

Mastercard Direct Licensing

Enabling Mastercard as first choice



Direct Licensing Models

Mastercard enables direct **access** to the network platform by licensing eligible **Financial Institutions** and **non-Financial partners**.

Depending on the Customer's preference and ability to meet set eligibility requirements, Mastercard offers **Principal license** and **Affiliate License** models.



Principal Customer

- Directly licensed and eligible to sponsor other entities
- Direct communication and negotiation with Mastercard
- Direct access to Mastercard Connect
- Ownership of ICA and BIN
- Obligation to establish settlement account and settle with Mastercard
- Obligation to place collateral with Mastercard

Affiliate Customer

- Licensee sponsored by Principal Customer
- Faster onboarding and implementation
- Leverages Principle Customer's collateral and settlement account
- No ownership of ICA and BIN

Direct Licensing Eligibility Requirements

Mastercard enables Customers and integrity of the platform through a set of standard eligibility criteria applicable to all Customers participating in Mastercard's global network platform



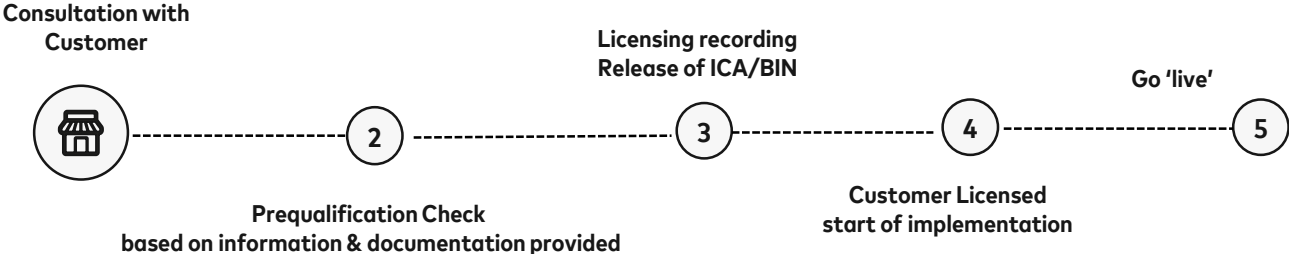
	Principal	Affiliate
Onboarding Documentation & Information Required	<ul style="list-style-type: none">• Regulatory documentation Approval or Pre-Approval from local regulator• Certificate of Incorporation• Audited Financial Statements• AML Policies and Procedures• Projections for issuing/acquiring for collateral placement requirement	<ul style="list-style-type: none">• Regulatory documentation Approval or Pre-Approval from local regulator• Certificate of Incorporation• Audited Financial Statements• AML Policies and Procedures• Projections for issuing/acquiring
Settlement Account Collateral Placement	<ul style="list-style-type: none">• Obligation to settle with Mastercard & open settlement account• Obligation to establish collateral with MC based on Projections	<ul style="list-style-type: none">• Leverages Principal settlement set-up• May be asked to establish collateral with Principal
Billing	<ul style="list-style-type: none">• Billed directly for all fees by MC	<ul style="list-style-type: none">• Billed by Principal, not by MC
Portfolio Asset Management	<ul style="list-style-type: none">• Unique ICAs/BINs	<ul style="list-style-type: none">• Uses ICAs/BINs as delegated by Principal
Access to MC systems	<ul style="list-style-type: none">• Direct access	<ul style="list-style-type: none">• Indirect access

Direct Licensing Process

Mastercard offers a fast and transparent **licensing** processing in **two steps**.

Based on information and documentation provided, Mastercard will **perform a pre-qualification check** against the eligibility criteria, followed by the Licensing recording.

Through **Parallel Path**, a process enhancement that focuses on **speed, efficiency and safety**, Mastercard allows pre-release of ICA/BINs for Customer to engage in implementation and testing to reduce time to go-live.



Readiness Assurance Program

To ensure **accelerated onboarding** and **successful performance** on the Network Mastercard offers a dedicated **Readiness Assurance Program** by offering a committed support from the outset and throughout.

By supporting customers at the start of their journey through a bespoke program, Mastercard can help get to market faster, generate revenue more quickly and optimize performance on the Mastercard network.

