# mowali

Taking Mobile Money to the next level

A pan-African interoperability solution is required to truly democratize mobile money

Several local/regional initiatives are addressing payments interoperability

- Encouraged or led by public authorities, their objective is to make electronic payments available to all and reduce costs accordingly.

- They address all payments –not just mobile money -which makes them complex to implement

WAEMU(BCEAO)

CAEMC (BEAC)

EAC

SADC

Country initiatives

not exhaustive
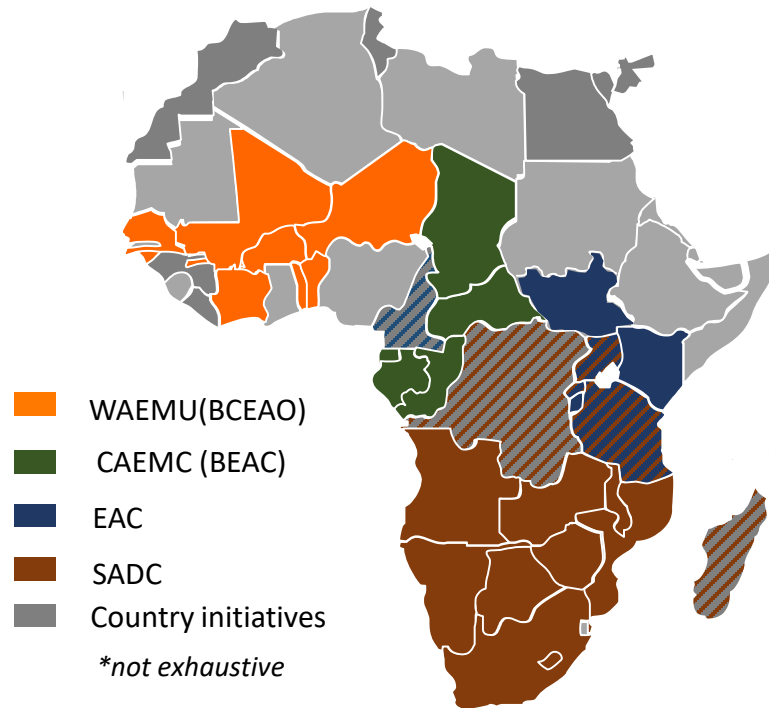
Interoperability is also the natural next step to further develop the mobile money business

- Interoperability is key to deliver our customer promise: "I can send/receive money to/from anyone, anywhere, using my mobile money account".

- Mobile money merchant payments need a standardized solution in order to scale.

- International mobile money transfer need a standardized scheme to accelerate deployments.

- As smartphones penetration increases, interoperability is also key to build a strong mobile money ecosystem around a broad customer base, able to compete with internet giants.

> **A common need for all of Africa, locally and internationally**

> **A key enabler for mobile money to scale further**

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To that end, Orange and MTN have created Mowali, an open, pan-African scheme, focused on mobile money transfers and payments

What is it about ? A technical service offered to mobile money providers

- A mobile money payment scheme to **enable all types of payments from and to any mobile money accounts**, across mobile money operators and countries.

- A **common framework trusted by all players**: mobile money operators, consumers, merchants, banks.

- A technical platform to provide **routing and mediation** services, as well as **clearing and settlement** between mobile money operators, with the support of a strong partner bank : Citibank

- An **industry-initiative** led by Orange and MTN, but open to the whole ecosystem and **supported by the GSMA and the Bill and Melinda Gates Foundation**

> ➤ **Mowali's aim is to onboard all mobile money operators**

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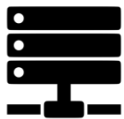# Mowali is now operational and ready for commercial launch

Current status

Scheme:

- JV company between Orange and MTN set up in Abidjan in 2018
- Contractual framework ready

Technology:

- Platform ready : End to end tests successful, upcoming tests with real money

Operations:

- Management team hired, other staffing & training in progress

Commercial:

- Discussions initiated with non-Orange/MTN customers

Compliance and regulation focus

- Mowali has engaged with authorities and regulators in some areas already: WAEMU, CEMAC, DRC

- Opportunity to gradually align best practices through a common framework

- Mowali is prepared to support local interoperabilty projects led by Central Banks

- Mowali checks that its customers have all the necessary licenses to operate and is entitled to request compliance proofs.

- Mowali is setting up all the internal controls needed to support the compliance obligations of its customers
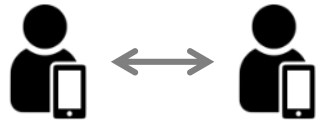
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All mobile money use cases to be covered
Initial focus on P2P, with rapid expansion to merchant payment and FX
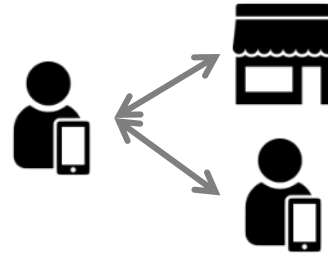
Launch

