



Exploring Ubank Connect's Payment Solutions in Africa: Insights & Impact

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Objective

Establish and optimize UBank Connect's operational presence in Africa, South Asia, and Southeast Asia by implementing a unified API framework for seamless connectivity and efficient operations across these regions.

A Focus on UBank Connect's Payment Solutions in Africa

UBank Connect operates as a Pan-African financial technology company, offering a comprehensive digital payments platform.

Our commitment to addressing everyday payment challenges across Africa has driven us to digitise end-to-end payment processes across various value chains.

This initiative enhances transparency and expands reach within a unified commerce platform, benefiting players in the financial sector.




Sending Payment
GH¢ 5,000


Successful
Transaction



Why UBank Connect?

- We have partnered with the largest mobile money operators in Africa
- Secure and reliable mobile banking and mobile payments provider in Africa
- Coverage across mobile banking, mobile money, and card
- Processing transactions in multiple African currencies
- Compliant with cultural and regulatory requirements in the continent of Africa

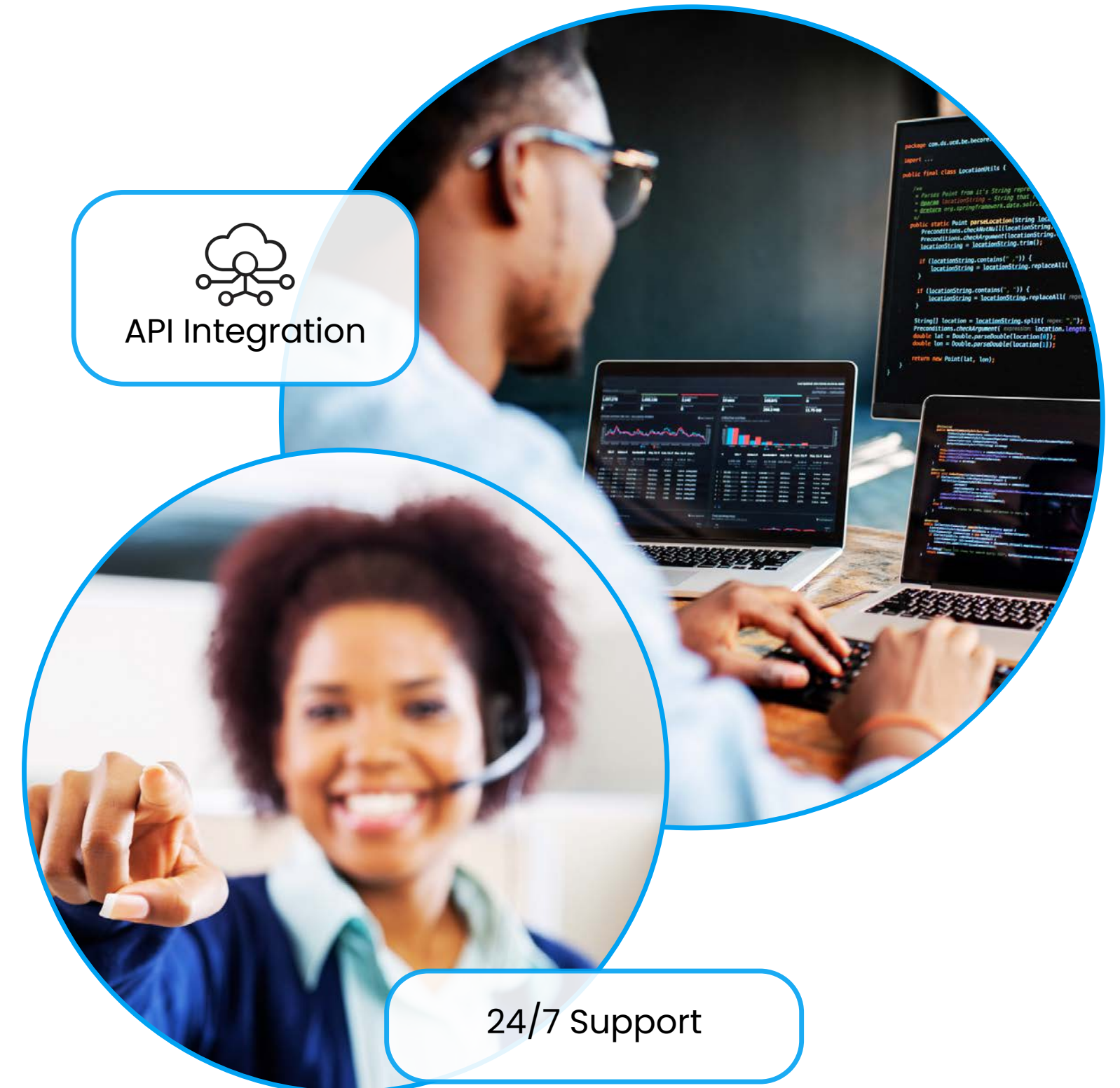
Our Footprint in Africa

- UBank Connect's footprint extends across 26 countries in Africa, including Francophone nations.
