

Who's Who in Payments Report 2022

The Market Overview of Key Payment Providers in B2B and B2C Commerce



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Who's Who in Payments Report 2022

The Market Overview of Key Payment Providers in B2B and B2C Commerce

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Foreword



Alexandra Constantinovici
Senior News Editor – The Paypers



In 1993, Warren Buffett spoke to graduate students at Columbia University's Business School in New York City. When asked by a student how he evaluated investment and risk, the business mogul answered with an anecdote about honest and able people making valid contributions to the net worth of a business and concluded with what became one of his pivotal adages: **'risk comes from not knowing what you're doing.'**

Our work in the last three years on the **Who's Who in Payments Report – The Market Overview of Key Payment Providers in B2B and B2C Commerce** centred around the various subtexts of this principle. We constructed the report following a balanced mix of **educational content, think-pieces on strategies and analyses on the B2B and B2C ecommerce payments ecosystem**, all rounded with **raw data on the most relevant players in the field**. Our goal, with this report, started and built itself on arming payment facilitators and merchants with everything they need to know about their peers and potential clients, so as to make informed decisions and learn how to grow and succeed year by year in this ever-fluctuating market.

This year's edition of the report follows the same structure as the last two iterations, with an important twist. We both augmented the granularity of the details in the educational content, and simplified and combed through the information and categories we used to classify company profiles in order to construct a leaner, more coherent mapping of the ecosystem. The result, we believe, is the most balanced edition of this report so far, wealthier in knowledge and valuable insights, while being easier to follow and more comprehensible overall.

Pivotal learnings, structure, and new additions

Our collaborators from **Flagship Advisory Partners** debuted this year's edition of the report with an extensive and – we can confidently add – exhaustive view of the payments ecosystem by pinpointing not only the key trends that shaped the market over the last year but also the most important names needed to be taken into account when it comes to relevant case studies in the field: *'The payments and fintech market is as dynamic as ever, even after two strenuous pandemic-filled years. Alternative operating models such as **Banking-as-a-Service** are thriving. Alternative payments including **BNPL** are also visibly flourishing. **Cryptocurrency** payments are finally emerging with massive long-term potential. Merchant payment services continue to converge with software, defining clear winners. And finally, M&As and investment activity continues to be brisk and a force of change in the market.'*

Lending their expert insights to this report, financial consultancy firms **Edgar, Dunn & Company** and **Arma Partners** shared their views on new entrants in the realm of B2B payments and the key M&A action that legitimises the payments industry as a key vector in the larger economic spectrum for years to come.

This year too, we followed in ample detail the evolution of the ecosystem by looking at the **M&A and investments activity over the course of 2021 and 2022 so far**. This is not your run-of-the-mill indexation of mergers and acquisitions in the past year. Our Lead Domain Editor in Payments and Commerce **Anda Kania** wrote a sharp-witted **investigation of the challenges and opportunities worth analysing for each acquisition or investment** of note that populated our newsfeed in 2021-2022. We paired this detailed internal analysis with telling infographics designed to showcase the bulk of strategic mergers, acquisitions, and investments activity at a single glance. →

Foreword

Startups to Watch is a dear chapter to us, not only because we managed to enrich the knowledge we offer our readers on the strategic value of the startups evolving year after year, but because we managed to tap into an important means to understand relevant trends by following these new companies' scaling strategies in the first years of their tenures in the ecosystem. Our overview was paired this year with **four brief interviews** (from **COINQVEST**, **Coriunder**, **Nikulipe**, and **WhenThen**) qualifying as excellent use-cases for how newcomers seize the opportunities presented to them to make a name for themselves in the industry.

With each new edition of the report, we worked on refining a dedicated chapter entirely devoted to the **strategies employed by companies to further their growth agenda**. This year, we included here an **astute piece by CMSPI** covering one major strategic point payment facilitators in the ecommerce field must be keenly aware of: the **checkout process in its complexity**.

Moreover, The Paypers team narrowed down on the last piece of the puzzle when it came to portraying the full spectrum of machinations essentially building the ecommerce payments ecosystem as a whole, alongside M&A and investments activity: **strategic partnerships**. We parsed through the key partnerships signed over the last couple of months and selected the product and geographical expansion activity of some of the most relevant companies populating the B2B and B2C ecommerce payments ecosystem. Give this piece a read to find out the **core elements behind Klarna's whirlwind expansion plan** over the last year, **what the big card schemes have been cooking up** to keep in touch with market trends or what are the names worth following when it comes to graduating A2A payments from the drafting board to a practical example.

Show and tell: Mapping, infographics and company profiles

This report wouldn't be what it is without its extensive second part, cataloguing the ecommerce payments ecosystem through its **collection of company profiles**, which details the most relevant features of their portfolio. We complemented this section with an **engaging ecosystem mapping**, extracting pivotal data from the company profiles and placing them in such a way that the featured companies can be compared and contrasted at a glance.

One important change that we made in this section from last year was our dedication to simplifying the criteria of **our infographic of key companies in the B2B and B2C commerce payments, categorised by service provider type**. We aimed to allow a clearer overview of the players in this field, while maintaining a solid understanding of each company's role in the payments value chain. And we believe we did a good job at it. We resumed our categorisation into four large service provider types: **Payment Gateway**; **Payment Service Provider – Acquirer**; **Payments and Financial infrastructure**, and **Cryptocurrency payments solution**. By defining these typologies, we hoped to cover the widest array of companies populating the current ecosystem, while also allowing relevant distinctions to be made and a clearer understanding of their capabilities and potential.

Whether you're an established name in the ecommerce payments space, looking to gain more insights on the market, an up-and-coming startup constantly innovating and hungry for a piece of the pie, a merchant tallying your best options to scale and ensure the best payments experiences for your customers, The **Who's Who in Payments Report – The Market Overview of Key Payment Providers in B2B and B2C Commerce** is perfectly capable of offering not only raw data to work with but also a keen understanding of the plethora of options and strategies emerging in the past 12 months.

This is not just an incentive to read on, but an open invitation for you to share your opinions and insights with us, spread the word on the Who's Who in Payments Report and help us make this resource better equipped and more helpful for your own decision-making process with each passing year.

Enjoy your reading!

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What You Need to Be in the Know



Latest acts, figures and analyses related to the current state of affairs of the payments industry

Flagship Advisory Partners

Who's Who in 2022's Payments Ecosystem? Full Rundown of Key Topics and Actors Reshaping the Industry as We Speak



Joel is a trusted global advisor to the payments and fintech marketplace with 23 years of experience around the world. He is a recognized thought leader on strategy and value creation in digital payments. Joel is also a trusted M&A advisor having advised clients on hundreds of M&A transactions globally.

Joel Van Arsdale ■ *Managing Partner* ■ Flagship Advisory Partners



Erik combines practical experience as Head of Transactional Banking for a publicly traded bank with deep expertise as a trusted advisor on payments strategy. During 20 years in payments, Erik has developed and implemented winning roadmaps, growth initiatives, new digital channels, technical migrations, successful partnerships, and M&A.

Erik Howell ■ *Partner* ■ Flagship Advisory Partners



Yuriy is an expert in merchant payments and e-commerce with 16 years of experience. His primary focus is M&A support where he has advised clients on dozens of M&A explorations and completed transactions. Yuriy also supports clients on growth strategies and is an expert on e-commerce and payments market structures globally.

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Anupam is a senior payments advisor with 16 years of payments advisory experience across Europe and Asia. Anupam specializes in B2B payments, transaction banking, bank payments and merchant acceptance, and has led dozens of engagements in these areas.

Anupam Majumdar ■ *Principal* ■ Flagship Advisory Partners



Charlotte is a payments M&A expert with 8 years of experience in buy-side and sell-side M&A advisory. Charlotte also supports clients on product and GTM strategy development as well as innovation strategies in areas such as crypto payments.

Charlotte Al Usta ■ *Sr. Manager* ■ Flagship Advisory Partners

Introduction

The payments and fintech market is as dynamic as ever, even after two strenuous pandemic-filled years. Alternative operating models such as Banking-as-a-Service are thriving. Alternative payments including BNPL are also visibly flourishing. Cryptocurrency payments are finally emerging with massive long-term potential. Merchant payment services continue to converge with software, defining clear winners. And finally, M&As and investment activity continues to be brisk and a force of change in the market.


















Within this ‘Who’s Who’ market perspective, we focus on these five key topics that we see reshaping the payments market:

1. The rise of Banking-as-a-Service (BaaS), in parallel with unmet expectations on Open Banking payments
2. Buy Now, Pay Later (BNPL) continued its rapid growth including brisk M&A, investment, and partnership activity; but with some challenges on the horizon
3. The emergence of crypto commerce and payments
4. The increasing importance of integrated payments and ISV/SaaS distribution in merchant payments
5. Heavy M&As and fundraising activity continues to shape the payments market

Banking-as-a-Service breaks out, but not yet Open Banking payments

Both Banking-as-a-Service (BaaS) and Open Banking emerged some years ago with the potential to disrupt banking, payments, and fintechs by opening the banking and payments infrastructure to API connectivity and accessible licensing. BaaS providers were destined to disrupt banks by enabling fintechs and by supplying a variety of corporate segments with ‘embedded financial services’. Open Banking, meanwhile, was positioned to cannibalise traditional payment methods (e.g., cards) and restricted access to banking data. Then we fast-forward to today when we see widely disparate disruptive impacts from BaaS and Open Banking. BaaS is fully emerged and relevant today, scaling rapidly as fintechs leverage BaaS to tackle various segments of financial services. Open Banking payments, however, are still largely nascent.

Figure 1: Banking-as-a-Service & Open Banking Primer

	Banking as a Service (BaaS)	Open Banking
Driving Force	 Market demand “pull”	 Regulatory driven “push”
Overview	The provision of financial products as a service to third parties	Grant regulated third parties' access to customer accounts for account data and payment initiation
Products	Accounts, issuing, payments, lending, brokerage, crypto, KYC etc.	Account-to-account payments and data aggregation
Licensing Requirements	<ul style="list-style-type: none"> ▪ E-money license ▪ Credit institution / bank license 	<ul style="list-style-type: none"> ▪ Payment initiation service provider (PISP) ▪ Account information service provider (AISP)
Reference Fintechs (non-exhaustive)	     	      
Impact to Date	High 	Low 

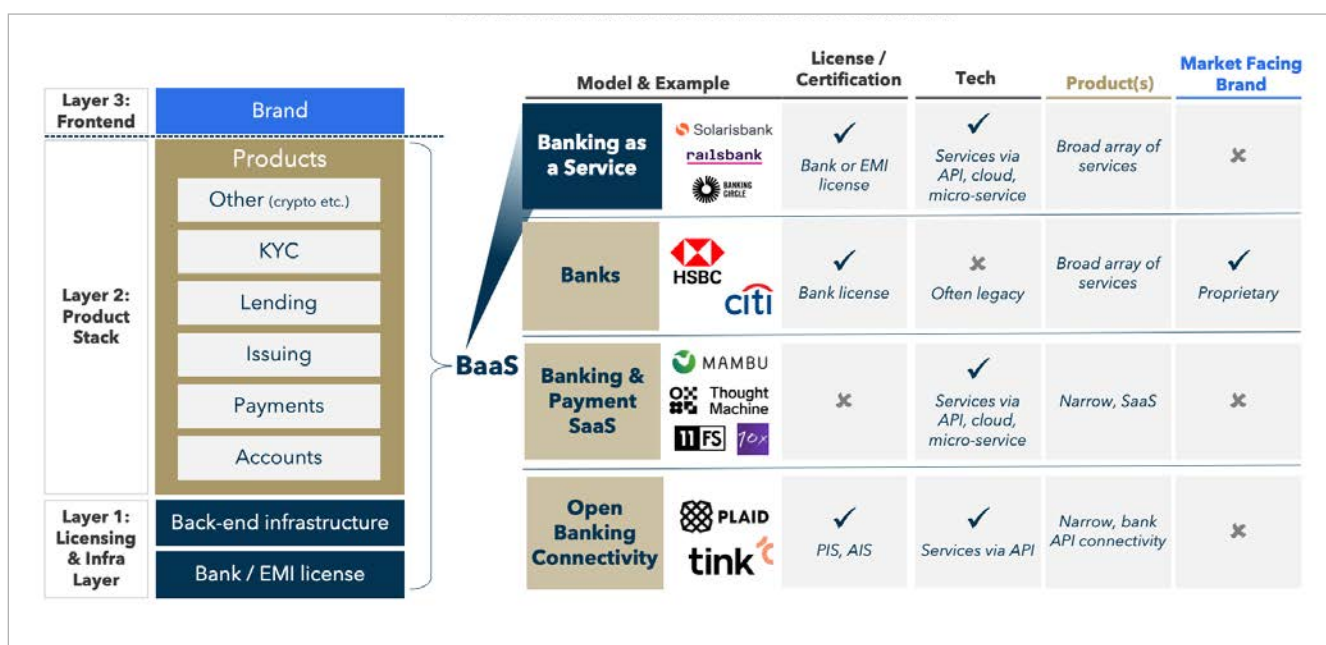
Source: Flagship market observations →

Each of BaaS and Open Banking was stimulated on the supply side by PSD2 and a mandated opening of financial services licensing, network access, and account access. BaaS, however, also had the corresponding demand-pull as fintechs proliferated and banks underserved fintech plumbing. Open Banking information access also demonstrated demand-pull as this access is an easy way to validate identities. There is little demand evident for Open Banking payments, however, as bank payments in Europe were already relatively well served by APMs and strong clearing networks.

BaaS is reshaping how financial products and services are distributed, enabling a wave of non-financial service providers to embed payments and banking services into their core offerings. BaaS fintechs offer white-labelled plug-n-play licensed financial products that allow fintechs (e.g., neobanks) and corporates (e.g., telco, insurance, retailers) to embed these into their own customer journeys and offer these as branded products.

As we illustrate in figure 2, BaaS fintechs are enabled by modern, cloud-based, micro-services-driven tech stacks with a roster of API accessible products along with the underlying licensing and back-end infrastructure.

Figure 2: BaaS platform stack and comparison by business model



Source: Flagship market observations

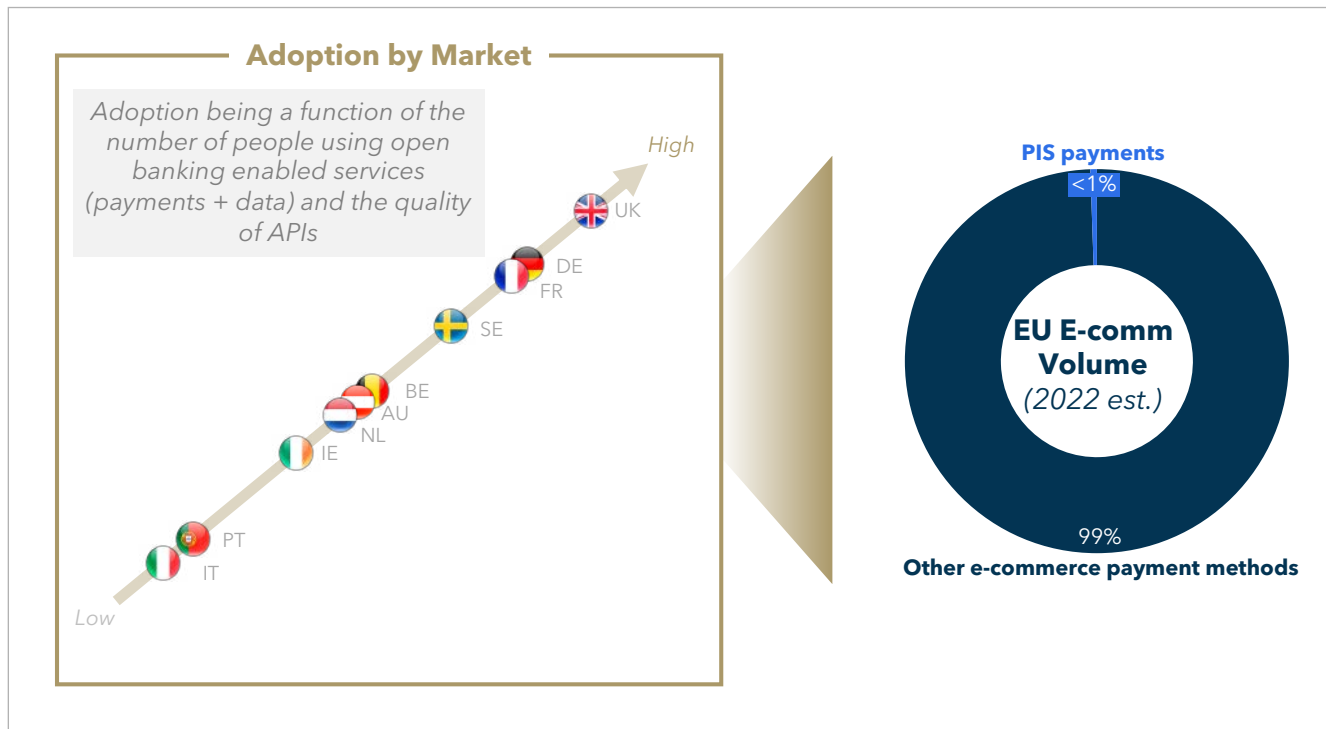
BaaS providers gained early traction by addressing the needs of fintechs (e.g., neobanks, lending fintechs, x-border PSPs, others). BaaS offers fintechs a rapid path to market with significant technical and business case advantages over building everything in-house or assembling legacy components and partnerships. Neobanks in particular benefit tremendously by leveraging BaaS partners, allowing them to focus on customer-facing products and customer acquisition. Fintechs are the early drivers of demand, but we also see big tech and large corporates (Amazon, Samsung, Ikea) now using BaaS services. These corporates aspire to integrate fintech products into their customer user journeys to increase customer stickiness, drive brand loyalty and also benefit from new fintech revenue streams.

Leading BaaS providers offer a broad product suite that caters to a variety of fintech and corporate needs. Rather than assembling one partner/platform for cards, one for digital banking, one for payments, and one for lending, fintechs can now obtain all these services via a single BaaS partner, via API. However, not all BaaS have the same product portfolio. Solarisbank or Railsbank are examples of BaaS providers with broad product coverage. Banking Circle and Modulr Finance are more focused on bank payments and virtual IBANs (though Banking Circle also enables merchant lending). →

BaaS providers are receiving a massive injection of capital where we expect billions of funding from 2020 through the end of 2022. This capital will help to drive the global expansion of BaaS and broadening of the customer segments served with embedded financial services.

Four years after the implementation of the regulations, the development of PSD2 and Open Banking as disruptive forces in the European payments industry is still a developing story. As we illustrate in figure 3, markets have evolved at different rates and current PIS turnover only accounts for ~1% of total European ecommerce turnover.

Figure 3: Open Banking maturity by market & PIS ecommerce penetration



Source: Flagship market observations

Open Banking PIS payments were effectively established by the regulators via PSD2 to fully open bank accounts as means of payment. The European market for digital payments, however, was already well-served by a long list of alternative payment methods accessing bank payment rails (iDeal, Blik, Twint, Swish, MobilePay, Trustly, Sofort) as well as rapidly growing BNPL schemes. These schemes have established brand and trust with consumers, along with acceptance by merchants, which in combination can take a decade to build.

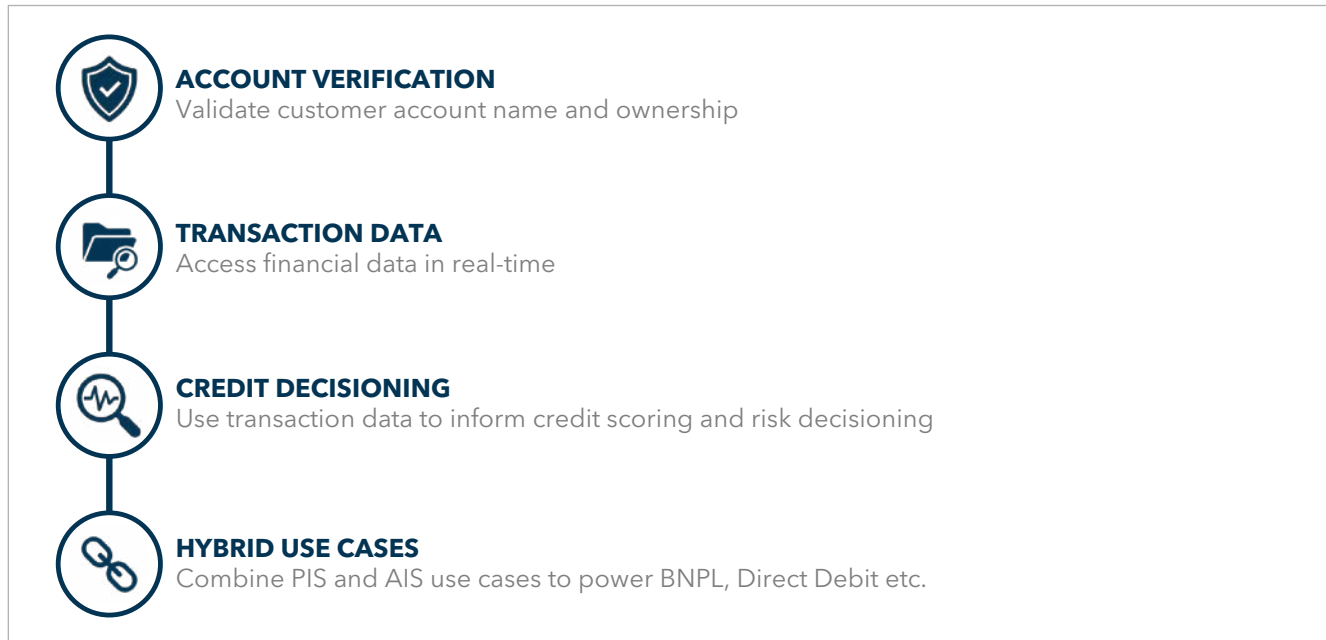
Open Banking payments are also somewhat awkward to enable and service. Outside the UK (the clear leader in enabling Open Banking payments), structural and technical headwinds hampered PIS adoption due to fragmentation of API standards, and inconsistent API availability (banks built to fulfil regulatory mandates, neglecting performance). Open Banking payments also lack the clear rules and servicing backbone that exists for cards, whereas servicing of Open Banking payment fraud or other exceptions continues to be somewhat ambiguous.

Adoption of PIS payments remains low with early adoption in verticals such as gaming and crypto exchanges. Although use cases for PIS payments are still developing, the rails for accepting bank APIs for payments are now largely in place via specialized Open Banking fintechs such as Tink, Token, Truelayer, Yapily and others. These Open Banking fintechs offer a suite of integrated PIS products enabled by API and integration toolkits. The Open Banking sector is not suffering from lack of capital. Despite today's small revenue pool, Open Banking providers have attracted billions of funding. →

In contrast to PIS, account information services (AIS) have gained greater traction, powering a range of use cases illustrated in figure 4. While stymied by the same API quality and availability barriers, they have not faced the same challenges as PIS payments.

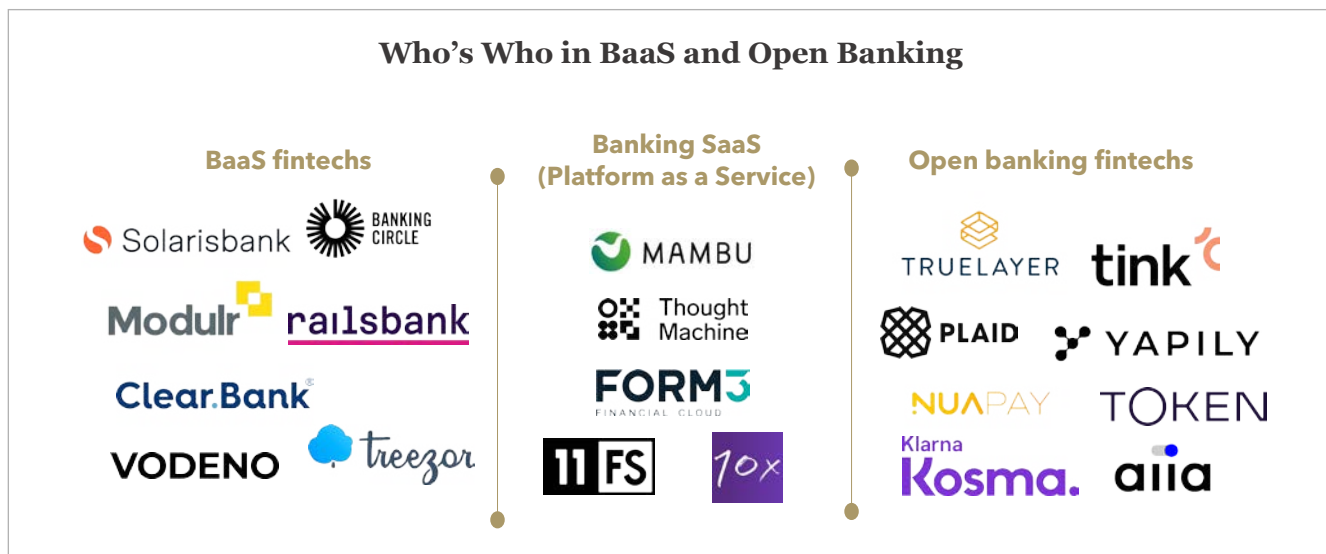
As an enabler of new business models and being a B2B solution, new fintechs were quick to launch AIS powered businesses. AIS and PIS functionality is increasingly being combined to power new financial use cases (i.e., BNPL) and to improve legacy use cases (direct debit).

Figure 4: Sample AIS Use Cases



Source: Flagship market observations

Despite similar disruption expectations, Banking-as-a-Service is now realising its potential, while Open Banking payments are still awaiting a breakout. BaaS is a powerful force of acceleration in the broader evolution of fintech and leading BaaS providers are now driving hundreds of millions in revenue. Open Banking information access is scaling, but Open Banking payments are still looking for use cases capable of scaling. The acceleration of new embedded finance use cases (e.g., BNPL, B2B financing, crypto commerce) is reinforcing the convergence of BaaS and Open Banking, e.g., BNPL services being powered by BaaS are being further enriched through Open Banking data services to improve credit decisioning. With both BaaS and Open Banking, innovators have exceptional tools to drive innovation and disruption in the European market for financial services. →



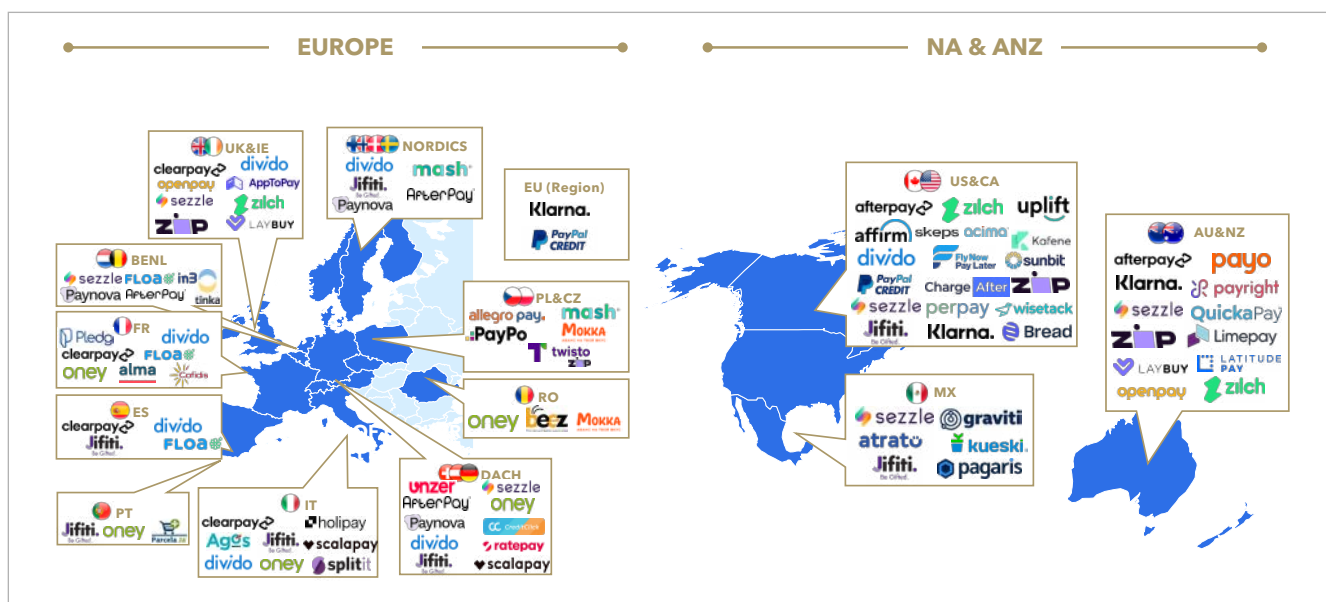
Buy Now, Pay Later: rapid growth but challenges on the horizon

Buy Now, Pay Later ('BNPL') has grown rapidly in recent years, driven by changes in consumer preferences (younger customers often prefer instalments over traditional revolving credit cards) coupled with a COVID-booster shift in shopping patterns towards remote commerce. As BNPL has grown from a niche ecommerce payment method to a mainstream form of consumer credit, so has scrutiny from investors, regulators, and the public.

BNPL was popularised in large part by Klarna, which beginning in the mid-2000s digitised legacy paper-based processes for catalogue purchases in the Nordics and then began to nudge consumers to roll those purchases over into instalment credits. The product experienced strong uptake in continental European markets that were traditionally averse to the revolving credit cards, not only due to instalments being easy to understand, but also due to brand perception (credit cards often being perceived as 'bad' or 'uncool'), and saw a powerful fit with easy checkout processes for remote commerce. BNPL's expansion to the credit card-centric UK and US markets was initially greeted with scepticism, but it gained traction in those markets due to its convenience.

As the success of the product has grown, the number of BNPL providers has proliferated, with over 50 in the European and North American markets today. Many have grown via geographic expansion, and Klarna, Zip, and Afterpay have entered multiple markets.

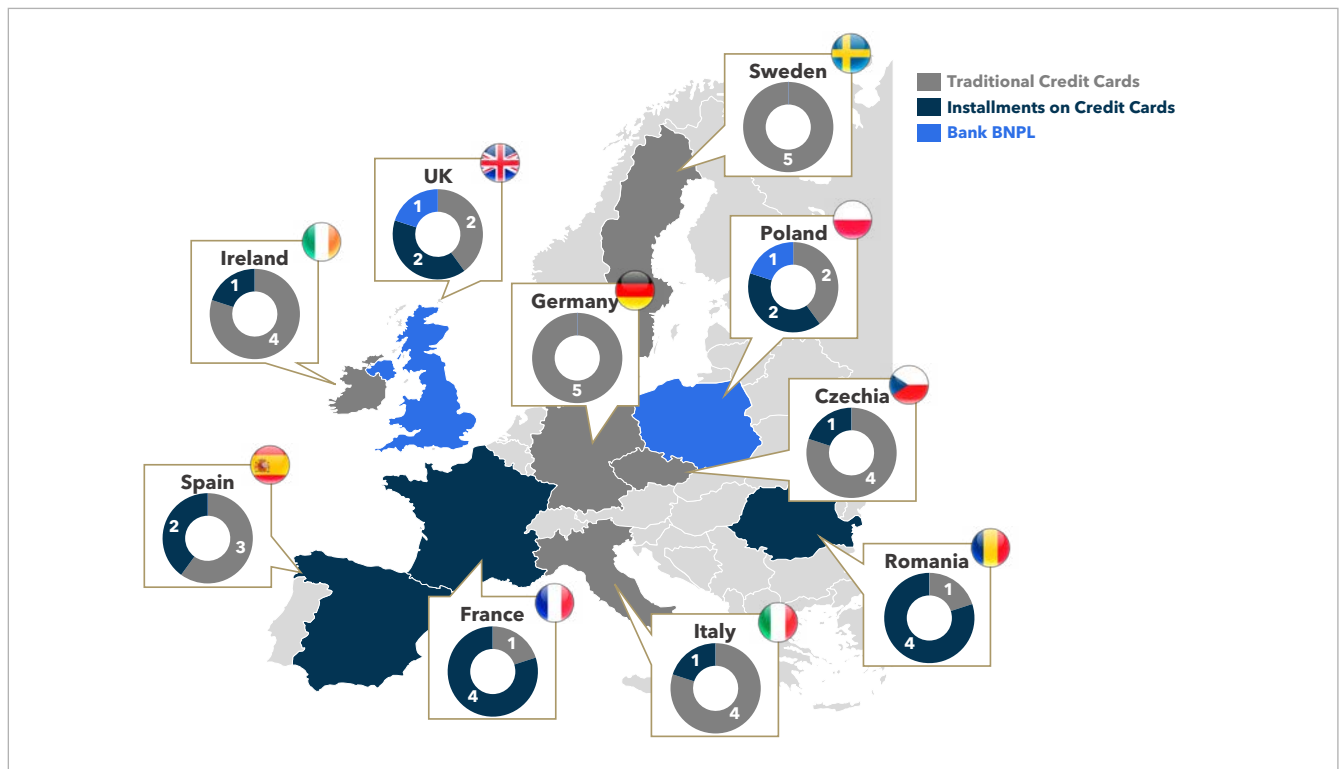
Figure 1: Example BNPL Providers in Europe, North America and AU & NZ



Source: Flagship Advisory Partners research

Meanwhile, traditional credit providers have largely missed the boat on filling consumer demand for flexible, digitally-enabled short-term credit tied to remote commerce purchases. Even today, a few banks in Europe offer instalments or BNPL, as indicated in the figure below. Banks face a variety of challenges in the space, including a lack of capabilities to distribute credit via merchants, conservative risk appetites, tighter regulation, and philosophical scepticism regarding the BNPL business model. For many banks, focusing on post-purchase instalments is a more natural fit (since the transaction shows up in mobile/online banking and can be positioned as a 'wipe to move to instalments') with an easier path to market. →

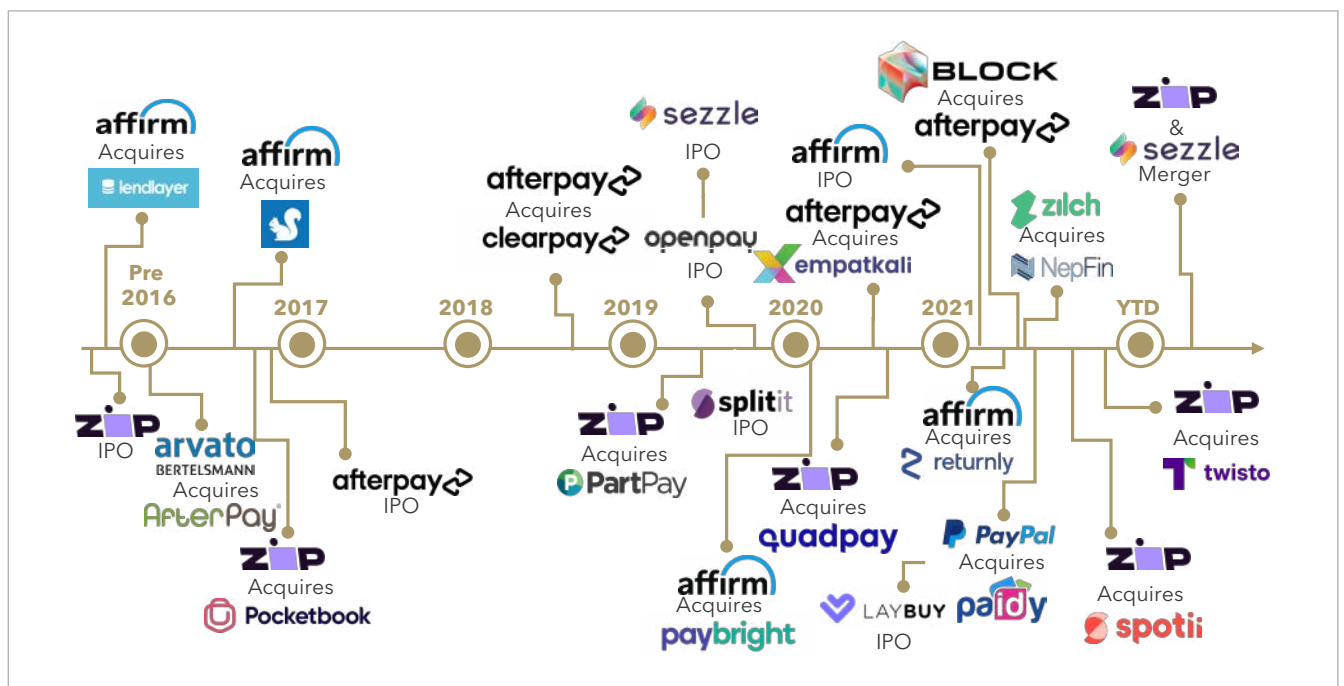
Figure 2: Instalment and BNPL offerings from top 5 banks in 10 key European markets



Source: Flagship Advisory Partners research

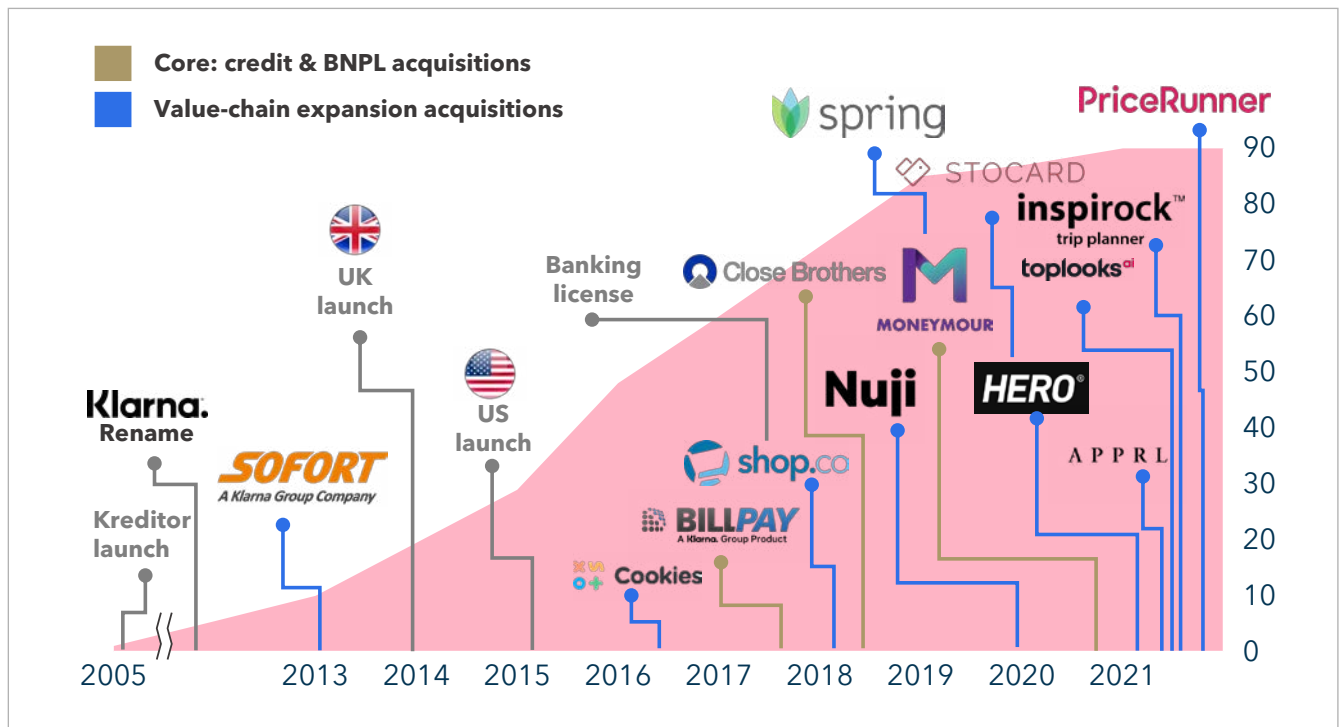
Fintech BNPL players continue to charge forward in the absence of meaningful competition from traditional credit providers. As a result of the proliferation of providers and their appetite for growth, further consolidation via mergers and acquisitions is inevitable. As illustrated below, Klarna, Zip, Affirm, and Afterpay have all made multiple acquisitions, while payment giants PayPal and Block (Square) entered BNPL via M&As (the latter by acquiring Afterpay). Acquisitions will continue as winners seek to scale, enter new geographies, and expand across the value chain.

