

Marqeta Rate Card

The Payments Innovation Platform

WWW.MARQETA.COM

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MARCH



Program Overview

Platform Overview:

Marqeta provides a simple and scalable payments platform to power our clients' prepaid programs. The platform provides end to end capabilities, made available in a modular fashion via RESTful APIs. The platform powers the creation and distribution of +Marqeta powered prepaid debit cards. The platform allows cardholders to fund these cards in a variety of ways. The platform authorizes and settles transactions on the card via the MasterCard or Discover network, with real time reporting and event messaging. The platform will also allow you to bring on merchant partners for the program and provision stored value, offers and promotions, linked to the card, to cardholders. The platform allows for a robust set of controls at the card level, including merchant whitelisting/blacklisting, velocity controls, and spend controls.

EFOUNDERS Overview:

Expense management card for businesses. Details TBD.

Program Setup and Processing Services

I. Program Setup and Development

Item	Description	Unit	Fees
API Production Access Fee	API Production Access Fee includes access to the Marqeta System and all platform features required for the program, including: <ul style="list-style-type: none"> • Solution design • Staging environment • Production environment and database configuration • Integration support 	Fixed	\$25,000
Custom Development Fee	Any custom development requested of Marqeta and agreed to by the Parties in writing	/hour	\$225.00

Program Infrastructure

Issuing Bank	TBD
Card Association	TBD
Issuer Processor	Marqeta
Program Manager	Marqeta
Marketing Brand	EFOUNDERS SA

Program Setup and Processing Services

II. Ongoing Program Processing

Processing Services	Description	Unit	Fees	
			Single Load (/mo)	Reloadable
Account Creation Fee	Account Creation Fee creates a new user, generated a 16 digit PAN, sets up of the initial PIN number, generates track / EMV data, and links the account to the user. Note: Does not include the cost of KYC. Account creation fee will apply individually to both primary and secondary accounts.	/account or subaccount	0 – 25,000	\$0.50
			25 – 50,000	\$0.45
			50 – 100,000	\$0.40
			100,000+	\$0.35
Account Maintenance Fee	Account Maintenance Fee maintains account details that occur on Marqeta system for all account status. Single Load cards do not incur a monthly Account Maintenance fee. Note: Applicable fees for each card account is calculated on a rolling monthly basis at each respective tier regardless of volume and is not retroactive to prior tiers.	/account/month	0-10,000	\$0.35
			10-25,000	\$0.29
			25-50,000	\$0.24
			50,000+	\$0.18
Purchase Transaction Fee	Purchase transactions include both general purpose and merchant specific authorization and settlement of transactions using the card Note: Includes honoring any controls on spend. Applies to all POS Signature/ PIN Debit transactions, for approvals, declines, refunds/ reversals. Charged once for a round trip.	/txn	Included	
ATM Transaction Fee	ATM Processing Fee includes facilitating access for account holders to withdraw cash Note: Charged on all attempted withdrawals, balance inquiries or other events at any ATM. Network fees may apply and will be charged as a cost pass through. ATM service provider imposed fees may apply and will be charged directly to each account holder at the time of ATM use. Surcharge-free ATM network access available.	/txn	Included	
API Calls ("non-network" transactions)	All API calls related to account maintenance, balance inquiries, reporting and non-transaction events	/call	Included	
Account Closure and Transition Support	Support in account closure or transitioning accounts from Marqeta to an alternative platform	/account transition /account closure	\$1.00 Included	

Program Setup and Processing Services

III. Advanced Processing

Item	Description		Fees
Advanced Processing	All card-specific filtering, controls, restrictions, white listing, black listing, day/time expirations, on/off enablement and related controls	/transaction	Included
Merchant-specific Closed Loop Transactions	Merchant and merchant location onboarding	/merchant location	\$5.00
	Merchant-specific closed-loop transactions	% of Merchant Fee	Originator: 75%
	<i>Note: This is a revenue sharing item, wherein whichever party originates the transaction-specific merchant fee ("Merchant Fee") keeps 75% of that fee, whereas the non-originator keeps 25% of that fee. The "Originator" is the party who owns the merchant relationship for the purposes of the Program and Services.</i>		Non-Originator: 25%
Reporting	All reporting, transaction records and data requests, whether via API, file transfer or download	/report call	Included
	All reporting delivered via Tableau integration	Multiple	Pass through from Tableau
Events	Account and transaction level event notifications (via APIs) <i>Note: Does not include delivery cost of SMS/ Email communications to each account card holder (See "Managed Services" below)</i>	/event	Included
Client Support	Client access and ticketing system to support technical issues / escalations on the platform	multiple	Included
Program Reporting	All standard API access to transaction data and balance details	multiple	Included

