



Regional Payments Week

September 2017

Confidential



Who are we

We're leading a revolution in international payments and money transfers.

Transparent pricing

Always get the real exchange rate.
No more hidden fees, ever.

A local model

Get low-cost, ultra-fast currency exchange.

Using the Skype principle to slash the rates that people & businesses pay to send money abroad

The Economist



Our founders wanted to solve a problem.

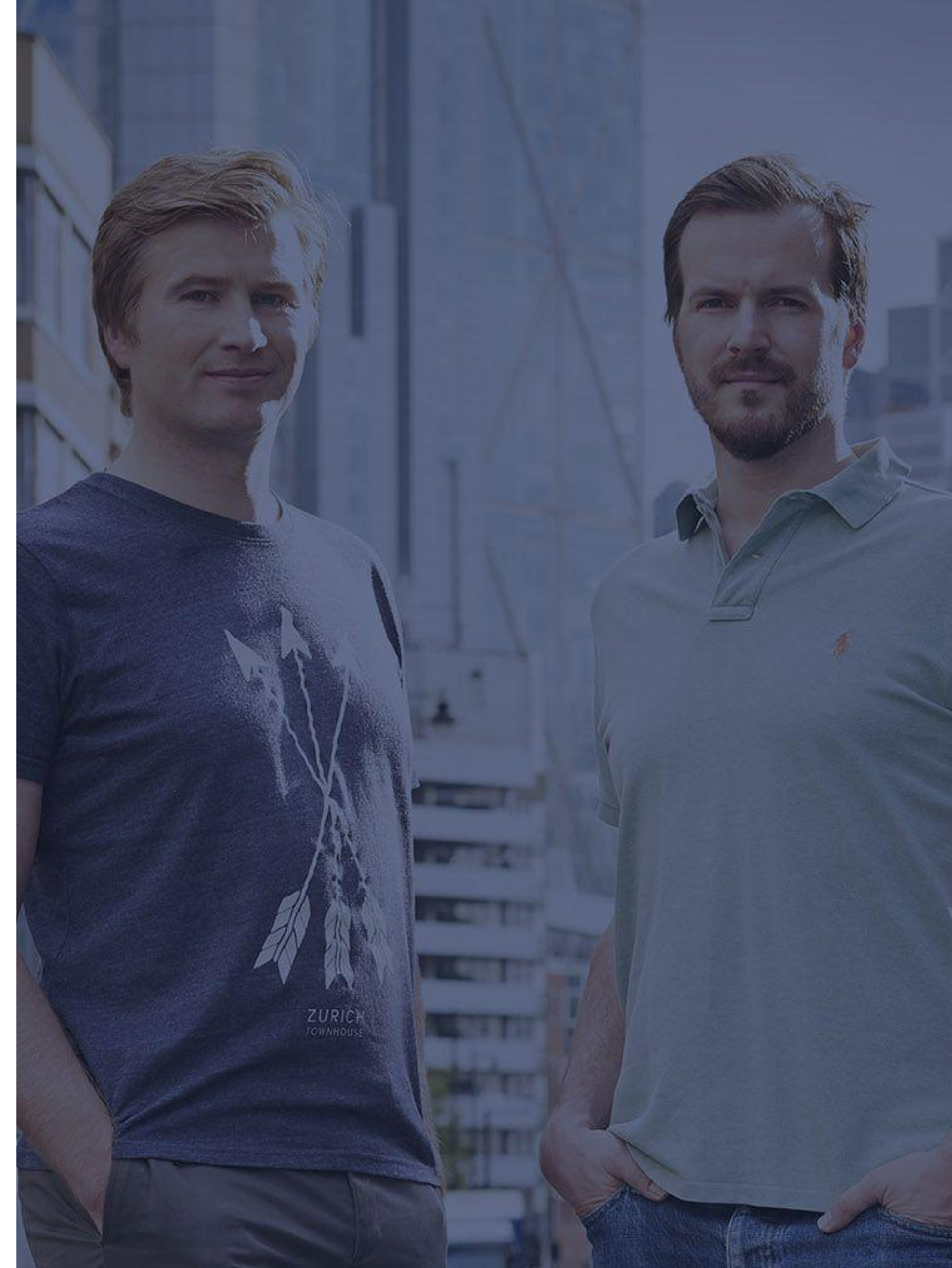
Taavet Hinrikus

First employee of , latterly Skype's Director of Strategy

Kristo Käärman

Former consultant with

 & 



Our board and investors wanted to help.

