



X-BORDER PAYMENTS OPTIMIZATION TRACKER

A MONTHLY UPDATE ON THE TRENDS AND PLAYERS
DRIVING CROSS-BORDER PAYMENTS

OCTOBER 2015



Creating Trade's New Red Corridor

Having access to the Chinese and Russian consumer who wants to pay online could be comparable to hitting a treasure before someone else finds it.

This February, Mozido acquired [PayEase](#), one of 22 payment processing companies in China with an approved license. PayEase provides an array of services, including mobile payment solutions, Internet banking and mPOS terminals, allowing foreign merchants to do business in a seamless manner.

Last month, the company launched [TradeEase](#), a cross-border eCommerce platform between China and Russia. The platform is expected to have 800 Chinese online shops and over 100,000 Russian consumers are predicted to be active in the first quarter of the launch.

One small step for the business could be a significant leap for international trade. As countries grapple with rapidly proliferating demand and aim to create a market with establishing supply, there are many regulatory hoops they have to jump through.

An initiative like this could provide the necessary impetus for market growth. Russia's eCommerce [sector](#) (totaling 10.4 billion euros) is only 2 percent of the total retail market. And studies show 69 percent of users prefer transacting in cash, with a mere 10 percent paying with a credit card. A platform that eases the payment process could probably make more users comfortable shopping online.

China, on the other hand, loosened its [grip](#) over the payments industry only last year when the government realized that opening up an economy means letting go of monopoly. By allowing qualified domestic and foreign firms to set up bank card-clearing operations, the country set in motion an expansion of companies that enable and build the infrastructure that's necessary for cross-border trade.

And this was a necessary call to be acted upon — a World Trade Organization panel [found](#) that China's policies didn't provide equal treatment to foreign credit-card and debit-card issuers. Additionally, China needs to woo investors to its [economy](#), now more than ever. When the technology and the market is ready, money will flow.

Michael Liberty, founder of Mozido, however, has a pragmatic, workable solution to circumvent political and regulatory hurdles. More attuned to collaboration rather than collision.

“Like any big initiative, you look into it — the product and pricing, what you are trying to accomplish, the market opportunity,” he said. “You build the product first and take it to the regulators and ask them for their inputs [to] develop the perfect expression of a platform that meets their and the consumers' needs.”

Can this set the precedent for the modern trade boost consumption which determines the survival of large economies? Only time will tell. But for now, if Russia has to clock in the predicted 35 percent growth and if China wants to grow commerce, this might be a good way of finding out.

WHAT'S INSIDE

The population of Eastern Europe is 247 million — and 134 million are Internet users. Care to venture a guess as to how many shop online? The answer is 39 million.

There are many reasons why consumers are hesitant to shop online. On the surface, the problems are obvious: long delivery times, price discrimination, lack of options in payment methods, security concerns and a painful return process. But it is a symptom of a structure or, rather, the lack of one.

And these are just challenges from the consumer's perspective. For the merchants, their problems are bountiful too: high transportation costs, restrictive regulation, the tax regime specifically related to VAT.

A recent [survey](#) noted that companies spend 8,000 euros per member state just for registering and accounting for VAT. However, the European Commission for eCommerce is addressing this. As part of restructuring the tax, the EU Commission for eCommerce wants to create a Mini One-Stop-Shop (MOSS) to facilitate cross-border compliance, and many participants were in favor of its extension to the online sales of tangible goods. The commission also recommends simplifying audit for small businesses.

It is working toward eliminating VAT for small consignments and allowing countries to streamline their auditing process. And it is to be done because only 38 percent of European shoppers will even shop from other EU countries, let alone anywhere else. This challenge, however, is being turned into a lucrative [opportunity](#) — and since eCommerce is a low hanging fruit in the cross-border commerce tree, it has become the launchpad for companies to enter a new market.

The largest B2C eCommerce markets in Western Europe, the U.K. and Germany are attractive destinations for cross-border online shoppers around the world. Additionally, more than a quarter of all orders dispatched from online merchants in the U.K. were shipped internationally in June-August 2015 — and in Germany over half of online merchants were selling to more than one country internationally. And, in Eastern Europe, cross-border online retail sales to Russia more than doubled in 2014. AliExpress, the Chinese eCommerce giant, made significant inroads into Russia and Poland.

Ukraine took a first step to this end by liberalizing trade, specifically eCommerce, by proliferating payment methods and introducing [PayPal](#). eCommerce currently consists of only 2 percent of Ukraine's retail sales and the country hopes that this move will give them the much-needed boost.

Separately, the consumers who are willing to buy online will be assessed for their "risk" component as payments provider [PAY.ON](#) integrated [PayProtect](#) to protect online merchants from payment default through direct debit and open invoice payments that is rampant in countries like Germany, Austria and Switzerland. Risk management tool, PayProtect, carries out invisible background checks to determine the chances of default at checkout and offers alternative payment methods like credit cards or wallets. However, the silver lining (if one can see it) is that small markets such as Cyprus, Malta and Luxembourg boasted the highest cross-border online shopper penetration in 2014.

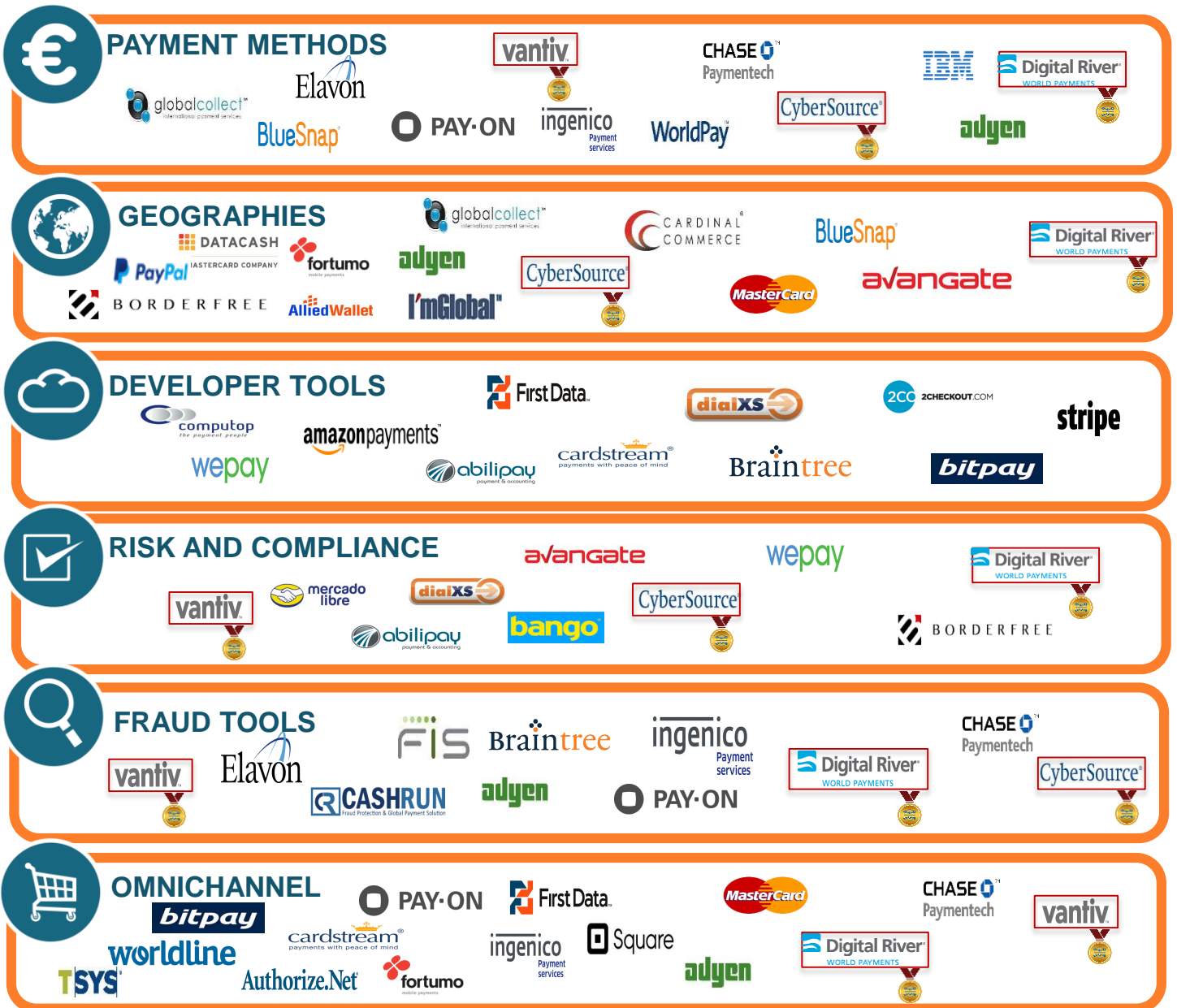
The X-Border October Tracker Updates

In this issue, we've profiled 50 global payment service providers, including five additions to the Tracker: BillPro, CardPay, Checkout.com, Computop and Worldline. Of these providers, Computop and Worldline broke into Top 10 scoring companies in one category. We also updated four players: Adyen, which saw updates to its locations as well as its plug ins, a factor that affected its score; IBM Payment Systems, which was updated with information on services provided; and Klarna and PAY.ON, which were updated with data on the providers' respective payment methods.

