

E-BOOK

Disruptive Payment Trends: The Future of Corporate Banking and Financial Services

*5 Big Shifts to Impact Businesses
by 2024*

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Overview

The payments industry has undergone a significant shift with digital transformation, innovation and regulation, and the pandemic playing the role of a catalyst. As the landscape grows more complex - banks and enterprises require customized solutions, to help accelerate revenue and forge lasting relationships with consumers and clients. While disruptions in retail payments have been dominant in the past decade, the corporate payments ecosystem too is witnessing radical shifts.

This e-book will delve in detail about the predicted trends for corporate payments in 2023 & beyond, and help businesses be better prepared to tackle changes till 2024.

Rapid Uptick in BNPL Demand

Buy Now, Pay Later (BNPL) options are installment loans in which a financial service provider enables customers to pay for a product or service in several small, interest-free payments.

While the customer is given greater financial flexibility, businesses offering the product or service don't miss out on revenue. B2B BNPL will continue its risk-constrained growth trajectory in 2023. We foresee many banks implementing one of two B2B BNPL capability models – a point of payment option embedded in the buyer's digital bank account, or an invoice financing option for suppliers seeking immediate payments.

Global BNPL market growth expected at an annual rate of

26% from 2022 to 2030

Faster Cross-Border Instant Payments

International business opportunities have led to a need for faster and more secure international payment options. Cross-border instant payments offer both businesses and consumers the opportunity to experience real-time payments by connecting to financial institutions and systems in two or more countries - instantly.

In 2023, customers – everywhere – expect real-time conveniences. Payment service providers are staying in the game by moving to real-time, cross-border payments after years of honing efficiencies in domestic payments processes.

Global spend on B2B cross-border payments predicted to hit

\$40 trillion by the end of 2024



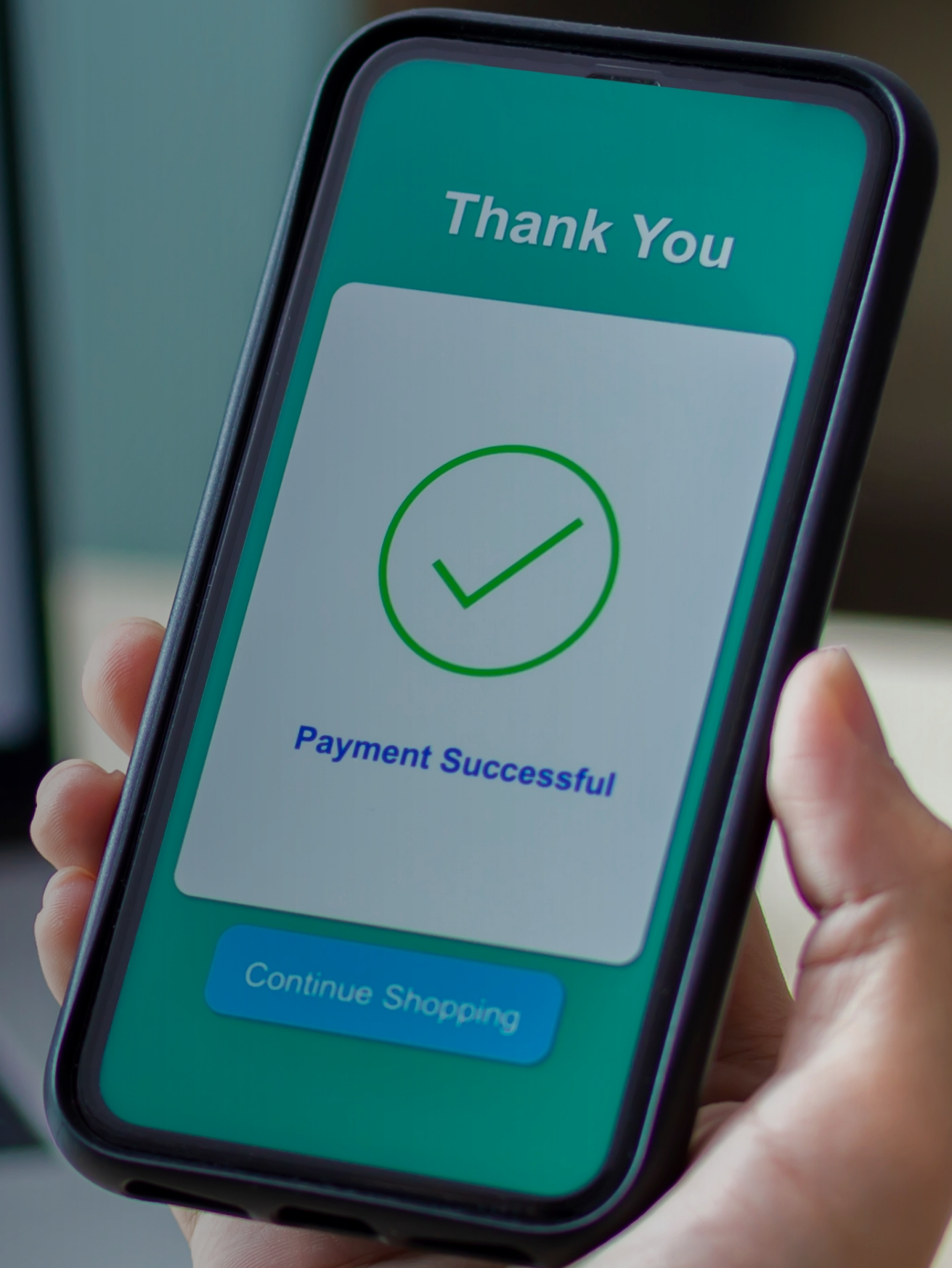
Contactless Payments: The 'Go-To' Solution

