

PUBLICATION DATE: APRIL 2019

PAGE 2 GENERAL INFORMATION PAGE 3 KEY FINDINGS PAGE 4-9 TABLE OF CONTENTS PAGE 10 REPORT-SPECIFIC SAMPLE CHARTS ■ PAGE 11 METHODOLOGY ■ PAGE 12 RELATED REPORTS ■ PAGE 13 CLIENTS ■ PAGE 14-15 FREQUENTLY ASKED QUESTIONS PAGE 16 ORDER FORM ■ PAGE 17 TERMS AND CONDITIONS

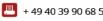


ABOUT YSTATS.COM

- Founded in 2005 and headquartered in Hamburg, Germany, yStats.com is one of the world's leading secondary market research companies.
- We are committed to providing the most up-to-date and objective data on Global B2C E-Commerce and Online Payment markets to sectorleading companies worldwide.
- · Our multilingual staff researches, gathers, filters and translates information from thousands of reputable sources to synthesize accurate and timely reports in our areas of expertise, covering more than 100 countries and all global regions.
- · Our market reports focus predominantly on online retail and payments, but also cover a broad range of related topics including M-Commerce, Cross-Border E-Commerce, E-Commerce Delivery, Online Gaming and many others.
- Given our numerous citations in leading media sources and journals worldwide, including Forbes and the Wall Street Journal, we are considered one of the most highly-reputed international secondary market research companies with an expertise in the areas of B2C E-Commerce and Online Payment.

twitter.com/ystats in linkedin.com/company/ystats gplus.to/ystats.com facebook.com/ystats











GENERAL INFORMATION

Global Mobile Wallets 2019 Title: PRODUCT DETAILS

> Report Type of Product:

Online Payment Category:

Global **Covered Regions:**

Covered Countries: China, Hong Kong, Taiwan, Japan, South Korea, Australia, India,

> Indonesia, Singapore, Thailand, Malaysia, UK, Germany, France, Spain, Italy, Sweden, Norway, Denmark, Russia, Turkey, Portugal,

USA, Canada, Brazil, Argentina, Mexico, UAE, South Africa

English Language:

PDF & PowerPoint Formats:

141 Number of Charts:

Single User License: € 1,950 (exc. VAT) PRICES*

> Site License: € 2,925 (exc. VAT) Global Site License: € 3,900 (exc. VAT)

We occasionally offer a discount on selected reports as newer reports are published.

Please see the most up-to-date pricing on our website www.ystats.com.

What is the number of mobile wallet users in 2019? **QUESTIONS**

How do mobile wallet adoption rates differ by country? **ANSWERED**

What are the top global regions by mobile payment usage in-store? IN THIS REPORT What are the leading mobile wallets worldwide?

How large are Apple Pay's and Google Pay's shares of E-Commerce transactions in selected

markets?

SECONDARY MARKET

RESEARCH

Our reports are exclusively based on secondary market research. Our researchers derive information and data from a variety of reliable published sources and compile the data into

understandable and easy-to-use formats.

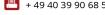
ADVANTAGES Maximum Objectivity

> **Reliable Sources Up-To-Date Analysis**

Boardroom-Ready PowerPoint Presentations **Guidance For Strategic Company Decisions**

All orders are subject to the Terms & Conditions contained on our website. **NOTES**

> * Please be advised that when purchasing a report, you have the option to choose between a Single User License (allowing one single user access to the report), a Site License (allowing up to 10 users in a particular geographic location access to the report), or a Global Site License (allowing 10 users of a company worldwide to access the report). Please choose the license that suits your needs best. Failure to comply with our Terms and Conditions with respect to appropriate license usage may result in legal action.





KEY FINDINGS



ASIA-PACIFIC OUTPACES THE WORLD IN MOBILE WALLET ADOPTION

The number of mobile wallet users worldwide is expected to reach a ten-digit figure in 2019, with a double digit growth rate on the previous years, according to statistics cited in the yStats.com report. More than two-thirds of mobile wallet users live in Asia-Pacific, with China alone contributing close to 50%. Asia-Pacific mobile wallet users are not only the most numerous, but also the most active users of mobile payment services and contribute the lion's share to global mobile wallet transaction value. The leading mobile wallet services in the region include Alipay, WeChat Pay, Paytm, PhonePe, LINE Pay, Rakuten Pay, GO-PAY and others.

Some of the global competitors in the mobile wallet space include Apple Pay, Google Pay and Samsung Pay. Each of the three increased the number of covered markets during the past year, in addition to expanding the variety of supported payment features. Apple Pay outpaced competition among the equipment manufacturer solutions in the USA, but remained behind PayPal's app for in-store payment usage, according to surveys cited in the yStats.com report. Overall, the number of proximity mobile payment users in the USA continues to grow and mobile wallet services are also increasingly used to conduct peer-to-peer transfers.

In Europe, Apple Pay and Google Pay achieved a single-digit share of E-Commerce transactions in 2018, the yStats.com report reveals. However, consumers are still hesitant to pay with mobile wallets in-store, resulting in a low adoption rate in countries such as Germany and France. Lack of trust in security of mobile payments was also one of the major barriers in Latin America, but despite this, the numbers of mobile wallet users in countries such as Argentina, Brazil and Mexico are expected to grow.



TABLE OF CONTENTS (1 OF 6)

MANAGEMENT SUMMARY

GLOBAL DEVELOPMENTS

- Number of Mobile Wallet Users, in billions, 2017 & 2019f
- Number of Mobile Wallet Users, by China, Rest of Asia and Rest of the World, in millions, 2019f
- Breakdown of Mobile Wallet Spending by China and the Rest of the World, in % and in USD, 2019f
- Mobile Wallet User Penetration, in % of Respondents, by China, Germany, India, Taiwan, the USA and the UK, 2018
- Number of Contactless Payment Users of Apple Pay, Samsung Pay, Google Pay and Other OEM Pay, in millions, 2018e & 2020f
- Proximity Mobile Payment User Penetration, by Region, in % of Smartphone Users, 2017-2022f

ASIA-PACIFIC

3.1. China

- Number of Mobile Payment Users, in millions, and Penetration, in % of Mobile Internet Users, 2014 2018
- Proximity Mobile Payment Users Number, in millions, and Penetration, in % of Smartphone Users, 2017 2022f
- Breakdown of Frequency of Using Mobile Payments, in % of Users, 2018
- Third-Party Mobile Payment Transaction Value, in CNY trillion, 2015 2020f
- Top 5 Third-Party Payment Services, in % of Users, August 2018
- Top 3 Third-Party Mobile Payment Providers by Market Share, in %, Q3 2018

