

La stratégie européenne des paiements numériques à l'heure de la souveraineté

11:30 Quel partenariat public -privé dans les paiements ?



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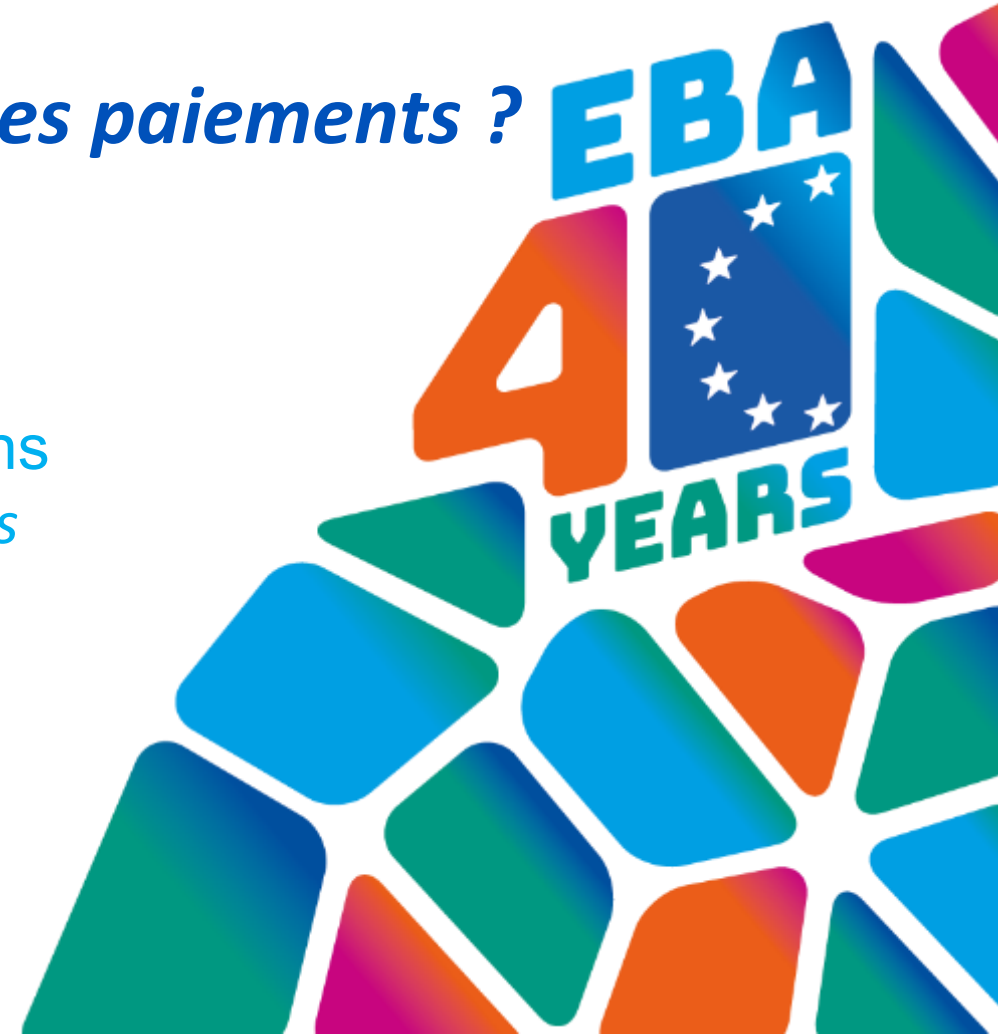
Quel partenariat public - privé dans les paiements ?

