



# Introduction to Conferma Pay

who we are & what we do



# Acceleration, the payment context today

## The next-normal in business payments.

The COVID-19 crisis is having a significant and widespread effect on global payments across sectors. The most striking and potentially lasting impact is an accelerating pace of change in the industry. For the global payments sector, the events of 2020 have reset expectations and significantly accelerated several existing trends:



68%

of employees are working remotely

The average number of employees working remotely grew in 2020, bringing new challenges in individual spend management.

73%

of purchasing spend and 33% of business travel spend is not captured on card

Last year, only 25% of commercial spend was captured on card-based payments, the rest being distributed across ghost accounts, prepaid cards, cash, cheque, and personal card.



39%

of suppliers facing delayed payments from customers

Businesses have encountered new challenges in optimising cash flow.



References:  
The 2020 McKinsey Global Payments Report. NAPCP - Advancing Commercial Card & Payment Practices Worldwide, June 2021; Virtual Cards: Consumer & Business Adoption, Competitive Analysis & Market Size 2020-2025 (Juniper Research); FinExtra; Expanded Runway for B2B Virtual Cards (Windward Strategy); 2019 RPMG Travel Benchmark Survey and 2017 RPMG Purchasing Card Benchmark Survey.

# The shift from physical toward digital payments

Half a decade's worth of change happened in less than one year—in areas that are typically slow to evolve. These accelerated behaviours in response to the COVID-19 crisis caused a fundamental shift in adoption of technologies, ongoing shifts toward e-commerce, digital payments, contactless, instant payments and cash displacement. The imperative to accelerate transformations to a digital-first and more agile organisation has never been greater, and it exists globally.

The overall trajectory for these trends has received a strong push forward:



## Virtual card spend set to double in size

Virtual card spend is expected to double in size from 2020 to 2023. And in 2021 virtual card spending is expected to surpass that of traditional purchasing cards and cheques.

## Cash usage down 45%

ATM usage fell by 47% in April 2020 in India. While the United Kingdom experienced a 46% decline per month on average from March to July 2020.



## 150% growth in contactless usage

This has been the trend in the U.S. since March 2019 - contactless offers a more convenient payment method and more security with virtual payments.

## Bank branches and ATM closures at highest rate

Banks in multiple geographies are closing branches as well as ATMs. In Australia, the top four banks have removed 2,150 ATM terminals and closed 175 bank branches since June 2020.



## \$26 saving with each virtual payment

Businesses want more financial efficiency; admin costs associated with traditional cheques can be cut by \$26 per transaction when using virtual cards.

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The 2020 McKinsey Global Payments Report. NAPCP - Advancing Commercial Card & Payment Practices Worldwide, June 2021; Virtual Cards: Consumer & Business Adoption, Competitive Analysis & Market Size 2020-2025 (Juniper Research); FinExtra; Expanded Runway for B2B Virtual Cards (Windward Strategy); 2019 RPMG Travel Benchmark Survey and 2017 RPMG Purchasing Card Benchmark Survey.

Our vision



**Our vision is to build the world's most partner-centric payment platform;  
a place where success focused businesses come to discover payment  
innovation that moves the needle.**





Who we are

# We are the platform for virtual payment integrators

We partner with major global card issuers, purchasing platforms and travel management companies who trust us to power their solutions.

Together, we remove plastic from payment and deliver integrated virtual cards for business purchases.

## Our technology, wrapped in your brand

Enveloped by our partners' brand, our platform offers a new class of digital payment technology with the perfect combination of ready-made solutions and customisation.

## Our delivery speed is your success

We accelerate the journey. By leveraging a plug and play payment stack, our partners launch products quicker into new and existing markets to deliver a highly efficient, exceptional experience anywhere their corporate customers make payments.

## Our ecosystem is your ecosystem

We invested early for powerful global connectivity and acceptance. Today our partners integrate just once to tap into a consistent payment journey, anywhere their corporate customers make payments.