3.2. Hong Kong

- Share of Bank Customers Frequently Using Mobile Payment Services, in %, January 2018
- Top 2 Mobile Wallets Used by Retail Banking Customers, in %, December 2018

3.3. Taiwan

- Mobile Payment User Penetration, in % of Smartphone Users, 2017 & 2018
- Mobile Payment Usage Locations, in % of Mobile Payment Users, Q3 2018
- Breakdown of Most Used Mobile Payment Services, in % of Mobile Payment Users, Q3 2018

3.4. Japan

- Proximity Mobile Payment User Penetration, in % of Smartphone Users, 2018e & 2022f
- Proximity Mobile Payment Transaction Value, in JPY trillion, and Year-on-Year Change, in %, FY 2017 2023f
- Share of Smartphone Owners Who Have Used QR Code Payment, in %, January 2019
- Mobile Payment Users, by E-Money and QR-based Smartphone Payments, in millions, FY 2016 FY 2021f
- Locations of Using Mobile Payment, in % of Mobile Payment Service Users, by Rural and Urban, May 2018
- Share of Smartphone Owners Who Started to Use a New Mobile Payment Service in 2018, in %, and Top 15 Mobile Payment Services that Smartphone Owners Started to Use, in of %, November 2018
- Top 10 Mobile Payment Services Used, in % of Mobile Payment Users, June 2018
- Top 10 QR-Based Mobile Payment Services, in % of Users, December 2018



TABLE OF CONTENTS (2 OF 6)

ASIA PACIFIC (CONT.)

3.5. South Korea

- Proximity Mobile Payment User Penetration, in % of Smartphone Users, 2017-2022f
- Overview of Four Selected Leading Mobile Payment Services, incl. Provider, Launch Date, Channels, Number of Users and Cumulative Transaction Value, 2018

3.6. Australia

- Top Mobile Payment Services Used to Pay In-Store, in % of Respondents, 2017 & 2018
- Number of Users of Digital Payment Services, in thousands, and Penetration, in % of Population, 12 Months to March
- Breakdown of E-Commerce Transactions by Payment Method, in %, April 2018

3.7. India

- Proximity Mobile Payment Users Number, in millions, and Penetration, in % of Smartphone Users, 2017 2022f
- Mobile Payments, in USD billion, FY 2018e & FY 2023
- Mobile Wallets Transaction Value, in INR trillion, and Year-on-Year Growth Rate, in %, 2016 2021f
- Top Mobile Wallets Used, in % of Young Urban Mobile Wallet Users, March 2018
- Number of App Downloads of Selected Mobile Wallets, in millions, August 2018

3.8. Indonesia

- Mobile Payment Transaction Value, in IDR trillion, 2016 2020f
- Number of E-Money Transactions, in millions, and Value, in IDR billion, 2012 2018e
- E-Money Usage Cases, in % of Mobile Users, by Gender, January 2018
- Most Used E-Money Services, in % of Mobile Users, January 2018

3.9 Singapore

- Mobile Payment Transaction Value, in USD billion, 2016 & 2021f
- Forms of Mobile Payment Used, in % of Mobile Payment Users, September 2018

3.10. Thailand

• Forms of Mobile Payment Used, in % of Mobile Payment Users, September 2018

3.11. Malaysia

- Non-Cash Payment Methods Used, in % of Individuals Using Non-Cash Payment Methods, 2018
- Number of E-Money Transactions in millions, and Value, in MYR billion, 2013 2018
- Top 5 E-Wallet Services Used, in % of Users, October 2018



TABLE OF CONTENTS (3 OF 6)

EUROPE

4.1. Regional

- Mobile Wallet User Penetration, in % of Respondents, by France, Germany, Spain and the UK, 2018
- Main Barriers to Mobile Payment Adoption, in % of Respondents, by France, Germany, Spain and the UK, 2018
- Breakdown of E-Commerce Transactions by Payment Method, in %, April 2018

4.2. UK

- Current and Future Use of Apple Pay, Google Pay and Samsung Pay, Compared to Debit/Credit Cards, in % of Online Shoppers, by Age Group, July 2018
- Innovative Payment Methods That Millennial Online Shoppers Plan to Use in the Future, July 2018
- Breakdown of E-Commerce Transactions by Payment Method, in %, April 2018
- General Usage of Payment Methods, by Used in the Previous 6 Months and Never Used, incl. Contactless Mobile Payment Methods and Cards, in % of Internet Users, April 2017 & February 2018
- Number of Proximity Mobile Payment Users, in millions, 2017-2019f

4.3. Germany

- Mobile Payment User Penetration, in % of Consumers, and Mobile Payment Apps Used, in % of Mobile Payment Users, August 2018
- Most Trusted Mobile Payment Providers, in % of Consumers, August 2018
- Number of Proximity Mobile Payment Users, in millions, 2017-2019f

4.4. France

- Breakdown of Mobile Payment App Usage In-Store, in % of Internet Users, February 2018
- Breakdown of Attitudes Towards Mobile Payments, in % of Internet Users, February 2018
- Payment Methods Preferred in E-Commerce, in % of Online Shoppers, July 2018
- Breakdown of E-Commerce Transactions by Payment Method, in %, April 2018

4.5. Spain

- Breakdown of Preferred Payment Methods, by Store Type, incl. Online, in % of Internet Users, June 2018
- Breakdown of E-Commerce Transactions by Payment Method, in %, April 2018
- Penetration of In-Store Mobile Payment App Users, in % of Banked Internet Users, 2018

4.6. Italy

Breakdown of Awareness and Usage of New FinTech Services, in % of Internet Users, 2018

4.7. Sweden

Payment Methods Used and Preferred in Online and Mobile Shopping, in % of Online Shoppers, Q2 2018

4.8. Norway

Payment Methods Used and Preferred in Online and Mobile Shopping, in % of Online Shoppers, Q2 2018



TABLE OF CONTENTS (4 OF 6)

4 EUROPE (CONT.)

4.9. Denmark

Payment Methods Used and Preferred in Online and Mobile Shopping, in % of Online Shoppers, Q2 2018

4.10. Russia

 Share of Apple Pay, Samsung Pay and Android Pay Users, by Age Group and Total, in % of Internet Users in Large Cities, 2018

4.11. Turkey

■ Breakdown of E-Commerce Transactions by Payment Method, in %, April 2018

4.12. Portugal

- Payment Methods Preferred in E-Commerce, in % of Online Shoppers, July 2018
- Penetration of In-Store Mobile Payment App Users, in % of Banked Internet Users, 2018

