

This report looks at the following areas:

- The impact of COVID-19 on the payments market.
- Frequency of use for consumer payment methods.
- Preferred payment methods for different transactions.
- Preferences in paying individuals.
- Important factors when selecting payment options.
- Consumer attitudes towards payment methods and payment innovations.

25% of consumers are interested in learning about paying in cryptocurrency, rising to 49% of 18-24 year olds. While cryptocurrency predominantly remains a niche investment product in the UK, payment products such as BottlePay and Cash App are set to bring bitcoin payments to a wider audience. However, it will take considerable time for cryptocurrency to become a viable payment method for many due to the unfamiliarity of the product and price volatility of the tokens.

The high levels of inflation and surging energy prices are likely to lead to many households cutting back on non-essential spending. For the payments market there will be an emphasis on tools to track spending and this could promote digital methods over cash. With uncertainty over rising bills, clear communication on new prices will be required from energy providers to avoid households switching away from direct debits and towards card payments, avoiding expected large sums being removed from their accounts.

Cash continues to play an important role in the payments market and will do for some time to come. However, its decline is set to continue as the convenience, speed and expenditure-tracking benefits of digital payments continue to capture a larger part of the market. The increase to the contactless limit will see contactless card transactions continue to account for the majority of card purchasing moving forwards.



"Contactless card payments have accelerated due to the pandemic and the increase in transaction limits. Despite cash usage declining significantly, it will continue to play an important role for the foreseeable future with consumers prioritising familiarity."

Adrian Reynolds, Senior
 Analyst – Financial Services

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	s +1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Consumer Payment Preferences - UK - 2022

Report Price: £2195 | \$2995 | €2600





The shift towards digital payment methods provides strong opportunities for NFC-enabled devices that can offer mobile payments. The rising use of smartwatches will promote mobile wallets such as Apple Pay and Google Pay, with the latter set to become integrated into future Fitbit smartwatches. Smart jewellery such as payment rings will also offer convenient payment innovation, with devices such as RingPay not requiring charging.

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



Table of Contents

OVERVIEW

- Key issues covered in this Report
- COVID-19: market context
- Economic and other assumptions
- · Products covered in this Report

EXECUTIVE SUMMARY

- The market
- Contactless transactions will continue to expand due to speed and convenience

Figure 1: Category outlook, 2022-26

Debit cards are the most common payment method as cash use declines

Figure 2: Payment volumes, by payment type, 2015-20

 Inflation reaches highest level in 30 years and is set to grow further

Figure 3: CPIH and CPI, 12-Month Rates, 2018-21

- Companies and brands
- Visa credit cards will still be accepted on Amazon after talks with the retailer
- BNPL operators look to expand offline with card payments
- Monzo and Santander enter the BNPL space
- The consumer
- Debit cards are the most regular payment method
 Figure 4: Weekly payment methods, 2021
- BNPL set to become a more attractive option in-store
 Figure 5: Preferred payment method by transaction type,
 2021
- Group bill innovations can help build credit history for sharers

Figure 6: Paying individuals, friends and family, 2021

 The focus on familiarity means innovations will take time to gain traction

Figure 7: Important factors when choosing payment options, 2021

- Offer consumers more autonomy over contactless limits
 Figure 8: Attitudes towards contactless payments, 2021
- Half of 18-24s are interested in learning about cryptocurrency payments

Figure 9: Attitudes towards payment innovations, 2021

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



ISSUES AND INSIGHTS

- Offer consumers more autonomy over contactless card limits
- The expansion of BNPL products must be designed to benefit consumers as living costs surge
- Strong interest in cryptocurrency will not translate into a common payment method for the foreseeable future

MARKET BACKGROUND

- The five-year outlook for consumer payment preferences
 Figure 10: Category outlook, 2022-26
- Debit cards are the most common payment method as cash use declines
- Cash still plays an important role despite the decline in usage
- There are 98 million debit cards in use in the UK
- Open Banking can drive the use of faster payments
 Figure 11: Payment volumes, by payment type, 2015–20
- New £100 limit is boosting an already surging contactless market

