

# Global Payments Map



## Why you need it

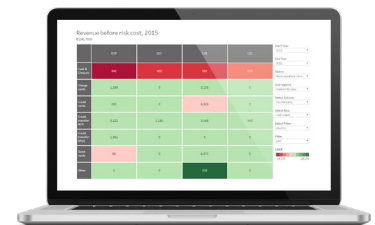
Payments service providers and PE firms frequently need to make investment decisions and run aspiration reviews.

However, without a comprehensive and reliable market view, teams struggle to consider the quantified industry trends in their decisions.

**Global Payments Map** provides teams with highly-granular, comparable payments product data for all countries within the Payments Map suite. By leveraging the data and insights from the Global Payments Map, strategy teams are able to better understand the dynamics among major markets, and assess revenue-generating payments products along consumer segments.

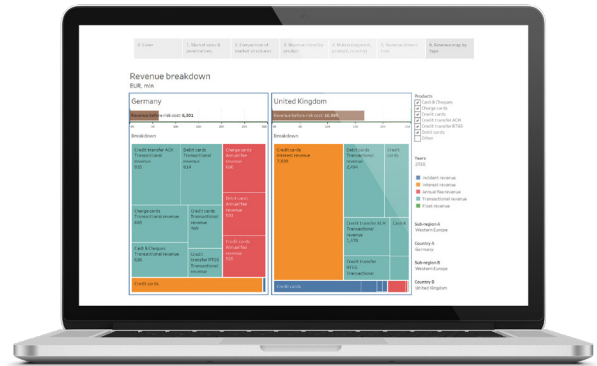
## Key features

- Offers license options for both global (45 countries) and regional access
- Leverages historical data from 2006 and provides forecasts up to 2021 across each product segment (e.g., C2C, C2B, B2C, and B2B)
- Provides a comprehensive breakdown of payments products:
  - **Domestic liquidity** (C/A, overdraft, and credit card revolving loans)
  - **Non-card related transactions** for domestic (cash, check, ACH & RTGS credit transfers, and direct debit) and cross-border (remittances, B2B cross-border transactions, and documentary trade finance)
  - **Domestic card** (issuing and acquiring pools for debit, credit, charge, and prepaid cards; segmentation for bank-issued, T&E-issued, and retailer-issued cards; as well as terminal income)
- Provides a full list of **fee and interest income drivers** (transaction value, transaction volume, transactional fees, incident fees, FX fee, annual fees, float; outstanding balance, net interest margin), and highlights infrastructure KPIs (number of cards, accounts, ATMs, and terminals)
- On-site and WebEx onboarding, specialist support for data interpretation, as well as access to a user-friendly self-service data platform and visualization tool



# Use cases

- Multi-location payments service providers making investment decisions based on historical and predicted revenue trend dynamics
- Strategy teams preparing deep-dives on predicted future liquidity and transactional product revenues and leveraging McKinsey presence for a strategy offsite
- HQ building a jointly-used market-sizing tool with local subsidiaries for future international fact-based strategic decisions
- Payments teams conducting sensitivity analyses for various markets in response to regulatory or technological changes



## Global Payments Map by the numbers

45  
countries

40+  
product experts

15  
years of data

200+  
data sources

To learn more, contact us at [paymentsmap@mckinsey.com](mailto:paymentsmap@mckinsey.com)