



present:



# AFRIKOIN

## Agenda

4th Dec, 2014

22seven, 60 Hout Street, Cape Town

Venue sponsor



#afrikoin

# Welcome

Hello and welcome to the second edition of Afrikoin – Africa's most forward thinking financial services conference.

In 2013, for the first time, growth markets accounted for more than 50% of the world GDP on the basis of purchasing power. This figure will only increase in the future, as according to a study, one billion people are expected to move into the consuming class by 2025 in these markets, representing an astounding US\$30 trillion opportunity. It's also worth remembering that over two and a half billion people are unbanked, as of today in the growth markets. Not only is the financial services industry the main beneficiary of the growth in consumption in these markets but sound and easily accessible financial services are key to robust growth and sustainability of other sectors.

With Afrikoin, we want to create a forum for pioneers in African financial services to discuss the most cutting edge digital trends, technologies and development, and their subsequent impact not only within the industry but also on the customers and their quality of life. Apis Partners is a specialist financial services asset manager with an aim to boost this industry's growth. Savannah VC specialises in incubating high growth web and mobile startups. Both companies are dedicated to sourcing the most innovative solutions within financial services and catalyzing their route to fruition – success and scale, by providing intellectual and monetary capital. We also want to strengthen the thriving ecosystem amongst the innovators and pioneers and Afrikoin is an endeavour to boost that effort.

We'd like to thank 22seven for sponsoring the excellent venue. We're proud to present here speakers and panelists of excellent caliber. Our audience consists of financial services executives and enthusiasts, from insurance companies, payment companies, remittance companies, and founders of fin-tech startups, all of whom will make for profitable networking.



All in all, we wish you an enjoyable day!

