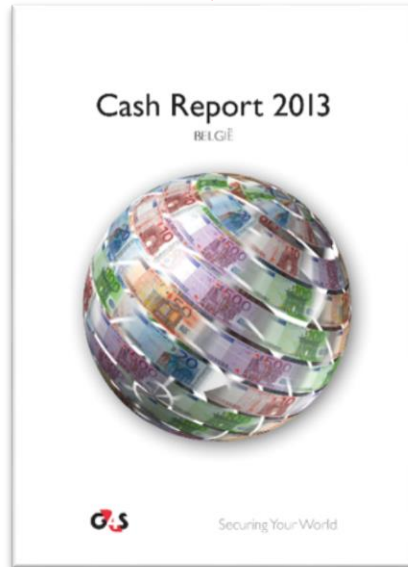
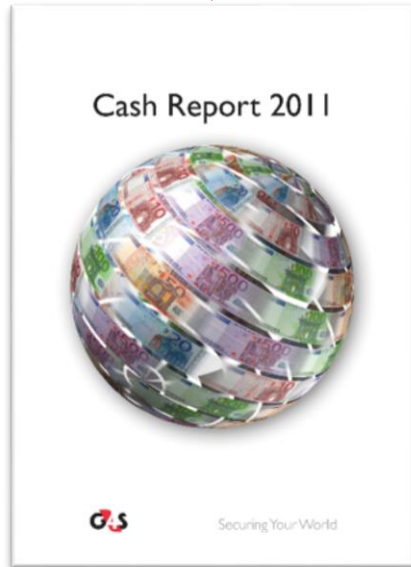




# Cash makes the world go around

ESTA Conference - Budapest, 13-15 May 2018

# G4S 7 years tracking the state of cash



# Why undertake a Cash Study?

UNDERSTAND & SHARE

Role of cash  
in a changing  
landscape

Views of  
stakeholders  
in the cash  
domain

Data and key  
statistics

Key  
Trends  
&  
drivers  
of change

ENCOURAGE DIALOGUE

PROMOTE SUPPLY CHAIN COLLABORATION

# Cash report structure

## 47 COUNTRIES ACROSS 6 CONTINENTS



## REPORT FORMAT

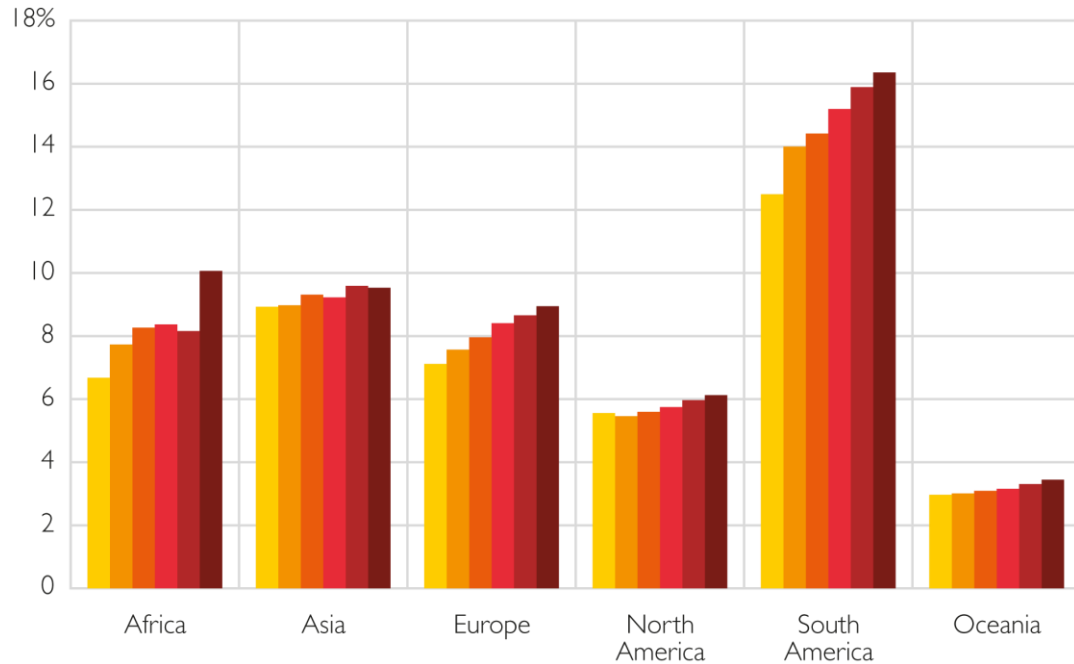
1. Global view on Cash and Cash Cycle Organization
2. Global statistics on cash and non-cash usage
3. Key trends and drivers for change
4. Continental view on cash usage and organization
5. Future developments
6. Key findings & Closing remarks
7. 47 Country Pages

