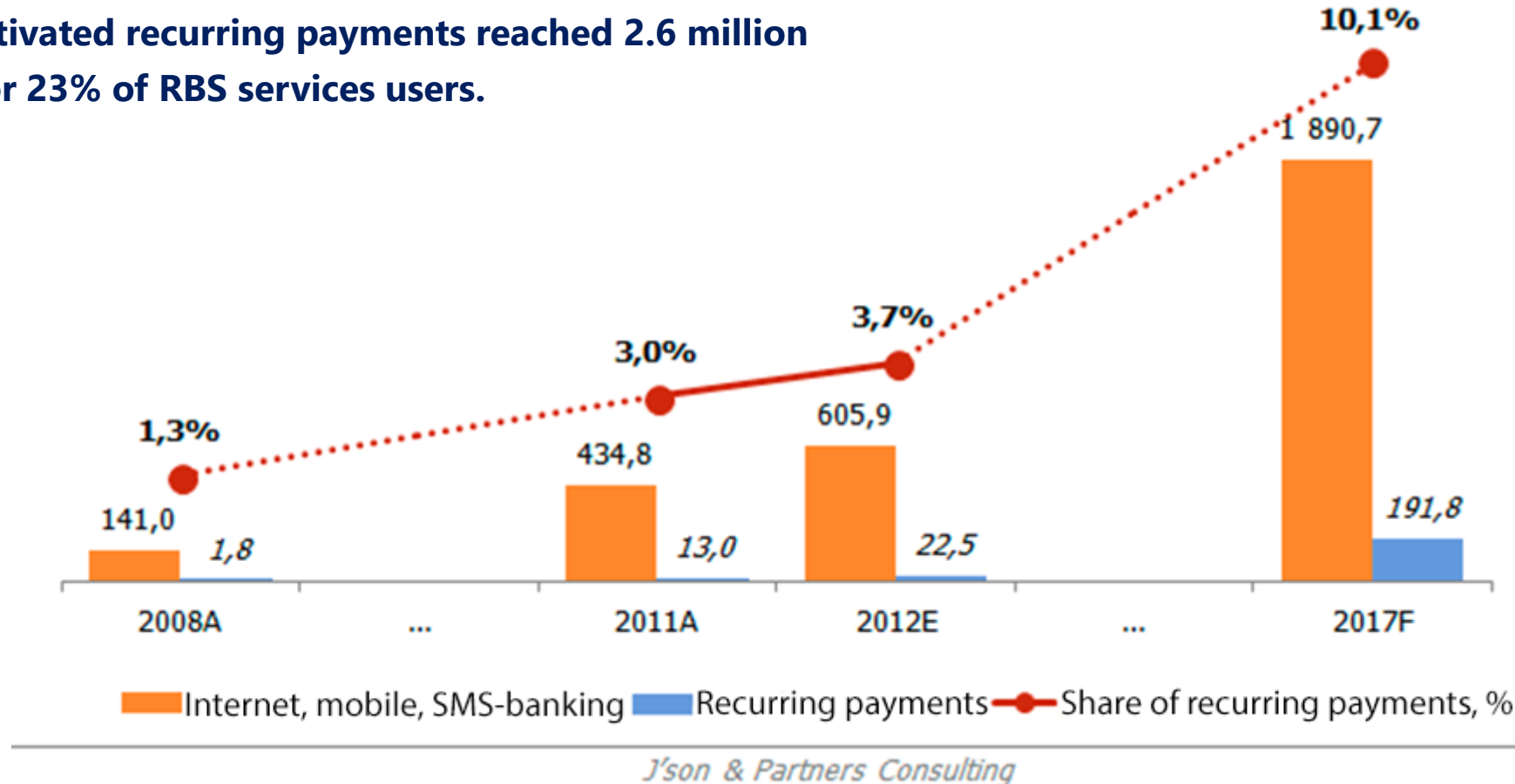
Recurring payments

An automatic funds withdraw from the bank card accounts to pay contributions according to individual pension plans.