Figure 3: Timeline of BNPL M&A activity (Top Buy Now, Pay Later providers, excluding Klarna)



Source: Flagship Advisory Partners research →

Figure 4: Timeline of Klarna M&A and other select events (Y-axis= millions of users)

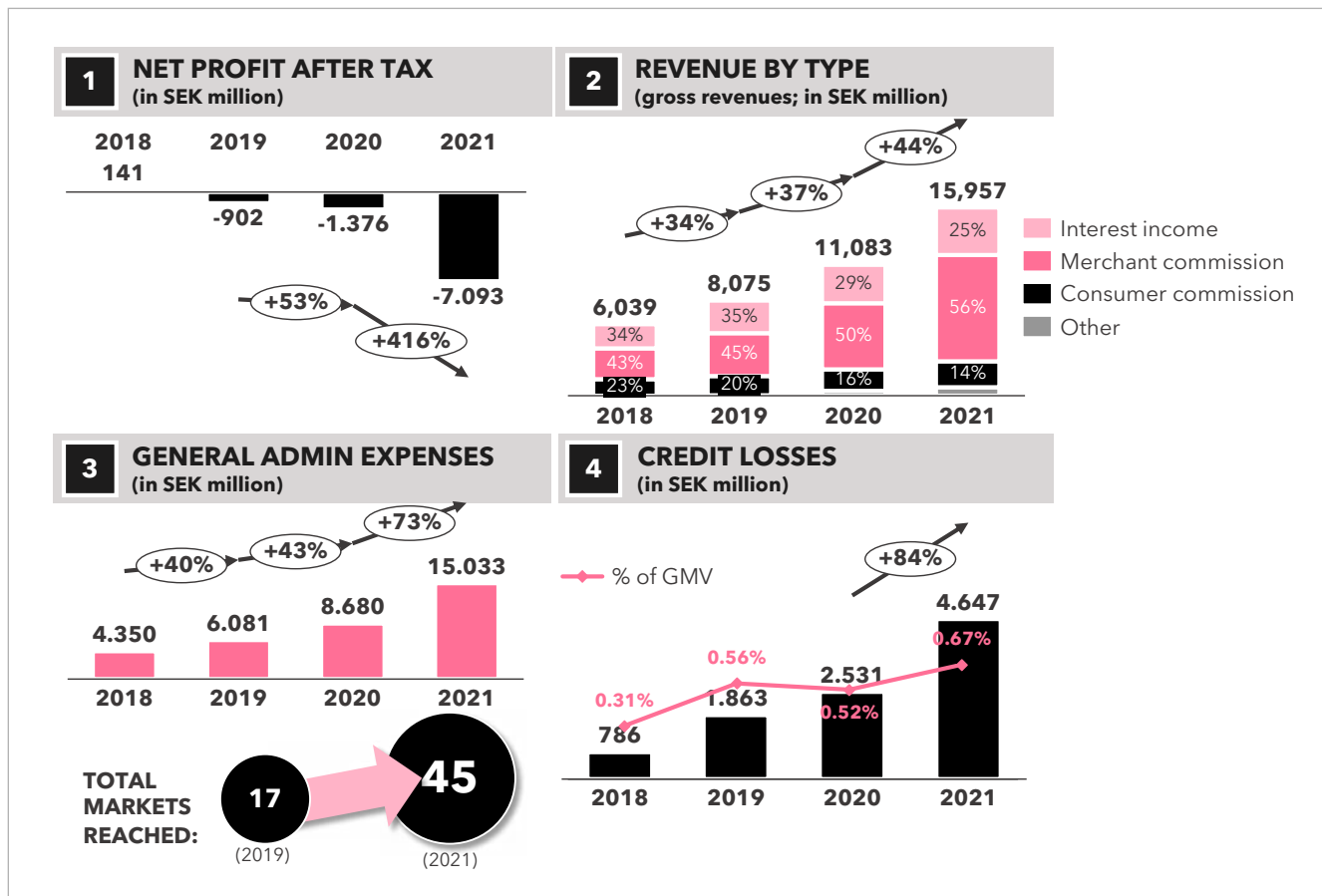


Source: Klarna, Crunchbase, Flagship Advisory Partners research

Despite the lack of competition from traditional providers, rapid geographic expansion, and rigorous M&A activity, the BNPL industry faces meaningful challenges. As illustrated in the figure below, Klarna's net loss widened significantly in 2021, due in part to increased credit loss rates. Klarna has rapidly entered new geographic markets (to which it attributes some of its profitability challenges) and has made 12 acquisitions over the past 5 years. Many of these acquisitions have been established to become a remote commerce 'super app' that offers shopping and loyalty in addition to credit. This ambitious strategy has not always gone smoothly, and Klarna has grappled with historic regulatory challenges and negative public perception. The BNPL provider is keen on shifting its brand association from BNPL to other services, demonstrated by a series of value-chain expansion activities and the launch of Open Banking platform brand 'Klarna Kosma'.

Continued losses at Klarna and others (e.g., Afterpay's losses also widened prior to its acquisition by Block) have prompted many observers to question the fundamental economics of the model. Critics argue that the high approval rates necessary to gain adoption lead to high credit losses, and that fintechs cannot prop up the necessary costs of funding to achieve sustainable margins. As a result, critics argue that effective interest rates become unreasonably high for consumers, and that BNPL providers' customer acquisition and operating costs are too high relative to small loan amounts. →

Figure 5: Klarna's 2021 results



Note: GMV = Gross Merchandise Volume; gross revenues exclude net results from financial transactions Source: Klarna annual report 2021

Source: Klarna Annual Report, 2021

As BNPL has grown, so has public and regulatory scrutiny. While BNPL is often marketed as a flexible form of payment, critics argue that BNPL is simply a digitised version of credit cards and traditional purchase financing that results in a higher cost to consumers. Part of BNPL's growth can (arguably) be attributed to the fact that it operates under a lighter regulatory regime than traditional credit products in many markets. Regulators are taking notice. As indicated in the figure below, aspects of BNPL are currently unregulated in many markets, but a variety of initiatives to tighten up regulation are underway. The EU is likely to propose to include BNPL in the scope of the Consumer Credit Directive, the US Consumer Financial Protection Bureau has opened an inquiry into BNPL, and the UK FCA and HM Treasury have indicated greater scrutiny. →

Figure 6: Status of BNPL regulation

	Geography	Licensing	Product	Price	Disclosures	Responsible Lending	Process	Competition
EUROPE	EU	X	X	X	⌚	⌚	X	X
	SE	✓	X	X	✓	⌚	✓	✓
	UK	X	X	X	⌚	⌚	⌚	⌚
	DE	✓	X	X	X	X	X	X
	IE	X	⌚	⌚	⌚	⌚	⌚	X
NA & AU	US	✓	✓	X	X	X	X	X
	CA	X	X	X	X	X	X	X
	AU	✓	✓	✓	✓	✓	✓	✓

✓ = BNPL regulation in place X = No BNPL regulation ⌚ = BNPL regulation in motion

Note: Licensing=requiring providers to be licensed by a state authority; Product= limiting which products the provider can offer; Price=limiting the prices the provider can charge; Disclosures=specifying the information that providers have to give to prospective customers; Responsible lending= requiring lenders to assess how affordable the product will be to the customer; Process= specifying how the product is sold, applied for, or serviced; Competition= disallowing rules set by providers that limit a merchant’s ability to use or accept the product (e.g., prohibiting merchants from surcharging customers for using the provider’s payment method)

Source: Flagship Advisory Partners research

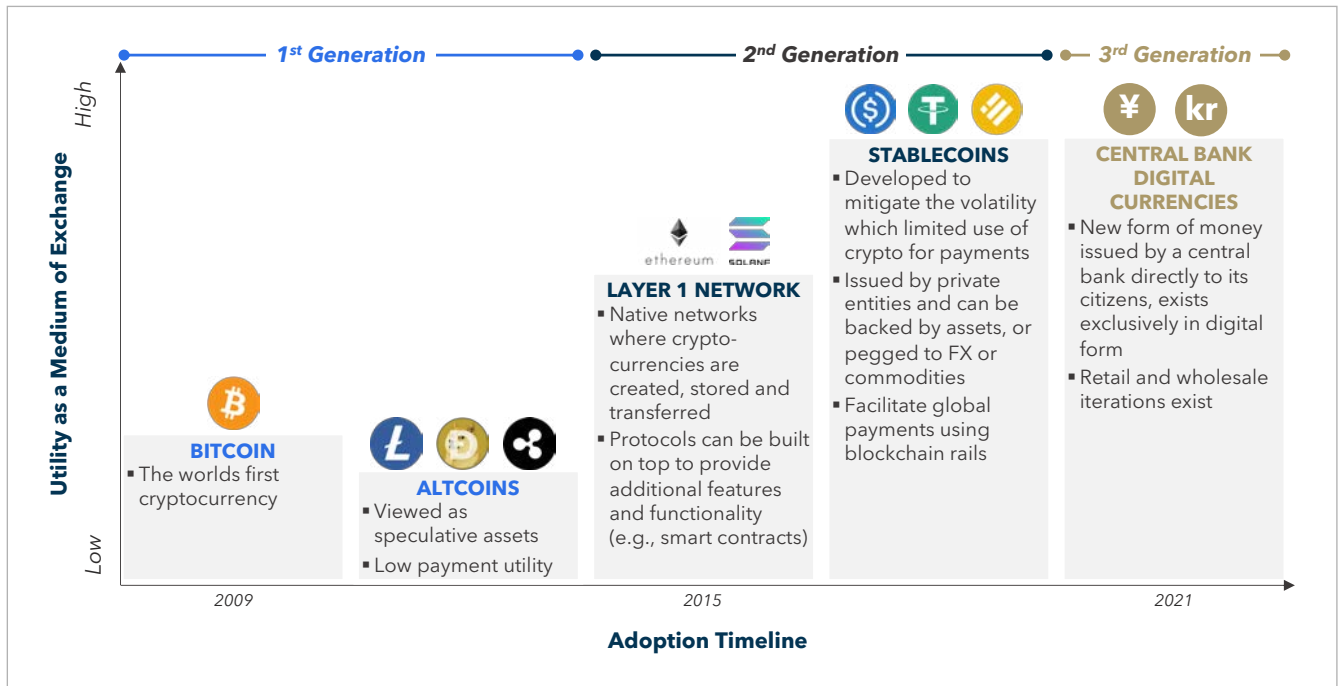
Despite these challenges, we do expect BNPL to continue growing, as it meets key customer needs for frictionless commerce. As it grows, the BNPL industry will mature and consolidate to a smaller set of more scaled and viable providers, product catalogues will expand to generate new revenue streams, regulation will increase, the fintechs will edge towards becoming more like incumbents (e.g., Klarna is already a bank), and forward-thinking traditional incumbents will regroup and will regain some of the ground that they lost.

Crypto payments finally emerging

Crypto’s profile and growth to date have derived from its utility as a store of value, but we are finally starting to see its potential as a ‘medium of exchange’ in mainstream digital commerce (which we refer to as crypto commerce).

Bitcoin and the first generation of cryptocurrencies (Cardano, Litecoin, others) never gained meaningful traction as payment methods due to their high valuation volatility, low transaction processing speeds, and lack of acceptance. However, these first-generation cryptocurrencies and their underlying blockchain technology inspired the development of new generations of crypto across a wide range of applications (as shown in figure 1). Today, select cryptocurrencies (e.g., Solano) and next-generation crypto innovations such as stablecoins (e.g., Tether, USDC, Dai) and central bank digital currencies (CBDCs) are driving a radical shift in consumer and merchant perceptions, while accelerating the usage of crypto payments. →

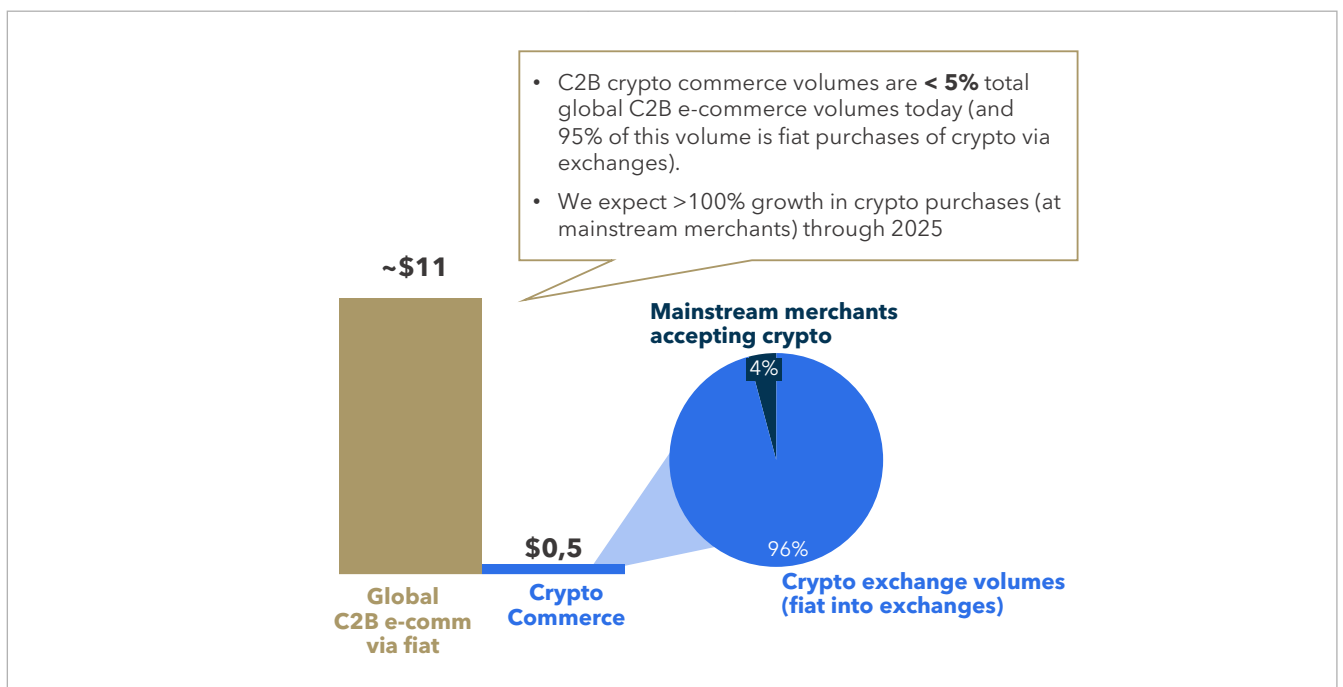
Figure 1: Evolution of Crypto & Relevance as a Medium of Exchange



Source: Flagship market observations

The emergence of new technological innovations such as stablecoins, NFTs (non-fungible tokens, which are essentially digitised tokens of ownership against digital assets) and DeFi (decentralised finance, a new breed of financial securities and investment vehicles built on the blockchain network) have further accelerated consumer curiosity and adoption. Traditional PSPs have invested in crypto as a growth vertical and have further invested in strategic M&As. Visa and Mastercard have also adapted their rails to settle select crypto directly. Regulations, on the other hand, continue to be a double-edged sword, considering that clarity in some markets is encouraging adoption by traditional actors.

Figure 2: Global C2B volumes: traditional ecommerce vs. crypto commerce (USD trn.; 2021)

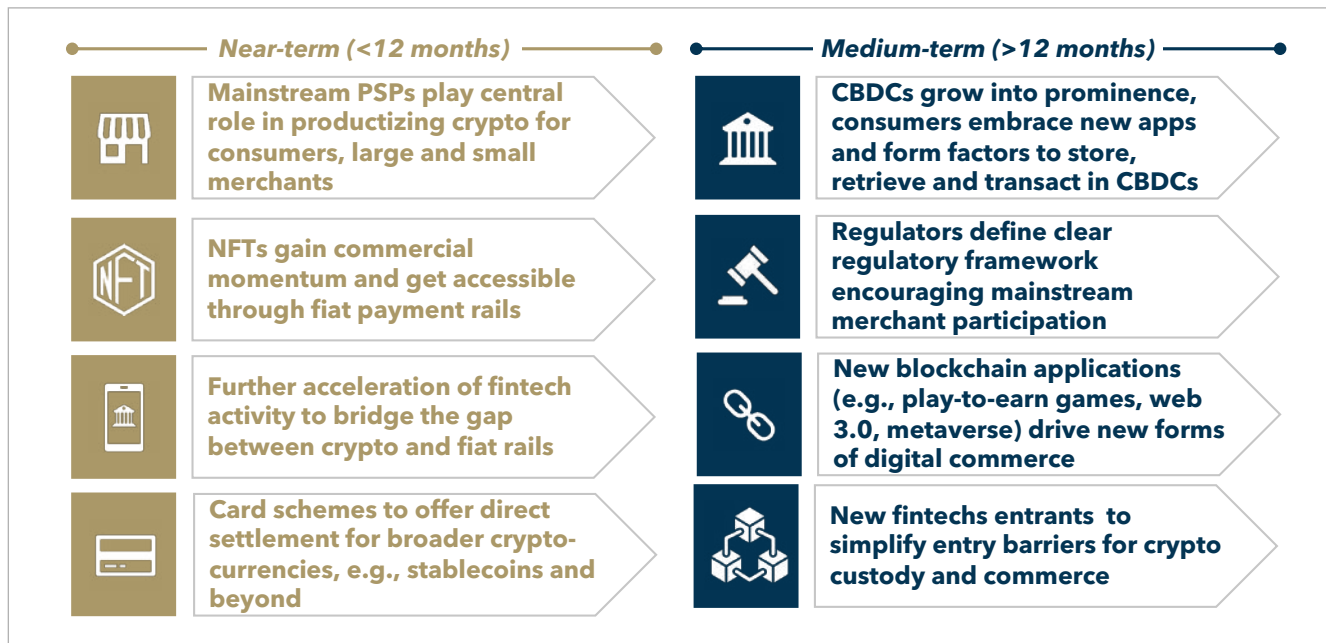


Source: Flagship Advisory Partners analysis →

As shown in Figure 2, 95%+ of C2B crypto commerce volumes today are attributable to the on-ramping and off-ramping fiat to crypto via crypto exchanges and wallets. Several specialised fintechs that offer fiat on-ramps (buying crypto in exchange for fiat currency) have emerged on this basis (e.g., Bifinity, Ramp, MoonPay, Wyre), and many traditional PSPs have also thrived supporting these volumes (e.g., Checkout.com, Nuvei, Worldpay). New merchant segments, beyond exchanges, have also emerged (e.g., NFT marketplaces, GameFi, DeFi) accelerating the opportunity for C2B crypto acceptance.

We are now seeing the expansion of crypto acceptance into more traditional areas of commerce, such as digital entertainment and services.

Figure 3: Crypto commerce growth drivers

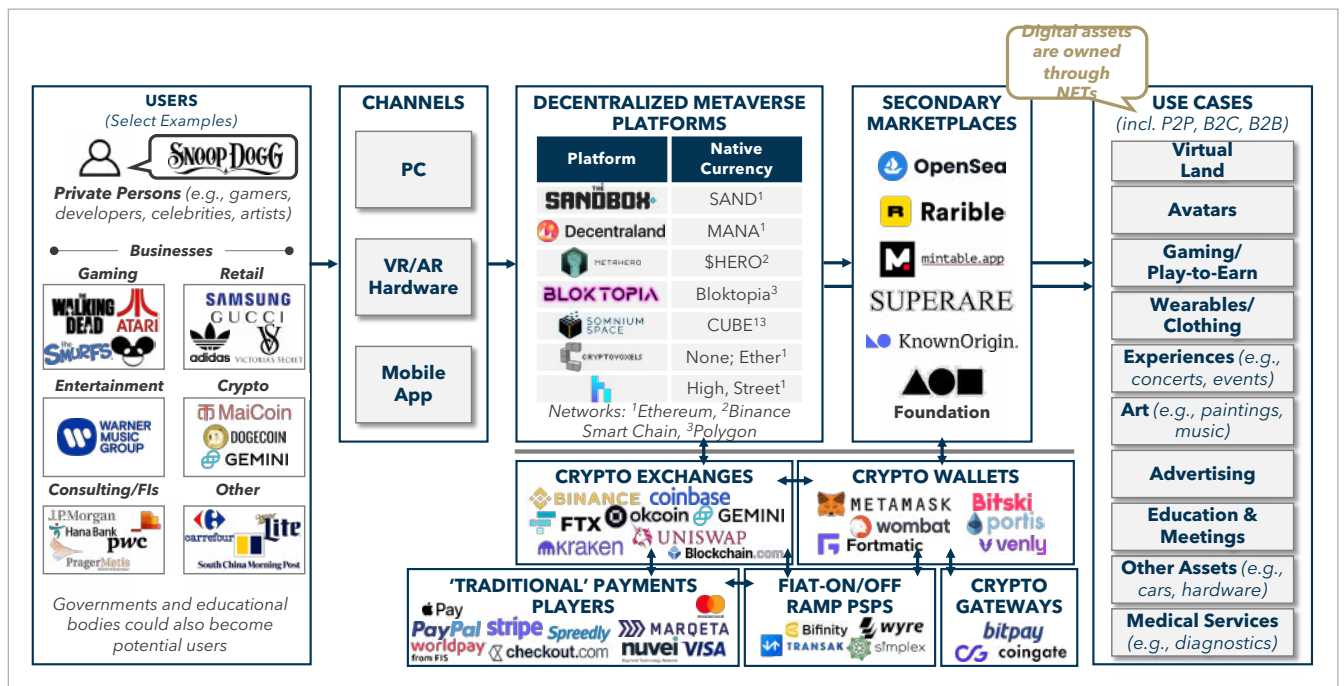


Source: Flagship Advisory Partners analysis

While crypto commerce is small today, we expect volumes to accelerate and grow rapidly in the next 12- 18 months. Our expectation for acceleration of crypto use cases is based on the growth drivers that we outline in figure 3. We anticipate mainstream PSPs (e.g., Nuvei, Worldpay, Checkout, Paysafe, Paypal, Square) to play a central role in driving the consumerisation of crypto by acquiring and building capabilities beyond just enabling fiat purchases of cryptocurrencies. New blockchain applications in the form of NFTs will gain momentum and be accessible through fiat rails. We anticipate Visa/Mastercard and regulators to play an important role in creating the network and the rules for direct crypto settlement.

Moreover, we see compelling long-term growth from emerging blockchain ecosystems such as the Metaverse. The Metaverse refers to an online, virtual, 3D universe that users can access via PC, virtual reality (VR) / augmented reality (AR) hardware, and/or mobile application, where the virtual and physical world converge. Users can play, work, transact, meet, and socialize within an open virtual community. The Metaverse is intended to be an interconnected and open community across platforms. Virtual assets in the Metaverse are owned through NFTs and are transferrable across platforms. →

Figure 4: The decentralised metaverse ecosystem (select examples)

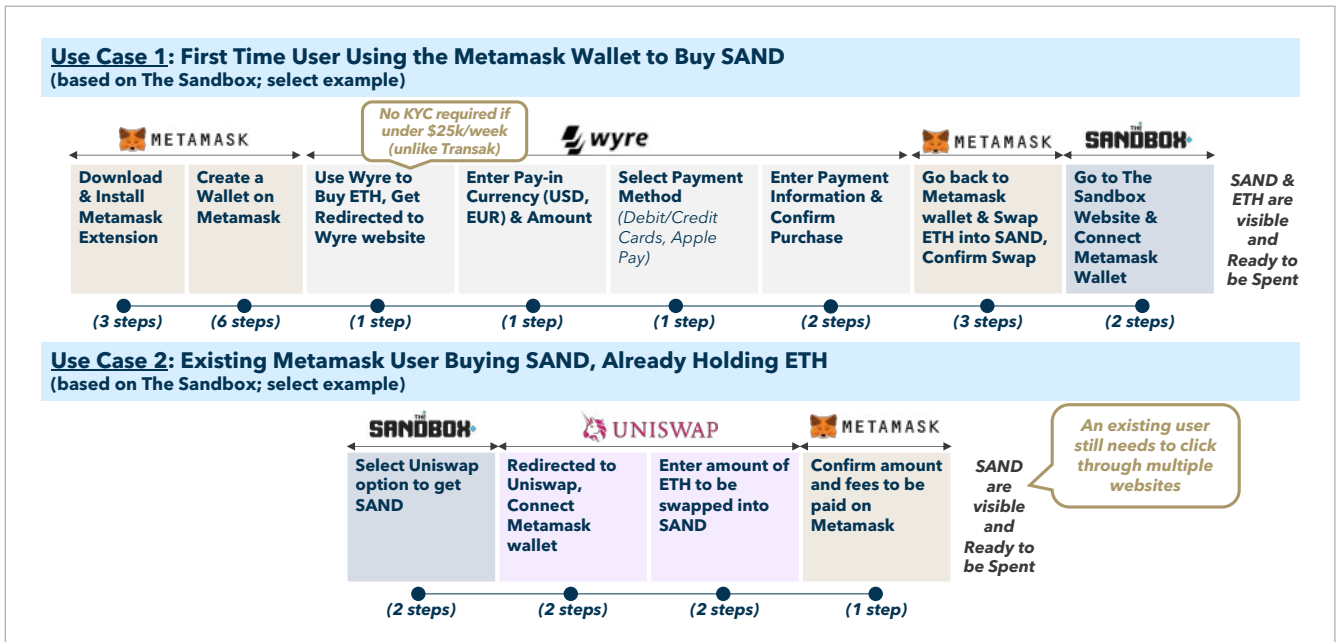


Source: Flagship Advisory Partners

Cryptocurrencies (wallets and exchanges), blockchain technologies, and NFTs play the central role in enabling the Metaverse commerce today given that the foundation of Metaverse worlds tends to be blockchain. Because the Metaverse is built on blockchain, transacting is almost always via cryptocurrencies; mainstream fiat payments such as cards are not yet relevant. As illustrated in Figure 4, most platforms have created their own utility token (e.g., SAND used in The Sandbox, MANA used in Decentraland) which can be bought or swapped on most crypto exchanges.

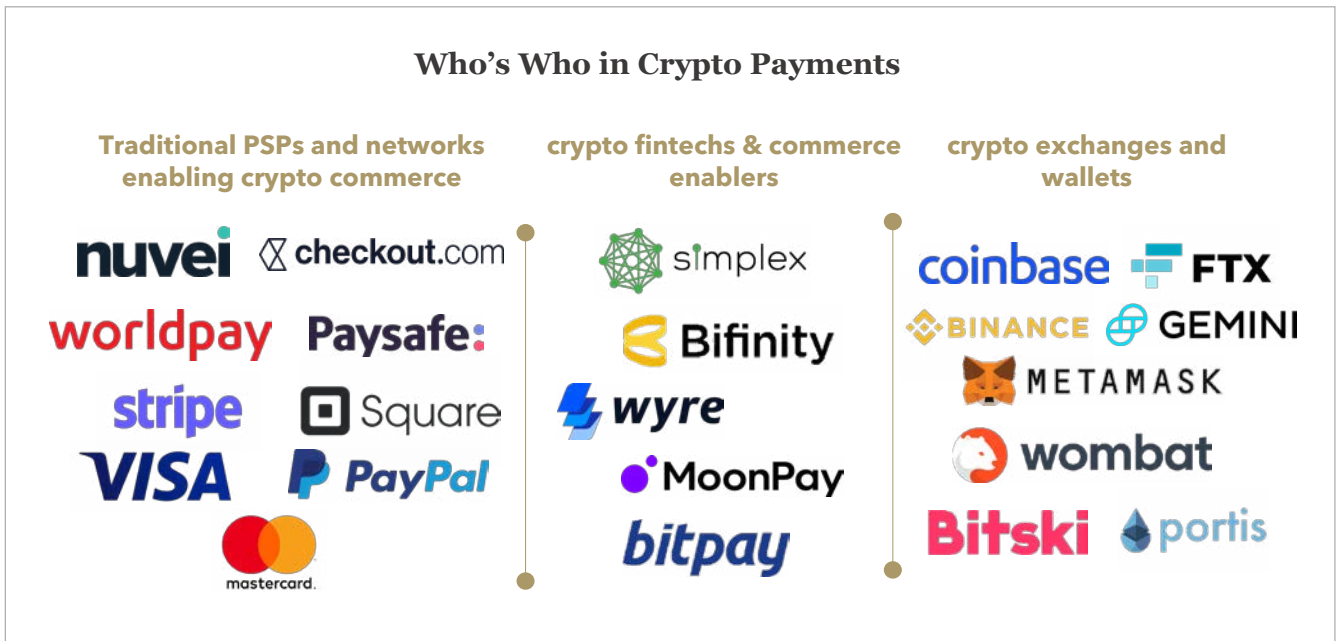
Metaverse users are needed to set up a crypto-based wallet to hold digital custody and enable crypto payments. For example, Metamask, one of the largest crypto wallets, allows players to send and receive Ethereum-based currencies and tokens, store and manage account keys, and connect to decentralized platforms (e.g., The Sandbox). Blockchain tech and cryptocurrencies are well built for virtual and decentralised ownership, but not yet well-enabled for frictionless commerce. As we illustrate in Figure 5, the Metaverse payment experience of today is clunky, with many steps required to complete a transaction. →

Figure 5: Today's pay-in use cases in the Metaverse (examples based on The Sandbox)



Source: Flagship Advisory Partners

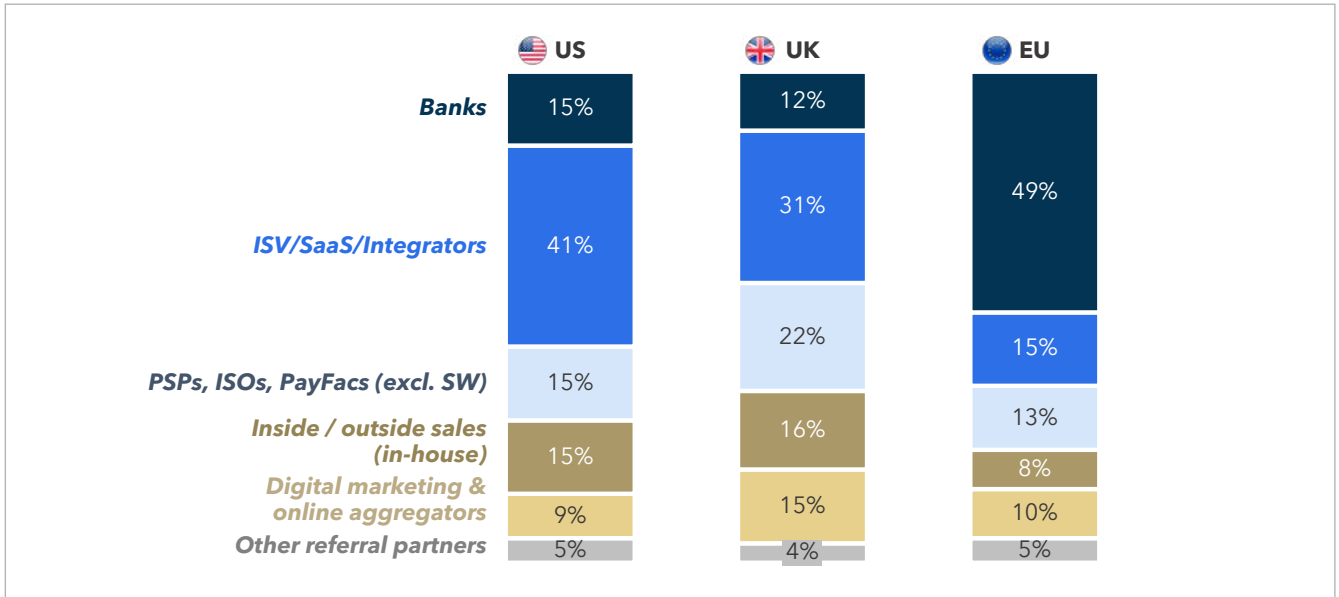
We expect rapid evolution of crypto commerce payments in the next several years, and these improved experiences will also help to drive UX improvement in the Metaverse. Payments providers that crack the code on frictionless experiences across the Metaverse have massive long-term upside. →



Convergence of payments and software defining winners in merchant payments

Top-line growth in SME merchant payments was a foregone conclusion for most of the last two decades. In today's more mature and highly competitive marketplace for merchant payments, growth is no longer easy. Growth in the SME segment now requires sound distribution strategy and execution, including performance across distribution channels. As noted in Figure 1, the landscape for distribution in Europe is changing dramatically from being bank-centric to becoming more focused on software partners (ISVs, SaaS, VARs).

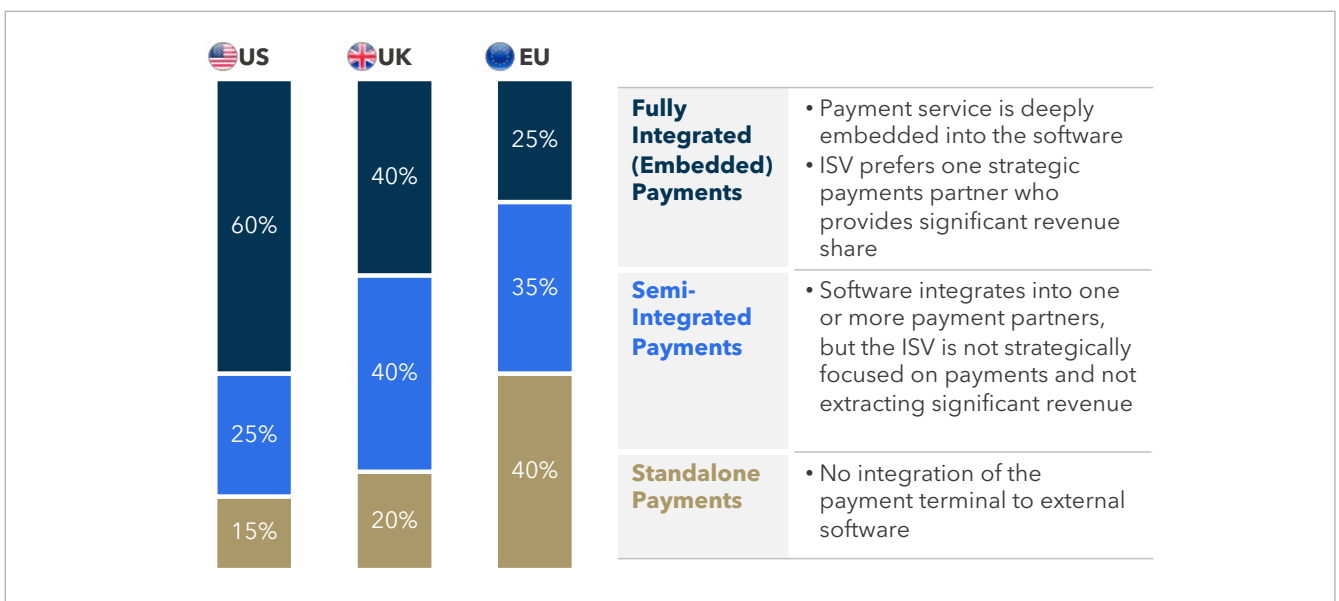
Figure 1: Evolution of SME Payments Acceptance Distribution by Channel (% of new merchants)



Source: Flagship Advisory Partners analysis

As commerce becomes more digital and payments more deeply integrated into commerce and business management software, software partners have become the key battleground for distribution success. The ISV/SaaS channel has been the key channel for growth in the US market for SME payments for years already. The same trend has been highly visible in the UK market in recent years and is now playing out across Europe defining winners and losers within merchant payment services.

Figure 2: Distribution of software + payment models (directional estimates; % of new SME merchants)



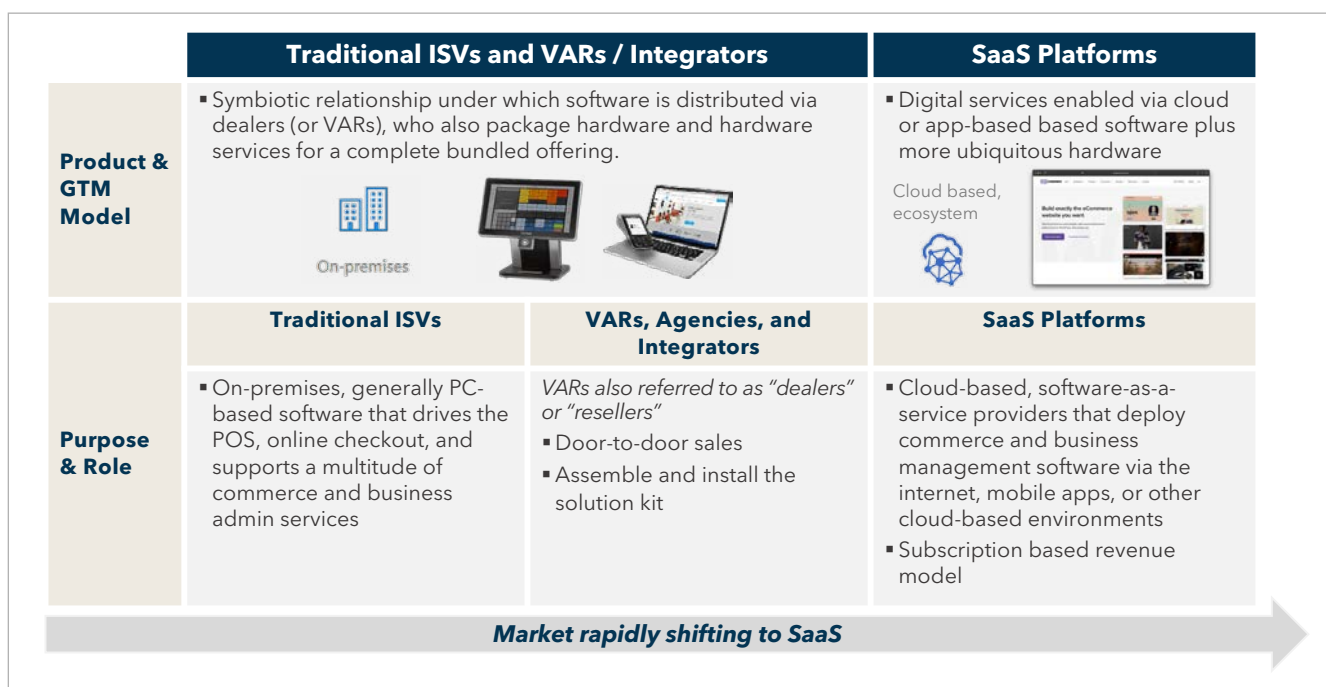
Source: Flagship Advisory Partners analysis →

The future of merchant payments is 'embedded payments', defined as payments that are deeply integrated into software and where the software provider is also the PSP or where the SaaS and payments partners are collaborating via a strategic partnership to drive product innovation and distribution. We now believe that a majority of SME merchants being signed today in the US market are signing up for embedded payments. This penetration is much lower in Europe, but growing rapidly on the back of solutions such as Shopify Payments.

Embedded payments are better for merchant customers as they reduce friction in transactions and business administration (easier reconciliation, etc.). Embedded payments are also lucrative commercially and a winning formula for distribution, given that the SaaS product tends to be the lead purchasing decision before payment services. Embedded payments such as Shopify Payments, Woo Commerce Payments, Lightspeed Payments, Square, Xero, and many others are rapidly winning market share (payments + SaaS revenue growth at these winning companies generally exceed 50%).

The value of embedded payments expands across software verticals and payments use cases: POS payment, ecommerce payment, billing payment, recurring payment, push payment, and many other use cases lend themselves to integration into the corresponding software environments.

Figure 3: Integrated payments models and actors



Source: Flagship Advisory Partners analysis

There are a number of different actors and product and business models at play in integrated payments, as shown in Figure 3. Traditionally, POS software was driven by ISVs (independent software vendors) who developed Windows software, then distributed in collaboration with VARs (value-added resellers) who deployed the software along with supporting hardware such as printers, screens, and payment terminals. This common ISV+VAR model for software and POS is being rapidly displaced by SaaS models. Software-as-a-Service product models are cloud-based, allowing for much easier deployment and usage. SaaS companies are often built to drive much of their own distribution, although web agencies and integrators of various forms still play an important role in implementing these solutions. →

Figure 4: Example of European PSPs focused on SaaS + integrated payments (non-exhaustive; select players only)

Who's Who, Example PSPs	ISV/SaaS Comments	Example Partners
	Global market leader in SME e-payments partners with thousands of software platforms	
	NL/BE iPSP champion for SME and more than 350 SaaS partners, expanding in DE, FR, and UK	
	Years of investment into Adyen for Platforms, now accelerating partnerships across channels, verticals, and geos	
	Global partner to a variety of software platforms, also extending to POS via Zettle	
	Themselves now an ISV, also support many POS ISVs who prize easy mobile integrations	
	UK PSP with a strong position with POS ISV and VAR partners (hundreds of ISV & VAR partners)	
	UK PSP focused on recurring/bank payments expanding in EU and push payments, 200+ platform partners	
	100+ software partners across UK, IE, PL, DE, ES and elsewhere	
	More with dozens of software partners who leverage Modulr's push and pull bank payment services	

Note that many other PSPs thrive via ISV partnerships that are not included in the table above, for example:
















, among others

Sources: Flagship Advisory Partners analysis; company websites; press releases

As shown in Figure 4, many European payment service providers have embraced integrated payments and ISV/SaaS distribution partnerships and are now being rewarded with the corresponding growth. For example, ecommerce PSP Mollie thrives in part due to its success in working with 100+ technology partners. Similarly, Paymentsense thrives working with hundreds of POS ISVs and SaaS. GoCardless also thrives within its recurring payments focus by also working with hundreds of software partners such as subscription management SaaS. Finally, Modulr is thriving by embedding bank payments into a range of SaaS such as accounting and other B2B SaaS.

Integrated payments in Europe are primarily enabled via partnerships between payment services providers and software providers. But there is also an active M&A market whereby PSPs and SaaS are actively merging. For example, Sumup and Saltpay acquired restaurant SaaS providers Tiller and Storyous respectively, and Planet acquired retail SaaS Proximis. Xplor, a global provider of SaaS + payments, has acquired numerous software companies around the world including Stadline, a French provider of fitness/club mgmt. SaaS. Based on the US market development, we anticipate many more combinations of payments and SaaS companies in Europe in 2022 and coming years. →

Figure 5: Examples of European payments + SaaS M&A

Buyer	Acquisition(s)	Comments
	 	<ul style="list-style-type: none"> Sumup, the leading provider of POS payments to the European micro-merchant segment, acquired Tiller a leading restaurant SaaS and FiveStar a U.S.-based provider of loyalty and CRM SaaS
	  <i>(via shareholders)</i>	<ul style="list-style-type: none"> Planet, a global leader in payment services and VAS focused on accommodation, hospitality, and retail acquired Proximis a retail SaaS provider and via common shareholders, Protel, a leading SaaS for hotels
		<ul style="list-style-type: none"> Saltpay, a provider of SaaS and fintech has acquired a number of assets across Europe including Storyous, a provider of restaurant SaaS
	 	<ul style="list-style-type: none"> TSG acquired Legend Club Management Systems, a leading leisure management SaaS based in the UK in 2019, and Stadline, a leading France-based SaaS platform for fitness chains in 2020
		<ul style="list-style-type: none"> Unzer, a leading German PSP, invested a minority stake in Tillhub, a leading restaurant SaaS, in 2020
		<ul style="list-style-type: none"> Concardis, part of the Nexi/Nets group, now holds 40% of Orderbird (Germany-based hospitality SaaS) since 2021

Sources: Flagship Advisory Partners analysis; company websites; Crunchbase

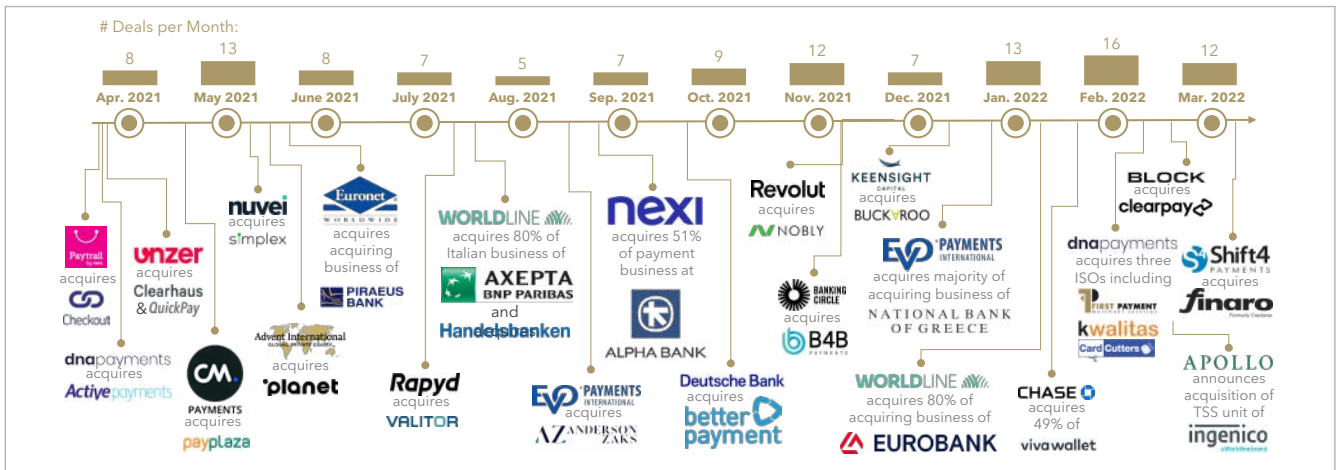
Integrated payments and success in the ISV/SaaS channel were the single most important force of disruption and success in US merchant payments throughout the last decade. We expect the same to be true in the 2020s in Europe. →

Payments M&A and funding continue unabated into 2022

Payments and fintech M&A continued at a brisk pace throughout 2021 and into 2022, as shown in Figure 1 below. Payments M&A (particularly merchant payments) was primarily driven by strategic buyers including frequent buyers Unzer, Saltpay, Nuvei, Shift4, EVO Payments, Worldline, Nexi, and DNA Payments but also by private equity including experienced fintech buyers such as Advent, Blackstone, Apollo, Corsair, and Permira, among others.

