HIDDEN FEES UNITED KINGDOM

7WISE

What's the purpose of this report?

According to the Cross-Border Payments Regulation, onshored in the UK post-Brexit, providers need to inform a customer "prior to the initiation of the payment transaction, in a clear, neutral and comprehensible manner, of the **estimated charges for currency conversion services** applicable to the credit transfer".

This report shows that despite these rules, **banks still hide the bulk of the cost of a transfer** in an inflated exchange rate. The rate they offer their customers is much worse than the rate you see on Google.

In addition, domestic payments in GBP cannot be cheaper than the corresponding payment to EUR. This resulted in most providers making GBP-EUR payments 'free' (i.e. no upfront fee), while still charging both an upfront fee and an exchange rate mark-up for payments to non-EU countries. You'll find the payments flows for GBP-EUR payments as well as GBP-USD, to showcase the difference.

In conclusion, there are two consumer problems:

- Fees hidden in inflated exchange rates
- Comparison based on received amount is impossible for payments to non-EU countries as the upfront fees are added on top of the sent amount, inflating received amount.



GBP -> EUR

£ → €

Are banks in the United Kingdom transparent about their fees?

Company	Markup	Markup fees	Transparency rating
ஃ NatWest	2.5%	£24.78 hidden fee	
*BARCLAYS	2.75%	£27.22 hidden fee	
LLOYDS BANK	3.6%	£35.61 hidden fee	
HSBC	3.7%	£36.89 hidden fee	
TSB	2.5%	£25.34 hidden fee	
♦ Santander	2.5%	£25.12 hidden fee	
Revolut (week)	0.15%	£1.45 hidden fee	
Revolut (weekend)	0.03%	£0.24 hidden fee	
Starling Bank	0%	No hidden fee	
ZING	0%	No hidden fee	
⋈ monzo	0%	No hidden fee	•

NatWest

- 2.5% exchange rate mark-up still isn't communicated as a cost.
- **£0** handling fee creates impression cost = zero.
- Natwest exchange rate is presented as **the** exchange rate.
- Cost of transaction is unclear.

	Mid-market exchange rate	NatWest exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
♣ NatWest	1 GBP = 1.1552 EUR	1 GBP = 1.1266 EUR + 2.5%	£24.76	£0.00	£24.76	•

^{*} Data collected in December 2023

Where NatWest hides it?

How much would you like to send? From Choose an account to send money from Account summary Balance including pending transactions: Country you're sending the payment to BELGIUM Currency **EURO** Amount to send Enter the amount and calculate the exchange rate Amount in selected currency 1126.57 OR Amount you pay in pounds sterling 1000 Calculate exchange rate 1.00 Pounds Sterling GBP = 1.1265683 EURO EUR Choose when the beneficiary will receive the payment Standard - Same business day (before 2pm) - Fee V Payment types explained ☑ Payment of fees Pay NatWest fee only

2.5% exchange rate mark-up still isn't communicated as a cost.

Natwest exchange rate is presented as **the** exchange rate.

* Data collected in December 2023

£0 handling fee creates impression cost = zero (in the dropdown menu).

Cost of transaction is unclear.

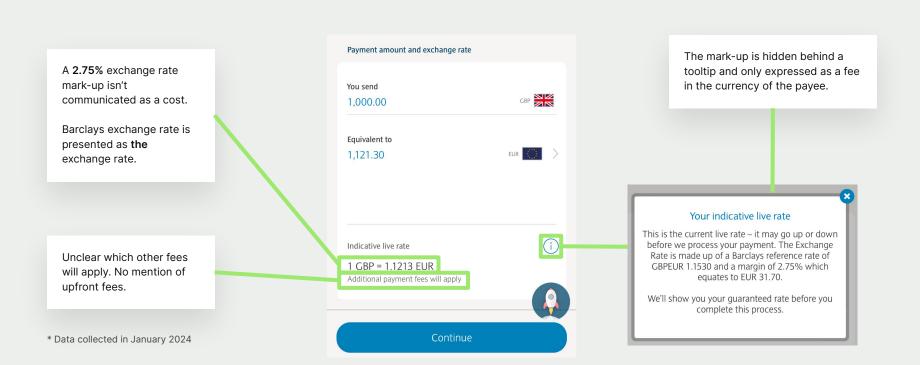
Barclays

- A 2.75% exchange rate mark-up isn't communicated as a cost. The mark-up is hidden behind a tooltip and expressed as a fee in the payee's currency, not GBP.
- **No mention** of any upfront fees, only that additional fees will apply.
- Barclays exchange rate is presented as **the** exchange rate.

