

A background image showing two hands holding smartphones. The left hand holds a phone with a green screen displaying the WeChat Pay logo and text. The right hand holds a phone with a blue screen displaying the Alipay logo and text. The background is slightly blurred, showing a desk with papers and a pen.

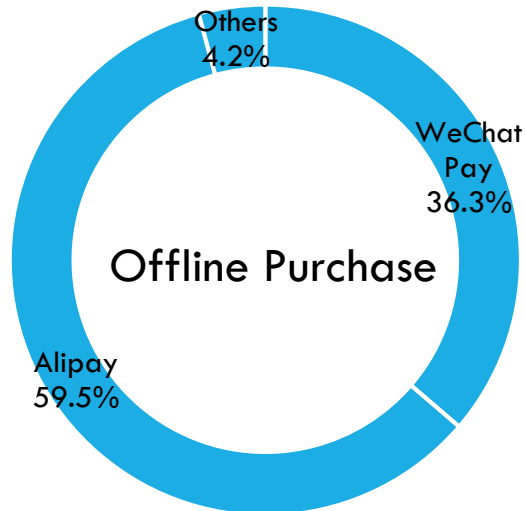
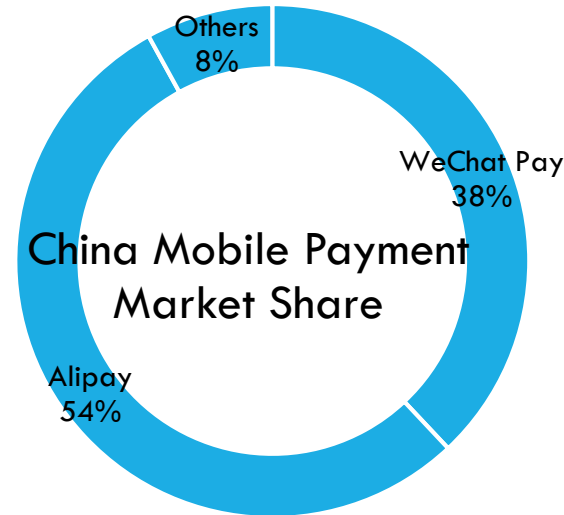
HOW CAN CHINESE MOBILE PAYMENT  
SOLUTIONS GROW YOUR BUSINESS.

The logo for GlobePay, featuring a stylized blue 'G' icon with a white card-like shape inside, followed by the word 'GlobePay' in a blue sans-serif font, with 'Pay' in green.

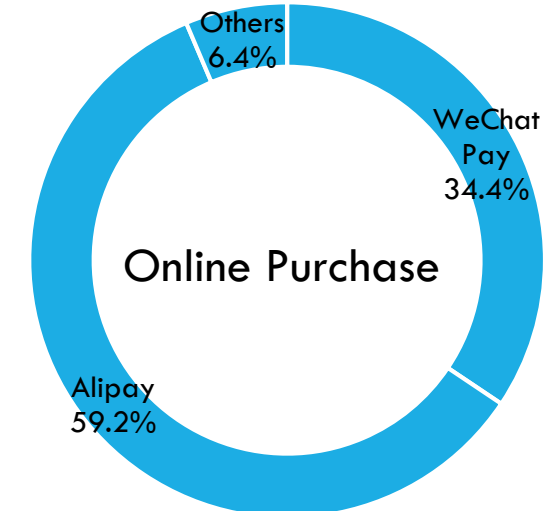
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# AN OVERVIEW OF CHINA MOBILE PAYMENT MARKET