France Payments Forum

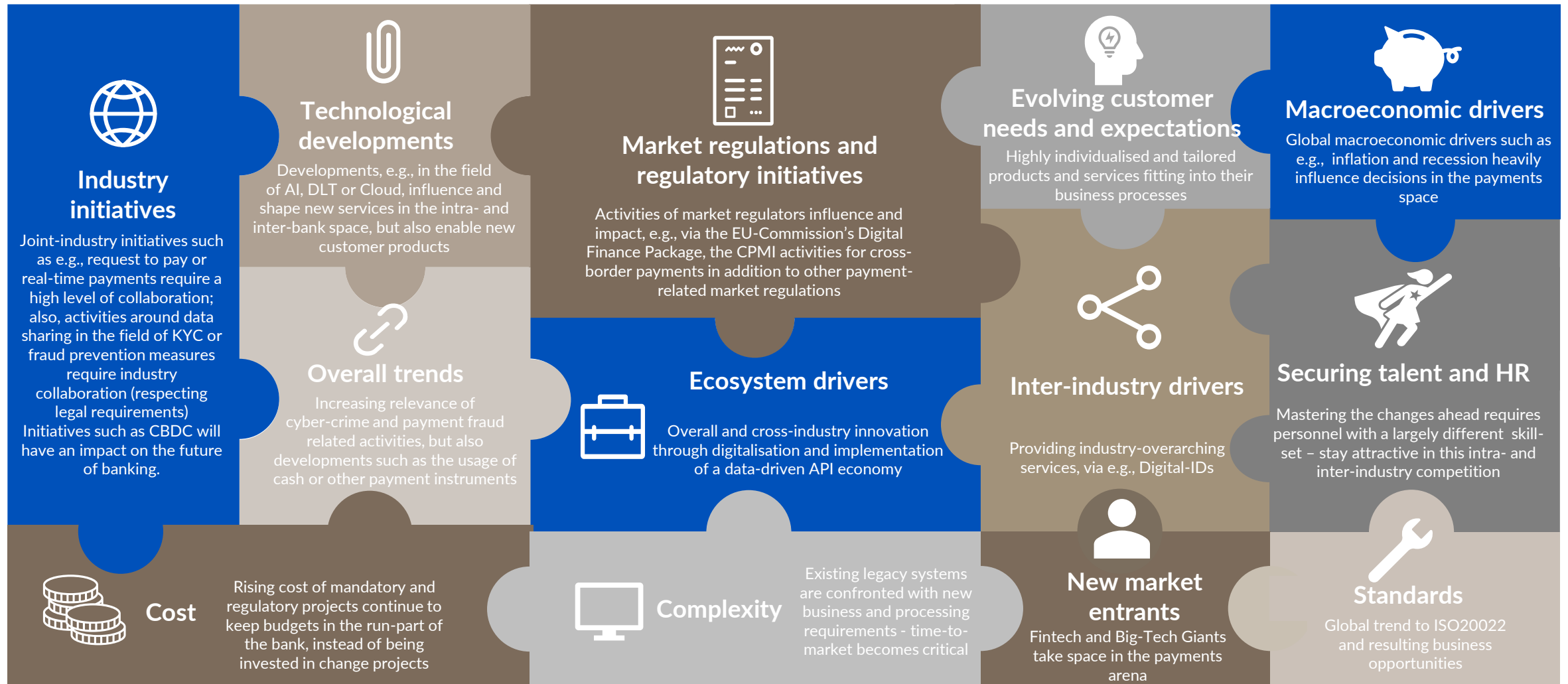
Les nouveaux enjeux des paiements européens
*La stratégie européenne des paiements numériques
à l'heure de la Souveraineté*

Thomas Egner

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Payment Ecosystem – multiple influencing factors



Public Private Partnerships in Payments?

“A **public–private partnership (PPP, 3P, or P3)** is a long-term arrangement between a government and private sector institutions. Typically, it *involves private capital financing government projects and services up-front* and then drawing revenues from taxpayers and/or users for profit over the course of the PPP contract. Public–private partnerships have been implemented in multiple countries and are primarily used for infrastructure projects. Although they are not compulsory, PPPs have been employed for building, equipping, operating and maintaining schools, hospitals, transport systems, and water and sewerage systems.”

Source: wikipedia

Partnership

“Pursuing partners without detailing the purpose of the envisaged partnership will fail to obtain commitment from the relevant business units. And a great product for the wrong purpose, or at the wrong time, will not benefit the bank.”

