

Growth in a Mission Driven Startup.



First introductions.

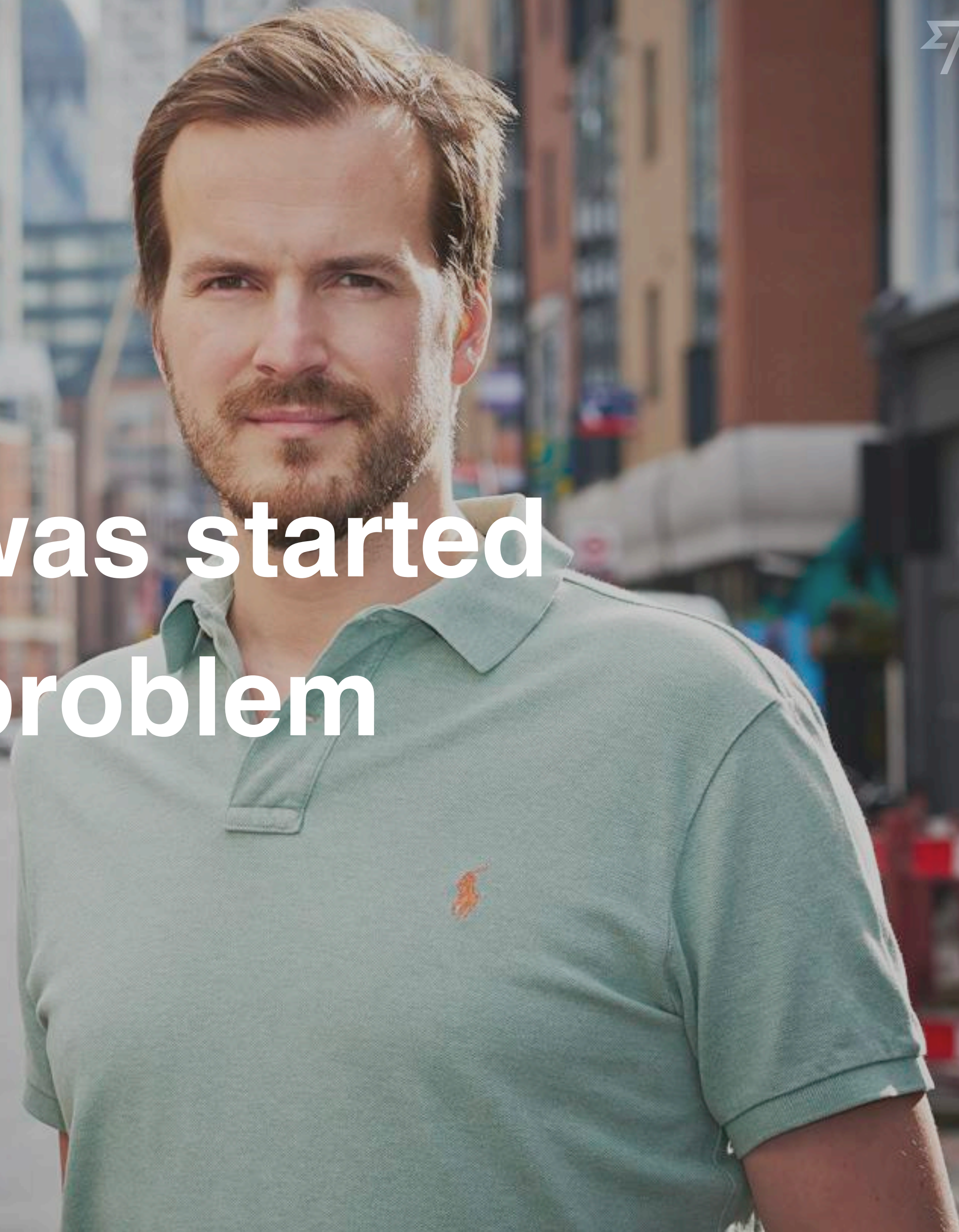
A wide-angle, fisheye photograph of two men sitting at a wooden table in a cafe. They are both looking intently at a smartphone held in the foreground. The man on the left is wearing a blue and white checkered shirt, and the man on the right is wearing a red, blue, and white plaid shirt. In the background, there is a bar with shelves of bottles and a woman in a blue shirt walking past. The ceiling has exposed pipes and a curved architectural element.