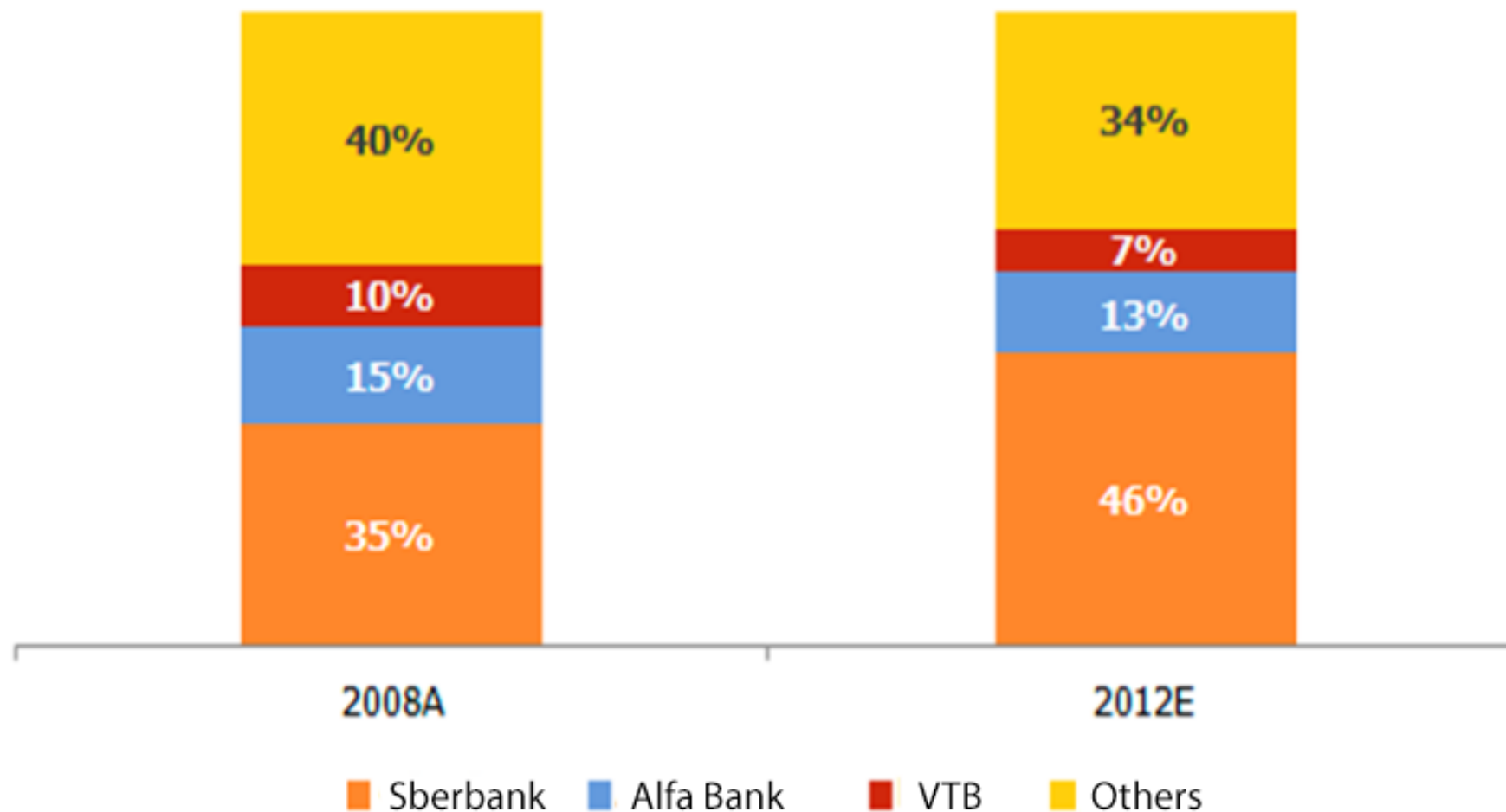
* All three definitions of the recurring payments service were used by bank employees when answering the question. The survey was conducted among the TOP-100 Russian banks in September 2018. 88% of responses were received, which indicates the representativeness of the sample. The survey was conducted through communication via e-mail, online chats on websites, by phone.

History of the subject

The number of Internet-, mobile- & SMS-banking users with activated recurring payments reached 2.6 million users, or 23% of RBS services users.

