

**TransferMate** GLOBAL PAYMENTS **ING**

**Global Payment Partnership Solution for Student Accommodation Companies**

1

**TransferMate** GLOBAL PAYMENTS

TransferMate is a globally regulated, Online Payments Solution which greatly improves the international payments process for Universities, Student Accommodation Companies, Agents & International Students.

Our investors and strategic partners include ING and AIB

**ING** **AIB**

www.transfermateeducation.com **ING**

2

**ING and TransferMate**

**ING**

The Smarter Way to Send & Receive Business Payments Internationally

- The TransferMate innovative solution, with the security and stability of ING
- Client's contract with ING, like any other ING services, through the familiar channels

www.transfermateeducation.com **ING**

3

**Benefits of TransferMate**

- Specifically tailored to the student accommodation industry
- Offers a secure and fast way to make and receive international payments
- Eliminates all the costs and administration associated with international payments
- Established in 2009, TransferMate emerged from the Sabal Group
- Our global footprint encompasses 30 offices worldwide and we do business across 100 countries on a daily basis

Logos: UNIVERSITY OF AMBRIEKE, PRIMA, GREYSTAR, prime, GSA, THE COO, fortis, UNIVERSITY OF BRISTOL, ENVIRO, StarRez, TC&C online, truflex, U, St Hugh's College, UNIVERSITY OF BRISTOL, UNIVERSITY OF BRISTOL

www.transfermateeducation.com **ING**

4

**TransferMate** GLOBAL PAYMENTS

**360** Payment Solution

DOMESTIC PAYMENT SOLUTION, INCOMING PAYMENT SOLUTION, OUTGOING PAYMENT SOLUTION, AGENT PAYMENT SOLUTION, FREE AUTOMATIC REBILLING SOLUTION

www.transfermateeducation.com **ING**

5

**Frequent Challenges**  
RECEIVING International Payments

- Negative Cashflow**  
Waiting days for international banks to transmit your overseas payments to you
- Unexpected Bank Charges**  
Very often, the amount you invoice does not equal the amount you receive
- Time Consuming**  
Due to missing reference numbers, your international receivables can often be difficult to reconcile

www.transfermateeducation.com **ING**

6

### Benefits of TransferMate

- Quick Transfers:** Payments made within 48 hours.
- Less Administration:** Payments are tracked, error labelled with transaction number.
- Receipts:** Payment receipts are issued to the student including student queries to staff.
- Reporting & Queries:** Access to online reporting and customer service team.
- No Bank Fees to Receive Payment:** Receive the full amount every time with no international fees.
- Commission Payments/ Refunds/Provisional Funding:** These are processed in the local currency free of charge via TransferMate.

www.transfermateeducation.com

7

### Client Savings - Example

RECEIVING International Payments

**Savings Model:**  
The most common methods of making international student accommodation are credit card payments and international wire transfers, both incur a large fee for the student accommodation provider.  
The figures in this model are based on 2,500 international students paying €8,000 each.

<p>50% of students pay by credit card:</p> <ul style="list-style-type: none"> <li>Number of students: 1,250</li> <li>Fees: €</li> <li>Total fees due to the institution: €6,250,000</li> <li>2% Merchant fee to the institution: <b>€125,000</b></li> </ul>	<p>50% of students pay by international wire transfer:</p> <ul style="list-style-type: none"> <li>Number of students: 1,250</li> <li>Bank fees charged to the institution to receive international transfer (average of €20 per payment): <b>€25,000</b></li> </ul>
---	---

**Total saving to the Accommodation Company per annum: €150,000**

www.transfermateeducation.com

8

### Client Savings - Example

RECEIVING International Payments

- Reduced Administration:** Company receiving 200 International Payments per month. Save an average 9 minutes administration time X 200 payments / month = 53 admin days per year.
- Significant Savings:** Save an average fee of €20 per transaction X 200 payments = **€40,000 annually.**
- Improved Cashflow:** Increase international accounts receivable cash flow by a minimum of **3 business days.**

www.transfermateeducation.com

9

### Bank Comparisons

Using Traditional Bank	Using TransferMate
No more direct payment due to bank fees or intermediary bank fees	Receive 100% of the total amount
Unable to Allocate Payments	Receive Exact Amount Due
Incorrect Amount Received (our team & international bank charges)	No more Unallocated Payments
Fullly reconcile with name and transaction number	

www.transfermateeducation.com

10

### Multi-Currency Credit Card Solution

- TransferMate has multi-currency Credit Card option with 30+ currencies supported
- Eliminates all merchant fees for clients and ensure 100% of credit card payments are received

www.transfermateeducation.com

11

### 24/7 CUSTOMER SERVICE

Skype Live Chat Phone Email

www.transfermateeducation.com

12

**Choices of Platforms**

- iFrame**  
Embedded Webpage
- Stand Alone**  
Web Link on Page
- API**  
Programming Interface

13 [www.tranformentor.com](http://www.tranformentor.com) **ING**

13

**How a Student Makes a Payment**

The system allows international payments to be made via local banking networks where transfers can be made in sender's own currency while retaining a preferential exchange rate. As payments are made locally there are no wire or receiver fees.

**STUDENTS**  
COUNTRY: \*\*\*\*\*  
TranforMentor Bank Account  
Student credits the TranforMentor account locally.

**BENEFICIARY**  
COUNTRY: \*\*\*\*\*  
TranforMentor Bank Account  
TranforMentor completes the payment to the University from our local account in your country, reconciled, with zero bank charges.