We do not expect a slow-down in the coming years. However, we do expect some rationalisation of valuation levels as pressure from public markets trickles into the M&A market.

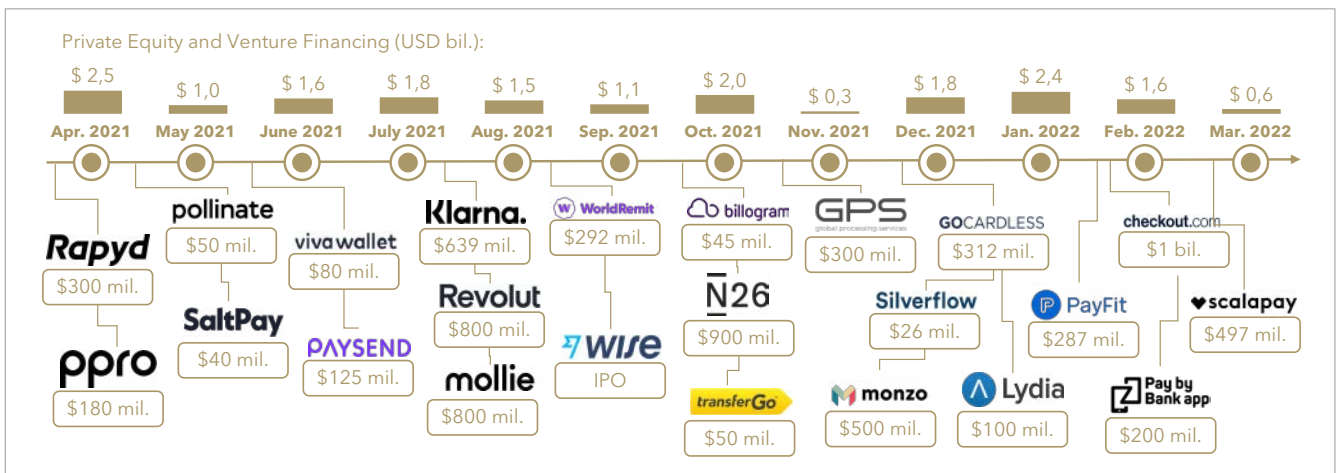
Figure 1: Select European payments M&A



Source: Global Data, Flagship Advisory Partners analysis

Venture and private equity funding briskly increased in 2021 and Q1 2022, as well (as shown in figure 2). Fintech investments continue to perform well as a sector that still sees vast quantities of capital looking for a home in fintech. We observe private equity investors moving down-market to find assets of value and also being more proactive to front-run competitive auctions with short fuses. Growth equity in particular has been highly active and defined by peak valuations over the past year driven by aggressive investors such as EQT, General Atlantic, Tiger Global, and TCV, among others.

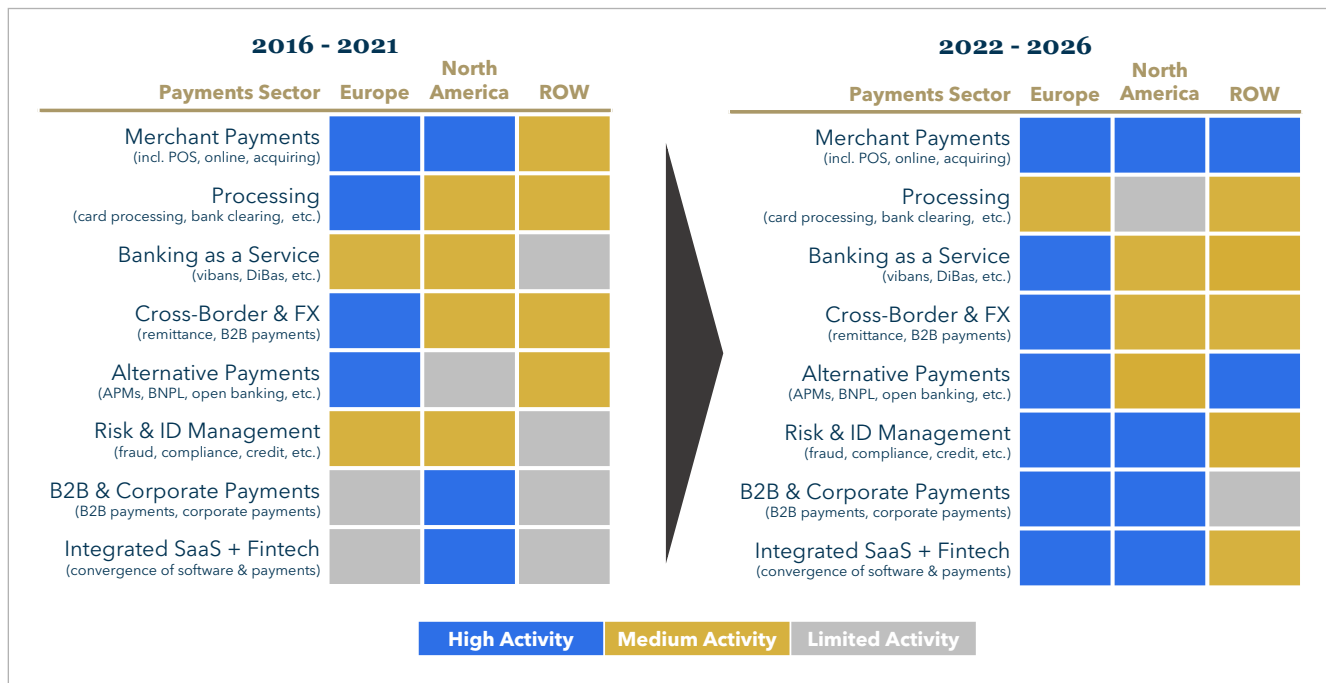
Figure 2: Select equity fundraises in European payments & fintech: 1Q 2021 – 1Q 2022



Source: Global Data, Flagship Advisory Partners analysis

As shown in Figure 3, the mix of global fintech M&A is evolving over time. Merchant payments remains highly active as a sector globally. BNPL and other aspects of alternative payments have become highly active as have Banking-as-a-Service and Platform-as-a-Service. We see rapid acceleration of M&A activity in B2B payments in Europe, as well as in the risk and identity management segment. We are also seeing an acceleration of the SaaS + fintech theme in Europe, a carry-over from a primary theme in North America over the past five years. Finally, cross-border payments is also highly active in Europe and we expect this to continue.

Figure 3: Global fintech M&A heatmap



Source: Flagship Advisory Partners analysis



Flagship Advisory Partners is a boutique consultancy and M&A advisory firm focused on payments. We provide strategy, delivery, and M&A support to financial institutions, PSPs, fintechs, technology providers, brands, and investors. We serve clients globally from offices in Europe and U.S.

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Edgar, Dunn & Company

New Entrants in B2B Payments: A Specific Focus on Automation and Optimisation



Greg Toussaint is a Director at Edgar, Dunn & Company (EDC). He leads EDC's B2B Payments practice globally. He has more than 15 years of consulting payments experience with EDC in business strategy for clients in Asia, Europe, Middle East and the Americas. Greg has worked in EDC's London, Sydney and Paris offices and has gained extensive knowledge of both retail and B2B payments, including card products, instant payments and alternative forms of payments while working with a wide range of organisations in payments including central banks, issuers and acquirers, international and domestic payment schemes, merchants and payment providers.

Greg Toussaint ▪ Director ▪ Edgar, Dunn & Company

B2B payments are growing worldwide due to technological innovations in payment infrastructure, changes in customer expectations, the increasing number of new entrants, and regulatory changes. The cloud, artificial intelligence, and APIs all play key roles in making B2B payments and processes faster, more automated, and less expensive. Many solution providers also emphasise how commercial card technology can address issues and alleviate pain points for both buyers and suppliers with a specific focus on automation and optimisation of B2B processes and payments. Investment and product development related to B2B payments have recently increased as COVID-19 acted as a catalyst to further accelerate the growth of B2B payments.

In this article, Edgar, Dunn & Company (EDC) analyses the key capabilities of new entrants that are assessed in further detail in a white paper to be published next month on the increasing digitalisation of B2B payments.

New entrants in B2B payments include both financial institutions and fintechs

The landscape of actors in B2B payments has evolved significantly, moving from a mainly bank-dominated landscape to a market with a myriad of different fintechs and actors focusing on specific use cases and pockets of profitability.

This translates into the entry of many new players either moving from B2C to B2B payments such as Adyen and Stripe or specialist B2B companies such as Bud, TrueLayer and WEX. COVID-19 has also led actors focused traditionally on T&E (e.g., travel-focused

payment providers such as AirPlus and Tier 1 financial institutions like BNP Paribas, Citi or HSBC) to diversify their portfolio and increasingly focus on and invest in B2B payments.

EDC's analysis – Overview of actors in B2B payments (Selective and non-exhaustive overview)

This has resulted in a flurry of initiatives addressing buyers' and suppliers' key pain points such as manual payments and processes, cash flow management and payment delays, and lack of integration with existing systems.

Leveraging technology to facilitate automation and optimisation

B2B payments are often inefficient and new entrants are leveraging payments technology to facilitate automation and bring benefits to both SMEs and corporates.

Virtual cards automate Accounts Payable and Accounts Receivable

Regardless of the verticals targeted, most new entrants in B2B

payments like WEX, Bill.com, AvidXchange or Tipalti focus on → the automation Accounts Payable (AP) – accounting for 90% of opportunities in B2B payments according to analysts – and leverage virtual card payment capabilities.

Virtual cards create many benefits to fasten and simplify AP & AR (Accounts Receivable) reconciliation processes, reduce operating costs (e.g., avoid FX markups, reduce errors), increase control of corporate spending (keep track of budget vs. actual), reduce fraud (with single-use virtual cards), provide financial rebates and enhance data capture (e.g. access to level 3 data). In addition to virtual card benefits, fintechs such as Brex and Stripe have developed additional services beyond payments – either in-house or through partnerships – to serve the SME and middle-market segments with a suite of services to automate processes such as invoice management and cash flow management. Companies can then integrate this AP/AR suite with their ERP or accounting software leading to a significant reduction of their workload, up to 80% according to some fintechs.

How straight through processing differ from traditional payments

One of the key drivers for innovation in the B2B payment landscape is the lack of automation regarding processes and payments. Corporates' key pain point is indeed highly manual and people-intensive processes that are slow, error-prone, and expensive, resulting in issues related to reconciliation, and cash flow. Fintechs such as Boost B2B and CSI (Edenred's subsidiary) have developed straight-through processing (STP) capabilities to fully automate B2B processes and payments, removing all pain points related to manual processes. With STP, suppliers can conduct a fully automatic financial reconciliation and receive payments directly to their bank accounts. The use of virtual cards combined with STP and Card-to-Account (buyers pay by cards, payment providers receive the funds as Merchant of Record and then transfers funds to suppliers by ACH) provides a more balanced value proposition between buyers and suppliers. This is a key aspect to creating more value for suppliers and increasing the supplier acceptance network

of B2B payments, often considered a key hurdle to B2B payment growth. Supplier enablement is another example of new services offered by fintechs such as Boost B2B or Billhop contributing to the development of B2B payments.

The automation of processes is further facilitated by the development of new ecosystems directly linking buyers and suppliers. Tradeshift, C2FO or Coupa are examples of this new trend to create ecosystems allowing corporates to go beyond automation and optimise financial incentives, working capital or costs. Mastercard Track BPS is another example of an ecosystem connecting buyers and suppliers to facilitate and optimise B2B processes and payments. Many Tier 1 financial institutions are considering or implementing Mastercard Track BPS to create a new range of services for their SME and corporate clients.

Increased focus on profitable niches in B2B payments – example of B2B cross border-payments and blockchain

B2B payments include many specific niches, ranging from B2B travel, B2B marketplaces or B2B cross borders, with high revenue and growth potential that are targeted by new entrants. New entrants in B2B cross border payments address many pain points, ranging from a poor customer experience, payment delays, costs and lack of security and efficiency. In this case, Visa B2B Connect was designed to create a multilateral network delivering B2B cross-border payments that are predictable, secure and cost-effective for financial institutions and corporate clients. Currencycloud is another provider focused on B2B cross-border payments that leverages the innovative capabilities of blockchain by partnering with Ripple. Ripple provides a blockchain-based fast payment settlement system, allowing to process faster payment transactions compared to other alternatives such as SWIFT. B2B payments are being increasingly targeted by a myriad of actors – both traditional financial institutions and fintechs – who are developing innovative services through smart use of technology. EDC expects this trend to continue as there is a high number of opportunities in B2B payments.



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Edgar, Dunn & Company (EDC) is an independent global payments consultancy. The company is widely regarded as a trusted adviser, providing a full range of strategy consulting services, expertise, and market insights. EDC expertise includes M&A due diligence, legal and regulatory support across the payments ecosystem, fintech, mobile payments, digitalisation of retail and corporate payments, and financial services.

M&As and Investments



The Paypers

Acquisitions and Investments in The Payments Industry: Challenges and Opportunities



Anda is doctor in Political Sciences, currently exploring her research skills to discover the latest trends in the payment and commerce industry. At the Paypers she is in the wonderful position to analyse the hottest topics, and to discuss them with thought leaders in order to get the pulse of the payments environment.

Anda Kania ■ Lead Editor, Payments and Commerce ■ The Paypers

Most M&As and investments emphasise the opportunities that lie ahead for the companies involved. However, various challenges may occur related to market movements, competition, consumers demand and preferences, as well as regulations, and other emerging factors. However, a bit of strategic assessment can turn these challenges into opportunities. This is why it is imperative to consider deals and fundings from both perspectives. For the last six months, the dynamics of M&As and investments revolved around the following trends:

- **Buy Now, Pay Later versus credit cards models;**
- **The accelerated rise of startups in Asia;**
- **New scaling and expansion strategies from incumbents.**

After a comprehensive **M&As and investment roundup in 2021** published on The Paypers website, we're continuing from where we left off, by creating another overview from Q4 2021 to Q1 2022, this time mainly focused on challenges and opportunities with unique views on what should businesses consider when seeking to acquire either capital or companies.

Buy Now, Pay Later – business as usual, but with a twist

There has been some controversy on BNPL offerings in the last few years, with many **regulators across the world** commenting on the risk of debt traps among consumers. Even the word '**Klarnage**' was used to emphasize the damage that these financing services may cause to those that overspend without a warning. Despite all the discussions on whether these companies have fair and regulated policies, a significant wave of investments happened throughout the last two years, with companies such as Klarna, Afterpay, Sezzle, and more rounding up their funds significantly. In the meantime, the home-grown BNPL market in Australia seems to be saturated,

and companies that raised a lot of capital like **Afterpay and Zip**, for instance, are now losing it – Afterpay reported a **USD 156.3 million loss** for the last fiscal year, while Zip reported a USD 652 million loss. Klarna **also confirmed USD 748 million operating losses** in 2021, which means a 408% loss compared to 2020.

The perception around the BNPL is yet a bit altered. BNPL is not all about debt and consumerism. Beyond these issues that, indeed, do exist in this field, BNPL is here to stay, especially for younger generations that prefer to avoid the long commitments of a traditional credit. From the **last analysis on investments and M&As in the BNPL market**, in the current roundup, we observe fewer big players involved in funding and more startups eyed by investors, a rise in credit card-based services, and high interest for expansion.

The credit card business model on the rise

This card-based business model is, in fact, a credit card challenger one, where consumers are connected to a financing entity, yet the payment execution is facilitated by the BNPL provider. Consumers pay with a card that is issued by the provider and usually co-branded by an international card network. The key benefit is that these providers offer customized perks that include cashback, spending tracking, the 0-interest plan for those who pay on time.

India-based fintech Slice has raised USD 220 million in a Series B funding, valuing the business at more than USD 1 billion. Slice currently offers credit cards to India's young adults. Among the Slice card's key features is the ability to split a bill into three interest-free monthly instalments. →

The company is also working on launching payments through Unified Payments Interface (UPI), a state-backed system that streamlines inter-bank payments.

Mexican credit card issuer Stori has secured USD 125 million during an oversubscribed Series C funding round. The company has focused on investments in the last two years with a total fund of USD 200 million and plans to broaden its suite of products.

Another LATAM-based startup, ADDI, raised USD 200 million valuing it at more than USD 700 million. The company is now well-rooted in Colombia, with operations in Mexico and Brazil as well. With so many opportunities in the whole region, ADDI is looking to further expand in other LATAM countries.

British startup Zilch raised USD 110 million quadrupling its valuation at USD 2 billion, to expand footprints into the US. Considering that credit cards are a popular payment method and a means of financing in that market, Zilch might be able to successfully take on other players there.

Established players

Zip, one of the well-known players in Australia, has been on a shopping spree in the last 12 months. More recently, the company bought its rival Sezzle for USD 352 million. The financial loss hasn't stopped Zip to gather around as many BNPL providers as possible, and the new acquisition aims to be part of a strategic plan of investment **that could turn out into a profit in two years**. Zip also bought Twisto, Spotii, and Payflex, thus expanding more into Europe, the Middle East, and Africa, respectively.

Another major deal regards PayPal's acquisition of Japanese player Paidy for USD 2.7 billion, in a bid to consolidate its position in Japan. The company is constantly seeking to build strong connections with Asian markets through acquisitions, being able to enter even China via GoPay.

In Europe, Scalapay raised USD 497 million in a Series B funding round, totalling USD 700 million to date. According to most press releases, the company hit unicorn status, in spite of financial data not showing a valuation of over USD 1 billion. Scalapay is also looking to strengthen its digital transformation strategy by launching Magic, a platform that aims to boost the checkout experience for customers – with a very colourful interface and features like cashback, this new product seems to go straight to a certain group: Gen Z.

Challenges. The BNPL business model has been embraced at a global level by hundreds of companies, while only a few have a large market share, and out of this category, most are a long way from reaching profitability. Absorbing the competition and infusing capital is no guarantee of success, so both companies and investors should take into account the following aspects:

#1 It seems like the credit card-based model could be a new emerging trend among BNPL services able to overpower other business models, as pay later cards offer engaging apps and more transparency when it comes to spending patterns and cashback; at the same time, as **detailed by McKinsey**, players integrating card-based instalments would make a difference on a competitive market if they know how to monetize the pre-purchase offerings as well.

#2 Providers are focused on expansions, but the global market is highly fragmented when it comes to customer experience and adoption. For instance, this new move from PayPal might bring some challenges, as unlike other countries where with high adoption of BNPL services, in Japan, **people generally avoid debt cycles** as well as instalments payments;

#3 New regulations may force providers to trade off the speed and accessibility they now offer for new compliance rules, and adopt new measures of credit checks. Big players such as Affirm, Klarna, Afterpay, PayPal, and Zip are already on regulators' radar, which means growth might be hindered by additional scrutiny and constraints. Moreover, these changes might actually bring opportunities for banks to develop more BNPL services that could be well-received by the market for three reasons: 1) banks have a large consumer database so they can create more niched tailored products 2) they are more trusted by consumers than fintechs 3) with access to extensive data, they are able to do more accurate risk assessments.

Opportunities. Despite all the debates around the reliability of these services, BNPL is here to stay, with high demand among consumers and popularity among key generations: Gen Z and Millennials. Moreover, in India, where more credit-card based models are emerging, the BNPL market is expected to grow rapidly over the next five years. It currently accounts for **2% of total retail sales and is predicted to skyrocket to nearly 7%** by the end of 2026. →

The unicorn season in Asia

There has been a successful period for many startups in Asia, particularly in the South-East Asia region, as well as in India. The newly become unicorns have focused on new digital financial services, expansions and investing in e-wallets services.

Razorpay, an India-based fintech, raised USD 375 million in December 2021, reaching a USD 7.5 billion valuation, which means that it has more than doubled since their last funding round in April 2021. This latest investment is aimed to further scale the company's Business Banking Suite, RazorpayX, as well as provide new banking solutions. Razorpay also planned to expand in Southeast Asia, and it did so in February of this year, by acquiring Malaysian startup Curlec, a recurring payment platform that enables direct debit Account-to-Account payments. This is an opportunity for Razorpay to consolidate its services and expand in an emerging market where digital payments, **especially real-time payments**, have become very popular among consumers in the last few years.

E-wallets growth for financial inclusion

Vietnam's e-wallet MoMo has gained the unicorn status through a USD 200 million investment, and it plans to further build up its multifunctional payment services that define it as a 'super app'. MoMo competes with VinID Pay, Airpay, Moca (in partnership with Grab).

In Thailand, Ascend Money, a fintech providing online payments and micro-lending services, was valued at USD 1.5 billion after raising USD 150 million in funding. The startup has similar missions as MoMo, planning to grow the user base for its TrueMoney Wallet, and expand its financial services across SEA to also drive financial inclusion in the market.

Challenges. Fintech startups are creating a competitive environment for banks. Nonetheless, in India, the banking industry is deep-rooted in the fintech ecosystem, and banks are investing and offering a lot of digital services to both SMBs and consumers – with RBI's NPCI being the best example in this matter. Consequently, all the financial services that Razorpay and other startups plan to offer should have a strong unique selling point to fend off competition from banks. Another segment to compete with is bigtech. The **battle for dominance between giants such as Google, Facebook or Amazon** could also affect the competitive edge that fintech startups fight for.

Opportunities. Various government initiatives have worked as a booster for startups to scale in Asia to encourage the development of digital payments. Moreover, financial inclusion is still an important objective in the region, and the companies mentioned above in this article are also putting their efforts into increasing the rate in this matter. E-wallets have a high mobile payments penetration in Asia, yet a few adults have access to a bank account, and SMBs have limited access to lines of credit and loans. For this reason, despite the developments and innovation that major banks and bigtechs bring in, there are still financial barriers that unicorns can lower to make a difference for a large pool of consumers through their own technology-driven innovation.

Scaling and expansion

Companies involved in M&As and strategic investments have precise goals that regard consolidation, scaling, and expansions of their payment services.

The Worldline story

As part of its European consolidation strategy, Worldline, considered the biggest acquirer in Europe, and the 4th worldwide, has bought Axepta Italy, a major bank acquirer in the country. Also bought by Worldline are Handelsbanken's card-acquiring activities in the Nordics, Cardlink, and Eurobank Merchant Acquiring activities in Greece. In addition to offering better rates and expanding services, these consolidation moves that Worldline is making are intended to broaden the geographical scope of acquirers and reduce processing costs.

Challenges for the acquiring market. At a general level, new regulations related to KYC and AML add more complexity to the merchants onboarding process, so acquirers should focus more on streamlining the underwriting experience in order to gain a competitive advantage. Looking strictly at the new acquisition, Axepta Italy is facing strong competition from Nexi-Sia and Iccrea, two top acquirers in Italy.

Opportunities for the acquiring market. Nevertheless, the country's digital payments have grown rapidly as has its engagement and development in fintech, and the Italy has become a conducive environment for instant payments and banking partnerships. Moreover, amid the pandemic, a lot of SMB merchants realised they need more resources to implement new payment methods and omnichannel experiences so companies like Worldline can be there for them. →

Expansions and consolidation of PSPs

PPRO is continuing its journey and consolidation in APAC by acquiring Alpha Fintech, a payment technology company that owns a cloud-based platform for the integration of payment processing, merchant management, risk management, fraud prevention, and data analytics. With Alpha's platform, PPRO intends to provide its customers with plug-and-play integration, compliance and risk capabilities, as well as expanding its network in Australia and Singapore.

In the same competitive space, Rapyd has completed the acquisition of Neat, a cross-border trade enabling platform for startups and SMBs based in Hong Kong. With the great ambitions among PSPs to offer real-time payments, including payins and payouts, Rapyd aims to meet cross-border payments needs for merchants in terms of interoperability and speed.

Global PSP Checkout.com raised USD 1 billion in a Series D funding round, reaching a valuation of USD 40 billion. The company aims to scale up in the US, where they offer a cloud-based payments platform, to roll out a new solution for marketplaces and payment facilitators, while also exploring the Web3 space.

Challenges. All these companies boast about their ability to improve conversions at checkout. In order to do so, offers and interfaces must be constantly refined, and this can disrupt business growth if not done correctly. Another challenge could regard the fact that the expansions into Asia for PPRO and Rapyd, and Checkout.com's digging into Web3, means new journeys, and this requires an effective strategic plan. Yet the directions and challenges are of very different nature: PPRO and Rapyd are very familiar with APAC's markets, while in the case of Checkout.com, the Web3 and NFTs are still something new in the payments world, with a controversial position when it comes to regulations and jurisdictional aspects.

Opportunities. PPRO has taken on under its umbrella a company with strong connections to banks and payment methods providers in APAC. For Rapyd, Hong Kong is a good choice, as it is a market known for low domestic ecommerce penetration, yet it registers a high cross-border spending rate of **25% of all ecommerce transactions**. Checkout.com's new marketplace solution could be a success, since ecommerce businesses are increasingly seeking innovative ways to scale their business by engaging with more partners, as opposed to the longstanding linear selling relationships. Marketplaces also account for a large portion of ecommerce – **47% of ecommerce sales were made through online marketplaces in 2020**, totalling nearly two trillion dollars.

Account-to-Account and Open Banking Payments

GoCardless, an A2A payments provider focused on direct debit collections, raised a total of USD 529 million in funding over 10 rounds, the latest one announced on 8 February 2022, when they took in USD 312 million. The company has a clear mission of investing in Open Banking payments and joining the competitive environment of direct bank payments. As part of GoCardless' investment in Open Banking product development, the company launched Instant Bank Pay, a way to instantly collect one-time A2A payments.

Challenges. The A2A payment market has many players offering multiple types of services to meet consumers' and businesses' needs all the way. Therefore, any investment in this domain should be directed towards making a difference. In addition, the card-based payments market is still a strong one, and the benefits of A2A payments seem to carry a lot of weight for merchants, due to lower costs, even though the need for more awareness of their benefits among consumers is still stringent. Currently, there's no clear statement on how safe these payments are and how chargebacks can be handled without a card network in place, for example.

Opportunities. A2A payments would also see a significant interest among subscription-based and other recurring-type transactions. GoCardless has also conducted a study revealing that **payments collections by card have a typical failure rate of 8%**, while by paying directly from one bank account to another, the rate could drop to under 3%.

Finally, a widely debated topic this year so far was Apple's acquisition of Credit Kudos, a credit reference agency that uses consumers' financial data through Open Banking to measure creditworthiness for credit providers. There has been a lot of discussion across the industry regarding the rationale behind this move, with most of the ideas pointing out Open Banking or BNPL. The reason could regard both options, yet certainly, Apple will make use of Credit Kudos's capabilities to enhance and complement its own and launch new services. The company's new Tap to Pay solution, which was developed after the acquisition of Mobeewave, illustrates this point.

→

There are a lot of speculations regarding this event – Bloomberg reported that Apple might develop its own payment processing technology to become an independent entity. This comes as no surprise, since most bigtechs express their interest in financial services. Nevertheless, bigtechs are far from taking over the digital economy, as long as public payments infrastructures and systems are continuing to develop.

Overall

The main drivers and trends of the above M&As and investments that will most likely influence the future events like these are:

- new BNPL business models
- financial inclusion in emerging markets – Asia basks in the spotlight on this front, while LATAM doesn't lag behind
- scale and competitive pricing for PSPs
- expansions in and access to new markets
- embedded technology
- Open Banking payments
- removing payments complexity

At present, beyond the challenges and opportunities that seem to equally have their own ground, the Russia-Ukraine war might further provoke global tensions with impacting consequences on economies, making players and other entities rethink any investment or acquisition strategy they initially drafted. Therefore, it is likely we will catch sight of fewer M&A announcements and a slight dip in market size by the end of this year. New trends always tend to develop, however, and maybe new business models or disruptive services will emerge.

Arma Partners

Looking Beyond Market Volatility: M&A Signposts Payments' Long-Term Future



John is a founding member of Arma Partners with c.25 years of corporate finance experience in the technology sector. At Arma, John focuses on the Financial Technology sector and has advised on over 50 transactions across capital markets, asset management/wealth management, insurance and payments.

John Meehan ■ Partner ■ Arma Partners

Having continued its rapid evolution over the past year, the payments space is now feeling the impact of global macroeconomic headwinds and geopolitical instability. Against this backdrop, however, the emergence of new payment models and Open Banking has defined the market. In addition to this, the convergence of software and payment systems continues to deepen, as players in both sectors target each other for potential tie-ups to enhance their capabilities through M&A rather than organic growth.

Downward pressure on valuations

Payment companies, particularly digital players, performed strongly through the pandemic. The rise of online spending, a shift to cards and the heightened popularity of digital products like crypto and e-wallets all made their impact felt.

So, what's changed?

Following a period of hypergrowth, we are seeing an expected slowdown amongst digital payment players. Publicly listed digital platforms have been acutely affected by the recent downturn in global equity markets, driven by **projected interest rate rises**, concern about consumer spending alongside Russia's invasion of Ukraine, with its knock-on impact on supply chains, commodity prices, and inflation. The MSCI All-Country Index, calculating the performance of major large and mid-cap stocks across 23 developed and 24 emerging markets, **is down 12%** as of March 2022. In the payments market, where volumes are heavily exposed to this difficult economic environment, major digital players have fared worse still. **PayPal's share price plunged** in February 2022 with others like **Square** also suffering, prompting investors to price in significant financial risk despite a period of strong performance, before this fluctuation.

Inevitably, there's somewhat less volatility amongst the more traditional players as well as in private market valuations. Several high-profile growth capital raises did take place early in the year. GoCardless, a leading fintech in direct payment solutions, **secured USD 312 million in Series G funding in early February, at a valuation of USD 2.1 billion**. As well, **Checkout reached a USD 40 billion valuation** after raising USD 1 billion in its Series D funding round in January. However, we can expect that volatility and market uncertainty is likely to put additional pressure on the size of rounds and valuations in the private markets.

This downward pressure on payment company valuations, both public and private, could present discounted opportunities for opportunistic acquirers – particularly financial sponsors. Aiding this is a highly fragmented payment sector with ample runway for further consolidation as we move further into this year. Despite the above context, uncertainty will persist with a risk-off market environment impacting the M&As appetite, particularly impacting companies' ability to part-fund major transactions with equity.

The transformation of payments markets

However, running in parallel with this global uncertainty are radical market changes that are creating powerful incentives for payments companies to undertake strategic transactions. As consumers and businesses look for a seamless online experience and service, we are seeing a convergence between payment players and software providers. Ecommerce payment platforms are increasingly seeking to provide an all-encompassing service to merchants, and therefore a better end-market experience for the consumer, through acquisitions of software-centric businesses (and vice-versa). The elevated risk of volatility in volumes only increases the incentive for payments →

companies to expand into new areas, with software services offering more stable, recurring revenues and greater customer stickiness. Whilst this trend is in its early stages, deal activity is increasingly taking shape. **Global Payments acquired MineralTree**, a leading provider of Accounts Payable (AP) automation and business-to-business (B2B) payment solutions, to enhance its service for customers and integrate payment options across key vertical markets. Similarly, **Intuit's acquisition of Credit Karma for USD 7.1 billion** has enabled it to create a personalised financial assistance service that helps customers find the right financial products. This integration harkens the emergence of specialist payment champions within specific verticals that have deep domain expertise, reduced company cost pressures, and will likely become acquisition targets themselves.

Secondly, the rise in Buy Now, Pay Later (BNPL) services, driven by a generational shift towards subscription payments and accelerated by the pandemic, is proving to be a growing source of deal activity. **Square's acquisition of Afterpay for approximately USD 29 billion** was a marquee deal in this space. It underscored the huge appetite for BNPL providers and other major players have since moved in, with **Apple acquiring Credit Kudos** in March to accelerate its move into the space.

Traditional players in the banking sector have also opted into the booming market, with **NatWest recently becoming the first UK high street bank to announce a BNPL product**. Other payments and consumer credit incumbents may instead move into the market via acquisitions. Meanwhile, the first movers in the BNPL space are **becoming consolidators themselves, with Klarna recently acquiring mobile wallet provider Stocard**.

Thirdly, we are also beginning to see Open Banking gaining real traction. **VISA's acquisition of Tink**, a European Open Banking platform enabling financial institutions, fintechs, and merchants to build tailored financial management tools, is a direct response to

how regulation has opened up a range of different payment options. Fourthly, the rise of fraud will increasingly become a key driver of M&As as companies look to enhance mitigation capabilities. With online consumer payments rising, particularly during the Covid pandemic, consumers utilising digital financial tools are increasingly vulnerable. In response to this, regulators have acted with the UK's Financial Conduct Authority (FCA) rolling out **'Strong Customer Authentication'**, changing how consumers confirm their identity when making online purchases by adding additional security and identity verification steps. These measures will likely heighten scrutiny of payment providers, in turn prompting them to identify acquisition targets which specialise in providing cyber protection to consumers.

Looking forward

So, how will the above trends impact the future direction of travel for payment providers?

The macroeconomic volatility that we observe today will likely continue in the coming months. Investors, particularly in the public markets, will be navigating an uncertain terrain, which will put price pressure on established players.

















At the same time, whilst markets previously were solely focused on growth, investors now want to see both growth and profitability. The companies that can perform well amidst this uncertainty and attract premium valuations, versus those that cannot, will prompt a bifurcation in the market with elevated M&A activity levels likely to persist. Growing consumer demand will drive further convergence between software and payments. Providers will also look to move into the fastest-growing sectors of the market, such as BNPL. While payment volumes will decline for the short and medium-term in a recessionary environment, we should still expect to see the most ambitious companies investing in acquisitions that enable them to capitalise on fundamental changes in the industry.




Armapartners



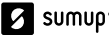



armapartners.com

Arma Partners provides independent corporate finance advice to companies and investors active in the global Digital Economy. Arma acts as a trusted advisor to Digital Economy leaders throughout their entire corporate lifecycle, from raising private capital for fast-growing disrupters and founder-led businesses to orchestrating complex cross-border M&A deals for private equity investors and global large-cap public companies. Founded in 2003, Arma has completed 257 deals worth USD 91.8 billion in aggregate deal value since its inception, and employs a growing team of 31 senior bankers.











Overview of Strategic and Financial Buys in the Payments Industry 2021-2022

Capabilities		
VISA	USD 963 million	
EBANX	Undisclosed	
EBANX	USD 229 million	
Bolt	Undisclosed	
Rapyd	USD 100 million	
	Undisclosed	
Klarna.	Undisclosed	
fiserv.	Undisclosed	
Thunes.	Undisclosed	
affirm	USD 300 million	
	Undisclosed	
	Undisclosed	
PayU+	Undisclosed	

Capabilities/scale		
Rapyd	Undisclosed	
	USD 150 million	

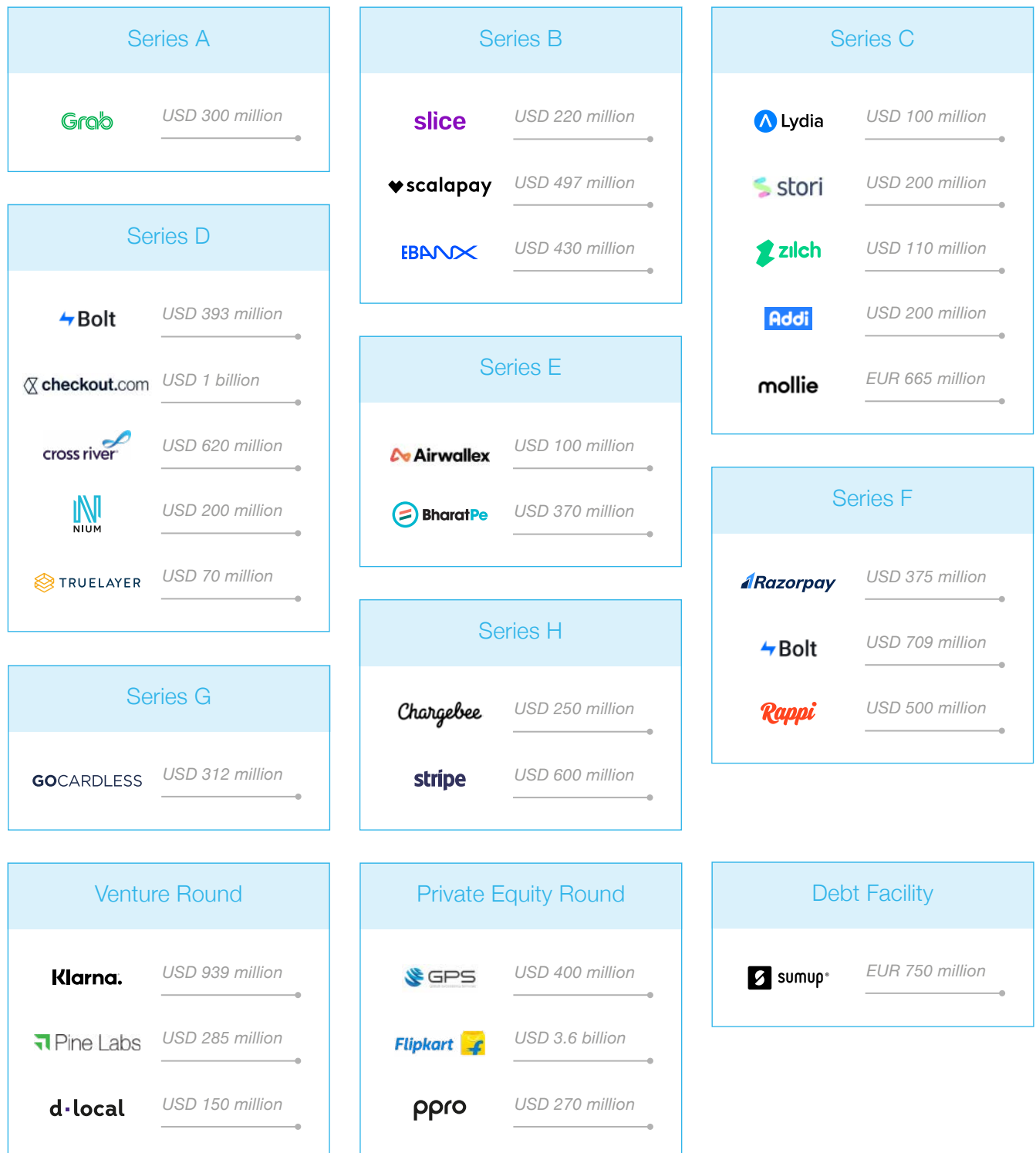
Consolidation		
WORLDLINE	Undisclosed	
VISA	USD 1.8 billion	
	USD 317 million	
ZIP	Undisclosed	
ppro	Undisclosed	

Consolidation/scale		
	USD 29 billion	

Expansion/consolidation		
WORLDLINE	Undisclosed	
	Undisclosed	
ZIP	USD 160 million	
ZIP	USD 140 million	
	USD 2.7 billion	
	Undisclosed	
Paysafe:	USD 441 million	

Source: The Paypers

Overview of Strategic Investments in the Payments Industry 2021-2022



Source: The Paypers



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Startups to Watch



Analysing the most relevant startups in terms of offering in the B2C and B2B ecommerce payments market

The Paypers

Startups to Watch – the ‘Dark Horses’ of 2022



Alexandra is Senior News Editor at The Paypers. A passionate writer, Alexandra has an extensive background in journalism – as a graduate of Journalism and Communication studies –, as well as editing, publishing, and marketing. She coordinates the news coverage at The Paypers and, together with the team of editors, she strives to bring forward the latest trends for our readers, while investigating and sharing with our community the upcoming innovative industry shifts.

Alexandra Constantinovici ■ Senior News Editor ■ The Paypers

When you want to find out what’s ‘cool’, you better turn to what each generation’s youth are doing. This axiomatic truth lives its best life in the ecommerce payments ecosystem as well. In the past couple of years, we’ve been putting this market segment under a magnifying glass, looking to see what the newcomers are up to, in order to confirm established theories and learn from their strategies.

So far, year after year, we’ve set our eyes on companies that proved to become unicorns and established names on the market for the following iteration of this overview. In this edition’s Startups to Watch roundup, we will be focusing on a couple of representative names for the startup segment that seem to ride the wave of innovation in full force.

With the total ecommerce market worth approximately USD **4.89 trillion** (and growing rapidly), according to Shopify, this year’s picks speak volumes on the existing booming trends such as Buy Now, Pay Later, A2A Payments and the refinement of payments infrastructure.

Europe – the land of regulatory opportunity

Key focus: A2A payments

Lithuanian fintech **kevin.** has been on everyone’s radar (including ours, in the 2022 edition of the Who’s Who in Payments Report) in the last short couple of years. With A2A still in its infancy when it comes to infrastructure and adoption into ecommerce, the market was ripe for systems built around APIs that were easier to integrate into physical stores. As Pavel Sokolovas – Founder & COO of **kevin.** explained to TechCrunch, Account-to-Account is a cheaper process and ‘so we had a huge opportunity to solve [integration and expansion issues], especially in ePOS’.

