



# Professional and Business Opportunities in Agent Banking and Digital Finance

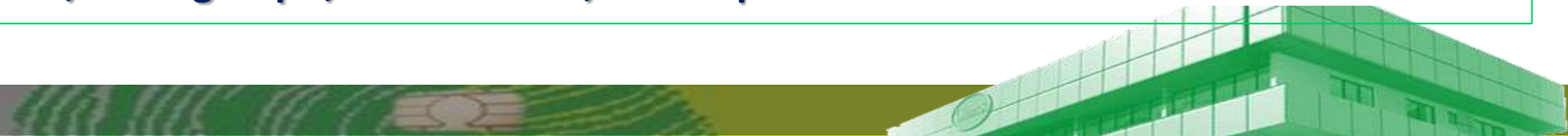


Nigeria's Financial Inclusion 2020 strategy , the recently released draft licensing guideline for Payment Service Banks and Super Platform services in Nigeria as well as the Guideline for the Regulation of Agent Banking in Nigeria creates a unique business opportunity for :-

- ✓ Organizations with tax and business records up to date
- ✓ Own or can acquire an accessible minimum 2 room agent banking location on a major road
- ✓ Has the financial capacity to acquire the required agent banking and biometric identity equipment
- ✓ Can provide evidence of account deposit of minimum working float of 1 million naira

The following organizations meeting the above criteria can best take advantage :-

- MFBs , MFIs , Financial Cooperatives, credit and thrift**
- Professionals in banking, accounting and financial services**
- Community leaders ( Political , business ,religious and traditional )**
- Professional bodies , trade groups , associations , development NGOs**



# CHAMS PLC PARTNERSHIP ADVANTAGE



- ✓ **Quick Win High Income Financial Inclusion projects**
- ✓ **Participation and advisory in new licensing regime**
- ✓ **Technology platform for Digital Finance and Agent Banking**
- ✓ **Artificial Intelligence and Automated Micro Loan processing**
- ✓ **Unmatched Expertise in Digital KYC and biometric identity**
- ✓ **Integrated Cashless Payments and eCommerce solutions**
- ✓ **Experience in successful Agent Banking Deployments**





## Exposure Draft of the National Financial Inclusion Strategy Refresh

July 6, 2018

- Partnership with One Network (super agent), to use post offices as agents
- MFB agent arrangement in Osun, with 20 post offices purportedly facilitating inclusion of 500,000 previously unbanked residents, with over 50,000 users accessing loans of NGN5m daily

The recently released exposure draft of the National Financial Inclusion strategy on page 10 references a unit MFB that successfully used agent banking in partnership with Chams Agent Network ( formerly One Network ) using post offices across the state as agent banking locations .





# CHAMS PLC QUICK WIN PROJECTS

**Chams has secured the mandate for the following financial inclusion projects**

- Registration of 40M new BVN and Bank Account opening by the year 2020
- Disbursement of N40B in loans to 4M Micro Businesses by Mid 2019
- Mandatory use of National Identity for 150M Unregistered Nigerians
- Tax collection , Residence Registration , School Register ,Farmer Verification

**For effective implementation, Chams Agent Network wishes to partner pre qualified organizations per Local Government Area across Nigeria**



# QUICK WIN PROJECTS INCOME POTENTIAL

✓ You can earn 20M or higher from a 4M investment in these QUICK WIN projects

INCLUSION PROJECTS	NATIONAL ID	BVN	MICRO LOANS	ACCOUNT OPENING	
AGENT PAYMENTS	350	100	500	100	
PROJECT TARGETS	150,000,000	40,000,000	4,000,000	20,000,000	
FUNDING COMMITMENTS	52,500,000,000	4,000,000,000	2,000,000,000	2,000,000,000	
LGA STARTUP UNIT INVESTMENT	3,990,000				
PER LOCAL GOVERNMENT	LGA POPULATION		LOW	AVERAGE	HIGH BASIS
					774
STARTUP MANDATE	NATIONAL ID	BVN	MICRO LOANS	ACCOUNT OPENING	
LOW POPULATION PER LGA	125,969	33,592	3,359	16,796	65%
HIGH POPULATION PER LGA	387,597	103,359	10,336	51,680	200%
MINIMUM MANDATE INCOME	44,089,147	3,359,173	1,679,587	1,679,587	
TOTAL MINIMUM INCOME				50,807,494	

# QUICK WIN EQUIPMENT REQUIREMENTS

- Customer Transaction Terminal
- Identity Biometric Registration Kit
- Field Service Terminal
- Business Document Printers
- Mobile Service Vehicle



# FULL SETUP INCOME POTENTIAL

- ✓ You can earn up to 600M or higher from a N20M investment in Digital Finance and Agent Banking

<b>COMPLETE SETUP INVESTMENT</b>	<b>19,603,029</b>		
		<b>Low End</b>	<b>High End</b>
<b>Year 1 Gross Revenue</b>		30,359,950	160,000,000
<b>Year 2 Gross Revenue</b>		45,755,304	240,000,000
<b>Year 3 Gross Revenue</b>		45,755,304	240,000,000
<b>3 YEAR TOTAL REVENUE</b>		<b>121,870,558</b>	<b>640,000,000</b>





STEPS	ACTIVITY	COST
1	<b>AGENT LOCATION VERIFICATION AND APPROVAL</b>	<b>N25k</b>
2	<b>DIGITAL FINANCE PLATFORM SETUP , LOCATION BRANDING , STAFF TRAINING AND OPERATIONS SETUP</b>	<b>N250k</b>
3	<b>QUICK WIN EQUIPMENT ACQUISITION</b> ( Dependent on already owned equipment )	<b>N1 – N4 M</b>
4	<b>PROVISION FOR FLOAT</b> ( Belongs to the partner and to be made available before commencement of setup	<b>N1M</b>
5	<b>APPROVED LOCATION SETUP</b>  guided by provided setup checklist	<b>N0 – N18 M</b>



# PARTICIPATION NEXT STEPS

- ✓ Secure Approved Location and effect payment of setup fee
- ✓ Complete the Chams Agent Network partner qualification document
- ✓ Schedule a location verification and approval exercise
- ✓ Acquire quick win projects equipment and train field agents
- ✓ Commence Quick Win activities within approved coverage area
- ✓ Initiate Location Setup and Digital Technology Platform integration
- ✓ Commence Agent Banking and Digital Finance Business



# **CHAMS AGENT NETWORK**

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