What we do

# Plastic-free business payments

Powered by Conferma Pay, virtual card solutions help to:

**Digitise cards**

Leverage instantly generated virtual cards to complement or remove physical payment.

**Advance security**

Enhance control and authorisation rules to prevent fraudulent transactions, mitigate misuse and losses.

**Consumerise processes**

Add an edge to the payment value proposition with digital wallets, mobile features and integrated intelligent data processing.

**Capture spend**

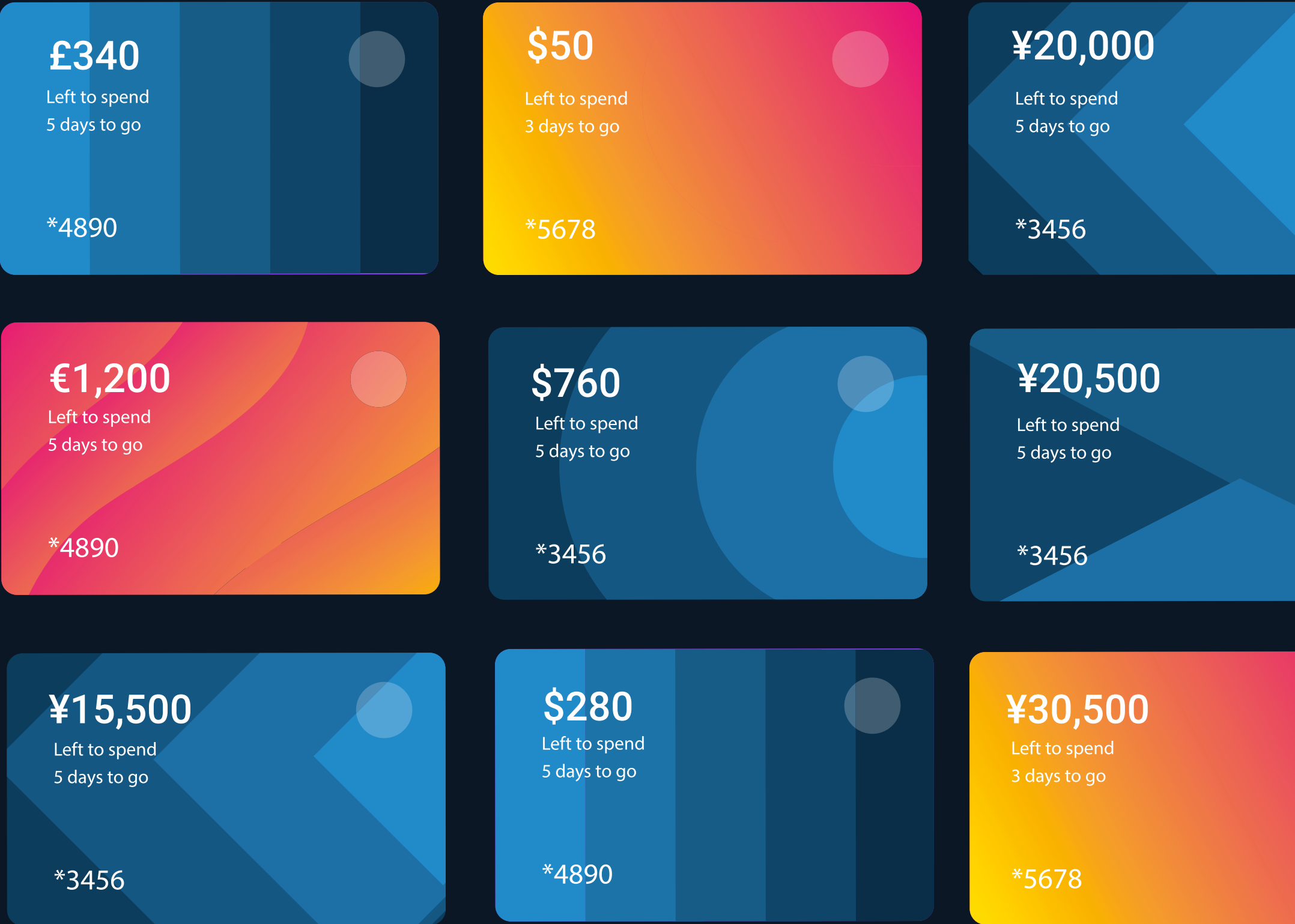
Put digital to work, add dynamism that captures more card spend and drives higher returns.

