



Master Global Commerce: Your Guide to the Merchant of Record Model

Expand faster, simplify compliance, and scale securely
powered by the right MoR partner

Expanding internationally is more complex than it seems.

While familiar markets are manageable, global growth requires expertise in compliance, tax, and fraud prevention. A Merchant of Record (MoR) handles these challenges, letting you focus on your product and customers.

Looking to scale into new regions?

Combining in-house capabilities with a trusted MoR partner ensures flexibility, security, and efficiency.

Want to learn more?

Dive into our guide to see how an MoR can simplify your international expansion.



Simplify international operations with a trusted MoR partner

Scaling a digital business internationally is exciting but complexity around taxes, payments, compliance, and legal risks can slow you down.

- ✓ We act as the legal seller of your digital goods
- ✓ We manage global taxes, chargebacks, and fraud
- ✓ We ensure regulatory compliance across 200+ countries
- ✓ We support over 40 currencies and 70+ local payment methods
- ✓ You stay focused on your product and your customers, we handle the rest



What Nexway manages for your business

Partnering with Nexway means eliminating operational overload at every stage of your global expansion:



Tax compliance

Full tax calculation, filing, and remittance worldwide



Fraud and risk management

Proactive fraud detection, chargeback management, and dispute handling



Legal protection

Adherence to PCI DSS, GDPR, PSD2, and local regulatory frameworks



Seamless payment operations

70+ payment methods, multi-currency support, and localized checkout experiences



No need for local entities

We remove the need to create foreign subsidiaries scaling has never been faster



**Built for SaaS, software, and digital commerce businesses
ready to scale across borders**



Avoid the common pitfalls of global expansion

Without an experienced MoR partner, businesses often face:

- 📌 **Inconsistent compliance and tax exposure**
- 📌 **High costs setting up international legal entities**
- 📌 **Poor payment experiences leading to cart abandonment**
- 📌 **Increased risk of chargebacks and revenue leakage**
- 📌 **Resource drain on legal, finance, and technical teams**

Nexway's MoR model ensures your global growth is fast, compliant, and profitable without stretching your internal teams thin



Why Nexway is the right MoR partner

- ✓ **Simplified solutions:**
One agreement covering payments, compliance, and fraud protection
- ✓ **Global presence:**
With localized support in over 200 countries and 40+ currencies, we ensure smooth operations no matter where you operate
- ✓ **Expert in subscriptions:**
Specializing in recurring payments for online businesses, we bring proven expertise to subscription-based models
- ✓ **Seamless integration:**
Fast onboarding and smooth migration, ensuring your operations face zero disruptions
- ✓ **Tailored to you:**
Custom solutions with transparent pricing to fit your unique business needs, ensuring flexibility and control

Why Nexway over other MoR providers?

	Best Alternative			
Feature	NEXWAY	paddle	FastSpring	Build In-House
Legal Seller	✓	✓	✓	✗
Tax Compliance	✓ Full	✓	✓	⚠ Complex
Fraud & Chargeback Handling	✓ Included	✓	⚠ Basic	✗ Costly
Local Entity Not Required	✓	✓	✓	✗
Support & Onboarding	✓ Human-led	⚠ Limited	⚠ Scripted	✗ Internal-only
Flexibility & Customization	✓ High	⚠ Low	⚠ Moderate	⚠ (Expensive)



"Nexway is a partner of choice to navigate the deep waters of the payment ecosystem. I recommend it to anyone looking to scale globally without complexities."

Khalid Bajjouj, Director of eCommerce, Kaspersky

Ready to scale globally? Let's talk.

Discover Nexway's powerful eCommerce features and added-value services designed to simplify your international growth. From global payments to tax management and compliance, we help you go further, faster.

- Tailored solutions for your business
- Expert guidance on global expansion
- Answer your questions directly

BOOK A MEETING

to explore how Nexway can support your business with one contract for a complete solution.

No obligation - just a conversation to unlock your growth potential.



www.nexway.com