

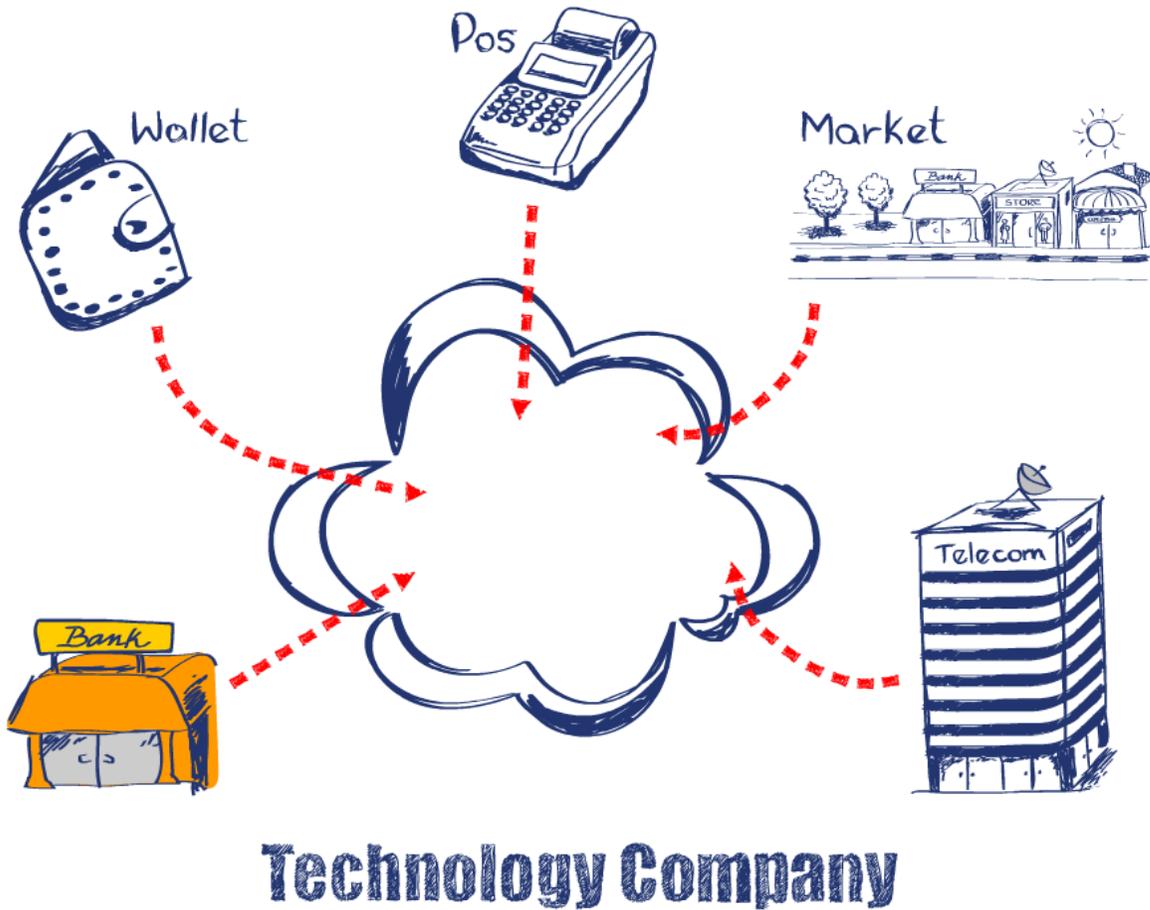


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The financial revolution in Africa:  
Mobile payments services in a new global age

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# Which model should be used for mobile payments?



All players of the payment system should be connected to a “cloud solution” that could offer their services to all parties in a neutral form.

# Who should offer the mobile payment services?

Technology companies that offer mobile payment solutions and are licensed by the bank and telecommunication regulatory authorities of the country.

## Technology types

**NFC**

**Remote  
Transactions**

EX: SMS, USSD, Apps, WAP

# Who should detain shareholding control of the companies that would provide mobile payments solution?

## Shareholding control

- Cannot be controlled by banks
- Cannot be controlled by Telcos
- Banks and Telcos can have a minority stock participation

## Non competition

- Bank products and current account products are still offered by banks
- Credit cards are still offered by Issuers
- Acquiring services are still offered by Acquirers

**The technology company only transforms the mobile into a POS or Wallet for credit and debit cards**

# What are each side obligations?

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## Telco obligations

- Obligated to offer their SMS and USSD platforms for the licensed technology company

## Technology company obligations

- Mobile solutions need to allow all acquirer companies to connect
  - Mobile solutions need to allow access to all issuers
  - Mobile solutions need to allow access to all banks
  - Different solutions need to be integrated in order to offer interoperability between the products offered by different banks and issuers
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# What is the value of having an independent solution offering services to several players in the financial and payment transactions system?

## For companies in the Financial system

- Standard safety and password authentication from the customer in a established protocol that has been accepted by the regulatory organs, reducing the cost of fraud
- Can be used as a complete technology solution for small banks to control their current accounts
- Can be used only as a “mobile option” with access to the banks current accounts allowing their customers to transact using a different channel.

## For customers and merchants

- Easy for customers to gain access to several payment transactions (transfers, credit card transactions, balance check and airtime top up) through their mobile, on any Telco and without installing anything on their phones.
- Easy for merchants of all sizes to add a POS in any mobile device.