They essentially created an NFC A2A payment solution with a seamless user experience comparable to that of a card payment linking merchants with customers’ bank accounts directly, with plans to cover 35% of all European ePOS terminals by the end of the year.

It’s easy to envision big actors in the paytech ecosystem or even big issuers (such as Visa, who dove deep into A2A in the past year) looking to acquire this emerging startup, as it gains a bigger slice of the ecommerce payments pie. According to TechCrunch, **kevin.** has declined to work with market incumbents in this field even as strategic investors, in order to stay neutral and not tied to any specific platforms.

The startup is currently working with 6,000 merchants in 12 European markets integrating payments via POS, either physical or electronic. Following several pre-seed rounds, in May 2022, **kevin.** raised USD 65 million in a Series A round to build out its technology and hire more people to enter new European markets.

Key focus: Buy Now, Pay Later

Alma is a BNPL company born in France in 2019, facilitating instalments payments both in-store and online. In these less than three years since its debut on the market, the BNPL provider built a portfolio of over 4,000 retailers from niche segments to famous brands such as Kookaï, Devred, Go Sport, Top Office, La Fée Maraboutée, and they also process almost half a billion euros annually. The company raised EUR 49 million in 2021 in a Series B and EUR 115 million in **Series C** in February 2022, with an additional EUR 95 million in debt financing. →

The market penetration strategy they employed seems to be riding the wave of popularity that big players like Klarna are benefiting from right now on a global level, while scaling rapidly not just in reach, but also in their product offering and tech (they launched a mobile app at the beginning of the year that will be allowing customers not just to manage their transactions and look for instalment plans and ecommerce deals, but also provide virtual cards later in 2022).

It will be worth it to see how the app will develop after its rapid geographical expansion – after launching and growing in market share in Spain, Italy, Germany, and Belgium, Alma will be looking to expand in the Netherlands, Luxembourg, Portugal, Ireland, and Austria.

US

Key focus: Payments Infrastructure

Gr4vy is a 'no-code' payment orchestration platform based in the US, but available at a global level. Even though the company was founded in 2020, with most of its activities rolling out since 2021, Gr4vy has already closed a wide array of partnerships with various players in the industry such as Vyne for Open Banking payments, livestream platform ELEVEN, Banked, GoCardless, Boku, and EBANX. Over the course of three rounds, Gr4vy has raised a total of USD 27.2 million.

As an extension to its portfolio, Gr4vy's cloud-native payment orchestration platform (POP) also offers Instances, which provides merchants infrastructure in the cloud. Company officials have been vocal about their goal to fill the gap in payments infrastructure efficiency left from a disproportionate transaction volume rise during the pandemic compared to what merchant systems could sustain.

Key focus: Blockchain

M10 Networks provides a turnkey platform delivered as a cloud-based service and based on immutable hierarchical ledger technology. operated by a proprietary, permissioned blockchain. It tokenises regulated liabilities such as central bank money, commercial bank money, and e-money, and can be configured to meet the digital money needs of central banks and commercial banks.

M10 reportedly prioritises markets where traditional cross-border payments suffer from high cost, slow speed, and poor access. As per the company's strategy, their go-to-market approach is to work with commercial and central banks in the Middle East, Africa, and Asia, to address market inefficiencies in cross-border payments and greenfield Central Bank Digital Currency (CBDC) opportunities. M10's partners include FIS, IBM, BPC, and NIFT.

It was impossible for CBDC to not be among the interest topics of payments facilitators given the plethora of **announcements and initiatives** debuted in the last two years

Asia

Key focus: Buy Now, Pay Later

Pace is a 2020-founded online payment platform that allows users to pay for their purchases in three interest-free instalments. Pace has raised a total of USD 40 million in funding over 4 rounds. Their latest funding was raised on 15 February 2022 from a Series A round.

Pace has acquired the assets of its competitor **Rely** for an undisclosed amount. Rely is a BNPL startup in Singapore, offering consumers interest-free instalments on purchases. Its partner retailers include Qoo10 Singapore, Zalora and JD Sports. This is just another example of a small player gaining visible traction in Southeast Asia in a very short time span.

Key focus: Card issuance technology

For all the conversations spurred across the industry over card scheme dominance, one of the immutable truths lurking in the background is that card payments will not be phased out in the foreseeable future. And startups know this as well.

Hyperface is the developer of a card platform designed to simplify credit card issuance for fintechs and ecommerce firms. The company offers customisable software development kits (SDKs) and application programming interface (APIs) to allow customers to design credit card programmes and manage the entire customer experience, from KYC requirements to loyalty programmes. Embodying the principle 'if you can't beat'em, join'em', the startup is set to help businesses launch credit card programmes in only a few weeks.

Hyperface **raised** USD 1.3 million in October 2021 which it said it will use to strengthen its tech platform and launch card programmes, as well as for hiring and growth.

Africa

Key focus: Payments infrastructure

Flutterwave, a fintech company that provides a payment infrastructure for global merchants and PSPs, has been included in our Startups to Watch overview since its first iteration in 2020. And we still feel inclined, two years later, to include it on this list. →

The startup raised USD 250 million in a Series D round that tripled the company's valuation to over USD 3 billion in just twelve months. In **March 2021**, the startup raised USD 170 million in a Series C round from Tiger Global and Avenir at a valuation of USD 1 billion. The latest financing brings Flutterwave's total raise since its inception six years ago to USD 475.

Flutterwave changed the understanding of Africa's potential in the cross-border payments infrastructure niche by facilitating transactions for small to large businesses in Africa via one API. The company also helps businesses outside Africa expand their operations on the continent. Some of its international clients include Booking.com, Flywire, and Uber.

Furthermore, they have been on an expansion spree, going from sub-Saharan Africa to Egypt and Morocco. These last couple of moves are a clear indicator of the company's direct move into the Middle East, with further plans for Latin America. According to company statements, apart from geographical expansion, the payments infrastructure provider aims to also invest the newly acquired capital into product development.

What's certain, after seeing the rise of this payments startup is that, inevitably, Flutterwave is well on its path to leaving the startup label behind and establishing itself as a household name in the industry.

Key focus: Mobile payments

Another startup from the African continent making waves comes from the mobile payments niche. Nigeria-based **OPay** designs a mobile payment service and consumer platform that prides itself with being a one-stop mobile-based platform for payment, transportation, food and grocery delivery, and other important services in everyday life, a service that complements well enough the emerging market it operates in need of inclusive and holistic services. As company data shows, millions of users rely on OPay every day to send and receive money, pay bills, and order food and groceries.

OPay notably raised a total of USD 570 million in funding over three rounds. Their latest capital influx was announced on 23 August 2021 from a Series C round.

LATAM

Key focus: Card issuance technology

In the same vein as Hyperface's path and strategy comes **Ualá**, an Argentina-based fintech company providing an app and an

international Mastercard card. The startup's main focus revolves around bringing the unbanked into the financial system by offering a free card, with no issuance, renewal, maintenance, and closing costs. It can be used to make purchases on any website or store in the world that accepts Mastercard. In addition, it offers the possibility of transferring money, paying bills, and topping up cell phones and transportation cards. Users can also track expenses through an analysis tool, apply for loans and invest in mutual funds.

With more than 3.100 million cards issued, it is available throughout Argentina for anyone above 13 and Mexico for anyone above 18, both for Android and iOS. Ualá has raised a total of **USD 544 million** in funding over 8 rounds. Their latest funding was raised on 13 August 2021 from a Series D round. Another telling example of startups firmly narrowing down on the possibilities still left untapped in the card payments spectrum.

Key focus: Payments infrastructure

B2B payments never lagged behind the top trends proliferated in the payments and fintech space. **Clara** is an end-to-end spend management for companies that focused keenly on credit cards and spend management solutions aimed directly at SMEs and has grown exponentially in Mexico, making it currently Latin America's fastest startup to gain unicorn status. Clara's valuation exceeded USD 1 billion in May 2021 after it raised **USD 80 million** in a Series B fundraising round. In Brazil, Clara is selling credit cards, making use of its agreement with Mastercard. Market analysts argue that this is a case where a startup gained a lot of traction with a product expansion after it piggybacked on its flagship product, which is their expense management service for businesses.

The fintech is set to expand its operations throughout Spanish-speaking Latin America, including Chile, Colombia, Peru, Argentina, and Panama. According to company officials, Clara, with existing clients such as Justo, Kavak, and Sofia Salud, has on its roadmap a fivefold increase in its customer base just by the end of 2022. We will be monitoring this objective and see what market levers they will use to push this plan forward.

Australia

Key focus: Payments infrastructure

Zeller is a startup launched in 2020 in Australia that enables business owners to accept payments, manage their finances, and pay recipients fast. The company rose to prominence quite fast, considering that in March 2022 the company hit an AUD 1 billion valuation thanks to an AUD 100 million Series B funding round. →



In their credo, the startup explains that ‘the vast majority of Australian businesses are underserved due to a lack of innovation, disparate providers, opaque pricing, and restrictive contracts’. This might seem like a marketing pitch, but when the Australian Government reviews the status of the country’s payment system in 2021, one of the strategic plans for the future was ‘to be dynamic and sufficiently flexible as circumstances change in the payments ecosystem’, while aiming to develop ‘common access requirements for payment systems to facilitate transparent access to payment systems’.

Another relevant name for the Australian market is **Zepto**. The startup creates real-time, data-driven, account to account merchant payment solutions for the on-demand economy. Zepto notably raised USD 200 million in May 2022, while also **becoming the first non-bank** approved as an NPP-connected institution in October 2021. That means Zepto will be able to connect its clients directly to the NPP’s PayTo service, which is due to roll out in mid-2022.

Looking ahead...

There are several highly discussed trends marinating in the public quorum this year, from the rise of the metaverse and the payments intricacies it brings into focus, to the boom of A2A payments as a primary application to the Open Banking infrastructure and regulatory initiatives developed globally over the last five years, all the way to BNPL’s rise to fame, or the ever-changing nature of crypto payments.

Considering these key trends, we’ve counted several examples of companies making their names in the industry by capitalizing on the increase of ecommerce volumes and the constant necessity for better and easier to manage payment processes. However, we postulate that startups will always tread with a mix of caution and exuberance in the industry. While promptly picking up the right trend to follow or the right market to expand in, they will also choose to take existing needs in their niche and develop better and easier to use product offerings than their established peers. It’s the unwritten recipe by which we can assess past and future success stories.

COINQVEST

Could you share with our readers the idea that triggered the founding of the company and the problems in the market it aims to solve?

The idea of COINQVEST dates back to 2016 when the founders were looking for a crypto payment solution to implement into their ecommerce businesses as a checkout option. In the absence of a suitable B2B solution, we started to build an enterprise crypto payment processor to enable merchants and Payment Service Providers (PSPs) to extend their payment infrastructure to include cryptocurrency checkouts.

COINQVEST was the result, and businesses can now easily add cryptocurrency payment methods to their checkout process, run them under their own brand through our white-label API, let their clients pay in Bitcoin, and receive fiat in a simple, risk-free, and compliant way.

What is the size of the market(s) in which your company operates and what are the most interesting growth opportunities?

COINQVEST operates in the rapidly growing market for decentralised B2B finance solutions and caters to businesses in the digital commerce space and to PSPs.

The potential is enormous: PSPs, banks, financial services, and other businesses can now easily provide cryptocurrency payments for their clients out-of-the-box, globally or locally, 24/7. We have developed a complete suite of payment tools that are already available and can quickly be integrated into existing payment rails and be operated under your own brand.

Still thinking 'Make or Buy?' Cooperate with COINQVEST to roll out to clients in no time, pay per transaction only, and save yourself years of development costs.

How is/are your core product(s)/service(s) different from other similar product(s)/services(s) on the market?

COINQVEST enables businesses and PSPs to extend their payment infrastructure with cryptocurrency checkouts. The platform excels with its all-inclusive suite of payment tools that can easily be integrated into a company's financial processes by white-label API, SDKs, and plugins.

COINQVEST's laser focus on B2B solutions empowers PSPs to process crypto payments under their own brand safely and risk-free while staying compliant with accounting requirements, extremely quickly and affordably.

In addition to crypto acquisition and conversion, businesses benefit from automated payment exception mitigation, direct settlement to fiat, and multi-currency merchant accounts for deposits, checkouts, swaps, refunds, and withdrawals.



Stefan Schneider
Co-founder
COINQVEST

Stefan is co-founder of COINQVEST and has more than 20 years of experience in building and managing digital business models in the financial services and B2B sector. He strongly believes in the future and benefits of DeFi, financial inclusion, and programmable money.



COINQVEST is an enterprise cryptocurrency payment gateway and API that enables businesses to extend their payment infrastructure with cryptocurrency checkouts. With our easy to integrate all-in-one solution, they can accept digital currencies from their customers and directly settle to fiat, eliminate business risks, and ensure compliant accounting.

coinqvest.com

[Click here for the company profile](#)

Coriunder

Could you share with our readers the idea that triggered the founding of the company and the problems in the market it aims to solve?

We were all working for Payment Service Providers and realised that the tools we have at hand and what we saw from other providers were very limiting. Therefore, we decided to set our journey in helping other companies manage their PSPs with more control for them and their merchants – our system removes the friction from the onboarding and payment orchestration processes while allowing the PSPs to take control of the settlement process.

What is the size of the market in which your company operates and what are the most interesting growth opportunities?

The payment gateway market was estimated at USD 31 billion in 2016 and is estimated to grow to USD 87 billion by 2025 and that is without taking Crypto and Open Banking into effect. We focus on three main verticals – acquiring, issuing and banking – and we have been seeing significant growth in the banking vertical in the past 12 months.

How is your core service different from other similar services on the market?

Our focus on the three verticals and the cross-vertical functionality allows our clients to build their offering and offer value-added services to their merchants and affiliates, which makes all the difference.

As well, our white-label system provides the client with nine interfaces (Admin, Merchant control panel, Partner control panel, Reporting portal, Payment page, Banking, and more), fully branded, to give them the tools to offer a full range of services to their merchants and affiliates.

We enable automated onboarding for Marketplace with auto-configuration of Transaction Routing and Limits along with a 'Rules engine' tool, that scans the application form and provides a risk score for the PSP to configure the next steps.



Eliad Saporta
Managing Director
Coriunder

Eliad Saporta is the Managing Director at Coriunder. With a background in law and an MBA in finance, Eliad has always been drawn to product management and design. He worked as a consultant for various companies, assisting them in their efforts to build products in the payments ecosystem. However, he now wants to help entrepreneurs not only by assisting them, but also by offering the right tools and services for building their vision.



Coriunder is a backend-as-a-service platform for fintech and ecommerce companies. Whatever your services might be, Coriunder provides you with reach management tools to monetise your solution and enables you to expand globally with our Payment optimisation tools and a single point of integration for all of your services.

coriunder.com

[Click here for the company profile](#)

Nikulipe

Could you share with our readers the idea that triggered the founding of the company and the problems in the market it aims to solve?

Nikulipe's founders – who have already successfully founded a fintech unicorn – have vast experience in the payments industry, especially in providing payment service providers (PSPs) and their merchants access to local payment methods (LPMs). With Nikulipe, we focus on fast-growing emerging markets and solve the complexities for the PSPs and international merchants. This way, they can reach more consumers in new markets. Nikulipe enables access to attractive existing LPMs or is creating new ones where there are none – just as we have done with **bankliq**, a payment method we have launched for the Baltic region.

What is the size of the market(s) in which your company operates and what are the most interesting growth opportunities?

Ecommerce volumes continue to grow globally, despite the recent pandemic. Emerging markets show an increasing demand from consumers who want to participate in global ecommerce. They want to consume digital content, stream movies and music, shop at international merchants, and travel. These services are often off-limits for international consumers, as it was too complicated for merchants to offer the LPMs potential customers want to use. Nikulipe is solving these complexities. The potential is huge, ecommerce sales in emerging markets are predicted to soon reach **USD 3.5 trillion** as online spending converges with levels seen in developed countries.

How is/are your core product(s)/service(s) different from other similar product(s)/services(s) on the market?

We combine a decade of experience working with LPMs globally with agility and a highly focused organisation. This is what makes Nikulipe unique: we can go where others do not or cannot; we can create access to new markets so far neglected. For instance – the existing payment solutions in the Baltics were not suitable for most international merchants – so we built one. **bankliq** is designed to meet PSPs and global merchants' needs and, at the same time, offers more bank coverage than comparable solutions. This is just one of many LPMs for exciting markets that Nikulipe will make available via a single API.



Frank Breuss
CEO/Co-Founder
Nikulipe

Frank has contributed to the growth of several successful teams and businesses, including PPRO, Banking Circle, and Amazon. His expertise in emerging markets drives him to innovate existing business solutions while setting new benchmarks toward fast, secure, and transparent cross-border payments.

nikulipe

Nikulipe is a fintech company that makes entry to emerging and fast-growing markets easy for fintechs, payment service providers, and their merchants.

By streamlining cross-border payment solutions, Nikulipe provides unified access to local payment methods or creates payment solutions where there are none, unlocking the doors to new markets.

nikulipe.com

[Click here for the company profile](#)

WhenThen

Could you share with our readers the idea that triggered the founding of the company and the problems in the market it aims to solve?

To quote Albert Einstein, 'The definition of insanity is doing the same thing over and over again and expecting different results, and that's exactly how the founder and leadership team has felt throughout their extensive payments career. For the past several years, before WhenThen, we repeatedly built the same internal payment stacks for some of the most significant global merchants and internet companies because we couldn't license a smarter version that could do what we needed it to do – offer payments data liberation and utilisation through flexible tokenization, a universal payment API and an easy to use no-code interface. A platform that intelligently has your payments back by taking every opportunity to optimise your stack for optimal checkout conversion and credit card authorisation rates and lower processing fees - this is WhenThen.

What is the size of the market(s) in which your company operates and what are the most interesting growth opportunities?

The value of the global B2B and B2C ecommerce market is around USD 10 trillion. The most interesting opportunity is the rise of payment-ops function/team in ecommerce, marketplace, and fintech companies and the spirit of unbundling in ecommerce stack, right up to payments amongst this team.

How is/are your core product(s)/service(s) different from other similar product(s)/services(s) on the market?

We go beyond the payment processor orchestration and consider the pre-, during, and post-checkout payment experience to be just as important for both customers and businesses. We also offer an optional no-code editor for those who like to build quickly.



Kirk Donohoe
Co-Founder
WhenThen

Kirk Donohoe is co-founder of WhenThen. Prior to founding WhenThen, Kirk was the Founder of Solvers, the global fintech product advisory firm, and Global VP of Product Innovation in Mastercard Labs, where he helped brands such as Amex, Mastercard, British Airways, Walmart, Airbnb, Bank of America, and more to build and optimise their payment stack and customer payments experience.



WhenThen is the payment success platform. It empowers internet companies to intelligently run, route, resolve, report, and reconcile customer payments across any number of payment acquirers in real-time.

whenthen.com

[Click here for the company profile](#)

Lessons from the Industry: Costs, Strategies, and Partnerships



Learning from the most relevant partnerships signed by core players in the B2C and B2B ecommerce payments ecosystem

CMSPI

A Letter to the C-Suite: Your Checkout is Costing You Billions Every Year



A Senior Economist at CMSPI as part of its 'Insights' team, **Martha's** focus is tracking payments market trends, as well as reporting on emerging payments issues and regulatory changes.

Martha Southall ■ Senior Economist ■ CMSPI

In today's competitive retail environment, businesses and their CEOs need to do everything they can to get ahead of their peers.

The crucial final hurdle of any sale – the checkout – is fast becoming one of their biggest battlegrounds in the fight to gain and retain customers. But just as the checkout is becoming a crucial differentiator, it's starting to disappear, leading even the largest merchants to fall short of maximising their revenues.

Where has the checkout gone?

One of the biggest differentiators amongst the retail giants that you will notice – or won't – is the moment you pay. From a one-click checkout with your stored card, to walking out of a store and only scanning your palm, to unlocking your phone to a digital wallet, merchants are increasingly pulling the payment step of the shopping process into the background.

But, why?

On the front-end, the journey to the 'pay' button is everything for an online merchant. Last year, the average conversion rate sat at 2.3%¹, meaning less than 12 in every 500 shoppers visiting a website ever reached the purchase point. For specific cases, such as luxury goods bought on mobile phones, the rate was less than 1%. Even those customers came at a cost; the proportion of paid online traffic increased by 40% between 2020 and 2021, showing merchants' urgent need to jostle for custom in the digital space.

And then comes the checkout.

Here, there are a host of variables that merchants can control to boost conversion and reduce costs. From generating trust with the look and feel of an embedded payment page, to entering strategic

partnerships with every party from banks to digital wallet providers, to dynamically steering customers towards the optimal route – the savviest merchants are building loyalty to their brand and their payment preferences. With **almost 70% of checkouts abandoned** – and 17% of those down to time spent at the checkout – these strategic decisions are crucial.

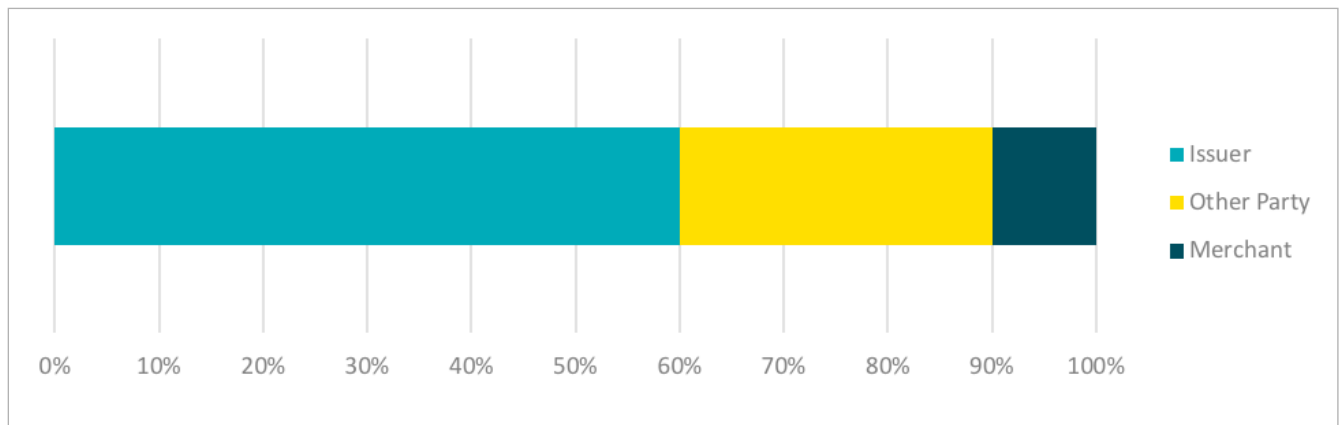
However, the customer makes the ultimate call. Although one-click checkouts may bring benefits around speed and conversion, they may also limit visibility, leaving merchants faced with a pot-luck of default payment methods. But what happens next? Many merchants are finding that handing over control to the consumer is costly – but nowhere near as costly as blindly handing it to the supply chain once a customer clicks 'pay'.

A good payment gone wrong

Once a merchant has sunk all of the acquisition costs necessary to make a sale, the moment a payment is declined is doubly frustrating. It's frustrating for the customer, too – especially they know they have the funds in their account, and that the payment is entirely genuine. But these 'false declines' are far more common than merchants know; CMSPI estimates that 1 in 5 transaction declines online are false, and leave behind a trail of loyal customers who may go to make their purchase with a competitor. As Figure 1 shows, our data suggests that it is very rare that the fault sits with the merchant. →

¹ Source: Contentsquare

Figure 1. False decline responsibility by party. Source: CMSPI project insights



In fact, a payment can go wrong at many points in its journey to a final approval. Many are invisible even to the supply chain itself; from global acquirers whose systems do not support the necessary digits for a local currency, to issuing banks continuing to sanction merchants who have had a fraud attack resolved for months, CMSPI has time and time again observed the barriers that prevent competing parties from resolving issues that harm everyone. Our estimates suggest that merchants in Europe lost EUR 25 billion in revenue to false declines last year - and that's without even considering the cost of handling the genuine instances of fraud. Your average apparel merchant, for example, selling a shirt worth EUR 20, would need to sell far more than the single shirt to recoup the cost of one chargeback. Without full visibility into data across suppliers and competitors, these patterns often leave merchants and their payments partners in the dark.

How merchants are regaining control

For retailers whose margins are being crunched in all directions, every element of the customers' experience is pivotal. On the front-end, reports suggest that **18% of abandoned baskets happen because a customer doesn't trust a merchant's website** with their card information. On the back-end, CMSPI estimates that only 50% of customers will try again with the same merchant once their payment is falsely declined. This delicate loyalty is central to retail revenues, and so the payments journey needs to be priority number 1 for the C-suite today. But handing over full control shouldn't be part of the deal: merchants need to be guiding customers to their most productive payment method from the get-go, and then spotting and communicating data anomalies directly to every party in their supply chain – from acquirers, to issuers, to alternative payment method providers – to protect those transactions in the digital age.



At **CMSPI**, our payments experts provide advisory services and powerful analytics. Our ultimate goal? Supporting a more innovative and productive payments ecosystem. For hundreds of clients across the globe, our insights help improve performance and create positive change.

cmspi.com

The Paypers

Beyond the Newsfeed: Detailed Rundown of Key Partnerships in Ecommerce Payments (Q4 2021 – Q1 2022)



Alexandra is Senior News Editor at The Paypers. A passionate writer, Alexandra has an extensive background in journalism – as a graduate of Journalism and Communication studies –, as well as editing, publishing, and marketing. She coordinates the news coverage at The Paypers and, together with the team of editors, she strives to bring forward the latest trends for our readers, while investigating and sharing with our community the upcoming innovative industry shifts.

Alexandra Constantinovici ▪ Senior News Editor ▪ The Paypers

When it comes to B2B and B2C ecommerce payments, we are definitely living ‘the roaring 2020s’. After two years of pandemic, topped off with further uncertainty caused by the current political and military situation in Ukraine, it feels like ecommerce is living its best life on the coattails of a general state of ‘carpe diem’.

With a steady growth starting in 2020, the global ecommerce market is projected to grow more than **50%** through 2025 to reach over USD 8 trillion in transaction value, according to FIS study released in March 2022. In all this tsunami of enthusiasm towards buying, spending, and ultimately, experiencing the most out of life, for merchants and payment facilitators, **it can become unclear what the actual consumer behaviours they should watch out for are and how to best capitalise on the numerous tech advancements in their payments strategy.**

With this in mind, The Paypers set out to trace a red line through the most relevant trends that the main actors in the ecommerce space should be aware of. Now, there are several ways to spot a trend. From sourced market data harvested by reputable industry consultancies probing the ecosystem to identify the needs of companies and their customers along the value chain, to following up on M&As and investments, or just, ultimately, observing your own individual exposure to the frictionless nature of day-to-day spending as an end-consumer in the current tech climate.

But there is another way. **If we focus our attention on the strategic partnerships** signed over the last couple of months and crunch down on the product and geographical expansion of some of the most relevant companies populating the B2B and B2C ecommerce payments ecosystem, **their moves are a tell-tale sign of what we should be focusing on in the coming months, and even years.** In the following material, we will be zeroing in on the most notable partnerships deriving innovation and the geographical and product expansion strategies derived from them. We clustered the raw data in the following major themes:

1. **A2A Payments – Open Banking and its direct applications in ecommerce payments**
2. **Card payments from Mastercard to UnionPay**
3. **The BNPL global boom. Klarna’s relentless expansion and the ones that followed suit**
4. **BigCommerce, Shopify, and the holistic approach to scaling ecommerce payments**

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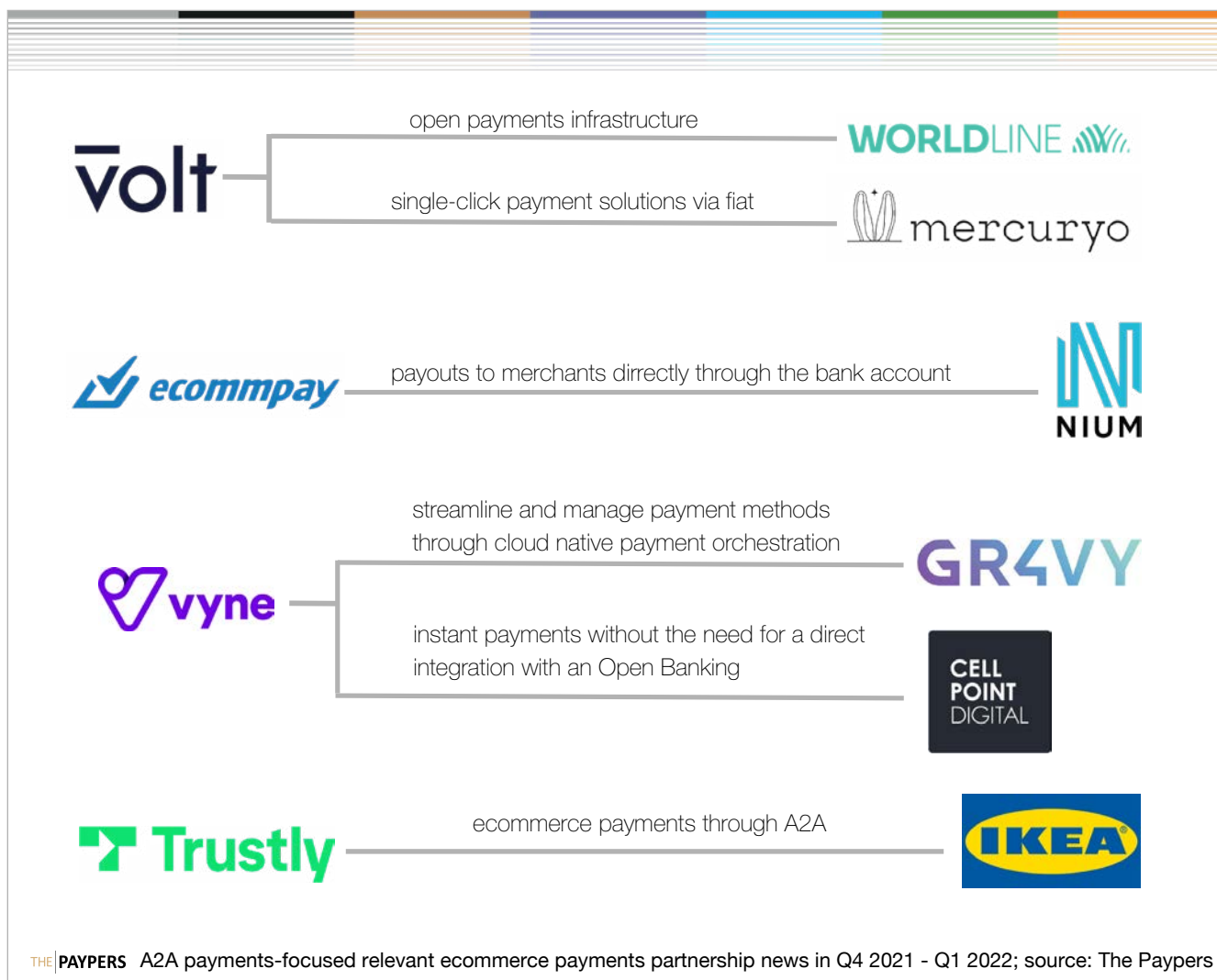
A2A Payments – Open Banking and its direct applications in ecommerce payments

After years of dichotomies such as **incumbents vs challengers, banks vs fintechs**, for the ecommerce space and the average consumer, Open Banking is finally at a stage where the common denominator in the general dialogue has become process simplicity and the cost of transaction, considering the high volumes merchants are increasingly dealing with.

There is something to learn from **Volt** in this area. In October 2021, the payment gateway **partnered with Worldline** to give enterprise-level merchants access to Volt's open payments infrastructure. The companies came together to accelerate the adoption of Volt's open payments gateway throughout Europe, while continuing its expansion into Asia and Latin America. The British company also dove into crypto payments with the aid of crypto-powered toolbox **Mercuryo**. As explained by company officials, real-time A2A payments will provide Mercuryo wallet users, alongside their business partners, with single-click payment solutions via fiat.

In February 2022, British payment service provider **ECOMMPAY** teamed with Singaporean fintech **Nium** to enable its customers to make payments to global markets. Through the partnership, ECOMMPAY enables payouts to merchants in various regions across the globe, made directly to the bank accounts of the user in the country of choice, using a local network. It also offers merchants a closed-loop system where the entire payment journey is managed in one dashboard.

In the same vein, A2A payments platform **Vyne** teamed with **Gr4vy** to enable merchants, through the latter's cloud-native payment orchestration platform, to streamline and manage payment methods, services, and transactions all in one place. Vyne previously had announced a partnership with British fintech **CellPoint Digital**, through which merchants can incorporate Vyne into their payment ecosystem, providing instant payments without the need for direct integration with an Open Banking provider. →



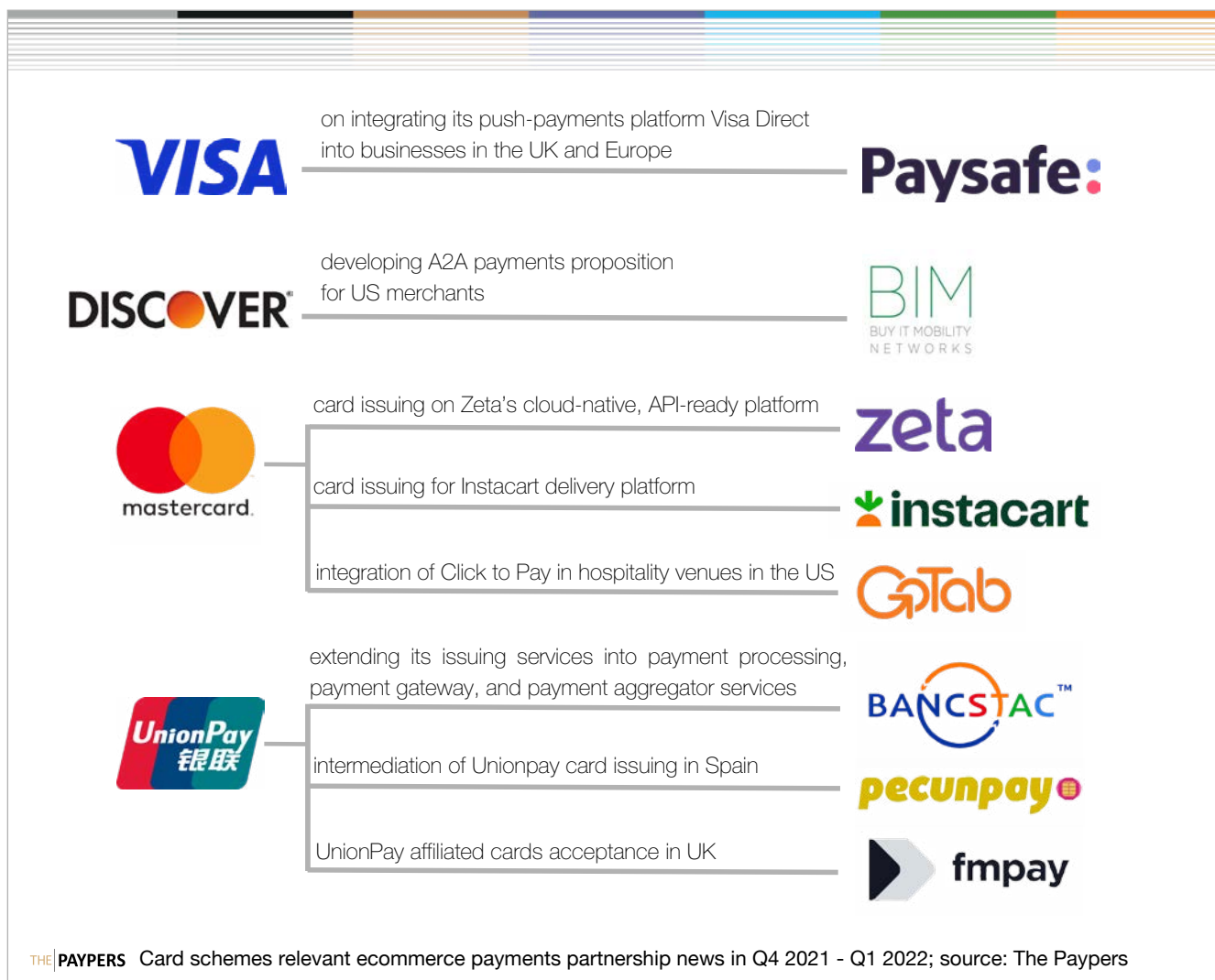
Employing a more hands-on tactic, global payments platform **Trustly** partnered with **IKEA**, allowing shoppers to pay for their purchases directly from their online bank account. The partnership has initially rolled out in Austria and was announced to extend to several other European countries in 2022 and onward.

Slowly, but surely, we are starting to see A2A payments shifting from a solely P2P medium to a more mainstream and applicable spectrum. To sum up, the current dichotomy might be **banks vs card schemes**, as **payment gateways** like the ones mentioned above seize the opportunity to round up their costs when not placed between card schemes and acquirers anymore, merchants look forward to streamlining their processes, both on the front and the backend, and banks strive to reinstate themselves as gatekeepers in a more 'democratic' payments ecosystem.

Card payments from Mastercard to UnionPay

Visa focused more keenly lately on integrating its push-payments platform Visa Direct into businesses in the UK and Europe. In its latest partnership, they recruited **Paysafe's** single point of connection to enable push payments to eligible Visa cards for domestic payouts, and to eligible Visa cards and accounts for cross-border payments. **Discover**, in their own right, embraced A2A payments by partnering with **Buy It Mobility Networks** to give US merchants the option to accept payments directly from shoppers' bank accounts. Both of these major card networks seem to be on a path to trying to pluralise their portfolio and capabilities beyond the traditional 'payments scheme'.

Mastercard, on the other hand, appears to be on a different scaling path, one that includes expanding its issuing reach, through partnerships more attuned to the US market. Mastercard penetrated a significant segment of the ecommerce and delivery scene by issuing credit cards for online grocery and delivery platform **Instacart**. →



Just this April, the credit card scheme also partnered with commerce platform **GoTab** to augment the digital payment experience at hospitality venues in the US with Click to Pay, a feature that facilitates consumers to check out online without having to remember passwords or manually enter card details each time.

While Visa is expanding its scope beyond a card scheme and Mastercard focuses directly on merchant partnerships, **UnionPay International** has been on a streak of penetrating new markets for a couple of ongoing months. After they partnered with **Pecunpay** in December 2021, allowing the latter to become one of the first Spanish issuers in Europe to issue UnionPay cards, the Chinese card scheme continued in January 2022 with two partnerships: one extending its issuing services into payment processing, payment gateway, and payment aggregator services (through **Bancstac**) and the other with British FCA-regulated payments provider **FMPay** to accept UnionPay affiliated cards starting Q1 of 2022.

It's interesting to follow the ever-changing nature of the relationship between banks, PSPs, and merchants with card schemes. While some continue relentlessly on a path to the geographical expansion of their issuing reach, others try their best to develop at the same pace as the alternatives that peaked in the last two years.

The BNPL global boom. Klarna's relentless expansion and the ones that followed suit

Being the fastest growing payment method at the POS globally, by 2025 BNPL is projected to account for 1.6% (USD 941 billion) of global POS transaction value according to **FIS**.

With Europe continuing to lead in the use of BNPL at the point-of-sale, accounting for 1.9% of in-store payments in 2021, **Klarna** must be mentioned as one of the biggest use cases when it comes to this boom. Their product expansion strategy in the last couple of quarters has been a visible example of having a clever eye for supply and demand.

Its strategy spanned multiple levels, first partnering up with big merchants directly to enable BNPL propositions on their platforms (notable liaisons here are **ABOUT YOU** in Germany and Switzerland, implementing its Pay in 4 and Pay in 3 proposition to **WIX** users, or being contracted by **eBay** in Germany as an alternative payment method on their platform).

Secondly, the Klarna went for major ecommerce platforms to intermedate their proposition for the merchants in their networks, killing two birds with one stone. In October 2021, SaaS giant **Stripe** has signed a strategic partnership with Klarna to offer the latter's BNPL payment method to its merchants. For in-store payments on the US market, Klarna partnered with **FreedomPay** in the same month. The same principle was applied in 2022 with a partnership with **GoDaddy**, the BNPL provider's suite of alternative payment solutions being made available on GoDaddy.com across all of Klarna's core markets, including the US, UK, Australia, New Zealand, Germany, Sweden, and Canada. The company's most recent partnership is with cross-border ecommerce provider **Global-e**. Through this agreement, merchants selling to Canada via Global-e's cross-border ecommerce platform, including brands such as Reformation, SKIMS, Fenty Beauty, Rimowa, Versace, Marc Jacobs, and Marks & Spencer, can now offer consumers flexible payment options.

But the company's extensive expansion strategy didn't stop there. American card issuer **Marqeta** has extended its partnership with Klarna into 13 new European markets in December 2021. After launching Klarna's UK shopping app in May 2021, a broader expansion to 12 additional markets in September 2021 followed, with Marqeta supporting Klarna's one-time virtual cards in all 12 markets (United Kingdom, Germany, France, Italy, Spain, Netherlands, Poland, Belgium, Austria, Ireland, Norway, Finland and Denmark). Klarna uses Marqeta's Just-in-Time Funding feature to give it control over the full transaction flow, as well as Marqeta's technology, and suite of more than 300 open APIs to power customisable product experiences.

Klarna's ascent speaks about BNPL's peak popularity at the moment, considering that this is the same company that reported net losses of USD 470 million for the fourth quarter of 2021, compared with USD 77 million in the same period the year before, according to **Financial Times**. The company proportionally counted 147 million active consumers in 2021, a 70% increase year on year. →

Klarna.

BNPL options for merchants selling to Canada via Global-e'



Global instalment options via GoDaddy and Klarna



ABOUT YOU customers in Germany and Switzerland get the free "Pay Later 30" payment option



eBay to offer German shoppers new flexible payment options through Klarna.



Geographical expansion of Marqeta into 13 new European markets through Klarna partnership



Stripe to offer the Klarna's payment method to its merchant



Wix merchants to offer their customers Klarna's Pay in 4 and Pay in 3 solutions



Integration with BNPL operator Klarna to streamline ecommerce services for US merchants.



