



Maximizing The Digital Dividend.





## ABOUT US

1. HiPipo is keen to promote secure digital financial services because of their vital role in promoting financial inclusion.
2. We work with FinTechs, women in tech, developers, MNOs, Banks, DFSPs, regulators, policy makers, government, political, economic, and social systems and institutions.
3. We support early-stage FinTech companies and work on ecosystem initiatives in the FinTech arena and thereafter promote the most innovative trends.



# ED Certified HIPIO FOUNDATION LIMITED ➤ Inbox x



**Becky Eder** [beder@techsoup.org](mailto:beder@techsoup.org) via hipipo.com  
to Innocent, [socialweb@HiPipo.com](mailto:socialweb@HiPipo.com), [NGOS\\_accountsupport](#) ▾

Fri, Mar 27, 10:01 PM



Dear Innocent,

Thank you for your responsiveness to NGOSource's ED process. We are pleased to inform you that we have completed our analysis and were able to certify that your organization is equivalent to a U.S. public charity. An ED certificate for your organization is available in the NGOSource repository and immediately available to our member grantmakers for a small processing fee (and with no further effort on your part).

## **HIPIO FOUNDATION LIMITED's Equivalency Determination certification is valid through March 30, 2021.**

We appreciate your time and hope this ED facilitates greater support for your organization (see attached). Please note that the ED certificate is not available for organizations at this time; therefore, please utilize the attached document for your records.

Best,  
Becky

## HiPipo's 2020 Community Activities

1. 40 days 40 FinTechs Initiative = **DONE**
2. FinTech Landscape Exhibition = **DONE**
3. Women in FinTech Hackathon #WomenInFinTech
4. Women in FinTech Summit #WomenInFinTech
5. 7<sup>th</sup> Include Everyone Summit
6. 7<sup>th</sup> Digital Impact Awards Africa





# PRIME STORIES IN FINTECH THAT ARE TRANSFORMING MILLIONS OF LIVES!

#40Days40FinTechs #Interoperability



40 DAYS  
40 FINTECHS



[Top trends](#)

Category

#Mojaloop

#KikuubOOnline

Kenya

43.7K Tweets

#40Days40FinTechs

1,971 Tweets

#PhanerooGlobalSOM2020

1,388 Tweets

Nile

O P F G T M S

[Top trends](#)

#40Days40FinTechs

2,074 Tweets

#KikuubOOnline

#restarttourism

Tanzania

9,805 Tweets

## 40 days 40 FinTechs Initiative + FinTech Landscape Exhibition | SUMMARISED

- 38 Physical Events
- 5 Webinars
- Over 635 participants
- 41 Days of FinTechs on Smart 24 TV, News
- 8 Hours on Live National TV, NTV and Smart 24 TV
- FinTechs Made Main headlines on national news, UBC, NTV, Smart 24 TV
- 8 Website Articles for every FinTech, about 328 Articles shining a spotlight on FinTechs and Our Partners Mojaloop Foundation, ModusBox and Crosslake Technologies.
- Sensitizing every FinTech about Level One project principles.
- 24 Tweets about every FinTech that saw us trending.
- Numerous Facebook Posts, helpful feedback
- Risen hope for the FinTech Sector.

