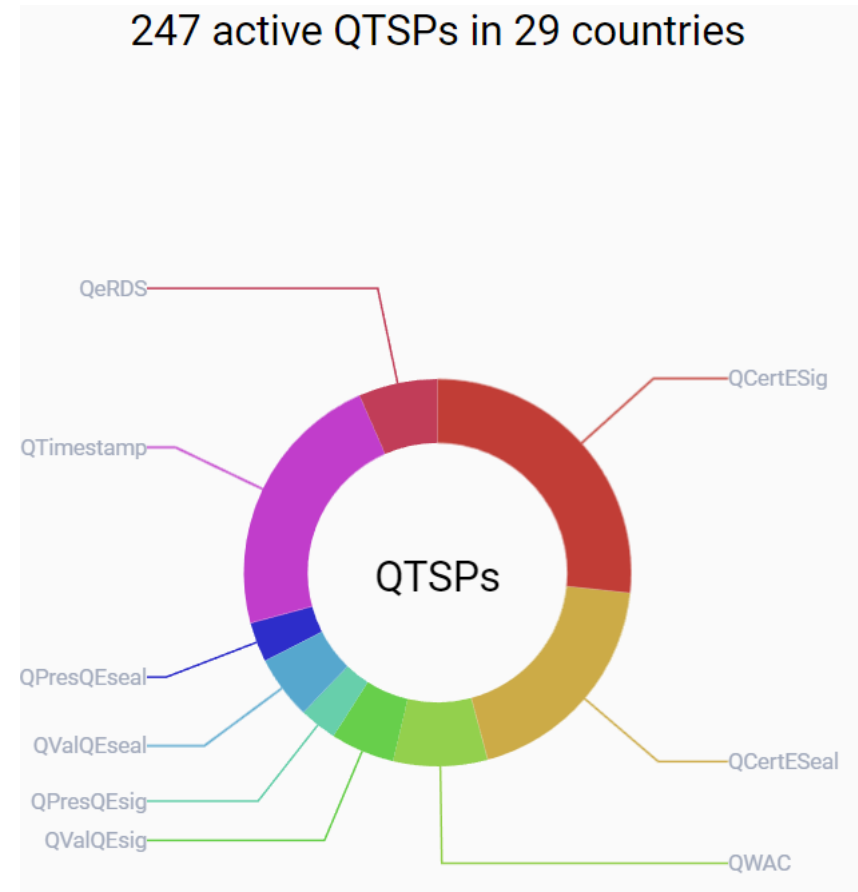


# Quantifying the qualified market

FRANZISKA GRANC, SENIOR PROJECT MANAGER

# Challenges in Quantifying the Qualified Trust Services Market

- 25 years of regulation – harmonized across Europe for more than a decade,
- but still heterogenous landscape of QTSPs with varying service offerings and regional focuses.
- Limited availability of reliable market data



# EU survey: Quantifying the qualified market (September 2024)

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- The survey is addressed to **qualified** trust service providers.
- Survey is still ongoing
- The following results are preliminary results
- The final results will be incorporated in a short study and published free of charge at the VSDI e.V. website

Disclaimer: The survey is a first approach to gain more knowledge and understanding about the value of the QTSP market – **it is an ongoing process and much more work needs to be done.**