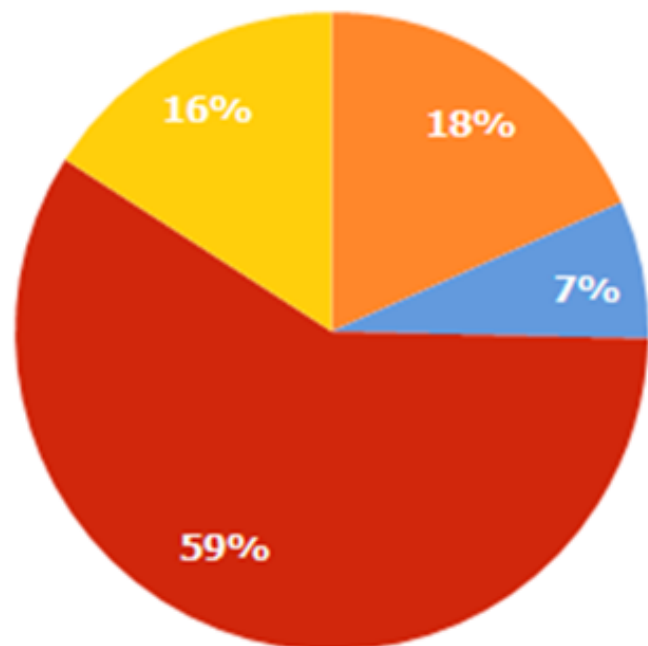


Pic. 1 Turnover of the recurring payments and payments market for Internet-, mobile- and SMS-banking (billion roubles.) for 2008 - 2017 (forecast).



J'son & Partners Consulting

Pic. 2 The structure of the recurring payments market turnover by key players (Top-3), 2008 and 2012



■ Mobile services ■ HCS ■ Money transfers ■ Others

Source *J'son & Partners Consulting*

Pic. 3 The structure of the recurring payments market turnover by type of payment, 2012

Money transfers: transfers by non-restricted bank details, automatic repayment of loans, transfers between users' accounts, replenishment of electronic wallets, etc.

Forecast for 2017:

- Reducing the share of the mobile communication payments to 14%.
- Increasing the share of the payments for housing and communal services to 10%.

2015 year

Services of recurring payments are gaining momentum - this is one of the main points of growth in the electronic banking market in Russia. Both banks and telecom operators report an increase in popularity of the self-service services¹



Sberbank: 480 thousand customers have configured the recurring payments for mobile communication. About 100 thousand recurring payments are made per day.



Tele 2: The number of users increased by 15%. The service is used by almost 2 million subscribers .



Rostelecom North-West: more than 48 thousand "access points" for recurring payments are issued. 2 million recurring payments have been executed.



Megaphone: By the middle of 2015, 4 million subscribers were connected. 15 000 subscribers are connected daily.



Beeline: in 2014, the number of customers using the service increased by 23% compared with 2013.

¹ Source: <http://www.tdaily.ru/news/all/95/36366>

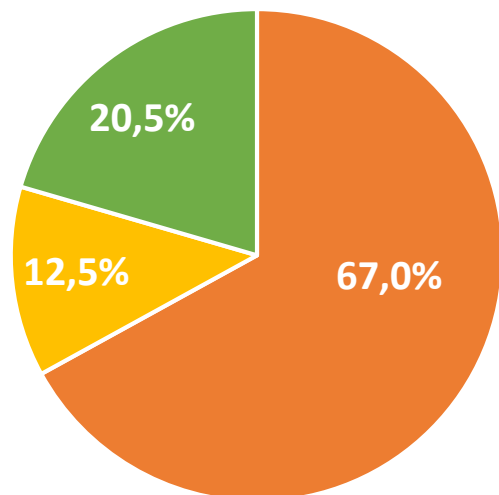


Sberbank:

The growth in consumption of the recurring payments service in the first half of 2018 increased by 10.6% compared to the same period in 2017.

20% of the recurring payments are the payments for housing and communal services.

Overview of the TOP-100 banks in Russia:

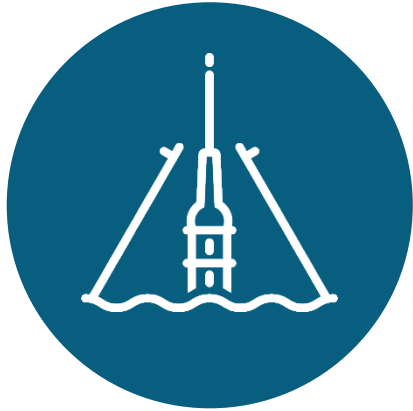


- Full range of the recurring payments service
- No recurring payments service
- Partial recurring payments service

40% of the banks with incomplete range of the recurring payment services can only provide an opportunity to pay for mobile communication

The most active banks promoting the service of recurring payments are: Sberbank of Russia, Raiffeisenbank, Moscow Credit Bank, Promsvyazbank, Post Bank

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