

Presentation to

# The ITU/BDT Regional Economic and Financial Forum of Telecommunications/ICTs for Africa

Sao Tome and Principe
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# One Wallet

Simple. Convenient. Secure





## Background



- OneWallet is NetOne's mobile money product 2 others
- Evolved from first implementation of the technology platform in 2010
- Stable offering was launched in November 2013.
- NetOne targets growth and maturity of the product and related solutions for it to be the most preferred mobile financial service provider in Zimbabwe.





## Background



#### 2010

- Platform soft launch
- Sim-swaps
- Need 128k sim-card

#### 2011-13

- Subscriber and agents recruitment
- Brand awareness
- Product improvements
- Full launch November 2013

#### 2014

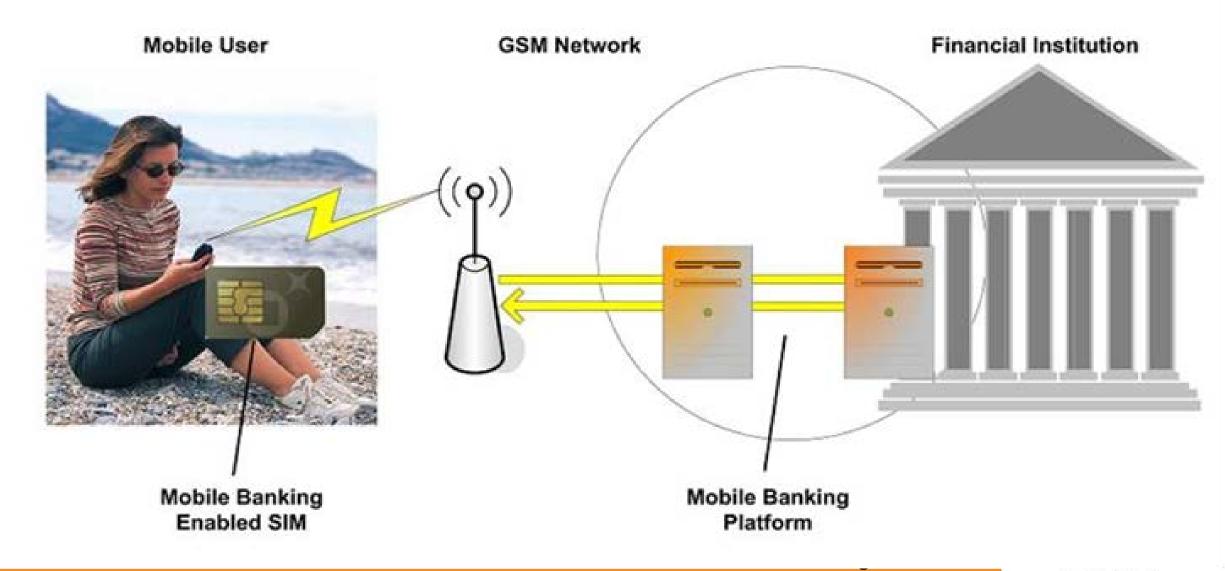
- 16% of subscribers registered
- throughput growing since inception
- agents nation-wide

#### 2015

- Target 40% registered subscribers
- Core services working perfectly
- Enhanced services in place

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## Product architecture



## Services

- Mobile Money Transfer/banking Solution Branded OneWallet.
- Make use of mobile handset and a NetOne SIM Card.
- With OneWallet, one can: Deposit, withdraw cash, send money, top up airtime, bill payments, ZETDC, PSL tickets and salary disbursements.
- OneWallet is SIM based and is therefore the most secure mobile money platform.
- For One to enjoy OneWallet services, there is need to:
  - Upgrade One's SIM card to a 128k higher memory SIM card
  - Register for OneWallet through the assistance accredited Agent
  - Deposit cash and start transacting.
- First phase of the project running- P2P and airtime top up.
- Engagement with regulator on phase 2 of the project in progress



#### TRANSACTION COSTS

#### **Withdrawal Costs**

• 5 - 200 1.5% of transaction value

• 201-300 1.5% of transaction value

• 301-400 1.2% of transaction value

• 401-500 1.1% of transaction value

#### **Sending Cash**

• 5 - 200. 1.5% of transaction value

201-300 1.3 % of transaction value

301-400 1.0% of transaction value

401-500
 0.9% of transaction value

#### **Other Transactions**

• Bill Payments 0.20

• Balance enquiry Free

• Last transaction Free

• Airtime top up Free

Bank to one wallet
 Free



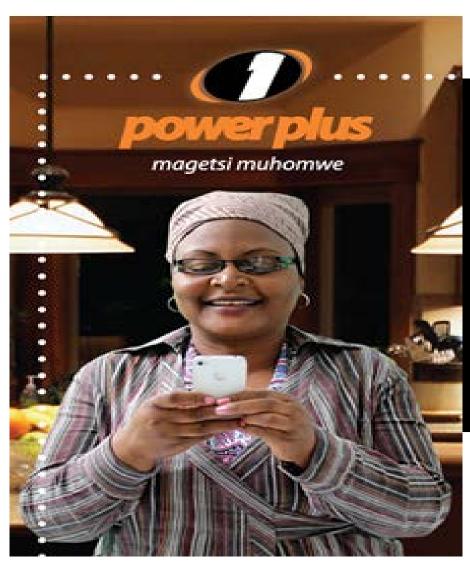
#### **OneWallet benefits**

- **>** security
- > convenience
- business opportunity
- > empowerment
- > employment





### **ZETDC Partnership**



### magetsi muhomwe

Convenience in making electricity token purchases of any value any time, anywhere from your mobile phone



## Challenges

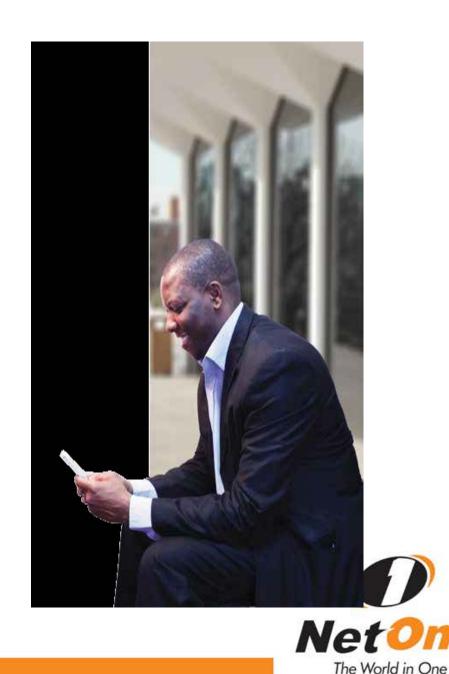
- Product Services:
  - Features versus business/subscriber needs needs always evolving needing frequent upgrades
- Dual regulatory reporting now normalizing
  - POTRAZ
  - RBZ
- Enhancements
  - Turnaround time



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# Way Forward

- Integration with banks
- Platform upgrades
- Massive agent recruitment
- Partnerships



# Thank You

