

Definitions

April 16th 2020

"Basic" product

- This product targets Fintech and Betting projects needing an eWallet solution which is compliant and regulated.
- Solely provides virtual Prepaid Cards
- Only pre-approved co-branding templates can be used for card design
- Access Solely via an API
- Management of the program and pre-funding take place via a "Management Console"
- card numbers (PAN) are transmitted directly to consumers via a secure (SSL) link
- Tokenization of the card PAN is available for debit- and credit transactions by the partner
- A limit of 100,000 Prepaid cards issued per license
- No PCI certification needed for the partner

"Classic" product

- This product is targeted at MicroFinance Banks and other co-branded Prepaid card projects
- the Classic product provides Access to both virtual- and Physical Prepaid Cards
- Only pre-approved co-branding templates can be used for card design
- Access is provided via an API or a range of standard templates for Web, App, USSD and WhatsApp
- Management of the program and pre-funding take place via a "Management Console"
- card numbers (PAN) are directly to consumers via a secure (SSL) link
- Tokenization of the card PAN is available for debit- and credit transactions by the partner
- A limit of 250,000 Prepaid Cards issued per license
- No PCI certification needed for the partner

"Standard" product

- This product targets "System Aggregators" or partners who need free branding options
- provides Access to both virtual- and Physical Prepaid Cards
- Freedom of card design, subject to VISA/Mastercard approval
- Access is provided via an API or a range of standard templates for Web, App, USSD and WhatsApp
- Management of the program and pre-funding take place via a "Management Console"
- card numbers (PAN) are transmitted directly to consumers via a secure (SSL) link
- Tokenization of the card PAN is available for debit- and credit transactions by the partner
- Unlimited Prepaid Cards issued per license
- No PCI certification needed for the partner

"Enterprise" product

- This product is targeted at Banks and other financial institutions with their own issuing license with VISA or Mastercard
- provides Access to both virtual- and Physical Prepaid Cards
- Freedom of card design, subject to VISA/Mastercard approval
- Access via an API or a range of standard templates for Web, App, USSD and WhatsApp
- Management of the program and pre-funding take place via a "Management Console"
- card numbers (PAN) are transmitted directly to consumers via a secure (SSL) link
- Tokenization of the card PAN is available for debit- and credit transactions by the partner
- Unlimited Prepaid Cards issued per license
- PCI certification required for the partner