	Mid-market exchange rate	Barclays exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
*BARCLAYS	1 GBP = 1.1527 EUR	1 GBP = 1.1213 EUR + 2.75%	£27.22	£0.00	£27.22	

^{*} Data collected in January 2024

Where Barclays hides it?



Lloyds Bank

- 3.6% exchange rate mark-up still isn't communicated as a cost.
- If you click 'How much do we charge for making this payment?' you get the total cost: **deliberate choice** to hide this behind a tooltip.
- Lloyds "wholesale rate" is slightly worse than the mid-market rate, but gives a good indication of the actual cost of a transfer. BUT it's hidden behind a tooltip.
- £0.00 fee creates the impression that the transaction is free.

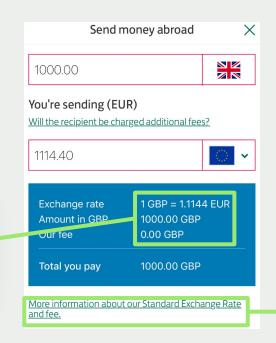
	Mid-market exchange rate	Lloyds Bank exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
LLOYDS BANK	1 GBP = 1.1556 EUR	1 GBP = 1.1144 EUR + 3.6%	£36.89	£0.00	£36.89	

^{*} Data collected in December 2023

Where Lloyds Bank hides it?

3.6% exchange rate mark-up still isn't communicated as a cost.

£0.00 fee creates the impression that the transaction is free.



Our Standard Exchange Rate

Our standard exchange rate shown here includes a margin, which for this transaction is £35.49. This is the difference between our standard exchange rate and the rate at which we buy and sell currency in the foreign exchange markets (the wholesale rate).

Our fee

If you are sending pounds or foreign currency other than euros (EUR), you will pay our fee of £9.50.

If you click 'How much do we charge for making this payment?' you get the total cost: **deliberate** choice to hide this behind a tooltip.

HSBC

- 3.7% mark-up not communicated as a cost to the customer
- HSBC exchange rate presented as the exchange rate
- £0.00 fee creates the impression the payment is free

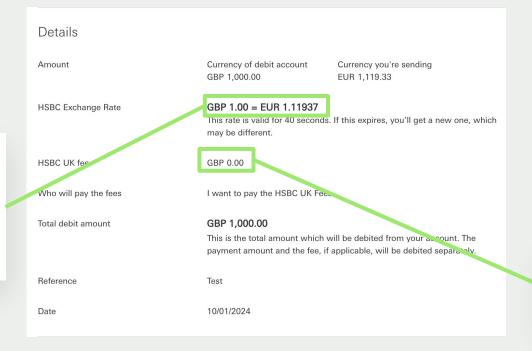
	Mid-market exchange rate	HSBC exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
HSBC	1 GBP = 1.1625 EUR	1 GBP = 1.1194 EUR + 3.7%	£37.13	£0.00	£37.13	

^{*} Data collected in January 2024

Where HSBC hides it?

3.7% mark-up not communicated as a cost to the customer

HSBC exchange rate presented as **the** exchange rate



£0.00 fee creates the impression the payment is free

TSB

- 2.5% mark-up not communicated as a cost to the customer
- TSB exchange rate presented as **the** exchange rate
- £0.00 fee creates the impression the payment is free

	Mid-market exchange rate	TSB exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
TSB	1 GBP = 1.1569 EUR	1 GBP = 1.1276 EUR + 2.5%	£25.34	£0.00	£25.34	

^{*} Data collected in December 2023

Where TSB hides it?

£1,000.00 They receive **€1,127.59** 2.5% mark-up not communicated as a cost to the customer Live rate TSB exchange rate 1 GBP = 1.128 EUR presented as the Might have changed when your payment is locked in exchange rate TSB fee £0.00

You send

This is our fee for this transaction. The recipient will pay any fees charged by the receiving bank.