THE PAYPERS Klarna relevant ecommerce payments partnership news in Q4 2021 - Q1 2022; source: The Paypers

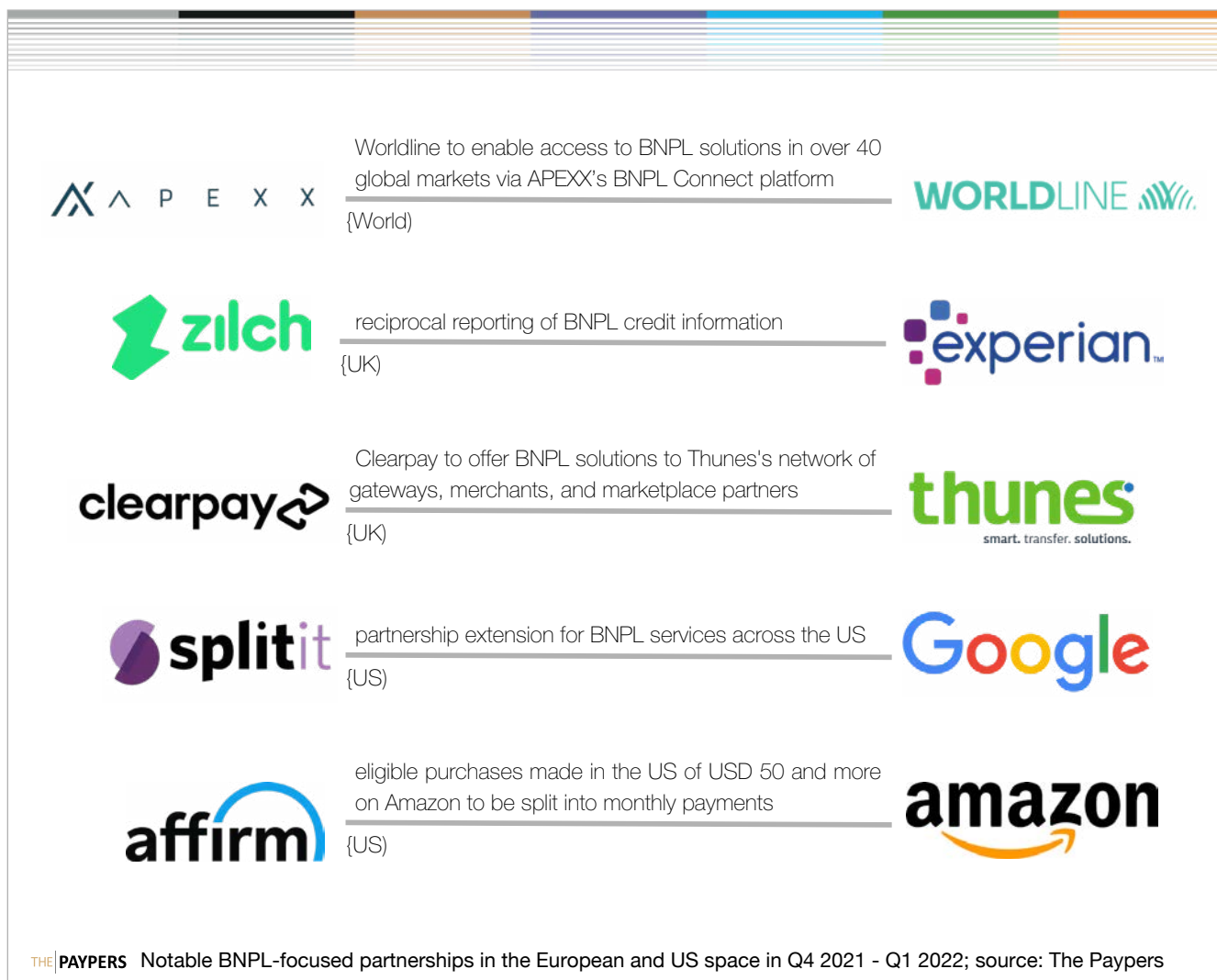
However, if BNPL's ubiquity during and after the lockdowns is on the table, a number of other relevant challengers to Klarna's monopoly have something to say on the matter.

The Asian market has been a pillar of innovation and a trendsetter when it comes to the wide adoption of new tech for quite some time. This principle applies to BNPL as well, with the general rule of thumb being that one prominent or up-and-coming BNPL provider seeks an established PSP or ecommerce platform in the market to enable integrated payments and instalment options for their respective merchant partners. This is the strategy Hong Kong-based payment service provider [AsiaPay](#) applied by teaming up with BNPL provider **Pace** to give shoppers the ability to pay in instalments at checkout.

Omnichannel BNPL platform **hoolah** has signed two important agreements in March and April of 2022. One with ecommerce payments processor [Primer](#), to allow merchants in Singapore, Malaysia, and Hong Kong to integrate instalments in their payment methods portfolio. The other one focused on the same three countries, hoolah consolidating its presence with a partnership with payments platform [2C2P](#). While payments infrastructure provider [PPRO](#) has announced the integration of Indonesian BNPL operator **Kredivo** in its ecosystem, **Atome** signed a partnership with [Standard Chartered](#) to deliver mobile financial services to customers across Asian markets, with a focus on Indonesia, Malaysia, Singapore, and Vietnam.

The list can go on, and the context for this fertile market is evaluated by specialists to also be a by-product of still immense potential for the financial inclusion space, with more than 70% of adults in Southeast Asia, or cca 450 million people, either being underbanked, having no bank account, credit or debit card, or access to lines of credit, according to [Bain & Company](#). →

Looking back to the Western space, notable names such as [APEXX](#), [Zilch](#), [Splitit](#), or [Affirm](#) are taking their fair share of the pie, partnering either with monoliths like Amazon to offer BNPL (APEXX) or with payments platforms with strong merchant networks like [Thunes](#):



One strategy that becomes apparent for these up-and-coming BNPL providers is to team up with indisputable powerhouses in the ecommerce space that register very high transaction volumes, thus maintaining a steady and trusty influx of customers.

Overall, there's no telling if this is a good enough tactic to stay afloat in the long term, but if we are to take a page out of Klarna's workbook, an integrated approach of tactical partnerships with key merchants, heavying your portfolio of ecommerce platforms who enable you access to a wide network of smaller merchants, paired with a constant outlook for means to widen and diversify product ranges is clearly the way to go. →

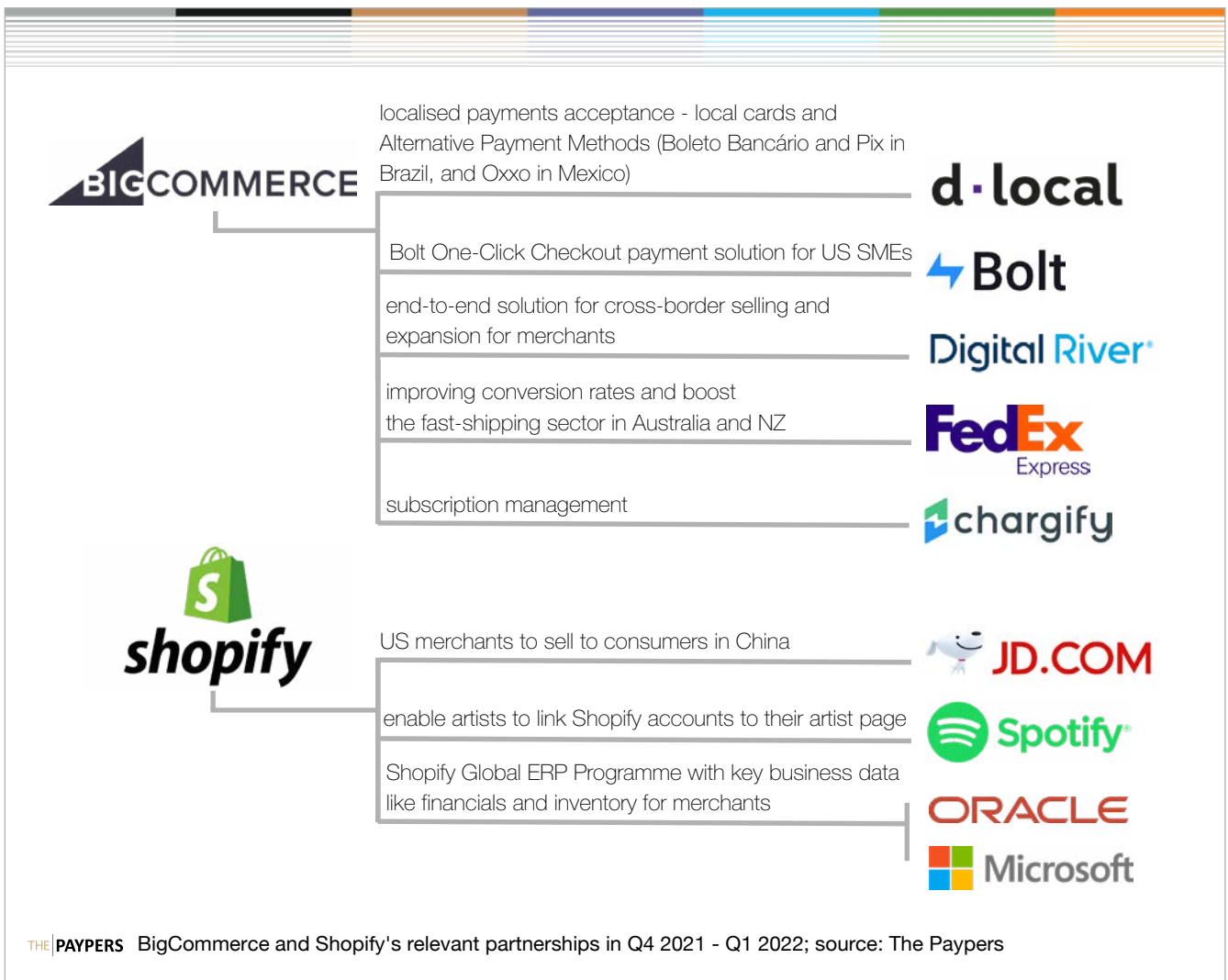
BigCommerce, Shopify, and the holistic approach to scaling ecommerce payments

From Damocles and uncle Ben, we all know that with great power comes great responsibility. This ancient adage can be easily applied to the ecommerce boom of the last couple of years. From building an ecommerce business for your brick-and-mortar shop from the ground up to regulatory compliance, all the way to running a tight ship when it comes to payments security and orchestration, merchants have learned the advantages of turning to integrated full-service platforms such as Shopify or BigCommerce. These two behemoths, along with a number of other similar services offer subscription-based tools to set up and scale digital storefronts.

We're taking a closer look at them as both of these names have been signing notable partnerships focusing not only on expanding their merchant portfolios but most visibly on solidifying their product offering.

In March 2022, BigCommerce selected **dLocal** to support cross-border as well as local-to-local payins in LATAM. dLocal's solution enables BigCommerce merchants to accept localised payments such as local cards and Alternative Payment Methods (APMs), including Boleto Bancário and Pix in Brazil, and Oxxo in Mexico. In the US, its main operating market, BigCommerce extended its partnership with checkout and shopper network company **Bolt** to allow SMEs to set up the Bolt One-Click Checkout payment solution. Furthermore, the platform integrated with commerce enabler **Digital River** to provide mid-market to enterprise merchants an end-to-end solution for cross-border selling and expansion.

As subscription payments are a growing market in its own right, BigCommerce has been working with subscription management software provider **Chargify** to build a recurring billing and subscription management suite for B2B or B2B2C companies to support their ecommerce billing and pricing models. →



THE PAYPERS BigCommerce and Shopify's relevant partnerships in Q4 2021 - Q1 2022; source: The Paypers

In February, following a BigCommerce survey stating that 77% of global customers were considering abandoning their carts if the delivery options were unsatisfactory, the ecommerce platform partnered with **FedEx Express** to improve conversion rates and boost the fast-shipping sector.

Unanimously, the above moves have a more scaling and strategic aspect to them and have less to do with geographical expansion. **Shopify**, however, the de facto monopoly-owner of its segment (with around **600,000 retailers in its portfolio**) has turned its eyes towards the Chinese market in January, integrating with local marketplace **JD.com** to make it easier for US merchants to sell to China.

This move came after the ecommerce platform announced a flashy partnership with music streaming platform **Spotify** in October 2021, to enable artists to link Shopify accounts to their artist page. Shopify was no stranger to consolidating its range of products, however, teaming with **Microsoft and Oracle** to develop its own ERP programme, offering key business data like financials and inventory to ecommerce businesses

These use-cases speak volumes both for merchants looking to bundle up their needs and seek assistance from an integrated platform such as the above too, but also for ambitious integrated service platforms looking to get in the game of scaling ecommerce businesses, both on an infrastructure and payments processing level. The key is to strengthen your position through a steady balance of client enrichment and constant improvement of core services.

Final thoughts

As we look onward to see what the rest of this year and the upcoming period has to offer, it's apparent that the ecommerce payments ecosystem is pulsing with life and growing at an unprecedented speed. The general goal of key actors in the ecosystem seems to be simplicity and ease on the side of their merchant clients, along with their respective end-consumers.

But this ideal of seamless interaction with the ecommerce store and the shopping experience as a whole can be achieved only by reconciling this end need with a complex array of decisions made in the background. Should you put your money on A2A payments becoming a true day-to-day reality or maybe focus on creating a 'smooth' instalment plan for your merchant clients or your shoppers? Invest in an integrated platform or slowly consolidate your payments processing with individually-specialised service providers? It all might require a little patience and most importantly, a very educated eye for what's out there.


Payments Ecosystem Under the Lens



- Company Profiles
- Mapping of relevant capabilities of B2B and B2C commerce payments key players
- Extensive infographic of key companies in the B2B and B2C commerce payments, categorised by service provider type


Company profiles



Company	2C2P
	<p>2C2P is a full-suite payments platform, helping global enterprises operating in emerging markets to securely accept payments across online, mobile, and offline channels, as well as providing issuing, payout, remittance, and digital goods services. It is the preferred payments platform of tech giants, online marketplaces, retailers, and other global enterprises.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>https://2c2p.com</p> <p>Singapore</p> <p>Omnichannel payment gateway with one point of integration helping global enterprises securely accept over 250 payment methods and through an extensive alternative payment network of over 400,000 physical touchpoints across Asia.</p> <p>Merchants: retail, aviation, tourism & hospitality, ecommerce, entertainment, tech, food & beverage, social commerce</p> <p>Fintech Insurance NGOs</p> <p>https://2c2p.com/contact</p> <p>Asia</p> <p>2003</p> <p>International Finance Corporation Arbor Ventures Cento Ventures GMO Venture Partners Digital Spring Ventures</p> <p>Relevant payment licences in each market, PCIDSS Level One, and other accreditations here: https://2c2p.com/accreditations</p> <p>MRC, IATA, EMVCo, various fintech associations</p> <p>Payments that amplify your ambition</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider – Acquirer</p> <p>Payments and Financial infrastructure</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Instant settlement</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes – over 250 payment methods (online payments, local payments, alternative payments, e-wallets, QR payments, mobile payments, point-of-sale, recurring payments, instalment payments, Buy Now, Pay Later, payment link, consolidated reporting, risk management, 3-D Secure authentication, plugins, mobile SDK, card and wallet issuing, payouts, multi-currency converter, tokenization, loyalty and reward programme capabilities)</p> <p>48</p> <p>Yes</p>

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Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
Factoring	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Less than 0.06%
Fraud and risk management partners	Jewel Paymentech, Refinitiv World-Check One and our inhouse fraud monitoring tool
Financial and compliance capabilities	
FX – number of currencies available	Yes – We’re processing all major currencies
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Lending	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Lazada, Changi Airport, Thai Airways, Aviva, Air Asia, Lenovo, IATA, Capella
Case studies	https://2c2p.com/case-studies
Awards	Forrester’s ‘Now Tech: Merchant Payment Providers In Asia Pacific – Large Established Players category (2021); The Financial Times’ Asia Pacific High Growth Companies (2021); Straits Times’ Fastest Growing Companies (2021); Thailand’s Prime Minister National Startup Award: Global Tech Startup of the Year (2018); CB Insights Top 25 Global Payments Startup (2015)
Transactions	
Transaction volume	Information available upon request
Transaction value	Information available upon request

Company	Aevi
	<p>We're building a more open world, where anyone, anywhere, can receive or make any kind of payment. Bringing all your transactions and data together on one open platform. As the in-person payment experts, we keep you one step ahead of whatever comes next in payment tech.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>https://www.aevi.com/</p> <p>Paderborn, Germany</p> <p>Open. Device-agnostic. Flexible. Our platform lets payments and data flow across all channels and consumer touchpoints. Customisable to your precise requirements, the platform connects the in-person world with digital channels, orchestrates checkout flows, and sets transaction data free.</p> <p>Merchants - retail PSP Fintech Banks</p> <p>AEVI Ltd. London The Bloomsbury Building 10 Bloomsbury Way London WC1A 2SL United Kingdom info@aevi.com +44 7493 591 942 www.aevi.com</p> <p>Europe, North America, LATAM, Australia</p> <p>2015</p> <p>Diebold Nixdorf, HPE Growth Equity, Schroder Adveq</p> <p>NEXO, CSA (Cloud Security Alliance), ETA</p> <p>Setting payments free</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>No, we use a strategic partner</p> <p>Yes</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Whitelabel solution</p> <p>Payment methods supported</p> <p>Tokenization</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p> <p>B2B payments</p>	<p>Yes</p> <p>Yes 10+</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p style="text-align: right;">View company profile in online database</p>	

Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	<p>Our Platform provides reporting functionality in a consolidated solution that uses the ISO 20022 open standard, making end-to-end payments nexo-certifiable, where applicable.</p> <ul style="list-style-type: none"> - Device management solution (DMS) - Terminal management solution (TMS) <p>Features:</p> <ul style="list-style-type: none"> TMS functions Classic and smartPOS payment application – configuration and updates Gateway – routing and transaction rules Firmware and OS management Card acceptance management Multi-vendor Multi-standard capable Manage/provision/update/support all devices through one portal Manages payment application configuration & updates (TMS)
Clients	
Main clients/references	Rabobank, TRUST Payments, EVO Payments, aera, Chase, Total, Mastercard, UniCredit
Case studies	https://aevi.com/mastercard-partnership
Awards	Winner of Best In-Store Payment Solution 2021 at the Payment Awards. Winner of Best Payment Solution Provider Europe 2021 at the Global Banking and Finance awards.
Future developments	More information available upon request
Transactions	
Transaction volume	Over 2 billion transactions processed in 2021
Transaction value	More information available upon request



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Company	Amadeus
amadeus	Amadeus offers services to travel companies, helping them take payment from their customers, pay suppliers, and optimise both. We apply payments global expertise and a network of trusted partnerships integrated into our smart payment hub to provide travel companies and their customers with a frictionless payments experience.
Website	amadeus.com/payments
Head office	Madrid, Spain
Core solution	We focus on payment solutions for travel-specific use cases. Our offer has extraordinary reach, processing payments in 190+ countries. We offer a single entry point where travel companies can manage all their payment processes and providers in all markets and channels.
Target market	Travel merchants
Contact details	travel.payments@amadeus.com
Geographical presence	North/Latin America, Europe, Middle East/Africa, Asia/Pacific
Year founded	1987
Investors	Publicly-listed company
Member of industry association and/or initiatives	EMVCo, IATA, HEDNA, ARC
Company's motto	We serve every part of the global travel ecosystem, powering better journeys through payments solutions
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider – Acquirer	Merchant Processor Acquiring services through partners
Payments and Financial infrastructure	Issuing Gateway giving customer access to B2B payment options they can use to pay suppliers
Channels – context	
Online	Yes
POS/In store	Yes
Omnichannel	Yes
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Payment methods supported (#)	All major cards and 300+ Alternative Payment Methods
Settlement currencies (#)	170+
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes

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Fraud and risk management capabilities	
Fraud and risk management partners	Accertify, ACI, Cybersource
Financial and compliance capabilities	
FX – number of currencies available	Yes – 170+
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	More information upon request
Case studies	More information upon request
Awards	Amadeus B2B Wallet Partner Pay won the award of Best B2B Payments Program at the 2021 Emerging Payment Awards Amadeus XPP was shortlisted for Best Merchant Payments Initiative of the Year at the Merchant Payment Ecosystem Awards 2021 and Payments Innovation of the Year at the FSTech Awards 2022
Future developments	More information upon request
Transactions	
Transaction volume	More information upon request
Transaction value	More information upon request

amadeus

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frictionless future
for travel payments

Company	AsiaPay
	<p>Founded in 2000, AsiaPay, a premier digital payment solution and technology vendor and payment service provider, strives to bring advanced, secure, integrated and cost-effective electronic payment processing solutions and services to banks, corporate and online businesses in the worldwide market, covering international credit card, debit card, ewallets, prepaid card, cash-counters, BNPL, and others.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.asiapay.com</p> <p>Hong Kong</p> <p>Provide integrated multi-channel digital payment acceptance and technology to corporates and banks across Asia, with over 200 bank and alternate payment partners, enhancing sales conversion, service to customers, productivity, and security and risk controls, with experienced local account and technical support in 11 markets in Asia.</p> <p>Merchants: hotels, airlines, travel and transportation retail, insurance, media and entertainment, professional services and others</p> <p>Marketplaces</p> <p>PSPs</p> <p>Fintech</p> <p>Banks</p> <p>Crypto</p> <p>Carl Kong, Associate Director, Business Development</p> <p>Global</p> <p>2000</p> <p>Joseph Chan Wing Cheung</p> <p>Applications in progress for new licenses in Asian countries</p> <p>EMVCo, Plug and Play, various fintech associations across countries in Asia</p> <p>The leading DIGITAL PAYMENT SERVICE & TECHNOLOGY player in Asia-Pacific and beyond</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Cryptocurrency payments solution</p>	<p>Yes</p> <p>Yes</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes. Online and mobile-responsive web. Mobile app SDK support</p> <p>Yes</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Instant settlement</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p>	<p>Yes</p> <p>White-labeled IPG and ACS solution (banks)</p> <p>Yes</p> <p>Credit cards/ debit cards/ prepaid cards/ online banking/ ewallets/ mobile/ SMS/IVR / alternative payment methods/offline bank transfers in over 16 countries, a selection of local voucher/cash-on-delivery payment methods, ATM payments and cash over the counter, smartPOS</p> <p>Up to 144 currencies (EUR/GBP/USD/RMB/JPY/THB/AUD/NZD/TWD/INR/HKD)</p> <p>Yes. Choice of daily T+1 settlement from acquirer</p> <p>Yes. Support card schemes' VTS/MDES and In-house customised module</p> <p>Yes</p>
<p style="text-align: right;">View company profile in online database</p>	

Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Provide interface/plug-in for popular ERP platforms
E-invoicing (automated)	Yes. eStatement advice provided to merchant online
Factoring	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Provides near real-time online analysis of payments from sales summary, transaction amount to customer's shopping habits (e.g. payment methods, payment channel, geographical location, etc).
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	less than 0.01%
Fraud and risk management partners	In-house R&D Fraud detection and alert system. Work also with G2 and Austreme
Financial and compliance capabilities	
FX – number of currencies available	144+
Multi currencies virtual IBAN (# of currencies)	Subject to acquirer support
Current account/settlement account	Yes
Lending	Partner with lending partner
Instant settlement	Yes
Clients	
Main clients/references	ACCOR Hotels, SHANGRI-LA, THE PENINSULA, CATHAY PACIFIC, Manulife, MTR, IKEA, BRITISH COUNCIL, DHL, BMW, McDonald's, Lenovo, Orbis, and many more
Awards	Most Innovative Payment Solutions Provider – Southeast Asia 2021 by PAN Finance, 2021 Market Leadership in Payment Gateway Award 2019/2020 by Hong Kong Institute of Marketing, 2021/ FinTech Awards 2019-2021 in Corporate Payments Initiative by etnet (HK) The High-Growth Companies of Asia Pacific 2021 by Finance Times The Best Retail Innovation – Industry Recognition Award by HK Retail Technology Industry Association Stars of China 2020 Innovation in Payments by Global Finance, 2020 On the list of Visa Global Registry of Service Providers 2020 The Best Payment Solutions Provider Asia Pacific 2020 By Global Banking & Finance Review (APAC)
Future developments	AsiaPay continuously grows by further market expansions and builds stronger partnerships with its integrated payment features and solutions. The company will continue to uphold its company's reputation as the premier payment gateway suited for all types of businesses internationally. It will continue to bring regional, advanced, comprehensive, integrated, and secure services to the market.
Transactions	
Transaction volume	More information upon request
Transaction value	More information upon request

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Our integrated payment services cover:

- **Credit / Debit Cards**
- **Bank Accounts / Netbanking**
- **eWallets**
- **Buy Now Pay Later**
- **Over-the-counters**

AsiaPay offers a variety of award-winning, multi-currencies, multi-linguals, multi-payment options, and multi-channeled payment solutions, bundled with our advanced functionalities, including fraud detection, tokenization, data analytics, and many more.

Headquartered in Hong Kong, we offer professional digital payment services and solutions with quality local accounts and 24/7 technical support across 13 markets in Asia.

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www.asiapay.com | www.paydollar.com




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PAYMENT METHODS
MULTI-PAYMENT OPTIONS

144+
CURRENCY ACCEPTANCES
MULTI-CURRENCIES

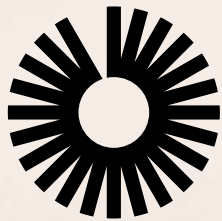
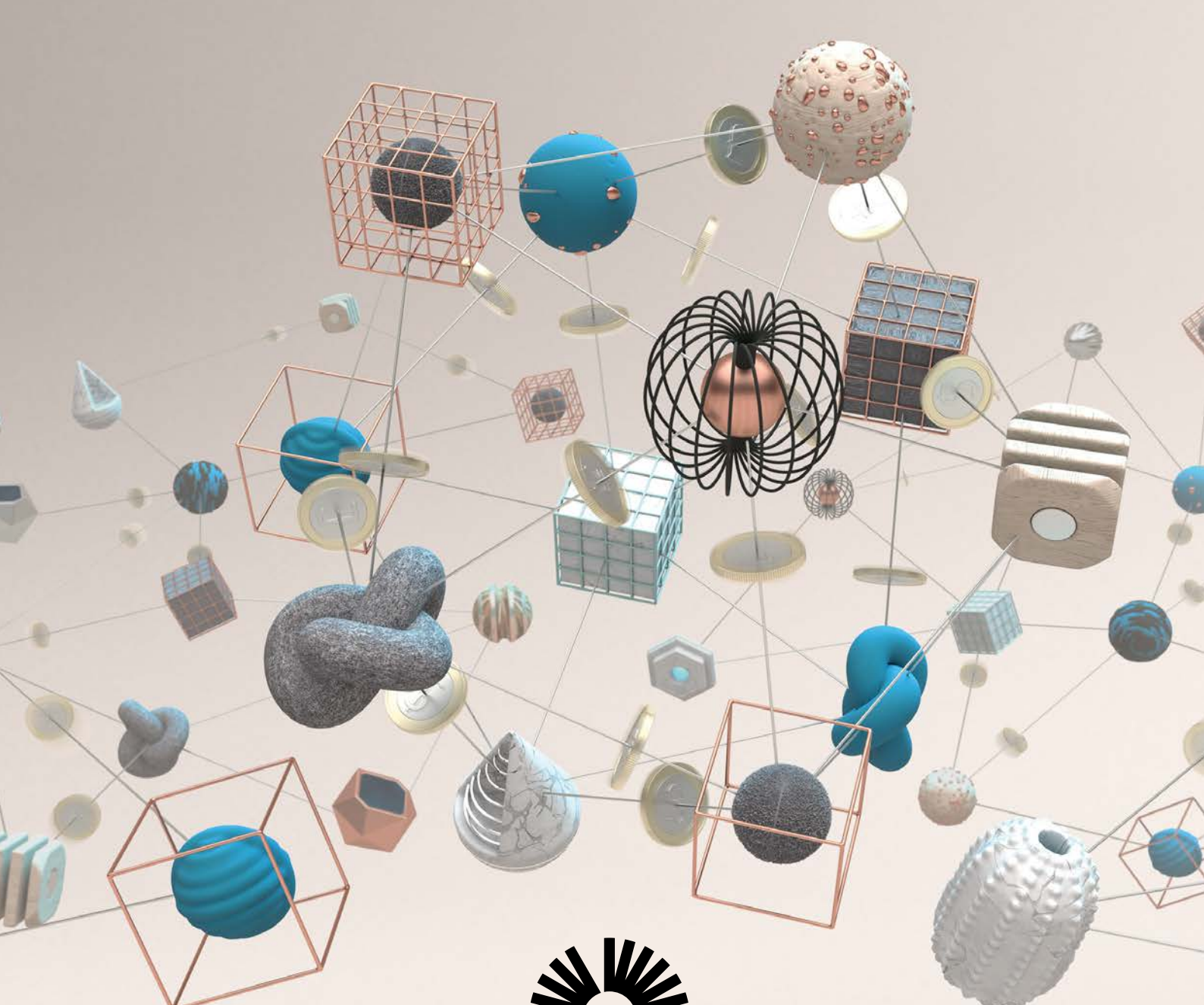
13
OPERATION OFFICES IN ASIA
LOCAL SUPPORT

12
LANGUAGE UI SUPPORT
MULTI-LINGUALS

Company	Banking Circle
	<p>Banking Circle is a fully licenced next generation payments bank, designed to meet the global banking and payments needs of payments businesses, banks and online marketplaces. Banking Circle solutions power the payments propositions of more than 200 regulated businesses.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.bankingcircle.com</p> <p>Luxembourg</p> <p>Banking Circle is wholly focused on delivering a payments solution for payments businesses, banks, and regulated marketplaces that is invisible to end users but enhances the customer proposition of its clients – without upfront investment in systems, or process changes. Our mission is to make international payments feel like local payments.</p> <p>PSPs FinTechs Banks Marketplaces</p> <p>info@bankingcircle.com</p> <p>Global</p> <p>2013</p> <p>EQT VIII and EQT Ventures</p> <p>Credit institution – registration number LUB00000408</p> <p>The Payments Association, Financial Services Forum, European Association of Payment Service Providers (EPSM), UK Finance, Innovate Finance, Payments Innovation Forum (PIF), AFEP, Verband der Auslandsbanken in Deutschland (Association of Foreign Banks in Germany), P27 Nordic payment initiative, Holland FinTech, Copenhagen FinTech, Luxembourg for Finance Association, FinTech Ireland.</p> <p>The Payments Bank for the new economy</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Yes, local payouts in 12 currencies, and cross-border payments via the SWIFT network in 25 currencies</p> <p>Yes</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>No</p> <p>No</p>
<p>Payments capabilities</p>	
<p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Instant settlement</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p> <p>B2B payments</p>	<p>Card schemes and alternative payment methods</p> <p>25</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Reporting/dashboards</p>	
<p>Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)</p>	<p>Yes</p>

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Financial and compliance capabilities	
FX – number of currencies available	Yes, 25 currencies
Virtual IBAN	Yes, 25 currencies
Multi currencies virtual IBAN (# of currencies)	Yes, 25 currencies
Current account/settlement account	Yes
Lending	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Stripe, Alibaba, Paysafe, PPRO, Nuvei, Paymentsense, Novalnet
Case studies	Nuvei, Paysafe, Ixaris
Awards	9 awards received in 2021, including: European Business Magazine Awards ‘Best bank 2020/21’, Payments Awards ‘Best Cross-Border Payments Infrastructure’ and Banking Tech Awards ‘Best use of AI’
Future developments	More information available upon request
Transactions	
Transaction volume	120 million payments per year
Transaction value	More than EUR 250 billion



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Company	Bexs Pay
	<p>Bexs Pay is a cross-border payment service provider for international businesses. Through our API platform, our solution provides a unique combination of payment processing, payouts & FX for digital companies looking to operate in Brazil, receive and send payments to individuals or companies without the need to establish a local entity. Our daily goal is to bring payments innovation and technology to facilitate Brazilians' access to global goods and services.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.bexs.com.br/em</p> <p>São Paulo, Brazil</p> <p>Our platform serves both B2B and B2C businesses, a powerful combination of payments, payouts, and FX in real time, in one solution. Accept all local payments methods, send mass payments in local currency, and control the FX using our smart hedge system and protecting you from currency fluctuations. Robust platform (PCI level 1).</p> <p>Marketplaces PSPs Money Remittance Services Social Media E-wallets Regulated securities Merchants</p> <ul style="list-style-type: none"> - Gig economies - Digital Goods - Streaming - Education - Gaming - SaaS - OTT - Travel - Agrotech <p>business@bexspay.com.br</p> <p>Brazil</p> <p>1989</p> <p>Banking Licence (BACEN)</p> <p>Foreign Exchange Association of Brazil (ABRACAM)</p> <p>We believe that global access to goods and services is everybody's right. We give Brazilians access to global products while enabling companies to scale their businesses.</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>No</p> <p>No</p>
<p style="text-align: right;">View company profile in online database</p>	

Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported	Boleto, Pix, Local debit and credit cards with instalments, online bank transfers (TED and DOC), and Buy Now, Pay Later
Settlement currencies	Yes - 20+ currencies
Instant settlement	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Yes. Less than 0.1%
Fraud and risk management partners	CyberSource
Financial and compliance capabilities	
FX - number of currencies available	More than 20 currencies
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Worldline, Thunes, B2W Digital, TikTok, Kwai, SimilarWeb, Storytel, Avast, Volt, MtFX, PayMyTuition, Softline, Pipefy, Unlimint (CardPay), Shimatomo, Avenue Securities, Open Solo, Nethone, BoaCompra, Via Varejo, Fanhero, Facily.
Case studies	In 2021, we were the first PSP in Brazil to integrate the Pix technology (instant payment method) with international payments, processing more than 1 million payments per day for a TikTok marketing campaign.
Future developments	Build our platform for more services in Brazil, help more businesses sell in Brazil, and grow their customer base. Expand into other Latin American countries. Continue being on top of the innovation when it comes to fintech solutions in Latin America.
Transactions	
Transaction volume	52 million
Transaction value	USD 3.8 billion



bexspay

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Payins

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FX API for Marketplace and PSP

Exchange your funds from Brazil and remit to any bank around the world.

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Company	BlueSnap
	BlueSnap helps businesses accept global payments in a better way. Our All-in-One Payment Orchestration Platform helps businesses accept payments globally. BlueSnap supports payments across multiple sales channels such as online and mobile sales, marketplaces, subscriptions, invoice payments, and manual orders through a virtual terminal.
Website	home.bluesnap.com
Head office	Waltham, MA
Core solution	At BlueSnap, we look at payments differently. Our All-in-One Payment Orchestration Platform allows you to harness the power of payments to accelerate growth, reimagine the customer experience, and improve ROI. BlueSnap supports payments across multiple sales channels such as online and mobile sales, marketplaces, subscriptions, and more. With one integration and contract, you can sell in over 200 geographies with access to local acquiring in 47 countries and unified global reporting.
Target market	Merchants: logistics, manufacturing, SaaS, retail Marketplaces Fintech Banks
Geographical presence	BlueSnap helps you capitalize on your global business by supporting 100+ currencies, 100+ of the world's preferred payment types, and 29 languages. Supported regions include: the EU, UK + Israel, LATAM, Asia Pacific and North America.
Year founded	2002
Investors	Great Hill Partners + Parthenon
Company's motto	We help businesses reduce costs and increase sales.
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider - Acquirer	Yes
Payments and Financial infrastructure	Yes
Channels - context	
Online	Yes
POS/In store	Yes
Omnichannel	No
Payments capabilities	
Hosted pages	Yes. BlueSnap's Hosted Payment Page is an out-of-the-box payment page supporting local languages and currencies around the globe. The Hosted Payment Page is designed for businesses that manage their product catalogues in a system outside of BlueSnap and just need a checkout page where payments are processed by BlueSnap.
Whitelabel solution	Yes. With our Embedded Payments solution, we enable customers to choose a white-label hosted solution.
Recurring billing	Yes. With our award-winning Subscription Billing engine, you can customize your recurring billing model and reach more people around the world by offering more than just credit cards.
Payment methods supported (#)	100+
Settlement currencies (#)	Choose from more than 100 settlement currencies and 18 like-for-like currencies for easy reconciliation.
Instant settlement	Yes
Tokenization	Yes. BlueSnap uses both one-time and multi-use tokens to securely process shopper data.
Pay-out/Disbursements	Yes
View company profile in online database	

Payments orchestration	Yes
Reconciliation and reporting	Yes. Our Transaction Details Report returns a list of all Sale, Refund and Chargeback transactions, including shopper and payment details. You can group transactions to view totals by country or payment type, or cross-reference with the Payout Details report for enhanced reconciliation.
B2B payments	Yes
ERP integration	Yes. We connect with hundreds of business platforms so that you can access your payment data in the systems that are already powering your business.
E-invoicing (automated)	Yes. Payment Link allows you to send buyers secure payment links for any type of transaction and get paid immediately. Easily integrate the feature with your e-invoicing tools and add Pay Now buttons to invoices, price quotes, text messages, and emails.
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes. Our All-in-One Payment Orchestration Platform includes built-in payment gateway analytics tools that provide a single, consolidated view of your business performance. Access your data your way through our rich reporting dashboard, mobile app, or Reporting API.
Fraud and risk management capabilities	
Chargeback management	Yes. BlueSnap's All-in-One Payment Orchestration Platform helps you manage and dispute chargebacks the way you want to. Choose between our full-service or self-service model to help get your money back.
Fraud and risk management partners	Ethoca, Verifi, Kount
Financial and compliance capabilities	
FX - number of currencies available	100+
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	100+ currencies
Current account/settlement account	Settle directly to merchants in 100+ currencies
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Kohler, Monday.com, edible arrangement, benevity, Outbrain, Paraco, CloudHealth
Case studies	Ford Credit, benevity, Gamma Phi Beta, Veracross, Outbrain, Namely, PayCargo, DFO Global, SchoolsBuddy, Gameflip, Cakemail, ShareGate, MyHeritage, and more!
Awards	Inc. 5000 (Named to Annual List of America's Fastest Growing Company) x4, Deloitte (Fastest Growing Technology Company in North America) x3, CODIE Best eCommerce Solution + CNP Awards (Best eCommerce Platform/Gateway Best Payment Service Provider & 2020 SaaS Winner Best SaaS for eCommerce
Future developments	N/A, privately owned company
Transactions	
Transaction volume	N/A, privately owned company
Transaction value	N/A, privately owned company



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Payment Orchestration Platform

At BlueSnap, we look at payments differently. Our All-in-One Payment Orchestration Platform provides businesses a better way to accept global payments. No matter how you take payments, our All-in-One Payment Orchestration Platform allows you to harness the power of payments to accelerate growth, reimagine the customer experience and manage costs to improve ROI.

A better way to accept payments for:

Global Payments | Embedded Payments | AR Automation

Discover the platform at www.bluesnap.com

Company	BoaCompra by PagSeguro
	<p>BoaCompra by PagSeguro is a local payments platform that enables merchants worldwide to process and collect local payments in Latin America, or send payouts to Brazil. We have over 17 years of experience in handling complex cross-border transfers, including conversions, fees, and compliance requirements. We are part of PagSeguro (NYSE: PAGS), a leader and disruptive provider of financial technology solutions in Brazil.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>https://boacompra.com/</p> <p>São Paulo, SP – BRAZIL</p> <p>An all-in-one solution that offers payment processing in 140+ local payment methods, in local currency, with local or international settlement, without the need for a local entity in 22 countries, or sending single/mass payouts to Brazilians, in local currency, instantly, without banking fees.</p> <p>Merchants: gaming, entertainment, digital goods and services, retail Marketplaces PSP</p> <p>https://boacompra.com/get-in-touch/contact-form</p> <p>LATAM, US, Europe, and China</p> <p>2004</p> <p>PagSeguro</p> <p>Payment Solution: card acquirer, payment processor, PSP, and payment aggregator.</p> <p>MRC</p> <p>One-stop payment solution for the full potential of Latin America</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider – Acquirer</p> <p>Payments and Financial infrastructure</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes – through PagSeguro in Brazil</p> <p>No</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p> <p>B2B payments</p> <p>ERP integration</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes – over 140 local payment methods in 17 Latin American + 5 European countries</p> <p>USD, EUR GBP, or BRL</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes – Plugins for Woocommerce, Shopify, and Magento</p>
<p style="text-align: right;">View company profile in online database</p>	

Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Financial and compliance capabilities	
FX – number of currencies available	18
Current account/settlement account	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Garena, Valve, Bytedance, EA
Transactions	
Transaction volume	100+ million transactions per year
Transaction value	More information upon request

PROCESS AND COLLECT LOCAL PAYMENTS SEAMLESSLY IN LATAM



PAYMENT PROCESSING SOLUTION


BY BOACOMPRA

With one simple integration, worldwide merchants can easily access **17 countries** in Latin America by processing and collecting over **140 local payment methods**. No local entities required and settlement anywhere in the world with no surcharges.

✓ Robust and modern technology

✓ Strong risk analysis

✓ Local customer support 24/7

Company	BPC
	<p>Context is what defines the organisation. Our company has transformed over the years to deliver essential innovation and relevant solutions to fit with today's consumer lifestyle when banking, shopping, or moving in both urban and rural areas, bridging real life and the digital world.</p>
Website Head office Core solution Target market Contact details Geographical presence Year founded Investors License type Member of industry association and/or initiatives Company's motto	<p>www.bpcbt.com</p> <p>Baar, Switzerland</p> <p>BPC applies an ecosystem thinking approach when engaging with clients. True progress can only be achieved when all players join forces. BPC differentiates by taking a holistic view of the market and leveraging its experience of banking and payments in multi-country, multi-currency, multi-cultural environment, to deliver outstanding experiences that bring value to the end customer.</p> <p>Marketplaces PSP Fintech Banks Merchants EMI</p> <p>info@bpcbt.com</p> <p>Europe, Middle East, Africa, Asia, LATAM, and CIS</p> <p>1996</p> <p>Private</p> <p>Technology Provider</p> <p>Payment Association, Innovate Finance, MENA Fintech Association, Guatemala Fintech Association</p> <p>Bridging real life to digital by providing state-of-the-art payment technology to banks and other financial institutions</p>
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payments and Financial infrastructure	Yes
Channels – context	
Online	Yes
POS/In store	Yes
Omnichannel	Yes
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported (#)	6
Settlement currencies (#)	All ISO currencies
Instant settlement	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
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ERP integration	Yes
E-invoicing (automated)	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Yes
Financial and compliance capabilities	
FX – number of currencies available	All ISO currencies
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	All ISO currencies
Current account/settlement account	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	HSCB, ING, BNP Paribas, Bank of Africa, Vista Bank, DSK Bank, Banca Transilvania, TymeBank, Tonik, Cake Bank, Acleda.
Case studies	https://www.bpcbt.com/en/case-study-tymbank
Future developments	Improvements on the following areas: - fraud management (Customer Case Management, machine learning for scoring, rules generation and optimisation); - CMS (deposit functionality, CBS features, payment orders and direct debits, Buy Now, Pay Later, scoring engine, collections); - integration Platform (Open API specification, micro gateway, workspaces, API standardisation); - marketplace (Tender and auction functionality, loyalty service for marketplace users, customer profiling, marketing, preferences); - digital banking (Mobile marketplaces, corporate internet banking, SoftPos, gamification); - merchant Management (Merchant Portal with QR & ecom features, Interchange++, merchant campaigns, rolling reserves management, microfinance, profitability monitoring); - ecommerce (alternative payment instruments, DCC functionality, digital merchant onboarding, instalments acquirer or issuer funded, merchant portal, monitoring).
Transactions	
Transaction volume	11.7 billion monthly
Transaction value	USD 2 trillion annually



Bridging real life to digital.