# Quantifying the qualified market

## Overview of QTSP Regions and Service Offerings

### REGIONS WHERE THE QTSPS ARE ACTIVE



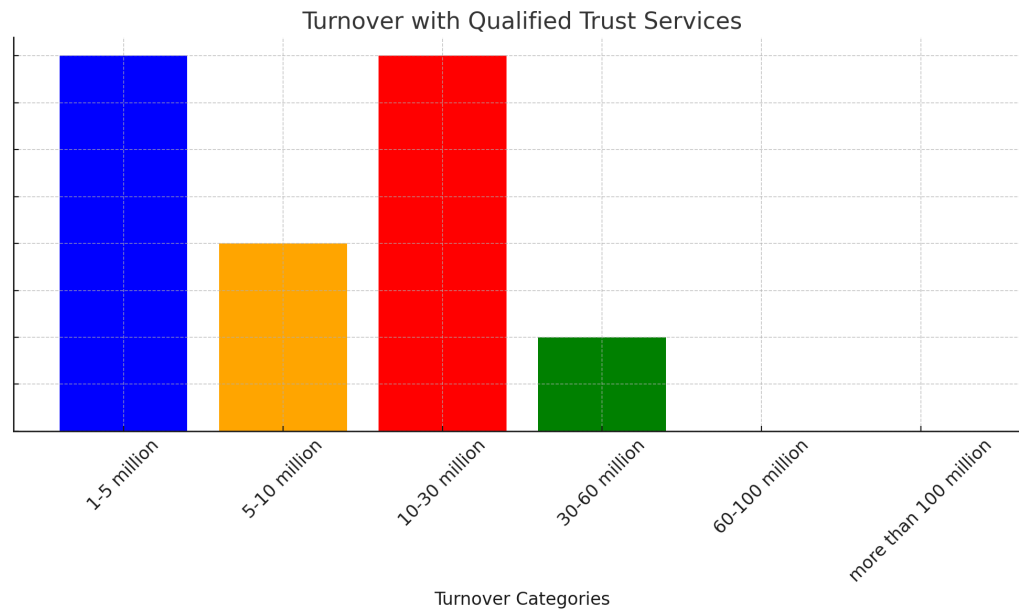
### SERVICES THEY OFFER

1. Qualified certificate for electronic Signature / Qualified time stamp
2. Qualified certificate for electronic seal
3. Qualified preservation service for qualified electronic signature and seal / QWAC
4. Qualified validation service for qualified electronic signature / qERDS

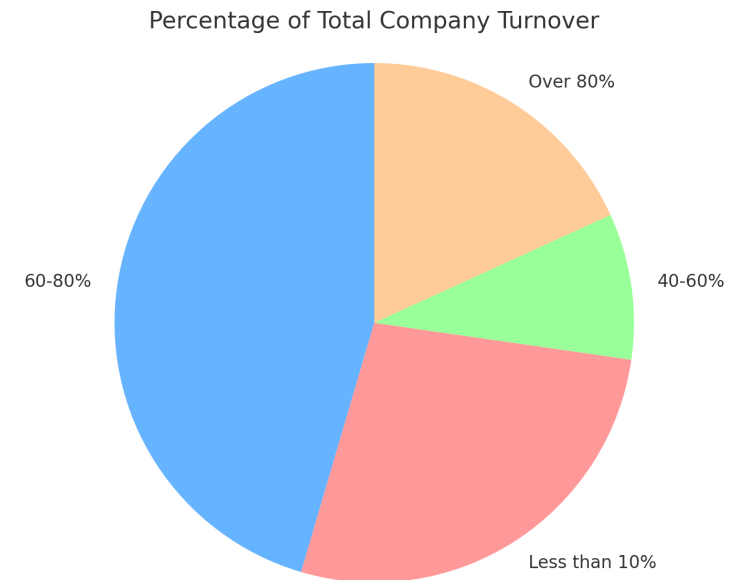
# Quantifying the qualified market

## Turnover from Qualified Trust Services in relation to total company revenue

TURNOVER WITH QUALIFIED TRUST SERVICES



PERCENTAGE OF TOTAL COMPANY TURNOVER



# Potential market barriers for QTSPs

How would you evaluate the obligation to provide QES for natural persons free of charge for your business?

No risk



High risk

How do you see the risk of national specific regulations in the context of eIDAS 2.0 that could lead to potential market barriers? (E.g. NIS 2)

No risk



High risk

How present will international (non-EU) providers be in the EU market for qualified services in the future?

Marginal



above average

# Future developments of the QTSP market

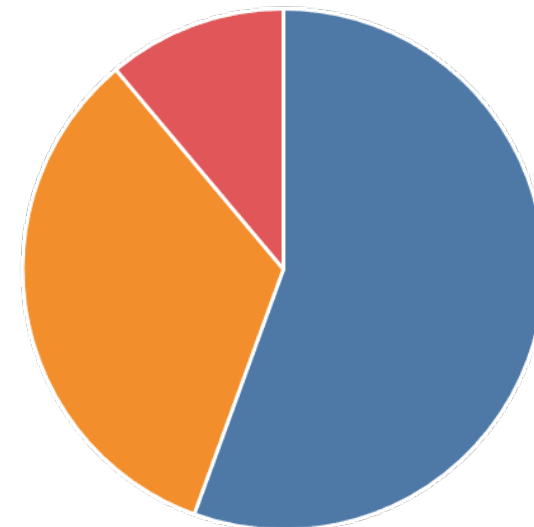
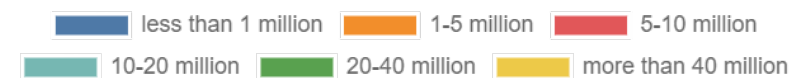
## New trust services

