

Payment Solutions for Partners

At Corpay Cross-Border, we help our partners expand their business channels by offering wider payment capabilities to tap new revenue streams through a spectrum of client and beneficiary onboarding options.

You can feel confident working with Corpay, as we are backed by our parent company, FLEETCOR Technologies, Inc. (NYSE:FLT) a leading global business payments company based in Atlanta, Georgia, USA. FLEETCOR is a Fortune 1000 firm, an S&P 500 member and has USD \$2.4B in annual revenue with a market capitalization of USD \$23B (as of December 31, 2020).



Technology

A spectrum of secure data integration options from your CRM and proprietary platforms to connect you to the most comprehensive global payments gateway in the market.

RESTful API-driven suite of solutions designed to integrate seamlessly into your ecosystem to increase productivity, enhance User Experience (UX) and scale for future growth

Built to rapidly deploy a variety of Go-To-Market strategies enabling faster monetization

Integrate and connect with our entire suite of product solutions and best-in-segment delivery capabilities

Agile pricing models to recognize sensitivities to margin, fees per corridor, and payment modality



Process Workflow

Holistic approach to workflows – native across all platforms and devices, allowing you and your customer to quickly accomplish payments objectives

Seamless beneficiary build, bulk currency acquisition and payment execution through basic file upload or API, accomplishing end-to-end processing tasks with one point of integration

Easily scale your current and future portfolio of customers with flexible onboarding options

Reduce extra costs associated with multiple settlement steps with our direct settlement options - a more efficient processing environment



Product Capabilities

Extend your global payments reach and confidently market to a more profitable pedigree of clients with the most comprehensive global payment coverage:

- 145+ currencies delivered to over 200+ countries
- In-country payment delivery in 117 countries
- Same day payment delivery in 10 currencies spanning over 25 countries
- Local direct deposit payments (iACH) in 34+ currencies to over 60 countries

Stack and organize your entire global portfolio of clients and segregate reporting for account management and data analytics needs

Automate data exchange, payment processing tasks, and daily report reconciliation to streamline the full accounting cycle, saving valuable time that can be spent growing your business

Access a full suite of tools offered on our platform or via API that enable timely and accurate payment delivery, such as IBAN Validation, Bank Look-Up and Regulatory Rule wizards to reduce payment exceptions

Automatic rate guarantees and forward drawdowns via file upload and API to insulate pricing against currency movement

Vendor Portal for payees to self-manage banking information, thereby saving steps, reducing errors, and giving staff back valuable time to perform core business functions

Spectrum of white-label options for faster Go-To-Market



Service Model

Deep engagement to scale the partnership and revenues through ongoing management from the partner team, including joint sales enablement and development of Go-to-Market strategies

Dedicated team of subject matter experts aligned across the globe, providing multinational clients seamless service and continuity 24/6

Initial project and ad-hoc technical support to demonstrate and advise on a wide spectrum of integration options as your business scales and evolves

Support and service delivered with a deep understanding of your client's business needs and aligned within your own set of client Service Level Agreements (SLAs)

Project Management support to manage expectations, bridging stakeholder communication to bring the project successfully across the finish line

Veteran leadership with expertise in professional service engagements who proactively respond to, and solve, even the most challenging integration and automation goals

Sandbox environment for developers to create, test and prove workflow concepts via our API suite to quickly build and validate their client-facing applications and model the user journey



Commerical Revenue Opportunity

Introducing Broker/Referral, Value-Added Resellers (Affiliates), and OEM options for a partnership model that fits your needs

Custom pricing by corridor and payment method to match your clients' volumes and sensitivities

Increase visibility of global spend flowing through platforms to increase monetization opportunities

Corpay[^]

Corpay.com

"Cambridge Global Payments" and "AFEX" are trading names that may be used for the international payment solutions and risk management solutions provided by certain affiliated entities using the brand "Corpay". International payment solutions are provided in Australia through Cambridge Mercantile (Australia) Pty. Ltd.; in Canada through Cambridge Mercantile Corp.; in Switzerland through Associated Foreign Exchange (Schweiz) AG; in the United Kingdom through Cambridge Mercantile Corp. (UK) Ltd.; in Ireland and the European Economic Area on a cross-border basis through Associated Foreign Exchange Ireland Ltd.; in Jersey and the Channel Islands through AFEX Offshore Ltd.; in Singapore through Associated Foreign Exchange (Singapore) Pte. Ltd. and in the United States through Cambridge Mercantile Corp. (U.S.A.). Risk management solutions are provided in Australia through Cambridge Mercantile (Australia) Pty. Ltd.; in Canada through Cambridge Mercantile Corp.; in the United Kingdom through Cambridge Mercantile Risk Management (UK) Ltd.; in Ireland and the European Economic Area on a cross-border basis through AFEX Markets Europe Ltd.; in Jersey and the Channel Islands through AFEX Offshore Ltd.; in Singapore through Associated Foreign Exchange (Singapore) Pte. Ltd. and in the United States through Cambridge Mercantile Corp. (U.S.A.). Please refer to <http://cross-border.corpay.com/brochure-disclaimers> for important terms and information regarding this brochure.