Source: United We Thrive: The Untapped Power of Bank-Fintech Partnerships, Euro Banking Association and Bain & Company, December 2023

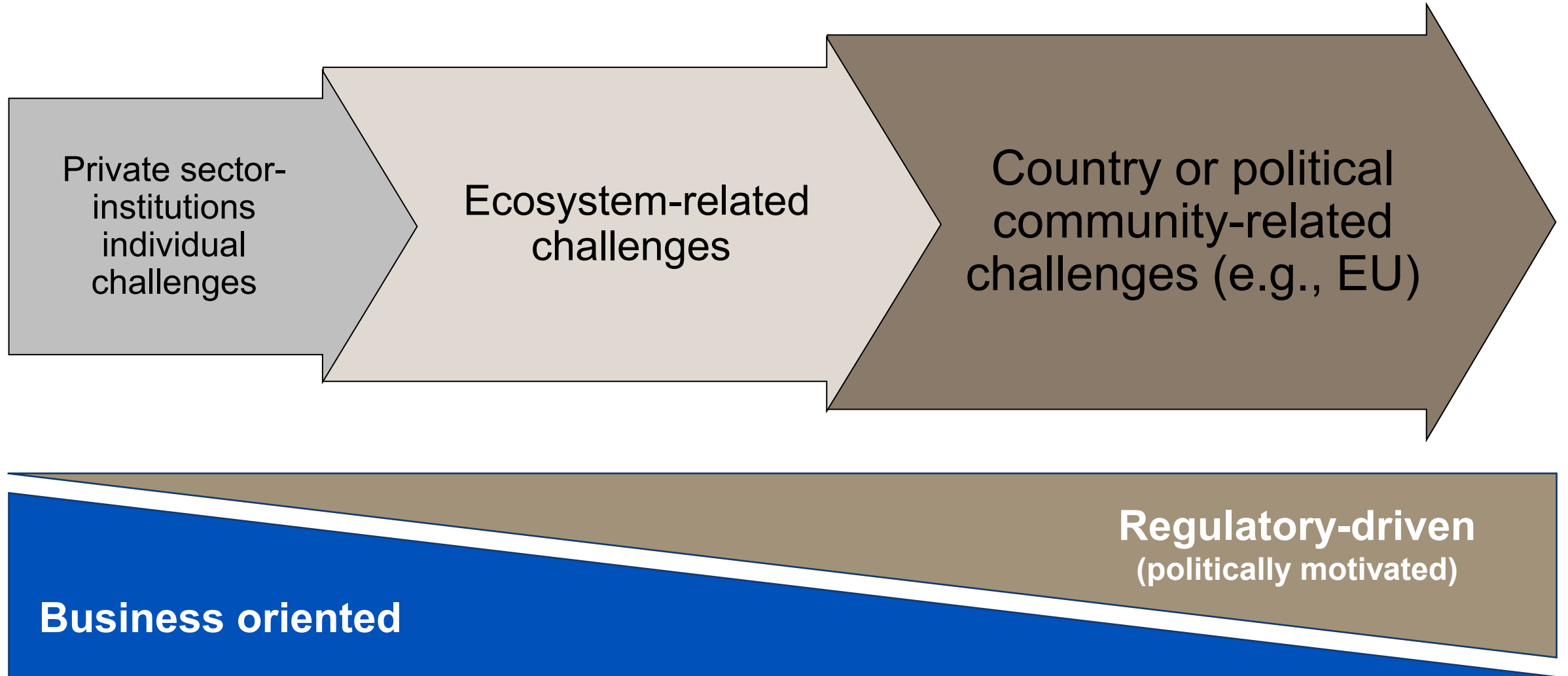
“Partnering with other institutions to gain scale, expand customer access, and reduce time to market; or forming industry coalitions to address customer pain points and build new propositions that no one bank would be able to deliver on its own.”

“Enhancing customer value propositions through partnerships with fintechs, corporates, or non-financial players.”

Source: The future of European payments: strategic choices for banks, Euro Banking Association and McKinsey, November 2020

The payments sector is characterised by cooperation and strong collaborative activities between various industry players and ecosystem partners. These activities aim to achieve reach, interoperability, business resilience and continuity. The role of the public sector (regulator) should mainly be to provide stable guidelines and frameworks for the private sector to operate in and to set conditions to support open ecosystems and to enable successful and sustainable innovation. The public sector may also act as an operator in the payments sector.