Рома

Илья



**Transferwise was started
to solve a problem**





650

employees in 9 offices

Fire exit →

THE HIPSTER CAFE

1 Million+
users across 60 countries



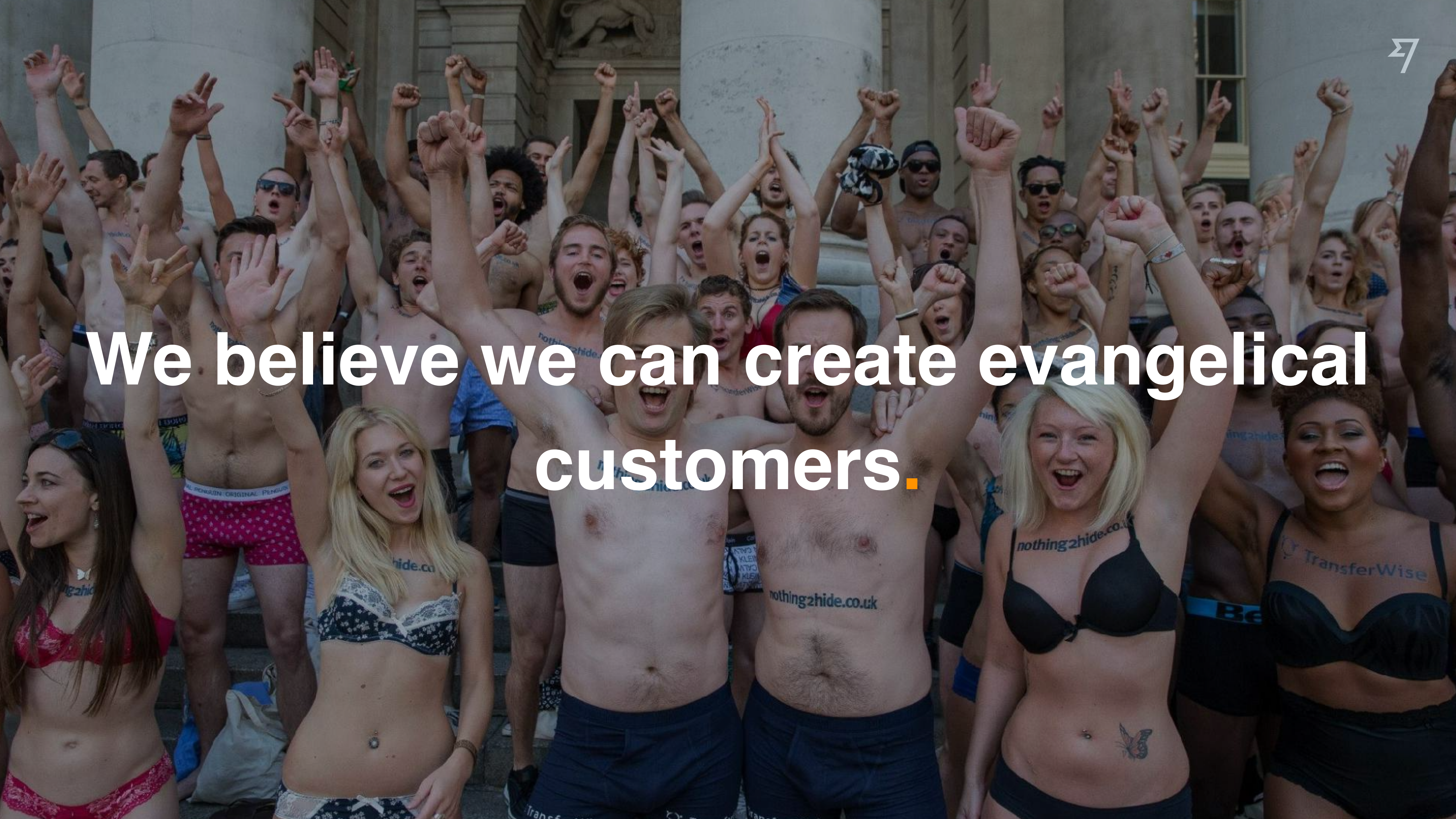
A rustic living room with two dark brown leather tufted sofas, a wooden coffee table, and several bookshelves filled with books. A large globe sits on a wooden cabinet to the left. The room features a grey metal beam structure and a hanging lamp. The text is overlaid in the center.

