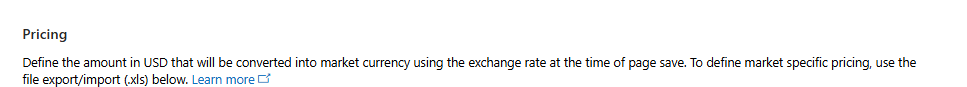
1. **Introduction**

* This document provides a comprehensive overview of currency conversion in the Azure Marketplace
* In the Azure Marketplace there are three scenarios that have a currency conversion
  1. When a partner saves a price in USD and the public or private offer has a market enabled that support a non-USD currency. List of countries supported and their currencies are listed here - [Geographic availability and currency support for the Microsoft commercial marketplace - Marketplace publisher | Microsoft Learn](https://learn.microsoft.com/en-us/partner-center/marketplace-offers/marketplace-geo-availability-currencies#how-we-convertcurrency)
     1. When the offer is saved, Microsoft uses a monthly exchange rate and the offer price is fixed when the offer is published accepted/purchased by the customer. After publishing and acceptance/purchase by the customer the price can only be updated with a price change that can be reference here [Learn about changing the prices of offers in the commercial marketplace (Partner Center) - Marketplace publisher | Microsoft Learn](https://learn.microsoft.com/en-us/partner-center/marketplace-offers/price-changes)
  2. When a customer is billed in their EA billing currency that is different from the supported local currency. This tends to occur with Sweeden EA customers as the Marketplace supports SEK currency as the local currency, but EA customer has an EUR billing currency
  3. When a payout currency is different from the customer marketplace transaction. Microsoft will use a monthly exchange rate using the month of the when the transaction occurred
* The following documents are external resources for Azure marketplace reporting in Partner Center:
  1. [Geographic availability and currency support for the Microsoft commercial marketplace - Marketplace publisher | Microsoft Learn](https://learn.microsoft.com/en-us/partner-center/marketplace-offers/marketplace-geo-availability-currencies#how-we-convertcurrency) – external document that outlines the three currency conversion events in the Marketplace and also lists all the support markets and their supported currencies
  2. [Commercial Marketplace - foreign exchange (FX) frequently asked questions (FAQs) for publishers - Marketplace publisher | Microsoft Learn](https://learn.microsoft.com/en-us/partner-center/marketplace-offers/commercial-marketplace-fx-faq) – external document with question about currency conversion in the Marketplace
  3. [Currencies and taxes - Marketplace customer documentation | Microsoft Learn](https://learn.microsoft.com/en-us/marketplace/currencies#marketplace-supported-currencies) – external document that details the monthly exchange rate that marketplace users

1. **Table of contents**
2. **Section 1: Exchange rate**
   * **Question:** what is the exchange rate that Marketplace uses?
     1. **Answer:** Microsoft calculates its monthly foreign exchange rate using the WM/Refinitiv London spot closing rate at 4:00 pm, three business days before the end of the previous month. For example, the rate from August 29, 2024, is applied to determine September 2024's marketplace FX rate. For more information about WM/Refinitiv, [please visit their site](https://www.lseg.com/en/ftse-russell/benchmarks/wmr-fx-benchmarks). <https://learn.microsoft.com/en-us/marketplace/currencies#monthly-foreign-exchange-rates>
   * **Question:** How can I find the rate that the Marketplace uses?
     1. **Answer:** Microsoft is prohibited from publishing WM/Refinitiv rates. Financial Times makes them available as part of a subscription. To subscribe: Register for a paid subscription at data. Scroll to Daily reports from the Financial Times print edition, select a date, and download the PDF for World Markets at a Glance.
3. **Section 2: General questions**
   * **Question:** Where can I see the local prices saved on the public or private offer
     1. **Answer:**Users can see the local market currency that is updated when the offer is saved by going to the pricing export/import spreadsheet at the bottom left of the pricing page. Here is a screenshot of the note that points users to the spreadsheet- [Create plans for a SaaS offer in Azure Marketplace - Marketplace publisher | Microsoft Learn](https://learn.microsoft.com/en-us/partner-center/marketplace-offers/create-new-saas-offer-plans#define-markets-pricing-and-availability)



* + **Question:** If a customer accepts a private offer but doesn’t purchase it right away, does the exchange rate get locked at the time of acceptance, or does it update based on the rate at the time of purchase?
    1. **Answer:** The customer local market price is locked when the partner inputs the price and saves the offer. When the customer accepts or purchases the offer does not change the customer market price that was saved by the partner. Please see the following document for reference [Geographic availability and currency support for the Microsoft commercial marketplace - Marketplace publisher | Microsoft Learn](https://learn.microsoft.com/en-us/partner-center/marketplace-offers/marketplace-geo-availability-currencies)
  + **Question:** what are the options to manage currency exchange rates in the Marketplace?
    1. **Answer:**you have options available to minimize the effect of foreign exchange fluctuations:
       1. [**Stop selling in a specific market or markets**](https://learn.microsoft.com/en-us/partner-center/marketplace-offers/update-existing-offer) **or only allow markets to be sold that match your partner center account payout currency**
       2. [**Update the prices of a published offer, to set specific local currency prices, using one of two options**](https://learn.microsoft.com/en-us/partner-center/marketplace-offers/price-changes-faq)**:**
       3. **You can review the local market prices, using the Export capability in Pricing & Availability, and then update any local market prices (using Import), and then republish the plan – don't forget to update all the plans in an offer.**
       4. **Modify the USD base price of a plan, save, and republish the plan. It updates the local market prices using the most recent available foreign exchange rate. It takes at least 90 days for price increases to be visible to customers.**
       5. **Use Private Offers to customize the local price that the customer pays.**
       6. **If possible, set up the Private Offer as an upfront one-time payment, so that the exchange rate variations are as small as possible.**
       7. **If possible, have the customer billing profile set in USD.**
       8. **For multi-year deals, plan them as several one-year private offers, each with an upfront one-time payment.**
  + **Question:** what are the countries that experience the Marketplace currency conversion scenario of the EA billing currency of the customer not matching the market local currency and must be supported by private plan not private offer?
    1. **Answer:**

|  |  |  |  |
| --- | --- | --- | --- |
| Country | County two letter ISO code | Supported Marketplace currency | EA Billing currency |
| Brazil | BR | USD | BRL |
| Canada | CA | CAD | USD |
| Denmark | DK | DKK | EUR |
| Norway | NO | NOK | EUR |
| Sweden | SE | SEK | EUR |
| Switzerland | CH | CHF | EUR |