5 NORTH AMERICA

5.1. USA

- Breakdown of E-Commerce Transactions by Payment Method, in %, April 2018
- Number of Proximity Mobile Payment Users, in millions, and Penetration, in % of Smartphone Users, 2018- 2022f
- Breakdown of Frequency of Making Payments via Mobile Device, in % of Mobile Payment Users, 2017 & 2018
- Attitudes to Mobile Payments, in % of Consumers, by Generation, 2018
- Extent to Which Smartphone Users Eligible to Use Apple Pay, Android Pay and Samsung Pay Users Agree that Mobile Wallets Could Replace Physical Wallets, in %, February 2018
- Mobile Payment Apps Used for Making Payments In-Store, in % of In-Store Mobile Payment Users, February 2018
- Mobile Payment Apps Used for Preordering Food or Coffee, in % of Users, February 2018
- Number of Proximity Mobile Payment Users, by Selected Platforms, in millions, 2017 2022f
- Mobile Payment User Penetration, by Selected Platforms, in % of Proximity Payment Users, 2017 2022f
- P2P Mobile Payment Transaction Value, in USD billion, and Year-on-Year Change, in %, 2017 2022f
- Mobile Payment Apps Used P2P Transactions, in % of Mobile Payment Users for P2P Transactions, February 2018
- Mobile P2P Payment Users, by Selected Platforms, in millions, 2017 2022f

5.2. Canada

- Share of Internet Users Who Have Uploaded a Mobile Wallet, in %, June 2018
- Share of Internet Users Who Have Uploaded a Mobile Wallet And Used It, in % of Internet Users Who Have Uploaded a Mobile Wallet, June 2018
- Breakdown of Interest in Using Social Networking Apps As Payment Options, in % of Internet Users, June 2018
- Likelihood of Loading a Credit Card and Debit Card Into a Mobile Phone or Wallet, in % of Consumers, 2018



TABLE OF CONTENTS (5 OF 6)

5 NORTH AMERICA (CONT.)

5.2. Canada (Cont.)

- Share of Internet Users Who Are Somewhat / Very Comfortable Using and Who Made a Purchase Using a Mobile Payment / Digital Wallet Service, in %, 2016-2018
- New Forms of Payment Used Regularly, in % of Credit/Debit Card Owners, February 2018

6 LATIN AMERICA

6.1. Regional

- Penetration of In-Store Mobile Payment App Users, in % of Banked Internet Users, by Selected Countries, 2018
- Share of Banked Internet Users Who Have Not Used Mobile Payment Apps/ Mobile Wallets In-Store But Intend to Use Them in the Next Year, in %, by Selected Countries, 2018
- Top Motivations to Start Using Mobile Payments Apps/Wallets In-Store, in % of Banked Internet Users Who Have Not Used and Do Not Intend to Use Mobile Payment Apps In-Store Next Year, by Selected Countries, 2018
- Perceived Barriers to Paying via a Mobile App In-Store, in % of Banked Internet Users Who Have Not Used Mobile Payment Apps to Pay In-Store, by Selected Countries, 2018
- Penetration of P2P Mobile Payment Users, in % of Banked Internet Users, by Selected Countries, 2018

6.2. Brazil

- Share of Internet Users Who Are Likely To Use Mobile Payment Next Year, in % of Internet Users, Q1 2018
- Proximity Mobile Payment User Penetration, in % of Smartphone Users, 2017-2022f

6.3. Argentina

• Proximity Mobile Payment User Penetration, in % of Smartphone Users, 2017-2022f

6.4. Mexico

- Share of Internet Users Who Are Likely To Use Mobile Payment Next Year, in % of Internet Users, Q1 2018
- Proximity Mobile Payment User Penetration, in % of Smartphone Users, 2017-2022f

7 MIDDLE EAST & AFRICA

7.1. Regional

• Proximity Mobile Payment User Penetration, in % of Smartphone Users, 2017-2022f



TABLE OF CONTENTS (6 OF 6)

MIDDLE EAST & AFRICA (CONT.)

7.2. UAE

- Mobile Wallet Market Size, in USD million, 2016 & 2022f
- Breakdown of Frequency of Using Digital Wallets, in % of Respondents Who Use Digital Wallets, and Share of Non-Users Who Are Likely to Start Using Digital Wallets in Near Future, in %, February 2018
- Overview of Selected Mobile Wallets, incl. Company and Launch Date, January 2019

7.3. South Africa

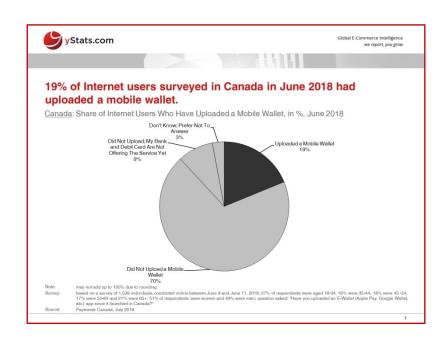
- Breakdown of Likelihood of Using Mobile Payments Next Year, in % of Internet Users, Q1 2018
- In-Store Mobile Payment User Penetration, in % of Consumers, and Mobile Payment Solutions Used In-Store, in % of Users, June 2018

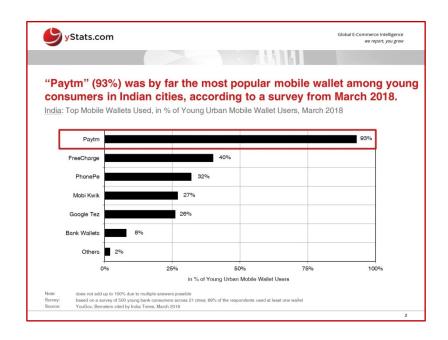
8 **MOBILE WALLET PROFILES**

- Profile of Apple Pay, February 2019
- Profile of Samsung Pay, February 2019
- Profile of Google Pay, February 2019
- Profile of Alipay, February 2019
- Profile of WeChat Pay, February 2019



GLOBAL MOBILE WALLETS 2019 REPORT-SPECIFIC SAMPLE CHARTS







METHODOLOGY

GENERAL METHODOLOGY OF OUR MARKET REPORTS

Secondary Market Research

- The reports are compiled based on secondary market research. Secondary research is information gathered from previously published sources. Our reports are solely based on information and data acquired from national and international statistical offices, industry and trade associations, business reports, business and company databases, journals, company registries, news portals and many other reliable sources. By using various sources we ensure maximum objectivity for all obtained data. As a result, companies gain a precise and unbiased impression of the market situation.
- Cross referencing of data is conducted in order to ensure validity and reliability.
- The source of information and its release date are provided on every chart. It is possible that the information contained in one chart is derived from several sources. If this is the case, all sources are mentioned on the chart.
- The reports include mainly data from the last 12 months prior to the date of report publication. Exact publication dates are mentioned in every chart.