How to position collaboration between the private and the public sector



Collaboration between the private and the public sector in Payments – Two examples

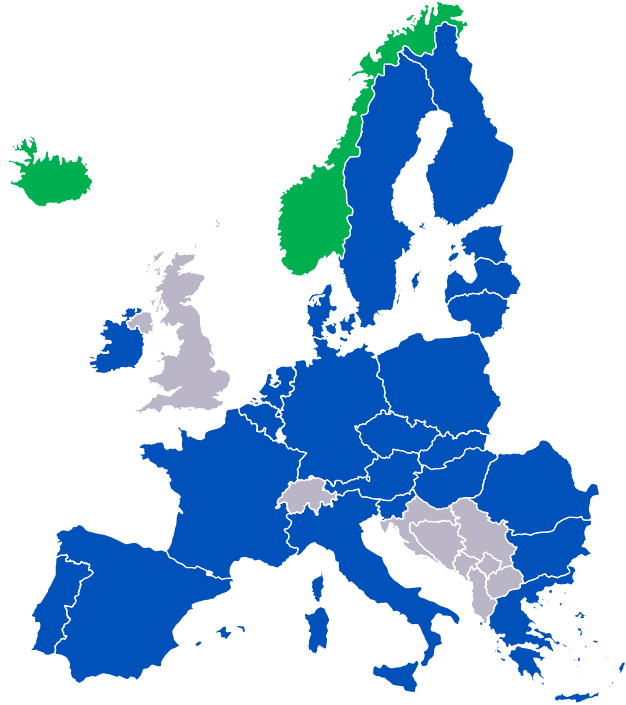


- Supported by a political agenda
- Clear definition of expectations and goals
- G20 does not take any regulatory activities
- Publicly organised but driven by the private sector
- Participation by the private sector in content delivery

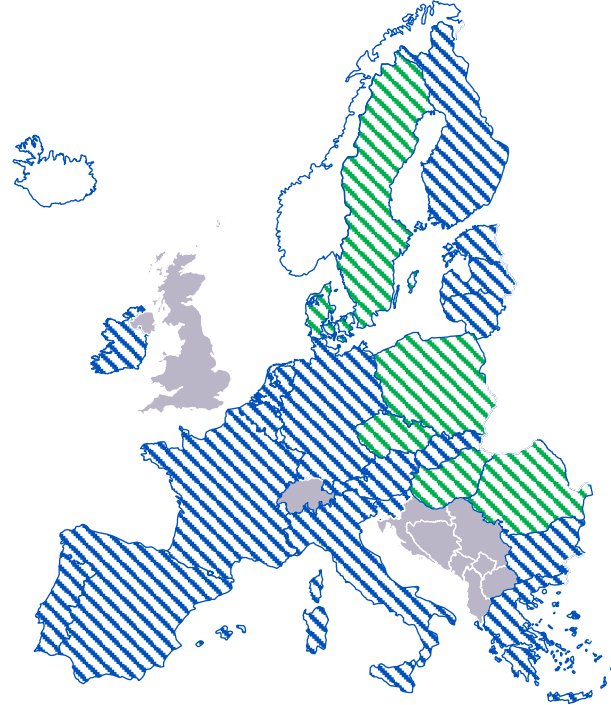


- Supported by a political agenda
- Clear definition of expectations and goals
- Supported by regulation(s)
- Privately organised, based on an agreed governance model
- Industry self-regulation

Everyday payments industry challenge - pan-European fragmentation



Political reality



Regulatory reality



Business reality (SEPA)