**Accelerate payment**

Speed up payment with systems integration, reduce admin time with automated reconciliation.

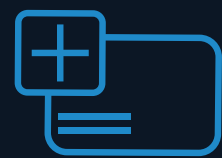
**Transform data**

Increase visibility of business operations, see enriched data in a single place and automate manual processes.



What we do

# Embed virtual payment capability



Instantly issue  
virtual cards



Real-time payment  
controls



Digital wallet  
solutions



Supplier  
payments



Payment  
communication



Straight-through  
processing



Enriched data

## Accelerating supplier payments

Recognising the power of the platform, whether an issuer or spend management platform, partners have repurposed our products to offer virtual card powered B2B payment solutions. White-labelling our products and exposing our APIs has allowed accounts payable teams to discover the benefits of paying suppliers with virtual cards.

## Going mobile

Plastic, whether personal or corporate, continues to dominate incidental payments. Over the past two years, we've invested heavily in extending our platform beyond integrated payments to placing a virtual card into digital wallets. We're bringing the benefits of virtual cards to pockets with an instantly issued card that can be used in-store, in-app or in-transit.

## Power to innovate

We're looking to the next 10 years and how Conferma Pay can continue to enable partnerships and technology to change the way businesses and people pay. Whilst we've created and white-labelled products for our banking partners, we alone cannot keep up with the ever evolving payment use cases. That's why we are expediting our roadmap to dramatically open up our technology platform, ensuring our core services are made available to empower integrators to innovate.



Why

# Better payments make better businesses

## Extend the reach of digital payment to meet business needs

Whether it's an insurance pay out via card provisioned into a customer's phone, a logistics company controlling and tracking fuel spend in real-time or a manufacturer choosing the most efficient way to pay cross border, we're bringing the strength of payment innovation to payment integrators.



### Insurance

Pay out for claims with limited use such as white goods or trade only merchants.



### Disruptions

Push cards to travellers during travel disruptions, avoiding manual reconciliation of vouchers.



### Non-employees

Allow non-employees to make point of sale purchases in restaurants, supermarkets or for fuel.



### Card replacement

Send cards to customers with lost/ stolen cards.



### On-the-go expenses

Avoid employee reimbursements by issuing trip specific expense cards.



### OTA

Choose the best card to pay net fares to suppliers.



### B2B payments

Pay invoices faster with a virtual card that integrates into your P2P platform.



### Entertainment

Issue cards to production team runners to pay for project incidentals.



### Corporate T&E

Improve reconciliation by integrating cards into managed T&E processes.



### Vouchers

Stop issuing paper meal vouchers for use in staff canteens or supermarkets.



### Petty cash

Reduce liability by removing cash and sending temporary cards to employees.



### Marketing

Pay marketing costs such as advertising or materials using virtual cards.



How we work

# Powering payment behind the scenes

**Conferma Pay acts as a 'network of networks' connecting the established worlds of banking, B2B payment and corporate travel booking. This brings consistency, transparency and security to some of the most complex purchasing ecosystems. It makes business payment safer, faster, more efficient.**

