

Finclusion Advisors

Visa Financial Inclusion Designathon 2024

HARMONY OF CHANGE

Singapore Design Week 2024

FINCLUSION ADVISORS

Visa Financial Inclusion Designathon 2024

MEET THE TEAM



KESHAV



YASH



DAVID





FINCLUSION ADVISORS

Visa Financial Inclusion Designathon 2024

73%

transactions in Singapore are still made with cash

+5%

higher growth in people aged 65+ compared to 20+

Cash is still king with the elderly **but cash remains a problem**

Elderly individuals prefer cash for daily needs like food, groceries, and transport. Managing small change at hawker centers is inconvenient, and many face challenges with digital payments due to low tech literacy and limited access.

90%

use only cash

8 / 10

find change an inconvenience



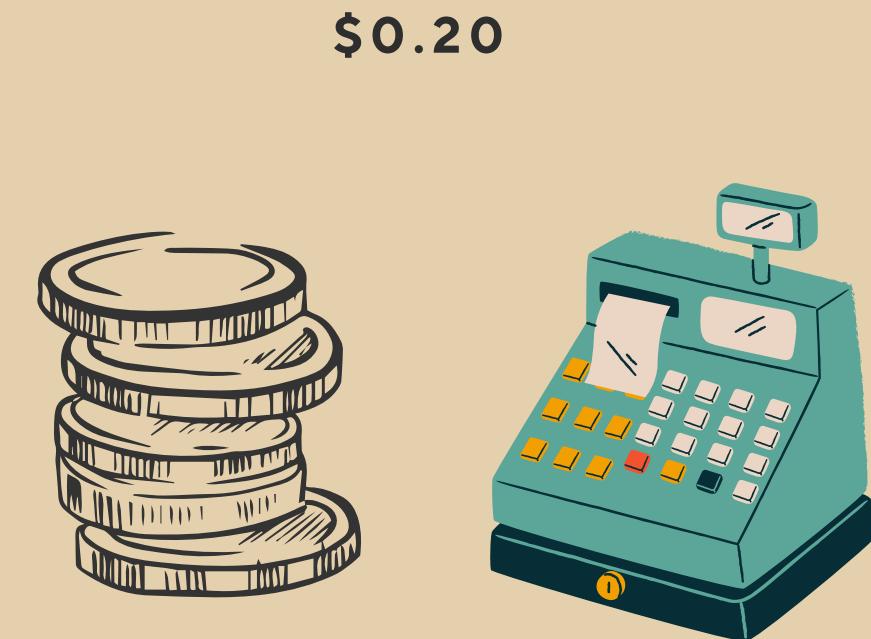
MRTAN AT THE HAWKER

CUSTOMER INTERACTION



MR TAN
78 YEARS OLD
LOVES CHICKEN RICE
LOVES CASH

VENDOR INTERACTION



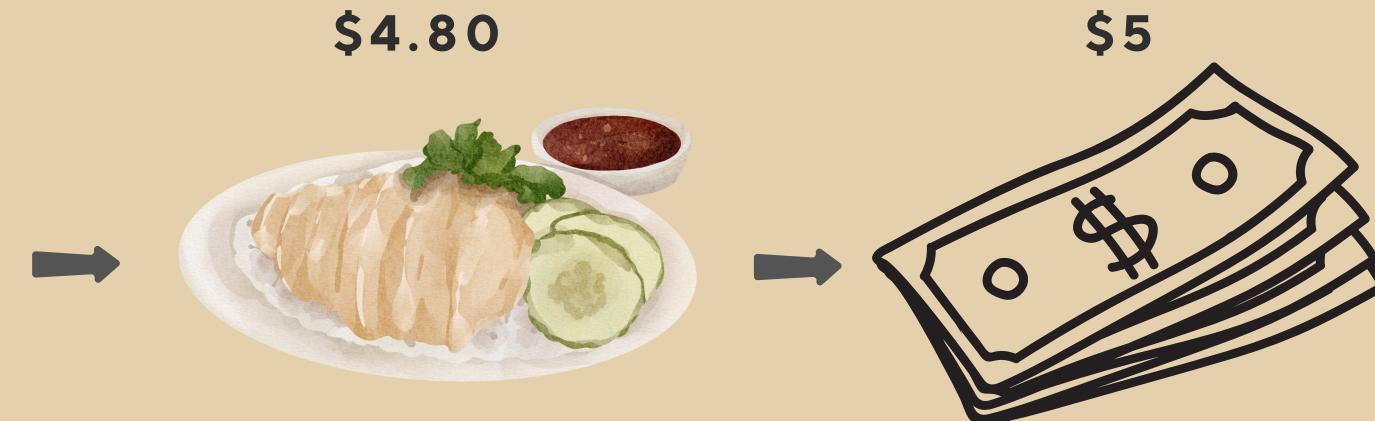
How can we solve this problem?

