

# Visa signs up new partners to make it easier for fintechs to issue plastic and digital payment cards

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*New partnerships cover 12 markets across Asia Pacific*

Visa, the world's leading digital payments technology company, has announced a series of new partners that will make it easier for fintechs to issue payment cards in physical plastic or digital formats.

The four new partners have joined the [Visa Fintech Fast Track](#) program and will collaborate with Visa to enable faster go-to-market for fintechs that want to build, test and launch new payment solutions. Fintechs will be able to connect with payment processors to deploy new solutions at speed across 12 markets in Asia Pacific, including Australia, Hong Kong, India, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, South Korea, Thailand, and Vietnam.

These new Visa partnerships mean that fintechs can work with a single partner to issue new payment solutions across multiple markets in Asia Pacific. The partners are certified in the following Visa digital capabilities:

- Issuing a Visa credential into a mobile wallet, giving users the ability to use a digital card on their phone to make payments at the 54 million merchant locations worldwide that accept Visa
- Enabling frictionless, secure transactions in mobile and ecommerce environments with Visa Token Service, an added layer of payments security
- Supporting frequent travellers with multi-currency capability to enable seamless payments across borders
- Pushing payments to other financial accounts via the secure, convenient, real-time funds delivery offered by Visa Direct

Chris Clark, Regional President, Asia Pacific, Visa, said, "These partners will provide fintechs with a faster, easier way to access Visa's global network and get new payment solutions into their customers' hands, whether on a physical card or in a digital wallet. Through working with Visa's issuer processor partners, fintechs can extend their reach into new markets or customer segments."

The new partners include:

**Episode Six:** Episode Six provides a global, next-generation financial technology platform for creating innovative and differentiated financial and payments products for businesses and consumers. The platform is designed to be a future-proofed solution for companies that license it, offering unparalleled product customisation and on-demand product management capabilities.

**Euronet Worldwide:** Euronet's industry-leading Digital Integrated Payments Cloud (DIPC), based on a full stack open APIs and microservices, is backed by on-ground presence including four data centres in all major markets across Asia Pacific that provide end-to-end business and technical operations support so that fintechs can concentrate on their core businesses.

**Global Processing Services (GPS):** GPS is the driving force behind the digital banking customer experience globally. With a history of working with leading brands, including Revolut, GPS has become known as The Paytech Pioneer™, enabling innovative and flexible solutions via over 100 APIs and the Apex platform. As they move into Asia Pacific with their newest hub in Singapore, their technology will continue to power fintechs, digital banks and e-wallet providers enabling them to differentiate and grow internationally.

**M2P Solutions (YAP):** backed by leading issuers in the region, YAP's innovative platform is the first in Asia that offers a suite of Visa products across credit, debit or prepaid over a bundle of Rest APIs. 100+ fintechs leverage the YAP platform, cutting across a variety of products and services.

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