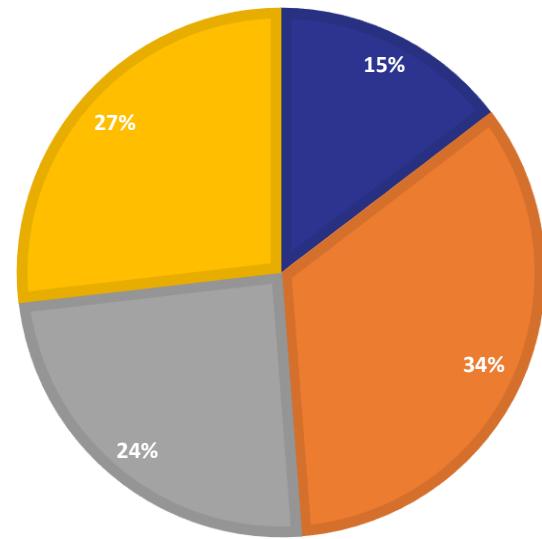


## INTERESTING STATISTICS

- There are currently around 67 FinTechs in Uganda (Non-Banks and Telecom)
- Annual growth rate is of FinTechs is 35% in Uganda for the last two years
- Payments is the largest area of FinTech in Uganda, processing transaction over 19.6 trillion (5.3 Billion USD) in 2019
- Digital Banking infrastructure, Banking APIs, Investment, savings, lending and Merchants are the next biggest FinTech sectors
- 60% FinTech that are currently operating in Uganda are native and 21% are more generally focused on Sub Saharan Africa.
- 19% are global FinTechs with Operations in Uganda.
- There are over 380 FinTechs in Africa.
- As of December 2017, venture capitalists had funded over 150 deals and invested over USD 100 million in FinTechs in Africa.
- There are about 16 Millions SMEs in East Africa. We are targeting ensuring that each of these SMEs receives their first digital payment in the next few years.

## YEAR FINTECHS WERE FOUNDED

■ 2000 - 2007 ■ 2010 - 2015 ■ 2016 - 2018 ■ 2019 - 2020



The 41 FinTechs directly employ at least 1644 in 45 countries.

42 percent are women.  
One team is made up of 100 percent made of women.

## NUMBER OF COUNTRIES

One - 26  
Two - 4  
Three - 3  
Four - 2  
Five Countries ++ - 6

## PARTICIPANTS HEAD OFFICES

Uganda(36)  
Kenya(1)  
Tunisia(1)  
Cameroon(1)  
Zambia(1)  
Nigeria(1)  
Two have no active service in Uganda.



## COMMUNITY THOUGHTS ABOUT MOJALOOP

FEEDBACK	PERCENTAGE
Excited that we have an OSS to help on interoperability	19 (46.3%)
Mojaloop will help us cut costs and develop interoperable payment solutions easily.	11 (26.8%)
Very excited and thankful, Eager to learn more and see of how we can adapt and contribute, looking forward to learn more about the next steps.	31 (75.6%)
We are already implementing something similar to Mojaloop, maybe we can learn something	1 (2.4%)
Eager to contribute code and support community	11 (26.8)

## TESTIMONIALS

### MINISTER OF ICT

It is gratifying to learn that this is a **private sector** led initiative aimed at promoting the leading Financial Technology Companies (FinTechs) in the country. As the Minister entrusted to support and promote the uptake and availability of ICT services in the country, I commend you for your efforts and pledge increased support towards this very important industry.

### TRUE AFRICAN

One of the shared articles on some platform about our VSLA, a team from Standard Bank in SA has picked interest in us working with them on a few projects and also partnering with us on the rice project in Eastern Uganda.

Thank you so much, I am glad are part of the 40 Days 40 FinTechs.

## CHALLENGES OF THE FINTECHS

- There's still some mistrust from the establishment, born of out of ignorance of the sector
- Lack of facilities like reliable data centers
- Most new FinTechs are start ups, have all the issues associated with start ups
- Limited APIs from Key industry players
- Costs and Taxes of Mobile Money that are slowing down its penetration
- Limited awareness of services such as merchant that leads to poor demand for digital services and payments
- Regulation still makes it harder for start ups
- Regulation sometimes stands in the way of innovation. This is true especially where you have regulation stipulating KYC requirements. This can be quite stringent and have the effect of alienating a good section of the informal sector.
- Erratic regulations and Rules – e.g. The current SimCard Registration directives. Simcards sales can no longer be made on the street as was the case. This has driven down simcard adoption and new mobile subscriptions. Future growth will definitely be hampered by such erratic government directives. Other examples include impromptu shutdowns of mobile payments by government. These moves evaporate user confidence in innovative products
- Price Wars coming out of competition (Everyone trying to play in the same space)
- Bigger players trying to “go it themselves” (banks starting FinTechs, Telecoms urging for direct connectivity)