How could regulation support private sector led innovation



Preference for principle-based regulation following a strategic vision



Level playing field – same business, same risks, same rules



Create fair, predictable (investment) conditions for new ideas to scale

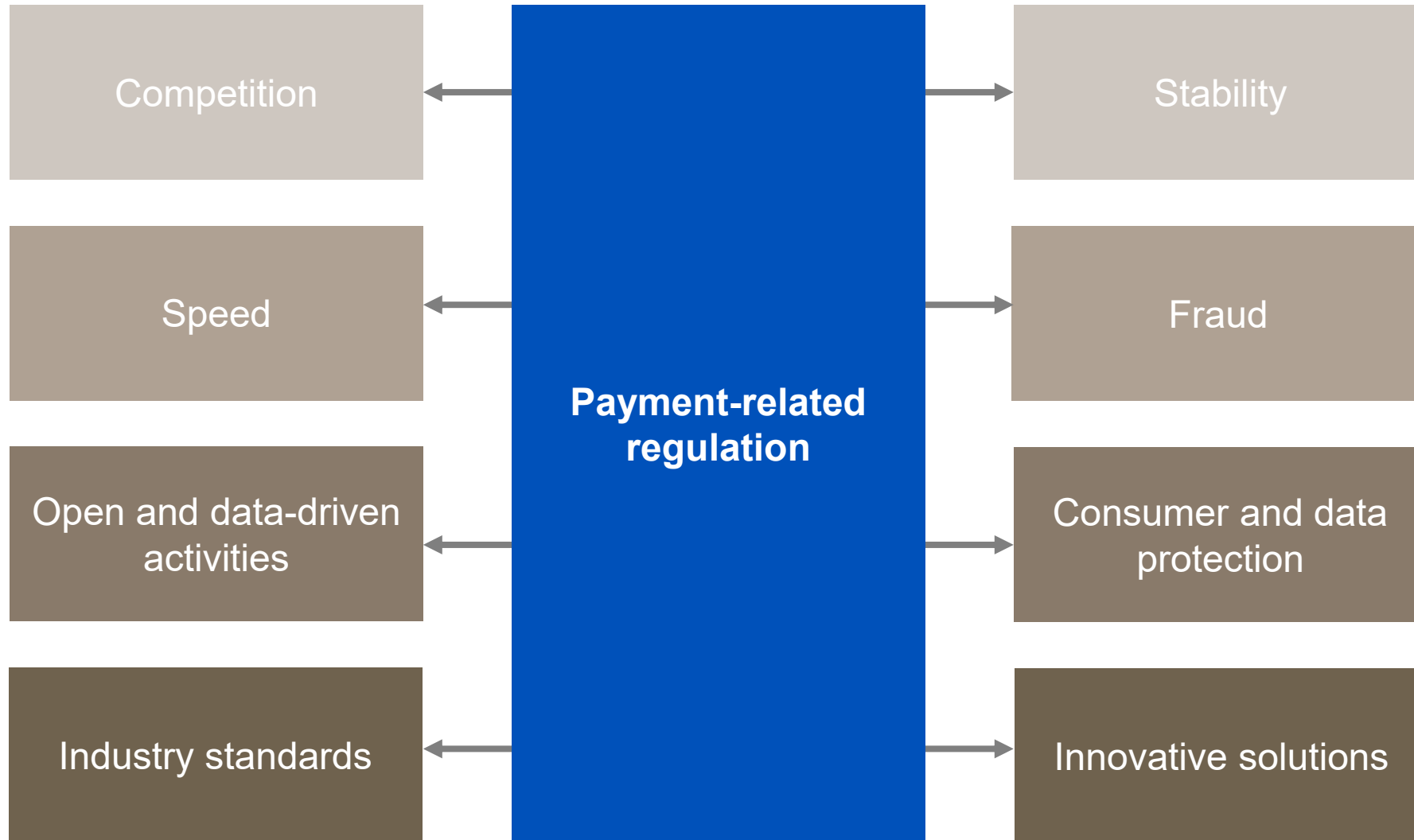


Involve market players in regulation



Balanced and agnostic regulation

Regulation needs to balance effects



Conclusion



- Public and private entities acting as partners
- Public activities enable and support privately led innovation initiatives
- Remedy pan-European fragmentation
- Follow strategic and long-term industry goals
- Technology agnostic regulation
- Re-use existing building blocks



Thank you!

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