- (Qualified) Electronic Attestation of Attributes
- EUDI Wallet
- Archiving

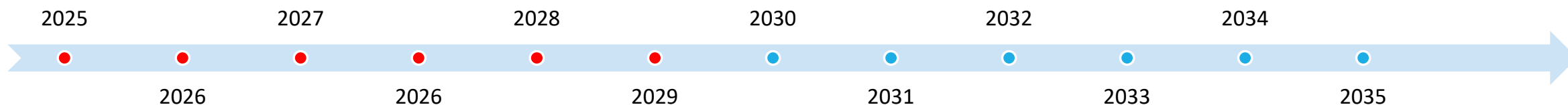
## New Business developments

- Trust Services as a Service
- Remote Services
- Integrated services along the value chain
- Market concentration through M&A

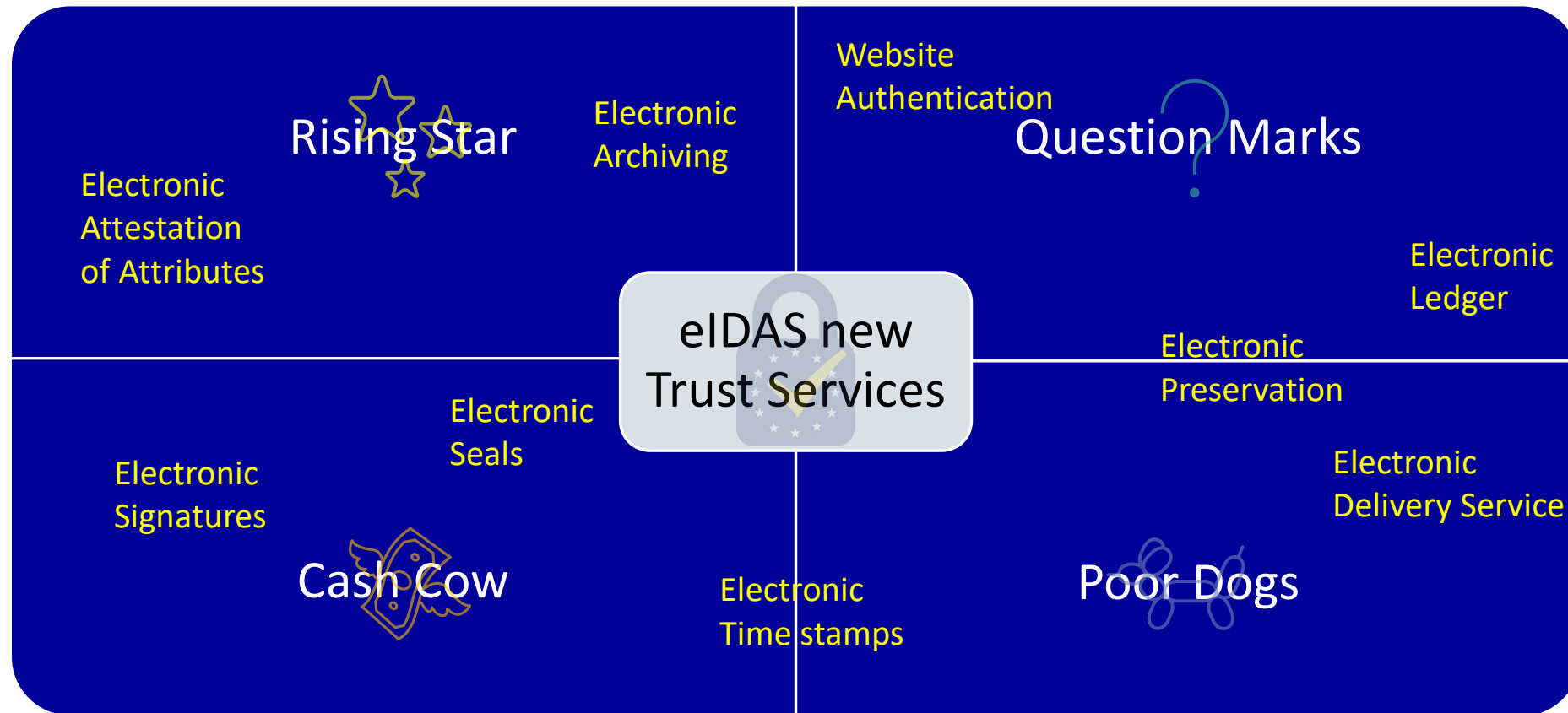
## Estimated investment volume



## Time to market



# eIDAS trust services forecast 2026



# Take away: Learn from existing business models in other sectors and create incentives for the solutions you are building

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## Example: PayPal

- 400.000.000 Users worldwide
- 30.000.000.000 Revenue 2023
- PayPal receives ~0,39 € fixed per transaction and +/- 2,99% of the whole transaction.