£0.00 fee creates the impression the payment is free

^{*} Data collected in December 2023

Santander

- 2.5% mark-up not communicated as a cost to the customer
- Santander exchange rate presented as **the** exchange rate
- £0.00 fee creates the impression the payment is free

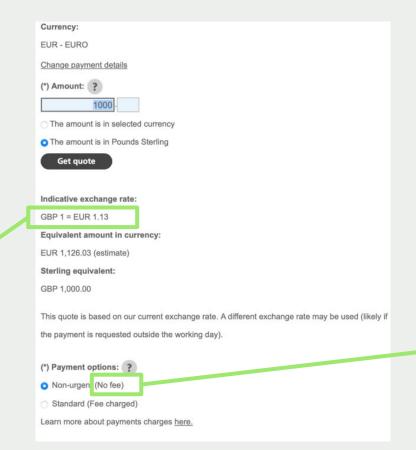
	Mid-market exchange rate	Santander exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
⋄ Santander	1 GBP = 1.1550 EUR	1 GBP = 1.1260 EUR + 2.5%	£25.12	£0.00	£25.12	

^{*} Data collected in December 2023

Where Santander hides it?

2.5% mark-up not communicated as a cost to the customer

Santander exchange rate presented as **the** exchange rate



"No fee" creates the impression the payment is free

* Data collected in December 2023

Revolut (on weekdays)

- Revolut uses a rate that's close to the mid-market rate.
- We believe Revolut has margin for error built in to account for FX volatility. It would be preferable if this was also communicated to customers, considering the margin is so small.
- The total cost is only communicated in the recipient's currency, not in GBP.
- There is no transaction fee for Revolut standard account holders under the exchange limit of £1,000 per month. For any transactions over that limit, a "fair usage fee" of 1% applies.
- A different price applies during the weekend (see Revolut on weekends).

	Mid-market exchange rate	Revolut exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
Revolut	1 GBP = 1.1714 EUR	1 GBP = 1.1697 EUR +0.15%	£1.45	£0.00	£1.45	

How Revolut is close to transparent (on weekdays)

Revolut uses a rate that's very close to the mid-market rate (+0.15%).



It clearly states to the customer that there are no fees included.

Revolut (on weekends)

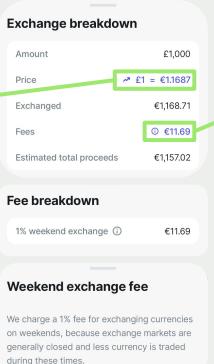
- Revolut uses a rate that's close to the mid-market rate.
- The total cost is communicated to the customer. However, we believe Revolut has margin for error built in to account for FX volatility. It would be preferable if this was also communicated to customers.
- The cost is only communicated in the recipient's currency, not in GBP.
- A different price applies during weekdays (see Revolut on weekdays). There is a 1% fee for currency exchanges on the weekend. This is communicated to the customer.

	Mid-market exchange rate	Revolut exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
Revolut	1 GBP = 1.1690 EUR	1 GBP = 1.1687 EUR 0.03%	€0.29 (£0.24)	€11.69 (£10)	€11.99 (£10.24)	

^{*} Data collected in February 2024

How Revolut is close to transparent (on weekends)

Revolut uses a rate that's very close to the mid-market rate (+0.03%).



The total cost is clearly communicated to the customer.

^{*} Data collected in February 2024

Starling Bank

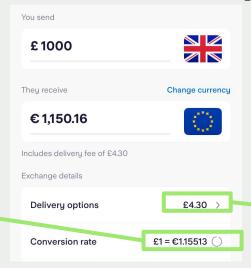
- Starling uses the mid-market rate
- The total cost is clearly communicated to the customer

	Mid-market exchange rate	Starling Bank exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
Starling Bank	1 GBP = 1.1551 EUR	1 GBP = 1.1551 EUR 0%	None	£4.30	£4.30	•

^{*} Data collected in December 2023

How Starling Bank is transparent

Starling uses the mid-market rate



 You pay
 £1,000.00

 - Fixed fee (Low Cost)
 £0.30

 - Conversion fee (0.4%)
 £4.00

 = Amount converted
 £995.70

 × Exchange rate
 () 1.1551

 = They receive
 €1,150.16

The total cost is clearly communicated to the customer

^{*} Data collected in December 2023

Zing (part of HSBC)

