

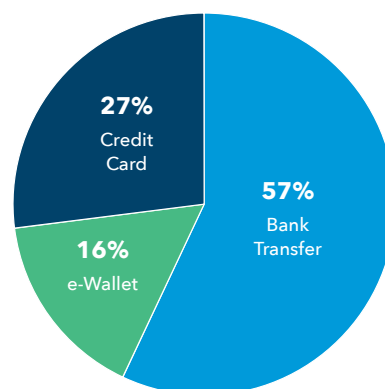
CHINESE PAYMENT METHOD COMPARISON

Chinese payers need familiar options with broad country coverage to make international payments. With Flywire, they get just that.

AVAILABLE PAYMENT METHODS IN CHINA

FLYWIRE	COMPETITOR
Bank Transfer	Bank Transfer
UnionPay	UnionPay
E-Wallet	E-Wallet
Visa	x
MasterCard	x
eBanking	x

PREFERRED PAYMENT METHODS IN CHINA

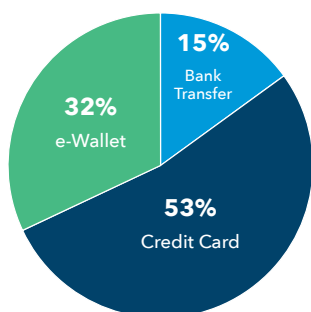


Based on number of payments from China between 11/1/14-11/1/15. Source: Flywire

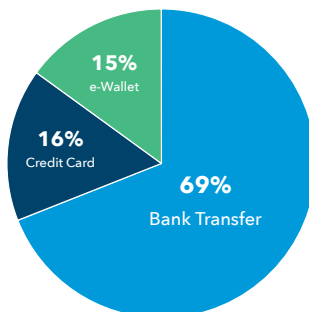
PREFERRED METHODS BY PAYMENT SIZE

Chinese students overwhelmingly prefer bank transfers for large payments, but like the convenience of credit cards and electronic payments for smaller amounts.

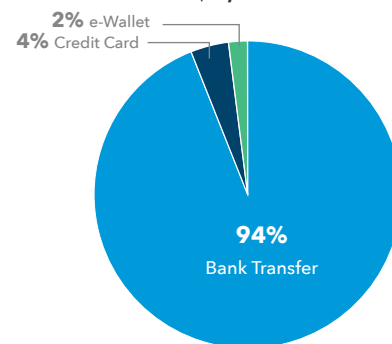
\$0 - \$1,000



\$1,000 - \$5,000



\$5,000+



BANK TRANSFER COMPARISON

Bank transfers tend to be the lowest cost CNY method. Only Flywire serves all of China, regardless of bank or province.

METHOD SUMMARY	FLYWIRE	COMPETITOR
Instant visibility into currency exchange cost	Yes	No
Exchange rates backed by "Best Price Guarantee"	Yes	No
Exchange rate lock	8 days	3 days
24x7 customer service, including WeChat	Yes	No
Single session payment experience	Yes. Bank transfer instructions given immediately upon payment booking.	No. Payer must re-enter payment information at a second website in order to receive bank transfer instructions.
Student dashboard for self-service and payment tracking	Yes	No
SMS/Text updates on payment status	Yes	No
Proactive outreach to payer to help complete required documents	Yes	No

ONLINE METHODS COMPARISON

Flywire offers a range of online payment solutions featuring familiar brands and methods for Chinese payers.

STUDENT BENEFITS	FLYWIRE	COMPETITOR
Instant visibility into currency exchange cost	Yes	No
24x7 customer service, including Live Chat	Yes	No
Offers #1 E-Wallet option	Yes	No
Single session payment experience	Yes. Payment is made on a single site and information is carried through to avoid the need for duplicate entry of data.	No. Requires multiple payment sites, double entry for personal information, and PDF pop-up forms.
Student dashboard for self-service and payment tracking	Yes	No
SMS/Text updates on payment status	Yes	No
Translated payment experience in Chinese	Professional translation company	?