- Commercial clients include the payment fees in their product/service prices.
- User pays *indirectly* for the service.
- PayPal transactions between to natural persons are free of charge.

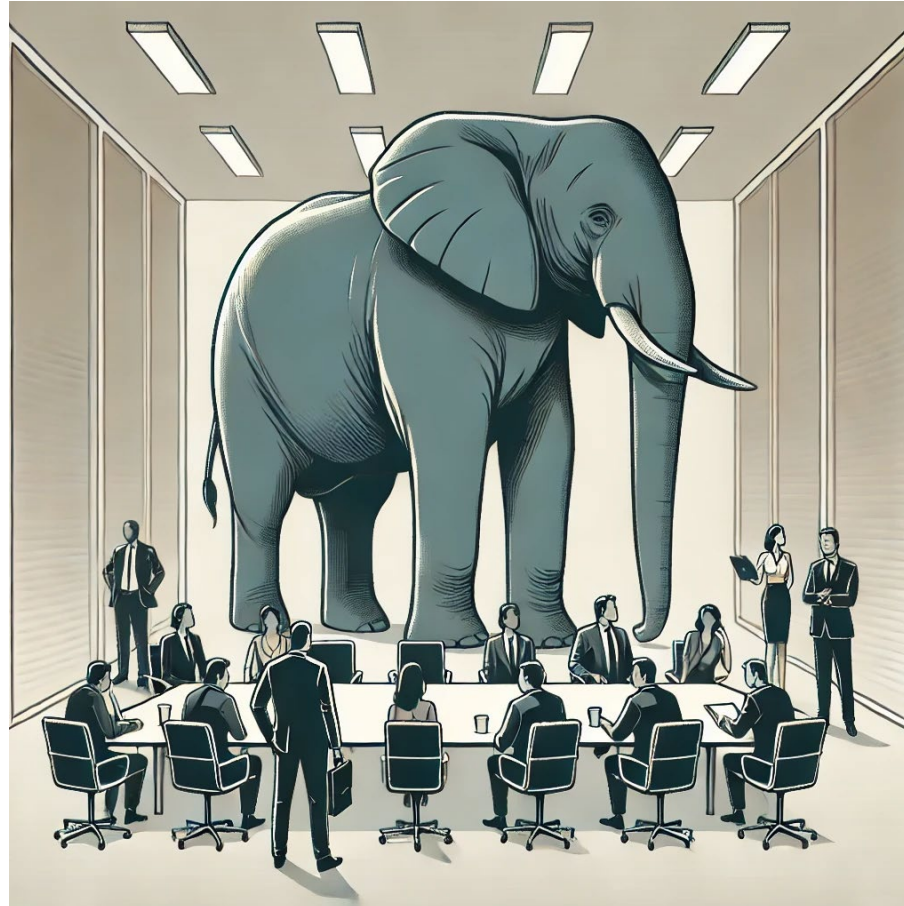


Source, interesting short-film from ZDF: <https://www.zdf.de/verbraucher/wiso/paypal-klarna-gebuehren-100.html>

# The big elephant in the room

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Total market volume for  
Qualified Trust Services



Thank you!

FEEL FREE TO  
REACH OUT TO  
US



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Managing  
Director &  
Senior Expert



**Franziska Granc,**  
Senior Project  
Manager