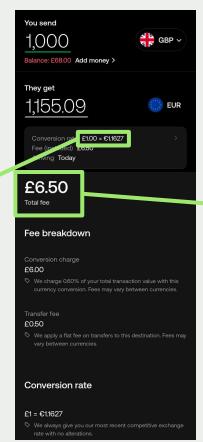
- Zing uses the mid-market rate
- The total cost is clearly communicated to the customer

	Mid-market exchange rate	Zing exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
ZING	1 GBP = 1.1628 EUR	1 GBP = 1.1627 EUR 0%	None	£6.50	£6.50	

^{*} Data collected in January 2024

How Zing is transparent

Zing uses the mid-market rate



The total cost is clearly communicated to the customer

Monzo Bank

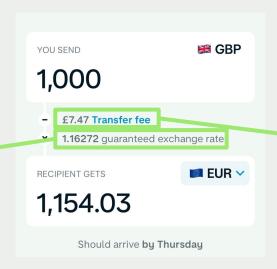
- Monzo uses the mid-market rate
- The total cost is clearly communicated to the customer
- The international payment flow is powered by Wise

	Mid-market exchange rate	Monzo Bank exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
⋈ monzo	1 GBP = 1.1626 EUR	1 GBP = 1.1627 EUR 0%	None	£7.47	£7.47	•

^{*} Data collected in January 2024

How Monzo is transparent

Monzo uses the mid-market rate. This international payment flow is powered by Wise.



The total cost is clearly communicated to the customer

GBP -> USD

famous

Are banks in the United Kingdom transparent about their fees?

Sending 1,000 GBP \rightarrow USD

Company	Markup	Markup fees	Transparency rating
NatWest	2.5%	£24.65 hidden fee	
BARCLAYS	2.75%	£27.64 hidden fee	
LLOYDS BANK	3.6%	£35.61 hidden fee	
HSBC	3.7%	£37.28 hidden fee	
TSB	2.9%	£29.28 hidden fee	
♦ Santander	2.3%	£23.22 hidden fee	
Revolut (week)	0.17%	£1.65 hidden fee	
Revolut (weekend)	0.25%	£2.45 hidden fee	
Starling Bank	0%	No hidden fee	
ZING	0%	No hidden fee	
⋈ monzo	0%	No hidden fee	

NatWest

- **2.5%** exchange rate mark-up **still** isn't communicated as a cost.
- **£0** handling fee creates impression cost = zero.
- Natwest exchange rate is presented as **the** exchange rate.

	Mid-market exchange rate	NatWest exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
♣ NatWest	1 GBP = 1.2662 USD	1 GBP = 1.2350 USD + 2.5%	£24.65	£0.00	£24.65	

^{*} Data collected in December 2023

Where NatWest hides it?

How much would you like to send? Choose an account to send money from Account summary Balance including pending transactions: Country you're sending the payment to UNITED STATES OF AMERICA Currency US DOLLAR Amount to send Enter the amount and calculate the exchange rate Amount in selected currency 1234.97 Amount you pay in pounds sterling GRP 1000 Calculate exchange rate 1.00 Pounds Sterling GBP = 1.2349742 US DOLLAR USD Choose when the beneficiary will receive the payment Standard - 2-4 business days Fee £0.00 Payment types explained ∠ Payment of fees Pay NatWest fee only

2.5% exchange rate mark-up still isn't communicated as a cost.

Natwest exchange rate is presented as **the** exchange rate.

* Data collected in December 2023

£0 handling fee creates impression cost = zero (in the dropdown menu).

Barclays

- A 2.75% exchange rate mark-up isn't communicated as a cost. The mark-up is hidden behind a tooltip and only expressed as a fee in the payee's currency, not GBP.
- No mention of any upfront fees, only that additional fees will apply.
- Barclays exchange rate is presented as the exchange rate.

	Mid-market exchange rate	Barclays exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
*BARCLAYS	1 GBP = 1.2629 USD	1 GBP = 1.2280 USD + 2.75%	£27.64	£0.00	£27.64	

^{*} Data collected in January 2024

Where Barclays hides it?

