






Buy Now, Pay Later (BNPL) A brief comparison

Created by Sourcing Manager Ltd

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BNPL Provider	Overview	Cost to Business	Cost to Customer
Klana 	One of the most well known BNPL providers	A \$30 monthly product fee A fixed \$0.30 transaction fee Variable fees up to 3.29% for onsite and 3.79% for offsite sales GBP fees not currently available	No cost to customer Missed payments will be added to next instalment
Clearpay 	A lesser known brand comparatively however has strong footing in Australia.	6% transaction value + £0.30 Based on monthly transaction volumes and other factors	No cost to customer £6 fee per missed payment, capped at 25% transaction value over £24.
PayPal Credit 	One of the most well known payments platforms, accepted globally. Customer pays in 3 monthly instalments for purchases over £99	PayPal charges 2.9% plus a £0.30 flat fee per transaction.	No cost to customer over 4 months. Exceeding 4 months 19.9APR interest
Laybuy 	Customer pays in 6 weekly payments interest free. Integrates with many commerce providers. E.g. Wix, Presta Cart, WooCommerce	4-10% of Transaction value Based on monthly transaction volumes and other factors	Interest free £6 fee to the customer for each missed payment
GoCardless 	Rather than offering BNPL, Gocardless offers a way to set up Direct Debits.	1% + £0.20 per transaction (+0.3% for transactions over £2000)	No fee, No interest

Considerations

- BNPL is not regulated by the Financial Conduct Authority (FCA) and is largely unregulated
- BNPL may not be suitable options for some products or customer demographics
- There is no requirement to undertake affordability checks, which could put your customers at financial risk
- BNPL is not widely available Business to Business

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If you'd like more information, the full report, or for Sourcing Manager Ltd to undertake a bespoke market or supplier review please contact jonathan@sourcing-manager.co.uk

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