14 [www.tranformentor.com](http://www.tranformentor.com) **ING**

14

**Back End Admin**

- Online payment tracking capabilities.
- Daily remittance reports.
- Can monitor, identify, and allocate payments.
- Report filter functionality.
- Reduces work load of Income and Admission teams.

15 [www.tranformentor.com](http://www.tranformentor.com) **ING**

15

**Automatic Refund System**

- Refunds the student back into their originating account.
- Saves time for your income teams.
- Bulk refund option.

16 [www.tranformentor.com](http://www.tranformentor.com) **ING**

16

**Outgoing Payment Solution**  
**MAKING** International Payments

- No manual input required
- Simple file exchange - allows up to 10,000's payments in one file upload
- LIVE RATES booked - No updating of historical rate changes
- Rate booked is the rate agreed
- Faster than traditional correspondent banking and SWIFT networks

17 [www.tranformentor.com](http://www.tranformentor.com) **ING**

17

**Outgoing Payment Solution**  
**MAKING** International Payments

- No double entry or manual reconciliation - rates quoted the same as rates booked
- ERP integration Intuit, Sage, SAP, QuickBooks
- Automatic reconciliation of FX gain/loss
- Multiple signatory sign offs available for security purposes
- No banking fees and FX savings

18 [www.tranformentor.com](http://www.tranformentor.com) **ING**

18

### Anti - Money Laundering

**Payment Institution**  
As a licensed and regulated Payment Institution we protect client monies as follows:

- Hold all client funds in segregated client funds account.
- Reconcile the client accounts on a daily basis.
- Hold capital against each transaction that it processes.

**Security**  
All parties involved in a transaction are screened against 48 international sanction lists including OFAC, HMT Sanction list, FBI most wanted, Torontolis List, Interpol's most wanted.



10 [www.transfermateeducation.com](http://www.transfermateeducation.com) 

19

### Anti - Money Laundering

**Professional Indemnity Insurance**  
TransferMate has a professional indemnity insurance policy that protects monies for up to 12 million per transfer.

**Website Security**  
The TransferMate website uses Secure Socket Layer (SSL) and 256 bit encryption to protect university and student data ensuring 100% security for all payments.



20 [www.transfermateeducation.com](http://www.transfermateeducation.com) 

20

### References

Our client, Birmingham City University, has been awarded, among the accolades, the title of Payment Institution for the first time in its history and we are proud to be a part of this achievement. We are pleased to have been selected as the preferred payment provider for Birmingham City University, a leading international university.

TransferMate is a globally registered payment solution. We are proud to be a part of this achievement. We are pleased to have been selected as the preferred payment provider for Birmingham City University, a leading international university.

**TransferMate**  
Birmingham City University, UK

Our client, St. Hugh's College, has been awarded, among the accolades, the title of Payment Institution for the first time in its history and we are proud to be a part of this achievement. We are pleased to have been selected as the preferred payment provider for St. Hugh's College, a leading international university.

TransferMate is a globally registered payment solution. We are proud to be a part of this achievement. We are pleased to have been selected as the preferred payment provider for St. Hugh's College, a leading international university.

**TransferMate**  
St. Hugh's College, Canada

21 [www.transfermateeducation.com](http://www.transfermateeducation.com) 

21

### Case Studies

Birmingham City University



- Partnered with TransferMate in 2016.
- TransferMate can be found on their website: [matters/payments/paymentstudies](https://www.bcu.ac.uk/matters/payments/paymentstudies)
- BCU is set up on the TransferMate server where we send a CSV file every day with all of the paid payments for the previous day which they can then automatically upload into their ERP system - this vastly improved their reconciliation period as all of the information is sent every day to the same location that they have ready to hand.
- BCU has student dormitories on their TransferMate portal so they can control who can register payments, meaning they meet their very increased payment registrations.
- Partnering with TransferMate has significantly improved their payment time. Before students would pay by normal bank transfer which can take anywhere from 3-7 days depending on the country but with TransferMate payments are processed in 48 hours.
- Students are saving significantly. Before they would pay their bank an international transfer fee and the intermediary banks along the way would also apply to the banking the payment short. This also saved the BCU staff a lot of time as they do not need to chase students on short payments on their bank with TransferMate.
- TransferMate is fully compliant with GDPR regulation to further make the payment collecting process easier for BCU.

22 [www.transfermateeducation.com](http://www.transfermateeducation.com) 

22

### Case Studies

St. Hugh's College



- Partnered with TransferMate in 2017.
- Part of the University of Oxford
- TransferMate can be found on their website: <https://www.sthughs.ca/college/universityofoxford/finance/using-payments-online/>
- St. Hugh's opted to create a stand alone link, which they included on their website, and notice letter as an additional payment option for their students.
- St. Hugh's were having difficulties with receiving short payments from students and not being able to identify which students had paid in order to collect the short amounts. With TransferMate payments are now identified with the full amount it saves their finance team a lot of time.
- See below Feedback from Inside the Finance Office at St. Hugh's (shared from a Canadian student)

(Overall, I think it's a fantastic initiative. It's very simple to use, and reduces the complexity of trying to pay through my bank which is a huge pain and also has associated conversion fees). Thanks so much for installing this system for those of us located outside of the UK.

23 [www.transfermateeducation.com](http://www.transfermateeducation.com) 

23



**TransferMate** 

**THE EASIER & SAFER WAY TO PAY**  
START SAVING MONEY TODAY!

TransferMate is a globally registered payment solution. Visit our registration site.

[www.transfermateeducation.com](https://www.transfermateeducation.com)

24

24