Program Setup and Processing Services

IV. Monthly Minimum Processing Fee

Program Minimums	Description		Fees
Monthly Minimum Processing Fee	Monthly Minimum Processing Fee includes total Processing Services fees charged and begins the first day of the month following the Go-Live Date	Month 1 - 2	Waived
		Month 2 - 6	\$5,000/month
		Month 7+	\$10,000/month

V. Interchange Revenue Share

Program Minimums	Monthly Volume	Basis Points Shared
Basis points from Program Transactions, paid quarterly <i>Note: Tiers reset on a monthly basis and are calculated on a marginal, not average, basis.</i>	For the first \$2.5mm in monthly volume	5 bps
	\$2.5mm to \$5mm in monthly volume	10 bps
	\$5mm to \$10mm in monthly volume	15 bps

Managed Services

VI. Managed Services

Program Component	Description	Unit	Fees	
Card Fulfillment	All costs associated with design, printing and fulfillment of standard plastic payment card (“Standard Card”), including <ul style="list-style-type: none">• 4/1 card colors• Emboss personalization• Holomag or Hologram• Black and white carrier with standard envelope• Card affixed to carrier via glue• Postage to US addresses via USPS• Activation sticker• PIN (if EMV) <i>Note: Additional card features can be priced upon request</i>	/card	Mag Stripe Standard - \$1.95	
			EMV Chip Standard - \$3.95	
KYC / CIP	Required authentication and OFAC screening of all cardholders. One file per card account holder. Multiple third party partners available, including “Out of Wallet” options. Preferred option subject to Issuing Bank approval.	/file	Experian	
			Precise ID	\$.35
			Other Options Available	
Email and SMS Notification	Costs associated with sending cardholders SMS/ Email notifications <i>Note: Carrier costs not included. Short codes and vanity codes may incur additional charges.</i>	/event	Email - \$.01	
			SMS - \$.02	
CRM Solutions	Marqeta-provided CRM services to be designed and delivered as per the Implementation Plan	Custom	To be agreed	
IVR Access	Customer support via IVR for card activation, PIN setting, balance inquiry and lost/ stolen card reporting	One Time Setup	\$1,000 (Client supplies all voice recordings)	
		/minute or fraction	\$0.080/minute	

Managed Services

VII. Managed Services (cont.)

Program Component	Description	Unit	Fees	
Live Agent Support Setup	Live agent customer support in English and Spanish – Provided by Marqeta	One Time Setup	\$2,500	
	Live agent customer support in English, Spanish and additional languages – provided by 3 rd party partner	One Time Setup	\$10,000	
Live Agent Support Ongoing	Marqeta Live Agent Support	/minute or fraction	Marqeta	
			5,000 (monthly min)	\$12,000
			5,000 - 10,000	\$2.25
			10,001 – 25,000	\$2.00
			25, 001 – 50,000	\$1.75
			3 rd Party – Onshore	
	3 rd Party Live Agent Support – Onshore (US) Call Center	/minute or fraction	50,000 (monthly min)	\$82,500
			50,000 – 100,000	\$1.55
			100,001 – 250,000	\$1.43
			250,000+	\$1.25
			3 rd Party – Offshore	
	3 rd Party Live Agent Support – Offshore Call Center	/minute or fraction	50,000 (monthly min)	\$45,000
			50,001 – 100,000	\$.85
			100,001 – 250,000	\$.75
			250,000+	\$.65

Managed Services

VIII. Gateway Services

Item	Description	Unit	Fees
Client Loaded Funds	All account loading costs direct from Client to Marqeta	All loads	Included
Gateway Services	Costs associated with processing credit or debit cards loads via payment gateway provided by Marqeta	/load volume and / load	Credit: 2.75%+\$0.25 Debit: 1.00% + \$0.25
Consumer Initiated ACH	Costs associated with processing card loads via ACH initiated by the consumer	/ACH load	\$.15
	Costs associated with a returned file from the consumer bank from which the ACH load was initiated by the consumer	/returned load	\$.50
	Costs associated with handling ACH chargebacks, dispute handling and other ACH exceptions in connected with consumer initiated loads. Does not include collections or losses.	/exception item	\$15.00
Direct Deposit	Costs associated with an incoming card load, as a result of standing instructions setup by consumers either with their bank or payroll etc.	/incoming load	Included
Cash Loads	Costs associated with loading cash onto the card leveraging 3 rd party vendor. <i>Note: Direct fees to cardholders to access these services may apply.</i>	/load event	\$0.07