Definitions

The reports take into account a broad definition of B2C E-Commerce, which might include mobile commerce. As definitions may vary among sources, exact definition used by the source (if available) is included at the bottom of the chart.

Chart Types

Our reports include text charts, pie charts, bar charts, rankings, line graphs and tables. Every chart contains an Action Title, which

summarizes the main idea/finding of the chart and a Subtitle, which provides necessary information about the country, the topic, units or measures of currency, and the applicable time period(s) to which the data refers. With respect to rankings, it is possible that the summation of all categories amounts to more than 100%. In this case, multiple answers were possible, which is noted at the bottom of the chart.

Report Structure

Reports are comprised of the following elements, in the following order: Cover page, preface, legal notice, methodology, definitions, table of contents, management summary (summarizing main information contained in each section of report) and report content (divided into sections and chapters). When available, we also include forecasts in our report content. These forecasts are not our own; they are published by reliable sources. Within Global and Regional reports, we include all major developed and emerging markets, ranked in order of importance by using evaluative criteria such as sales figures.

Notes and Currency Values

- If available, additional information about the data collection, for example the time of survey and number of people surveyed, is provided in the form of a note. In some cases, the note (also) contains additional information needed to fully understand the contents of the respective data.
- When providing information about amounts of money, local currencies are most often used. When referencing currency values in the Action Title, the EUR values are also provided in brackets. The conversions are always made using the average currency exchange rate for the respective time period. Should the currency figure be in the future, the average exchange rate of the past 12 months is used.

METHODOLOGY OF OUR GLOBAL MOBILE WALLETS 2019

Report Coverage

The report covers the development of mobile wallets worldwide and includes profiles of 5 selected leading mobile wallets. For the purpose of this report, a mobile wallet is defined as a software solution that enables consumers to store payment credentials, such as credit or debit card information, and use the stored credentials to pay digitally for transactions made in-store, online or via mobile. Mobile wallets are installed on mobile devices which are used to complete payments.

Report Structure

- This report is structured as described below.
- The first sections of the report contain market data related to mobile wallets. This includes in-store mobile payment user penetration, number of mobile wallet users and penetration, rankings of mobile wallets used, main uses of mobile wallets (such as to pay for digital purchases, in-store, for a taxi, etc.), drivers and barriers for mobile wallet adoption.
- In addition, selected information related to mobile payments in a broad sense was included, such as mobile payment volume. The information is grouped by regions and is based on published sources such as consumer surveys, merchant surveys and industry estimates. The regions and countries were presented in the descending digital retail sales volume or other relevant parameters, such as mobile payment user penetration.
- The last section contains profiles of five of the leading mobile wallets: Apple Pay, Google Pay, Samsung Pay, Alipay and WeChat Pay. The former three were selected based on their wide international coverage, while the latter two - Alipay and WeChat Pay - as the two leaders in the world's largest mobile payment market, China. The profiles included the following information: company name, the launch date, service description, availability, information about transaction volume and users, and a digest of recent important news.



RELATED REPORTS

PUBLISHED RELATED REPORTS

REPORT	PUBLICATION DATE	PRICE *
Apple Pay Profile 2019	March 2019	€ 450
Google Pay Profile 2019	March 2019	€ 450
Samsung Pay Profile 2019	March 2019	€ 450
WeChat Pay Profile 2019	March 2019	€ 450
Alipay Profile 2019	March 2019	€ 450
Asia-Pacific Top 10 Mobile Wallet Profiles 2019	March 2019	€ 1,450
Global Mobile Payment Methods 2019		
Global Online Payment Methods 2019	March 2019	€ 2,950
Global Alternative Online Payment Methods 2019	March 2019	€ 1,950
North America Online Payment Methods 2019	February 2019	€ 1,950
Latin America Online Payment Methods 2019	February 2019	€ 1,950
Europe Online Payment Methods 2019	February 2019	€ 1,950
Asia-Pacific Online Payment Methods 2019	February 2019	€ 1,950
Middle East and Africa Online Payment Methods 2019	February 2019	€ 1,950
Global M-Commerce 2018	December 2018	€ 1,450
Asia-Pacific M-Commerce 2018	November 2018	€ 750
Europe M-Commerce 2018	November 2018	€ 750
North America B2C E-Commerce Market 2018	November 2018	€ 950
Latin America B2C E-Commerce Market 2018	November 2018	€ 1,950
MENA B2C E-Commerce Market 2018	June 2018	€ 2,950
Europe B2C E-Commerce Market 2018	September 2018	€ 3,950
Asia-Pacific B2C E-Commerce Market 2018	June 2018	€ 3,950
Southeast Asia B2C E-Commerce Market 2018	May 2018	€ 1,950
Africa B2C E-Commerce Market 2018	March 2018	€ 1,950
Global B2B E-Commerce Market 2018	September 2018	€ 1,950
Global B2B Payment Trends 2018	October 2018	€ 950
Global Omnichannel Commerce Trends 2018	December 2018	€ 950
Global Digital Gaming Market 2019	January 2019	€ 1,450
Global Clothing B2C E-Commerce 2018	December 2018	€ 2,950
Global Consumer Electronics B2C E-Commerce 2018	November 2018	€ 1,950

UPCOMING RELATED REPORTS

REPORT	PUBLICATION DATE	PRICE*
Global Digital Payment Forecasts 2019	May 2019	€ 950

^{*} We occasionally offer a discount on selected reports as newer reports are published. Please see the most up-to-date pricing on our website www.ystats.com.

All prices exclude VAT. All above-mentioned prices reflect the value of a Single User License. Prices for Site Licenses are 1.5x the Single User License price. Prices for Global Site Licenses are 2x the Single User License price. For more information regarding our Licenses, please see our Frequently Asked Questions section of this Product Brochure or refer to our Order Form.



CLIENTS

QUOTES FROM OUR CLIENTS

TRAVIS WITTEVEEN CHIEF OPERATING OFFICER - MARKETS AND OPERATIONS AVIRA GMBH: LEADING EUROPEAN SOFTWARE COMPANY

"As a company that operates on a global level, the research results that yStats.com provides represent significant added benefit for us. The comprehensive analyses are executed quickly and flexibly. Furthermore, they are a reliable resource for helping us to make strategic decisions."