£1 Billion+
sent every month

**“Money without borders: instant,
convenient, & eventually free”**



We believe we can create evangelical customers.



**Why do people recommend our
product ?**

Rational

Emotional

Product

Cause

Speed
Price
Convenience
Coverage

Cause



**To achieve advocacy your product needs
to be an order of magnitude better than
the alternative**





Nilan

@nilanp

Moving money faster than sound

You send	1,000	AUD
Recipient gets	572.30	GBP

Estimated arrival: **in 2 hours**



If money moved at the speed of sound, it would take **13.8 hours** to get from Sydney to London.

RETWEETS

4

LIKES

18



12:50 PM - 31 Aug 2016



18





**But don't do this as "growth hack"
do it because the world deserves it**

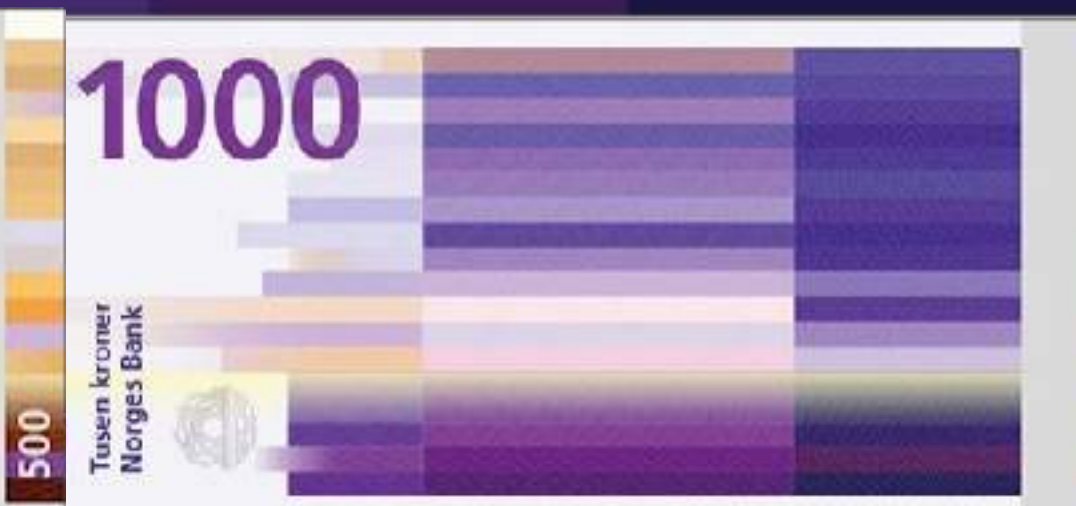




We work in **autonomous**
independent teams that focus on
KPIs that make a difference to
our **customers** and drive our
growth



The currencies teams launches new currencies



It is autonomous & independent



Brazil



Speed
Price
Convenience
Coverage

Cause



ANNO · ELIZABETHAE · R · XIII · CONDITVM · ANNO · VICTORIAE · R · VIII · RESTAVRATVM





Money without borders.

Instant, convenient, transparent
and eventually free

We're powering money for people and businesses:
to pay, to get paid, to spend, in any currency,
wherever you are, whatever you're doing













The true cost of sending €1000 to British Pound.