A 2.75% exchange rate mark-up isn't communicated as a cost.

Barclays exchange rate is presented as **the** exchange rate.

Unclear which other fees will apply. No mention of upfront fees.

You send 1,000.00 Equivalent to USD S 1.228.00 Indicative live rate 1 GBP = 1.2280 USD

The mark-up is hidden behind a tooltip and is only expressed as a fee in the payee's currency, not in GBP.

Your indicative live rate

This is the current live rate – it may go up or down before we process your payment. The Exchange Rate is made up of a Barclays reference rate of GBPUSD 1.2627 and a margin of 2.75% which equates to USD 34.70.

We'll show you your guaranteed rate before you complete this process.

* Data collected in January 2024

Lloyds Bank

- 3.6% exchange rate mark-up still isn't communicated as a cost.
- If you click 'How much do we charge for making this payment?' you get the total cost: **deliberate choice** to hide this behind a tooltip.
- £9.50 fee creates the impression that that's the only cost.

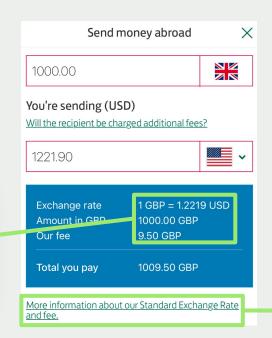
	Mid-market exchange rate	Lloyds Bank exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
LLOYDS BANK	1 GBP = 1.2670 USD	1 GBP = 1.2219 USD + 3.6%	£35.61	£9.50	£45.11	

^{*} Data collected in December 2023

Where Lloyds Bank hides it?

3.6% exchange rate mark-up still isn't communicated as a cost.

£9.50 fee creates the impression that it is the total cost of the transaction.



Our Standard Exchange Rate

Our standard exchange rate shown here includes a margin, which for this transaction is £35.52. This is the difference between our standard exchange rate and the rate at which we buy and sell currency in the foreign exchange markets (the wholesale rate).

Our fee

If you are sending pounds or foreign currency other than euros (EUR), you will pay our fee of £9.50.

If you click 'How much do we charge for making this payment?' you get the total cost: **deliberate** choice to hide this behind a tooltip.

HSBC

- 3.7% mark-up not communicated as a cost to the customer
- HSBC exchange rate presented as **the** exchange rate
- £5.00 fee creates the impression the it is the only cost

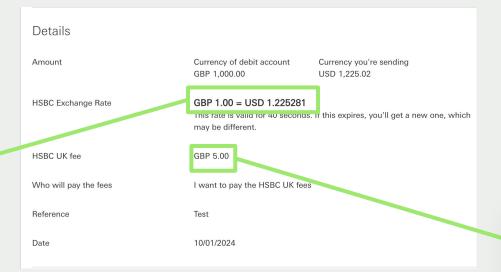
	Mid-market exchange rate	HSBC exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
HSBC	1 GBP = 1.2725 USD	1 GBP = 1.2253 USD + 3.7%	£37.28	£5.00	£42.28	

^{*} Data collected in January 2024

Where HSBC hides it?

3.7% mark-up not communicated as a cost to the customer

HSBC exchange rate presented as **the** exchange rate



£5.00 fee creates the impression it is the only charge for the transaction

TSB

- 2.9% mark-up not communicated as a cost to the customer
- TSB exchange rate presented as **the** exchange rate
- £10.00 fee creates the impression that it's the only cost involved

	Mid-market exchange rate	TSB exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
TSB	1 GBP = 1.2666 USD	1 GBP = 1.2295 USD + 2.9%	£29.28	£10.00	£39.28	•

^{*} Data collected in December 2023

Where TSB hides it?

International payment You send £1,000.00 They receive \$1,229.52 This isn't the currency of your recipient's country, so it could take longer to arrive and cost more Indicative rate 1 GBP = 1.230 USD (i) The final rate might be different, as this payment is out of hours. TSB fee £10.00 This is our fee for this transaction. The recipient will pay any fees charged by the receiving bank.

