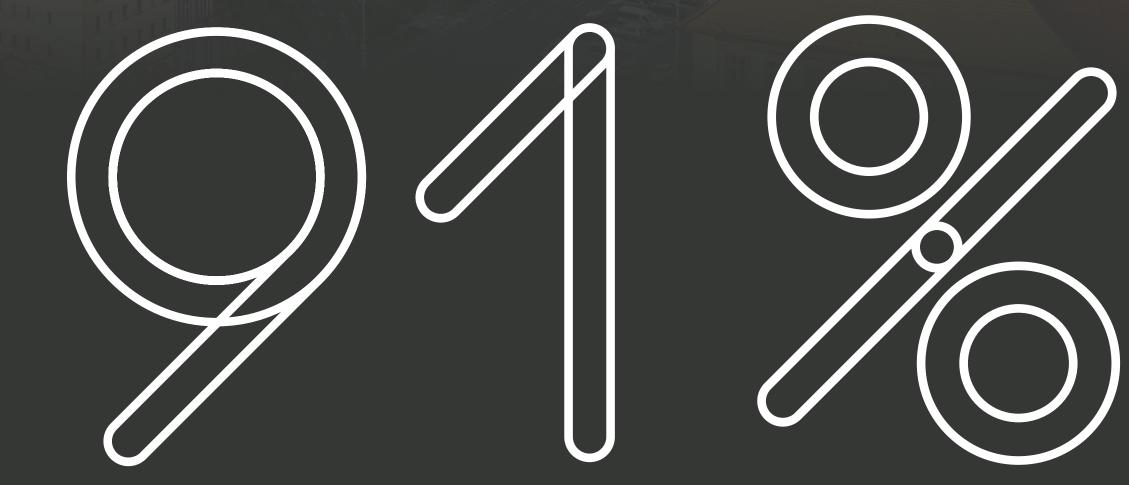
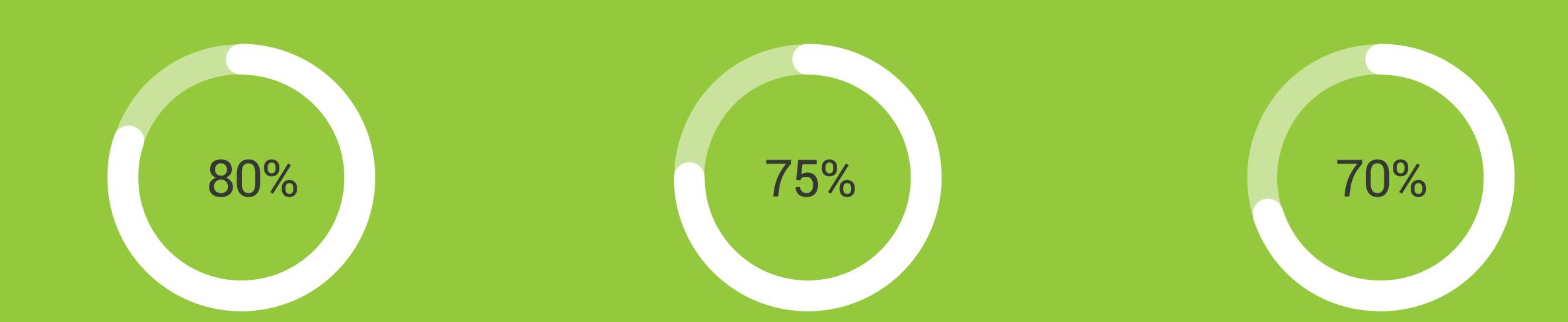
### Transforming payments to avoid revenue loss in Germany

Infographic | Emerchantpay

91% of payment leaders in Germany admit to be losing up to 10% of revenue due to payment pitfalls, according to emerchantpay's latest research among over 198 senior payment leaders in Germany. Unoptimised payment strategies can lead to substantial revenue losses and organisations are under greater pressure to take action or risk lagging their competition.



# Industries losing up to 10% in revenue in Germany due to inefficient payments



# Top three concerns about payments performance



### **Consumer expectations**

Shifting consumer demands on payment preferences is a top consideration for organisations in Germany over their payments performance.



### Payment data

Quality insights yielded from in-depth payment data are the second most crucial concern for payment professionals.



### New payment methods

Implementing new payment methods is another key concern for payment leaders in Germany when it comes to optimising payments.

### Barriers to optimised payments performance



### 43%

### **Regulation and compliance**

Almost half (43%) of payment leaders reveal that changing regulation and compliance take too much time and focus, impeding payments performance.

### 909 099

### 39%

## Shortage of quality payment data

Our research uncovered that nearly four out of ten (39%) payment leaders cannot measure impact and ROI due to a lack of high-quality data to inform business



### 34%

### Lack of in-house resources and skills

Lack of in-house resources and skills stands as a blocker to optimised payments performance for one in three (34%) payment leaders.



L L L

Actions that could enable payments performance optimisation

40%

### Payment routing optimisation

40% of payment leaders stated that their organisation could improve payment performance by optimising payment routing (domestic, multi-region and routing to multiple acquirers through one payment gateway).

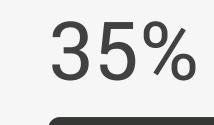


### 36%

### Analysing payment data

Payment data analysis to identify payment shortcomings and better understand the customer journey could facilitate optimised payment performance for 36% of payment leaders.





### Reducing checkout friction

Around one in five (35%) payment leaders acknowledge that they could optimise payment pages to minimise checkout friction and ensure an improved payments performance.



How emerchantpay can help organisations enter the Great Payments Transformation



of organisations in Germany stated that dedicated 1:1 support from their payment service provider is important to them. emerchantpay is a leading global payment service provider that works with businesses of all sizes to optimise payments and increase conversions. Our local team of payment experts in Germany have extensive knowledge and experience within the DACH market to help merchants across industries maximise their revenue and navigate regional payment habits.

### We can support you through:



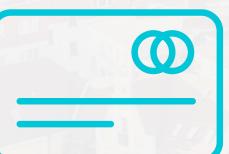
#### **Robust acquiring services**

for optimised payment acceptance locally and cross-border.



#### Strategic advisory and

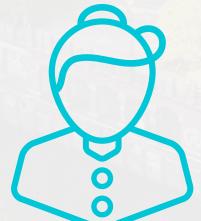
data-driven insights on how to improve your payment performance and increase your bottom line.



More than 300 ways for your customers to pay.



#### Advanced real-time fraud monitoring tools to manage risk and safeguard your transactions and revenue.



### A dedicated Account Manager

with sector-specific experience to support you with day to day queries.





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