Figure 12: Contactless payments, 2015-20

- Bank branch closures bringing renewed focus on access to cash
- FCA and PSR focused on limiting the impact of branch closures
- Post Office agreement looks to boost cash access
 Figure 13: Cash machine numbers, 2000-21
- Open Banking usage is accelerating

MARKET DRIVERS

- Inflation reaches highest level in 30 years and is set to grow further
- Bank of England increases interest rates as inflation soars
- Pressure to focus on essential items could bring new measures of inflation

Figure 14: CPIH and CPI, 12-Month Rates, 2018-21

Overdraft borrowing expense could drive deferred payment options

Figure 15: Monthly interest rate of UK monetary financial institutions Sterling overdraft for households, 2018–21

- COVID-19 continues to impact consumer cash usage
 Figure 16: COVID-19 and cash usage, 2020-22
- Fuel costs the leading concern as the energy price cap rise approaches

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



- Bank of England warns of decline in living standards in 2022
- Food and drink prices likely to become a bigger issue
 Figure 17: Factors impacting financial situation, 2021–22
- Credit card rose post-lockdown but will face competition from BNPL

Figure 18: Monthly changes of total sterling net credit card lending to individuals (in sterling), not seasonally adjusted, 2018-21

REGULATORY AND LEGISLATIVE CHANGES

- National Insurance rate to rise 1.25 percentage points from April 2022
- FCA and Treasury increase contactless limit to £100
- PSR states it found no evidence to justify Mastercard and Visa fee rises
- PSR fines five companies in the prepaid cards market over £33 million
- Regulation of the BNPL sector expected in 2022 as consultation ends
- FCA to introduce Consumer Duty
- FCA delays SCA compliance for ecommerce until March 2022
- CMA delays introduction of Variable Recurring Payments (VRPs)
- Cryptocurrency exchanges coming under scrutiny of Advertising Standards Authority ...
- ... while bitcoin tipping app BottlePay receives approval from the FCA
- FCA intervenes at digital payments company Viola Money
- House of Lords says no to Britcoin

COMPETITIVE STRATEGIES

- Visa credit cards will still be accepted on Amazon after talks with the retailer
- BNPL operators look to expand offline with card payments
- Klarna launches BNPL credit card

Figure 19: Klarna Card

- Laybuy and Clearpay release virtual cards to boost in-store usage
- NatWest introduces paying in cheques on smartphones
- More companies are expanding into cryptocurrency ...

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



- ... while high-street banks block payments to exchanges to limit consumer risk
- The increasing range of payment card designs must consider environmental impact
- Metal cards focus more on design and status
 Figure 20: Revolut Metal gold-plated card
- The sustainable payment card space is set to expand
- · Limited edition cards could increase plastic waste
- Tred and TreeCard look to find a market among ecoconscious cardholders

Figure 21: TreeCard wooden Mastercard

LAUNCH ACTIVITY AND INNOVATION

- Monzo enters the BNPL space with Monzo Flex
- Santander is quick to follow with the launch of Zinia
 Figure 22: Santander's Zinia app
- Amazon partners with Barclays to offer BNPL
- BNPL provider Laybuy launches app-exclusive shopping
- Keebo credit card targets "credit invisibles"
- Checkout-free supermarkets could drive change for in-store payments

Figure 23: Sainsbury's SmartShop Pick & Go

- Payments companies targeting younger consumers and teenagers
- Block's Cash App expands to the 13-17-year-old market
- Revolut Junior adds Apple Pay functionality
- Block's Cash App adopts Lightning Network for free bitcoin payments
- Cryptocurrency wallet Zumo launches card payments
- MoonPay and Mastercard expand card payment options for NFTs
- Growth in smart jewellery could disrupt the payments market

