Caribbean Payments

Mobile Dollars & Sense

Prepared and Presented by: Byron Gibson
Introduction

2002
- Our Background
- A Global Journey

2007
- Frontier Moment
- Where is Started

2015
- Highways to Progress
- OTT & VAS
The Approach

FINANCIAL INCLUSION

Agnostic
Global Experience
Caribbean Focus
Open for Questions
The Global Picture

- Ecosys
- Innov.
- Regul.
- Crypto
- M-Web
- Dom Tech
- E-Com
- Growth
The Regional Challenges

- Prioritisation
- Harmonisation
- Ring Fencing
- Access to Finance
- Misunderstood
- Misrepresented
- Legacy Protection
The Macro Impact

- **E.Env**
  - C.Bank
  - Invest
  - Entre.
  - Innov

- **Fin Sec.**
  - Enhance
  - Low/No e-Com
  - Remit.
  - Access

- **Busi**
  - Markets
  - Costs
  - Democr.
  - Wealth

- **Cust.**
  - Access
  - Cost
  - Mobile Value
  - Products
## Solution Comparison

<table>
<thead>
<tr>
<th></th>
<th>Unbanked</th>
<th>Semi Banked</th>
<th>Banked</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Product</strong></td>
<td>M-Pesa</td>
<td>Caribbean</td>
<td>Apple Pay</td>
</tr>
<tr>
<td><strong>Economy</strong></td>
<td>Developing</td>
<td>Developing</td>
<td>Developed</td>
</tr>
<tr>
<td><strong>Tie</strong></td>
<td>Subscriber Number</td>
<td>Subscriber Number</td>
<td>Handset/OS</td>
</tr>
<tr>
<td><strong>Distribution</strong></td>
<td>Own Customers</td>
<td>Open</td>
<td>Own Customers</td>
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<tr>
<td><strong>Fintegration</strong></td>
<td>Stand Alone</td>
<td>Full</td>
<td>Stand Alone</td>
</tr>
<tr>
<td><strong>Cross Border Scalability</strong></td>
<td>Limited</td>
<td>Full</td>
<td>Limited</td>
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<tr>
<td><strong>Agnostic</strong></td>
<td>No</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td><strong>Fund Holding</strong></td>
<td>M-Pesa</td>
<td>Regulated FS Partner</td>
<td>Card Issuer/Bank</td>
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<tr>
<td><strong>Ownership</strong></td>
<td>Telco</td>
<td>Specialist Provider</td>
<td>Apple</td>
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<tr>
<td><strong>Cash In</strong></td>
<td>Agent Network</td>
<td>Agent/Bank/Card</td>
<td>Bank/Card</td>
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<tr>
<td><strong>Global Compliance</strong></td>
<td>No</td>
<td>Yes</td>
<td>No</td>
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<tr>
<td><strong>Interoperable</strong></td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Localised</strong></td>
<td>No</td>
<td>Yes</td>
<td>No</td>
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<td><strong>Objective</strong></td>
<td>Value Add</td>
<td>Financial Inclusion</td>
<td>Value Add</td>
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</table>
A Caribbean Solution

- Designed for the Caribbean
- Ecosystem Friendly
- Regional yet Local
- Agnostic & Interoperable
- Easy to Integrate
- Consumer Focused
- Relevant Products
- Democratic Cash In
- Globally Compliant
- SMS/USSD/Web/Mobile

Relevant Products

Consumer Focused

Easy to Integrate

Agnostic & Interoperable

Regional yet Local

Ecosystem Friendly

Designed for the Caribbean

Globally Compliant

Democratic Cash In

SMS/USSD/Web/Mobile
Required Actions

Policy
- Regional Prioritisation
- Alignment of Needs and Investment

Regul
- Harmonisation
- Broadband Access/Affordability

Tech
- Region Relevant Solutions
- Continued Innovation

Gen.
- Stakeholder Education
- Regional Advisory Council
The Future

- Financial Inclusion in 5-7 Yrs.
- 30% Penetration in 3 years
- Regional solution in 12-18 Months
Thank You

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