Sir Richard Branson

Founder of the  group)

Andreessen Horowitz

Investor in  ,  & )

IA Ventures

Roger Ehrenberg, former Managing Director at  and 



Key Information



We are regulated or authorized in:



UK



EU



USA



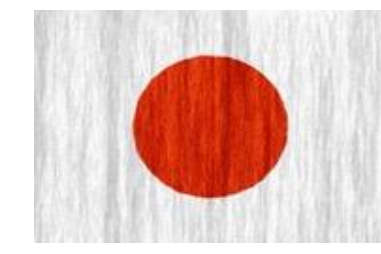
Canada



Australia



New Zealand



Japan



Singapore



Hong Kong

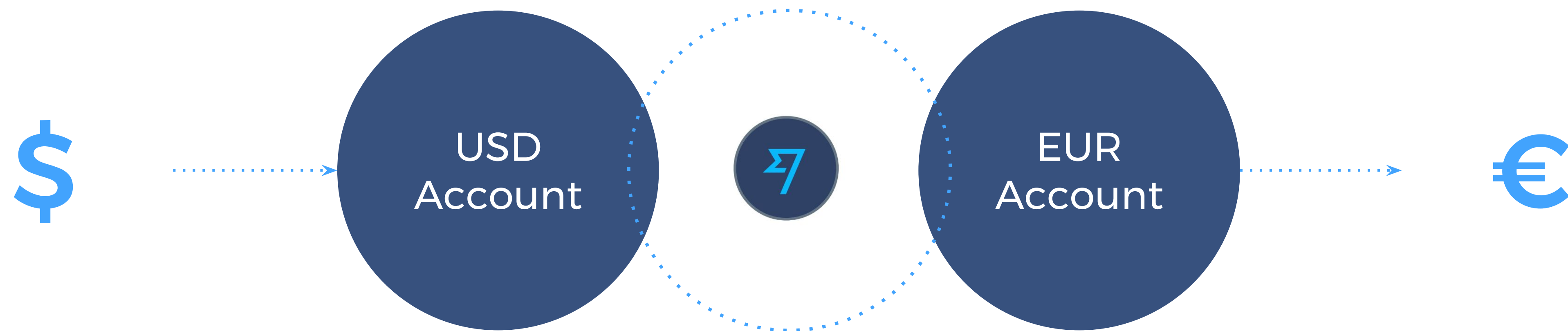


How it works



We use the local rails

Using our network of bank accounts across the world, we support local payment rails to accept customer payments and payout to recipients. This keeps costs low and increases visibility into the payment chain and delivery times.





We use the real exchange rate

We provide customers the real mid-market exchange rate, as you would see on Reuters, XE or Google. We charge no hidden fees in exchange rate markups.

TransferWise live rate

You send 1,000 USD

9.90 USD Our fee (included)

0.85340 Guaranteed rate (24 hrs)

Recipient gets 844.95 EUR

You could save up to: 72.78 USD

[Compare price](#) [Get started](#)

XE live mid-market rate

XE Currency Converter: USD to EUR

1 USD = 0.853451 EUR

US Dollar ↔ Euro

1 USD = 0.853451 EUR 1 EUR = 1.17171 USD

2017-08-17 09:35 local time

All figures are based on live mid-market rates. These rates are not available to consumer clients.

NB: Rates live on 2017-08-17 at 09:35 EDT



We make it easy

Log in, select sending currency, amount, and receiving currency

You send
1,000 USD

9.90 USD Our fee (included)
0.85340 Guaranteed rate (24 hrs)

Recipient gets
844.95 EUR

You could save up to: 72.78 USD

Compare price Get started

Enter the details of recipient

Send to someone else

Their email

Full name of the account holder

Recipient's address

Country

City

Address

Bank details

IBAN

DE89370400440532013000

Confirm

Pay (on most routes the exchange rate is guaranteed for 24 hours)

How would you like to pay?