THE X-BORDER LANDSCAPE™

The X-Border Landscape™ is a graphic representation of the Top 10 payment service providers in five categories important to optimizing a merchant's cross-border payments operations. The highest ranked providers are listed to the right of the graphic.

Among the five new companies added to the tracker, **Computop** and **Worldline** broke into the Top 10 ranking.



* Braintree and PayPal are represented here as PayPal

Indicates top scoring company in at least 4 categories. *Top 10 are based on final scores. There may be ties in each position, creating more than 10 companies per category.

NEWS & TRENDS

PAYMENT METHODS NEWS AND TRENDS

SurveyMonkey taps Adyen for Global Payments

SurveyMonkey, the online [survey platform](#), partnered with Adyen to process payments in Brazil. One of largest global markets, SurveyMonkey has over 800,000 customers in Brazil who can pay in reais (R\$) using their Visa, MasterCard, American Express or Elo credit cards, as well as local bank transfers.

ONPEX enters Latin America, partners with EBANX

Online Payment Exchange, ONPEX has [partnered](#) with EBANX, an integrated financial services company providing eCommerce payment solutions in Brazil. EBANX offers an end-to-end payment solution across the entire eCommerce transaction flow, removing barriers for international merchants who want to access the Brazilian eCommerce market. ONPEX hopes for this partnership to provide a gateway to Latin America, the second fastest growing eCommerce market after China.

WorldPay chooses IPO over acquisition

After courting German online payments company Wirecard and PE firms Blackstone Group and Hellman & Friedman, U.K. payments company WorldPay has decided to go [public](#) in what will be the year's biggest IPO in the U.K. It plans to raise \$1.4 billion.

PAY.ON expands 'connector' network, adds payment methods

PAY.ON's connector growth platform added new alternative [payment methods](#) and providers. Among them is an integration with the Tenpay, whose digital wallet accounts for a 20 percent share of the Chinese eCommerce market. Others include AfterPay payment method in the Netherlands and Belgium, and bitcoin payment processor Bitnet.

Newegg chooses Payoneer for cross-border B2B payments

Newegg, the consumer electronics eCommerce marketplace, chose online payments company Payoneer to [simplify payouts](#) for its global sellers. The eCommerce site has around 3,000 sellers around the world and the biggest challenges they face are delays and high costs associated with cross-border money transfers.

Checkout.com enables cross-border merchants to accept iDEAL

Checkout.com, a shopping-cart and payment service provider, now enables its merchant clients to accept online payment method [iDEAL](#). The company said the partnership with the popular Dutch alternative payment provider will enable it to continue its European growth and make it easier for merchants that want to sell cross-border in the Netherlands.

Credorax joins Saxo Payments Banking Marketplace

Credorax, a global digital merchant acquiring bank, is now a partner in the Saxo Payments [Banking Marketplace](#), a conduit for bank transfers in multiple currencies. The Saxo Payment platform allows businesses to make transfers in real time for a fee. Credorax joins existing Saxo partners First Data, Tuxedo Money Solutions, Valitor and Allied Wallet.

Digital River partners with Chinese travel agency, Ctrip

Digital River, which provides Commerce-as-a-Service solutions partnered with Chinese travel agency, Ctrip processing credit cards, including Visa, Mastercard and UnionPay on its Singapore site. It plans to extend the [solution](#) to its Korean site to support local credit card transactions and wire transfers.



NEWS & TRENDS cont'd

GEOGRAPHIES NEWS AND TRENDS

Cross-border B2C expected to lead double-digit growth by 2017

Cross-border B2C eCommerce is projected to experience double-digit growth by 2017. The [“Global Cross Border B2C E-Commerce 2015”](#) survey says shoppers are motivated to buy directly from foreign online merchants due to better product availability and prices, while major hindrances are customs charges, higher shipping costs and longer delivery times. Major products purchased are clothing and footwear. Countries forecasts show:

- Asia-Pacific is predicted to become the largest region in global cross-border online retail, reaching a share of approximately 40 percent of all cross-border sales in the next few years, with China contributing a lion's share.
- Last year, U.S. online shoppers flocked to Canada and Latin America.
- Amazon's cross-border sales volume on its marketplace nearly doubled.
- In the EU, authorities are undertaking efforts to further spur cross-border online shopping.

Europe to have one-quarter share of cross border eCommerce by 2025

yStats launched a report on current development and trends on cross-border eCommerce in Europe, [“Europe Cross-Border B2C E-Commerce 2015,”](#) which revealed small markets such as Cyprus, Malta and Luxembourg boasted the highest cross-border online shopper penetration in 2014. Generally, the share of online shoppers in the EU buying online from other EU member states was higher than the share of those buying from the rest of the world. The largest B2C eCommerce markets in Western Europe were the U.K. and Germany. More than a quarter of all orders dispatched from online merchants in the U.K. were shipped internationally in June-August, 2015, and in Germany over half of online merchants were selling to more than one country internationally. In Eastern Europe, cross-border online retail sales to Russia more than doubled in 2014. Chinese eCommerce marketplace AliExpress significantly gained penetration in Russia and Poland.

25 percent of Polish consumers shop abroad

Market research conducted by firm Gemius mentions that around [25 percent](#) of Polish consumers shop online internationally. Most of the products purchased are clothes and accessories, but consumers also turn to the Web to purchase books, CDs, films and multimedia like apps and e-books. Major foreign websites used are eBay (25 percent), Amazon (11 percent) and AliExpress (7 percent). AliExpress allows consumers to purchase items directly in China, often with free delivery to Poland.

NEWS & TRENDS cont'd

GEOGRAPHIES NEWS AND TRENDS CONT'D

Mozido's PayEase platform opens China/Russia x-border commerce

A new service from a Mozido affiliate is breaking borders between [China and Russia](#). TradeEase, a platform created by PayEase, enables cross-border B2C eCommerce payments between the two countries. TradeEase enables those in Russia to sell through eCommerce sites to consumers in China. The platform features an offline-to-online (O2O) capability that provides a physical location where consumers can pick up their goods.

MasterPass grows steadily, clocks in 40 percent monthly growth

Digital wallet MasterPass has shown increasing use, with [40 percent monthly growth](#) over the last six months in Europe. This month, it was launched in six new European countries: Austria, Belgium, Germany, Greece, Italy and the Netherlands.

Klarna lands big retailer for U.S. m-commerce launch

Electronic payments solutions company Klarna announced Overstock.com will be its first major retail partner as the U.K.-based business brings its commercial [operations to the U.S.](#) The company will support Overstock's mobile buying experience, enabling the eCommerce site's customers to shop from their smartphones and tablets. With the launch, Overstock customers will have the ability to use Klarna Checkout for mobile Web guest purchases, but returning users who have used Klarna before can complete a purchase with one tap.

RISK & COMPLIANCE NEWS AND TRENDS

Ukraine opens up to eCommerce, brings PayPal to users

The Ukrainian Parliament and the Central Bank have worked to liberalize and [regulate](#) eCommerce in the country. The first step in that direction is the announcement that Ukrainians will now be able to use PayPal. This is expected to boost eCommerce, which now represents only 2 percent of total retail sales.

What's the biggest barrier for cross-border commerce? EU says it's VAT

Companies spend 8,000 euros per member state for registering and accounting for [VAT](#). It should be no surprise then that VAT is a major barrier to cross-border commerce. As part of an attempt to modernize the tax, the EU commission for eCommerce wants to create a Mini One-Stop-Shop (MOSS) to facilitate cross-border compliance and many participants were in favor of its extension to the online sales of tangible goods. The commission also recommends simplifying audit for small businesses.