£10.00 fee creates the impression that this is the only cost associated with the transaction

2.9% mark-up not communicated as a cost

to the customer

exchange rate

TSB exchange rate presented as **the**

^{*} Data collected in December 2023

Santander

- 2.3% mark-up not communicated as a cost to the customer
- Santander exchange rate presented as the exchange rate
- £0.00 fee creates the impression the payment is free

	Mid-market exchange rate	Santander exchange rate	Hidden markup fee	Stated transaction fee	Real total cost	Transparency rating
⋄ Santander	1 GBP = 1.2657 USD	1 GBP = 1.2363 USD + 2.3%	£23.22	£25.00	£48.22	

^{*} Data collected in December 2023

Where Santander hides it?

2.3% mark-up not

communicated as a cost to the customer

Santander exchange rate presented as **the** exchange rate

Destination country:

UNITED STATES

Account to transfer from:

09-01-28 75644582 - 123 LITE CURRENT ACCOUNT

Currency:

USD - US DOLLAR

Amount:

GBP 1,000.00



Indicative exchange rate:

GBP 1 = USD 1.24

Equivalent amount in currency:

USD 1,236.27 (estimate)

Sterling equivalent:

GBP 1,000.00

Santander fee:

GBP 25.00

You will be debited:

GBP 1,025.00 (estimate)

"GBP 25.00" creates the impression the total cost is £25. It's also added on top of the send amount, inflating the amount received.

* Data collected in December 2023

Revolut (on weekdays)

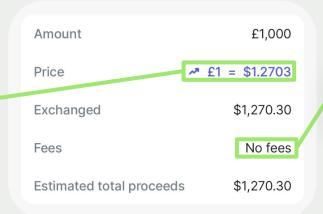
- Revolut uses a rate that's very close to the mid-market rate
- We believe Revolut has margin for error built in to account for FX volatility. It would be preferable if this was also communicated to customers.
- There is no transaction fee for Revolut standard account holders under the exchange limit of £1,000 per month. For any transactions over that limit, a "fair usage fee" of 1% applies.
- There is a different price on weekends (see Revolut on weekends)

	Mid-market exchange rate	Revolut exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
Revolut	1 GBP = 1.2724 USD	1 GBP = 1.2703 USD +0.17%	£1.65	£0.00	£1.65	

^{*} Data collected in January 2024

How Revolut is close to transparent (on weekdays)

Revolut uses a rate that's very close to the mid-market rate (+0.17%).



It clearly states to the customer that there are no fees included.

^{*} Data collected in January 2024

Revolut (on weekends)

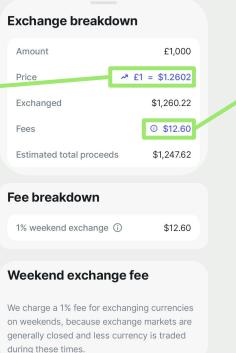
- Revolut uses a rate that's very close to the mid-market rate
- The total cost is communicated to the customer. However, we believe Revolut has margin for error built in to account for FX volatility. It would be preferable if this was also communicated to customers.
- The cost is only communicated in the recipient's currency, not in GBP.
- A different price applies during weekdays (see Revolut on weekdays). There is a 1% fee for currency exchanges on the weekend. This is communicated to the customer.

	Mid-market exchange rate	Revolut exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
Revolut	1 GBP = 1.2633 USD	1 GBP = 1.2602 USD 0.25%	\$3.10 (£2.45)	\$12.60 (£9.97)	\$15.70 (£12.42)	

^{*} Data collected in January 2024

How Revolut is close to transparent (on weekends)

Revolut uses a rate that's very close to the mid-market rate (+0.25%).



The total cost is clearly

communicated to the customer

^{*} Data collected in January 2024

Starling Bank

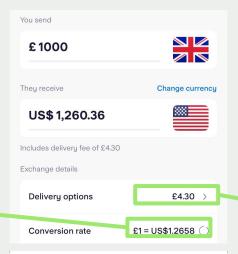
- Starling uses the mid-market rate
- The total cost is clearly communicated to the customer

	Mid-market exchange rate	Starling Bank exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
Starling Bank	1 GBP = 1.2662 USD	1 GBP = 1.2658 USD 0%	None	£4.30	£4.30	