Bank debit (ACH) Wire transfer
Easily withdraw money You transfer us money

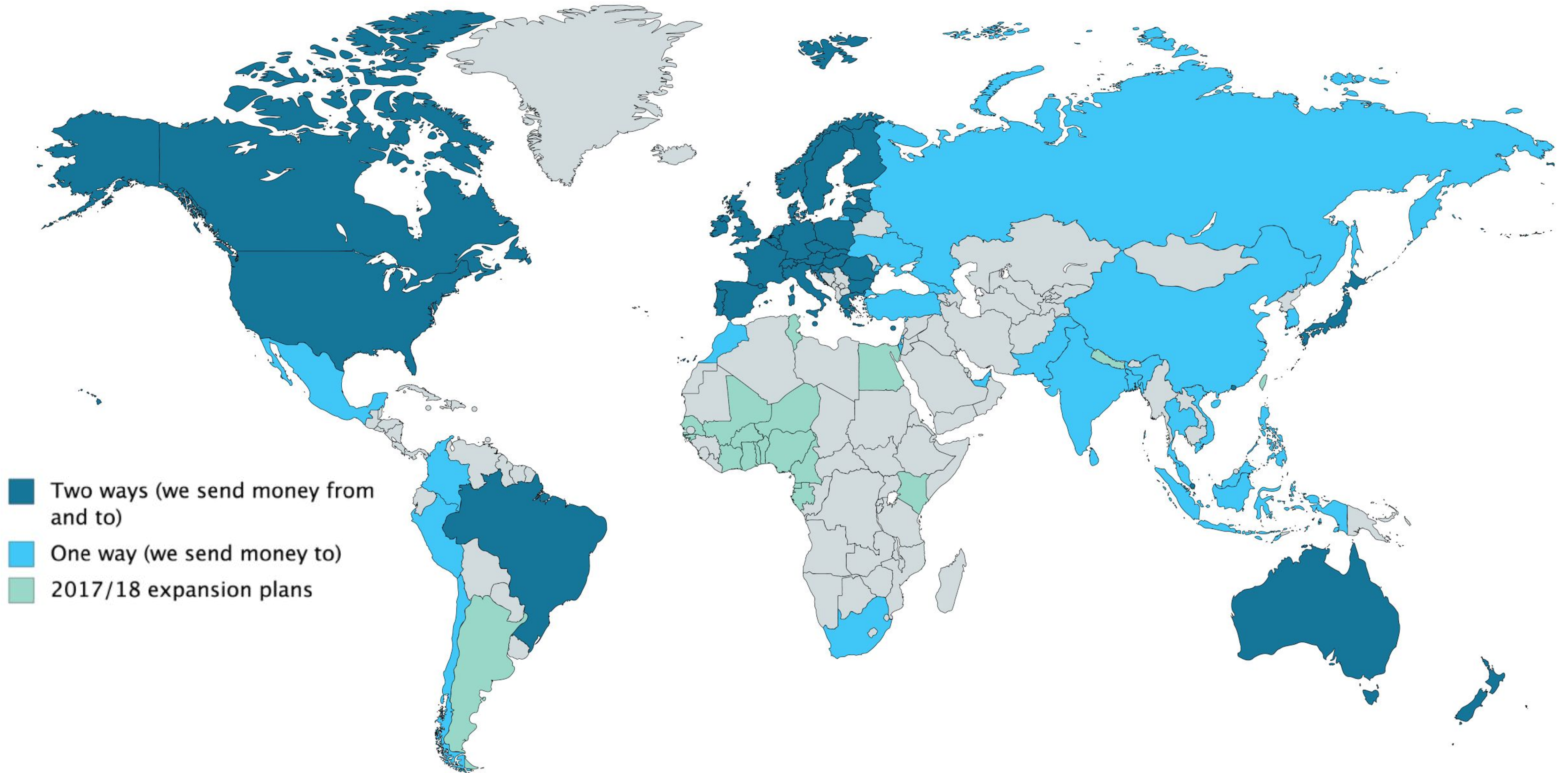
Would you like to use your previously verified bank account?

Bank name:
BANK OF AMERICA, N.A.

Routing number: Account number:
121000358 00*****7142

Pay 1,000 USD from this account Use another account

We make it global





Route details

Current Coverage

New coverage expected in 2017/18

42 countries / 20 currencies

+ 8 countries / + 8 currencies

Two way routes

We send money from and to:

- United Kingdom (GBP)
- Euro (EUR)
- United States (USD)
- Australia (AUD)
- Brazil (BRL)
- Bulgaria (BGN)
- Canada (CAD)
- Croatia (HRK)
- Czechia (CZK)
- Denmark (DKK)
- Hong Kong (HKD)
- Hungary (HUF)
- Japan (JPY)
- New Zealand (NZD)
- Norway (NOK)
- Poland (PLN)
- Romania (RON)
- Singapore (SGD)
- Sweden (SEK)
- Switzerland (CHF)

- Argentina (ARS)
- Chile (CLP)
- China (CNY)
- Colombia (COP)
- Malaysia (MYR)
- South Africa (ZAR)
- South Korea (KRW)
- United Arab Emirates (AED)

23 countries / 23 currencies

+ 16 countries / + 7 currencies

One way routes

We only send money to:

- Bangladesh (BDT)
- Chile (CLP)
- China (CNY)
- Colombia (COP)
- Georgia (GEL)
- Indonesian (IDR)
- India (INR)
- Israel (ILS)
- Malaysia (MYR)
- Mexico (MXN)
- Morocco (MAD)
- Pakistan (PKR)
- Peru (PEN)
- Philippines (PHP)
- Russia (RUB)
- South Africa (ZAR)
- South Korea (KRW)
- Sri Lanka (LKR)
- Thailand (THB)
- Turkey (TRY)
- United Arab Emirates (AED)
- Ukraine (UAH)
- Vietnam (VND)

- Ghana (GHS)
- Kenya (KES)
- Nepal (NPR)
- Nigeria (NGN)
- Taiwan (TWD)

- Benin (XOF)
- Burkina Faso (XOF)
- Cote d'Ivoire (XOF)
- Guinea-Bissau (XOF)
- Mali (XOF)
- Niger (XOF)
- Senegal (XOF)
- Togo (XOF)
- Cameroon (XAF)
- Equatorial Guinea (XAF)
- Gabon (XAF)

Total

65 countries / 43 currencies

82 countries / 51 currencies

We make it safe



Compliance is core to the our product development, design, and operations

- Our payments are digital, electronically transferred, and traceable from end-to-end— we do not accept cash for inbound payments or nor support cash payouts
- We continuous invest strengthen our compliance by maintaining
 - Local teams product managers and developers focusing on verification, AML CTF, and fraud;
 - Regular third-party audits of our policies and operations (last completed 2017-05); and
 - Ongoing AML training for all employees
- We use risk-based approaches where data points on customers or transactions feed an automated engine, which scores them and sends alerts onto our operational lists— all customers and transactions are subject to ongoing monitoring
- We stay current with internationally accepted blacklisted countries, SDNs and PEPs, and other sanction screening criteria