NEWS & TRENDS cont'd

FRAUD TOOLS NEWS AND TRENDS

PAY.ON integrates PayProtect's risk assessment tool

PAY.ON has integrated [PayProtect](#) to protect online merchants from payment default through direct debit and open invoice payments that is rampant in countries like Germany, Austria and Switzerland. PayProtect, a risk management tool, carries out invisible background checks to determine the chances of default at checkout and offers alternative payment methods like credit cards or wallets.

OTHER NEWS AND TRENDS

Alibaba Group's logistics affiliate to work with USPS

Cainiao, Alibaba Group's logistics affiliate, and the United States Postal Service agreed to collaborate for expedited delivery of orders to the U.S. USPS will also work with Cainiao to expand its worldwide shipping capabilities, especially in South America.

Strategic partnership between METRO GROUP and Alibaba for eCommerce in China

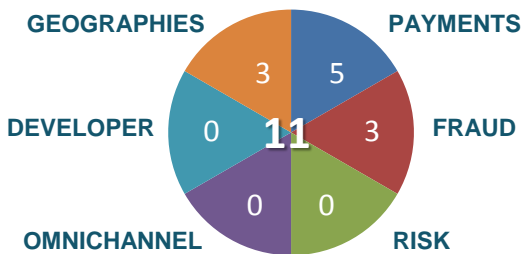
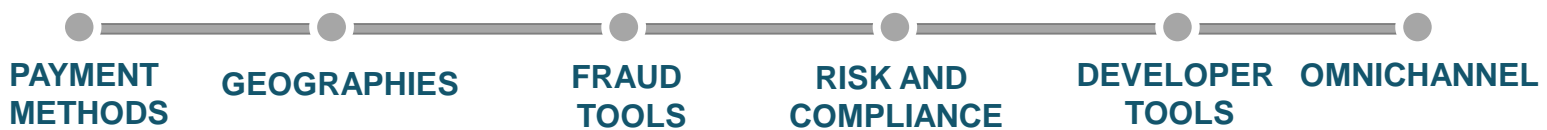
German retailing company METRO GROUP partnered with Alibaba to [promote business in China's](#) rapidly growing eCommerce market. METRO GROUP is launching its official flagship store exclusively on Alibaba Group's Tmall Global platform. The partnership will also explore further collaboration in sourcing, supply chain and big data.

PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER

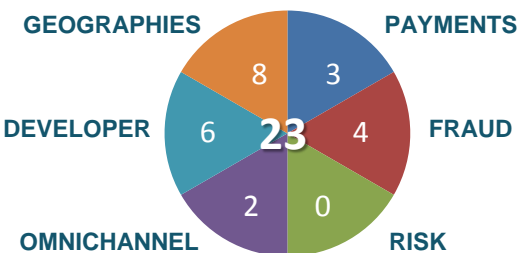
The PYMNTS.com X-Border Payments Optimization Tracker™ is designed to provide an organizing framework for evaluating the many players that provide cross-border merchant payment processing services.

Provider profiles include company overviews, the year the company launched, and number of customers and annual revenue, when available. Profiles also include a total score derived from quantifying the services offered in each of six areas important to cross-border payments:



LAUNCH DATE	1999
CUSTOMERS	100,000

2000Charge/Global Clearing Solutions specializes in alternative payment solutions, covering a broad spectrum of payment methods and target markets. Merchants view the company as a one-stop shop. 2000Charge provides a complete solution that includes integration, end user support, transaction management tools, geotargeting, fraud controls and much more.



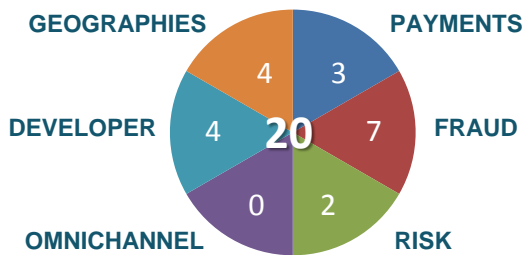
LAUNCH DATE	1999
CUSTOMERS	50,000
PRICING	2.9% + \$0.30

2Checkout is a global payments provider that makes it easy to accept payments from anyone, anywhere. Businesses and organizations can accept payments using eight payment methods and in 26 currencies, and settle in 25 home currencies. 2Checkout offers both hosted checkout forms and APIs, and integrates with more than 100 shopping carts.



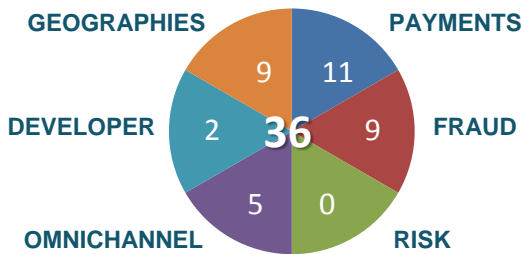
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LAUNCH DATE	2004
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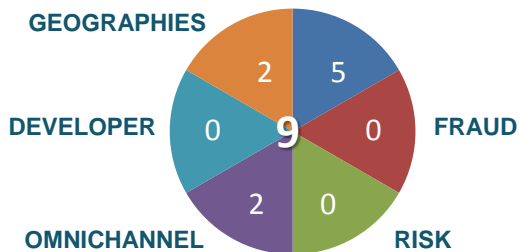
Abilipay Ltd. is a professional and experienced outsourcing service provider with a focus on payment processing, risk management, billing and credit control. The company's efforts are geared toward Web-based merchants, covering a wide range of payment methods and target markets.



LAUNCH DATE	2006
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CUSTOMERS	3,500
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Adyen is a leading payments technology company that provides businesses a single global platform to accept payments anywhere in the world. Driven by a vision to improve customer experience, streamline processes and ultimately increase revenue, Adyen enables businesses to process payments across online, mobile and Point-of-Sale (POS), with over 250 payment methods and 187 transaction currencies.



LAUNCH DATE	2004
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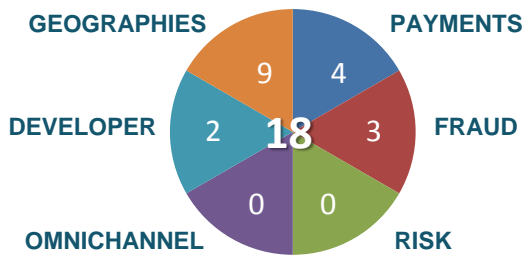
CUSTOMERS	300,000,000
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PRICING	2.0% - 3.0%
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Launched in December 2004 and operating as an important participant in Alibaba Group's ecosystem, Alipay provides secure, trustworthy and convenient online and mobile payment services. Alipay currently collaborates with over 200 financial institutions and provides payment solutions for nearly 10 million small and micro businesses. As of December 2013, Alipay reached 300 million real-name registered users.

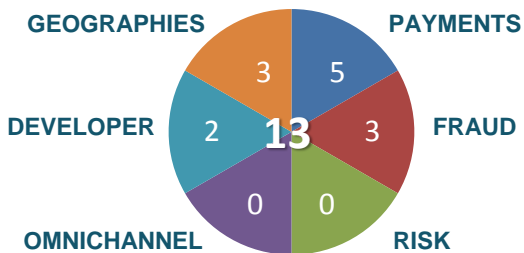
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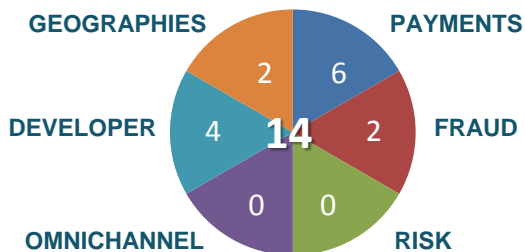
LAUNCH DATE	2002
CUSTOMERS	125 million users
PRICING	1.95% + \$0.20

Allied Wallet continues to revolutionize the eCommerce industry by introducing new and innovative payment processing solutions for online merchants, enabling them to send and receive global payments. With PCI compliant merchant services for nearly any business size, Allied Wallet provides a state-of-the-art payment gateway to optimize online transactions.



LAUNCH DATE	2008
CUSTOMERS	40

AltaPay is a global payment management company, headquartered in Copenhagen, Denmark. Founded in 2008, the company (formerly known as Pensio) provides ecommerce businesses with global payment processing solutions. AltaPay's customers include Arvato Bertelsmann, boohoo.com, ECCO, Kate Spade, Live Gamer, and Toys"R"Us. For more information, please visit www.altapay.com.