ING 

€6

€14.03

Total cost
€20.03

 Rabobank

€7

€11.63

Total cost
€18.63


moving money for better

€0

€29.32

Total cost
€29.32

 TransferWise

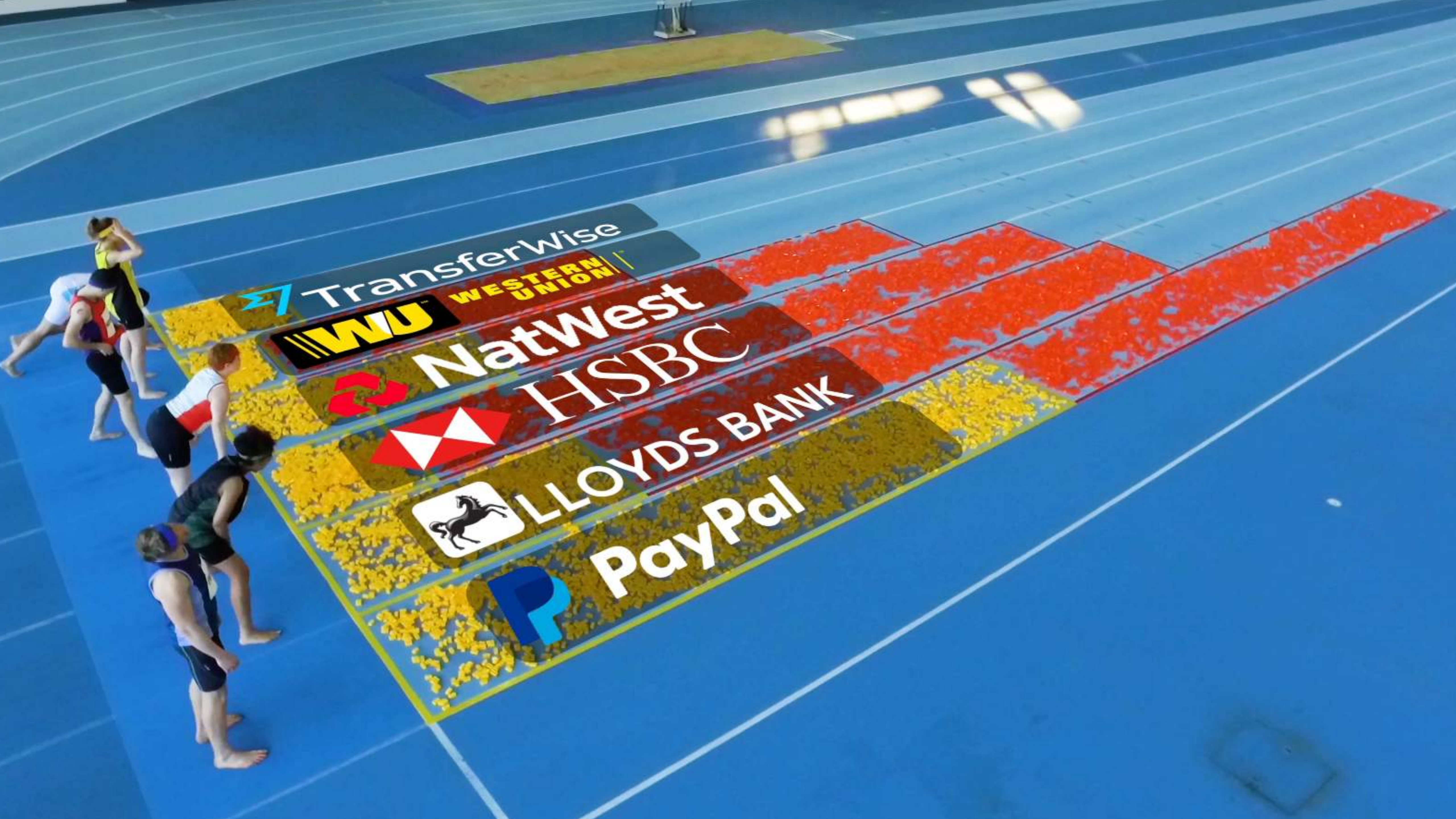
€4.98

Total cost
€4.98

 What your bank tells you it costs

 Extra costs your bank and the bank on the other side don't tell you about





 Transferwise

 WESTERN UNION

 NatWest

 HSBC

 LLOYDS BANK

 PayPal



Mission Driven Growth

We are hiring

transferwise.com/careers