IRIS STÖCKL DIRECTOR INVESTOR AND PUBLIC RELATIONS WIRECARD AG: LEADING E-BANKING COMPANY

"The flexibility that yStats.com offers ensures that we always receive analyses, data and reports that match our needs. Fast, objective and to the point!"

STEVE ROTTER VICE PRESIDENT OF MARKETING BRIGHTCOVE, INC.: LEADING ONLINE VIDEO COMPANY

"yStats.com quickly and flexibly compiles the information we require. Regardless of whether we need local or transnational data, we always get the best results from yStats.com!"

DR. MARCUS ACKERMANN MEMBER OF THE EXECUTIVE BOARD **BONPRIX: LEADING ONLINE SHOPPING COMPANY**

"When we need the latest trends and statistics on the retail, homeshopping and e-commerce market, we turn to yStats. com. yStats.com turns the data into concise information that is objective and reliable. yStats.com delivers a cost-efficient and time saving research service for our company."

SELECTED CLIENTS

INTERNET

- Google
- Amazon
- eBay
- Skype
- Newegg
- Avira
- Digital River
- First Data
- Deutsche Telekom
- 1&1
- Brightcove

FINANCE

- Goldman Sachs
- Credit Suisse
- Bank of America Merrill Lynch
- Citigroup
- Oppenheimer & Co.
- Morgan Stanley

CONSULTING

- **Boston Consulting Group**
- Deloitte
- Bain & Company
- Accenture

RETAIL

- OTTO Group
- Amway
- Costco
- Tchibo Direct
- Diesel

OTHER

- Nintendo
- Bwin
- Lego
- Redbull
- BASF
- Beiersdorf



FREQUENTLY ASKED QUESTIONS

ABOUT US

Why use yStats.com?

yStats.com can be your provider of the most current B2C E-Commerce data. Whether you seek country-specific, topic-specific, regional or global information, we ensure through secondary market research maximum objectivity for all data obtained. With our boardroom-ready PowerPoint presentations you save time and

What are the benefits of secondary market research?

Secondary research is a not only a cost-effective alternative to conducting primary research studies, but it is also a time-efficient solution. Our researchers derive information and data from a variety of reliable published sources and compile the data into understandable and easy-to-use formats

Does yStats.com provide consulting services?

No, we do not provide consulting services in any form.

OUR PRODUCTS

What types of Products does yStats.com offer?

yStats.com offers individual market reports and full access subscriptions (varying in license types and duration) to current and future published reports. The currently available reports can be found in the Market Reports section of our website. The list of soon-to-be-published reports can be found in the Upcoming Reports Section on our homepage. For a more extensive list of upcoming reports, please contact us directly. For more information about our Full Access subscription, please see the Full Access page on our website. Apart from market reports and subscription, yStats.com also offers custom research services.

What is your research methodology?

Our reports are exclusively based on secondary market research. Our researchers derive information and data from a variety of previously published, reliable sources and compile the data into understandable and easy-to-use formats.

From which sources is information for reports derived?

Our reports are solely based on information and data acquired from national and international statistical offices, industry and trade associations, business reports, business and company databases, journals, company registries, news portals and many other reliable sources. By using various sources we ensure maximum objectivity for all data obtained.

Is information in the reports comparable across countries?

Due to the fact that information included in the market reports

is derived from different sources which might rely on different definitions, some information might not be comparable across countries.

What are the report format options?

Our reports are published in PDF and PowerPoint formats. PowerPoints are ready-to-use for boardroom presentations, but also easily editable to suit your business needs!

Does yStats.com offer reports in other languages?

All of our reports are published in English at this time.

How can I find the most relevant report?

On our website, you can use various search features or search by keyword. You can also contact us directly describing your research needs and we will help you find the appropriate report that satisfies them.

How do I know which license to choose when purchasing individual reports?

When purchasing a report, you must select the appropriate license. A Single User License: allows one user to access the downloaded

A Site License: allows up to ten (10) users of a company within a specified geographic area (i.e. country) to access the downloaded report.

A Global Site License: allows up to ten (10) users of a company worldwide to access the downloaded report. Please choose the appropriate license with care, as all purchases are subject to our Terms & Conditions.

Can I purchase only selected parts of a report?

Unfortunately, our market reports are only sold as a whole.

Is there an overlap between country, regional and global reports on the same topic?

Some reports can have overlapping content, such as regional reports containing content from parts of individual country reports. Please consult the Table of Contents or contact us if any questions should arise.

I would like to see a sample of a report. Where can I find it?

Free sample charts from each report can be viewed in the product brochure. Also a standard free sample is available for download from each report page. To get an idea what our reports look like you can download a standard Free Full Report from our online shop.

For a full version of Frequently Asked Questions, please visit: https://www.ystats.com/faq-by-section/





FREQUENTLY ASKED QUESTIONS

OUR PRODUCTS (CONT.)

When will an update of a particular report be published?

In general, our market reports are published on an annual basis. Online Payment reports are updated on a semiannual basis. Please consult the "Upcoming Reports" section on our homepage or "Related Reports" section of our product brochure. We have a publication schedule that we adhere to, so if you'd like to know about a specific report, please contact us.

Do you offer subscriptions to reports?

Yes, we do have a number of subscription options called "Full Access". Some leading international enterprises subscribe to our reports to get the most comprehensive insight into B2C E-Commerce and online payment markets worldwide contained in our market reports collection and ensure cost efficiency. There are several Full Access subscription options varying in number of possible seats allocated and duration of subscription. For more information on our various Full Access Subscription offers, see our Full Access Subscription page on our website and contact us.

OUR SERVICES

I need more information about a particular topic. Do you offer further products or services?

Apart from market reports, we also offer Custom Research. With our Custom Research solutions, you receive research tailored to your needs, answering your specific questions. The Custom Research types include In-Depth Industry Research, Competitive Intelligence and Company Profiles, Corporate Customer Identification in international markets, Investor Snapshots and Country Fact Sheets.

I still need help finding the right report – do you offer additional personal search?

yStats.com offers services in which our researchers who prepare the reports can point you to the appropriate report to suit your needs. If you want to take advantage of this free service, please contact us.

ORDERING & DELIVERY

How do I order a report?

Our reports can be purchased most easily through our Online Shop, but are also available for purchase offline. To purchase a report from our Online Shop: Choose the relevant report and appropriate license, click "Add to Cart", then complete the necessary check out steps. Payment options include major credit cards (MasterCard, Visa, American Express, Maestro, China UnionPay) or PayPal. Once your online payment has been completed, you will be able to click on "Download", which will take you to your "my yStats" account, from where your report will be available as a PDF and PPT for download.