## CHALLENGES OF THE FINTECHS

- Lack of financing and capital to carry out expansion locally and internationally.
- Coming out with innovative ways to reach out to communities especially in the rural areas, to be able to sustainably serve Pipo in the rural areas.
- Men are still the owners of the Phones in rural areas, they still use women Money! Yet women would do better reporting and it is largely agreed that women pay loans and manage finance better.
- ID Penetration, is still challenging: Identification authorities such as NIRA need open their APIs. Regulators and FinTechs need to be exposed emerging solutions to adopt Tiered KYC (A level one principle) in order to ensure that each person has at least minimum access to formal financial services.
- Limited Credit scoring models probably by the central bank.
- USSD Infrastructure is still costly for all FinTechs
- Limited IT infrastructure and connectivity
- The growing need and lack of cyber Insurance packages

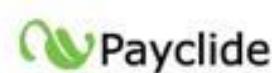


## CURRENT OPPORTUNITIES

- Availability of resources - **Level One Principles**, World Bank publications
- There is fallow ground (still lots of new territory to play in)
- Demand for Mobile Banking Services and proliferation of Mobile Technology makes it possible to grow your customer base in the payments space quicker than other sectors
- Merchant Space where businesses will start accepting payments through Mobile Money.
- Growth in Ecommerce, especially Mobile Commerce. Consumers are increasingly relying on mobile technology to do their shopping and make their payments especially due to increased access to phones.
- Public sector is starting to demand electronic services
- There is now some regulation which streamlines operations and levels the playground (double edged sword)
- Covid-19 and “work from home” – creates more demand for digital services
- Cheap/Affordable internet
- High/Fast rising literacy rates
- Large pool of talented professionals
- Interoperability/Open APIs (Mojaloop)

1	6/8/2020	Kanzucode
2	6/9/2020	Mallan
3	6/10/2020	Alpteq ICT solutions
4	6/11/2020	Beyonic
5	6/12/2020	Lusuku Online
6	6/12/2020	Computing Palace
7	6/13/2020	Yotv
8	6/15/2020	Trustfinity
9	6/15/2020	Sqoin Blockchain Crypto currency
10	6/16/2020	True African
11	6/17/2020	Social Lend Africa
12	6/17/2020	SoftPay
13	6/18/2020	Payclide
14	6/18/2020	Flutterwave
15	6/19/2020	Chap Chap
16	6/19/2020	Mwanjala
17	6/20/2020	Ticteq
18	6/20/2020	UgMart
19	6/22/2020	Buladde Financial Services
20	6/23/2020	Enabling Finance Limited
21	6/25/2020	Craft Silicon
22	6/27/2020	Nakasero Online(RG Consult Inc)
23	6/29/2020	Safeboda
24	6/30/2020	Xente
25	7/1/2020	Pegasus
26	7/2/2020	Flutterwave Ug
27	7/3/2020	Jumia
28	7/3/2020	MyLib(Softbox)
29	7/4/2020	Lend in a Box
30	7/5/2020	Frontier Alliance Limited
31	7/6/2020	Swipe2pay
32	7/7/2020	Jumo World
33	7/7/2020	GES Online
34	7/8/2020	Startimes Solar
35	7/8/2020	Mind Set Coders
36	7/9/2020	Yo Uganda Limited
37	7/9/2020	Hamwe East Africa
38	7/10/2020	Merchandise Uganda
39	7/10/2020	Filetax
40	7/10/2020	Yapheh Online Salon
41	7/11/2020	Trade Lance Uganda