# Key findings – Cash Usage

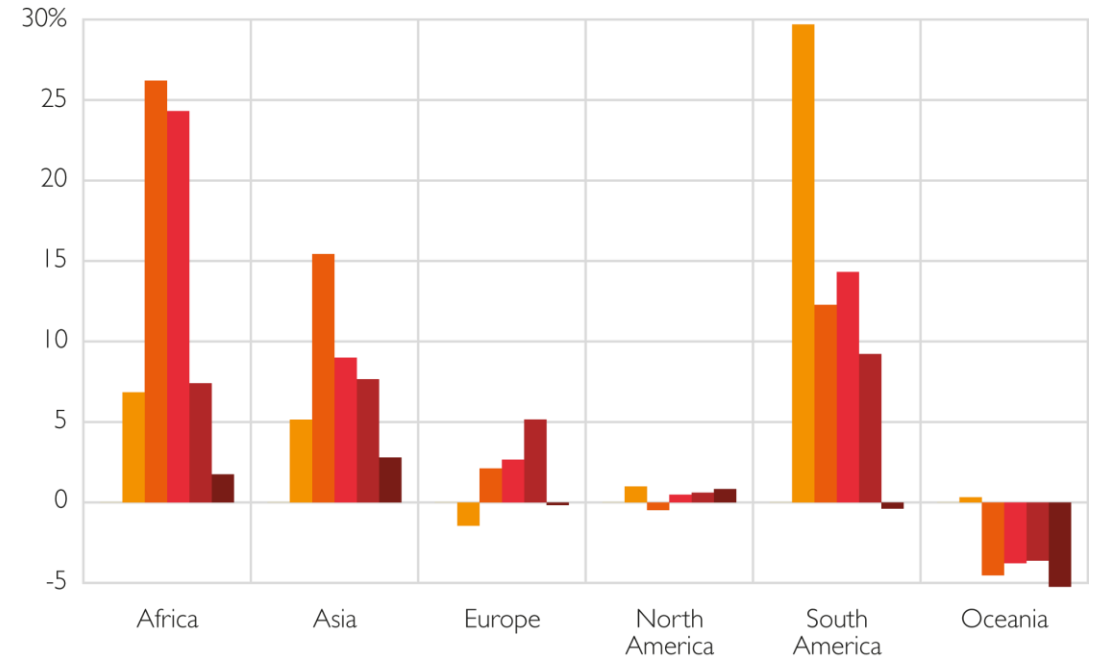
- Cash remains the most widely used payment instrument in the world on all continents
- Demand for cash is increasing globally
- Cash has unique valued attributes explaining continued popularity
- Cash is fundamental to day to day global economy
- Many differences between continents and countries in the use of cash and cash cycle organization
- However, the number of ‘less cash’ countries is increasing



# The volume of cash transactions is increasing...



Cash in Circulation versus GDP is increasing across all continents to 9.6% on average



Value of ATM withdrawals is increasing across all continents except Oceania. Growth seems to be slowing down, though

...and in a growing number of countries the value of ATM withdrawals is decreasing



- Australia
- New Zealand
- Belgium
- Greece
- Ireland
- The Netherlands
- Sweden
- United Kingdom
- Mozambique
- India
- Saudi Arabia
- South Korea
- Ecuador
- Peru

# Other “surprising” findings

- Cash is used in 79% of all point of sale transactions in Europe
- Only 8 of the 47 studied countries can be considered less-cash dependent
- Cash has proven to be a driver for growth even in a-typical cash businesses (e.g. e-commerce sector, Uber)















# Show case – cash in e-commerce

Country	Cash on Delivery	Credit Card
United Arab Emirates	78%	22%
Saudi Arabia	76%	24%
Egypt	80%	20%
Kuwait	79%	21%

Cash on Delivery (CoD) is the most used payment method for e-commerce transactions in many countries...

Country	Cash payment penetration of all e-commerce sites	Cash payment providers
Brazil	25%	safety>pay 
Mexico	30%	safety>pay  
Colombia	34%	safety>pay   
Peru	33%	safety>pay 
Argentina	40%	  

...either directly (CoD) or via cash vouchers for instance in South America



# Show case - Uber

“Uber’s biggest selling point is their seamless payment system, but when they introduced cash, they saw exponential growth in sign-ups.”