To purchase a report via fax or email with PDF attachment:

To order a report offline, please complete and sign the "Fax Order" form, which can be located on the right-hand side of the webpage next to the report overview or in the product brochure. Send the completed and signed order form through fax or email (as a PDF attachment) as indicated on the form. An Invoice will be sent to you afterwards asking for payment via bank transfer, credit card, or PayPal. After the payment is processed successfully, you will be given the access details to the report.

Will I get an invoice?

For online shop purchases, an invoice will be sent to you automatically via email to the email address entered in the billing details immediately after completion of payment. For offline orders, an invoice is sent per email after the complete order form is received.

How long does delivery take?

All of our reports are delivered online. All reports ordered online via our Online Shop are available for download immediately following successful processing of payment. For all orders made offline, upon successful processing of payment, access details will be sent via email.

Do I have to pay tax if I purchase a report?

Customers from Germany have to pay an additional tax rate of 19%. Customers from the European Union (EU) do not have to pay tax if they enter a valid VAT Identification Number. Customers from non-EU countries do not have to pay tax. Moreover, tax has to be paid for all private purchases from the EU.

What is vStats.com's VAT number?

yStats.com's VAT number is DE 251661218

POLICIES

What is yStats.com's return/refund/cancellation policy?

Since our reports are information-based digital products and therefore consumed upon purchase/download, we will not refund, allow cancellation or accept any returns of orders. Please read through all information about a product before purchasing. If you should have any questions about a product, please do not hesitate to contact us via our contact details as listed on our homepage.

For a full version of Frequently Asked Questions, please visit: https://www.ystats.com/faq-by-section/







REPORT ORDER FORM

						_	
PLACE YOUR ORDER OFFLINE		P	LACE YOUR	ORDER O	NLIN	E	
Scan and email this form to order@ysta Fax us at + 49 40 39 90 68 51 using this		Pro-		orts are also a ur Online Sho	lso available for purchase Shop.		
CHOOSE YOUR REPORT(S) AND LICENSE* TYPE Please confirm the license type and reports: Report Title	ENSE* TYPE(S)	Publication Date	Price (€)	U	INGLE ISER ICENSE	SITE LICENSE	GLOBAL SITE LICENSE
			TOTAL				
CHOOSE YOUR PAYMENT METHOD Choose Your Preferred Payment Method:)						
Credit Card	Bank Transf	fer 🗌		PayPal			
American Express China UnionPay CARD HOLDER CARD NUMBER EXP. DATE SECURITY CODE** Triff you prefer, this can be communicated over the shone or via secured e-mail communication. COMPLETE YOUR CONTACT DETAIL An invoice will be sent to your company	to you in the submission of	er information will be e invoice you receive fo of an Order Form offli	JOB TITLE	An invoice to the e-mathe contact Payment vi available u	ail addr details a PayPa	ess as listo below. al will be r	ed in made
COMPANY	E-MAIL		PHONE				
STATE/PROVINCE	POSTAL CODE		COUNTRY				
HOW DID YOU FIND US? Search Engine (Google, Bing etc.)	SIGNATURE						
Print/Online Publication	EU COMPANIES						
Press Release	MUST SUPPLY VAT NO. PURCHASE ORDER NO. (IF REQUIRED)						
Linkedin/XING	ORDER DATE						
Facebook/Twitter		e Terms & Conditions and Privac					
Personal Recommendation		.com may contact you in the fut se advise us accordingly. Your co					
Other	single user access to the rep Global Site License (allowing	nen purchasing a report, you hav port), a Site License (allowing up g up to 10 users of a company w bly with our Terms and Condition	to 10 users in a parti vorldwide to access th	icular geographic lo ne report). Please c	ocation aco hoose the	ess to the rep license that su	ort), or a uits your



TERMS AND CONDITIONS

yStats.com GmbH & Co. KG provides its services exclusively to contracting partners and users of its website according to Sec. 14 German Civil Code ("you") subject to the following Terms and Conditions. By visiting our website, shopping at the online store provided by yStats.com, or placing an order offline for any of our products, subscriptions and services, you acknowledge that you are bound by the following Terms and Conditions, which are, unless explicitly agreed upon otherwise in writing, the entirety of the "Contract", as defined in 1.1, between yStats.com GmbH & Co. KG and you. Terms and Conditions are subject to change at any time without prior notice, based on the discretion of yStats.com GmbH & Co. KG, the most current of which are readily available on our website.

We herewith contradict any terms and conditions of purchase by our customers which will not become part of the Cont

1.1 The following terms and conditions apply to our entire contract (the "Contract") be-tween yStats.com GmbH & Co. KG (he reinafter also referred to as "we" or "us") with our customers regarding (i) the purchase of our reports both on- a custom research services, (iii) full access subscriptions, (iv) searchable online database of sta-tistics (the "Online Database") and (v) any other contracts between us and our custom-ers executed with reference to these terms and conditions (any reports and other ser-vices and products which we may make available to the customer under a Contract hereinafter the "Products"). 1.2 Agreements contrary to these terms and conditions require our express written con-firmation. Deviations between these terms and conditions and the contents of the Order Form will be accepted if and only if expressly agreed upon by both our

shall prevail.

2. REPORT AND FULL-ACCESS SUBSCRIPTION OFFERS & ORDERS

2.1 With respect to the purchase of our Market Reports, purchase can be made either online or offline.

2.2 Our homepage contains information about pricing, acceptable payment methods and product brochures. To purchase a Market Report directly from our online shop, simply click 'Add to Cart', then 'Proceed to Checkout', where registration and payment details can be entered. As soon as payment is processed successfully, you will receive an Invoice via email and the Report will be available online for download.

customer(s) and us in writing, limited to the case of custom research orders, at which point the contents of the Order Form

2.3 To purchase a Market Report offline (not via the online shop) simply print the Report Order Form from the appropriate authorized enter the Report Order Form and the summer stopp, samply plant to the Report Order Form that the appropriate and the Report Order Form have a duly authorized representative sign the Report Order Form and then submit the Report Order Form to us via facsimile or email w PDF-attachment. Upon receipt of a completed Report Order Form, you will obtain an Invoice detailing the product ordered, price, and date of payment. Upon successful processing of payment, access and log-in details will be forwarded to the purcha ser within two (2) business days.
2.4 If you order our product "Market Reports", you gain access to the ordered report as identified in the Report Order Form

and you may use that report in accordance with Section 6.2 below and the other provisions of the Contract

2.5 To purchase one of our Full Access Subscriptions, please contact us through the appropriate forum on our website, located under the Full Access tab on our homepage. Once we receive an inquiry, we will forward an Order Form to be filled out and signed by a duly authorized representative. Once this Order Form has been completed and signed, please send the Order Form via facsimile or email with PDF-attachment. Upon receipt of the completed Order Form, we will send an Invoice detailing price of the "Full Access Subscription" and payment method options. Upon successful processing of payment, access and log-in details will be forwarded to the purchaser within two (2) business days. The provision of this information constitutes the acceptance should you not have been provided with a separate acceptance in writing.