## **The link to corporate travel payments - T&E**

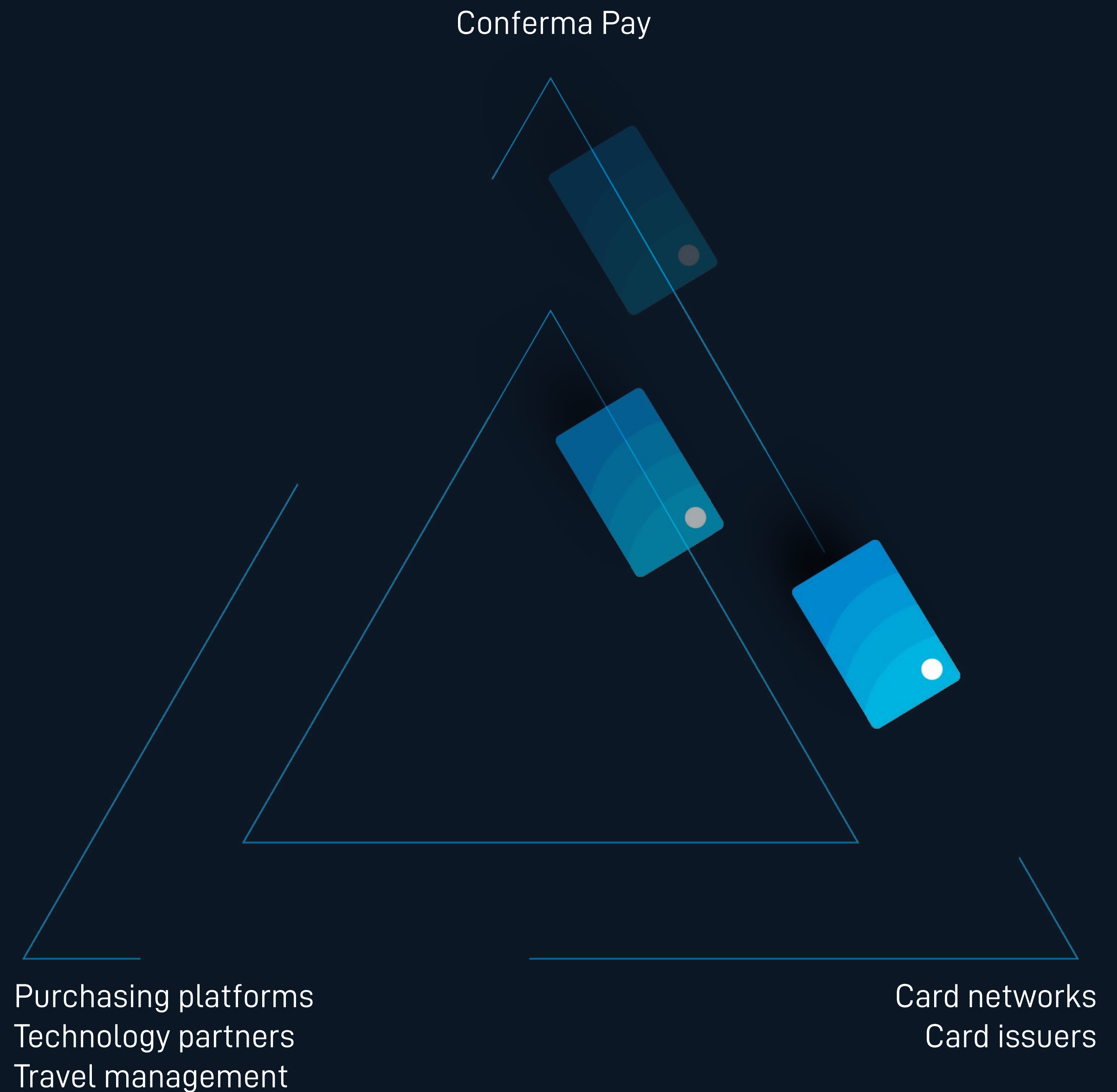
We connect card issuers, Travel Management Companies, travel technology platforms and suppliers in one consistent payment journey. This helps businesses to fully understand the cost of each trip, drastically reduces manual reconciliation and limits fraud exposure.

## **The link to supplier payments - B2B**

We connect card issuers, purchasing platforms and merchants in one consistent virtual payment journey. This provides the businesses they serve with digital solutions that accelerate supplier payments, maximise card spend opportunities, lower the risk of fraud and remove costly manual effort from approval and reconciliation processes.

## **Linking data - Reporting & reconciliation**

Starting early in the payment journey we link all payment information from the creation of a virtual card to its transactional data. This offers unrivalled spend visibility and transparency to finance teams in a single place.