UBER NOW OFFERS TO ACCEPT CASH PAYMENTS IN THE FOLLOWING MARKETS:

- Johannesburg
- Egypt
- Vietnam
- Saudi Arabia
- Jordan
- India
- Morocco
- Singapore
- Lebanon
- Malaysia
- Philippines
- Qatar



# Diary Surveys on the Use of Cash...

COUNTRY	% CASH
Australia	37%
Austria	85%
Belgium	63%
Cyprus	88%
Estonia	48%
Finland	54%
France	68%
Germany	80%
Greece	88%
Ireland	79%
Italy	86%
Latvia	71%

COUNTRY	% CASH
Lithuania	75%
Luxembourg	64%
Malta	92%
Portugal	81%
Slovakia	78%
Slovenia	80%
South Korea	14%
Spain	87%
Sweden	20%
The Netherlands	45%
United Kingdom	42%
USA	32%

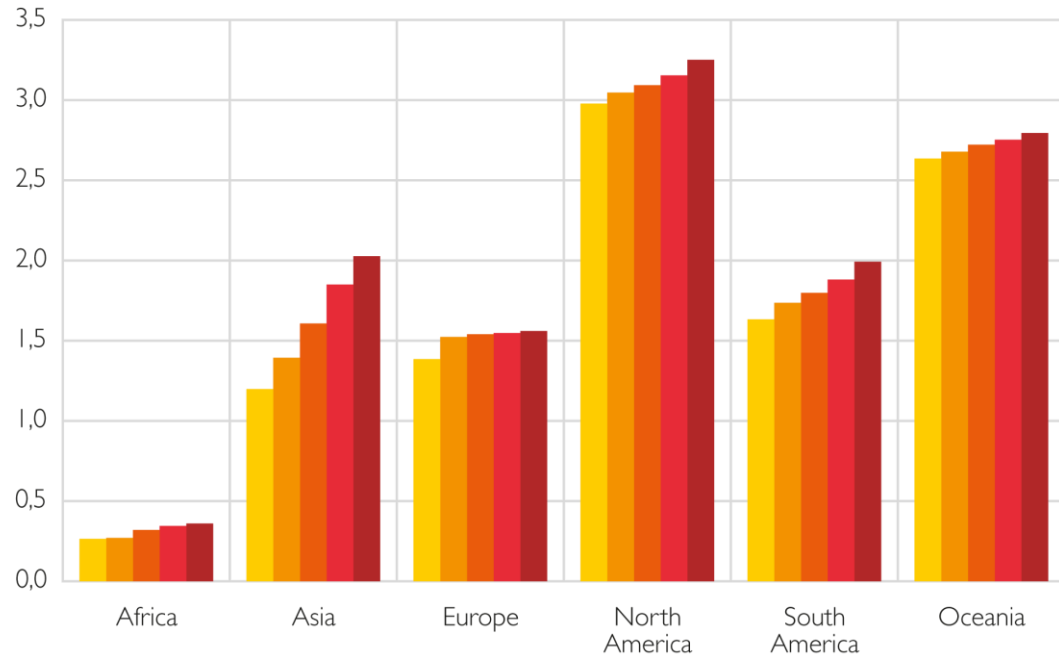
...show that  
in 17/24 countries (71%)  
cash represents  
more than 50% of all  
payment transactions

...However, repeated surveys within countries show declining ratios for cash usage