At BPC, we are bridging real life to digital by equipping our clients with the right technology to create payments services that fit right into the customers' lives. Real life needs of people who make payments or do business transactions converge into digital services. Is it a traditional card payment, mobile wallet or an instant payment, is it initiated via a mobile, through an agent of embedded into an app via an API? It no longer matters; everyone wants it fast, easy and secure, and not having to think about it.

We have been doing this for 25 years, for more than 350 clients in over 100 countries, using the model that best fits the business objectives – be it in house, managed services or complete outsource.

SmartVista Solutions


- Digital Payment & Banking
- Instant Payment & National Infrastructure
- Commerce & Payment Processing
- Smart City & Digital Ticketing
- Financial Inclusion & Agency Banking
- eGovernment Solutions



 **Smart does IT.**

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Company	Buckzy Payments Inc.
	<p>Buckzy Payments Inc. is a leading global real-time cross-border payment network infrastructure integrated on an embedded finance platform that empowers financial institutions, fintechs, and digital marketplaces to expand and enable and rapidly expand their capabilities and product offerings.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Company's motto</p>	<p>buckzy.net</p> <p>Toronto, Canada. Full address: Buckzy Payments Inc. 40 University Ave #201 Toronto, ON M5J 1T1, Canada</p> <p>The company has developed an embedded financial platform and real-time payment network infrastructure to deliver three core services:</p> <ol style="list-style-type: none"> 1) Global payout network 2) Global payin network (multi-channel) 3) Enablement of Banking-as-a-Service through global banking partners offering multicurrency virtual accounts and ledgers <p>Financial Institutions, including:</p> <ul style="list-style-type: none"> - Traditional banks, neobanks - Fintechs/SaaS - Digital marketplaces - Global ecommerce - Gig economy payments - Mobile e-wallet operators <p>sales@buckzy.net</p> <p>Buckzy's network provides access to: 80+ countries, 40+ markets in real-time payment settlements, 30 wallets, and over 4 billion accounts worldwide. Our HQ is in Canada, with subsidiary operations in India, the UK, US, and UAE.</p> <p>2018</p> <p>Includes Mistral Venture Partners, Revel Partners, Dash40, BDC and Uncorrelated Ventures</p> <p>Buckzy is licensed by FINTRAC in Canada and by the Financial Conduct Authority in the UK.</p> <p>Our mission is to enable customers to send money globally, in real time, and through a safe, secure and convenient payments ecosystem.</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>No</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Instant settlement</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>

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Reconciliation and reporting	Yes
B2B payments	Yes
E-invoicing (automated)	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Yes, less than 0.01%
Fraud and risk management partners	Inbuilt
Financial and compliance capabilities	
FX - number of currencies available	Yes, 50+
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	More information available upon request
Case studies	More information available upon request
Future developments	Cross-border request to pay for B2B, Digital currencies, metaverse
Transactions	
Transaction value	USD 1.5 billion in 2021

REAL-TIME

CROSS BORDER PAYMENTS NETWORK

Buckzy's embedded finance platform supports modernization and innovation of your payment solutions & services

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Get access to

80+

Countries

40+

Real-time

20+

Wallet

4+

Bn account reach




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www.buckzy.net



buckzy

Buckzy Payments Inc. is a cross-border payments network and embedded finance platform. Buckzy Payments Inc. is a registered money services business with FINTRAC (Financial Transactions and Reports Analysis Centre of Canada) number M18404307. Buckzy Payments Limited is registered as Authorized Payment Institution with FCA (Financial Conduct Authority in the UK) number: 925620

*When offering certain services, Buckzy uses one or more U.S. regulated banks and/or trust companies to serve as custodian with respect to the U.S. dollar payments powered by Buckzy's technology. Buckzy uses the applicable bank or trust company to receive and transmit dollar-denominated funds as custodian. Funds that a custodian bank or trust company holds in custody in the course of making payments are not insured by the FDIC and are not time, checking, or savings deposits.

Company	Checkout.com
	Checkout.com is a global payments solution provider that helps businesses and their communities thrive in the digital economy. It offers innovative solutions that flex to your needs, valuable insights that help you get smart about your payments' performance, and expertise you can count on as you navigate the complexities of an ever-shifting world.
Website	www.checkout.com
Head office	Wenlock works, Shepherdess walk London, N1 7LH United Kingdom
Core solution	With Checkout.com's modular technology, clients can seamlessly add the features they need, manage risk and fraud, and add new payment methods to support their growth in multiple markets. Our local expert teams around the world are on standby to help you improve your payments performance, navigate the regulatory landscape, and switch on new business models with ease.
Target market	Digital enterprise businesses Ecommerce Fintech Crypto
Contact details	sales@checkout.com
Geographical presence	Europe, North America, Middle East and North Africa, Asia Pacific, Latin America
Year founded	2012
Investors	Coatue, Insight Partners, DST Global, Blossom Capital, Endeavour Catalyst, Singapore Sovereign Wealth Fund (GIC), Tiger Global Management, Greenoaks Capital, Altimeter, Dragoneer, Franklin Templeton, the Qatar Investment Authority, the Oxford Endowment Fund
License type	Checkout.com has acquiring capabilities in 55 countries.
Member of industry association and/or initiatives	UK Finance, Innovate Finance, European Fintech Association, European Payment Institutions Federation, Merchant Risk Council, Merchant Advisory Group, MENA Fintech Association
Company's motto	Payments for the digital economy
Service Provider Type (multiple entries possible)	
Payment Service Provider – Gateway	Yes
Payment Service Provider – Merchant Acquirer /Processor	Yes
Payments and financial Infrastructure	Yes
Cryptocurrency payments solution	Yes. Checkout.com processes payments for the world's leading crypto exchanges.
Channels – Context	
Online	Yes
POS/In store	No
Omni channel	No
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
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Payment methods supported (#)	Checkout.com allows merchants to accept all major credit and debit cards, including Visa, Mastercard, American Express, and Discover. Merchants can also accept a wide variety of global and local alternative payment methods, including Apple Pay, Google Pay, PayPal, SEPA, Klarna, iDeal, Fawry, Knet, Qpay, mada and Alipay. Learn more: https://www.checkout.com/payment-methods
Settlement currencies (#)	25+
Instant settlement	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes
Dynamic routing	Yes
Intelligent routing/routing optimization	Yes
ERP integration	Yes. Visit https://www.checkout.com/partners for more information
Reconciliation and reporting	Yes
Onboarding	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud & Risk Management Capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Yes
Fraud and Risk Management Partners	Yes – https://www.checkout.com/partners
Financial and Compliance Capabilities	
FX – number of currencies available	150+
Current account/settlement account	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	SHEIN, Grab, Veepee, SONY Electronics, Patreon, Wise, Henkel, Getty Images
Case studies	https://www.checkout.com/case-studies
Future developments	Checkout.com will be scaling its operations to meet demand in the US, evolving its platform with solutions for marketplaces and payfacs, and strengthening its position in Web3.
Transactions	
Transaction volume	Checkout.com does not share this information
Transaction volume (USD/EUR)	Checkout.com does not share this information



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partnership**




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optimization**

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Company	COINQVEST
	<p>COINQVEST is a leading enterprise cryptocurrency payment gateway and API. We enable merchants and financial service providers to accept major digital currencies from clients, and directly settle in their chosen fiat or cryptocurrency. With COINQVEST, merchants can extend their existing payment infrastructure via secure, reliable, and compliant cryptocurrency payments.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>https://www.coinqvest.com</p> <p>Tallinn, Estonia</p> <p>COINQVEST is a comprehensive cryptocurrency payment processing solution providing merchants and PSPs:</p> <ul style="list-style-type: none"> - crypto and fiat merchant accounts; - a real-time white-label API allowing customers to offer branded blockchain crypto payments, deposits, swaps, transfers, refunds, KYC/AML, and exception handling; - elimination of fiat/crypto exchange volatility; - product/service price guarantees: product lists for EUR 100, customer pays in Bitcoin, merchant receives EUR 100; - straightforward integration with SDKs and shopping cart plugin; - crypto payments with verified sender/receiver data, financial reports and exports, and order information for tax/regulatory compliance. <p>Merchants in digital commerce: ecommerce, SaaS companies, subscription-based businesses, NFT vendors, content producers, online gaming, etc.</p> <p>Marketplaces</p> <p>PSP (e.g. mobile payment apps, traditional payment gateways and processors, money remittance services, wallets, digital banks)</p> <p>Fintech</p> <p>Banks</p> <p>Crypto, FX</p> <p>service@coinqvest.com</p> <p>Globally available with a focus on Europe</p> <p>2018</p> <p>Fully owned by the founders</p> <p>European Virtual Currency Service Provider License issued by the Estonian FIU</p> <p>Stellar Network Tier 1 Validators Quorum, https://developers.stellar.org/docs/run-core-node/tier-1-orgs/</p> <p>Easily extend your payment infrastructure with cryptocurrency payments</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider – Acquirer</p> <p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes – Integration into POS systems via white-label API</p> <p>Yes – Integration into omnichannel solutions via white-label API</p>
<p style="text-align: right;">View company profile in online database</p>	

Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes – The complete payment infrastructure is available via the COINQVEST white-label API incl. checkouts, deposits, refunds, withdrawal, swaps.
Payment methods supported (#)	Yes – BTC, ETH, LTC, XLM
Settlement currencies (#)	Yes – Fiat: EUR, USD, ARS, BRL, NGN. Crypto: BTC, ETH, LTC, XLM
Instant settlement	Yes – COINQVEST settles all payments instantly. Instant settlement is a platform feature with no extra fees charged.
Tokenization	Yes – COINQVEST uses tokenised assets issued on the Stellar Network.
Pay-out/Disbursements	Yes – Payout to crypto wallet or bank account.
Payments orchestration	Yes – For crypto and fiat currencies listed here: https://www.coinqvest.com/en/connectivity
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes – Consolidated financial reporting across multiple cryptocurrencies and fiat currencies.
Financial and compliance capabilities	
FX – number of currencies available	Yes – 50 currencies
Multi currencies virtual IBAN (# of currencies)	Yes – Multi currencies merchant account (cryptocurrencies and fiat currencies)
Current account/settlement account	Yes
Instant settlement	Yes – COINQVEST settles all payments instantly. Instant settlement is a platform feature with no extra fees charged.
Client onboarding (KYC/KYB)	Yes – KYB
Clients	
Main clients/references	More information available upon request
Case studies	https://stellar.org/case-studies/coinqvest
Awards	Winner of the Stellar Seed Fund in 2021 Winner of the Stellar Community Fund in 2020
Future developments	Add bank deposits and stablecoin payment options
Transactions	
Transaction volume	> 100,000 transactions
Transaction value	> EUR 10 million

Company	Computop – the payment people
	<p>Computop offers local and innovative omnichannel solutions for payment processing and fraud prevention around the world. For ecommerce, at POS and on mobile devices, retailers and service providers can choose from over 350 payment methods. Computop processes transactions in 127 currencies with a value of USD 36 billion.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.computop.com</p> <p>Bamberg, Germany</p> <p>Complete multichannel solution for global Payment Processing (ecommerce, m-commerce, POS, MOTO as well as 'out of the box' mobile templates for iPhone, iPad, Blackberry, Android, Windows and Symbian; Extensive Risk Management & Fraud Protection</p> <p>Merchants: entertainment, mobility, retail, travel, events, pharmaceuticals, ticketing, content, digital downloads.</p> <p>Marketplaces</p> <p>PSPs</p> <p>Fintech</p> <p>Banks</p> <p>B2B companies</p> <p>Germany: +49 (0)951 98009-22, sales@computop.com UK: +44 1437-808050, uk@computop.com USA: +1-855-209-3399, usa@computop.com China: +86-21-64685053, info@computop-china.cn</p> <p>North/Latin America, Europe, Middle East/Africa, Asia-Pacific</p> <p>1997</p> <p>Fully owned by the founders</p> <p>BecN, EPSM, IMRG, bevH, EHI, ECC, ibi, GS1, Initiative Deutsche Zahlungssysteme, Kontiki, PayComm</p> <p>Customized Payments</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Computop Paygate</p> <p>Payments infrastructure: Global / Local payment methods, Value Added Services</p> <p>Yes</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p> <p>B2B payments</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>350+</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>

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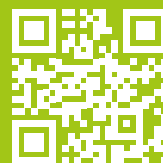
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Fraud and risk management partners	Additional integrated Fraud Prevention & Risk Management Partners: ACI ReD, arvato Infoscore, Boniversum, CRIF, Cardinal Commerce, Creditreform, SCHUFA, Accertify
Financial and compliance capabilities	
Virtual IBAN	Yes, via partner eNett
Clients	
Main clients/references	Sixt, OTTO, PUMA, MediaMarkt/Saturn, Wargaming, Bigpoint, TollCollect, UniCredit, DocMorris, EVO
Case studies	Premiership Rugby: https://computop.com/fileadmin/user_upload/Loesungen/Payment_by_Link/CT_Case_Study_Premier_Rugby_EN.pdf Papagena – Payment on the High Seas: https://computop.com/payment-insights/en/omnichannel-en/papagena-case-study/
Awards	CNP Awards, MPE Awards
Future developments	FIDO Biometric Authentication
Transactions	
Transaction volume	More information upon request
Transaction value	USD 36 billion

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Company	ConnectPay
	<p>ConnectPay is one of the fastest growing Electronic Money Institutions (EMI) in Lithuania – the leading fintech hub in continental Europe – providing banking services for internet-based companies. By offering a One-stop-shop solution for all payment facilities under one roof, ConnectPay arrays smooth onboarding and boutique banking experience.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>https://connectpay.com/</p> <p>Algirdo str. 38, LT-03218, Vilnius, Lithuania</p> <p>ConnectPay stands for 'Banking made easy' – the top priority of the company is to simplify banking processes and user experience. An integral part of the 'Easy Banking' approach is the companies' aim to build a 'One-stop-shop' introducing all banking services under one roof.</p> <p>Merchants: digital, e-gaming, gambling, low and high risk, advertising and consulting, online media Marketplaces PSP</p> <p>info@connectpay.com</p> <p>EU, EEA</p> <p>2018</p> <p>Funded by a single shareholder</p> <p>Electronic money institution licence: https://www.lb.lt/en/sfi-financial-market-participants/uab-connectpay</p> <p>ConnectPay closely cooperates with the Bank of Lithuania and the 'GovTech Lab' agency to deliver time and effort-saving regtech solutions. The goal is to automate regulatory reporting by enabling market participants to send microdata to the regulator in real time, saving costs and time for both parties.</p> <p>IBAN discrimination initiative: ConnectPay has recently partnered with Wise and other fintech companies like N26, Revolut, Monese to tackle the IBAN discrimination issue.</p> <p>Tech Zero taskforce: ConnectPay has joined the Tech Zero taskforce to help fight climate crisis and contribute to the positive environmental change.</p> <p>One-stop-shop for all your banking needs</p>
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider – Acquirer	Yes
Channels – context	
Online	Yes
Payments capabilities	
Recurring billing	Yes
Payment methods supported (#)	Yes – 3
Settlement currencies (#)	Yes – 1
Instant settlement	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes

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Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Yes – less than 0.01%
Fraud and risk management partners	In-house
Financial and compliance capabilities	
FX – number of currencies available	Yes
Current account/settlement account	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	https://connectpay.com/#testimonials_block
Awards	<ul style="list-style-type: none"> - Recognised as 1 of the 10 best fintech companies to watch in 2021 by Silicon Review (https://thesiliconreview.com/magazine/cover/10-best-fintech-companies-to-watch-2021/) - Recognised as the Fastest Growing Digital Banking Platform in 2021 by Global Brands Magazine awards (https://www.globalbrandsmagazine.com/award-winners-2021/) - Top Revolutionary fintech companies transforming business in 2021 (https://www.analyticsinsight.net/connectpay-shaping-the-fintech-industry-with-innovative-solutions/) - The top 10 hottest fintech companies in 2021 (https://www.ciobulletin.com/magazine/10-hottest-fintech-companies-list-2021-listing) - Top 5 Best Fintech Companies in 2021 (https://www.techtimes.com/articles/268691/20211129/top-5-best-fintech-companies-in-2021-banking-goes-online.htm)
Future developments	Full localisation for Lithuanian market followed by the Baltics, integration between accounting software and banking.
Transactions	
Transaction volume	4.5 million
Transaction value	EUR 10.7 billion

ConnectPay

One Stop Shop for
all your banking needs



Accounts: Business & Segregated



Payments: Euro zone (instant) & Cross-border



Accept payments: Banking (NL, FI, DE & LT) & Card payments (EEA)



Corporate cards




BaaS (Banking as a Service)




APIs: Online Banking & Merchant



Company	Coriunder LTD
	Coriunder started as Payment gateway in 2016 and evolved into a full management suite for financial companies, the company focuses today on 3 main verticals: Acquiring, Issuing and Banking giving every client the tools they need to build their offering and expand to additional verticals with ease.
Website	www.coriunder.com
Head office	Nicosia, Cyprus
Core solution	Our Backend-As-A-Service solution serves as the core management suite for PSPs/ marketplaces/fintechs by allowing them to manage all types of accounts such as merchants/ affiliates/customers/banks/employees from onboarding, monitoring and payouts. All financial management under one place - the only Backend system you will need.
Target market	Marketplaces PSP Fintech Banks
Contact details	eliad@coriunder.com
Geographical presence	US, Europe, LATAM, Asia
Year founded	2016
License type	PCI Level 1
Company's motto	Payments-oriented user management
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider - Acquirer	Yes
Payments and Financial infrastructure	Yes
Channels - context	
Online	Yes
POS/In store	Yes
Omnichannel	Yes
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported	Yes, 30 currencies
Settlement currencies	Yes, 30 currencies
Instant settlement	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes

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Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Financial and compliance capabilities	
FX - number of currencies available	30
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	More information upon request
Case studies	More information upon request
Awards	More information upon request
Future developments	Embedded crypto and Open Banking solutions
Transactions	
Transaction volume	3 million transactions
Transaction value	USD 500 million

Company	DECTA
	DECTA is a global payment processing company with an expertise in financial IT. We provide a complete range of digital payment services designed with the needs of merchants, banks, and payment service providers in mind. Our products are used by 2000+ companies across 32 countries.
Website	www.decta.com
Head office	London, UK W2 3PH London United Kingdom
Core solution	Payment Acquiring Solutions BIN Sponsorship and White Label Card Issuing White Label Payment Gateway 3rd Party Technical Payment Card Processing 3D Secure solutions for Issuers and Acquirers
Target market	Merchants and PSPs (retail, digital, gaming, travel, money services, licensed Forex, e-wallet, lending and others) Banks and Fintechs users of DECTA 3rd party technical payment card processing services, White Label Payment Gateway, and 3D Secure services
Contact details	marketing@decta.com, info@decta.com, sales@decta.com
Geographical presence	UK, Europe, Asia Pacific
Year founded	2015
Investors	Private investors
License type	DECTA is authorised by the UK Financial Conduct Authority under the Electronic Money Regulation, and holds Principal Member status of Mastercard Worldwide, and Visa International.
Member of industry association and/or initiatives	Emerging Payment Association UK, member of e-residency of Estonia
Company's motto	Master Your Payments
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider – Acquirer	Yes
Payments and Financial infrastructure	Yes
Channels – context	
Online	Yes
POS/In store	Yes
Omnichannel	Yes
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported (#)	Mastercard, Visa, Volt, Apple Pay, PayPal and more alternative payment methods
Settlement currencies (#)	EUR, USD, GBP, RUB, and 50+
Instant settlement	Yes, depending on the merchant industry
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes

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B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Reporting through the DECTA payment gateway, or customised reports for financial institutions upon request
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	less than 0.1%
Fraud and risk management partners	Forter
Financial and compliance capabilities	
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	https://www.trustpilot.com/review/decta.com
Case studies	https://www.decta.com/company/media
Future developments	Support for Union Pay International for Issuers and Acquirers in Europe and the UK; More new Wallets and APMs are constantly added to DECTA Gateway process automation
Transactions	
Transaction volume	45 million
Transaction value	EUR 1.5 billion

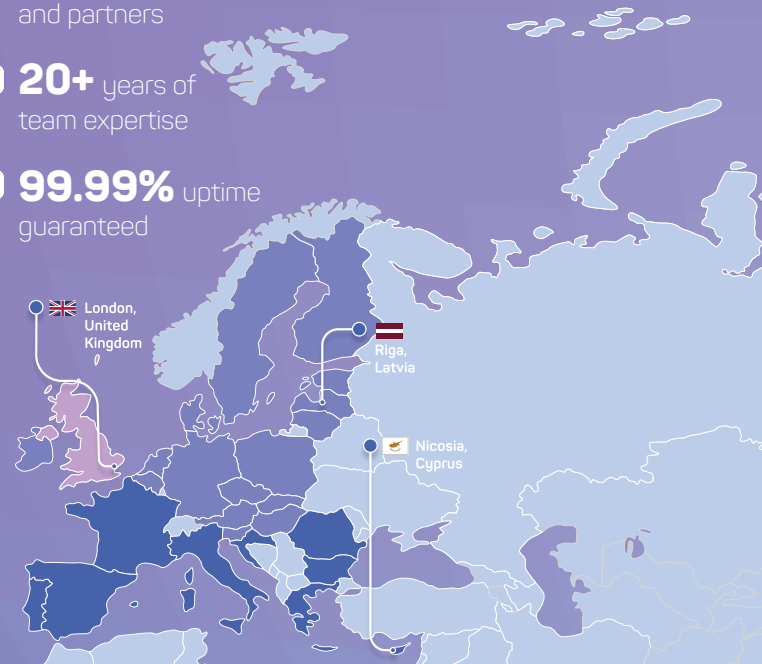
DECTA

WHO WE ARE

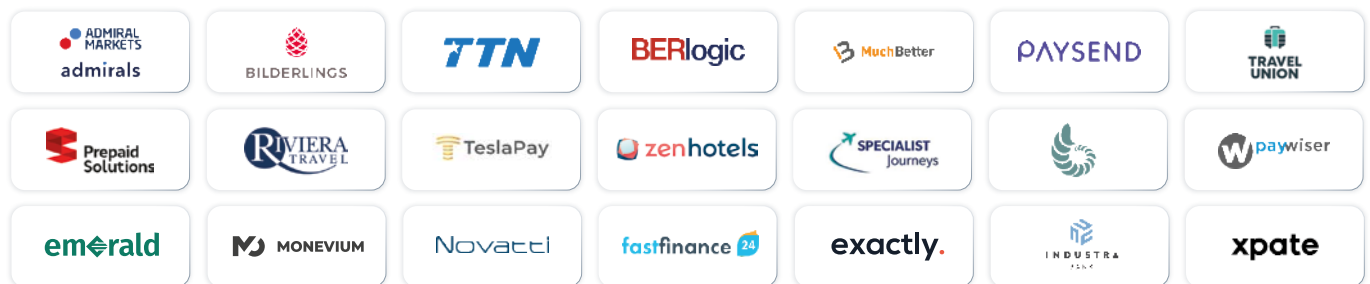
DECTA is a global payment processing company, expert in Financial IT. We provide a complete range of digital payment services designed with the needs of Merchants, Banks and Payment Service Providers in mind. Our products solutions include:

- Payment Acquiring Solutions
- BIN Sponsorship and White Label Card Issuing
- White Label Payment Gateway
- 3rd Party Technical Payment Processing
- 3D Secure

- **32** countries with executed projects
- **2000+** customers and partners
- **20+** years of team expertise
- **99.99%** uptime guaranteed



TRUSTED BY



OUR PRODUCTS

01 PAYMENT ACQUIRING SOLUTIONS

DECTA payment acquiring solutions are designed to provide merchants and payment service providers with a broad range of tools covering every aspect of accepting Mastercard and Visa payments online

02 BIN SPONSORSHIP AND WHITE LABEL CARD ISSUING

DECTA BIN sponsorship is a faster way for licensed financial institutions to launch their white label payment card programs

03 WHITE LABEL PAYMENT GATEWAY

DECTA White Label Payment Gateway is a market-ready solution for any type of payment business: banking financial institutions, Fintech startups, and beyond. Ready for rebranding and fully adjustable to match the business needs of your venture or an entire group of companies

04 3RD PARTY TECHNICAL PROCESSING

Top tier technology platform for banks and financial institutions to run Mastercard/Visa payment card Issuing and Acquiring services. Establish continuous payment workflow, receive 3D Secure compliance and define your own fraud and dispute management rules

05 3D SECURE

Single entry from the Issuers side is required, since all components are combined and accessed via the DAPI. The online authentication scoring on presentment level is available and will allow to suspend a presentment in case if the tolerance level has been exceeded



FIND OUT MORE



Company	Digital River
Digital River®	Digital River provides a comprehensive back-end solution for brands to integrate with their front-end commerce platform. Far more than a localised payment solution, we fight fraud while taking on global tax and compliance challenges. As the merchant of record, we shoulder the financial and legal responsibilities of selling online globally.
Website	https://www.digitalriver.com/
Head office	Minnetonka, MN
Core solution	Global Seller Services is our back-end merchant of record solution managing payments, taxes, fraud, compliance, and logistics while accelerating global expansion and reducing risk, complexity, and operating costs.
Target market	Merchants (main verticals – consumer electronics, games, industrial manufacturing, software (B2B & B2C), apparel and accessories, garden and home improvement, housewares and appliances, sporting goods, consumer packaged goods, food and drink (non perishable)
Contact details	info@digitalriver.com
Geographical presence	US, Europe, Middle East, APAC, Africa, LATAM, India, China
Year founded	1994
Investors	Siris Capital Group LLC
Member of industry association and/or initiatives	MRC, MAG
Company's motto	Global Commerce, Simplified
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider – Acquirer	Yes
Payments and Financial infrastructure	Both
Channels – context	
Online	Yes
POS/In store	No
Omnichannel	No
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported (#)	120+
Settlement currencies (#)	18
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
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Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud and risk management partners	Accertify, Ekata
Financial and compliance capabilities	
FX – number of currencies available	24
Current account/settlement account	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Lenovo, Fitbit, Autodesk, Logitech, Avid, ASUS, Gallop, Motorola, Cisco, LG, Therabody, Xbox, Jampf, Hitachi, Tresspass, Ergotron
Case studies	Ecommerce Resources for Global Management Digital River
Awards	Codie, Tekne, 2021 Top Workplace, Fit for Commerce, Taipei Neo Trade
Future developments	Digital River continues to build partnerships with ecommerce industry leaders with the goal of providing a simple, single integration to brands that accelerates their speed to market and speed to profits. Digital River's unmatched expertise, technology and scalability allow brands to reach their shoppers around the globe or around the corner.
Transactions	
Transaction volume	More information upon request
Transaction value	GSV USD 3 billion and aligns to both 2021 and 2022 volumes

Shopper Experience

You control the front-end experience with your chosen commerce platform, while we work below the surface to simplify and optimize global growth.



Localized Checkout

Global Logistics

Tax, Compliance, & Fraud

Financial Reconciliation

Checkout



PayPal



Apple Pay



Buy now, pay later

Shipping	Free shipping
Duty & Tax	15,99 EUR
Subtotal	79,99 EUR
Total	95,98 EUR

By submitting my order, I agree to the Terms of Sale and the Privacy Policy of Digital River Ireland Ltd.

REVIEW ORDER



Built to Convert & Grow

Convert more global shoppers with localized purchases and industry-best acceptance rates.



Removes Risk & Complexity

Streamline international operations as our experts we handle taxes, compliance, fraud and more.



Easy to Integrate

Build your desired experience with no code or highly customizable integration options.



Reach customers in
249 markets

Your passport to global ecommerce growth.

Digital River is a complete back-end solution that gives brands everything they need to sell and ship around the globe. Low code and customizable integration options make it easy to plug into existing commerce and supply chain solutions. We have over 25 years of experience in global ecommerce and can help your brand **expand global sales** and **remove risk and complexity**.

Global Commerce, Simplified.

www.digitalriver.com

Company	dLocal
d-local	Through our 'One dLocal' concept (one API, one platform, one contract), global companies can accept payments, send pay-outs, settle funds globally, and issue white label prepaid virtual and physical debit cards in local currencies. We reach billions of consumers in emerging markets by accepting over 700 local payment methods in 35 countries across Africa, Asia, LATAM, and the Middle East.
Website	www.dlocal.com
Head office	Montevideo, Uruguay
Core solution	Payins, payouts, card issuing, fraud management, marketplace solutions
Target market	Merchants in all verticals, such as Retail, Streaming, Ride Hailing, Financial Institutions, Advertising, SaaS, Travel, eLearning, Gaming, Crypto or On-Demand Delivery Marketplaces
Contact details	https://dlocal.com/lets-talk/
Geographical presence	Africa, Asia, LATAM, Middle East
Year founded	2016
Investors	General Atlantic, Ikon Capital, BOND, D1 Capital Partners, Tiger Global.
Member of industry association and/or initiatives	MRC, PaymentsEd
Company's motto	Building the best financial infrastructure in emerging markets
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payments and Financial infrastructure	Yes
Cryptocurrency payments solution	Yes
Channels - context	
Online	Yes
POS/In store	No
Omnichannel	Yes
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported (#)	700
Settlement currencies (#)	35
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes

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Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	More information available upon request
Fraud and risk management partners	More information available upon request
Financial and compliance capabilities	
FX - number of currencies available	35
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Lending	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Amazon, Microsoft, Shopify, Mailchimp, Kuaishou, Rappi, Deel, Wish, Arcos Dorados, and over 400 other well-known merchants
Case studies	https://dlocal.com/press-releases/
Awards	Fast Company's Most Innovative Company 2022
Future developments	More information available upon request
Transactions	
Transaction volume	More information available upon request
Transaction value	More information available upon request

d-local

Building the **best financial infrastructure** in emerging markets



Payins

Accept +700 local payment methods in 35 countries



Payouts

Pay and send disbursements in high growth markets



Direct Issuing

Issue virtual and physical pre-paid cards with your brand, hassle-free



Defense Suite


3 standalone and flexible solutions fitted to protect different industries' payments



Marketplace

Easily process payments with multiple sub-merchant accounts



Company	DOCOMO Digital
	<p>DOCOMO Digital is the international payments business of NTT DOCOMO. We partner with carriers, merchants, OTT services, app stores, and payment providers in both developed and emerging markets around the world. We solve the challenges of customer acquisition and retention, regulation, and complexity for our partners with alternative payment methods such as direct carrier billing and digital wallets.</p>
<p>Website</p> <p>Head office</p> <p>How the payment method works</p> <p>Target market</p> <p>Contact details</p> <p>Operational area</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Reach</p> <p>Acceptance</p> <p>Market share</p> <p>Implementation requirements (non technical)</p> <p>Company's motto</p>	<p>https://www.docomodigital.com/</p> <p>London, England</p> <p>Direct Carrier Billing allows consumers to buy digital content and services with a few clicks and pay for those services as part of their mobile phone bills, or with their pre-paid balances. In addition to Direct Carrier Billing, we aggregate the most locally-relevant payment methods for our merchant partners.</p> <p>Merchants: gaming, OTT and streaming, productivity, music, and audio</p> <p>payments.marketing@docomodigital.com +44 20 7613 6000</p> <p>Global</p> <p>2009</p> <p>NTT DOCOMO</p> <p>E-money license European Union</p> <p>3 billion+ consumers</p> <p>Cards, bank transfers, e-wallets, direct carrier billing</p> <p>Market leaders in direct carrier billing, regularly adjudged the Best Direct Carrier Billing Providers by Juniper Research</p> <p>No embargo, no sanctions, KYC compliance</p> <p>Provide choice for consumers and simplicity for brands</p>
<p>Payments Type</p>	
<p>Credit card</p> <p>Debit card</p> <p>Prepaid</p> <p>E-wallet</p> <p>Online banking e-payments/ Account-to-Account payments</p> <p>Direct debit</p> <p>Cash</p>	<p>Visa, Mastercard, Amex, JCB, Discover, Diners, UnionPay International</p> <p>Visa, Mastercard, Amex, JCB, Discover, Diners, UnionPay International</p> <p>All</p> <p>We support more than 300 alternative payment methods like e-wallets (Alipay, BancomatPay, Doku, Grab Pay, ipara, Mobikwick, PayPal, Paysera, Paytm, Qiwi, Skrill, TenPay, VTC Pay, WeChat Pay, YandexMoney, Zimple, etc.)</p> <p>Ex: Affin Bank, Aktia, Ålandsbanken, Ambank (Am Online), Banamex, Banco AV Villas, Banco Caja Social, Banco Consorcio, Banco Corpbanca, Banco de Bogotá, Banco de Chile/ Edwards Citi, Banco de Occidente, Banco do Brasil, Banco Falabella, Banco GNB Sudameris, Banco International, Banco Pichincha, Banco Popular, Banco Procredit, Banco Ripley, Banco Santander, Banco Santander, Banefe, Banco Security, BancoBice, BancoEstado, Bancolumbia, Bancoomeva, Bangkok Bank, Bank Islam, BBVA (Chile), BBVA (Columbia), BBVA Bancomer, Banorte Empresas, BCI-TBANC, Bradesco, CIMB Clicks, Citibank, Colpatria, Corpbanca, Danske Bank (Finland), Dragonpay, eNETS, Entercash, EPS Estonian Banks, giropay, Handelsbanken (Finland), Helm Bank, Hong Leong Bank, iDEAL, Instant Transfer, Itau (Brazil), Itaú (Chile), Krung Thai Bank, Krungsri Bank, Latvian Banks, Lithuanian Banks, Maybank2u, Multibanco, MyBank, MyClear FPX, Nordea (Finland), OP Pankki (Finland), Osuuspankki (Finland), PayU, Poli, Postfinance (YellowPay), Przelewy24 (P24), PSE, RHB Bank, S-Pankki (Finland), Säästöpankki (Finland), Safetypay, Santander Online Payment, SCB Scotiabank, Scotiabank Mexico, SOFORTbanking, SPEI, Trustly, Trustpay, Webpay, BLIK, Klarna</p> <p>All</p> <p>e.g.: 7-Eleven, Boleto Bancario, Indomaret, Pago efectivo, RapiPago, Pago Fácil, and more</p>

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Direct carrier billing	e.g.: 3, A1, A2 Telekom, Airtel, Asiacell, Bouygues, Claro, Movistar, Metro by T-Mobile, NTT Docomo, O2, Optus, Singtel, True Move, Turk Telekom, U mobile, Vodafone, and more
Channels	
Online	Yes
POS/In-store	Available in Japan and South Korea
Omnichannel	For certain services
Services	
Settlement currencies	All
Processing currencies	All
Currency available for customers	Local currencies in over fifty countries
Implementation requirements	None
Chargeback/Buyer protection	Yes
Automated and instant refund	Yes
Reconciliation	Multiple settlement options available
Fraud prevention (measures)/Risk management	Yes
Pricing/Fees structure	For current pricing, contact payments.marketing@docomodigital.com
Future developments	FX, Lifecycle Data Analytics, Single global settlement
Technology	
Integration technology	API
Integration support	API interface with core billing infrastructure, plug-ins for Shopify
Transactions volume	
Number of transactions (per previous year)	More than 50 million billing transactions processed monthly in 2021
Transactions value (amount in USD/EUR representing the total number of transactions per previous year)	USD 4.5 billion+ in transactions processed in 2021



by **docomo** digital

Simplifying mobile payments...
by connecting merchants
with mobile carriers

An NTT DOCOMO Enterprise

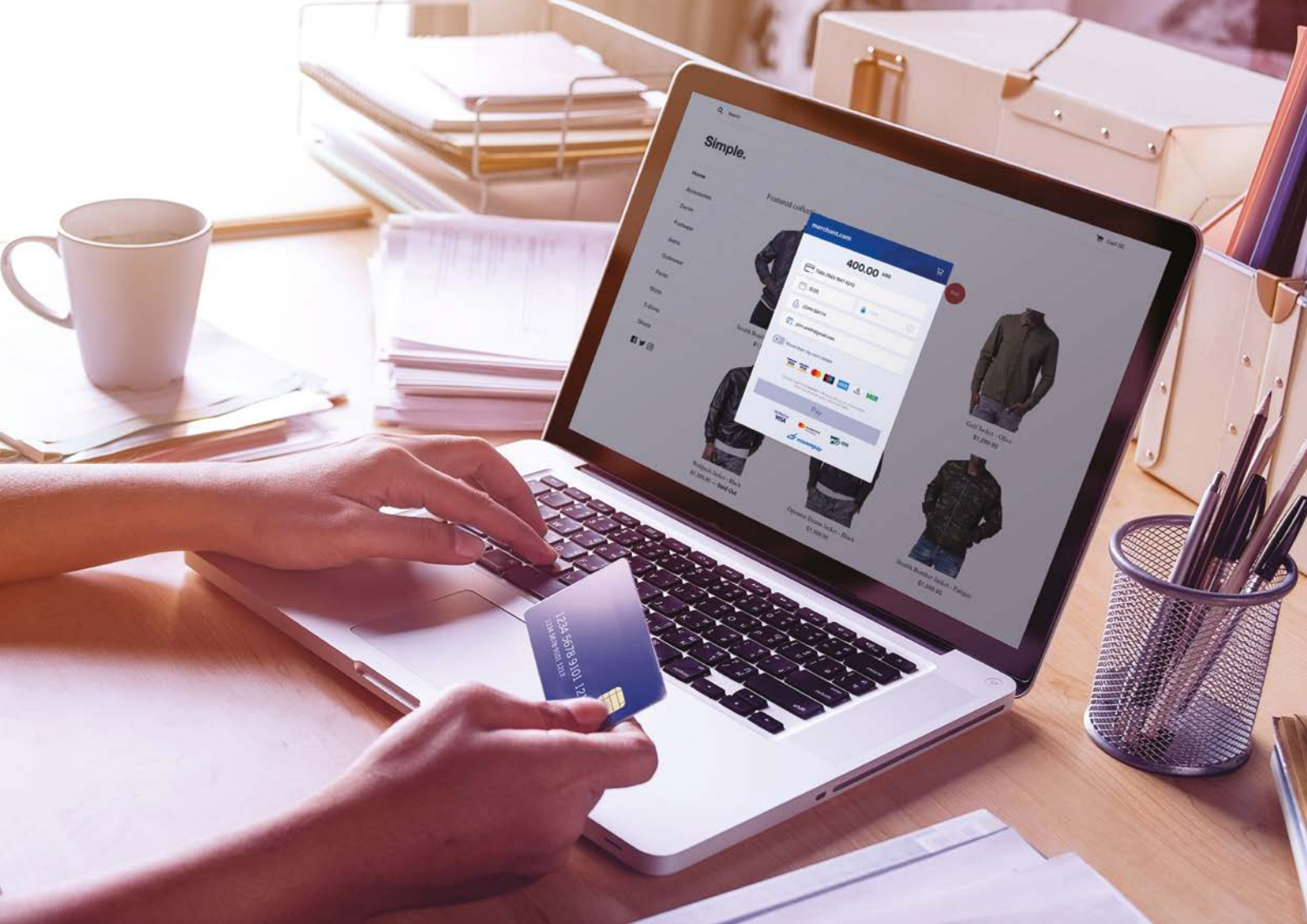
Company	ECOMMPAY
	<p>ECOMMPAY is an international Payment Service Provider and direct bank card acquirer with its own fintech ecosystem for business growth. Our payment gateway facilitates an omnichannel payment process, combining 100+ global and local payment methods, mass payouts, and technological innovation within a single, seamless integration.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.ecommpay.com</p> <p>The UK and Cyprus</p> <p>ECOMMPAY is an entire fintech ecosystem that allows you to make online payments and payouts globally. We strive to be your partner who creates data-driven tailored payment technologies for your company and guides you through this fast-changing ecommerce environment. No irrational decisions or one-size-fits-all technologies.</p> <p>Merchants: travel, hospitality, aviation (including private aviation), mobility (ride-sharing, car-sharing, taxi, ride-hailing, bike and scooter sharing, delivery services), online retail, SaaS, education, subscription services, B2B, telecommunications, digital services.</p> <p>PSP</p> <p>Fintech</p> <p>Banks</p> <p>info.uk@ecommpay.com</p> <p>Europe and the UK, APAC, Africa, LATAM</p> <p>2012</p> <p>ECOMMPAY Group companies offer payment services and direct acquiring internationally under the licences of the Financial Conduct Authority of the United Kingdom (FCA) – ECOMMPAY LIMITED, and the Central Bank of Cyprus – ECOMMBX LIMITED.</p> <p>Visa, Mastercard Principal Member</p> <p>Singapore FinTech Association</p> <p>The Payments Association (TPA)</p> <p>Emerging Payments</p> <p>ABTA</p> <p>Institute of Travel and Tourism (ITT)</p> <p>London Chamber of Commerce & Industry (LCCI)</p> <p>European Business Aviation Association (EBAA)</p> <p>Business Network International (BNI)</p> <p>Startup Association 'Startin.LV'</p> <p>The British Chamber of Commerce in Latvia</p> <p>Payment Solutions to Grow Your Business</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>No</p> <p>Yes</p>
<p style="text-align: right;">View company profile in online database</p>	

Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported	Yes / All major currencies
Settlement currencies	Yes / All major currencies
Instant settlement	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
Factoring	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Less than 0.01%
Fraud and risk management partners	ECOMMPAY has a proprietary risk control management system, based on AI, combined with manual monitoring
Financial and compliance capabilities	
FX - number of currencies available	All major currencies
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Lending	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Vivid, The Dream World Travel, Blue Air, Mirai Flights, Accor Hotels, Teletext Holidays, Uber, Swytch Bike, Leger Holidays.
Case studies	How to stop losing money on no-shows and chargebacks: a simple payment solution for Accor Hotels: https://ecommpay.com/case-studies/accor-hotels-case-study/ Case Study: How ELKOR Increased its Card Payment Conversion Rate by 22%: https://ecommpay.com/case-studies/elkor/ Shaking up the Private Jet Industry: How Mirai Developed a Platform to Bring Better, Faster Ways of Chartering Flights: https://ecommpay.com/blog/shaking-up-the-private-jet-industry-how-mirai-developed-a-platform-to-bring-better-faster-ways-of-chartering-flights/

Awards	<p>The Card & Payments Awards Payments Awards RetailSystems Awards 2019 PayTech Awards 2019 eCommerce Awards 2019</p>
Future developments	<p>ECOMMPAY continues to strengthen its presence in the UK and European markets, further developing a payment portfolio that currently includes 100+ global and local payment methods.</p> <p>We plan to expand our solution worldwide, bringing technological innovations to online business across new geographical regions.</p> <p>ECOMMPAY – the payment ecosystem where money moves in a single click.</p>

Transactions	
---------------------	--

Transaction volume	2 million transactions per day
Transaction value	More information upon request



Boost Your Revenue With A Future-Proof Payment Service Provider & Direct Card Acquirer

Designed for fast and convenient access, ECOMMPAY's global payment gateway targets increased conversion, enhanced security and efficient operations.