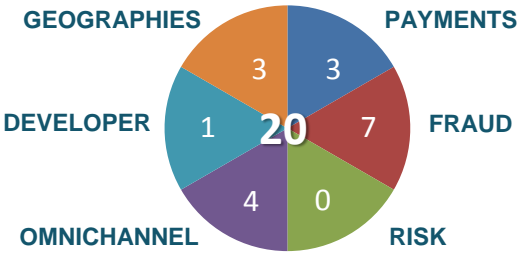
LAUNCH DATE	2007
PRICING	2.9% + \$0.30

Checkout by Amazon is a complete checkout and payment solution for eCommerce retailers. Merchants can offer it as a checkout or payment option on their retail website to enable millions of Amazon customers to use information stored in their Amazon.com accounts to buy.

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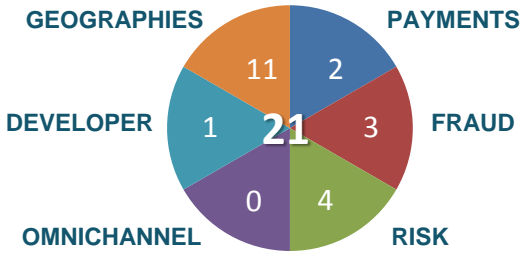
Authorize.Net®



LAUNCH DATE	1996
CUSTOMERS	400,000

Since 1996, Authorize.Net has been a leading provider of payment gateway services, managing the submission of billions of transactions to the processing networks on behalf of merchant customers. Authorize.Net is a solution of CyberSource Corporation, a wholly owned subsidiary of Visa.

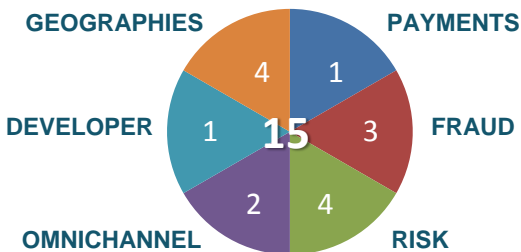
avangate



LAUNCH DATE	2006
PRICING	4.9% +\$2.5

Avangate is a Digital Commerce provider that enables the New Services Economy, helping Software, Cloud and Online Services companies sell their products and services via any channel, acquire customers across touchpoints, increase retention, leverage smarter payments, experiment on the fly and optimize their business in order to increase overall revenue.

bango



LAUNCH DATE	1999
CUSTOMERS	1 billion users
PRICING	2% - 5%

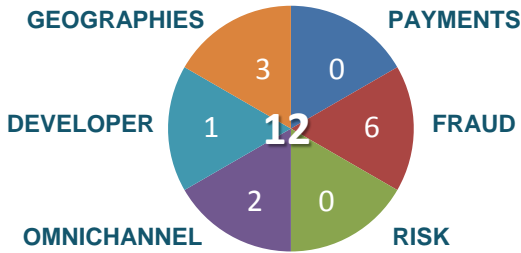
Bango powers payment and analytics on the mobile Web, providing users with a massively smooth payment experience. Bango's pervasive presence across the Web creates a platform effect for partners, identifying hundreds of millions of users and maximizing the number of one-click payments. Global leaders plug into Bango, as its customers include Facebook, BlackBerry World, Windows Phone Store, Amazon and major mobile brands including CNN, Cartoon Network and EA Mobile.

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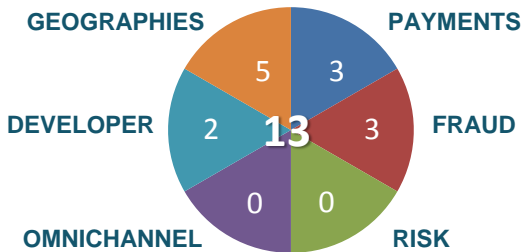


Merchant Services



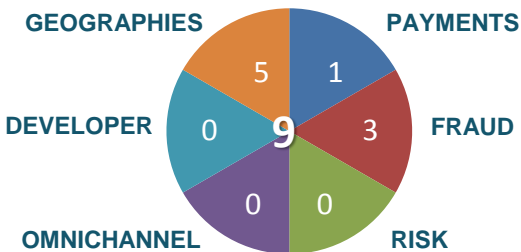
LAUNCH DATE	2009
CUSTOMERS	300,000
VOLUME	13.5B annually

Bank of America Merchant Services, a joint venture between First Data and Bank of America, provides payment solutions by combining the technology and innovative products of First Data with the relationship strength and prominent global brand of Bank of America. Bank of America Merchant Services delivers payments, commerce, security and advice through more than 100 products and services to merchants of all sizes.



PRICING	2.1% - 3.5% fee
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BillPro is an international online payments provider offering secure payment solutions for low- and high-risk industries. BillPro offers credit card, eCheck, ACH and international bank payments for all business types. Through a network of international banking partners, BillPro offers online merchants with secure, multicurrency payment options that are available worldwide. BillPro also offers a Level 1 PCI DSS Compliant payment gateway that is fully integrated with many of the world's largest gateways and shopping carts.



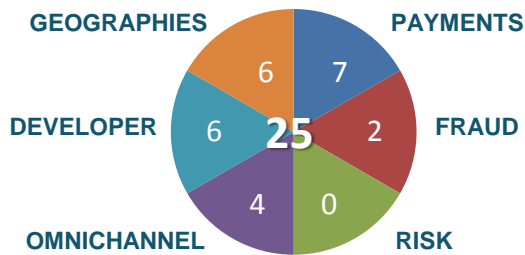
LAUNCH DATE	2014
PRICING	1% fee on every purchase

BitGold Inc. is a platform for savings and payments in gold. It provides users with a secure vault account to purchase gold using a variety of electronic payment methods and transaction capability including: instant cross-border gold payments, merchant invoicing and processing for gold, debit card spending of gold at traditional points of sale, conversions to a customer's external digital-wallet or bank, and physical gold redemptions.



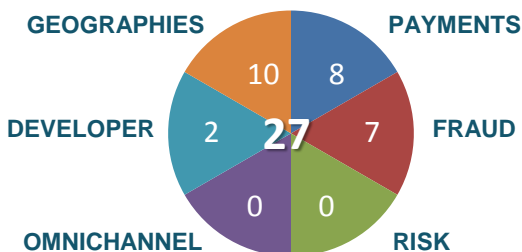
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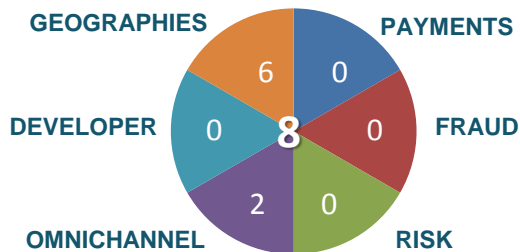
LAUNCH DATE	2011
CUSTOMERS	60,000
PRICING	\$0 transaction fees

BitPay is a payment service provider specializing in the peer-to-peer virtual currency bitcoin which provides for instantaneous transactions from anywhere in the world with no risk of fraud or chargebacks. Using BitPay enables merchants to easily accept bitcoin for payment, just like with Visa, Mastercard, PayPal or cash. Merchants can choose what percentage of revenues are kept in bitcoin or converted to a fiat currency and direct deposited daily into their bank account. BitPay has eliminated processing fees.



LAUNCH DATE	2001
CUSTOMERS	2,000
VOLUME	13.5B annually

BlueSnap is an international payment gateway powering the checkout process for eCommerce merchants worldwide, and fueling growth for online businesses serving digital, physical and mobile market.

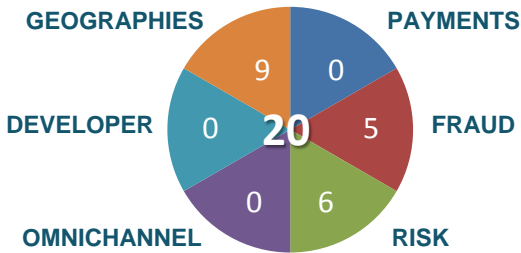


LAUNCH DATE	2009
CUSTOMERS	3,000,000

Boku creates a frictionless payment system allowing a mobile phone number to be used as a safe and secure payment instrument. In 2009, it partnered with mobile operators around the world to enable their subscribers to purchase virtual goods simply using their mobile number. With Boku, customers can charge their purchases directly to their mobile bill using just their mobile number.

