



SEPA Project in Romania

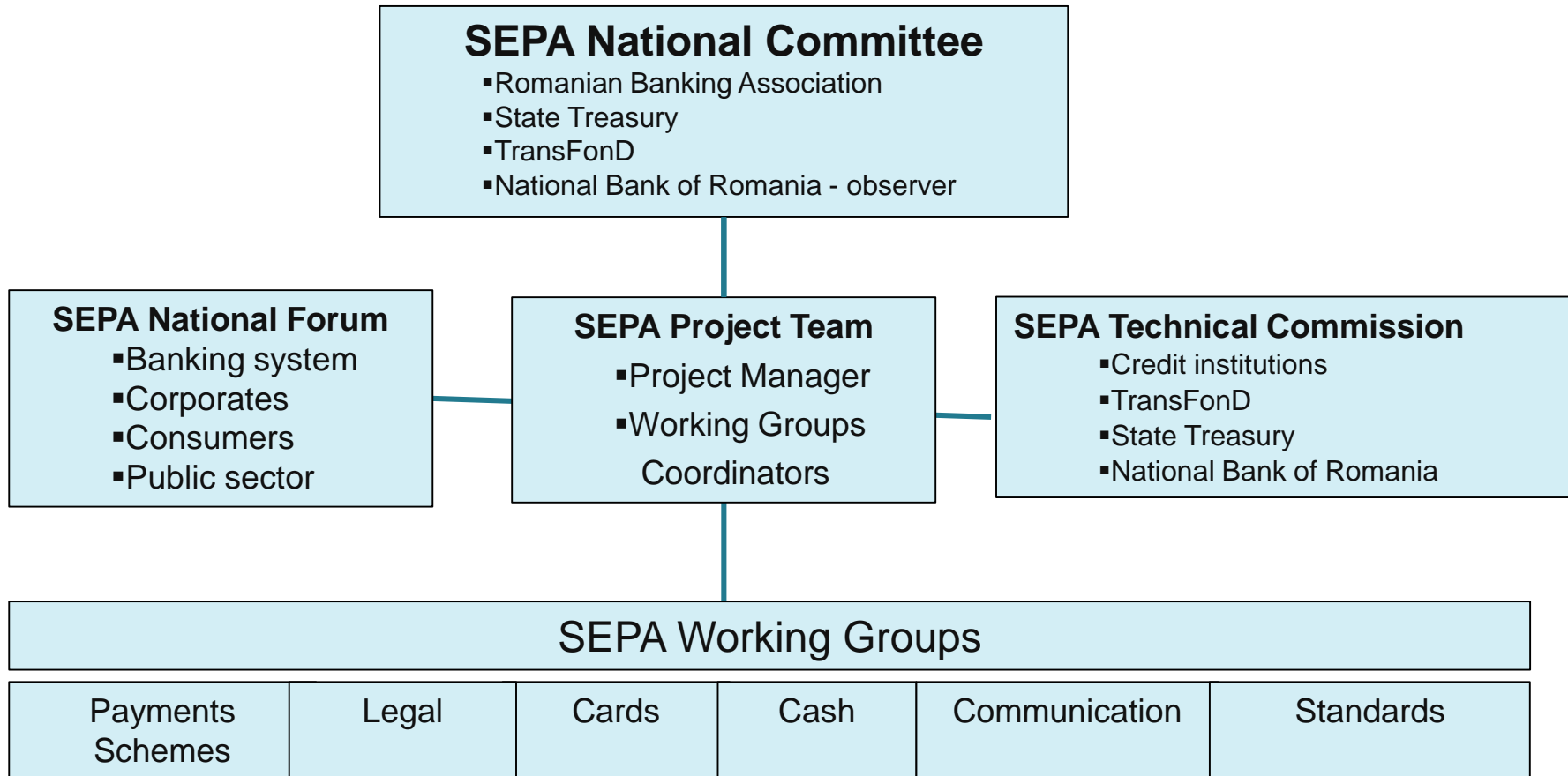
March 2015

SEPA Project in Romania

- ▶ Cooperation and dialogue between credit institutions, National Bank of Romania, TRANSFOND, State Treasury – common policy for SEPA
- ▶ Project organization at national level – SEPA Technical Commission, Working Groups, SEPA National Committee
- ▶ Communication activities – Workshops, Seminars, Conferences, SEPA National Forum, SEPA dedicated webpage
- ▶ Decision for adopting SEPA standards for the domestic currency payments before the adoption of euro