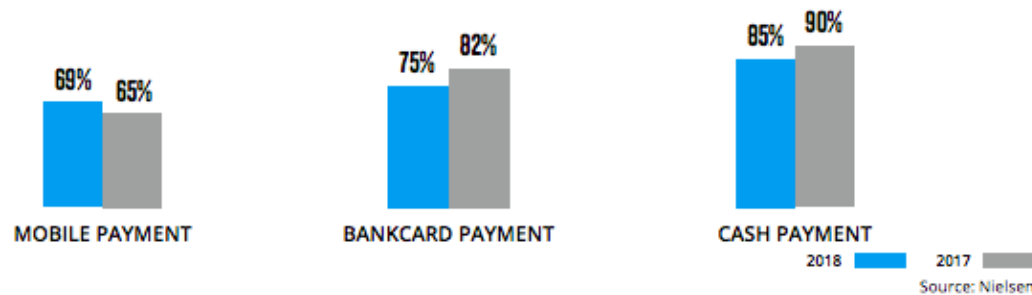


2018 Q1 CHINA MOBILE PAYMENTS –  
PAYMENT PREFERENCE SURVEY  
Transaction volume CNY 40.36 trillion (approx.  
USD5.87 trillion)



# THE USE OF MOBILE PAYMENT BY OUTBOUND CHINESE TOURISTS

THE USAGE RATE OF MOBILE PAYMENT DURING OVERSEAS TRAVEL BY CHINESE TOURISTS



LIKELY TO USE MOBILE PAYMENT MORE



LIKELY TO MAKE ME MORE WILLING TO SHOPPING



Source: Nielsen

Use of mobile payment by outbound Chinese tourists is growing rapidly. The proportion of outbound Chinese tourists using mobile payment has risen to 69%.

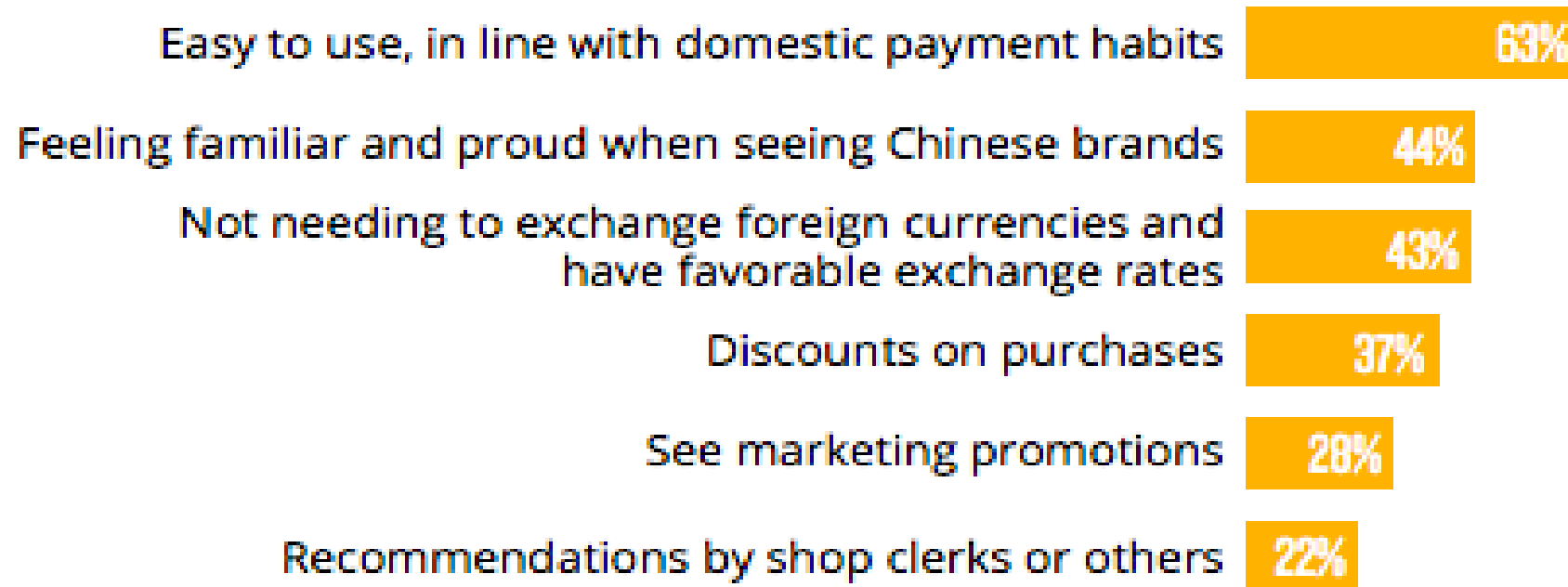
In 2018, 69% of outbound Chinese tourists used mobile payment while abroad, up by 4% from the previous year. This year saw considerable changes in Chinese tourists' payment methods while abroad.