^{*} Data collected in December 2023

How Starling Bank is transparent

Starling uses the mid-market rate



 You pay
 £1,000.00

 - Fixed fee (Low Cost)
 £0.30

 - Conversion fee (0.4%)
 £4.00

 = Amount converted
 £995.70

 × Exchange rate
 ① 1.2658

 = They receive
 US\$1,260.36

The total cost is clearly communicated to the customer

^{*} Data collected in December 2023

Zing (part of HSBC)

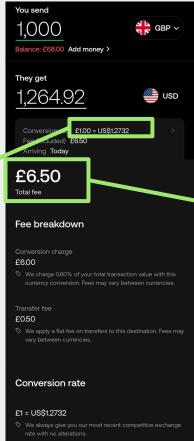
- Zing uses the mid-market rate
- The total cost is clearly communicated to the customer

	Mid-market exchange rate	Zing exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
ZING	1 GBP = 1.2731 USD	1 GBP = 1.2732 USD 0%	None	£6.50	£6.50	•

^{*} Data collected in January 2024

How Zing is transparent

Zing uses the mid-market rate



The total cost is clearly communicated to the customer

Monzo Bank

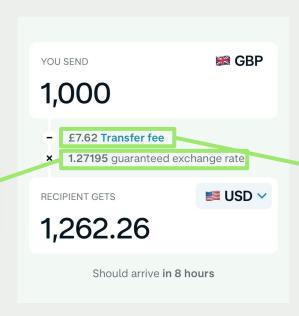
- Monzo uses the mid-market rate
- The total cost is clearly communicated to the customer
- The international payment flow is powered by Wise

	Mid-market exchange rate	Monzo Bank exchange rate	Markup fee	Stated transaction fee	Real total cost	Transparency rating
⋈ monzo	1 GBP = 1.2717 USD	1 GBP = 1.2719 USD 0%	None	£7.62	£7.62	

^{*} Data collected in January 2024

How Monzo is transparent

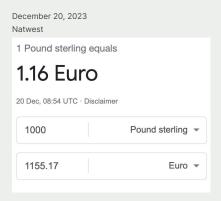
Monzo uses the mid-market rate. The international payment flow is powered by Wise.

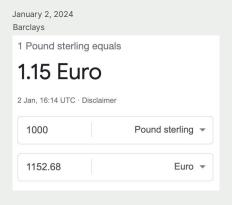


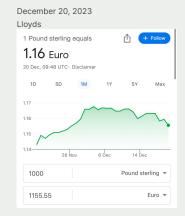
The total cost is clearly communicated to the customer

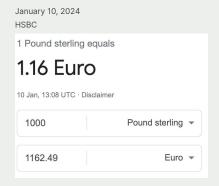
APPENDIX

GBP → EUR

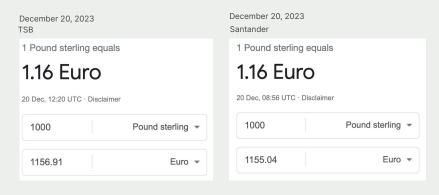


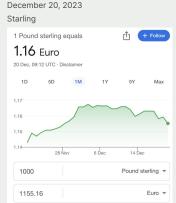


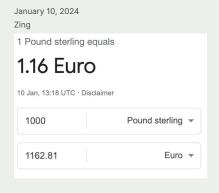




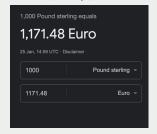
GBP → EUR







January 25, 2024 Revolut (weekdays)



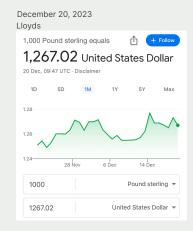
February 03, 2024 Revolut (weekends)



GBP → USD

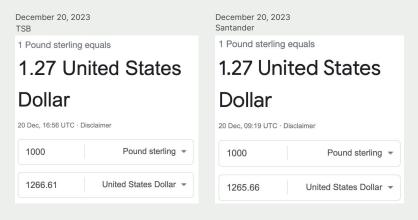




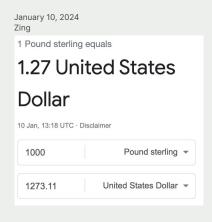




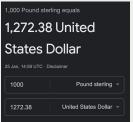
GBP → USD







January 25, 2024 Revolut (weekday)



February 03, 2024 Revolut (weekends)