- SEPA RON / EUR Project - TRANSFOND

SEPA Project Organization



SEPA Migration Status (1)

- ▶ SEPA Credit Transfer Adherence

 - 25 banks, 7 branches of EU banks

 - 98 % of the total volume of euro payments in Romania

 - 1 payments institution

 - SCT migration rate – 39,80 % H1 2014 (*)

- ▶ SEPA Direct Debit

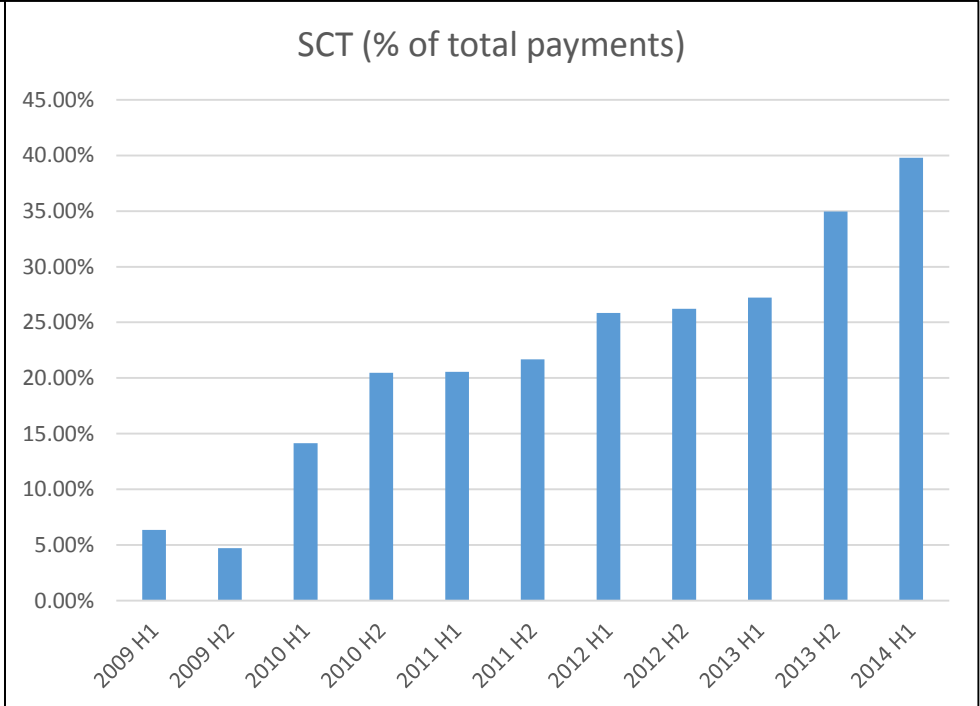
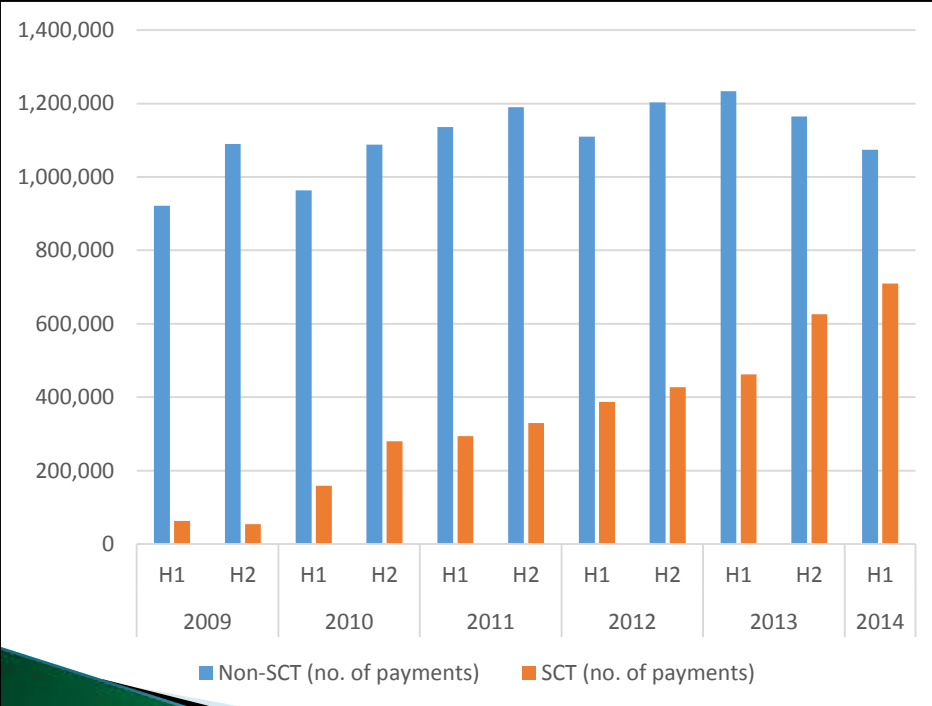
 - 2 banks adhered to the SDD Core & SDD B2B Schemes