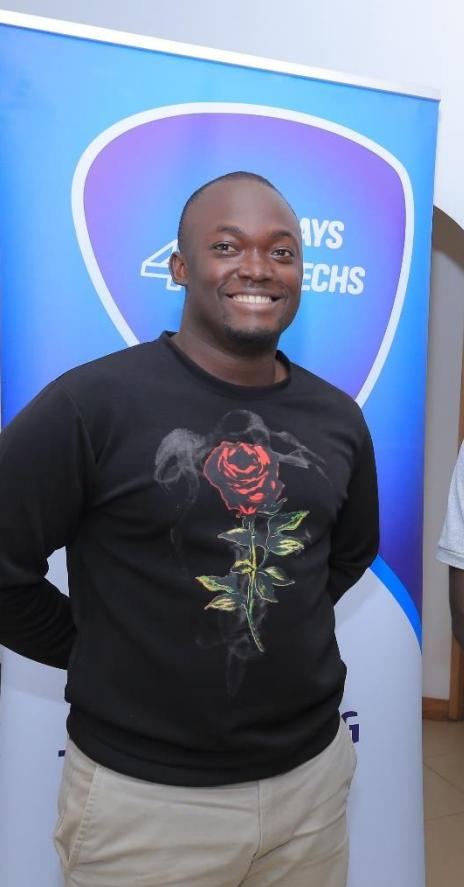




2023









## FINTECH LANDSCAPE EXHIBITION

CULMINATION OF THE ANNUAL  
THE 40 DAYS 40 FINTECHS  
INITIATIVE



@SHERATON  
HOTEL  
**15TH TO  
16TH JULY**

**10:00AM  
TO 1:30PM**



# SOME OF THE PANELISTS

**FINTECH  
LANDSCAPE  
EXHIBITION**

**CULMINATION OF THE  
40 DAYS 40 FINTECHS  
INITIATIVE**

15TH TO 16TH JULY @ SHERATON HOTEL | 10:00AM TO 1:30PM



Kamusime Penny  
Manager Customer Experience  
YO Uganda Limited  
**PANELIST**

**HiPipo** **mojaloop** **MODUSBOX** **CROSSLAKE** **INCLUDE EVERYONE**

**FINTECH  
LANDSCAPE  
EXHIBITION**

**CULMINATION OF THE  
40 DAYS 40 FINTECHS  
INITIATIVE**

15TH TO 16TH JULY @ SHERATON HOTEL | 10:00AM TO 1:30PM



Primera Muthoni  
Product Specialist  
MTN Uganda  
**PANELIST**

**HiPipo** **mojaloop** **MODUSBOX** **CROSSLAKE** **INCLUDE EVERYONE**

**FINTECH  
LANDSCAPE  
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INITIATIVE**

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Arinda Jacklene  
CEO Smart 24 Tv  
**PANELIST**

**HiPipo** **mojaloop** **MODUSBOX** **CROSSLAKE** **INCLUDE EVERYONE**

**FINTECH  
LANDSCAPE  
EXHIBITION**

**CULMINATION OF THE  
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INITIATIVE**

15TH TO 16TH JULY @ SHERATON HOTEL | 10:00AM TO 1:30PM



Wangechi Kamau  
Head of Business Operations  
True African  
**PANELIST**

**HiPipo** **mojaloop** **MODUSBOX** **CROSSLAKE** **INCLUDE EVERYONE**

**FINTECH  
LANDSCAPE  
EXHIBITION**

**CULMINATION OF THE  
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INITIATIVE**

15TH TO 16TH JULY @ SHERATON HOTEL | 10:00AM TO 1:30PM



Dr. Jane Francis  
Namukasa Wanyama  
Board Member  
HiPipo Foundation  
**PANELIST**

**HiPipo** **mojaloop** **MODUSBOX** **CROSSLAKE** **INCLUDE EVERYONE**

**FINTECH  
LANDSCAPE  
EXHIBITION**

**CULMINATION OF THE  
40 DAYS 40 FINTECHS  
INITIATIVE**

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Doreen Lukandwa  
Head Marketing  
Beyonic Uganda  
**PANELIST**