2019-2020

2020-2021
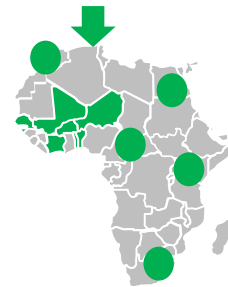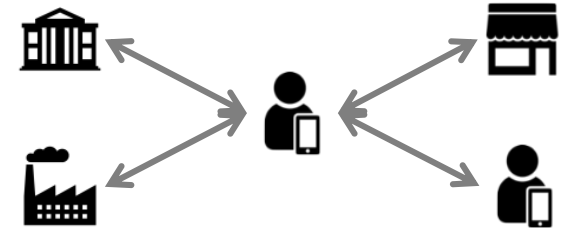
Local and regional P2P

West Africa

Merchant payment and FX (including remittances)

Several monetary zones + cross-monetary zones

Bulk payment, bank to wallet

Full coverage of Africa,

subject to regulatory approvals
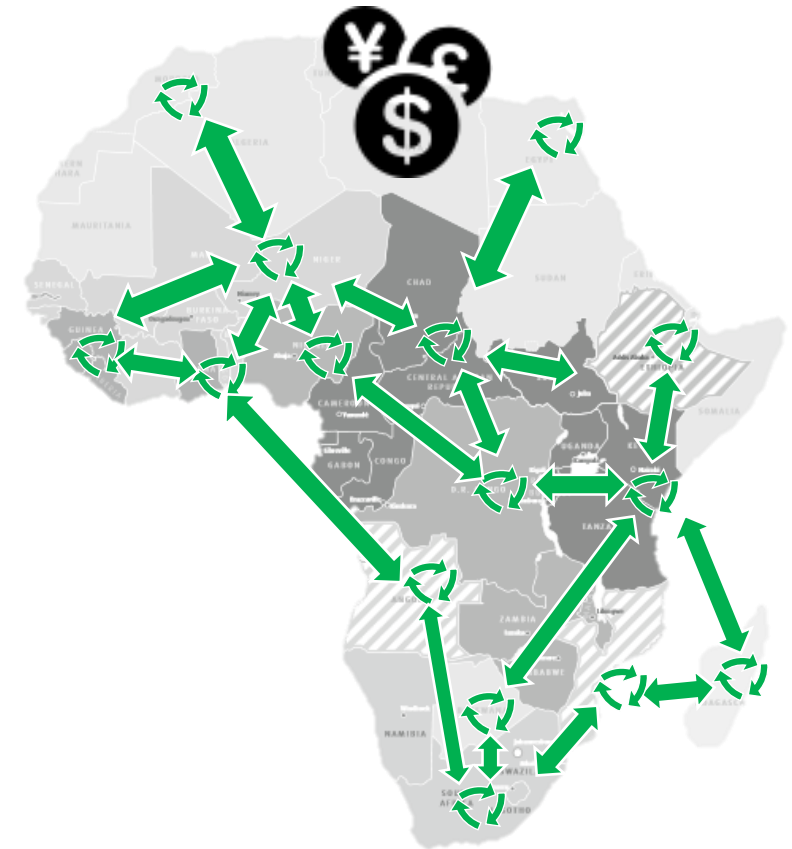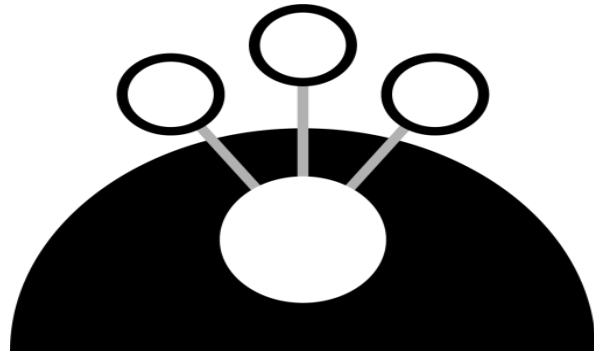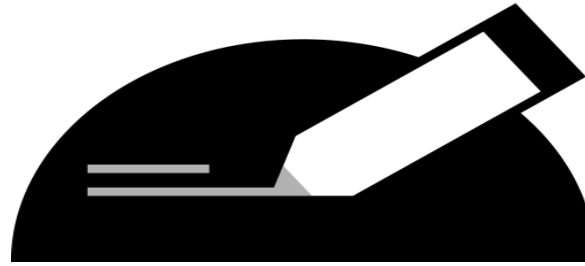
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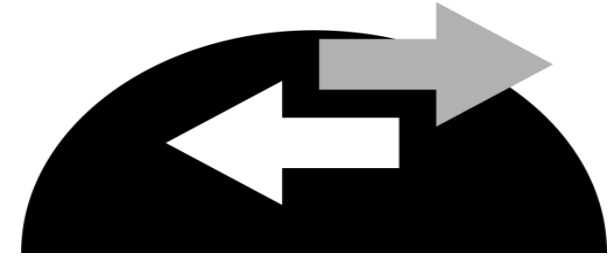# Our approach for deploying cross border

Mowali in a nutshell : simplicity to scale up Mobile Money

One connection

One contract

One settlement

- **A single relationship to manage, for an ever-growing network that will eventually cover all mobile money use cases and operators, meaning :**

  ➢ **Lower costs**
  ➢ **Faster time to market**
  ➢ **Exponential growth**

+opportunity to develop a common regulatory framework with central banks

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Thank you