**The Afrikoin Team**



# Agenda

08:30

Registration &amp; Refreshments

09:15

Welcome note by Mbwana Alliy, Managing Director, Savannah Fund

09:30 Opening Keynote

Udayan Goyal, Managing Partner, Apis Partners

10:00 Panel 1

Challenges and Opportunities in Payments in Africa

*Moderator: Udayan Goyal, Managing Partner, Apis Partners*

Marc Sternberg, Managing Director, Spark ATM Systems

Ademola Aladekomo, Managing Director, Chams Plc

Valentine Obi, CEO, eTranzact

Bhairav Trivedi, CEO, Network International

Nagaraj Mylandia, Founder & CEO, FSS

Vahid Monadjem, Founder & CEO, Nomanini

11:00 Panel 2

Customer Acquisition, Marketing and Loyalty

*Moderator: Perry Blacher, Venture Partner, Amadeus Capital*

Katlego Maphai, CEO, Yoco

Neels Bornman, CEO, facevalue

Bevan Ducasse, CEO, wiGroup

Prashant Khattar, CEO, Infinia Services & Solutions

12:00

Refreshments

12:30 Panel 3

e-Commerce and m-Commerce in Africa: The Next Frontier

*Moderator: Mbwana Alliy, Managing Director, Savannah Fund*

Eran Feinstein, CEO, 3G Direct Pay

Jonathan Smit, Founder & Managing Director, PayFast

Kennedy Njoroge, Founder & CEO, Cellulant Corporation

13:30

LUNCH

14:30

Mbwana Alliy to give a brief overview of the second half of the day

14:45 Panel 4

Crypto-finance & Security

*Moderator: Simon Dingle, Product Advisor, BitX*

Simon De La Rouviere, CypherFunks

Paul Bragiel, Partner, Savannah Fund

Schalk Nolte, CEO, Entersect

Gert Jan Van Rooyan, Custos Media Technologies

14:45 Panel 5

Lending, Savings and Investments in Africa

*Moderator: Chijioke Dozie, Director, Kaizen Partners*

Karl Westvig, CEO, afb

Steven Nathan, CEO, 10x Investments

Cameron Stevens, CEO, Prodigy Finance

Clark Gardner, Founder & CEO, Summit Financial Partners

Andrew Mainhart, Founder & CTO, Oradian

16:45

Refreshments

17:15 Panel 6

The Remittance Landscape, B2B and P2P

*Moderator: Matteo Stefanel, Managing Partner, Apis Partners*

Hazem Mulhim, CEO, EastNets

Ashraf Zaki, Chairman & CEO, CiT VERICASH

Mark Quinn, CEO, Zoono

Dakshesh Patel, CEO, Zympay

18:15 Closing keynote

Perry Blacher, Venture Partner, Amadeus Capital

18:45

Networking drinks

## Apis Partners

**Apis Partners** is a private equity asset manager. We are focused on Financial Services in Growth Markets, with a tried-and-tested team, who have worked together for over 15 years with specialised expertise in Financial Services in Growth Markets garnered in leading firms in both private equity and investment banking. In addition to the core team, our operating partner network consists of 20+ Financial Services professionals, an on-the-ground presence in 5 countries and an extended network of 27 partner companies. Apis Partners is the manager of the Apis Growth Fund I.



**apis** | partners

Matteo Stefanel



### Matteo Stefanel

Managing Partner, Apis Partners

Matteo comes with a successful track record of 17 years in private equity and investment banking, with specific focus on growth markets and financial institutions.

Formerly, Matteo was a senior partner at The Abraaj Group, where he co-headed Abraaj's PE/Buyouts funds (\$5bn), heading both the Real Estate and the Special Situations Group, whilst also being a member of the Executive and Investment Committees.

Matteo has been a board director of over 20 companies and completed more than 100 transactions in Europe (including CEE), South Asia, the Middle East and Africa throughout his career at Abraaj and at MIG (\$7.4bn AUM) where he was briefly CIO, and at Deutsche Bank as MD and co-Head of the Financial Institutions Group – Emerging Markets.

Email: [matteo.stefanel@apis.pe](mailto:matteo.stefanel@apis.pe)

Udayan Goyal



### Udayan Goyal

Managing Partner, Apis Partners

Udayan brings exceptional domain expertise and a global network of industry professionals, having formerly been MD and Global Head of Financial Technology at Deutsche Bank and prior to that, part of the European specialty finance practice at Credit Suisse.

He has been the lead advisor on a number of important financial technology and payments transactions including advising KKR on the USD28bn take private of First Data, Visa IPO, acquisition of ISE by Deutsche Borse and International Index Corp on its acquisition by Markit Group.

Udayan also advised on a number of flagship transactions in the industry, most notably Advent and Bain's £2bn acquisition of WorldPay and Abraaj's AED2bn acquisition of Network International.

Email: [udayan.goyal@apis.pe](mailto:udayan.goyal@apis.pe)

**Savannah Fund** is a seed capital fund specializing in US\$25,000-US\$500,000 investments in early stage high growth technology (web and mobile) startups in sub-Saharan Africa. Initially focused on East Africa, the fund aims to bridge the early stage/angel and venture capital investment gap that currently exists in Africa. The Fund expects to achieve this objective by combining capital with mentor networks both in the region and from Silicon Valley via an accelerator program and a follow-on independent seed fund.



The fund is managed by an experienced and technology savvy team that have founded companies or are actively involved in angel investing. We are backed and supported by local, regional and international networks of angels and venture capitalists whose expertise we can draw on to help startups succeed and scale to fully fledged regional or global companies.

**Mbwana Alliy**



**Mbwana Alliy**

**Managing Partner Savannah Fund**

Mbwana has worked in a variety of roles in Silicon Valley, UK and Africa from startups to corporations, most recently as a Entrepreneur in Residence EIR at i/o ventures where he founded Savannah Fund.

Mbwana has worked as an aerospace systems engineer & software developer at QinetiQ (formerly the UK's Defense Evaluation Research Agency) in flight testing with clients such as Airbus and UK Ministry of Defense. He has also served a Product Manager in the Microsoft Office and Business Intelligence Group responsible for Excel and Access product line.