**HiPipo** **mojaloop** **MODUSBOX** **CROSSLAKE** **INCLUDE EVERYONE**

**FINTECH  
LANDSCAPE  
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Damali Ssali  
Trade Development Expert  
**PANELIST**

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**FINTECH  
LANDSCAPE  
EXHIBITION**

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Ritah Kabanyoro  
Moderator

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FINTECHS

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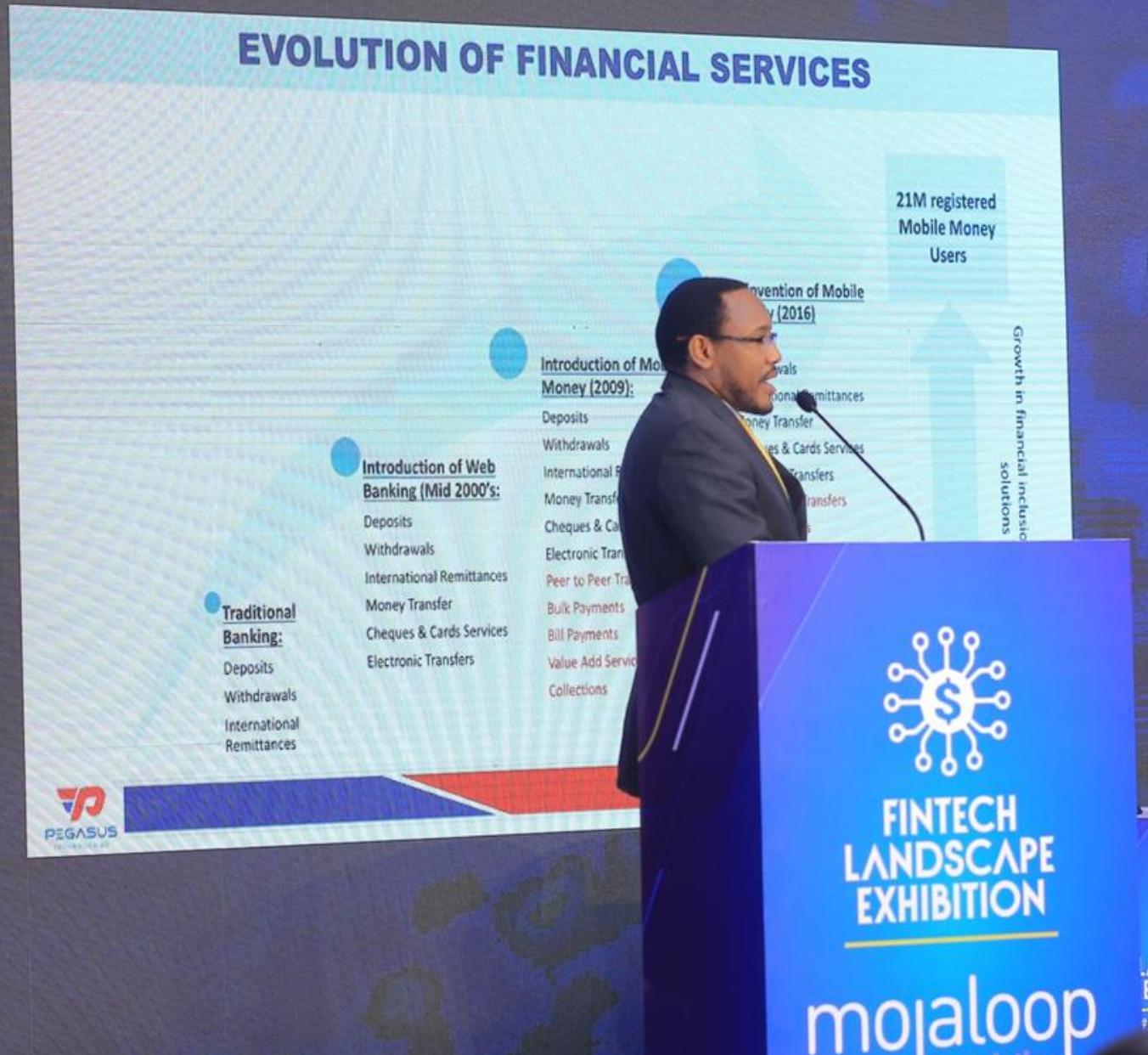
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EXHIBITIO