BANCORE PLATFORMS PRICELIST - APRIL 2020

	Basic	Classic	Standard	Enterprise	
Virtual prepaid cards	X	X	X	X	
Plastic prepaid cards		X	X	X	
Pre-defined co-branding prepaid card templates (have to include Monny.me logo)	X	X			} Subject to approval by VISA or Mastercard
Free Prepaid card branding subject to VISA/Mastercard approval			X	X	
Shared BIN w/Monny.me	X	X			
Sub-BIN assigned			X		
Own independent BIN				X	
Secure Prepaid Card number presentation for consumers (PAN)	X	X	X	X	
Card PAN tokenization for credit- and debit transactions	X	X	X	X	
Admin Console for managing preloading of funds and reporting	X	X	X	X	
Templates for USSD, WEB and Mobile WEB	X	X	X	X	} Co-branding options identical to prepaid card options
Mobile App		X	X	X	
API for integration into partner solution	X	X	X	X	
PCI certification needed by partner				X	
Maximum number of prepaid cards issued	100,000	250,000	Unlimited	Unlimited	
Shared NIBSS integration (via Bancore)	X	X	X	X	} For standard & enterprise it is optional to use Bancore's shared NIBSS integration or having Bancore assisting implementing the partners own NIBSS license
Own NIBSS integration			X	X	
Service level agreement	Optional	Optional	Optional	Optional	
International spending	X	X	X	X	
NGN prepaid card support	X	X	X	X	
USD prepaid card support	X	X	X	X	
Revenue generating services shared					
- Interchange	X	X	X	X	
- OIF	X	X	X	X	
- Card related services	X	X	X	X	
- Marketplace value added services	X	X	X	X	
MarketPlace					
- Prepaid airtime (global)	X	X	X	X	eBillspay
- Utility bill payment	X	X	X	X	
- Health insurance (Hygia HMO)	X	X	X	X	
- General insurance products (Allianz)					
- Mobile phones on installments	X	X	X	X	} Subject to consumer approval by service provider
- VISA Direct	X	X	X	X	
- Mastercard Send	X	X	X	X	
- Global money sending	X	X	X	X	
- Cash-out via global agent network	X	X	X	X	
- Cardless ATM	X	X	X	X	
- Transfer to bank accounts globally	X	X	X	X	All major banks via IBAN
- Transfer to eWallets	X	X	X	X	MTN Money, Paga, Orange wallet, mPesa
INITIAL PROGRAM FEES (ALL IN USD)					
Initial Program Implementation Fee	1,000	5,000	25,000	35,000	Payable upon execution of the Agreement - Per BIN/Country
System Maintenance Fee - incl. 1st level support within normal work hours	250	500	1,000	1,000	Per month per BIN/Country
SLA - Enhanced 24/7 Support and Service Level Guarantee	250	500	1,000	1,000	Per month per BIN/Country
3D Secure (OTP) Implementation Fee	Included	Included	Included	10,000	Per BIN/Country
Additional country initial program implementation Fee (excl. 3D secure)	500	2,500	12,500	17,500	Per BIN/Country
Custom Development (if and when requested)	Per request	Per request	Per request	Per request	
ACCOUNT ACTIVATION FEES (ALL IN USD)					
One-time Account Setup Fee per Card for Virtual NGN cards					Payable one-time upon initial Card activation
- First 100,000 cards	0.02	0.02	0.02	0.02	
- 100,000 to 250,000 cards	N/A	0.015	0.015	0.015	
- 251,000 - 500,000 cards	N/A	N/A	0.012	0.012	
- 500,001 to 1,000,000 cards	N/A	N/A	0.010	0.010	
- > 1,000,000 cards	N/A	N/A	0.008	0.008	
One-time Account Setup Fee per Card for Plastic NGN cards					Payable one-time upon initial Card activation
- First 100,000 cards	0.08	0.08	0.08	0.08	
- 100,000 to 250,000 cards	N/A	0.07	0.07	0.07	
- 251,000 - 500,000 cards	N/A	N/A	0.06	0.06	
- 500,001 to 1,000,000 cards	N/A	N/A	0.05	0.05	
- > 1,000,000 cards	N/A	N/A	0.03	0.03	
One-time Account Setup Fee per Card - Virtual/Plastic USD cards					Payable one-time upon initial Card activation
- First 100,000 cards - Virtual	0.50	0.50	0.50	0.5	
- 100,000 to 250,000 cards	N/A	0.40	0.40	0.4	
- 251,000 - 500,000 cards	N/A	N/A	0.30	0.30	
- 500,001 to 1,000,000 cards	N/A	N/A	0.20	0.20	
- > 1,000,000 cards	N/A	N/A	0.10	0.10	
Plastic card production cost					Min. Quantity is 1500 cards per order, payable upfront
- 1,500 - 5,000 cards w/Chip, NFC, preso, packaging/printing and distribution	2.50	2.50	2.50	2.50	
- 5,001 - 10,000 cards w/Chip, NFC, preso, packaging/printing and distribution	2.25	2.25	2.25	2.25	
- 10,001 - 20,000 cards w/Chip, NFC, preso, packaging/printing and distribution	2.00	2.00	2.00	2.00	
- 20,001 - 35,000 cards w/Chip, NFC, preso, packaging/printing and distribution	1.75	1.75	1.75	1.75	
- above 35,000 cards cards w/Chip, NFC, preso, packaging/printing and distribution	1.50	1.50	1.50	1.50	
Annual Card Maintenance Fee (per card - both Virtual and Plastic)	0.00	0.00	0.00	0.00	
BVN Verification Fee (per verification in Nigeria)	0.50	0.50	0.50	0.50	
Revenue share for partner on all revenue streams (Interchange, OIF and Marketplace)	40%	40%	50%	60%	
OTHER FEES & COST (ALL IN USD)					
Transaction fees incl. Balance inquiries, denials & other non-revenue bearing transactions	0.00	0.00	0.00	0.00	No partner fees for transactions by their copsumers
SMS messaging from processor incl. Transaction alerts	0.01	0.01	0.01	0.01	Fee per SMS message - can be de-activated
Customer service (Tier-2 only)	2.50	2.50	2.50	2.50	Tier-2 only (business support) - per inquiry
Dispute resolution (not including financial network charges)	12.50	12.50	12.50	12.50	