With a combination of effective technological solutions, exceptional user experience and 24/7 dedicated support, our all-in-one platform handles all your payment needs.

VISA

mastercard

AM
EX

UnionPay
银联


PCI
DSS
COMPLIANT
ISO 9001

pci
dss
compliant

Authorised and regulated by the
Financial Conduct Authority

Level 1, Devonshire House, 1 Mayfair Pl, London W1J 8AJ, United Kingdom
info.uk@ecommpay.com | +44 3036 0043

 ecommpay

Company	Gr4vy Inc.
	Gr4vy is the only cloud-native payment infrastructure giving merchants scale and control of their payments stack from anywhere. We help fast-growing merchants optimise payments acceptance, while reducing security burdens, all without the need for coding or heavy lifting.
Website	https://gr4vy.com/
Head office	California
Core solution	Gr4vy's cloud-native payment orchestration platform gives merchants the power to easily connect, test and deploy processors, alternative payment methods, and services with no additional cost, resources, or development time. Merchants can use Gr4vy's no-code admin to create complex workflows and access centralised reporting.
Target market	Merchants: retail, digital, streaming, gaming, travel PSPs Fintech
Contact details	info@gr4vy.com
Geographical presence	US, Europe, APAC, LATAM, Canada
Year founded	2020
Investors	Nyca Partners, Activant Capital, March Capital, Plug and Play, Global Founders Capital (GFC)
Member of industry association and/or initiatives	MRC
Company's motto	To become the platform-of-choice by which all merchants deploy payment infrastructure around the world
Service provider type (multiple entries possible)	
Payments and Financial infrastructure	Yes
Channels - context	
Online	Yes
POS/In store	No
Omnichannel	No
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported	Yes - All currencies
Settlement currencies	All
Instant settlement	Yes
Tokenization	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes

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Fraud and risk management capabilities	
Chargeback management	Yes - Coming 2022
Fraud ratio PSD2/SCA	Yes - Coming 2022
Fraud and risk management partners	Yes - Coming 2022
Clients	
Main clients/references	ELEVEN Sports
Case studies	https://gr4vy.com/Gr4vy---ELEVEN-case-study.pdf
Awards	Business Worldwide: 20 Most Innovative Companies to Watch 2021
Future developments	More information upon request
Transactions	
Transaction volume	N/A as it only launched in 2021
Transaction value	N/A as it only launched in 2021

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Company	HyperPay
	<p>HyperPay is the fastest growing payment gateway in the MENA region, providing a range of payment processing services that help businesses sell online and offline. We have established a strong reputation amongst the industry and our customers for our expertise, payments knowledge, and dedication to excellent customer service.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>Company's motto</p>	<p>www.hyperpay.com</p> <p>Riyadh, Saudi Arabia</p> <p>As an all-in-one payment platform offering fraud management tools, and advanced reporting features, HyperPay simplifies online payment acceptance to help businesses across every industry grow their sales online.</p> <p>Merchants: ecommerce, travel and e-ticketing, food and beverage, transportation and delivery, insurance, telecom, and others.</p> <p>info@hyperpay.com</p> <p>MENA</p> <p>2014</p> <p>Mad'a Investment Company, Saudi Venture Capital, Integrated Networks Co. LTD, Individual Investors</p> <p>Provide our partners with the flexible and comprehensive payments solutions they need to grow and unlock more success.</p>
<p>Service Provider Type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payments and Financial infrastructure</p>	<p>Yes</p> <p>Yes</p>
<p>Channels - Context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omni channel</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Instant settlement</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p> <p>B2B payments</p> <p>ERP integration</p> <p>E-invoicing (automated)</p>	<p>Yes</p> <p>Yes</p> <p>Yes (All international and local credit and debit cards, as well as e-wallets)</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Reporting/dashboards</p>	
<p>Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)</p>	<p>Yes</p>


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Fraud & Risk Management Capabilities

Chargeback management	Yes
Fraud ratio PSD2/SCA	Less than 0.01%
Fraud and Risk Management Partners	ACI's RED SHIELD

Clients

Main clients/references	https://www.hyperpay.com/about-us/
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Company	IXOPAY
	<p>The payment orchestration platform IXOPAY is part of the Austria-based IXOLIT Group, and was founded in 2014. With local entities in Austria and the US, IXOPAY supports national and international customers across various industry verticals. The owner-led and -financed company has become a leading player in the payment sector.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>https://www.ixopay.com/</p> <p>Vienna, Austria</p> <p>IXOPAY is a payment orchestration platform and white-label solution. It works as a technological layer between the merchant and PSP/Acquirer giving the merchant complete control over their payment stack.</p> <p>Merchants: gaming, retail, travel, finance, insurance, crypto, adult, auction, gambling, high-risk, digital goods, other</p> <p>Marketplaces</p> <p>PSPs, Acquirers, ISOs, PayFacs, Merchants of Record</p> <p>Fintech</p> <p>Banks</p> <p>Brokers, crypto exchange, FX brokers</p> <p>Adam Vissing, sales@ixopay.com</p> <p>Global: North/Latin America, Europe, Middle East/Africa, Asia-Pacific</p> <p>2014</p> <p>Independent, owner-financed, and owner-led company</p> <p>As a technical payment orchestration provider, we are PCI DSS Level 1, and PCI 3DS-compliant but don't have a financial license.</p> <p>EPSM</p> <p>Scale your payments globally with IXOPAY</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Via mPOS, softPOS, further POS options coming soon</p> <p>Coming soon</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Instant settlement</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p> <p>B2B payments</p> <p>ERP integration</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>200 plus</p> <p>All</p> <p>Yes (depends on acquirer)</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>

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Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management Fraud and risk management partners	Yes Notolytix, Chargebacks911, Kount, Fraudio, fraugster, Forter, HawkAI, Maxmind
Financial and compliance capabilities	
FX – number of currencies available Virtual IBAN Multi currencies virtual IBAN (# of currencies) Instant settlement	All Yes (from technical perspective) Yes (from technical perspective), depends on acquirer in the background Yes (from technical perspective), depends on acquirer in the background
Clients	
Main clients/references Case studies	Enterprise clients include: DHL, Grover, Omicron Media, Austrian Post, Delivery Hero, WeFox, eToro, Omniga, Marly Spoon, A1, Sennheiser, Triller White Label clients include: Siemens, Bankart, Fast Spring, Sepa Express, Dimoco, Market Pay Austrian Post (https://www.ixopay.com/en/news/an-ixopay-success-story-austrian-post) Omicron Media (https://www.ixopay.com/en/news/omicron-media-success-story)
Transactions	
Transaction volume Transaction value	More information available upon request More information available upon request



IXOPAY

Compose your perfect payment setup



Company	KOMOJU by Degica
	<p>KOMOJU by Degica, headquartered in Tokyo, Japan, is the payment platform of choice for many of the world's leading companies looking to expand into Japan and the Asia-Pacific region. It was rolled out with a single mission — to make Japan simple. Today, KOMOJU has grown to become one of the best payment solutions for Japan and has expanded to South Korea, China, APAC and Europe to help solve the complexities of cross-border payments.</p>
Website	komoju.com
Head office	Tokyo, Japan
Core solution	We provide local payment methods in Japan, South Korea, China, Indonesia, Malaysia, Philippines, Singapore, Australia and Europe to help businesses around the globe realize their goals.
Target market	International or domestic merchants of all sizes and low-risk industries that wish to sell in the countries we provide payments in.
Contact details	ICHIGO Kichijoji BLD. 4F, 2-5-10 Kichijoji-Hon-Cho, Musashino-Shi, Tokyo, Japan 180-0004 TEL: +81-50-6861-0240 email: sales@degica.com
Geographical presence	Japan, South Korea, China, APAC, Europe
Year founded	2016
License type	Payment Processing, under Kanto Bureau of Economy, Trade and Industry of Japan
Member of industry association and/or initiatives	MRC (Merchant Risk Council)
Company's motto	Payments made simple
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider – Acquirer	Yes
Channels – context	
Online	Yes
POS/In store	No
Omnichannel	No
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported (#)	Over 50 payment methods
Settlement currencies (#)	JPY, EUR, USD
Tokenization	Yes
Payments orchestration	Intelligent routing/routing optimisation
Reconciliation and reporting	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud and risk management partners	Maxmind, ComplyAdvantage
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Financial and compliance capabilities	
FX – number of currencies available	JPY, EUR, USD
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Intimissimi, Wargaming, FrancFranc, Calzedonia, Steam
Case studies	https://ja.komoku.com/blog/customer-story/
Future developments	PI License in Europe, AI-powered website translation, logistics service
Transactions	
Transaction volume	Confidential
Transaction value	Confidential



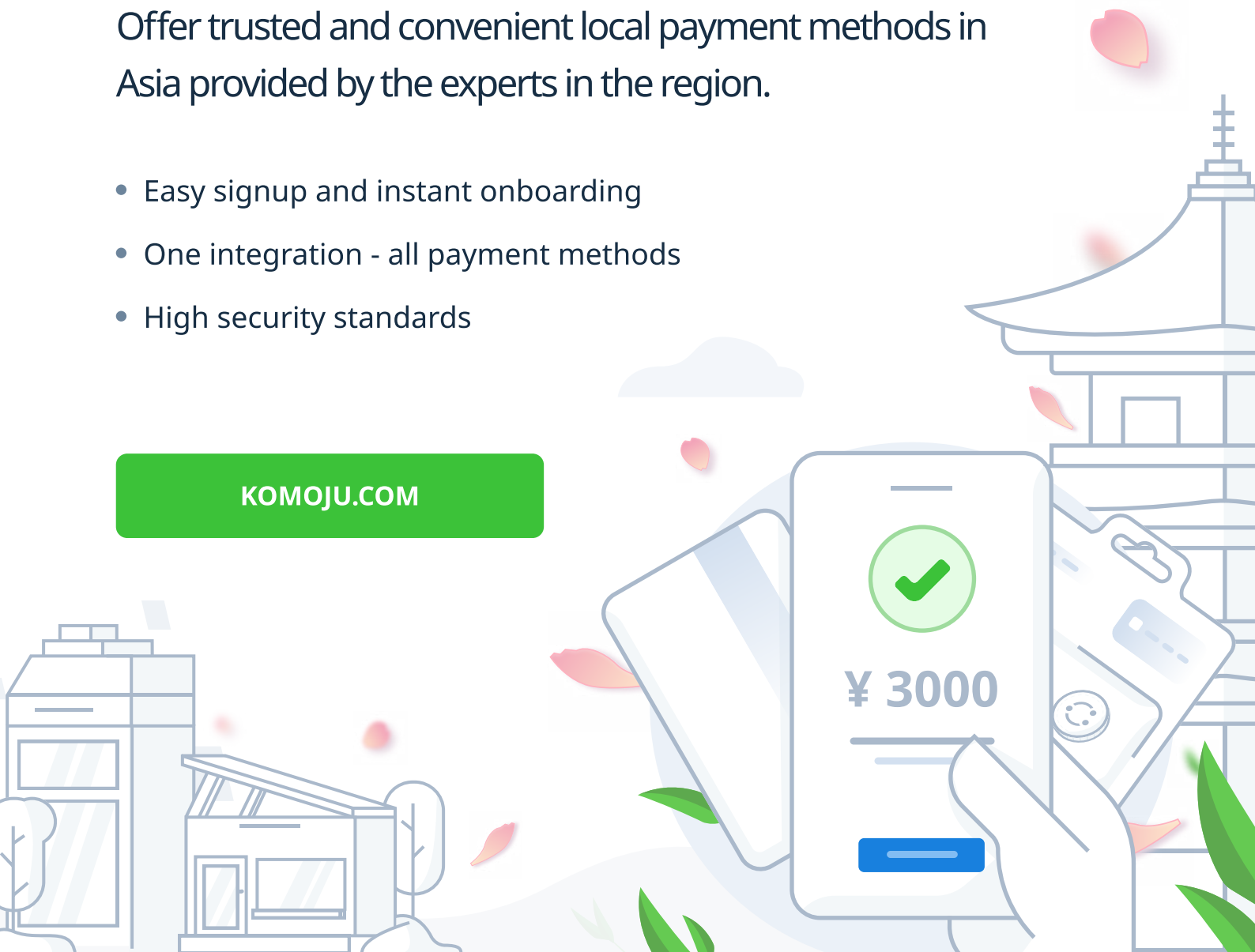
Payments Made Simple

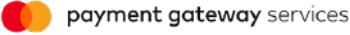
in |  Japan  China  South Korea

Offer trusted and convenient local payment methods in Asia provided by the experts in the region.

- Easy signup and instant onboarding
- One integration - all payment methods
- High security standards

[KOMOJU.COM](https://komoju.com)



Company	Mastercard Payment Gateway Services
	<p>Mastercard Payment Gateway Services offers industry-leading global payment processing technology for merchants of all sizes, partners, and acquirers. Our capability enables acquirers and technology partners to rebrand/resell our payment gateway. Facilitating a variety of payment methods across multiple channels internationally, our solution enables customers to meet their business objectives, and better serve their customers.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>mastercard.com/gateway</p> <p>London, England</p> <p>Our White Label Gateway provides access to a catalog of merchant-facing solutions offered through the forward-thinking innovation, assets and investments made by Mastercard. Customers benefit from a growing range of value-added services e.g.Tokenisation, EMV 3DS, access to a broad number of global payment methods, fraud management, hosted pages, language capabilities and market entry support.</p> <p>Banks and Financial Institutions Merchants: retail & commerce of all sizes and select verticals Payment Service Providers (PSPs) Payment Facilitators Marketplaces Government Multi-National Organizations</p> <p>mastercard.com/gateway/contact.html</p> <p>Global</p> <p>1997</p> <p>Merchant Risk Council (MRC)</p> <p>A world of connections. One gateway.</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p>	<p>Yes - We are a payment technology provider for ecommerce, POS/omnichannel, and risk management services. Our customers include banks, partners, global merchants, and other leading payment providers.</p> <p>Yes</p> <p>Yes</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Domestic schemes – 5 International schemes – 7 Alternate Payment Methods – 24 Digital wallets – 5</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
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Reconciliation and reporting	Yes
B2B payments	Yes
E-invoicing (automated)	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Fraud ratio PSD2/SCA	Configurable
Fraud and risk management partners	As part of Mastercard, one of the pre-eminent partners in EMVCo, Mastercard Payment Gateway Services (MPGS) has adopted its risk mitigation standards, such as EMV 3DS 2.0, and Network Tokenization. We also provide a number of industry leading fraud technologies such as Brighterion, which has been pre-integrated into our solution. BIN attack capability and other authentication features is included as part of our core proposition, as well as a Service Provider Interface (SPI) that allows third party partners such as Accertify (existing partner) to easily integrate to meet varying customer needs.
Financial and compliance capabilities	
FX - number of currencies available	Yes
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Lending	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Please contact us for current references.
Case studies	Please visit our website for current case studies.
Awards	PCI Award 2018, FS Tech Awards Finalist 2019, MEA Finance Award 2020, and more.
Future developments	Please contact us to set up a conversation regarding your needs, our capabilities and our future direction.
Transactions	
Transaction volume	>5 billion transactions per year
Transaction value	Acquirer specific


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and fully integrated payment options –
from just one hub.




mastercard.com/gateway

 Mastercard Payment Gateway Services

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 payment gateway services

Company	Mesh Payments
	<p>US-based Mesh Payments is the spend management platform created by fintech veterans and purpose-built for the way finance managers work. Mesh announced USD 50 million in Series B funding led by Tiger Global in December 2021. The Mesh platform powers some of the world's fastest-growing brands, including Monday, Hippo Insurance, Sezzle, Riskified, and Snyk.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Company's motto</p>	<p>https://meshpayments.com/</p> <p>225 West 35th Street, 11th Floor, New York, NY 10001</p> <p>Mesh helps finance teams take control of their spend, automate key tasks to accelerate monthly reconciliation, and gain key insights into their spend in real time. With a mix of virtual and physical payment methods, Mesh gives finance teams the flexibility to find the right way to pay for any expense.</p> <p>Merchants Fintech</p> <p>Idan Gol, idan@meshpayments.com</p> <p>US</p> <p>2018</p> <p>Tiger Global, Entrée Capital, Falcon Edge Capital, TLV Partners, and Meron Capital</p> <p>Payments Institutions</p> <p>Know everything, optimize anything</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payments and Financial infrastructure</p>	<p>Yes</p>
<p>Payments capabilities</p>	
<p>Whitelabel solution</p> <p>Settlement currencies</p> <p>Reconciliation and reporting</p> <p>B2B payments</p> <p>ERP integration</p> <p>E-invoicing (automated)</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Reporting/dashboards</p>	
<p>Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)</p>	<p>Yes</p>
<p>Clients</p>	
<p>Main clients/references</p> <p>Case studies</p> <p>Awards</p> <p>Future developments</p>	<p>Monday.com, Hippo Insurance, Sezzle, Riskified, and Snyk</p> <p>https://meshpayments.com/case-studies/</p> <p>G2 Rankings Spring 2022: Spend Management Software - Leader, High Performer, Easiest to Do Business With</p> <p>New World Report 2021 Software and Technology Awards – Best Spend Management Platform 2021</p> <p>More information upon request</p>
<p>Transactions</p>	
<p>Transaction volume</p> <p>Transaction value</p>	<p>More information upon request</p> <p>More information upon request</p>

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Take Control of Your Spend

Mesh Payments helps finance teams take control of their spend, wrangle expense management, automate key tasks to accelerate monthly reconciliation, and gain key insights into their spend in real-time.

**Mesh powers some of the world's
fastest-growing brands**



Company	Netcetera
	<p>For 26 years, Netcetera has been recognized in the financial industry as provider of the best-in-class software solutions. Our award-winning, innovative product portfolio interconnects the whole digital payment ecosystem, successfully serving issuers, merchants, acquirers and PSPs all around the world.</p> <p>EMVCo associate. Mastercard Engage Partner. Visa Ready Partner. We are here to help you deliver a trusted digital payment experience!</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.netcetera.com</p> <p>Netcetera, Zypressenstrasse 71, P.O. Box, 8040 Zürich, Switzerland</p> <p>Netcetera covers the full spectrum of the digital payment industry, providing end-to-end solutions for issuers, acquirers, merchants and PSPs. Our products are developed to help them serve their end-users with seamless yet secure payment experience, thus increasing the conversion and protecting the business growth. Our products are certified with all major schemes, and compliant with all relevant national and local regulations.</p> <p>Merchants PSPs Fintech Banks</p> <p>info@netcetera.com</p> <p>Having dispersed locations in 19 cities, Netcetera serves customers from all over the world: Europe, MENA, APAC, US, and LATAM regions</p> <p>1996</p> <p>G+D (Giesecke+Devrient)</p> <p>EMVCo Associate, Mobey Forum, Mastercard Engage Partner, Visa Ready Partner</p> <p>Software matters! We believe everyone deserves secure digital payment excellence.</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payments and Financial infrastructure</p>	<p>Yes, the Netcetera's secure digital payment solutions are developed as a service and are operated on a state-of-the-art platform in highly secured and PCI DSS/ PCI 3DSS certified data centers.</p> <p>Netcetera provides full support of the payment platform 24/7, 365 days per year. The platform provisions the following solutions as a service model: 3DS Server/SDK, 3DS ACS, Directory server, Risk Assessment services, mobile wallet (tokenized mobile payment), Cloud Wallet (tokenized ecommerce online payment), digital identity, delegated authentication, click-to-pay, PSD2 exemptions from SCA.</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes, supported by Netcetera Secure Digital Payment solutions</p> <p>Yes, supported by mobile wallet</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Payment methods supported (#)</p> <p>Tokenization</p>	<p>Yes, supported by Netcetera solutions. For more information please address: info@netcetera.com</p> <p>Yes, supported by Netcetera solutions. For more information please address: info@netcetera.com</p> <p>Yes, supported by Netcetera solutions. For more information please address: info@netcetera.com</p> <p>Yes, supported by Netcetera solutions. For more information please address: info@netcetera.com</p>
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Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes, supported by Netcetera solutions. For more information please address: info@netcetera.com
Fraud and risk management capabilities	
Fraud ratio PSD2/SCA	Yes, supported by Netcetera solutions. For more information please address: info@netcetera.com
Fraud and risk management partners	Riskshield by Inform, also other third-party RBA tools are supported
Financial and compliance capabilities	
Client onboarding (KYC/KYB)	Yes, supported by Netcetera solutions. For more information please address: info@netcetera.com
Clients	
Main clients/references	Please visit our website www.netcetera.com for references and customer testimonials
Case studies	https://www.netcetera.com/home/references/Track-record.html
Awards	ASEAN Digital Transformation Award winner 2021 & Winner in Cybersecurity category
Future developments	EMV 3DS 2.3 certification of (3DS Server/SDK and ACS), Split SDK, Crypto wallet, ClickToPay, FIDO based solutions
Transactions	
Transaction volume	Several hundred millions
Transaction value	More information upon request

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providing 3DS solutions



The latest anti-fraud
technology




Lightning-fast
implementation




Impeccable customer
service, 24/7



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Company	Nikulipe
	<p>Nikulipe is a Fintech company that makes entry to Emerging and Fast-Growing markets easy for Fintechs, Payment Service Providers, and their merchants.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.nikulipe.com</p> <p>Vilnius, Lithuania</p> <p>By streamlining cross-border payment solutions, Nikulipe provides unified access to Local Payment Methods or creates payment solutions where there are none, unlocking the doors to new markets.</p> <p>PSP Fintechs Global Merchants Global Marketplaces</p> <p>https://nikulipe.com/contact-us/</p> <p>Fast-growing and Emerging markets globally</p> <p>2019</p> <p>Founded by serial entrepreneurs and Unicorn Founders</p> <p>Electronic money institution licence, PISP, AISP (More: https://www.lb.lt/en/sfi-financial-market-participants/nikulipe-uab)</p> <p>Payment Association UK; Fintech Hub LT</p> <p>Taking local payments to the next level</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p>	<p>Yes. Nikulipe utilizes API-driven architecture to simplify cross-border payment complexities and enabling access to local markets under a single unified contract.</p> <p>Yes. Understanding the subtleties of local players enables us to provide our clients with a purpose-built solutions that reflects the market's needs, which includes handling transactions from various channels such as credit cards and debit cards from merchant acquiring banks.</p> <p>There are many Emerging markets that are in desperate need of LPM solutions that would be tailored to the needs of international merchants and their PSPs. Our solutions can give them access to new as well as existing LPMs in emerging markets that show fast e-commerce growth. When no suitable LPM is found, we create them instead.</p> <p>Yes. Nikulipe offers payments infrastructure solutions that are tailored to the specific needs of International Merchants and their Payment Service Providers.</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>No</p> <p>No</p>
<p>Payments capabilities</p>	
<p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported</p> <p>Settlement currencies</p> <p>Instant settlement</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p> <p>B2B payments</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
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Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Fraud and risk management partners	iDenfy
Client onboarding (KYC/KYB)	Yes. At Nikulipe we adhere to the highest standards of AML and KYC Compliance. To onboard clients and their representatives, we work with reputable partners to ensure a quick, safe and easy onboarding process for local and international clients.
Clients	
Main clients/references	More information available upon request
Future developments	We will continue to focus on Fast-growing and Emerging Markets, the ones that current payment players often neglect. We are both experienced and agile enough to capture those opportunities and to allow merchants to reach new consumers they could not reach before. Either by creating new LPMs or by connecting existing LPMs in markets that were not accessible for merchants so far.
Transactions	
Transaction volume	More information available upon request
Transaction value	More information available upon request

Company	Nium
	<p>Nium is a global leader in modern money movement. It provides banks, payment providers, and businesses of any size with access to global payment and card issuance services. Its modular platform powers frictionless commerce, helping businesses pay and get paid across the globe with services for payouts, payins, card issuance, and Banking-as-a-Service (BaaS).</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p>	<p>https://www.nium.com/</p> <p>Singapore, San Francisco, London</p> <p>Once connected to the Nium platform, businesses can payout in more than 100 currencies to over 190 countries – 85 of which in real time. Funds can be received in 27 markets, including Southeast Asia, the UK, Hong Kong, Singapore, Australia, India, and the US. Nium’s growing card issuance business is already available in 34 countries, including Europe (SEPA), the UK, Australia, and Singapore. Nium’s license portfolio covers 11 of the world’s jurisdictions, enabling seamless global payments and rapid integration, regardless of geography.</p> <p>Merchants: digital, travel Marketplaces PSPs Fintech Banks Brokers, crypto, FX</p> <p>Nium Fintech Limited 05-132 1 Poultry London EC2R 8EJ</p> <p>Global – EMEA, APAC, US & LATAM</p> <p>2014</p> <p>Vertex Ventures Vertex Growth Visa GSR Ventures SBI Ven Capital Pte. Ltd GFC/Rocket Internet Ripple Atinum Investment BRI Ventures Fullerton Financial Holdings MDI Beacon Venture Capital Riverwood Capital</p> <p>EMI licences in 11 jurisdictions (Singapore, Malaysia, Australia, Hong Kong, India, Indonesia, Japan, the UK, the EU, Canada, and the US)</p>

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Member of industry association and/or initiatives	<p>Nium is a member of the following associations:</p> <ul style="list-style-type: none"> - The Payments Association (UK) - The Emerging Payments Association Asia (APAC) – Katie Mitchell, Head of Policy sits on the Board - Fintech Australia (AU) - The Japan Fintech Association (Japan) - The Internet and Mobile Association (India) - The Singapore Fintech Association (SG) – Katie Mitchell sits on the Payments Sub-committee; Ho Chee Wai sits on the Remittance Sub-committee - The European Fintech Association (EU) - The European Money Association (EU) - The Financial Technology Association (USA) <p>Nium also takes part in:</p> <ul style="list-style-type: none"> - The World Bank Remittance Working Group - The World Economic Forum Innovators Community
Company's motto	Nium – The Element That Makes Fintech Go.
Service provider type (multiple entries possible)	
Payments and Financial infrastructure	Yes
Cryptocurrency payments solution	Yes
Channels – context	
Online	No
POS/In store	No
Omnichannel	No
Payments capabilities	
Whitelabel solution	Yes
Payment methods supported (#)	Yes
Settlement currencies (#)	Yes
Instant settlement	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	less than 0.01%
Fraud and risk management partners	Yes
Financial and compliance capabilities	
FX – number of currencies available	Yes
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes

Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Europe and the UK: Orenda, TransferGo, GC Partners, Weavr Middle East and Africa: Mashreq Bank, Alawneh Exchange, Al Fardan Exchange APAC: Travelex; Bernhard Schulte Shipmanagement; Krungsri Bank Latin America: Banco Hipotecario El Salvador, Teledolar, Banco Topázio Brazil
Case studies	https://www.nium.com/resources/category/customer-stories
Awards	<ul style="list-style-type: none"> - Finalist for 'Best Industry Innovation' at the Card and Payments Awards 2022 - Finalist for 'Fintech of the Year' and 'Payments Tech of the Year' at the UK Fintech Awards 2022 - 'Best B2B Payment Platform – Future Digital Awards' 2021 UK - 'Financial Times Asia-Pacific High-Growth Companies' in 2021 - 2022 FXC Intelligence Top 100 Cross-border Payment Companies - 'Top 250 Global Fintechs' by CB Insights, 2020 and 2021 - 'Blockchain Innovator' at Swell by Ripple Festival in 2018 - 'Fintech Rising Star' by India Fintech Awards in 2017 - 'Singapore Fintech' by Singapore Fintech Festival in 2017
Future developments	More information upon request
Transactions	
Transaction volume	More information upon request
Transaction value	More information upon request



How global businesses pay and get paid

A world of frictionless commerce. Global payments and card issuance solutions. All in one API.

nium.com

The element that makes fintech go.



Pay outs

Pay out to 190+ countries and territories, with speeds as fast as real time in 85 markets.



Pay ins

Set up virtual bank accounts in 35 different countries, scale globally and act locally, with ease.



Issue cards

Leverage Nium's full-stack solution in over 30 countries, issuing virtual and physical cards to enable holding and spending funds in dozens of currencies.




BaaS (Banking as a Service)

Build a complete end-to-end flow to and from a vast array of countries using just the right mix of cards, banks and e-wallets with single-API simplicity.



CaaS (Crypto as a Service)

Integrate popular crypto capabilities, including the ability to buy, sell, and hold the most popular digital assets.

Company	Nuvei
	<p>Nuvei (Nasdaq: NVEI) (TSX: NVEI) is tomorrow's payment platform. Designed to accelerate customers' business, Nuvei's modular, flexible and scalable technology allows leading companies to accept next-gen payments, offer all payout options and benefit from card issuing, banking, risk and fraud management services. Connecting businesses to their customers in more than 200 markets, with local acquiring in 46 markets, 150 currencies and more than 550 alternative payment methods, including cryptocurrencies, Nuvei provides the technology and insights for customers and partners to succeed locally and globally with one integration.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>Nuvei.com</p> <p>Montreal</p> <p>Enabling merchants to accept local payments worldwide via one platform, with no barriers. With 530 local and alternative payment methods, nearly 150 currencies and 40 cryptocurrencies, global pay-ins and pay-outs, merchants can now expand their reach and tap into new markets – without worry over compliance.</p> <p>Merchants: marketplaces, social media, online retail, digital goods, regulated online gaming, and travel</p> <p>Marketplaces</p> <p>Regulated financial services</p> <p>info@nuvei.com</p> <p>Europe, North America, LATAM, China, India, Asia Pacific, MENA, India, Russia</p> <p>2003</p> <p>More information available upon request</p> <p>Payment Institution (EEA), Electronic Money Institution (EEA), Principal member of Visa, Mastercard, and Discover</p> <p>ETA (Electronic Transactions Association), AGA (American Gaming Association), AMVO (Mexican Association of Online Sales), CGA (Canadian Gaming Association), RMAI (Receivables Management Association International)</p> <p>Making our world a local marketplace</p>
<p>Service provider type</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Instant settlement</p> <p>Tokenization</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>over 530</p> <p>25</p> <p>Yes</p> <p>Yes, universal token</p>
<p style="text-align: right;">View company profile in online database</p>	


Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
Factoring	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	>0.06%
Fraud and risk management partners	EverCompliant
Financial and compliance capabilities	
FX - number of currencies available	150
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Instant settlement	More information available upon request
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Gett, Lastminute, FTX, Wix, Kiwi, The Level Group, THG, Scott Dunn Ltd, Rappi, Rinascente
Case studies	Kreatorhood - https://nuvei.wistia.com/medias/c3dngxqiv43 Gett - https://nuvei.wistia.com/medias/8ovibgdlli Fortuna - https://nuvei.wistia.com/medias/hccaalsak8
Awards	Blockchain Fest, Cryptocurrency Awards, Best Payment Processor 2021; SBC Awards, Payment Innovation of the Year 2021; The EGR (EGR Global) Italy Awards 2020, Winner Payments and Fraud Company; Airlines & Travel Payments Summit 2018, Winners of Best product; Reconciliation ManagerSBC Awards 2018, Winners The Payments Provider of the Year; Retail Systems Awards 2019, Winners Mobile Solutions of the Year.
Future developments	More information available upon request
Transactions	
Transaction volume	More information available upon request
Transaction value	More information available upon request

nuvei

Tomorrow's Payment Platform



Discover more at nuvei.com

Company	payabl.
	<p>We are payabl., a paytech expert empowering merchants to take, make, and manage payments globally. Our full solution stack includes card acquiring, alternative payment methods, payment accounts, and prepaid cards.</p> <p>To put it simply, we help businesses grow and thrive.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>payabl.com</p> <p>Cyprus</p> <p>We facilitate global payments with our full range of payment solutions, including card acquiring, alternative payment methods, payment accounts, and prepaid cards. By utilising cutting-edge, in-house technology, our platform offers sophisticated risk management tools and detailed reporting capabilities to meet even the most complex technical requirements.</p> <p>Merchants: ecommerce, marketplace, retail, travel, electronic goods, entertainment and streaming, subscriptions, gaming, financial services and dating</p> <p>Marketplaces</p> <p>Fintech</p> <p>Brokers, FX</p> <p>hello@payabl.com</p> <p>Operating across Europe with regional offices in Cyprus, Germany, and the UK.</p> <p>2011</p> <p>EU-regulated payment institution, Principal Member of Visa and Mastercard with acquiring and issuing certifications</p> <p>Merchant Risk Council, The Payment Association</p> <p>Your payments made easy, your business made better</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider – Acquirer</p> <p>Payments and Financial infrastructure</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>No</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p> <p>Instant settlement</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p>	<p>Yes</p> <p>Yes</p> <p>150+</p> <p>10+</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p style="text-align: right;">View company profile in online database</p>	

Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Yes
Fraud and risk management partners	Yes
Financial and compliance capabilities	
FX – number of currencies available	Yes, 10+
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	EUR + other currencies
Current account/settlement account	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	eToro, Vantage FX, Bernstein Bank, VicNic, XM
Case studies	More information available upon request
Future developments	We are developing a new generation processor that will offer tailored services to marketplaces and other online businesses. This will allow them fast access to significant features, including corporate account opening, automated online onboarding, immediate payment settlement, detailed reporting, and more. We are also working on obtaining acquiring and EMI licenses in additional countries.
Transactions	
Transaction volume	More information upon request
Transaction value	More information upon request

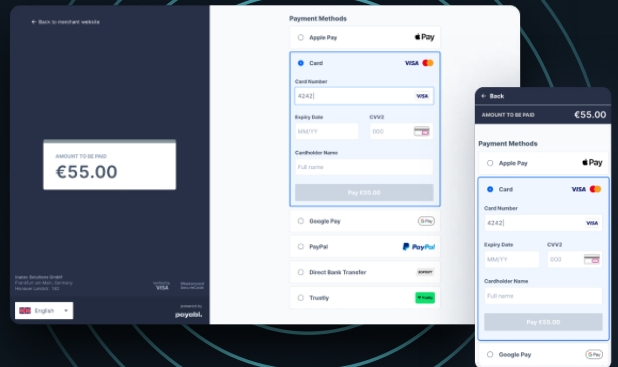
The logo for payabl. is displayed in white lowercase letters inside a white rounded square with a glowing teal border.

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your business
made better.

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- Card acquiring
- Alternative payment methods
- Payment accounts
- Prepaid cards




Your time is precious

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*subject to relevant approvals

Company	PayRetailers
	<p>PayRetailers is a payment service provider that supports a wide range of payment methods via a seamless API integration and allows global businesses to trade with buyers and increase revenue in Latin America.</p> <p>We offer a streamlined payment solution that supports over 250 payment methods, including alternative payment methods, bank transfers, QR Codes and wallets. All in one platform, so you do not need to integrate multiples acquirers and payment methods, set-up numerous local entities or manage separate pay-in and payout processors.</p> <p>Our solution is suitable for multiple segments of the market, from e-learning to gaming, from financial services to travel and from ticketing to regular ecommerce companies of all sizes. For merchants looking to expand internationally across certain ecommerce verticals, a clear understanding of consumer behaviour and spending in their specific sector will be the difference between success and failure.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>License type</p> <p>Member of industry association and/or initiatives</p>	<p>www.payretailers.com</p> <p>Barcelona, Spain</p> <p>Our solution is suitable for e-learning, gaming, financial services, travelling, ticketing, and regular ecommerce companies of all sizes.</p> <p>For merchants looking to expand internationally across certain ecommerce verticals, a clear understanding of consumer behaviour and spending in their specific sector will be the difference between success and failure. By accepting local payment methods, PayRetailers allows anyone to make online purchases even without owning credit or debit cards.</p> <p>Business owners, Head of payments, CEO's, investors, decision makers. Merchants: retail, e-learning, tourism, SaaS and digital services, online gaming Trading, brokers, forex Financial services companies</p> <p>Tel: 934 14 07 76 Email: sales@payretailers.com</p> <p>LATAM and Europe</p> <p>2017</p> <p>PCI – Validated P2PE, EMV and tokenization.</p> <p>Camara Argentina de Fintech, Fintech Chile, Colombia Fintech, Fintech Mexico.</p>
Service provider type (multiple entries possible)	
<p>Payment Gateway</p> <p>Payment Service Provider – Acquirer</p> <p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
Channels – context	
<p>Online</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes</p>
Payments capabilities	
<p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p>	<p>Yes</p> <p>Yes – 250 payment methods in 12 different countries in Latin America including online bank transfers, cash payments, local cards, QR codes, e-wallets.</p> <p>Yes</p>
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Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	Yes
Fraud and risk management partners	Yes
Financial and compliance capabilities	
FX – number of currencies available	Yes
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Our clients vary in multiple industries from gaming all the way to the traditional e-commerce we also have plugins for wo-commerce and presta shop for those merchants operating in shopping carts.
Case studies	https://payretailers.com/wp-content/uploads/2021/11/Case-study_v2.pdf
Awards	GBM AWARDS 2021: Most innovative payment processor LATAM & Excellence in Merchant payment innovation LATAM.
Future developments	Expand the business to new continents: Europe, Asia, the US, and more.
Transactions	
Transaction volume	We are growing over a 200% year over year. More information available upon request
Transaction value	

Connecting Local Payment Methods in LATAM

Online payment processing for internet businesses



**Strong Customer
Authentication**



**3D Secure 2.0
(EMV[®] 3DS)**



**Flexible Integration
Methods**



**Third-Party
Integrations**



**Reporting
Capabilities**



Tokenization



Multicurrency




Anti Fraud



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Company	PPRO
	<p>We're PPRO (pronounced 'p-pro'). We globalise payment platforms for businesses so they can offer more choices at the checkout, and boost cross-border sales.</p> <p>Payment service providers, enterprises, and banks that run on our infrastructure are able to launch payment methods faster, optimise checkout conversions, and reduce the complexities of managing multiple fund flows.</p>
Website Head office Core solution Target market Contact details Geographical presence Year founded License type Member of industry association and/or initiatives Company's motto	<p>https://www.ppro.com/</p> <p>We are headquartered out of London and have offices from São Paulo to Singapore</p> <p>Our digital payments infrastructure payments infrastructure provides the services, network, and people that businesses need to globalise their payment platforms and win more customers.</p> <p>Merchants and enterprises with payment platforms PSP Banks</p> <p>https://www.ppro.com/contact/</p> <p>The US, Europe, the UK, APAC, LATAM</p> <p>2006</p> <p>Regulated in the UK by the FCA and in Luxemburg by the CSSF</p> <p>MRC and ETA</p> <p>Globalise your payment platform like a pro.</p>
Service provider type (multiple entries possible)	
Payments and Financial infrastructure Cryptocurrency payments solution	<p>Yes – digital payment methods + services (consultancy, regional experts, quality measurement, compliance, legal etc.)</p> <p>Yes</p>
Channels – context	
Online POS/In store Omnichannel	<p>Yes</p> <p>Yes</p> <p>Yes</p>
Payments capabilities	
Hosted pages Whitelabel solution Payment methods supported (#) Settlement currencies (#) Tokenization Payments orchestration Reconciliation and reporting B2B payments	<p>Yes</p> <p>Yes</p> <p>Hundreds</p> <p>24</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	<p>Yes</p>
Fraud and risk management capabilities	
Chargeback management Fraud and risk management partners	<p>Yes</p> <p>Yes</p>
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Financial and compliance capabilities	
FX – number of currencies available	32
Virtual IBAN	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Mollie, PayPal, SPRINT by Citi, Elavon, Global Payments, Alipay, and many more
Case studies	Testimonial PayPal https://www.youtube.com/watch?v=6fdWikceWtw Testimonial Global Payments https://www.youtube.com/watch?v=UGANUSJvXAM
Awards	PayTech Awards 2021 ‘Best Cross-Border Payments Solution’ ; Payments Awards 2021 (shortlisted) ‘Payment Technology Provider of the Year’; MPE Award 2020 ‘Best PAAS Provider’, Payments Awards 2020 ‘Best Cross-Border Payments Service’, and more.
Future developments	PPRO has recently acquired Alpha Fintech, a next-gen payments technology company. Read more https://www.ppro.com/news/ppro-acquires-alpha-fintech-in-game-changing-deal/
Transactions	
Transaction volume	More information upon request
Transaction value	More information upon request



Get


the right payment methods set up on your payment platform or page and you'll sell more. Just make sure they are the right payment methods. They will also need to be quality integrations. Otherwise, they won't convert at the checkout. Oh, and you'll need to have a payment rail in place to move money from A to B to C to YOU. And if you're breaking into a new market, you might need a local banking presence. You'll also need to figure out the regulatory landscape, and the compliance stuff, and the fraud prevention stuff. All of this (and more) will take time. In fact, it can take up to a year to launch a single payment method. So if you've got time to spare and don't mind doing all this yourself, good luck. But just so you know, there is a faster and easier way to build out your payments offering and get

paid.