- Our staff has experience in the Pan-African fintech industry and is currently present in the continent.
- We have connections with banks in key countries on the continent, such as Nigeria and Ghana.
- PSP license in the continent.
- Serving merchants including Zotapay, Bewinner, Todaypay.



What problems are we solving in Africa?

Global, regional, and local customers, including remittances, banks, and merchants, face the ongoing challenge of seeking efficient methods for collecting and disbursing funds in Africa through local APMS and international cards. Their immediate need is a unified solution that addresses integration, contracting, funding, and operational support in a streamlined manner.



The Challenges

Fragmentation

Africa has multiple payment providers who don't support interoperability forcing remittances, banks, merchants, and other customers to use multiple platforms and interfaces to manage digital payment.

Multiple contracts

The merchant is compelled to enter into a new contract for each of the country services.

Float management and reconciliation

Difficulty in managing multiple funding processes & float accounts for each of the payment methods.

 **Multiple integration points**

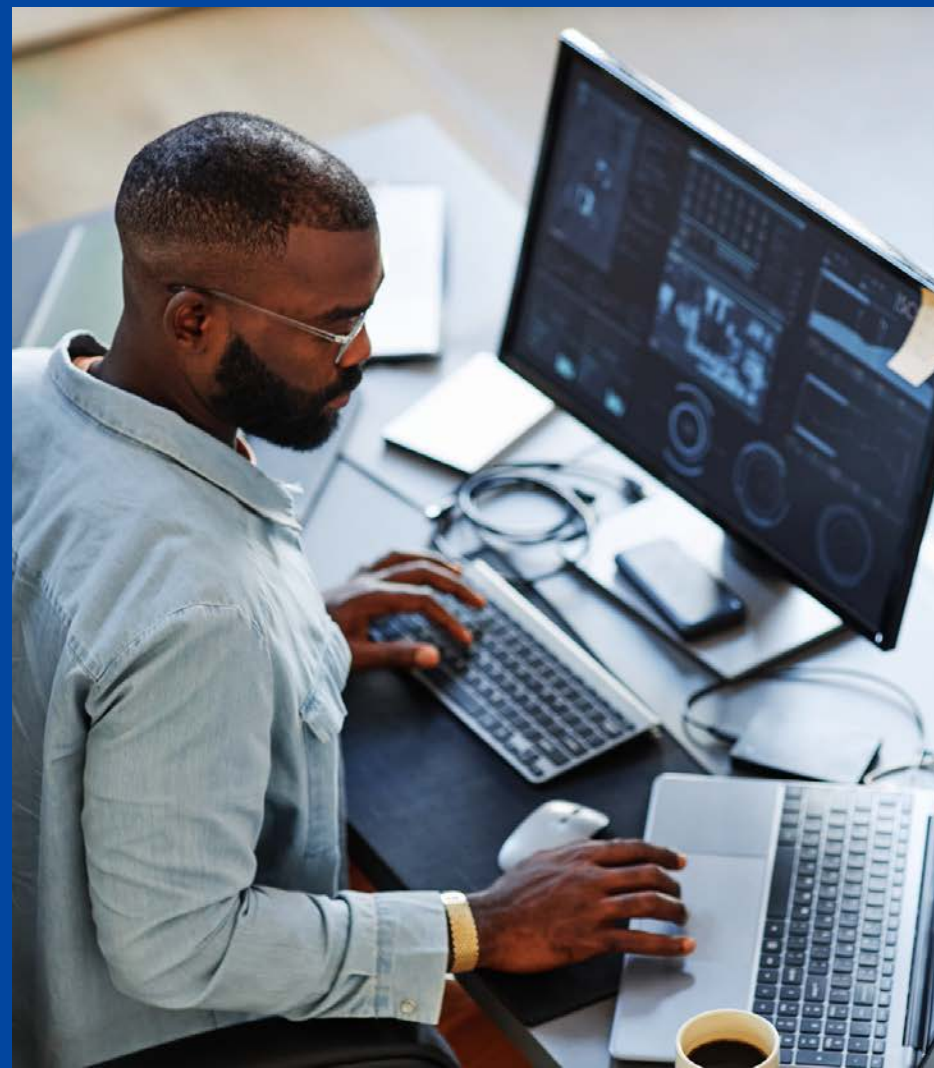
For each of the services, the merchant has to integrate with the service provider who offers a new experience. This is costly and time-consuming.