He has since worked and advised at 2 US startups in social networking & gaming (AppPrizes and PixPulse) and worked as a founder of the first East Africa online travel portal, Yellowmasai.

As of 2014, Mbwana has overseen 15 early stage investments in Africa in 5 countries (Kenya, Uganda, South Africa, Nigeria and Ghana).

Email: [mbwana@savannah.vc](mailto:mbwana@savannah.vc)

**Paul Bragiel**



**Paul Bragiel**

**General Partner, Savannah Fund**

Paul is Managing Partner and co-founder of I/O Ventures, an early stage fund in San Francisco. He's invested and advised over 100+ companies worldwide which have collectively raised over \$400m in follow-on funding.

Previously, Paul founded and served as the CEO of three companies including Lefora, online forum community platform (sold 2010), Meetro, the first location based social network, and Paragon Five, a game development studio. He's also actively involved as an investor or advisor in 30+ companies.

In addition to his work at i/o, he often advises governments - including Brazil, Malaysia, Poland and Tanzania - on entrepreneurship and policy that encourages startup ecosystems.

Email: [paul@savannah.vc](mailto:paul@savannah.vc)

# Panelists

## Panel 1: Challenges and Opportunities in Payments in Africa

*Moderator*

**Udayan Goyal**

Managing Partner

Apis Partners

udayan.goyal@apis.pe



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**Marc Sternberg**

Managing Director

Spark ATM Systems

marc@sparkatm.co.za



Spark ATM Systems specialise in providing a turn-key and hassle-free in-store ATM to South African businesses. The company focuses on delivering the highest possible levels of customer service. ATMs are the key focus area, with all efforts being devoted to ensuring that the client's ATM operates effectively so that they obtain the maximum benefit from their machine. The company has sales and technical capabilities across South Africa.

**Ademola Aladekomo**

Managing Director

Chams Plc

chamsone@chams.com



Chams Plc is a leading provider of Information Technology solutions in Nigeria, providing intelligent solutions to a wide range of public and private sector initiatives. Chams PLC is reputed to be the first home-grown company to be listed in Guinness Book of World Records, for setting up the ChamsCity Mega Digital Mall and also the first Computer Technology Company listed on the Nigerian Stock Exchange.

**Valentine Obi**

CEO

eTranzact

valentine.obi@eTranzact.net



eTranzact is Nigeria's first award winning multi-application and multi-channel electronic transaction switching and payment processing platform. eTranzact has operations in Nigeria, Ghana, Kenya, Zimbabwe, South Africa, Cote d'Ivoire and UK and has evolved into a brand with global reach, extending its innovative services to include ATM, Internet, POS, and Mobile.

**Bhairav Trivedi**

CEO

Network International

bhairavt@network.ae



Network International is the UAE's largest merchant acquirer for Credit and Debit Cards and the largest third-party processing vendor in the Middle East, capable of providing banks, financial institutions and retailers with complete end-to-end EMV-certified solutions. It is a Principal Member of Visa and MasterCard, offering customer the most comprehensive range of payment products and services in the Middle East and Africa, for both the Issuing and Acquiring segments of the electronic payments industry. Offerings include credit and debit card processing services, ATM management and monitoring, merchant acquiring and consumer finance applications.

**Nagaraj Mylandia**  
Founder & CEO  
FSS

nagarajm@fss.co.in



Financial Software and Systems (FSS) is a leading global payment systems company, offering business value in the areas of electronic payment, financial transaction processing solutions and services. The company has an established portfolio of technology solutions, state-of-the-art infrastructure and 20 years of experience in the payments domain. Headquartered in Chennai, India, FSS boasts a global footprint with operations in Australia, Canada, Europe, Middle East, Singapore and the United States of America.

