

Payments Expert Group Meeting Agenda



The aim of this meeting is to progress the report the group has been working on. Materials will be sent to all participants ahead of the meeting, and feedback and comments from the participants will be discussed during the meeting.

June 21, 2022

1. Introduction to the group and the aim of its work
2. From threat to opportunity: Embedded finance for banks

Review and discussion on the report content so far, structure below:

- Introduction: understanding the opportunities and challenges in embedded finance through case studies
 - What are the key areas where embedded finance is used and what are the opportunities banks have identified?
 - How do we go from threat to opportunity?
 - E.g., Is the fear of losing the interface a real threat?
 - How to address the market, who are the potential buyers (end-buyers or aggregators)?
 - What are the key challenges banks face?
 - E.g. Sales – salespeople need new skills
 - What are the business models, what are the USPs (Unique Selling Proposition) – how do they change?
 - Conclusions
3. Closing words and next steps for the group