 **Multiple operational models**

Managing becomes challenging due to the service provider having distinct operational models, including reporting mechanisms, funding processes, support, etc., for each of the services.

 **Cultural, regulatory hurdles, and regulatory requirements**

Navigating through diverse regulatory frameworks in various African countries is complicated. Each country has its own set of regulations and compliance standards, ranging from licenses and permits to labor laws and tax regulations. Additionally, cultural and linguistic differences contribute to the complexity of the situation.



Our Solution

Get to do business in over 30 African countries through a single point of integration, contract, and operations.

Our Solution

✓ **Single point of integration**

One solution to access various local and international payment services across 33 markets in Africa, South Asia, and Southeast Asia.

✓ **Multiple use-cases**

Supports mobile money (B2C, B2B), virtual accounts, and bank payments.

✓ **Single contracting and operational support**

A single contract and uniform operational model across markets.

✔ Simplified support

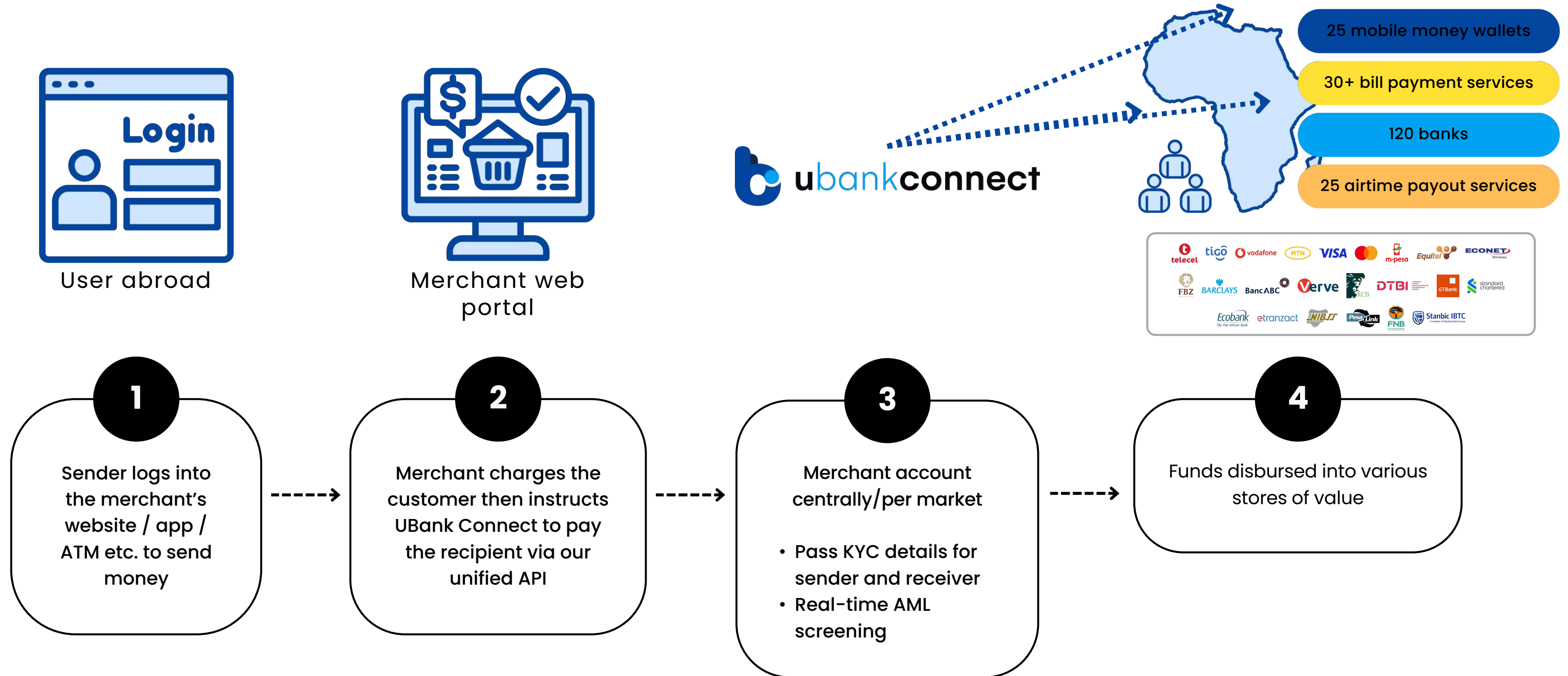
A Single interface to access reports across all the markets, float management, reconciliation, and dispute management.