() Source: National Bank of Romania*

SCT migration in Romania



Year	2009		2010		2011		2012		2013		2014
	H1	H2	H1	H2	H1	H2	H1	H2	H1	H2	H1
Non-SCT (no. of payments)	921,860	1,089,442	963,691	1,088,073	1,136,402	1,190,333	1,110,290	1,203,497	1,233,844	1,164,714	1,074,106
SCT (no. of payments)	62,499	53,992	158,726	279,869	293,954	329,575	387,286	427,697	461,916	625,962	709,990
SCT (% of total payments)	6.35%	4.72%	14.14%	20.46%	20.55%	21.68%	25.86%	26.22%	27.24%	34.96%	39.80%



Source: The National Bank of Romania statistics

SEPA Migration Status (2)

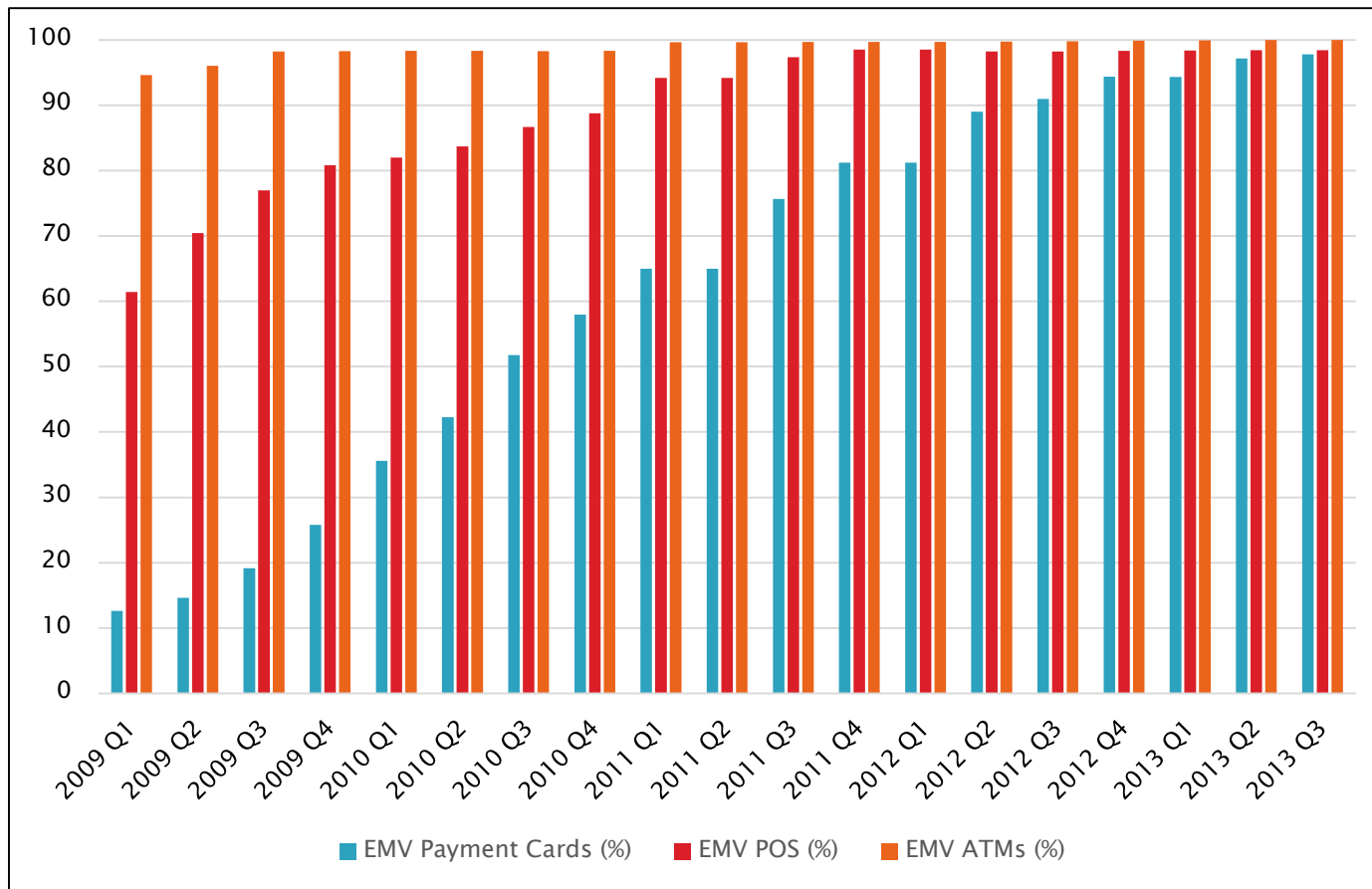
- ▶ Cards, POS & ATM converted to EMV – end of 2013
 - debit cards 98.27%, credit cards 94.16%
 - POS 98,44%
 - ATM 100%