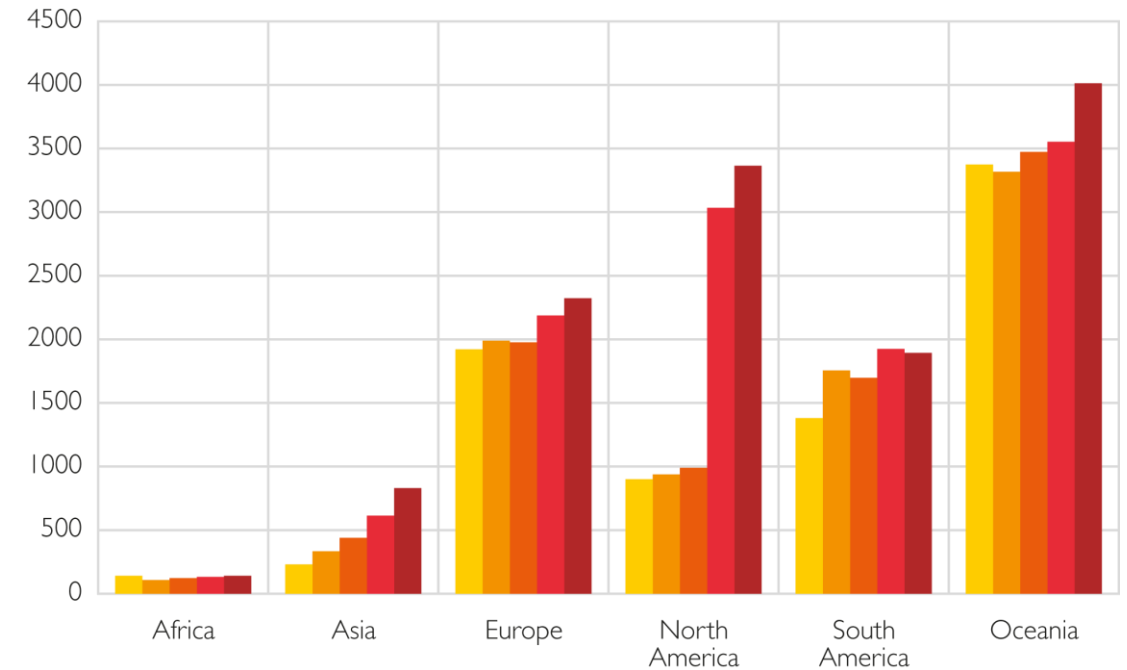


Country	Before	Now
United States	40% (2012)	32%
Australia	47% (2013)	37%
The Netherlands	53% (2014)	45%
Sweden	39% (2010)	20%
South Korea	17% (2014)	14%
United Kingdom	64% (2005)	42%

# Electronic payments infrastructure and usage are growing



Availability of cards is growing in all 6 continents to avg 2.0 cards per capita



Availability of POS terminals is growing in all 6 continents to avg 1,500 per 100,000 capita

# Will cash disappear? – Payment Attribute analysis

	Legal Tender	Convenience	Direct Settlement	Anonymity	Availability	Reliability	Safe Haven/Fallback	Tangible/Budgeting	Secure	Efficient	Remote payment	'Higher' value payment >5000 EUR
1   Cash	✓	✓	✓	✓	✓	✓	✓	✓	±	±	✗	✗
Cards	✗	✓	✗	✗	±	±	✗	✗	±	✓	✓	✓
Debit card	✗	✓	✗	✗	±	±	✗	✗	±	✓	±	±
Credit card	✗	✓	✗	✗	±	±	✗	✗	±	±	✓	✓
Prepaid card	✗	✓	✗	✓	±	±	✗	✗	±	±	±	✗
Credit transfer	✗	✓	✗	✗	±	✓	✗	✗	±	✓	✓	✓
Direct debit	✗	±	✗	✗	±	±	✗	✗	±	✓	✓	✓
Cheques	✗	✗	✗	±	±	±	✗	✗	✗	✗	✗	✗
Mobile	✗	✓	✗	✗	✗	±	✗	✗	±	±	✓	✗
Internet	✗	✓	✗	✗	✗	✓	✗	✗	±	±	✓	✓
4   Crypto currency	✗	±	✓	±	✗	✗	✗	✗	✗	±	✓	✗
Instant payments	✗	✓	✓	✗	✗	✓	✗	✗	±	±	✓	✓
					2				3			

1. Cash covers many key attributes

2. Cash **uniquely** covers some key attributes

3. Non cash seems to be cannibalising each other

4. New payment methods are making inroads into 'cash territory'

# Cash: two sides of the same coin

**Cash is still widely used across the world even in 'surprising' markets**

**Cash share is decreasing in a growing number of countries**

# Cash: two sides of the same coin

**Cash will  
remain  
popular given  
unique valued  
attributes**

**New payment  
methods and  
technology will  
continue to  
make inroads  
into 'cash-  
territory'**



# Cash: two sides of the same coin

**Cash is still widely used across the world even in 'surprising' markets**

**Cash will remain popular given unique valued attributes**

**Cash share is decreasing in a growing number of countries**

**New payment methods and technology will continue to make inroads into 'cash-territory'**

- 1. Cash cycle organisation will become increasingly important in order to remain cost efficient**
- 2. Holistic approach to payment infrastructure renewal**
- 3. Integrated payment solutions**

# The future of Cash

CASHLESS



LESS  
CASH



CASH  
AND NON  
CASH



# Thank you!

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World Cash Report 2018

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Securing Your World