**Vahid Monadjem**  
Founder & CEO  
Nomanini

vahid@nomanini.com



Nomanini provides technology for the distribution of prepaid services. It's rugged, mobile point of sale terminals and highly scalable, cloud-based backend enable cost-efficient distribution of prepaid mobile and electricity vouchers and facilitation of micropayments. Their POS terminals are especially designed for the rigours of informal markets where electricity is not always available and where electronics will face tough environments.

## Panel 2: Customer Acquisition, Marketing and Loyalty

*Moderator*  
**Perry Blacher**  
Venture Partner  
Amadeus Capital

perry@blacher.com



Amadeus invests venture capital in new technologies and till date has backed over 50 companies in the UK and continental Europe, covering computer hardware and software, mobile and fixed communications technologies and medical technologies. Investments include Cambridge Silicon Radio, producing single chip bluetooth radios for short range connections and floated on the London Stock Exchange in 2004, Optos, a manufacturer of laser retinal scanners and number one in 2003's Tech Track 100.

**Katlego Maphai**  
CEO  
Yoco

katlego@yoco.co.za



Yoco enables underserved merchants to easily accept chip & PIN cards on the go or at the point-of-sale, hence unlocking a wide range of new and exciting commerce possibilities. Yoco has a full super-merchant setup, the first such setup for a mobile POS company in South Africa. This allows them to do their own merchant vetting, a game changer for a market where banks normally vet out more than 51% of applications for POS terminals. They are aiming to achieve a 95% approval rate and cut more than 80% in onboarding time.

**Bevan Ducas**  
CEO  
wiGroup

bevan@wigroup.co.za



wiGroup is a platform provider specializing in point-of-sale integrated mobile transacting. The company builds and enables mobile transaction solutions that allow consumers and businesses to transact and interact in a swift, secure and convenient manner, using their mobile phones. wiPlatform is currently used by retailers, brands, agencies, banks, mobile communities and a host of other businesses looking to deliver value through mobile.

**Neels Bornman**  
CEO  
facevalue

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facevalue is a financial services operator that gives operational expression of our technology set in the realm of core and transactional banking. Their core product offering is Global Supply Chain Finance and the team are seasoned experts in e-commerce, high volume transactional banking, credit risk and debt capital markets.

# Panelists

## Panel 3: e-Commerce & m-Commerce in Africa: The Next Frontier

Moderator

**Mbwana Alliy**

Managing Director  
Savannah Fund

mbwana@savannah.vc



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**Eran Feinstein**

CEO  
3G Direct Pay

eran@3gdirectpay.com



3G Direct Pay fills the online gap between the providers and the consumers. Since 2006, 3G Direct Pay has been providing an open credit card processing platform where the end customer can shop online with any provider and can pay at real-time using any payment option. The providers use the same online payment platform to sell their products / services and safely collect any form of payment.

**Jonathan Smit**

Founder & Managing Director  
PayFast

jonathan@payfast.co.za



PayFast is one of South Africa's leading payments processing services. They enable easy, secure and instant payments between online buyers and online sellers: businesses, individuals or charities. The company is integrated with over 60 booking, billing and eCommerce platforms and process payments in a variety of ways, including credit card, Instant EFT, Bitcoin and more.

**Kennedy Njoroge**

Founder & CEO  
Cellulant Corporation

ken.njoroge@cellulant.com



Cellulant Corporation delivers the most connected one-stop mobile payments and digital commerce service for businesses, mobile network operators, financial institutions and their consumers. They work with consumers, businesses, banks and mobile network operators.

## Panel 4: Crypto-finance & Security

Moderator

**Simon Dingle**

Product Advisor  
BitX

simon@bitx.co



Simon is an advisor to 22seven, BitX and hosts a radio show on 5FM that focuses on consumer tech. He also co-presents a podcast called Take Back the Day and writes about technology and trends for Finweek magazine. He often speaks on innovation, behavioural economics, disruptive technology and business trends on television, radio and as a keynote speaker at conferences.

