

# Pre-Paid Cards in Malaysia

November 2023

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#### **KEY DATA FINDINGS**

#### 2023 DEVELOPMENTS

Positive growth in the use of charge cards due to rebound in travel

Charge card players remain very thin on the ground in Malaysia

Buy Now Pay Later (BNPL) alternatives increase the pressure on charge cards

## PROSPECTS AND OPPORTUNITIES

Charge cards is expected to remain a limited category in the forecast period

Travel-related expenses are likely to account for the highest usage of personal and commercial charge cards

Strong competition between credit cards and charge cards is expected to be a persistent trend in financial cards in Malaysia

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#### 2023 DEVELOPMENTS

Consumer spending through credit cards grows in 2023 as the reopening of society sparks usage

New product innovation with travel-related benefits to meet rising travel needs

Rising trend of virtual credit cards and mobile payments in conjunction with surging number of tech-savvy consumers

#### PROSPECTS AND OPPORTUNITIES

Positive outlook for personal and commercial credit cards

Credit card players compete strongly with Buy Now Pay Later (BNPL) through the offer of more interest-free options Partnerships and personalised benefits and features to add dynamism to the credit card offer

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Convenience and time-saving benefits have a push-pull effect on debit cards

Commercial debit cards see greater usage with the resumption of normal business activities

#### PROSPECTS AND OPPORTUNITIES

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## Pre-Paid Cards in Malaysia - Category analysis

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Open loop pre-paid cards gain traction fast through use for parking and motorway facilities but closed loop pre-paid cards face strong competition. The interest in pre-paid cards benefits strongly from the changing digital payment landscape

Partnership with Visa spurs Touch 'n Go

## PROSPECTS AND OPPORTUNITIES

Additional payment methods for major tolls and motorways are set to change the landscape of pre-paid card payments

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