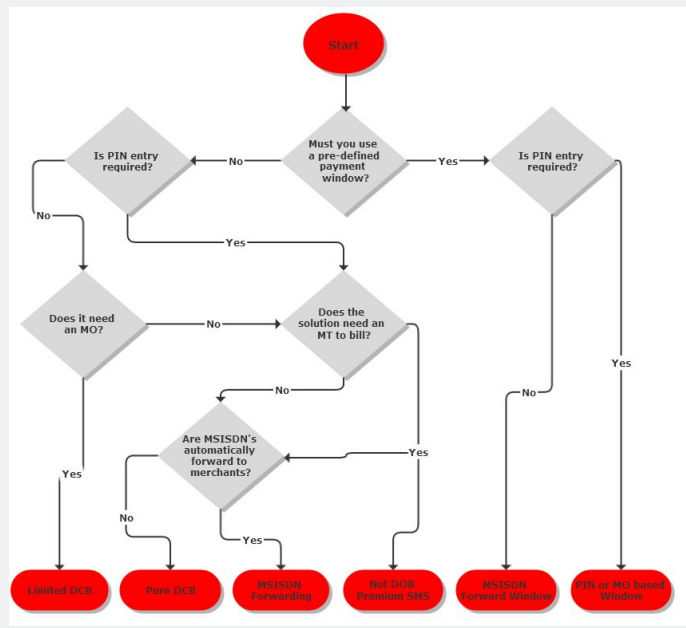


DCB versus relario PAY

| | Direct Carrier Billing | relario PAY (OTT micro payments) |
|------------------|--|---|
| Content Approval | <p>Content needs approval with mobile carrier (takes long time)</p> <p>Separate approval for each mobile carrier/country</p> <p>(varies per country: limited DCB, pure DCB, MSISDN Forwarding, MSISDN Forward Window, PIN or MO, indirect operator billing Premium SMS)</p> | <p>Minimal compliance check done by relario only and for ALL origins. Usually takes less than 2 hours but 24 hours max.</p> |
| Integration | <p>API integration may vary per country</p> | <p>One API integration (maximum 7 days) allows complete access to 500+ mobile networks worldwide instantly after integration</p> |
| Flow | <p>Usually uses two factor authentication method (MO, MT)</p> <p>User sends one SMS to local shortcode (MO) and gets charged a preset amount defined by merchant</p> | <p>1 click flow, no double confirmation 0 click flow for apk apps (android)</p> <p>User sends multiple SMS to regular international numbers with a single or zero click and gets charged the rate for regular international SMS</p> |

| | | |
|--------------------------|--|--|
| Payment Terms | Payment terms start from net 60 or more | Weekly or monthly payment terms |
| Currency | Local currency will be converted at floating rate | Fixed payout in hard currency only (EUR or USD) |
| Fees and Payout | Payout for merchant is determined by a complicated calculation based on the user rate from which local taxes, operator sharing, payment platform sharing, withholding tax, etc. are deducted | Flat rate payout per sms (2 eur cents/sms) 1 transaction can have up to 50 sms (maximum 1 eur payout) |
| Chargebacks | Chargebacks (refunds, subscription cancellation etc.) | No chargebacks for legal traffic |
| User intelligence | End user remains anonymous to merchant | Merchant automatically gets user's mobile number from relario PAY API and hence can use it for retargeting |
| Fraud protection | Varies | Automated anti-fraud protection |

Diagram



https://clients.txtnation.com/attachments/token/xibqsexdvp_pdx/?name=DCB+Billing+flow+%28%29.png