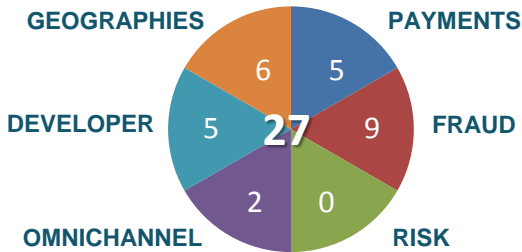
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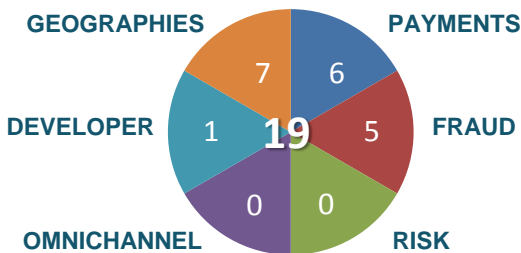
LAUNCH DATE	2001
CUSTOMERS	2,000

Borderfree operates a global technology and services platform that the world's most iconic brands rely on to expand globally and transact with customers in more than 100 countries and territories, and more than 60 currencies worldwide. Borderfree manages all aspects of the international shopping experience, including site localization, multi-currency pricing, payment processing, fraud management, landed cost calculation, customs clearance and more.



LAUNCH DATE	2007
VOLUME	\$12B

Merchants in more than 40 countries across North America, Europe and Australia can accept payments in more than 130 currencies using Braintree. Today, Braintree powers single-click purchasing for more than 40 million consumers.

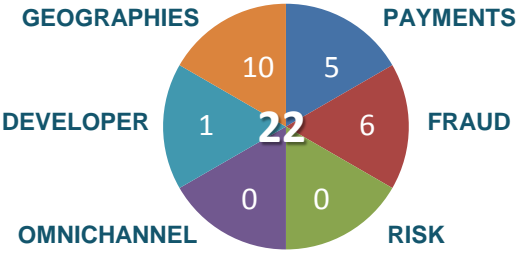


LAUNCH DATE	2005
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Braspag offers payment solutions in Latin America and the United States. In Brazil, clients are the main e-commerce companies. It develops solutions for payment processing (Payment Gateways), Reconciliation, Anti-Fraud, Tokenization, Checkout and Hosted payment page. Braspag is a company of the Cielo Group.

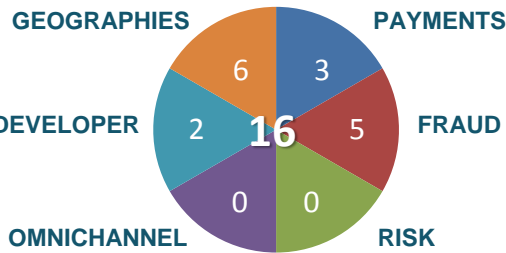
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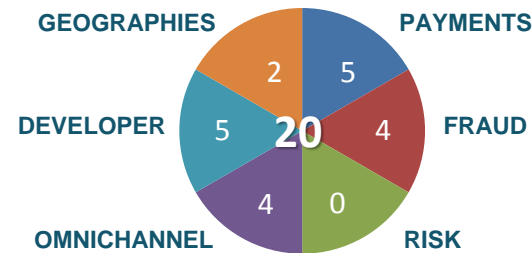
LAUNCH DATE 1999

CardinalCommerce is the pioneer and global leader in enabling authenticated payment transactions in the card-not-present payments industry since 1999. Through one connection to its proprietary SafeCloud payment platform, CardinalCommerce enables friction-free, technology neutral authentication and alternative payment services (including digital wallets and mobile commerce services).



LAUNCH DATE 2009

CardPay offers online credit card processing, working with a wide range of currencies and payoffs with no fees for subscription. It also integrates user-friendly payment gateway solutions.

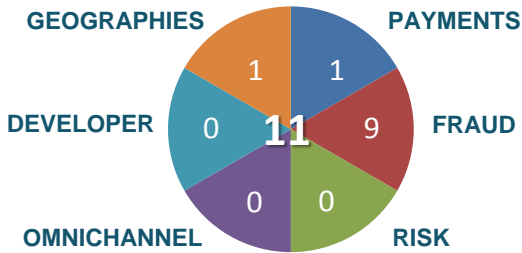


LAUNCH DATE 1999
PRICING £18 Monthly fee; 6.57 pence per transaction

Cardstream is a Level 1 PCI:DSS compliant independent Payment Service Provider providing merchant processing debit and credit cards transactions both online, with a secure and reliable payment gateway, or with real-time virtual terminal for mail and telephone orders. Process card payments for all the UK acquirers and several European acquirers, across all card types including China Union Pay and for all worldwide currencies, Cardstream are also able to work with merchants and acquirer partnerships to source the best possible merchant account rates for merchants.

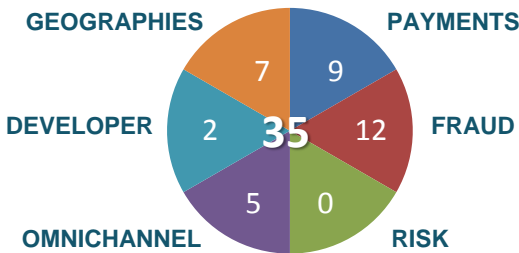
PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER



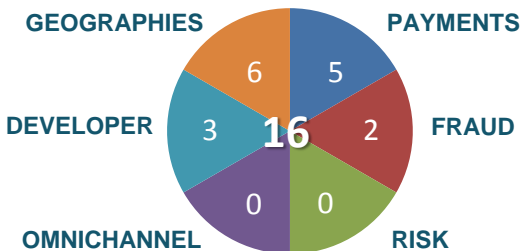
LAUNCH DATE	2007
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CashRun was established in 2007 with the objective of supporting businesses' needs for effective and affordable online payment solutions. To date, CashRun has offices in Switzerland, the U.S., Germany, Singapore and China. With strong global presence and partnerships, CashRun supports businesses to develop firmly their core competencies, protect as well as maximize their revenues and growth, and minimize the risks online fraud presents to their operations.



LAUNCH DATE	1985
CUSTOMERS	280,000
VOLUME	\$750B

Chase Paymentech provides products and services which support a variety of point-of-sale and card-not-present environments, while providing exceptional security and reliability. In the business nearly 30 years, Chase Paymentech offers easy-to-accept payment methods such as credit and debit cards, international payments, and electronic check processing as well as digital, alternative and mobile payment options.



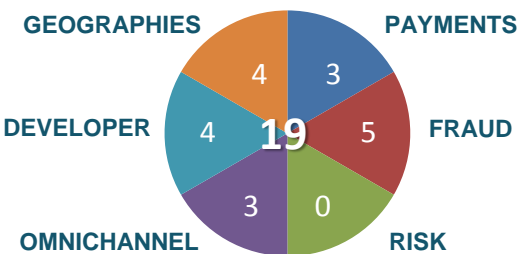
LAUNCH DATE	2010
PRICING	2,95% - 3,95% +£0.15

Founded in 2010, with offices in London, Singapore, Dubai and Mauritius, Checkout.com provides customizable online payments products and services for small and large online merchants.



PROVIDER DIRECTORY

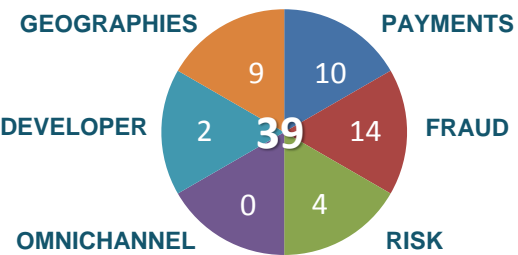
PROVIDERS ARE LISTED IN ALPHABETICAL ORDER



LAUNCH DATE	1997
CUSTOMERS	3,000
VOLUME	Transactions worth \$10B in value

Computop is a leading global payment service provider (PSP) that provides compliant and secure eCommerce, Point of Sale (PoS), m-commerce and Mail Order and Telephone Order (MOTO) payments globally. The company, founded in 1997, is headquartered in Bamberg, Germany, with local teams in the U.S., U.K. and China. Computop processes transactions totaling \$9+ billion per year, for over 2,800 large international merchants in retail, travel and gaming.

CyberSource®



LAUNCH DATE	1994
CUSTOMERS	400,000
VOLUME	\$7.5B

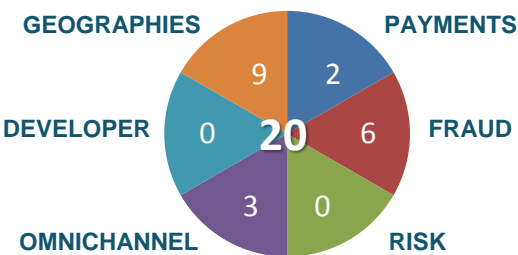
CyberSource is a wholly-owned subsidiary of Visa Inc. Over 400,000 businesses worldwide use CyberSource and Authorize.Net brand solutions to process online payments, streamline fraud management, and simplify payment security. The company maintains offices throughout the world, with regional headquarters in Singapore, Tokyo, Miami / Sao Paulo and Reading, U.K.

PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER

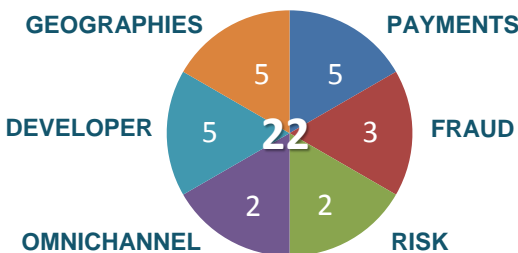


A MASTERCARD COMPANY



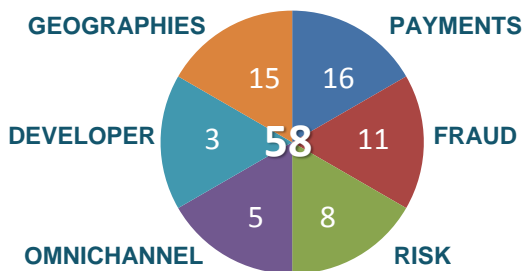
LAUNCH DATE	1996
CUSTOMERS	30,000

DataCash Group Ltd (part of MasterCard Incorporated) provides multi-channel global payment processing services and advanced fraud prevention and risk management solutions to merchants and banks. Advanced technology from DataCash enables customers to accept and process transactions in over 177 currencies from over 45 payment brands across eCommerce, m-commerce channels and cardholder present channels.



LAUNCH DATE	2000
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Started in 2000 with payment solutions, DialXS is the partner for payment and telecom systems that allows consumers of services and products to make payments simply and safely.



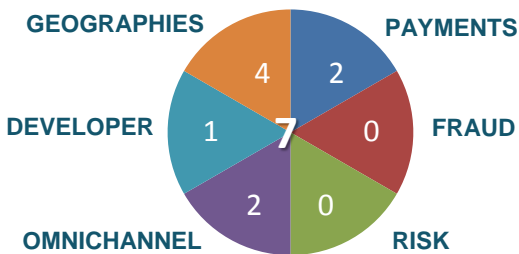
LAUNCH DATE	1994
CUSTOMERS	11,000
VOLUME	\$35B
CUSTOMER FOCUS	Digital, E-retail, Gaming and Travel

Designed to increase speed to revenue while reducing risk, Digital River World Payments enables merchants of all sizes to process online payments using more than 200 international payment options and over 170 currencies. In 2014, Digital River World Payments processed more than \$35 billion in online transactions across more than 240 countries and territories. In addition to international payment processing, services include checkout page optimization, solutions to manage PCI exposure and currency risk, as well as advanced back-office reconciliation services and business intelligence tools.



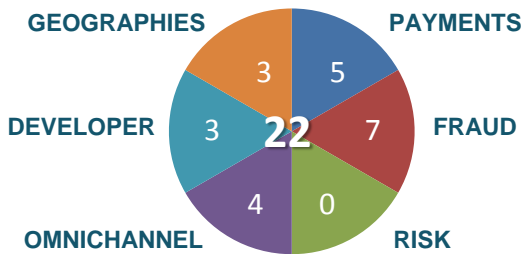
PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER



LAUNCH DATE	1997
CUSTOMER FOCUS	Banks, money transfer companies, e-commerce providers, and payment administrators.

Earthport is a regulated global financial services organisation specialising in cross-border payments. Earthport provides a cost-effective and transparent service for secure international payments, servicing; banks, money transfer organisations, payment aggregators, e-commerce businesses and foreign exchange businesses. Earthport delivers a “global ACH” capability using an innovative payments framework specifically designed for high volumes of low value cross-border payments. This provides our clients with access to local clearing schemes in over 60 countries.

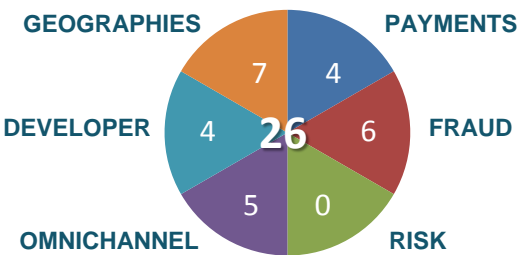


LAUNCH DATE	1991
VOLUME	\$300B
CUSTOMER FOCUS	Airlines, Hospitality, Health Care, Retail, Public Sector and Education

Elavon is wholly owned by U.S. Bancorp and provides end-to-end payment processing solutions and services to more than 1.3 million customers in the U.S., Europe, Canada, Mexico, Brazil and Puerto Rico. Elavon's payment solutions are designed to solve pain points for businesses, from small to enterprise-sized.

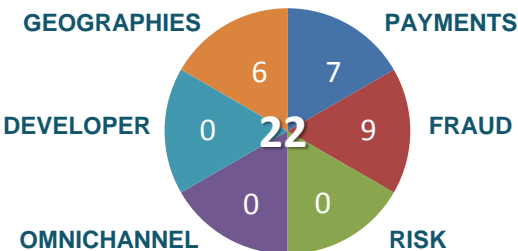
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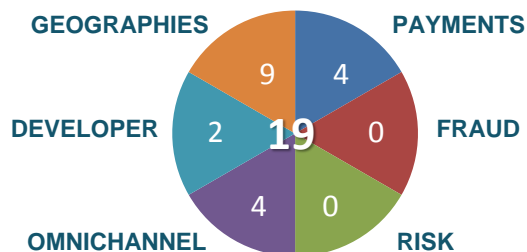
LAUNCH DATE	1971
CUSTOMERS	6,200,000

First Data is the global leader in payment technology and services solutions, with 24,000 owner-associates and operations in 35 countries. Today, businesses in nearly 70 countries trust First Data to secure and process nearly 2,000 financial transactions per second, totaling \$1.8 trillion a year. First Data's unparalleled infrastructure and partnerships go "beyond the transaction" with next-generation point-of-sale technology fueled by powerful analytics to detect fraud, gain insights into consumer spending, and strengthen customer loyalty. All day, every day, First Data helps its clients thrive in the evolving world of commerce.



LAUNCH DATE	2006
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FIS is a global leader in banking and payments technology as well as consulting and outsourcing solutions. With a long history deeply rooted in the financial services sector, FIS serves more than 14,000 institutions in over 130 countries. Headquartered in Jacksonville, Florida, FIS employs more than 40,000 people worldwide and holds leadership positions in payment processing and banking solutions.



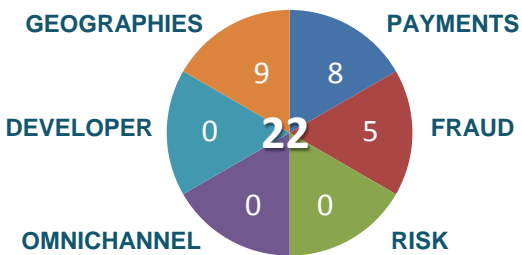
LAUNCH DATE	2007
VOLUME	\$300M
CUSTOMERS	120,000

Fortumo OU engages in the development, sale, service, support, and management of mobile payment solutions to application developers, social networks, and digital goods vendors in the Asia Pacific, Central and Eastern Europe, North America, Northern Europe, Western Europe, the Middle East, Africa, and Latin America. It offers in-application purchasing solutions to enable developers to charge for premium features and sell virtual credits inside their applications using mobile operator billing; and SMS-connectivity/mobile payments API to enable developers to integrate mobile payments with applications, games, and Web services.