In 2017, 65% of Chinese tourists used mobile payment, a figure that was 25 and 17 percentage points lower, respectively, than the traditional payment options of cash (90%) and bank card (82%).

In 2018, the usage rate of mobile payment rose to 69%, while the two traditional payment methods registered lower use rate. As a result, mobile payment greatly narrowed the gap with cash and bank card payments.

# REASONS FOR USING MOBILE PAYMENT

## REASONS FOR USING MOBILE PAYMENT



Source: Nielsen

# HOW WECHAT PAY AND ALIPAY WORKS?



WeChat Payment Demo



Alipay payment demo

# HOW WECHAT PAY AND ALIPAY WORKS?

Several benefits for consumer using WeChat pay and Alipay:

1. Competitive currency exchange rate
2. Pay in local currency
3. Convenient and instant
4. Red packet and coupons



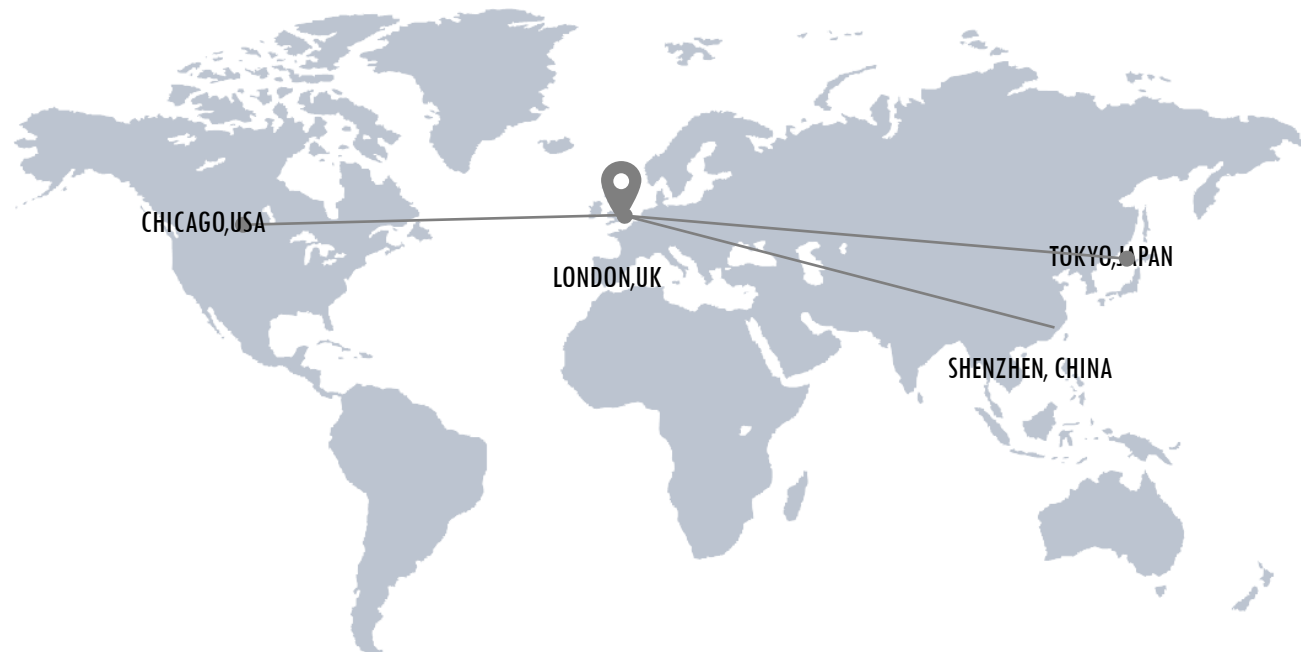
Benefits for merchant to support WeChat and Alipay:

1. Help make Chinese customers feel at home.
2. Instantly payment, saving time
3. Consumer data is collected and stored in CRM, which can later be used for data analysis and marketing



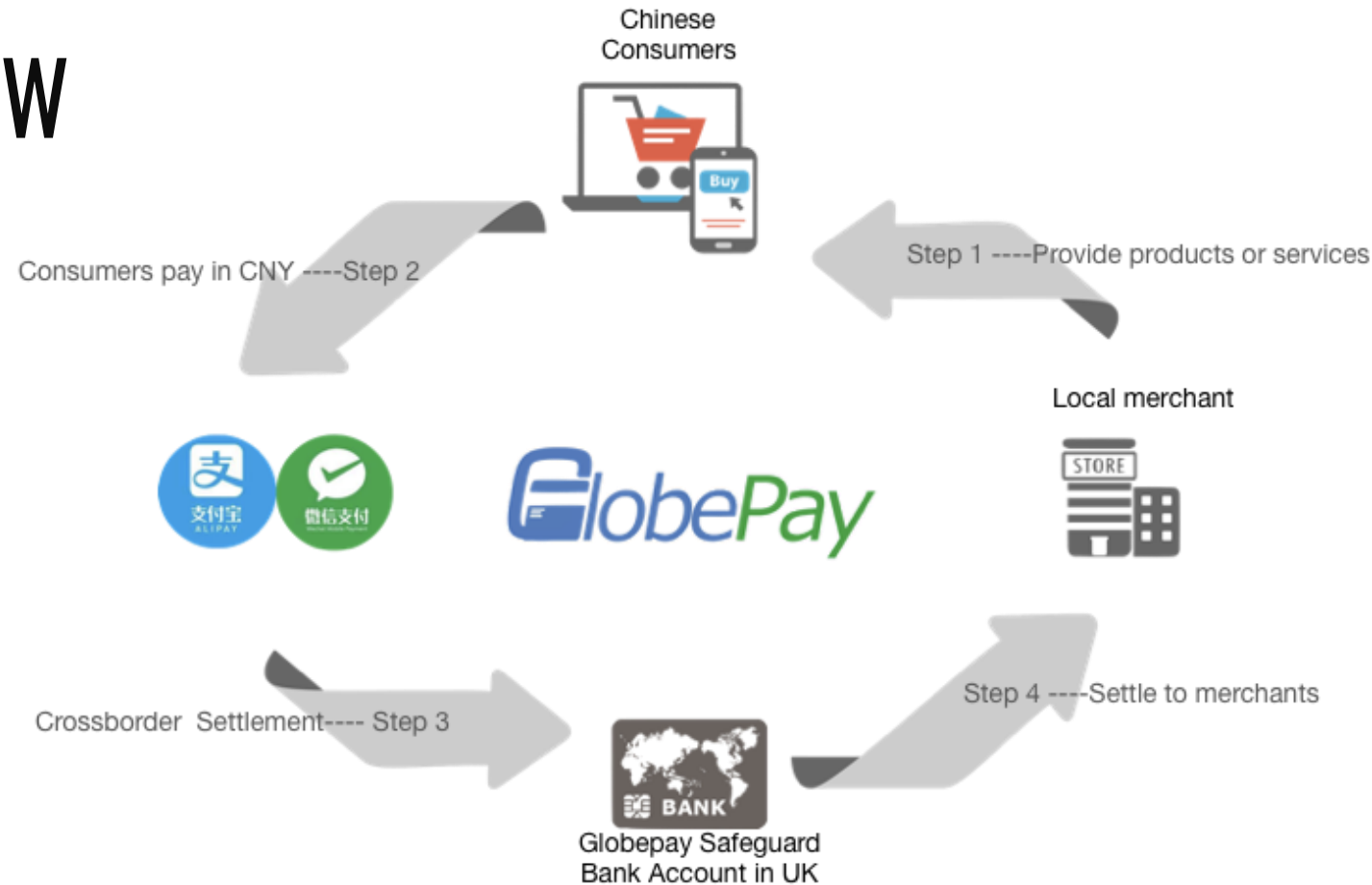
# ABOUT GLOBEPAY

Globepay Limited is one of the RMB cross-border payment solution providers in the UK, FCA regulated. The company has a diverse and complementary sales channel, including 180 ISO, 10 well-known SaaS providers and professional direct sales team with nearly 100 members. The company has years of experience in the mobile payment market and is committed to developing and promoting RMB cross-border payment services.





# CASH FLOW



T+3 days settlement cycle, settlement in local currency in GBP, no currency exchange risk.

The whole cash flow is fully automated. Data are fully encrypted and are passed through inter-bank networks. This protects the client from cybercrime as well as other fraudulent activities. We are wholly focused on protecting our clients' information as well as payments. Our safeguarding account is setup with Barclays to give our clients safe of mind and is compliant to all FCA regulations.

# ONLINE PAYMENT SOLUTIONS

Secure Checkout **FARFETCH** NEED HELP? +44 (0) 20 3962 2362

1. Shipping 2. Payment 3. Review