VISA-VIS

A Spare Change Round Up
feature to Top Up MRT cards

MRTAN AT THE HAWKER

CUSTOMER INTERACTION



MR TAN
78 YEARS OLD
LOVES CHICKEN RICE
LOVES CASH

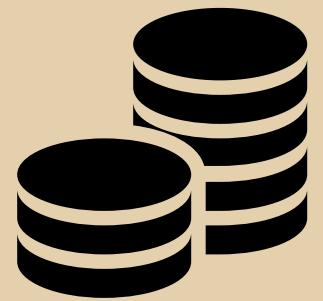
VENDOR INTERACTION



\$0.20

How It Works

Transactions at Vendors



Vendors process cash payments and allow small change to be added to the customer's MRT card instead of handing out coins.

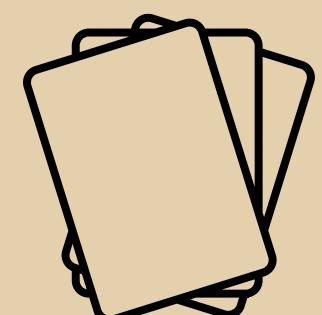
Vendor Integration



Small vendors (e.g., hawker stalls) are equipped with devices that allow this functionality.

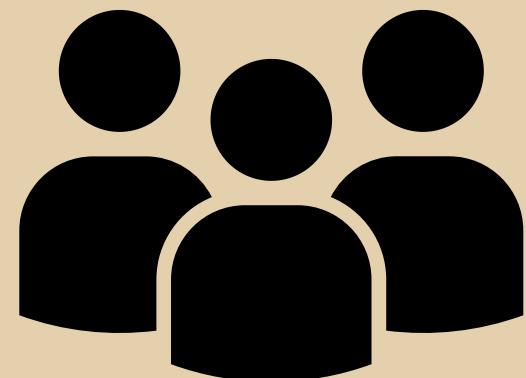
MRT Card as a Bridge

The MRT card already serves as a trusted, widely-used system for transportation. We extend its utility to cash transactions, bridging the gap between cash-heavy and cashless payments.



Economic Benefits for the Elderly

Ease of Use



Elderly people can continue using cash while minimizing the burden of handling small denominations.

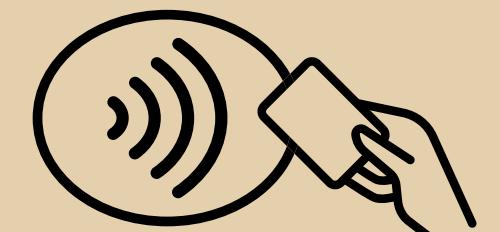
Reduced Cash Handling



The burden of managing and carrying loose change is reduced, making transactions more convenient.

Increased Digital Engagement

Elderly users are introduced to digital transactions without the need for complex systems. They become gradually familiar with cashless payments, helping them adapt to a cashless society.



Visa-Vis harmonises change and age, promoting **financial inclusion** and **engagement**.

Eliminating physical cash, Visa-Vis
helps elderly citizens transition
into our digital economy.

Supports Singapore's Smart Nation
Vision, fostering an **inclusive**
cashless society.

Singapore Design Week 2024

Questions for us?

www.finclusionadvisor.com

hello@finclusionadvisor.com

+65 7887 7887



WHITE PAPER