- ▶ Public administrations
 - preparing for adopting SEPA together with EUR adoption

EMV Rollout in Romania



Year	EMV Payment Cards (%)	EMV POS (%)	EMV ATMs (%)
2009 Q1	12.62	61.42	94.64
2009 Q2	14.63	70.46	96.01
2009 Q3	19.16	76.95	98.23
2009 Q4	25.78	80.82	98.25
2010 Q1	35.60	82.00	98.30
2010 Q2	42.26	83.72	98.33
2010 Q3	51.79	86.65	98.29
2010 Q4	57.96	88.77	98.31
2011 Q1	65.00	94.17	99.65
2011 Q2	65.00	94.17	99.65
2011 Q3	75.63	97.36	99.69
2011 Q4	81.20	98.54	99.69
2012 Q1	81.20	98.54	99.69
2012 Q2	88.99	98.20	99.74
2012 Q3	90.94	98.23	99.77
2012 Q4	94.39	98.30	99.89
2013 Q1	94.32	98.35	99.91
2013 Q2	97.15	98.40	100.00
2013 Q3	97.77	98.44	100.00



Source: The National Bank of Romania statistics

SEPA Communication

- ▶ Training sessions for the banking community, public administrations and corporate customers
- ▶ Communication campaign regarding the SEPA Regulation
- ▶ Workshops with corporate customers focused on SEPA instruments, especially on SDD & Register of mandates
- ▶ SEPA National Forum – 9th edition November 2014
- ▶ SEPA dedicated seminars and conferences
- ▶ SEPA dedicated web-page www.infosepa.ro