**Choose your payment option**

支付宝 ALIPAY PayPal Debit or Credit Card

Press 'Continue' to proceed with Alipay payment

**Summary**

Acne Studios £650.00

Express delivery £0.00

One shipping fee

**Total** GBP **£650.00** VAT included

Insert your promo code

Enter promo code

You still have a chance to review and confirm your order in the next step

Save & Continue >

Secure Checkout **FARFETCH** NEED HELP? +44 (0) 20 3962 2362

1. Shipping 2. Payment 3. Review

**Choose your delivery method**

Express delivery £10.00  
To be delivered between 29 Apr and 1 May

Shipping from Sweden You don't need to pay import duties ⓘ

**ACNE STUDIOS**  
single-breasted plaid blazer  
Quantity: 1  
Size: 38 FR  
£650.00  
VAT included

**Summary**

Acne Studios £650.00

Express delivery £0.00

One shipping fee

**Total** GBP **£650.00** VAT included

Insert your promo code

Enter promo code

Been referred by a friend?

Pay with Alipay >

Shipping Address Payment Method

支付宝 ALIPAY

One API integration supports both WeChat pay and Alipay. It is also compatible with PC, H5, APP, mobile E-commerce and WeChat official account, WeChat mini program.

正在使用即时到账交易 [?] 交易将在11小时59分钟后关闭, 请及时付款!

**Farfetch** 卖家: Farfetch 650.00 GBP | **5691.83** CNY

汇率: 1.00 GBP = 8.75666000 CNY [?]