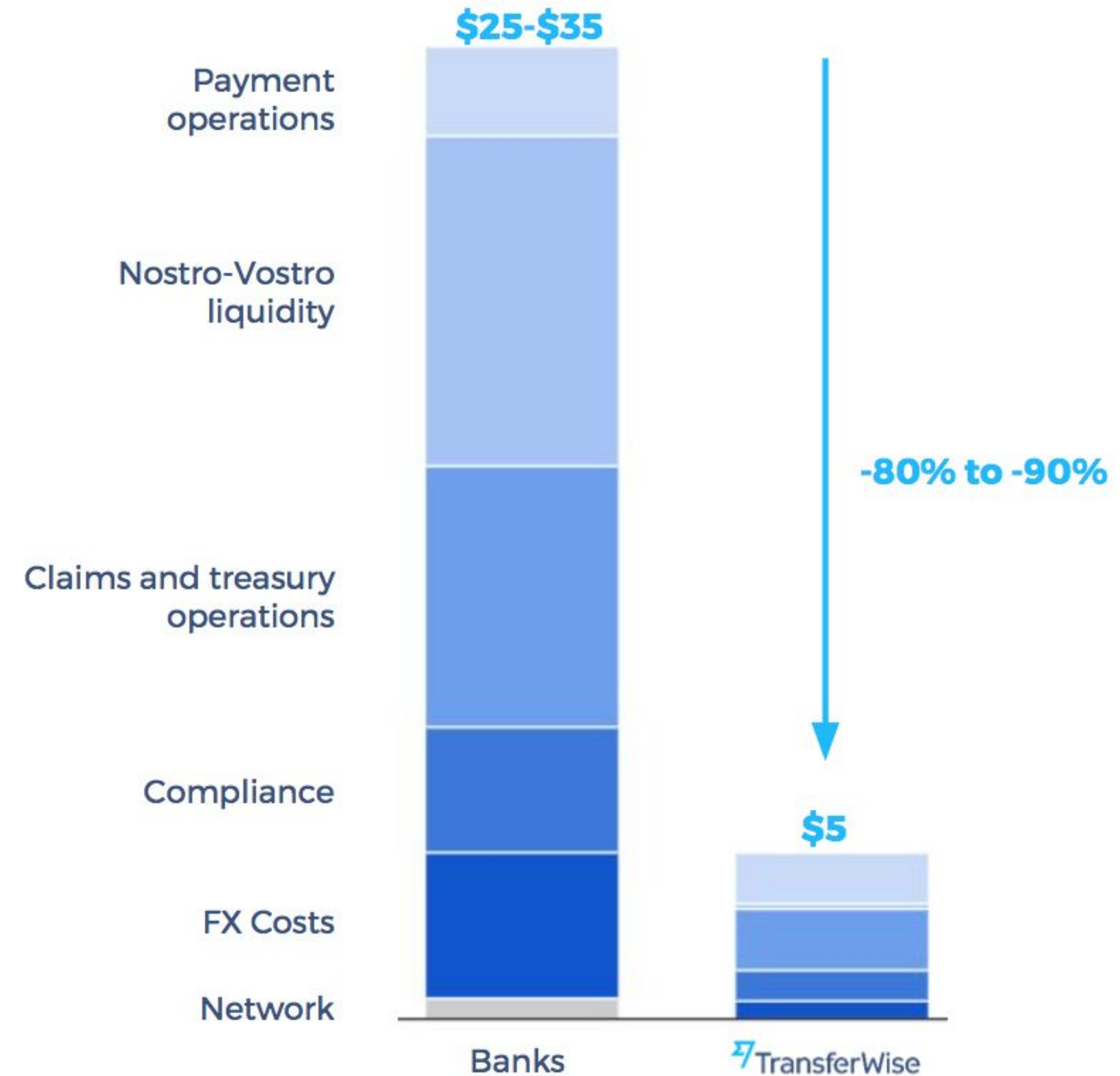
What's the impact

Better technology reduces costs



Our average transfer is **80%** more efficient than banks.

Cost per international payments transaction, average for 2013-2015



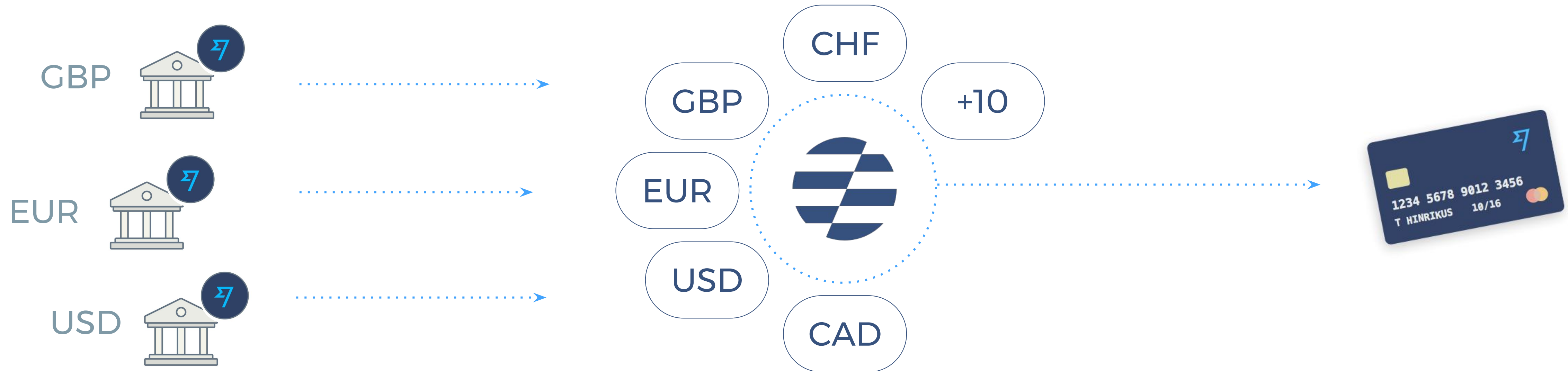


What's next

Money without borders



TransferWise will use its licenses globally to offer local account details, multi-currency balances, and a debit card. These features in unison aim to benefit customers in being able to send, **receive**, and **spend money** with the fair TransferWise exchange rates.



Local account details empower customers in being able to receive local payments in that respective country or region

Multi-currency balances allow customers to hold money on their TransferWise, convert between currencies, and use balances to make transfers or purchases

A debit card allows customers to spend or withdraw funds held in their multi-currency balances via point-of-sale terminals or ATMs

Regulator and payment system support



As TransferWise grows, we aim to create an open dialog with regulators and supervisors; and to contribute to the vision of Fintech and financial services

- TransferWise is now piloting non-face to face verification in Singapore, in cooperation with Monetary Authority of Singapore (MAS)
- Through work with the Reserve Bank of India (RBI), India's foreign exchange guidelines now permit, for the first time, "non-bank entities" to do outward remittances in partnership with a bank
- The Central Bank in Argentina (BCRA) modified the regulation in order to enable non-bank foreign entities to partner with local financial entities to send money to and from the country; it was also modified to enable a global daily report of transactions, instead of manual forms filled in by each sender or recipient
- Direct participation in the UK's Payment Strategy Forum and their *Blueprint for the Future of UK Payments*, to guide enhancement of payment systems past real-time payments and the Bank of England (BOE) plan for non-bank inclusion to RTGS processes



TransferWise

Money without borders

TransferWise.com

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