PAYMENT METHOD FREQUENCIES

- Cash continues to play important role despite decline
 Figure 24: Payment method frequency, 2021
- Debit cards are the most regular payment method
 Figure 25: Weekly payment methods, 2021
- Credit and charge cards are used most regularly by older demographics

Figure 26: Frequency of using credit/charge cards, by age, 2021

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Consumer Payment Preferences - UK - 2022

Report Price: £2195 | \$2995 | €2600

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



Buy now, pay later growth has focused on younger Brits
 Figure 27: Frequency of using Buy Now Pay Later services, by age, 2021

Strong potential to expand mobile wallets among older consumers

Figure 28: Frequency of using mobile wallet payments, by age, 2021

PAYMENT PREFERENCE BY TRANSACTION

- Debit cards are the preferred option for in-person payments
- ... except amongst 18-24 year olds
- BNPL set to become a more attractive option in-store
 Figure 29: Preferred payment method, by transaction type,
 2021
- Credit cards lead the way for larger online purchases ...
- ... although 16-24 year olds prefer online wallets
- Debit cards are preferred for small online purchases by all except the over-55s

Figure 30: Preferred payment method for online transactions under £20, by age, 2021

- Bank transfers are leading most transactions to individuals
- Bill splitting tools have become an important part of mobile banking ...
- ... and must be expanded to recurring payments to cater for flatshares
- Group bill innovations can help build credit history for sharers

Figure 31: Paying individuals, friends and family, 2021

IMPORTANT FACTORS WHEN CHOOSING PAYMENT OPTIONS

 The focus on familiarity means innovations will take time to gain traction

Figure 32: Important factors when choosing payment options, 2021

• Speed is the leading factor for 18-34 year olds

Figure 33: Important factors when choosing payment options, by age, 2021

Emphasise speed and purchase protection to satisfy consumers

Figure 34: TURF Analysis – Consumer Payment Preferences, November 2021

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



ATTITUDES TOWARDS PAYMENT METHODS

- Notes in circulation grow despite declining cash use
- The pandemic has increased the holding of cash for emergencies
- Stores should be prepared to take cash where possible
 Figure 35: Attitudes towards cash payments, 2021
- · Offer consumers more autonomy over contactless limits
- Face masks in-store have made mobile payments more of a hassle
- The majority of Brits want to set their own contactless limits
 Figure 36: Attitudes towards contactless payments, 2021
- · Four in five Brits are confident about alerting banks to fraud
- Half of 18-44s say payment habits have changed permanently during the pandemic
- Rising bills must be communicated effectively to avoid a shift away from direct debits

Figure 37: Attitudes towards payment behaviours, 2021

ATTITUDES TOWARDS PAYMENT INNOVATIONS

- New payment methods must differentiate to build interest
- Cryptocurrency will take time to grow as a viable payment option
- Half of 18-24s are interested in learning about cryptocurrency payments
- New payment options are on the horizon but banks have avoided the sector
- · Visa highlights global growth of cryptocurrency payments
- Cryptocurrencies must utilise clean energy to appeal to environmentally-conscious consumers

Figure 38: Attitudes towards payment innovations, 2021

- Strong potential to expand QR code payments among younger Brits
- QR code usage surged during the pandemic
- Integrate QR code payments into apps to drive usage among younger Brits
- Financial stability could drive interest in new payment methods

Figure 39: Consumer Payment Preferences – CHAID – Tree output, November 2021

APPENDIX – DATA SOURCES, ABBREVIATIONS AND SUPPORTING INFORMATION

- Abbreviations
- Consumer research methodology

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Consumer Payment Preferences - UK - 2022

Report Price: £2195 | \$2995 | €2600

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



TURF analysis – Methodology

Figure 40: Table - TURF Analysis - Consumer Payment Preferences, November 2021

CHAID analysis - Methodology

Figure 41: Consumer Payment Preferences – CHAID – Table output, November 2021

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



About Mintel

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit mintel.com.