



Remittance Providers

A Third Way for Financial Inclusion via Mobile

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Introduction

- Dahabshiil is an international remittance company
 - Presence in **both** send and receive markets
 - We are almost everywhere – even remote areas.
- We are an African business
 - Majority of our staff are migrants from Africa
 - We understand the African context better than anyone.
 - In business 40 years

A Third Way: Remittance Providers



Bank Led

- Strong compliance experience
- Many financial services
- Weak agent network
- Little profit in migrant business



MNO Led

- Domestic agent network
- Existing relationship with local customers
- Compliance challenges
- Difficulty with international transfers



Remittance Provider

- Remittance companies can bridge many of the limitations
- Work with banks and MNOs

Scaling Up Challenges

Infrastructure

- Need to build relationships with partners (MNOs) to link m-wallets to our system
- This will help us reduce cost to poor customers receiving remittances

How UK government can help:
Encourage the business case with MNOs and remittance providers

- like M-PESA and DfID

Regulation

- Harmonisation of compliance rules across countries
- Proportionate customer ID rules like in South Africa. **Customers are majority migrants.**

How UK government can help:
Provide technical assistance to African countries
Help them to implement best practises in remittance regulating

Beyond Financial Services

- **We are a migrant run business**
 - Understand migrant's needs
- Improves link between migrants here with Africa
 - Prompted migrants to launch own businesses
 - Take best solutions from here back home
- We unify disparate groups
 - People from different tribes now have business relationship through us – employees from all tribes.
 - Builds trust. Reduces hostilities.
 - Somalia's remittance company is a good example.

Dahabshiil Financial Services

An unrivalled, fast and reliable global money transfer service

“...A six-story cement building dominates this city's skyline. Once completed, it will house the headquarters of a money transfer company that operates in 144 countries”

-Associated Press

“Somalis' Money Is Lifeline for Homeland ”

-New York Times



““...so the remittances are a vital source of income...”

-BBC

“Dahabshiil Helps Strengthen Somali Currency”

-The Economist

Thank you

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