Zwipe is pioneering the next generation contactless payments experience, providing biometric payment cards and wearables that enable consumers to authorize transactions with their fingerprints without compromising their privacy.

Zwipe Insights is a market analysis of payment habits and how they link to consumers’ desire and willingness to have safer and more secure payments in-store.

In June 2021, over 200 Romanians were surveyed, 41% between the ages of 18-29, 25% between the ages of 30-44, 31% between the ages of 45-60, 3% ages 60+.
Respondents’ profile

GENDER
- Male: 50%
- Female: 50%

AGE
- 18-29: 41.2%
- 30-44: 25.2%
- 45-60: 30.8%
- 60+: 2.8%

INCOME
- 1000 - 3000 RON: 37.7%
- 3001 - 5000 RON: 31.7%
- 5001 - 7000 RON: 16.1%
- 7001 - 9000 RON: 6.5%
- 9001 - 11000 RON: 8.0%
We asked two screening questions to make sure that the participant was (i) Comfortable taking the survey in English and (ii) If they had paid with a contactless card the last month.

212 participants qualified as they answered a YES to both the screening questions.

Are you comfortable taking this survey in English?

- 71% Yes
- 29% No

Have you paid with a contactless payment card in the last month?

- 81% Yes
- 19% No
Cards remain the most preferred payment method

In a store, what is your preferred method of payment?

<table>
<thead>
<tr>
<th>TYPE OF PAYMENT</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank Debit or Credit card</td>
<td>63.0%</td>
</tr>
<tr>
<td>Smartphone (e.g., Apple Pay)</td>
<td>28.8%</td>
</tr>
<tr>
<td>Using a watch, key chain or ring that is enabled to make payments</td>
<td>0.5%</td>
</tr>
<tr>
<td>Cash</td>
<td>7.7%</td>
</tr>
</tbody>
</table>
Contactless card is the most popular way of paying

When making payments at the checkout counter, how often do you use a contactless card?

- Always or almost always: 72.6%
- Sometimes, now, and then: 25.5%
- Never: 1.9%
73% consumers are concerned when touching the payment terminals due to risk of infection

When considering COVID-19, how concerned are you about the risk of infection when it comes to touching the payment terminal and entering your PIN?

34.6% I am very concerned
38.5% I am somewhat concerned
20.7% I am not concerned
6.3% I've never thought about it
Consumers strongly prefer a payment card that eliminates PIN Codes and still delivers stronger security

When looking at payment security concerns, what statement do you most identify with?

- I would prefer payment methods with transaction limits and more security, as I am willing to have less convenience for more security: 28.8%
- I would prefer to use a payment method that delivers MORE SECURITY, eliminating the need for signature or entering PIN codes that only the rightful owner can use: 48.1%
- I would prefer there be no transaction limits and NO ADDITIONAL security on my payments: 23.1%
68% consumers want a completely touch-free checkout experience

If your bank offered you a payment method which would completely remove the need to touch the payment terminal or to provide a signature for all transactions, would you be interested?

- I would be interested, and I would consider paying for such an option: 12.0%
- I would be interested in a new payment method that offers a completely touch-free experience: 56.3%
- No, I would prefer using my current payment card: 31.7%
Almost 7 out of 10 consumers were not aware of Biometric Payment Cards before watching the video. After watching the video, almost 9 out of 10 consumers express interest in this card.

Were you aware of Biometric Payment Cards before seeing this video?

Based on what you’ve seen in the video, would you be happy for your next payment card to be a Biometric Payment Card?
61% of Consumers are willing to pay separately for Biometric Payment Cards

If your bank / financial service provider offered a Biometric Payment Card which ensured 100% touch-free payments whilst ensuring higher security and greater convenience, would you be willing to pay for such a payment card?

- 5 - 9 RON monthly fee alongside other cardholder benefits: 27.4%
- 2 - 5 RON monthly fee without any additional benefits: 18.9%
- 1 - 2 RON monthly fee without any additional benefits: 14.4%
- Expect this be included as part of your existing annual fees: 39.3%
71% of respondents will consider switching their bank to order Biometric Payment Cards; 89% want their Biometric Payment Card within the next 12 months

If you were offered a Biometric Payment Card by a bank/financial service provider that was not your primary provider, would you consider switching to a new provider that did offer them?

- YES: 71%
- NO: 29%

When would you like a Biometric Payment Card to be offered to you?

- I am not sure / am not interested in receiving one: 10.9%
- Sometime within the next 6-12 months: 21.9%
- Within the next 6 months: 28.4%
- Now or as soon as possible, it is amazing: 38.8%
In comparison, 71% of respondents will consider switching their bank to order Biometric Payment Cards in Romania. In Norway, only 49% will do the same.
Further, in comparison to 71% in Romania, 45% and 48% consumers respectively in the US and UK would consider switching to a new provider

If you were offered a Biometric Payment Card by a bank/financial service provider that was not your primary provider, would you consider switching to a new provider that did offer them?

USA

- YES: 45%
- NO: 55%

UK

- YES: 48%
- NO: 52%
89% would like to participate in a Biometric Payment Card pilot

Would you be willing to participate in a Biometric Payment Card pilot/ market trial?