扫一扫付款 (元)  
**5691.83**

扫一扫

打开手机支付宝 扫一扫继续付款

首次使用请下载手机支付宝

< 登录账户付款

ICP证: 沪B2-20150087

# OFFLINE PAYMENT SOLUTIONS

Smart POS terminal

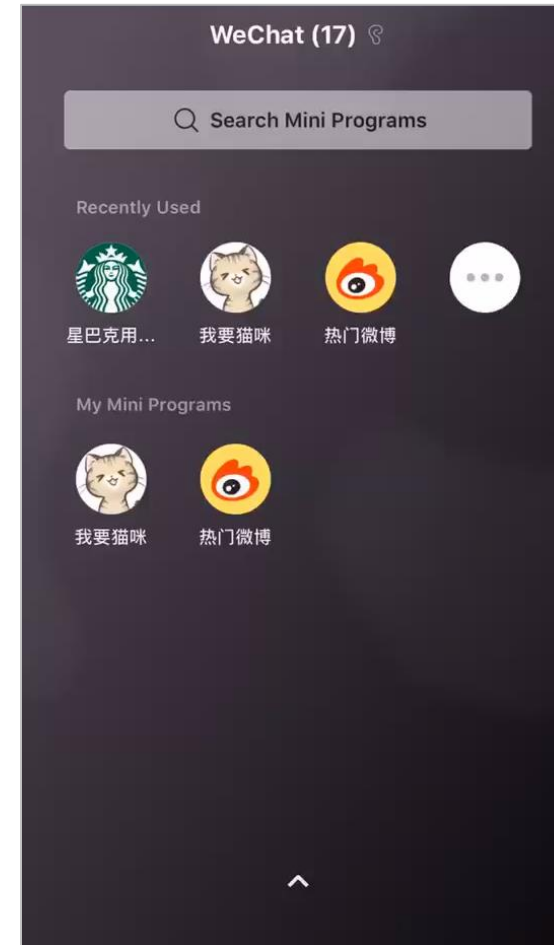
Globepay White Box

Fix QR Code Stand



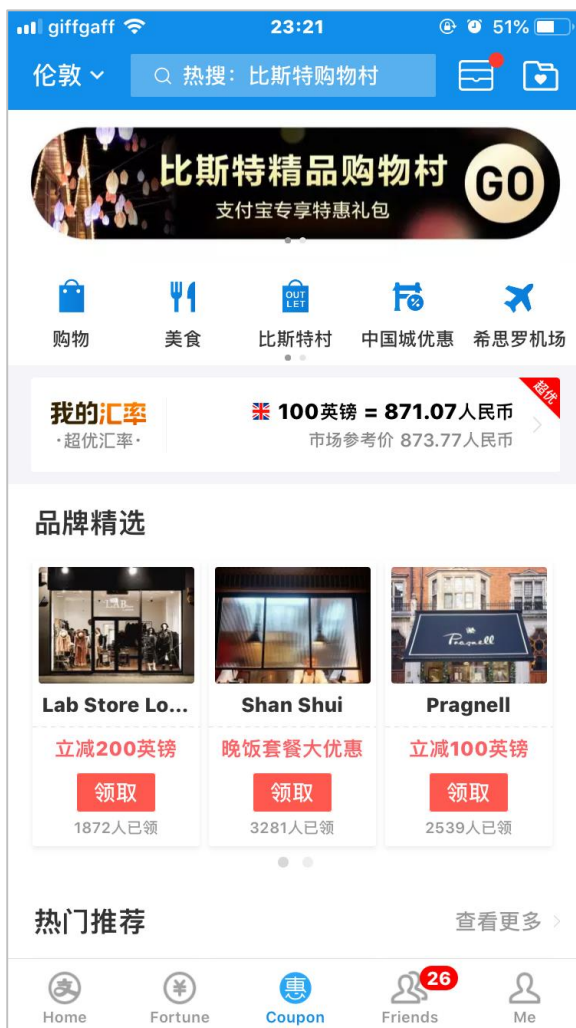
# PROMOTION SERVICES THROUGH PAYMENT

Payment Successful Page  
Advertisement



WeChat Mini-program

# PROMOTION SERVICES THROUGH PAYMENT



## Alipay Discover Platform

Discover is an AliPay in-app trip advisor platform which helps overseas Chinese consumers to choose, interact and meet local merchants. AliPay discover platform listing service is available for merchants who sign up to AliPay, which enable merchants drive traffic by posting recent events and coupons.



# THANKS FOR WATCHING!

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