**CHIEF GUESTS; MINISTER OF ICT & NATIONAL GUIDANCE – Hon Judith Nabakooba Nalule (MP) AND STATE MINISTER OF PUBLIC SERVICE – Hon. David Karubanga (MP).**

# Keynote Speech – Evolution of Uganda's FinTech Landscape. Delivered by Ronald Azirwe, MD Pegasus.



SIX (6) PANEL DISCUSSIONS, THREE EVERYDAY, 31 PANELISTS

40 DAYS  
40 FINTECHS



FINTECH  
LANDSCAPE  
EXHIBITION

#40Days40FinTechs





Financial Inclusion for Women.



The state of Uganda and Africa's e-commerce.



Democratizing and Digitalizing Saving and Credit Services.

40 DAYS  
40 FINTECHS

HiPipo®

INCLUDE  
EVERYONE

CROSSLAKE



FINTECH  
LANDSCAPE  
EXHIBITION

INCLUDE  
EVERYONE

HiPipo®

Financial Technology for SMEs in COVID19 times.

**40** DAYS  
**40** FINTECHS

**HiPipo®**

IE INCLUDE  
EVERYONE

CROSSLAKE



INCLUDE  
EVERYONE

**40** DAYS  
**40** FINTECHS

PRIME  
STORIES  
IN FINTECH  
THAT ARE  
FORMING



How safe is Open Source Software for Financial Services.



The state of Uganda's FinTech Industry.

# MEDIA











#40Days40FinTechs: Trade-Lance; using technology to...

4 views • 4 days ago

#40days40Fintechs: Yapheh is offering salon services at...

6 views • 5 days ago

#40Days40FinTechs: FileTax is helping businesses file...

6 views • 1 week ago

#40days40Fintechs: Merchandise Uganda is...

15 views • 1 week ago

#40days40Fintechs: Hamwe East Africa transforming...

54 views • 1 week ago



#40days40Fintechs: Yo Uganda is demystifying...

81 views • 1 week ago

#40days40Fintechs: Mindset Coders is equipping children...

90 views • 1 week ago

#40days40Fintechs; StarTimes Solar lights up...

22 views • 1 week ago

#40Days40FinTechs #HiPipo #Money #MobileMoney...

7 views • 1 week ago

#40days40Fintechs: GES Online School revolutionize...

116 views • 1 week ago



#40Days40FinTechs: JUMO is offering social impact...

#40days40Fintechs: Swipe2Pay is helping SMEs...

#40days40Fintechs: Frontier Alliance making diaspora...

#40Days40FinTechs: Lend in a Box boosting financial...

#40Days40FinTechs: MyLib is bringing primary school...

## How can the community support?

- Get technical and some non-technical people as well with teams to attend.
- We need Judges, mentors, facilitators and some non-technical participants
- Support by making tools such as GSMA Lab, Mojaloop Testing Toolkit, Mojaloop in a Box, Sandbox environment, Simulator UI available for our participants and events.
- Help in Onboarding, training, getting participants up and running both on the theory and technical side of Mojaloop. We can structure these as online activities, pre-sessions over a couple days (or weeks) preceding the event for the Hackathon and for other activities make information and pre recorded briefs for the stakeholders we will engage.