2.6 If you order one of our "Full Access Subscriptions", you gain access to all reports within the scope of your chose tion (excluding all custom research services) currently available on our website during the subscription timeframe as identified in the "Order Form" as of the date of the execution of the Contract and you get one (1) license for one (1) specified user to access all published content on our Online Database during the subscription timeframe as identified in the "Order Form". You may use the reports and the Online Database pursuant to your chosen license option, in accordance with Section 6 below and the other provisions of the Contract.

3. CUSTOM RESEARCH OFFERS & ORDERS

3.1 Unless expressly agreed upon otherwise in writing, the contents of our offers may not be made available in whole or in parl to any third party outside your organization.

3.2 With respect to research services, upon inquiry, we submit an offer to you in the form of a "Research Order Form" as a PDF, accompanied with a proposal stating the nature of the issue to be researched, the services to be rendered, the time required for the study, structure of payments (if any) and the total fee due. You accept this offer by completing the Research Order Form, having a duly authorized representative sign the Research Order Form and then submitting the Research Order Form to us via facsimile or email with PDF-attachment.

4. ONLINE DATABASE

4.1 With respect to the access to our Online Database, your order can be made offline.

4.2 To purchase access to our online database offline (not via the online shop) simply print the Database Access Order Form from the appropriate product brochure. Simply fill out the Database Access Order Form, have a duly authorized representati sign the Database Access Order Form and then submit the Database Access Order Form to us via facsimile or email with DPD-attachment. Upon receipt of a completed Database Access Order Form, you will receive an Invoice detailing the product ordered, price, and date of payment. Upon successful processing of payment, log-in details will be forwarded to you within five

4.3 If you order our product "Online Database", you gain access to the ordered online database as identified in the Database Access Order Form and you may use that data-base in accordance with Section 6.7 below and the other provisions of the

5.1 All prices for offline orders are to be derived exclusively from the Order Form and/or the documents referenced therein. All prices for orders placed via the online shop are those which are displayed on our website.

5.2 All prices are net and without transportation costs, if applicable. Value Added Tax, if applicable, at the statutory rate shall be

added to all fees payable hereunder. 5.3 For all services that go beyond the scope as agreed under the Order Form, a rea-sonable additional fee for these service: shall be discussed and agreed upon with the customer before commencement of any work and will be itemized on the final

Invoice (if applicable) sent to the customer. 5.4 We will send our Invoice to you upon execution of the Contract, unless agreed oth-erwise in the Order Form. In the event that you order our product "Full Access Sub-scription", we will send our Invoice for the first contract year upon execution of the Con-tract. Any Invoice(s) for any subsequent contract year(s), will be sent to you upon commencement of each contract year. 5.5 All payments shall be due and payable immediately upon the date set forth in the Invoice, without any dedu

Products will not be dispatched and services will not commence until successful processing of payment, excluding the case of custom re-search orders, in which structured payment terms will be outlined on the Order Form.

5.6 All customer's rights of retention or set-off are hereby excluded to the extent that they are not based on the same contrac

tual relationship. Retentions or set-offs are al-lowed only if the customer's claim is undisputed, has become

5.7 In the event of a customer's default in payment or other apparent credit unworthi-ness, all remaining claims against that customer shall become immediately due and payable in full. This only applies if the customer is responsible for the default. We shall be entitled to rescind payment terms previously agreed upon and to demand payment in advance or other appropriate security with respect to pending deliveries. A customer shall be deemed unworthy of credit in particular when he files a petition in bankruptcy or composition proceedings.

6. INTELLECTUAL PROPERTY RIGHTS AND INDEMNITIES

6.1 All copyrights and other intellectual property rights in connection with our products and all contents of our website remain with us. All data carriers remain our property. The customer/user may not modify, publish, transmit, transfer or sell, repri duce, create derivative works from, distribute, perform, display, or in any way exploit any of the products made available by in whole or in part, except as expressly permitted under the Contract.

6.2 Upon delivery of the product(s) to you and payment of the agreed fee, you obtain a non-exclusive, non-transferable, perpetual right to use the products provided for your internal purposes or any additional purposes as contractually agreed upon Our reports and our Online Database, in part or entirety, may not under any circumstances be used for external purposes out our expressed written permission. Requests are to be submitted to us and will be considered on a case-by-case basis. We retain the right to reject and deny requests. Requests that are accepted may be subject to an additional fee, negotiable between parties on a case-by-case basis.

6.3 We, as well as any original sources contained within our product, must expressly be named as the author of any data the customer processes further as contractually negotiated. Furthermore, we maintain the right to conduct a formal review of any final product(s) which contain data cited from our market reports or our Online Database. We formally require ten (10) ess days prior to external publication or sharing of any product(s) that derive data from our market reports or our Online Database. We maintain the right to review and discuss citation formalities at any point in time.

6.4 For Market Report purchases, in the event that the parties agree on a "Single User License" under the Order Form, this means that only one (1) individually named user of an organization shall be entitled to access the report(s). In the event that the parties agree on a "Site License" under the Order Form, this means that up to ten (10) users within a given geographical location (as specified in the Order Form) of an organization shall be entitled to access the report. In the event that the parties agree on a "Global Site License", this means that up to ten (10) worldwide users of an organization shall be entitled to access the report. In both cases, the term "organization" refers to your specific company only and excludes any third parties, including

6.5 For Full Access Subscription purchases, in the event that the parties agree on a "10-Seat Full Access License" under the Order Form, this means that up to ten (10) worldwide users of an organization shall be granted Full Access to the reports. In the event that the parties agree on a "15-Seat Full Access License" under the Order Form, this means that up to fifteen (15) worldwide users of an organization shall be granted Full Access to the reports. In the event that the parties agree on a "20-Seat Full Access License", this means that up to twenty (20) worldwide users of an organization shall be granted Full Access to the reports. In the event that the parties agree on an "Unlimited Seat Full Access License", this means that an unlimited number of worldwide users of an organization shall be granted Full Access to the reports. In all cases, the term "or-ganization" refers to your specific company only and excludes any third parties, includ-ing affiliates.
6.6 For the specific case of a purchase of an "Unlimited Full Access License", the fol-lowing limitations apply:

6.6.1 Our reports may be used for internal purposes, in part or in entirety, limited

only as is expressed in this Section 6 of yStats.com GmbH & Co. KG Terms & Condi-tions 6.6.2 The sharing of our reports, in part or in entirety, via the upload to/use of a

company's intranet network is hereby allowed only with the purchase of an "Unlimited Full Access License."