Build your payment platform on our infrastructure
and start selling sooner.

Visit ppro.com

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Company	Spreedly
	<p>We orchestrate payments for the world's most innovative businesses. Global enterprises and hyper-growth companies grow their digital business faster by relying on our payments platform. Hundreds of customers secure card data in our PCI-compliant vault, and use tokenised card data to enable and optimise over USD 30 billion of annual transactions with any payment service.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.spreedly.com</p> <p>Durham, NC</p> <p>Spreedly is the provider of a secure, agnostic, and flexible platform that welcomes all payments participants. Our Payments Orchestration platform allows CNP businesses to leverage value added services like account updater, network tokenisation, 3DS, and a strategic routing engine.</p> <p>Merchants (all verticals) Marketplaces PSP Fintech</p> <p>https://www.spreedly.com/contact-us</p> <p>Global (Focus on North America, Europe, LATAM)</p> <p>2007</p> <p>Spectrum Equity – Press release: https://www.spreedly.com/blog/spreedly-receives-75-million-growth-investment-from-spectrum-equity</p> <p>Merchant Risk Council</p> <p>Spreedly is the first and leading Payments Orchestration solution. We believe the world is better with a diversified, inclusive, payments ecosystem.</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payments and Financial infrastructure</p>	<p>Spreedly acts as a conduit to different gateways, PSPs, and other payment services, allowing businesses to have the right mix of endpoints to maximise revenue – all through a uniformed Spreedly connection.</p> <p>Spreedly's Payments Orchestration platform provides infrastructure for connecting to virtually any payment service. Digital businesses can get to market faster and optimise transactions with the flexibility to use the right mix of payment services -- from gateways to fraud tools -- via our infrastructure.</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>No</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Tokenization</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p> <p>B2B payments</p>	<p>Yes</p> <p>Yes</p> <p>Yes (hundreds)</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Reporting/dashboards</p>	
<p>Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)</p>	<p>Yes</p>

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Fraud and risk management capabilities	
Fraud and risk management partners	Yes
Clients	
Main clients/references	Merchants, merchant aggregators / platforms, and marketplaces around the world depend on the Spreedly platform to grow their digital businesses. https://spreedly.com/customers
Case studies	Over 550 customers (and thousands more through our platform customers) use Spreedly to orchestrate payments across hundreds of gateways and other services via a single API connection. That gives them the flexibility to match their payments strategy with their business strategy. Companies like Rappi, Cabify, SeatGeek, and Docusign
Awards	You can review our latest case studies on our website at https://www.spreedly.com/customers
Future developments	Spreedly named to the Triangle Business Journal Fast 50 2021, NC TECH Award finalist 2021, and 2020 Card Not Present (CNP) Awards Judges' Choice award for Best Payment Service Provider (PSP)
Future developments	Expanding the Spreedly Payments Orchestration Platform with tailored products for merchants, merchant aggregators/platforms, and payment service providers as well as developing new, innovative tools that not only enable, but optimise revenue for digital transactions.
Transactions	
Transaction volume	More information available upon request
Transaction value	Over USD 33 billion annual transaction volume

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Use our flexible platform and vast ecosystem to orchestrate the ideal payment strategy for your business.



Learn more at [spreadly.com](https://www.spreadly.com)



Company	Thunes
	<p>Thunes is a global B2B payment platform headquartered in Singapore, with offices in 20 locations, including London, Paris, Shanghai, Nairobi, Dubai, and New York, and +250 employees across the globe.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.thunes.com</p> <p>Singapore</p> <p>Through a single, simple connection with Thunes APIs, consumers and businesses can send payments to – and get paid in – every corner of the world.</p> <p>Thunes offers two core payment solutions:</p> <ul style="list-style-type: none"> - Thunes Collections is a payment aggregator supporting 285 alternative payment methods across 70 developed and emerging markets. - Thunes Payments offers access to fast, transparent and affordable payouts to 120+ countries. <p>Ecommerce, online retail PSP Digital Platforms & Marketplaces Banks, Neobanks Money Transfer Operators Mobile Wallets</p> <p>info@thunes.com</p> <p>Thunes is a global company headquartered in Singapore and with 20 regional offices including, Paris, London, Shanghai, New York, Dubai, Miami, Barcelona, and Nairobi.</p> <p>2016</p> <p>Helios Investment Partners, GGV Capital, Checkout.com</p> <p>Thunes is licenced in the EU, UK, US and Singapore, is GDPR-compliant, and meets the highest international compliance standards.</p> <p>Alliance for Financial Inclusion IMTN/IMTC Singapore Fintech Association World Economic Forum ACSEL France FINTECH Finance Innovation</p> <p>Pay the world</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Payments capabilities</p>	
<p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported (#)</p> <p>Settlement currencies (#)</p>	<p>Yes</p> <p>Yes</p> <p>Payin through 285+ APMs (wallets, vouchers, cards, and more)</p> <p>79 currencies</p>
<p style="text-align: right;">View company profile in online database</p>	

Instant settlement	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes. Optimise your cost and operations with unified settlement and reconciliation through a single integration with Thunes' platform.
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes (Q3)
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Part of self service tools
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud and risk management partners	Yes (Q2)
Financial and compliance capabilities	
FX - number of currencies available	Yes (79)
Instant settlement	Yes
Client onboarding (KYC/KYB)	Thunes employs an exhaustive scoring system, based on several factors, such as the delivery channel, the country risk, KYC requirements, and AML technology. The results enable Thunes to locate high risks and gauge the amount of additional screening needed to reduce specific threats to partners. Controls are calibrated and applied to subsequent payment flows and each individual transaction is monitored with real-time screening, following the highest international standards. By applying this standard of controls, Thunes is able to work with a diverse partner base and bridge the gaps between emerging and developed markets.
Clients	
Main clients/references	Consumer platforms and ewallets: PayPal, Remitly, Grab, Deliveroo, UberEats, M-PESA PSPs and acquirers such as: Ingenico Worldline, ACI, Computop, Monext, Verifone, CM-CIC Monetico, Pay.nl, Dalenys – Natixis Payments Other customers: VeePee, Conforama France, Conrad, CMA CGM, TUI, Webhelp Payment Services
Case studies	More information available upon request
Awards	More information available upon request
Future developments	More information available upon request
Transactions	
Transaction volume	180 million+ per annum
Transaction value	More information available upon request

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New York


199 Water Street,
NY10038,
USA

Shanghai

Qixia Road, Pudong New
Area, Shanghai, People's
Republic of China

Kenya

Delta Office Suites, Waiyaki Way,
P.O. Box 30333 - 00100,
G.P.O Nairobi, Kenya

Company	Trustly
	<p>Trustly is a global leader in Online Banking Payments. We have unique transatlantic coverage, enabling 525 million consumers banking with 6,300+ banks across Europe and the US to pay directly from the bank account. We offer services to more than 8,100 merchants in ecommerce, travel, financial services, and iGaming. Trustly has 600 employees across Europe, North America and Latin America.</p>
<p>Website</p> <p>Head office</p> <p>How the payment method works</p> <p>Target market</p> <p>Contact details</p> <p>Operational area</p> <p>Year founded</p> <p>Investors</p> <p>License type</p> <p>Reach</p> <p>Acceptance</p> <p>Implementation requirements (non technical)</p> <p>Company's motto</p>	<p>www.trustly.com</p> <p>Stockholm, Sweden</p> <p>First, the consumer selects Trustly as the payment method in the checkout. The consumer is then presented with a bank selector, without leaving the site. After selecting their bank, the consumer is asked to verify themselves with their bank-provided authentication method, static username, or password. Finally, the consumer chooses the account from which to pay (checking, savings etc.).</p> <p>Merchants: ecommerce, travel, digital goods, subscriptions, online gaming Financial Services</p> <p>presales@trustly.com</p> <p>Europe, US, Canada, Australia</p> <p>2008</p> <p>Nordic Capital, BlackRock</p> <p>We are a licensed Payment Institution under the Second Payment Services Directive (PSD2) and operate under the supervision of the Swedish Financial Supervisory Authority in Europe. In the US, we are state regulated as required to serve our target markets.</p> <p>525 million</p> <p>8100 merchants</p> <p>API integration directly with Trustly or through one of over 50 PSPs. Settlement made to a European bank account or your PSP. Merchants do not need a local legal entity or bank account (i.e. a German company can accept payments from Sweden).</p> <p>Fast, Simple, and Secure</p>
Payments Type	
<p>Online banking e-payments/ Account-to-Account payments</p> <p>Direct debit</p>	<p>Yes</p> <p>Yes (Sweden, UK)</p>
Channels	
<p>Online</p> <p>POS/In-store</p> <p>Omnichannel</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p>
Services	
<p>Settlement currencies</p> <p>Processing currencies</p> <p>Currency available for customers</p> <p>Implementation requirements</p> <p>Chargeback/Buyer protection</p> <p>Automated and instant refund</p> <p>Reconciliation</p>	<p>EUR, SEK, NOK, DKK, GBP, PLN, CZK, BGN, HUF, HRK, RON</p> <p>EUR, SEK, NOK, DKK, GBP, PLN, CZK, BGN, HUF, RON, USD, CAD</p> <p>EUR, SEK, NOK, DKK, GBP, PLN, CZK, BGN, HUF, RON, USD, CAD</p> <p>API integration directly with Trustly or through one of over 50 PSPs. Settlement made to a European bank account or your PSP. Merchants do not need a local legal entity or bank account (i.e. a German company can accept payments from Sweden)</p> <p>Instant refunds; zero risk of chargebacks</p> <p>Instant refunds</p> <p>Full reconciliation of funds settled is available through Trustly's API or integrated with your PSP.</p>

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Fraud prevention (measures)/Risk management	Full risk management system including: Data Checks, Comparison Checks, Velocity Checks, Financial Background Checks etc.
Pricing/Fees structure	Per transaction percentage and/or fixed fee, which varies depending on volume
Future developments	Expanding to new geographies
Technology	
Integration technology	JSON API
Integration support	API manual online, designated integration support, plugins for web shops and platforms, SDK for apps.
Transactions volume	
Number of transactions (per previous year)	More information upon request
Transactions value (amount in USD/EUR representing the total number of transactions per previous year)	USD 21 billion in 2020

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Company	TrustPay
	TrustPay provides innovative payment services for online businesses with cross-border reach, offering a variety of payment solutions under one roof. TrustPay creates a customized strategy for every client based on the specifics of the business to ensure secure ecommerce payments, and a seamless experience to fit all your business needs.
Website	www.trustpay.eu
Head office	Bratislava, Slovakia
Core solution	- Worldwide online card payment processing - Local payment methods - Modern accounts for online businesses (IBANIZE) https://ibanize.com/ - Innovative reconciliation tools
Target market	Merchants: retail, digital, gaming (online games), subscription services, education Fintech Brokers, crypto, FX
Contact details	Karin Milková, Commercial Director
Geographical presence	Global
Year founded	2009
Investors	Joint-stock company
License type	Payment institution
Company's motto	Cross-border reach offering a variety of payment solutions under one roof
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider - Acquirer	Yes
Payments and Financial infrastructure	Yes
Channels - context	
Online	Yes
POS/In store	No
Omnichannel	No
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported	Worldwide online card payment processing, alternative/local payment methods, instant bank transfers, payment link
Settlement currencies	EUR, USD, GBP, CAD, CHF, CZK, HUF, PLN, NOK, SEK, DKK
Instant settlement	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes, quick settlement, CFT (MC payouts)
Payments orchestration	Own gateway
Reconciliation and reporting	Yes, various types of modern reports - daily via API
B2B payments	Yes
E-invoicing (automated)	Yes

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Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes. Reporting is available via a secure internet portal called 'Merchant portal', accessible anytime with no software requirements, with full control in real-time. We also provide customer support via chat.
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud and risk management partners	Verifi + in-house tools. We make adjustments to the set-up risk management strategy based on the specifics of your business. Our experienced risk management team constantly and thoroughly analyses transaction flows via our own proprietary AI-powered tools.
Financial and compliance capabilities	
FX - number of currencies available	170
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes. Set-up in TrustPay is 100% online and paperless. TrustPay also has its own online verification tool app.
Clients	
Main clients/references	Sample client logos list are available on our website https://www.trustpay.eu/
Future developments	More information available upon request

Company	Unlimint
Unlimint	Unlimint provides fast-growing innovative businesses with a constantly evolving financial interface, made by innovators for innovators, and designed to make the financial world of tomorrow closer to businesses here and now.
Website	https://www.unlimint.com
Head office	London
Core solution	We provide innovative businesses with a simple financial interface that enables payments to move seamlessly
Target market	Merchants: ecommerce, retail, gaming, travel, IT, SaaS, advertisers, publishers, web&software Marketplaces Brokers, crypto, FX
Contact details	sales@unlimint.com
Geographical presence	Europe, UK, APAC, Africa, LATAM, China, US, Japan, India
Year founded	2009
License type	Electronic Money Institution license, Pan-European payments processing license, local acquiring licenses in regions of presence
Company's motto	Ready For Tomorrow
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider – Acquirer	Yes
Payments and Financial infrastructure	Yes
Cryptocurrency payments solution	Yes
Channels – context	
Online	Yes
Omnichannel	No
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported (#)	Yes – more than 1000 payment methods
Settlement currencies (#)	Yes – more than 10
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
Factoring	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes

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Fraud and risk management capabilities	
Chargeback management	Yes
Fraud and risk management partners	In-house system
Financial and compliance capabilities	
FX – number of currencies available	Yes
Virtual IBAN	Yes
Multi currencies virtual IBAN (# of currencies)	Yes
Current account/settlement account	Yes
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	More information available upon request
Awards	'Best Payment Service Provider' Finance Magnates 2019 Summit 'Best Payments Solutions Provider' Global Forex Awards 2020 Best EMI solution – Gaming Electronic Money Awards 2022
Future developments	We are planning on launching our own shopping platform by the end of 2022. We have also expanded our product line into the blockchain and crypto industries, and are currently working on a solution that will connect classical financial industries with DeFi.
Transactions	
Transaction volume	More information available upon request
Transaction value	More information available upon request

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Company	Vendo Services GmbH
	<p>Vendo is a payment facilitator. Using our expertise in data and AI, we create tools to help clients reach their potential by increasing conversion and lifetime value while minimising risks. Founded in Switzerland in 2011, Vendo has teams in Europe, North America, and South America, working to make ecommerce companies more successful.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>License type</p> <p>Company's motto</p>	<p>https://www.vendoservices.com/</p> <p>Dorfstrasse 50, Engelberg, Switzerland</p> <p>We help merchants get fast, reliable payment processing so they can focus on their business. We combine responsive customer service and innovative AI financial tools to streamline payment processing and reduce administrative burdens on merchants. We use our expertise to support all merchants, including high-risk areas like CBD ecommerce, content platforms, and fan sites.</p> <p>Merchants: digital, high-risk, CBD, retail Marketplaces PSPs Fintech</p> <p>Fernando Latorre, fernando.latorre@vendoservices.com</p> <p>Worldwide processing. Merchant onboarding North America & Europe.</p> <p>2011</p> <p>Payment Institution</p> <p>Bill Better. Grow More.</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway</p> <p>Payment Service Provider - Acquirer</p> <p>Payments and Financial infrastructure</p> <p>Cryptocurrency payments solution</p>	<p>Yes</p> <p>Yes</p> <p>Yes (Payments Infrastructure)</p> <p>Yes</p>
<p>Channels - context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>Yes</p> <p>No</p> <p>No</p>
<p>Payments capabilities</p>	
<p>Hosted pages</p> <p>Whitelabel solution</p> <p>Recurring billing</p> <p>Payment methods supported</p> <p>Settlement currencies</p> <p>Tokenization</p> <p>Pay-out/Disbursements</p> <p>Payments orchestration</p> <p>Reconciliation and reporting</p>	<p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes 10+</p> <p>Yes 5</p> <p>Yes</p> <p>Yes</p> <p>Yes</p> <p>Yes</p>
<p>Reporting/dashboards</p>	
<p>Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)</p>	<p>Yes</p>
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Fraud and risk management capabilities	
Chargeback management	Yes, proprietary technology
Fraud and risk management partners	Ethoca, Verifi, CB911, CBHelp, G2 Verisk, Webshield
Financial and compliance capabilities	
FX - number of currencies available	Yes
Client onboarding (KYC/KYB)	Yes



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For more information please contact Fernando Latorre, Director of Payments and Risk,
at payments@vendoservices.com.

Company	VIALET
	VIALET is an EMI offering dedicated IBANs (SEPA, SEPA Instant, SWIFT) and card processor (principal member of Mastercard and VISA) for corporate clients, supporting C2B, B2B and B2C payments. Banking APIs, mass payouts via uploaded files or third parties integrations - for low and high risk global customers - low to high risks globally. Offering a sophisticated understanding of complex corporate business: gambling, Forex, financial institutions, crypto.
Website	www.vialet.eu
Head office	Konstitucijos pr.7, Vilnius, Lithuania LT-09308
Core solution	Dedicated IBANs for SEPA, SEPA Instant, SWIFT in various currencies for low to high risk clients. VIALET accepts payments to and from crypto processors and issues accounts for EU licensed crypto exchanges.
Target market	Crypto - Estonia Low risks - Lithuania, Latvia Forex - Cyprus Gambling - Malta Financial institutions - UK
Contact details	Marina Velikaya (mv@vialet.eu) +37129468804
Geographical presence	Lithuania
Year founded	2017
License type	EMI
Company's motto	Business without borders
Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider - Acquirer	Yes
Payments and Financial infrastructure	Yes
Channels - context	
Online	Yes
POS/In store	No
Omnichannel	No
Payments capabilities	
Hosted pages	Yes
Payment methods supported	Yes + PLN, GBP, USD, EUR
Settlement currencies	Yes + PLN, GBP, USD, EUR
Instant settlement	Yes
Pay-out/Disbursements	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud ratio PSD2/SCA	less than 0.01%
Fraud and risk management partners	Yes
Financial and compliance capabilities	
FX - number of currencies available	Yes
Virtual IBAN	Yes

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Multi currencies virtual IBAN (# of currencies)	Yes - 3 (GBP, PLN, USD)
Current account/settlement account	Yes
Instant settlement	Yes
Client onboarding (KYC/KYB)	Yes
Transactions	
Transaction volume	284,003.90
Transaction value	EUR 20 million

Company	WePayOut
	<p>WePayOut is a Brazilian fintech and e-FX specialising in instant cross-border mass payments. With a focus on instant local payments, it allows international companies to payin and payout in Brazil instantly via PIX (bank transfers).</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>https://wepayout.co/</p> <p>Curitiba/PR – Brazil</p> <p>We offer 24/7 cross-border payments that are truly instant! We have the agility needed for the daily operations and demands. We are a B2B2C cross-border instant payment platform specialised in Brazil, enabling worldwide and local merchants to payin and payout in local currency through PIX (instant bank transfers), traditional bank transfers (TED) and Boletto (payment slip). A technological API integration, a highly scalable infrastructure, and a high service level are part of our core business and values.</p> <p>PAYIN and PAYOUT: ecommerce, SaaS, gaming, GIG economy, streaming, social, internet, OTA (travel), retail, digital, shared economy, remittances, SaaS, digital goods, techs, social networks, entertainment, delivery and food apps</p> <p>contato@wepayout.com.br</p> <p>Brazil – countrywide – more than 300 banks and payments institutions in Brazil</p> <p>2019</p> <p>Payment Institution</p> <p>Endeavor, ABFINTECHS, the Brazilian Chamber of Commerce in the UK</p> <p>Specialists in instant cross-border payments in Brazil</p>
<p>Service provider type (multiple entries possible)</p>	
<p>Payment Gateway (Payin)</p> <p>Payment Service Provider – Acquirer (Payin)</p> <p>Payments and Financial infrastructure (Payout)</p>	<p>Yes – API and dashboard integration, proprietary technology solution, AWS cloud infrastructure, latency monitoring, multiprocessor platform for redundancy.</p> <p>We offer a technological solution, which can be integrated into your system, app or website via API. That protects your payments from duplicates and has a 24x7 monitoring system, ensuring that payments occur instantly, any day of the week with the same security as always. Make Pix – instant payments for businesses or individuals in a simple and instant way. Our instant payment experience makes it possible to design a complete bank transfer collection solution giving you the freedom to choose between receiving via Pix (instant bank transfer) or bank slip (boleto).</p> <p>Credit cards processing to be offered by Q4 2022. We are always working on broadening our payments solutions, therefore, credit and debit cards in our platform will be ready for our clients use in November 2022. Stay tuned for our news.</p> <p>Yes. The most instant cross-border payout solution in Brazil. API integration, multi payments scheme, dashboard, white-label. Merchants, PSPs and remittance companies don't need local registration with local contractors or banks. WePayOut deals with the FX process as a merchant of record. WePayOut is a B2B that offers payment services for clients with an easy and fast API integration.</p>
<p>Channels – context</p>	
<p>Online</p> <p>POS/In store</p> <p>Omnichannel</p>	<p>API and dashboard integration, proprietary technology solution, AWS cloud infrastructure, performance monitoring for low latency, event-driven micro services architecture, REST API with webhooks triggered with each transaction status change</p> <p>No</p> <p>No</p>
<p style="text-align: right;">View company profile in online database</p>	

Payments capabilities	
Whitelabel solution	Yes
Recurring billing	Yes – Recurring billing via alternative payment methods as an alternative to credit cards, allowing subscriptions and instalments. Our solutions for recurring billing integrate PIX and bank slip, both local payment methods. Soon, our credit card solutions would be integrated into our platform.
Payment methods supported (#)	Yes – 1. Bank transfers via Instant payment – Pix (Pix QR Code) 2. Traditional bank transfers (TED) 3. Bank Slip
Settlement currencies (#)	BRL for payouts and payins and any other currency for merchant funds
Instant settlement	Yes
Pay-out/Disbursements	1. Bank transfer (PIX) 2. Bank transfer (TED)
Payments orchestration	Yes
Reconciliation and reporting	Yes – All transactions are reconciled and customisable reports are available through API and dashboard. Our payments status are constantly updated via webhook.
B2B payments	Yes
ERP integration	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Conciliated reporting through the dashboard allows different access levels and customizable filtering for easy decision making. The administrative panel, through the dashboard, presents graphics and summary of the operation with account balance and transactions status information in real time. Download customizable payment receipts from the dashboard with the guarantee that all payments are conciliated before displayed.
Financial and compliance capabilities	
FX – number of currencies available	Yes – Payments and collections in local currency – BRL, merchant settlement in any currency. Our clients can disburse funds or collect in local currency (BRL).
Current account/settlement account	Yes – Payments and collections in local currency – BRL
Instant settlement	Yes – instant payout settlement
Client onboarding (KYC/KYB)	Yes
Clients	
Main clients/references	Small World, Rana Express, Despegar, Cornershop
Case studies	https://wepayout.co/customers
Awards	Scale-up Endeavor 2022 – We were selected as one of the few companies to be part of the Scale-Up program. Scale-Up Endeavor is the acceleration program for the fastest growing companies around the world.
Future developments	Credit cards processing to be offered by Q4 2022
Transactions	
Transaction volume	3 million (transactions in USD)
Transaction value	BRL 1.5 billion (USD 300 million)

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The technology - Solutions


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Company	WhenThen
	WhenThen is the payment success platform. It empowers internet companies to intelligently run, route, resolve, report, and reconcile customer payments across any number of payment acquirers in real-time.
Website	https://whenthen.com/
Head office	Dublin, Ireland and Toronto, Canada
Core solution	SaaS tech platform consisting of a PCI Level 1 payment vault, universal payments API and no-code interface that allows internet companies to build powerful payment automations that increase revenue, reduce payments costs and delight customers.
Target market	Marketplaces Merchants PSP Fintechs
Contact details	https://whenthen.com/contact
Geographical presence	Global
Year founded	2020
Investors	Stride.VC & Cavalry
Member of industry association and/or initiatives	Fintech Payments Association Ireland, MRC
Company's motto	The smart way to payment success.
Service provider type (multiple entries possible)	
Payments and Financial infrastructure	Yes
Channels - context	
Online	Yes
POS/In store	No
Omnichannel	No
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Payment methods supported	All global currencies
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud and risk management partners	Yes
Clients	
Main clients/references	More information available upon request
Case studies	More information available upon request
Awards	More information available upon request

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Future developments	<ol style="list-style-type: none"> 1) A/B testing that will allow users to identify the optimal PSP path to route and process a payment 2) Consolidated Chargeback management through the interface which will allow users who are multi acquiring to manage all aspects of their payment disputes via one UI 3) Automate Settlements and Reconciliation from multiple acquirers for better management of your cash flow and reporting
Transactions	
Transaction volume	More information available upon request
Transaction value	More information available upon request

Company	Worldline
	<p>Worldline is the European leader in the payments and transactional services industry, and the #4 player worldwide. As an agile and fast-growing global leader, Worldline is at the forefront of the digital revolution that is shaping new ways of paying, living, doing business, and building relationships.</p>
<p>Website</p> <p>Head office</p> <p>Core solution</p> <p>Target market</p> <p>Contact details</p> <p>Geographical presence</p> <p>Year founded</p> <p>License type</p> <p>Member of industry association and/or initiatives</p> <p>Company's motto</p>	<p>www.worldline.com</p> <p>Tour Voltaire 1 place des degrés CS 81162 92059 Paris la Défense Cedex</p> <p>Our solutions ensure secure payments and trusted transactional services along the entire payments value chain, enabling sustainable economic growth. We provide an extensive range of merchant acquiring, payment processing, and business solutions to financial institutions, merchants, corporations, and government agencies. Our continuously growing portfolio of solutions is environmentally friendly and supports trust and social transformation.</p> <p>We operate in more than 50 countries and employ over 20,000 talented and dedicated experts. With a strong culture of innovation, Worldline helps clients anticipate the future, seize new opportunities, and navigate their challenges with confidence.</p> <p>Merchants: retail, luxury & specialized brands, hospitality, travel, transportation, entertainment Marketplaces PSP Fintech Banks</p> <p>infoWL@worldline.com</p> <p>Geographical presence in more than 50 countries and commercial activities in more than 170 countries.</p> <p>EUROPE Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Hungary, Italy, Latvia, Lithuania, Luxembourg, Malta, Norway, Poland, Portugal, Russian Federation, Slovakia, Slovenia, Spain, Sweden, Switzerland, The Netherlands, Ukraine, United Kingdom</p> <p>AMERICAS Argentina, Brazil, Canada, Chile, Colombia, Costa Rica, Ecuador, Peru, Mexico, Paraguay, United States of America Uruguay, Venezuela</p> <p>AFRICA & MIDDLE-EAST Morocco, South Africa</p> <p>ASIA-PACIFIC Australia, China, Hong Kong, India, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, Taiwan, Thailand, Vietnam</p> <p>2004</p> <p>Payment service provider</p> <p>The European Digital Payments Industry Alliance (the EDPIA)</p> <p>Digital Payments for a Trusted World</p>

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Service provider type (multiple entries possible)	
Payment Gateway	Yes
Payment Service Provider - Acquirer	Yes
Payments and Financial infrastructure	Yes
Cryptocurrency payments solution	Yes
Channels - context	
Online	Yes
POS/In store	Yes
Omnichannel	Yes
Payments capabilities	
Hosted pages	Yes
Whitelabel solution	Yes
Recurring billing	Yes
Payment methods supported (#)	Yes
Settlement currencies (#)	Yes
Tokenization	Yes
Pay-out/Disbursements	Yes
Payments orchestration	Yes
Reconciliation and reporting	Yes
B2B payments	Yes
ERP integration	Yes
E-invoicing (automated)	Yes
Factoring	Yes
Reporting/dashboards	
Consolidated data and reporting dashboard (provide data across multiple providers/channels in one dashboard)	Yes
Fraud and risk management capabilities	
Chargeback management	Yes
Fraud and risk management partners	Yes
Financial and compliance capabilities	
FX - number of currencies available	Yes
Current account/settlement account	Yes
Client onboarding (KYC/KYB)	Yes, for acquiring and collecting

Clients	
Main clients/references	c.1.1 million merchants like Accor Hotels, Spotify, Subway, TOTAL + more than 320 financial institutions such as BNPP, Commerzbank, ING, UniCredit.
Case studies	BNPP and Worldline launched the first banking app on macOS in France https://worldline.com/en/home/knowledgehub/blog/2021/april/how-bnpp-and-worldline-launched-the-first-banking-app-on-mac-os-in-france.html
Future developments	Exclusive guest experiences for a best-in-class service https://worldline.com/content/dam/worldline-new/assets/documents/case-studies/michelreybier_success_story_case_study.pdf
	Stablecoins: Next generation regulated digital currencies https://worldline.com/en/home/knowledgehub/blog/2021/february/stablecoins-next-generation-regulated-digital-currencies.html
Transactions	
Transaction volume	17 billion payment transactions per year, 9.6 billion issuing processing transactions and 11 billion acquiring processing transactions
Transaction value	More information upon request to infoWL@worldline.com

Payments technology designed for growth



Worldline is a global leader in secure payments and trusted transactions. We are at the forefront of the digital revolution that is shaping new ways of paying, living, doing business and building relationships.

c.€3.7BN

2021 revenue

20,000+

Worldliners

50+

Countries

c.€250M

Spent in R&D

Our solutions ensure secure payments and trusted transactional services along the entire payments value chain, enabling sustainable economic growth.

Services offered by Worldline include instore and online commercial acquiring, highly secure payment transaction processing and numerous digital services. Our continuously growing portfolio of solutions is environmentally friendly and supports trust and social transformation.














[Explore our solutions](#)

Who's Who in Payments 2022














Mapping of Relevant Capabilities of B2B and B2C Commerce Payments
Key Players








Mapping of Relevant Capabilities of B2B and B2C Commerce Payments Key Players

Company	Year of Founding	Service Provider Type				Commercial channels		Regions covered		B2B Payments Services	PayOut/ Disbursement Services	White Label Offering	Fraud Prevention Services
		Payment Gateway	PSP Acquirer	Payments and Financial infrastructure	Cryptocurrency payments solution	Online	POS	Regional	Global				
	2003	x	x	x		x	x	x		x	x	x	x
	2015	x	x	x			x		x	x		x	
	1987	x		x		x	x		x	x	x	x	
	2000	x			x	x	x		x	x	x	x	x
	2013			x	x	x			x	x	x		
	1989	x	x	x	x	x		x		x	x	x	x
	2002	x	x	x		x	x		x	x	x	x	x
	2004	x	x	x		x	x		x	x	x	x	x
	1996	x		x	x	x	x		x	x	x	x	x
	2018	x	x	x		x			x	x	x	x	x
	2012	x	x	x	x	x			x	x	x	x	x









Mapping of Relevant Capabilities of B2B and B2C Commerce Payments Key Players

Company	Year of Founding	Service Provider Type				Commercial channels		Regions covered		B2B Payments Services	PayOut/ Disbursement Services	White Label Offering	Fraud Prevention Services
		Payment Gateway	PSP Acquirer	Payments and Financial infrastructure	Cryptocurrency payments solution	Online	POS	Regional	Global				
 COINQVEST	2018	x	x	x	x	x		x	x	x	x		
 Computop the payment people	1997	x		x	x	x		x	x	x	x		
 ConnectPay	2018	x	x			x		x		x		x	
 Coriunder	2016	x	x	x	x	x		x	x	x	x	x	
 DECTA	2015	x	x	x		x		x	x	x	x	x	
 Digital River	1994	x	x	x		x		x	x	x	x	x	
 d-local	2016	x		x	x	x		x	x	x	x	x	
 ecommpay	2012	x	x	x	x	x		x	x	x	x	x	
 GR4VY	2020			x		x		x			x	x	
 HYPER PAY	2014	x		x		x		x		x	x	x	
 IXOPAY	2014	x		x	x	x		x		x	x	x	

Mapping of Relevant Capabilities of B2B and B2C Commerce Payments Key Players

Company	Year of Founding	Service Provider Type				Commercial channels		Regions covered		B2B Payments Services	PayOut/ Disbursement Services	White Label Offering	Fraud Prevention Services
		Payment Gateway	PSP Acquirer	Payments and Financial infrastructure	Cryptocurrency payments solution	Online	POS	Regional	Global				
 KOMOJU by Degica	2016	x	x			x		x				x	x
 mastercard	1997	x	x	x		x	x		x	x		x	
 MESH	2018			x				x		x		x	
netcetera	1996			x		x	x		x			x	x
 nikulipe	2019	x		x		x		x				x	
 NIUM	2014			x	x				x	x		x	x
nuvei	1993	x	x	x	x	x	x		x	x		x	x
payabl.	2011	x	x	x		x		x				x	x
 Pay Retailers	2017	x	x	x	x	x		x		x		x	x
ppro	2006			x	x	x	x		x	x		x	x
 spreadly	2007	x		x		x			x	x		x	

Mapping of Relevant Capabilities of B2B and B2C Commerce Payments Key Players

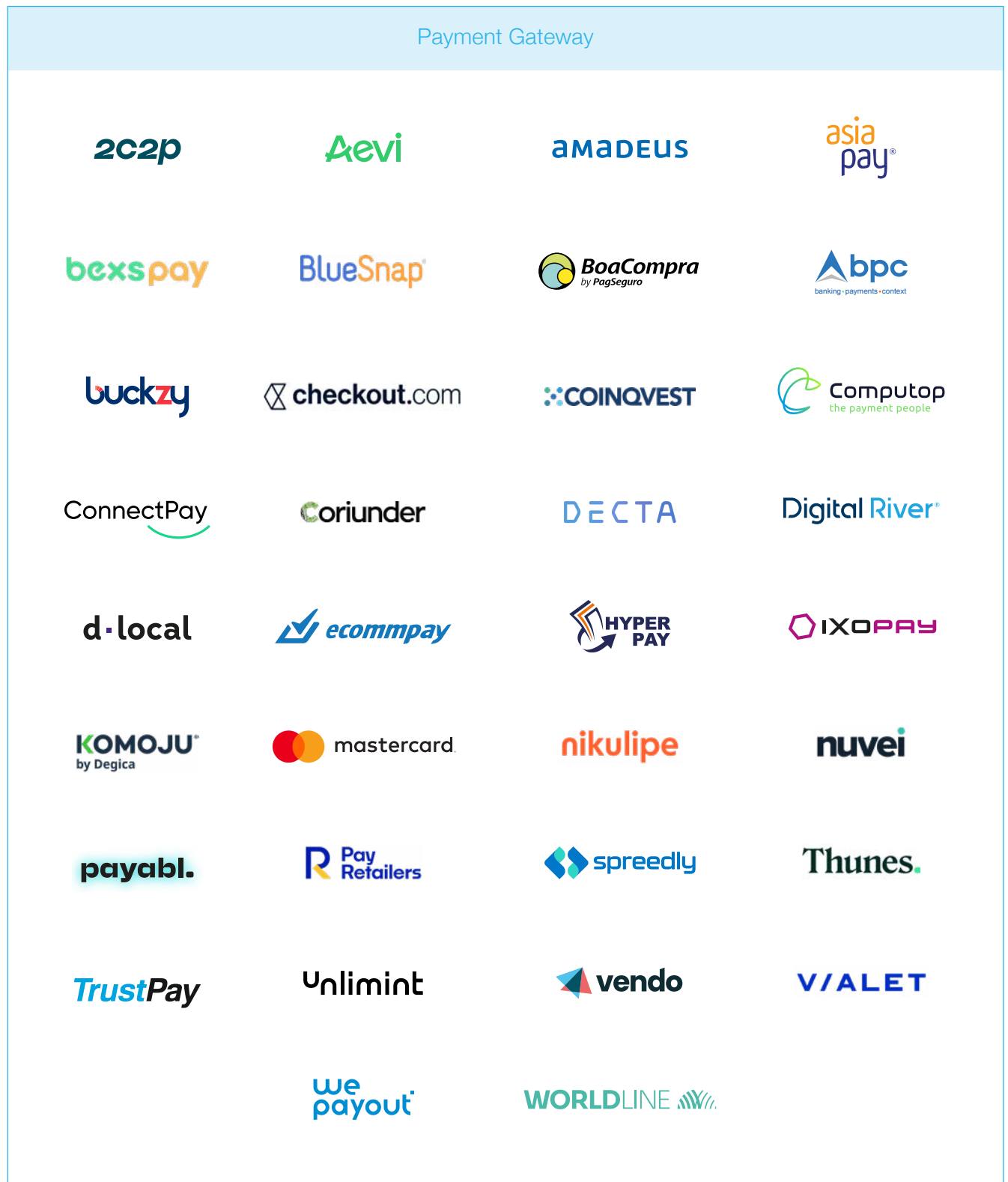
Company	Year of Founding	Service Provider Type				Commercial channels		Regions covered		B2B Payments Services	PayOut/ Disbursement Services	White Label Offering	Fraud Prevention Services
		Payment Gateway	PSP Acquirer	Payments and Financial infrastructure	Cryptocurrency payments solution	Online	POS	Regional	Global				
 Thunes	2016	x	x	x		x	x		x	x	x	x	
 TrustPay	2009	x	x	x		x		x	x	x	x	x	
 Unlimint	2009	x	x	x	x	x		x	x	x	x	x	
 vendo	2011	x	x	x	x	x		x		x	x	x	
 V/ALET	2017	x	x	x		x		x	x	x		x	
 we payout	2019	x		x		x		x	x	x	x		
 WHEN THEN	2020			x		x		x		x	x	x	
 WORLDLINE	2004	x	x	x	x	x	x	x	x	x	x	x	

Overview of Key Payment Providers in B2B and B2C Commerce



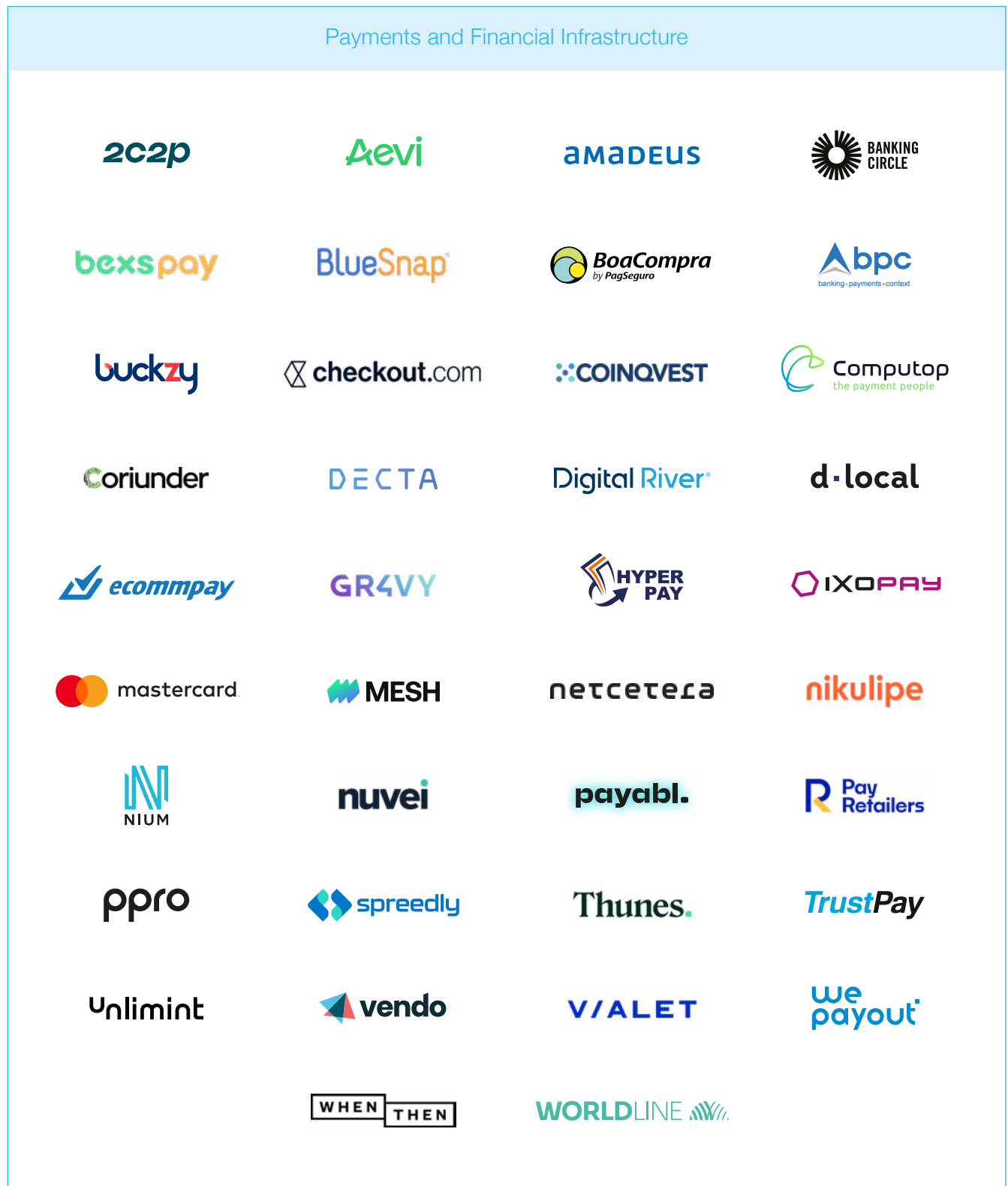
Extensive Infographic of Key Companies in the B2B and B2C Commerce
Payments, Categorised by Service Provider Type

Extensive Infographic of Key Companies in the B2B and B2C Commerce Payments, Categorized by Service Provider Type



Source: The Paypers















Extensive Infographic of Key Companies in the B2B and B2C Commerce Payments, Categorized by Service Provider Type







Source: The Paypers

Extensive Infographic of Key Companies in the B2B and B2C Commerce Payments, Categorised by Service Provider Type

Payment Service Provider – Acquirer

Cryptocurrency payments solution

Source: The Paypers

Don't Miss the Opportunity of Being Part of Large-Scale Payments Industry Overviews

Once a year, The Paypers releases six large-scale industry overviews covering the latest trends, developments, disruptive innovations, and challenges that define the global online/mobile payments, e-invoicing, B2B payments, ecommerce, and web fraud prevention and digital identity space. Industry consultants, policy makers, service providers, merchants from all over the world share their views and expertise on different key topics within the industry. Listings and advertorial options are also part of the guides for the purpose of ensuring effective company exposure at a global level.



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Ecommerce Report
2021/2022



Cross-Border Payments
and Ecommerce Report
2021-2022



Payment Methods Report
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