## What's next?

- Continued Community Engagement
- Women In FinTech Hackathon + Summit
- 7<sup>th</sup> Digital and Financial Inclusion Summit (**Include Everyone Summit**)
- 7<sup>th</sup> Digital Impact Awards Africa



## Community Opinion

Do you think prioritizing women leadership for a FinTech company has a positive effect on developing products and systems that best serve women's needs?

1. Yes
2. No



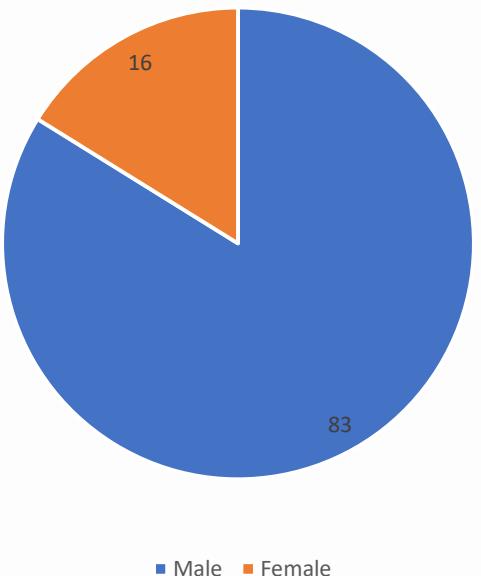


# POLL RESULTS

## QUESTION

Do you think prioritizing women leadership for a FinTech company has a positive effect on developing products and systems that best serve women's needs?

GENDER BREAKDOWN FOR VOTERS



## Poll 1: prioritizing women leadership

[Edit](#)

Poll closed

32 voted

**1. Do you think prioritizing women leadership for a FinTech company has a positive effect on developing products and systems that best serve women's needs?**

Yes

(28) 88%

No

(4) 13%

# Women in FinTech Hackathon

## DATES

- 12 to 18 September (Women in FinTech Hackathon)

The Women in FinTech Hackathon as a platform to work with women to develop products and solutions that help and improve lives of their fellow women.

1. We want women participants to learn about how Interoperability & Mojaloop will affect their customers.
2. Gather business case, settlement, security/fraud questions and make them easily accessible to our community along with the best answers.
3. Introduce and onboard Women led FinTechs to the Mojaloop OSS Community. These FinTechs come with a lot of They experience in financial services on the ground, and are much more closely connected to the issues of interoperability than many of members of in the Mojaloop OSS community.
4. Push for mass adaptation of Mojaloop starting with women led FinTechs.
5. Women teams to onboard with Mojaloop testing tools to start building POCs.
6. Train participant about how Mojaloop works (or not) with level one project principles?
7. Share regulatory requirements with participants
8. Share updated documentation.
9. Involve Industry Experts in Tech and Financial Services across Uganda

Our strategy is aimed at ensuring that women have more access to and use of digital financial services, such as mobile money wallets, mobile bank accounts and digital payment systems, to close the persistent gender gap in financial inclusion.



# DIGITAL IMPACT AWARDS AFRICA



- The annual research-based awards project celebrates and promotes the impact and excellence in products, services and innovations for Financial Inclusion.
- We have seen several organizations adopt better digital and financial inclusion strategies having been challenged and inspired to improve as part of the awards program.
- In 2020, we aim at growing the event yearly, bringing together more stakeholders to celebrate and critic financial inclusion innovations and development.
- Since their inception, the Digital Impact Awards Africa (DIAA) have enjoyed increasing international recognition. Today they are among the most respected and sought-after prizes bestowed.
- Their prestige, acknowledged within Africa and rest of the world, has grown over the years because the public and digital industry recognizes the DIAA as an award based on technical achievement and because care has been taken to preserve the integrity of the DIAA.

# Thank You to our Sponsors

The Bill & Melinda Gates Foundation.

## Contact US

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[socialweb@HiPipo.com](mailto:socialweb@HiPipo.com)



thank you

mojaloop

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