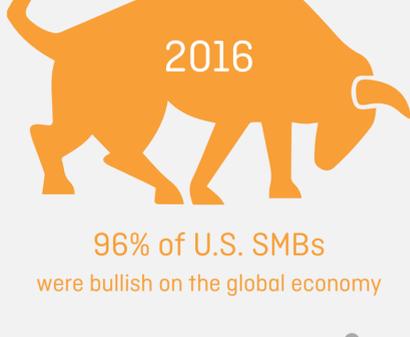


The SMB Global Business Perspective

OFX, the most convenient, secure and transparent way to send money overseas, conducted a survey of 500+ small and medium-sized businesses (SMBs) in the U.S., to understand their thinking and measure confidence levels when it comes to their global business, expansion plans and where they see barriers and concerns.

THE BIG TAKEAWAY? Almost 2/3rds of SMBs still see international markets as business opportunities and plan on investing and expanding overseas.

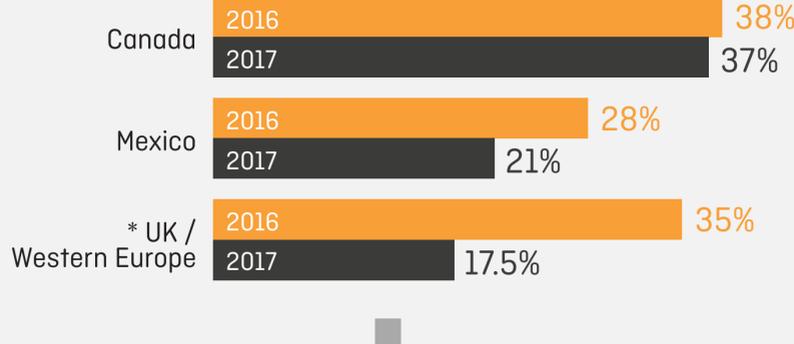


That's a big dip, but there's more optimism than expected.

The majority of SMBs doing business internationally **PLAY IN MULTIPLE COUNTRIES.**



And despite a tonal change in the trade narrative over the last year, **CANADA AND MEXICO STILL RANK HIGHLY** in the list where SMBs do business.



In fact, almost 40% of SMBs describe their **INTERNATIONAL BUSINESS AS GROWING...EVEN BOOMING!**



JUST LOOK AT THE NUMBERS: SMB overseas revenue is strong and will get stronger



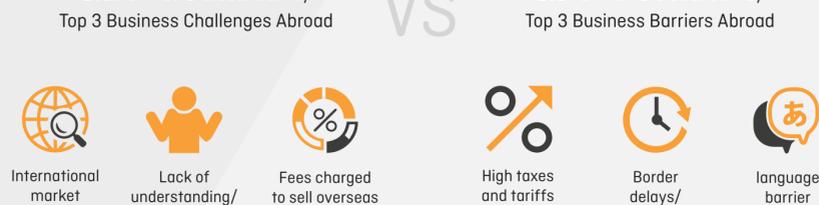
“SMBs are one of the largest groups taking advantage of new ways to work. But with every new opportunity comes challenges, especially when we constantly hear about global instability. The fact that SMBs are still optimistic about operations abroad, are growing and expect to grow more tells us that SMBs might hold the key to economic stability on a global scale.”
- David Nicholls, head of payment solutions, OFX

A NOTED SHIFT:

In just 1 year, expansion plans have moved away from China...to Canada, Europe & Mexico



Yet, even with an overall positive global perspective, **BARRIERS STILL EXIST.**



And SMB **CONCERNS STILL PERSIST.**



With foreign currency fluctuations a top concern, **SMBs USE DIFFERENT (SOMETIMES MULTIPLE) OPTIONS** to manage their money transfers globally.



CONCLUSION

Unsurprisingly, worldwide political shifts over the last year caused uncertainty, which was especially evident in the volatility of foreign currency exchange rates. Still, U.S. SMBs maintain a vigilant and optimistic perspective on the world and how they can grow in it. They appear not to be deterred by forces beyond their control. One aspect of business they can control is choosing a partner to help navigate foreign currencies. This survey shows that many SMBs select banks to guide them, despite the fact that they often charge higher fees, are less focused on supporting businesses of their size and don't provide them the best exchange rates. At OFX, we believe in the power of educating consumers and businesses about what they pay for their global money transfers. We have seen SMBs successfully manage their profits and enable international business with a solid, trusted currency partner.

THE OFX STORY

OFX is the modern way for today's global citizens and global businesses to make payments and send money to more than 190 countries. We are the only international payment platform to offer 24/7 trading and customer support—all while offering better-than-bank exchange rates. Our strict adherence to security and focus on unmatched customer service make OFX the most convenient, secure and transparent way to send money overseas.

All statistics are referenced from the 2016 and 2017 OFX Global SMB Surveys. The survey was answered by 501 respondents over the time period of April 19 to 21, 2017, and aimed at small- and medium-sized businesses.
*The 2016 survey asked about the UK specifically as a country. The 2017 survey asked about regions, such as Western Europe, Eastern Europe and Southern Europe.