



Transforming the financial landscape

Contents

- Mowali : reminders
- Mowali Update : Key Achievements & Roadmap
- Next challenges



MOWALI, General presentation

Mowali is a joint venture founded by Orange and MTN to enable interoperable mobile money services by adding interoperability rules on top of transaction mediation services

The scheme has defined a common business and technical framework ...

Business rules

- Business terms
- Business processes
- Compliance requirements
- Merchant acceptance label
- Interchange rules

Technical standards

- API/Transaction messages [mojaloop](#)
- Merchant payment
- Security standards

Transaction mediation

- Transaction routing [mojaloop](#)
- Clearing/Settlement
- Forex management



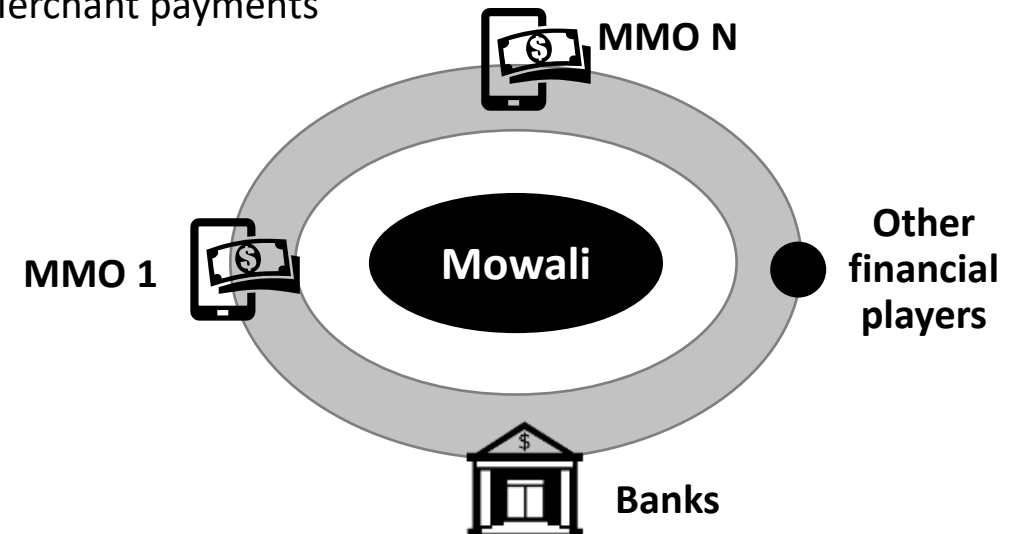
... to provide a full range of mobile money interoperability services for the whole ecosystem

First priorities (2019-2020):

- International and domestic Money Transfer
- E-commerce
- Forex
- Merchant payments

Extensions (2021):

- Bulk payments
- Bank-to-wallet
- Other verticals' specifics



Mowali Update

- Company growing in Abidjan – 17 HC (+ 4 consultants) at Mowali HQ for whole team
- Platform in production (FUT) with first Orange/MTN DFSPs :
 - FUT are done for 2 corridors scenario : Local Currency and Local Currency/Cross Border.
 - *Frozen due central bank veto*
 - FUT completed for one new corridor scenario : Cross Border/Cross Currency (FOREX)
 - Configuring the platform to manage more simultaneous corridors and settlement models
 - Commercial launch effective since 20 May 2020 – France Morocco.
- Partner bank for settlement is Citibank, but setting up the ability to put specific settlement model for each corridor if required
- Roadmap- following steps:
 - cross-currency transactions – expand Q4 2020 and beyond, ambitious DFSP onboarding roadmap
Inbound transfers (e.g. from Europe), intra Africa (e.g. East-Africa)
 - **How to perform DFSP Onboarding at scale** : Enhanced operational and onboarding tools to support more operators, DFSP Onboarding is now handled by Mowali internal team
 - **Onboard QA release function capability & Set up a Business Intelligence tool : ongoing**
 - Enhanced flexibility on forex rate and settlement management
 - **GDPR tooling deployment (through Data Protection tool) is a challenge**
 - Mowali is ready and open to collaborate with others schemes in Africa, that requires Mowali evolution's evolution

Next challenges...

Business

10 operators onboarded:
activate corridors !

Keep onboarding

Learn and accelerate

Bus dev is key

Product & service

Improve edge case
management:
OSS help needed!

Improve business ops tools
Portal
Interface with settlement bank
Reconciliation

As always: support new
settlement configurations

Tech ops

Deepen perf & resilience
testing

Optimise infra costs

Drill support process

Drill "change in prod"
processes
Onboarding
Release management