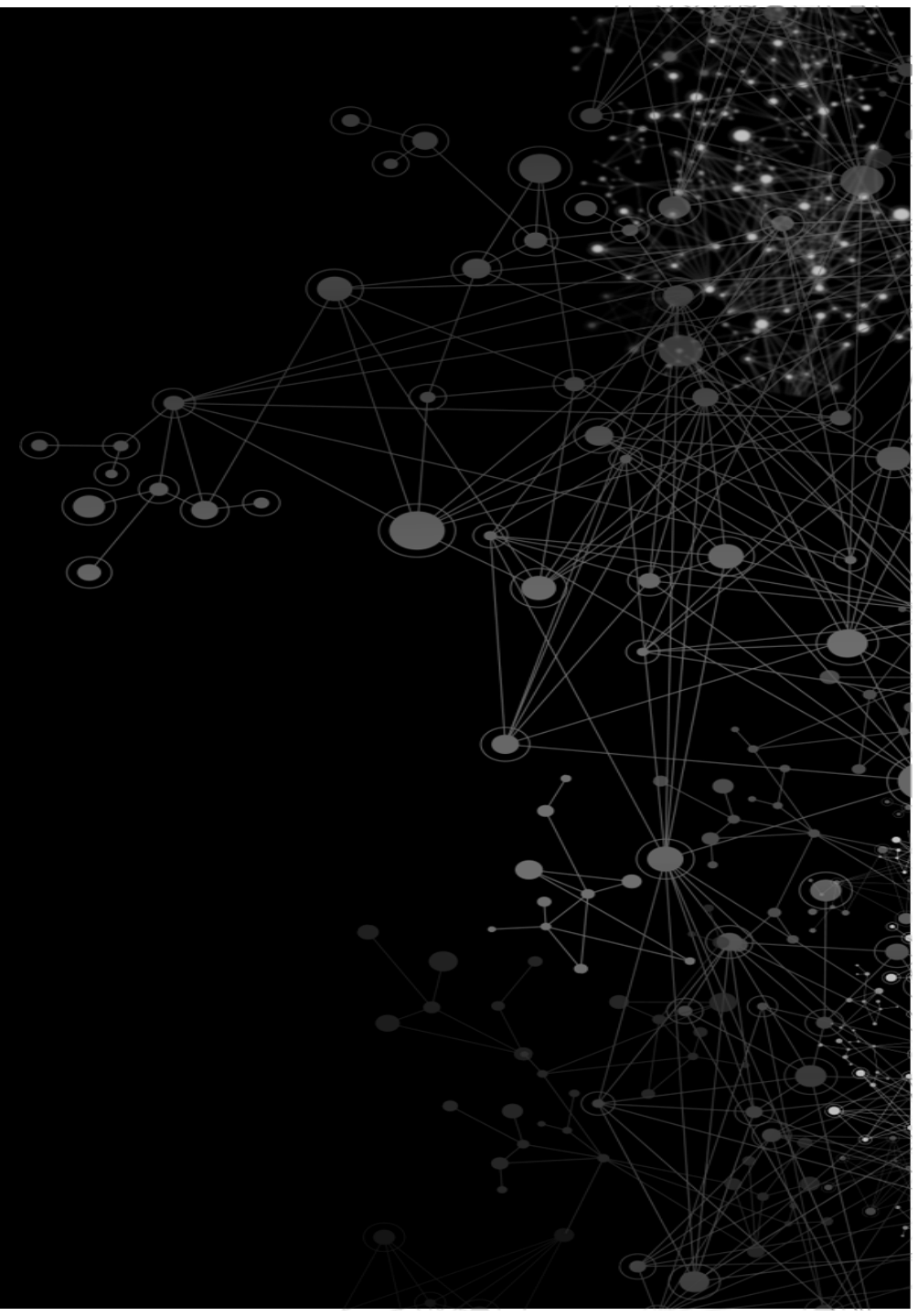


# *Going Cardless....*

Iran Islamic Finance Forum

*October 2018*

**finocracy**



# Some Facts

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**30%** Increase in payments via wallet in 2019  
*2.1bln people are expected to use wallets for payments*

**600Mln** WeChat pay customers  
*Across China*

**260%** Growth in Alipay Transactions  
*Retail in-store payments In 2017*

**25Bln** Digital payment transactions expected  
*In India by end of 2018*

**42%** Payments are done via QR  
*In China*

# Digital Payments Infrastructure



## Problem Statement

- Expensive and in-efficient, disintegrated payments services with low interoperability among service providers – Lack of wow customer experience



## Solution

- A national payments infrastructure with low CAPEX, highly integrated, fast, convenient and cost effective providing digital customer experience



## DPI

- A QR code based solution which allows economies to go cardless using smartphones;
  - Fintech
  - Banks
  - Telcos
  - Insurance
  - Government
  - Retail
  - Businesses

Pain Points Addressed

Cost of  
Traditional  
Network

Interoperability

Financial  
Inclusion

Convenience

Customer  
Experience

Customer  
Satisfaction

# The Use of QR Codes

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- QR codes began to be used much more for payments when WeChat and Alipay in China started offering proprietary versions in late 2011
- Outside of China, usage of QR codes for payments is catching up as compared to the use in China
- A number of banks and payments industry players are reviewing their strategies to take full advantage of this payments alternative
- Global payments companies like Visa and Mastercard have introduced QR based payment alternatives
- India launched Bharat QR, which it called the world's first fully interoperable QR code payments

# DPI Participants

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**Regulator**



**Banks**



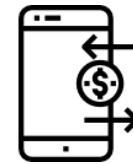
**Telcos**



**PSP**



**Govt &  
Business**



**Consumers**

# Benefits

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No POS Hardware  
Costs and  
Maintenance

Minimal Cost of  
Transaction

Inter-operability  
without headaches

Centralized and  
Decentralized  
models

CUSTOMER  
EXPERIENCE

# Challenges

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Onboarding of  
Merchants

Inclusion of Banks  
and PSP

Acceptability

Decentralized  
Process

Regulations



# Thank You

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