Digital wallets are quickly becoming the preferred way for Millennials and Gen Z to interact with payments, and businesses are following suit. Facing physical coin shortages and the ever-present need to streamline and digitize, we will see businesses largely prefer the digital wallet to deal with cash or, increasingly, to deal with physical cards.

In March 2022, Kantar Public published a Study on New Digital Payment Methods. A key finding is - an increased preference for contactless payments. Mobile payment options, such as digital wallets and apps were also included among the preferred payment methods discovered because of the speed, convenience, and ease of use. The digital wallet has emerged as a 'one-stop-shop' solution for contactless transactions.

Contactless payment market revenue expected to reach

\$358 billion in the US by 2025



Increased Focus on Privacy and Security

There will be an increased emphasis on cybersecurity in payments, driven by the expansion of eCommerce, non-cash payments, and cyber threats. According to a report by Argus Research, cybersecurity losses could reach USD 10.5 trillion by 2025.

Another recent report from market research company Nilson highlighted 'chargebacks' as a major issue. Going forward, some areas of payment fraud prevention will improve, while others will worsen.

Cybersecurity losses to reach up to

USD 10.5 trillion by 2025



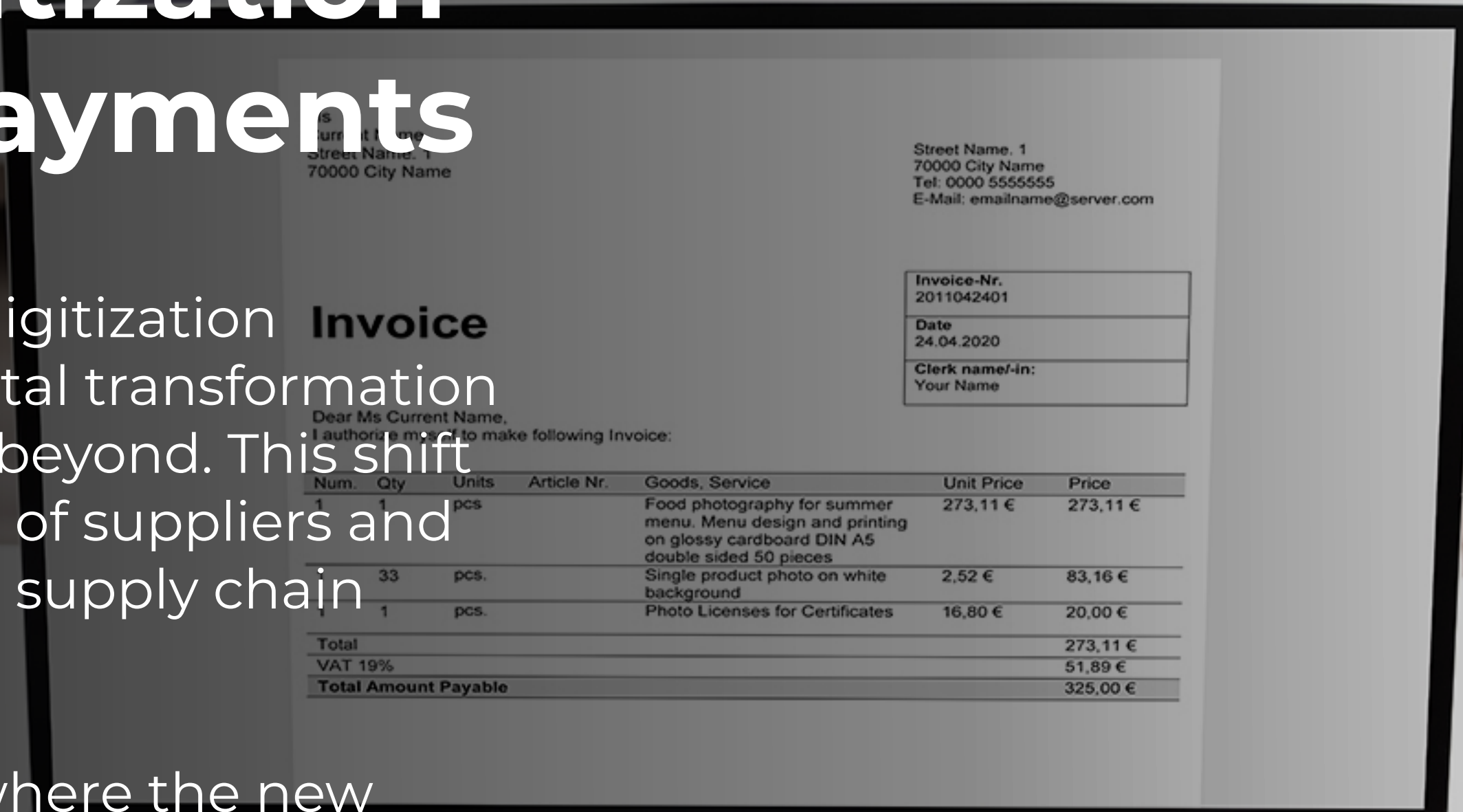
Corporate Payments Digitization to catch up with Retail Payments