✔ Reseller capability

Ease of the customer onboarding & managing other customers.



How the Solution Works



How Does it Work?

UBank Connect has integrated with each of the banks, mobile network operators (MNOs), and billers to fulfill payment requests.



Customers shall integrate with UBank Connect to post transactions via a web service and also avail a web service interface where UBank Connect shall sync the final status of the transaction.



UBank Connect has opened accounts with each of the MNOs and Banks whereby the MNO shall debit.



Transaction Flow

To initiate a transaction, the customer shall send a payment instruction to UBank Connect that includes the recipient's mobile number, unique reference number, amount, and service code (service to consume e.g. KE-MPESA-B2C).



UBank Connect will relay the transaction to the relevant MNO or bank who shall debit the customer and credit the merchant account.



UBank Connect shall then sync the final status of the transaction to the customer's web-service.



Possible Use-Cases

✓ **Payment Gateway**

Secure and seamless pay-in and payout in local African countries.

✓ **Refunds**

Merchant can refund online purchases via local payment options.

✓ **Settlements**

Enabling both local and international settlements through a unified platform.

✓ **Reseller Capabilities**

Empower businesses or individuals to serve as intermediaries or resellers.

✓ **Remittances**

Enabling both local and international settlements through a unified platform.

5-Step API Onboarding Process

1

Contracting process

2

Integrate to APIs

3

SITS and UATS

4

Pilot solution

5




















Start processing payments


















Markets and Service Offerings

We currently support mobile money in over 20 markets and bank payments in 3 markets in Africa. We are growing our coverage to cover 85% of markets in Africa.

| Market | Speed | Services |
|--------------|-------------|---|
| Kenya | in seconds |    |
| Nigeria | in seconds |   |
| Uganda | in seconds |   |
| Ghana | in seconds |   |
| Tanzania | in seconds |   |
| Zambia | in seconds |   |
| Ethiopia | in seconds |   |
| Egypt | 24 hrs. TAT |    |
| South Africa | in seconds |  |

| Market | Speed | Services |
|---------------|------------|---|
| Côte d'Ivoire | in seconds |   |
| Malawi | in seconds |  |
| Mozambique | in seconds |  |
| Zimbabwe | in seconds |  |
| Cameroon | in seconds |   |
| Senegal | in seconds |   |
| Botswana | in seconds |   |
| DRC | in seconds |   |



Airtime



Banks



e-Wallet



Cash Pick-up



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Check out UBank Connect's alternative payment solutions for emerging markets at www.ubankconnect.com

For more information, email us at sales@ubankconnect.com. For partnerships, email us at partner@ubankconnect.com