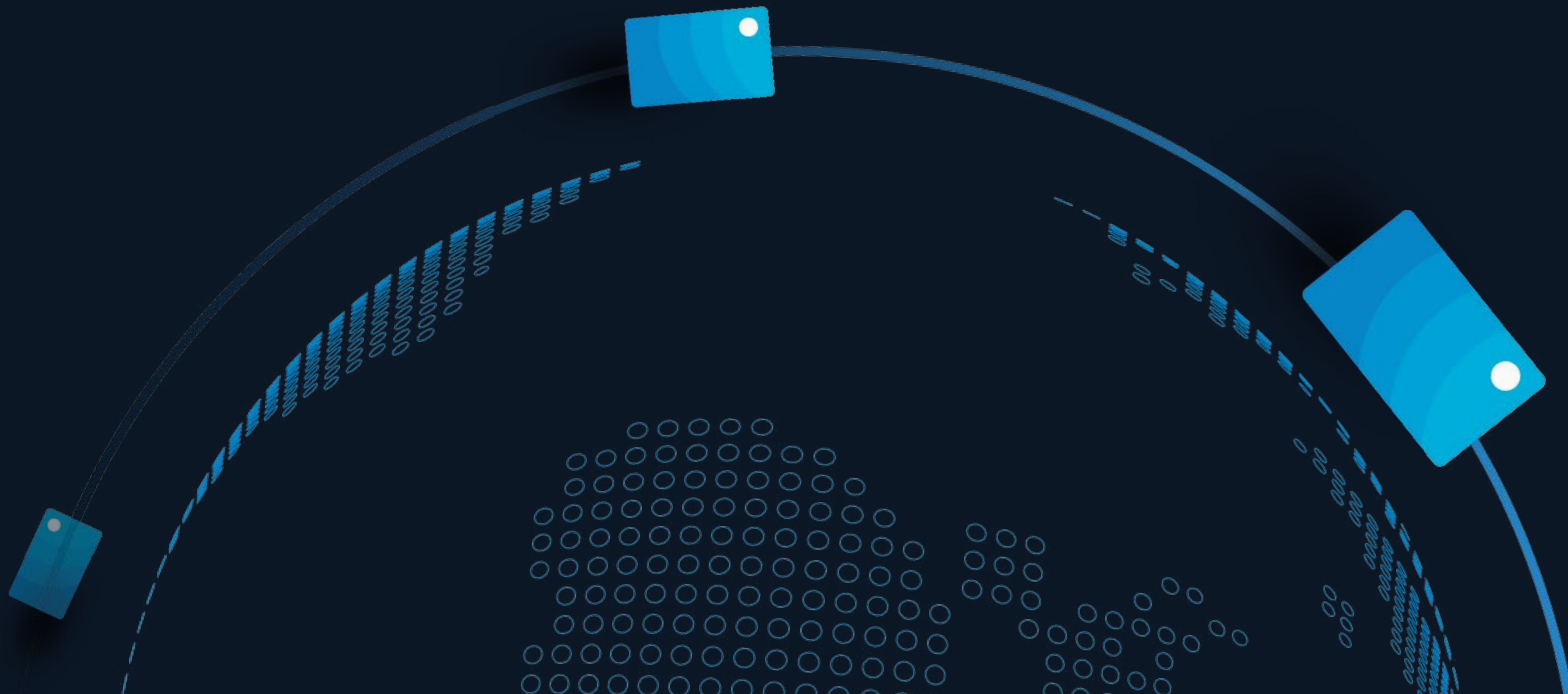


Who we work with

# Our ecosystem is your ecosystem

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**We invested early to connect to all parties of the global payment ecosystem. Today our partners integrate just once to tap into a consistent payment journey. Linking all global purchasing systems through 50 commercial card issuers, all global distributions systems (GDSs) and travel management companies (TMCs) in over 190 countries and 100 currencies.**





# The future is already here

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How payments are made and received is central  
to business success

## Let's build something great together