Historically, retail payments have undergone faster digitization compared to B2B transactions. However, a rapid digital transformation of global corporate payments is imminent in 2023 & beyond. This shift will be driven by the need to meet new expectations of suppliers and vendors, since the start of efforts to recover from the supply chain disruptions caused by the pandemic.

We'll see a 3.0 version of corporate payments - one where the new frontier of global B2B commerce is digital, secure, fast, and flexible. We'll see a rise in corporate mobile payments as the preference for businesses to pay and be paid by phone increases. Also, corporate payments digitization will fuel increases in B2B ecommerce purchases.

80%

of B2B transactions are expected to be digital by 2025



About IncedoPay

IncedoPay is an innovative and Best-in-class integrated SaaS payments solution for Banks—that reduces cost of ownership for enterprise clients, and empowers them to increase focus on strategic and value added treasury management activities.

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About Incedo

Incedo is a digital transformation expert empowering companies to realize sustainable business impact from their digital investments. Our integrated services and platforms that connect strategy and execution, are built on the foundation of Design, AI, Data, and strong engineering capabilities blended with our deep domain expertise from digital natives.

With domain experts in the US, Canada, Latin America, and India and a large, diverse portfolio of long term, Fortune 500 and fast-growing clients worldwide, we work across financial services, telecom, product engineering, and life sciences industries.