SEPA RON Project



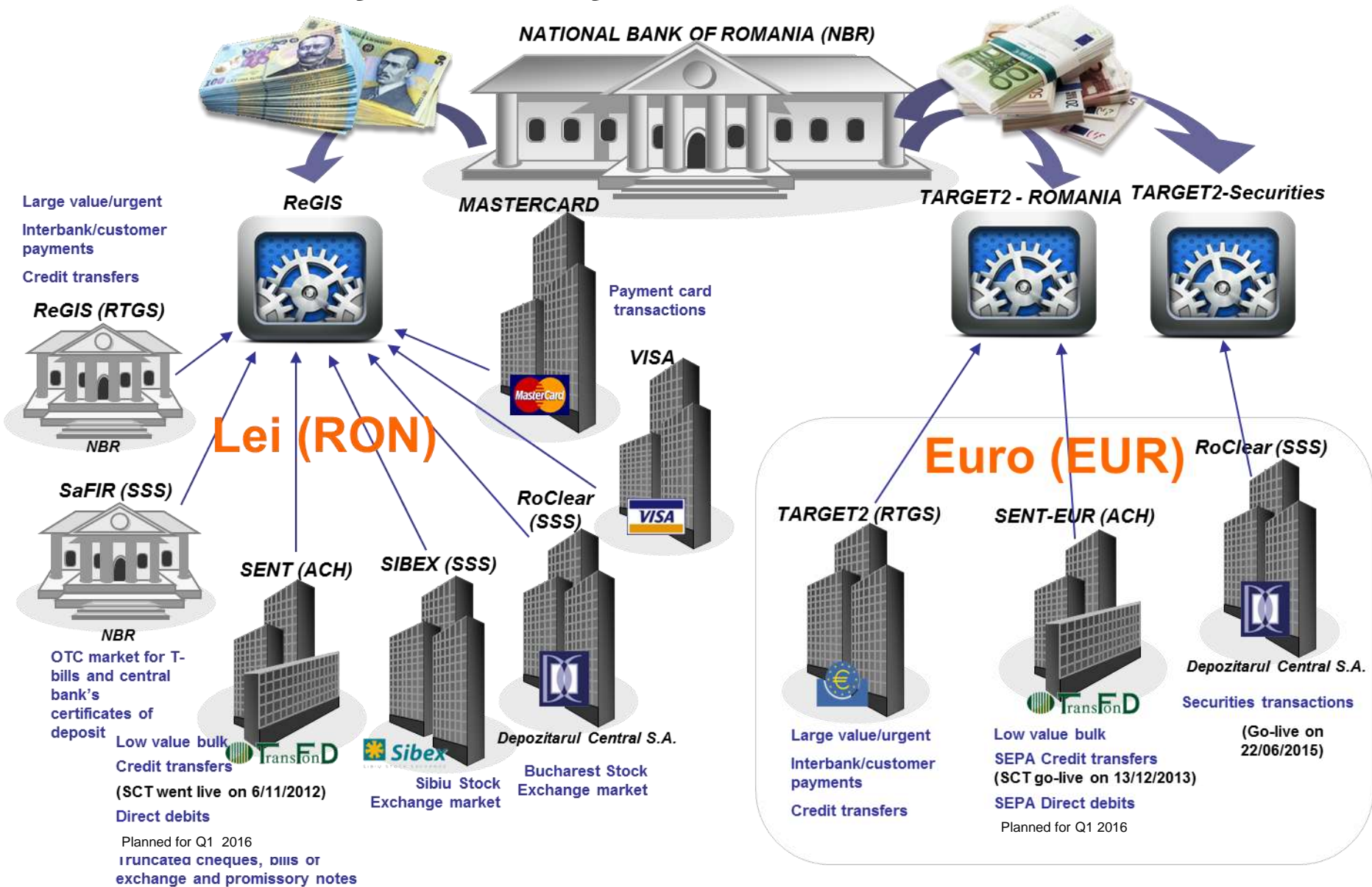
- ▶ Romanian Banking Association and European Payments Council signed the EPC SEPA Schemes License Agreement
- ▶ SEPA RON Schemes adherence process managed by the Romanian Schemes Management Committee
- ▶ 27 banks and 2 payments institutions signed the adherence agreement for SEPA Credit Transfer RON Scheme
- ▶ Romanian Banking Association – at the request and with the support of the National Bank of Romania - organized the Schemes Administration Department, to audit and control the usage of SEPA Schemes for RON

SEPA RON Project



- ▶ 5 September 2012 – inter-banking agreements for using SEPA payments schemes for the national currency (RON) signed
- ▶ SEPA Credit Transfer / RON
 - TransFonD SCT RON module live since 2 November 2012
 - 27 banks, 2 payments institutions and the State Treasury currently use SCT RON
 - TransFonD provides conversion services for non-SEPA RON banks
- ▶ SEPA Direct Debit / RON
 - Task Force for requirements analysis and definition of SDD business model and Register of Mandates (AOS)
 - SDD Schemes adoption planned for November 2015
 - TransFonD SDD / RON Module with the Register of Mandates planned for Q1 2016

Romanian Payments System – Architecture



Romanian Payments System