6.6.3 No data from our reports may be reproduced or republished in any identical or near identical form in any of a company's

final products or content used for external purposes without our expressed written permission.
6.7 Regarding the online database, you will be granted a sublicense from "Tableau Online" a software of Tableau Software

Inc. If the Online Database is made available via "Tableau Online", you may use the Online Database solely in accordance with Section 3.7 of the Tableau Software End User License agreement ("EULA"), available on the website www.tableau.com (under section legal). You confirm, that you acknowledge the EULA and agree to indemnify us from all claims of third parties, in particular Tableau Software, Inc., based on your violation of the EULA. Any sublicense granted to you to use "Tableau Online" automatically ends with the end of the term of our Contract with you and we will change the log-in details for the Tableau license purchased in order to grant a sublicense to you.

■ 7. TECHNICAL INFORMATION

7.1 We shall provide our products – with the exception of the online database – in the following standardized data formats:

PowerPoint and PDF. For custom research re-ports, Excel documents may also be provided, upon request.
7.2 You must ensure that you have the corresponding technical resources to make use of these data. You may not derive any

claims in this connection on grounds of breach of obligation.

7.3 Upon successful processing of payment, purchases made via the online shop will be immediately available to download or the log-in details will be forwarded to you. For all offline purchases, upon successful processing of payment, you will receive the re-quested product(s) and service(s) in the aforementioned standardized data formats, and all additional data pertaining thereto or the log-in details within five (5) business days. If the Online Database is made available via "Tableau Online", you will receive the log-in details for "Tableau Online" within the aforementioned deadline

8. DEFECTS AS TO QUALITY

8.1 No claims for defects as to quality are triggered by insignificant discrepancies be-tween our products and services and the warranted quality or fitness for use.
8.2 Likewise, no claims for defects as to quality may be derived from entrepreneurial risks – e.g., with regard to questions of

entrepreneurial discretion, an erroneous as-sessment of the market situation or the failure to recognize a business action's

8.3 Defect-based claims are further excluded in cases of excessive or improper use or in connection with damages caused by extraordinary conditions not reflected in the Order Form. This is also true in cases of subsequent changes re customers or third parties unless such changes do not affect the analysis and removal of a given defect.

8.4 Claims for defects as to quality expire within one year from the commencement of the legal statute of limitation. This limitation does not apply to the extent that applicable law stipulates a longer period in cases of intentional or grossly negligent breaches of duty on the part of us, fraudulent concealment of a defect and injuries to life, body and health.

nages and the reimbursement of expenditures are further subject to Section 10

9. LEGAL DEFECTS

We are liable for products and services infringing on third party rights only if and to the extent that our products and services are used in accordance with the agreed con-tractual requirements.

9.2 Unless agreed otherwise, our liability for the infringement on third-party rights is limited to the territory of the European Union and the European Economic Area as well as the place of its services' proper use as agreed under the applicable Order 9.3 In the event that a third party asserts claims against the customer, alleging that a service performed by us violates its rights, the customer shall promptly notify us. If a service rendered by us violates third party rights, we shall choose one of the below actions, duly taking into consideration the customer's interests

a) procuring for the customer the right to use the service; or

b) revising the service to render it free of legal violations.

9.4 Upon our request, the Customer shall assist us with the defense against third party claims according to this section 9, with

each of the Parties bearing the costs of the use of its own personnel and couns 9.5 Claims the Customer may hold for legal defects expire in accordance with Sec-tion 8.4.

9.6 Claims for damages and the reimbursement of expenditures are further subject to Section 10

10.1 In cases of intentional misconduct and gross negligence, we are fully liable pursuant to applicable law

10.2 Besides Section 10.1, we are not liable for any damages, especially but not limited to any incidental, special, punitive or consequential damages, loss of profits or loss of data. This limitation does not apply to any claims for damages due to damage to life, body or health in cases of simple negligence and – subject to the limitations set forth hereinafter – due to damage caused by a breach of a material contractual obligation. Material contractual obligations are obligations that (i) you reasonably relied upon at execution of the applicable Order Form and (ii) was of critical significance to the out-come of performance.

10.3 In case of a negligent breach of a material contractual obligation our liability for damages – except for damage to life, body or health – is limited to typical and at the time of the formation of this Contract foreseeable damage.

10.4 The aforementioned limitations do also apply to our liability for fault by our bodies, employees and vica well as our bodies', employees' and vicarious agents' personal liability.

10.5 Our liability for damages under warranties (Beschaffenheitsgarantien) is limited to instances in which the warranty expressly includes such liability.

10.6 Claims for the reimbursement of expenditures and other liability claims asserted by the Customer against us are subject

11. CONFIDENTIALITY

11.1 The Parties shall hold in strict confidence for a period of 10 years of the formation of this Contract regarding all data and information materials of which they gain knowledge as part of a Contract, be it orally, in writing or otherwise, directly or indirectly, provided that such data or information materials are designated confidential or must be considered confidential based on their nature, and shall use them exclusively as part of the services covered by the relevant Order. This duty of confidentiality excludes data and information materials that:

a) were already known or accessible to any third party at the time of disclos

b) which is lawfully disclosed to you by a third party that is not subject to a confidentiali-ty obligation regarding this data or

c) must be disclosed by order of and to a government agency or another competent third party; and d) must be disclosed to legal or tax advisors of the contractual customer in question for consulting purposes. In the cases of Sections b) and c) above, the parties shall (i) promptly inform each other about a given request and prior to disclosing confidential information, and (ii) limit the disclosure of confidential information to the minimum required 11.2 We may use your company name and logo as a reference so long as no contrac-tual details are divulged

12. JURISDICTION, GOVERNING LAW, MISCELLANEOUS

12.1 In Contracts with merchants, legal persons under public law, or special assets (Sondervermögen) under public law, the place of payment is Hamburg, Germany.

12.2 In Contracts with merchants, legal persons under public law, or special assets (Sondervermögen) under public law, all of Ham-burg. Governing law is German law under exclusion of the CISG.