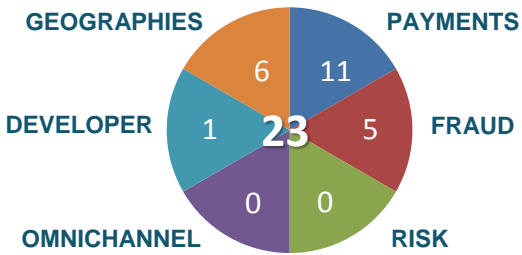
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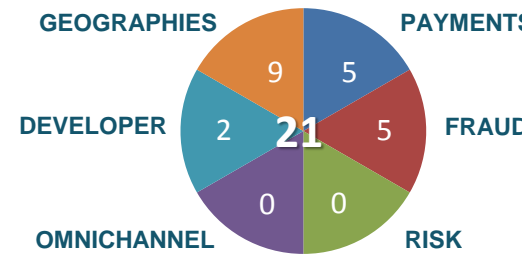
LAUNCH DATE	1994
VOLUME	\$14B
CUSTOMER FOCUS	Digital Goods, Travel, Retail, Video Gaming

GlobalCollect, part of Ingenico Group, processes international eCommerce payments for more than 600 of the world's most recognized eCommerce brands in the digital goods and services, travel, retail and video gaming industries, among many others.



LAUNCH DATE	2001
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IBM Payment Systems (IPS) is a global payment gateway and eCommerce checkout solution that integrates seamlessly into websites, mobile sites, smartphone apps and call center tools. An easy-to-use interface, combined with a fully localized payment checkout experience, implemented on a centralized platform, means global retailers can set up and manage a comprehensive local online payment solution quickly, easily and cost-effectively.

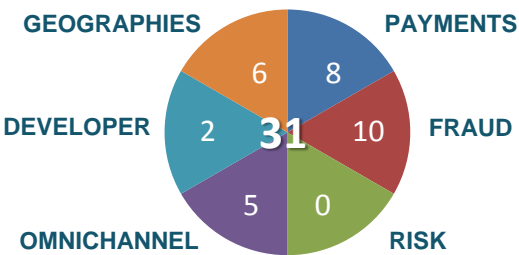


LAUNCH DATE	1999
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ImGlobal Payments is a Merchant Services Provider for businesses that require credit and debit card processing services to accept payments for Internet, Mail-Order Telephone-Order (MOTO), & POS/Retail transactions.

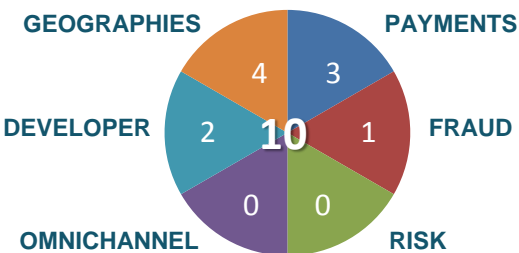
PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER



LAUNCH DATE	1996
CUSTOMERS	160,000

As a leading global digital payment service provider, Ingenico Payment Services provides a seamless response to the complexity of payments, whatever the channel: online, mobile and point of sale.

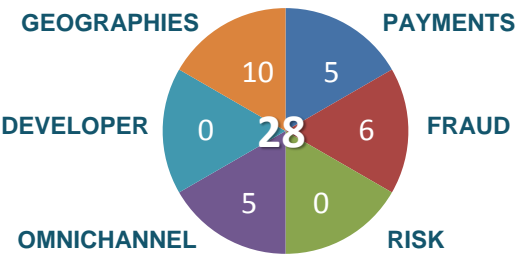


LAUNCH DATE	2005
CUSTOMERS	50,000
VOLUME	\$10B

Klarna, founded in Stockholm in 2005 with the idea of simplifying buying, let the consumer receive goods first and pay afterwards, while assuming credit and fraud risks for merchants. In 2014, Klarna joined forces with SOFORT to form Klarna Group, the leading European payment provider. Klarna Group has more than 1,200 employees and is active in 18 markets. Klarna serves 35 million consumers and works with 50,000 merchants.

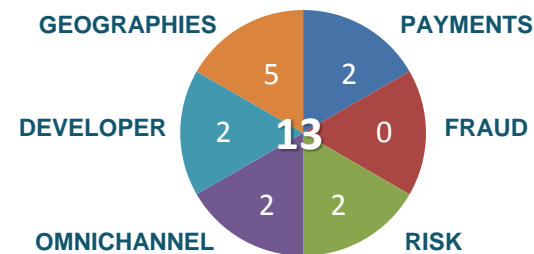
PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER



LAUNCH DATE	1966
CUSTOMERS	35 million acceptance locations
PRICING	1% - 3% per credit card transaction

MasterCard is one of world's best known online payment methods and dominant credit card brands. MasterCard is truly a global payment brand, supporting 150 currencies with over 35 million acceptance locations (point of sale and online) in over 210 countries.

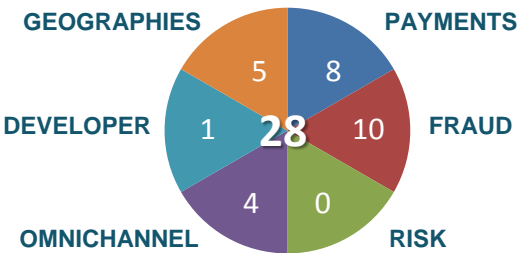


LAUNCH DATE	1999
CUSTOMERS	121 million registered users

MercadoLibre's automated online platform enables businesses and individuals to list items and conduct their sales and purchases in a fixed-price or auction-based format, with the preferred selling option being fixed price. MercadoLibre has launched a cross-border trade program, which started in the U.S. and will be expanding to the U.K. and Canada later in the year. It requires no set-up fees and offers multiple integration options, enabling sellers to ship both ways – directly to buyer or to a local address.

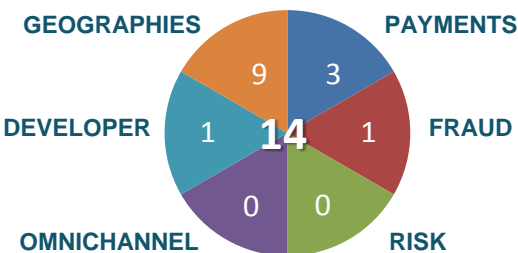
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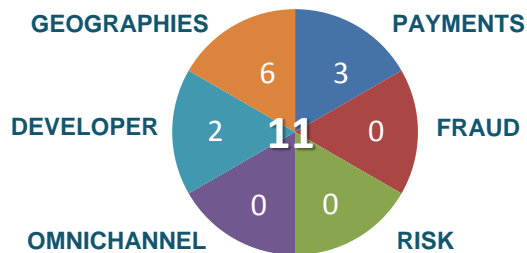
LAUNCH DATE	2004
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PAY.ON is a worldwide provider of white label global payment gateway solutions. Its products include PaySourcing, a payment processing solution that permits outsourcing of payment and risk management systems; and PayPipe, which is an e-gateway used for processing payment transactions in various currencies. The company also provides access to a payment platform that offers multi-currency and cross-border payment solutions.



LAUNCH DATE	1998
VOLUME	\$168B

PayPal offers various online payment checkout solutions for businesses around the world. From a standard checkout to an express solution, PayPal operates as a PSP to many online merchants. Shoppers can pay directly from their bank account or stored credit cards like MasterCard and Visa.

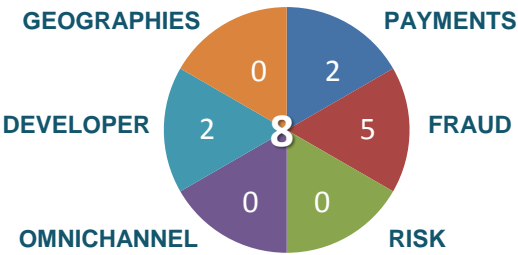


LAUNCH DATE	2012
CUSTOMERS	9,000,000

Payza is a leading online payments technology platform used by licensed entities around the world. Payza's highly secure platform provides businesses and consumers with convenient and flexible solutions for sending and receiving payments worldwide. The company offers access to payment services in both traditional and emerging markets, as well as a host of tools and services including: fraud screening, dispute resolution, currency exchange, global payouts and disbursement services.

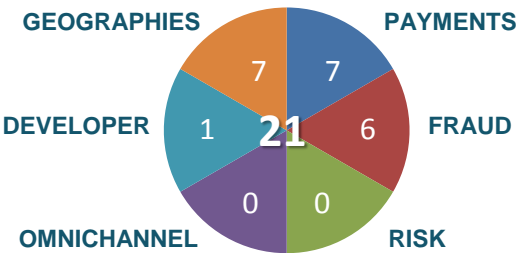
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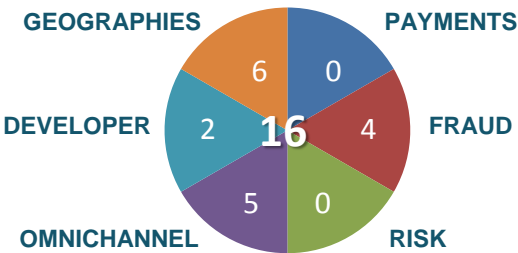
LAUNCH DATE	2001
CUSTOMERS	50,000

Sage Pay is Europe's leading independent payment service provider (PSP) and is one of the most trusted payment brands. Every year, Sage Pay processes billions of British Pounds worth of secure payments for its 50,000+ customers and makes the process of accepting payments online, over the phone, or in person simpler, faster, safer and more profitable for businesses.



LAUNCH DATE	2001
CUSTOMERS	100,000

Skrill (Moneybookers) is one of the world's largest online payments and Digital Wallet providers with over 20 million accountholders. Skrill's worldwide payment network offers businesses access to more than 100 payment options, with 41 currencies covering 200 countries through just a single integration. More than 100,000 merchants use Skrill globally, including eBay.



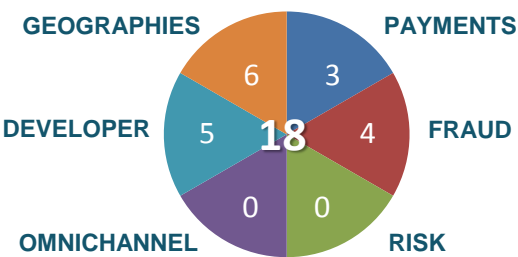
LAUNCH DATE	2009
CUSTOMERS	500,000
VOLUME	\$15B

Square is committed to building tools that empower sellers to start, run, and grow their business. Square's complete register service is a full point of sale that offers a suite of tools, from tracking sales and inventory to rich analytics and small business financing. Customers in the United States also use Square Cash, the easiest way to send and receive money, and Square Order, a new way to pre-order food and drinks for pickup.

PROVIDER DIRECTORY

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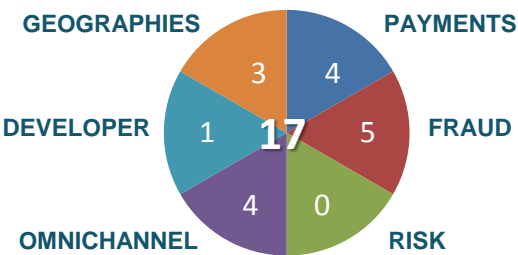
stripe



LAUNCH DATE	2011
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Stripe aims to expand Internet commerce by making it easy to process transactions and manage an online business. Stripe now processes billions of dollars a year for thousands of businesses, from newly launched startups to Fortune 500 companies. Since Stripe powers so many new businesses, it's a snapshot of how the Internet is changing; many users are in categories that barely existed five years ago.

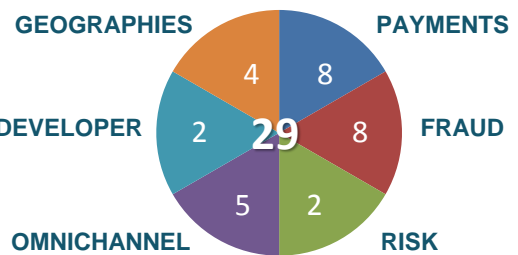
TSYS®



LAUNCH DATE	1983
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TSYS provides online credit card processing for businesses of any size or complexity. TSYS enables merchants to integrate multiple eCommerce solutions to provide their customers a variety of payment acceptance options. TSYS provides solutions that scale as businesses grow and needs change.

vantiv™

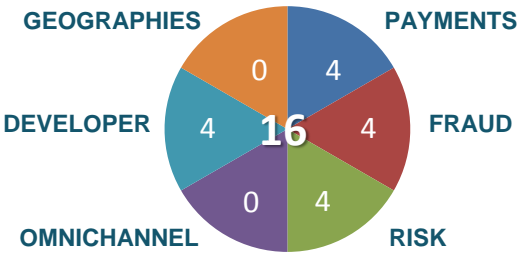


LAUNCH DATE	1970
CUSTOMERS	400,000
VOLUME	\$611B

Vantiv is a leading payment processor differentiated by an integrated technology platform. Vantiv offers a comprehensive suite of traditional and innovative payment processing and technology solutions to merchants and financial institutions of all sizes, enabling them to address their payment processing needs through a single provider.

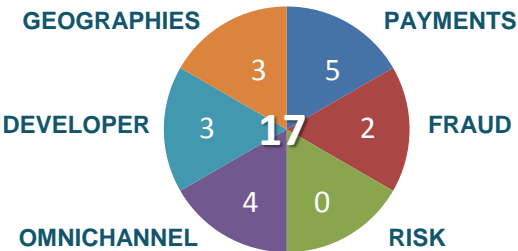
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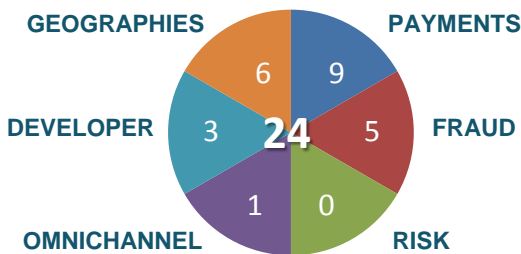
LAUNCH DATE	2008
CUSTOMERS	20,000

WePay powers payments on online platforms and marketplaces, such as Care.com, Constant Contact, FreshBooks, GoFundMe and Meetup. WePay protects its partners from risk and regulatory exposure, while supporting a seamless experience for their end users.



LAUNCH DATE	1970
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Worldline, an Atos subsidiary, is a global player in the payments and transactional services industry. Worldline delivers new generation services, enabling its customers to offer smooth and innovative solutions to the end consumer. Worldline specializes in merchant services and terminals, mobility and e-Transactional services, and financial processing and software licensing.



LAUNCH DATE	1991
VOLUME	\$500B

Worldpay is a leading global payments technology and services company, which allows merchants to accept payments anywhere in the world, across any channel. Operating in over 30 countries, the company offers services across the entire payments value chain, including transaction capturing, merchant acquiring and transaction processing. The company employs over 4,700 people in markets throughout the U.S., Europe and Asia.

ABOUT

X-BORDER PAYMENTS OPTIMIZATION TRACKER™

The PYMNTS.com X-Border Payments Optimization Tracker™ is designed to provide an organizing framework for evaluating the many players that provide merchant payment processing services geared for cross-border payments.

PROVIDER PROFILES

We identified leading cross-border payment service providers by researching numerous industry directories and Google searches. The list of providers will grow over time.

We researched provider websites to gather information on key attributes important to serving the needs of cross-border merchants. Scoring for the X-Border tracker includes:

PAYMENT METHODS – Payment methods, digital wallets, account-on-file, recurring billing, acquirers connected to, and acquirer services

GEOGRAPHIES – Regions served, currencies and languages, and office locations

FRAUD TOOLS – PCI compliance, tokenization, 3D Secure, address verification services, order linking, proxy piercing, transaction scoring, end-to-end encryption, chargeback automation, IP geolocation, device fingerprinting, velocity checks, screening lists, outsourced operations

RISK/COMPLIANCE SERVICES – Export and tax compliance, tax burden, and merchant of record

DEVELOPER TOOLKITS – APIs, eCommerce plug-ins, programming languages, shopping carts, account updater services

OMNICHANNEL – Mobile and tablet POS, number of operating systems supported, and EMV

THE X-BORDER PAYMENTS OPTIMIZATION LANDSCAPE™

The X-Border Payments Optimization Landscape™ is a graphic representation of how the leading payment service providers are scored in each of six categories important to optimizing a merchant's cross-border payments operations. It is not designed to suggest one is more important than another. The Top 10 providers in each category are displayed in rank order from industry standard on the left to best-in-class on the right.

FEEDBACK

If you would like to be included in this report and/or would like your information to be updated, please contact us at xborder@pymnts.com and we will send you the data sheet required for submission.

ABOUT

PYMNTS.COM

PYMNTS.com is reinventing the way in which companies in payments share relevant information about the initiatives that shape the future of payments and commerce and make news.

This powerful B2B platform is the No. 1 site for the payments and broader commerce ecosystem by traffic and the premier source of information about “what’s next” in payments. C-suite and VP level executives turn to it daily for these insights, making

the PYMNTS.com audience the most valuable in the industry. It provides an interactive platform for companies to demonstrate thought leadership, popularize products and, most importantly, capture the mindshare of global decision-makers. PYMNTS.com...where the best minds and best content meet on the Web to learn “what’s next” in payments and commerce.

ABOUT

X-BORDER PAYMENTS OPTIMIZATION TRACKER™

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