**Simon De La Rouviere**

CypherFunks

simon@delarouviere.com



The CypherFunks is a network of musicians working individually & together to make music under the same name. A cryptocurrency [FUNK] acts as "stock" in the band. Both the currency & band are completely decentralized. It is a grand experiment in permission-less, internet scale innovation in music, collaboration, and technology. The long-term goal is to have a community of musicians use FUNK as currency to help each other continuously create great new music.



**Paul Bragiel**  
Partner  
Savannah Fund

paul@savannah.vc



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**Schalk Nolte**  
CEO  
Entersekt

schalk@entersekt.com



Entersekt's solutions transform just about any mobile phone into a powerful weapon in the fight against account takeover fraud. Their patented technology picks up where password-based approaches have failed, by introducing an isolated communication channel between phone and financial institution that avoids reliance on the open Internet for user and transaction verification.

**Gert Jan Van Rooyan**  
CEO  
Custos Media Technologies

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Custos Media Technologies brings the latest research in media security, management and distribution to content owners and providers. Broadly, their services are divided into watermarking (hiding arbitrary information imperceptibly in video, audio, images and e-books), rights management (detection of compromised media) and distribution (securely spread content with minimal hosted server infrastructure)

## Panel 5: Lending, Savings and Investments in Africa

*Moderator*  
**Chijioke Dozie**  
Director  
Kaizen Venture Partners

chijioke@  
kaizenventurepartners.com



Kaizen Venture Partners' mission focuses on building and investing in high-growth, high-impact SMEs generally, and the DARP (Debt and Asset Recovery Programme) facility enables KVP to invest in special situations, including distressed assets, in the form of equity, debt or mezzanine instruments. The Kaizen DARP line is the first DARP facility in Sub-Saharan Africa, and the largest of its kind ever attributed on comparable terms.

**Karl Westvig**  
CEO  
afb

karl@afb.com



afb's mobile money solutions help mobile operators add valuable financial products to their customer offering. For businesses, afb can advance working capital or roll-out card programs with credit and loyalty. All this happens with a focus on the digital footprint, using their core analytical capabilities to better understand customer behaviour. With 1500 staff across 5 countries, afb is a vibrant business with a pioneering spirit and a great sense of fun.

**Steven Nathan**  
CEO  
10x Investments

steven@10x.co.za



10X Investments (10X) is an authorised Financial Services Provider, a licensed Retirement Fund Administrator and Investment Manager. 10X provides a full range of services and products to retirement investors and administers retirement funds and facilitates risk (insured) benefits. The company manages investments for retirement funds. Their corporate clients include African Bank, Deutsche Bank, Macquarie, EOH, Virgin Active and the Invicta Group to name a few.

# Panelists

**Cameron Stevens**  
CEO  
Prodigy Finance

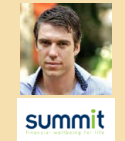
cstevens@prodigyfinance.com



Prodigy Finance's innovative model offers loans to international postgraduate students at leading business schools. Through their community platform, alumni and other investors earn competitive returns, while students gain access to higher education they otherwise could not afford. To date, they have distributed \$50 million in loans to postgraduate students from 90 nationalities, with exceptional repayment performance.

**Clark Gardner**  
Founder & CEO  
Summit Financial Partners

clark@summitfn.co.za



Summit Financial Partners was started in 2004 by CEO Clark Gardner and has offices in Pretoria, Midrand and Stellenbosch. The company employs 150 people and has a level 2 BBE status. Their clients include a variety of companies including African bank, Nestle, Old Mutual, Life Group, Two Rivers and Nedbank.

**Andrew Mainhart**  
Founder & CTO  
Oradian

andrew.mainhart@oradian.com



Oradian is a core microfinance system and platform that enables easy to use microfinance management. Built in the cloud and ready to use - SaaS, Instafin combines key functionality (administration, security, accounting, loan portfolio management, & deposit tracking) with state-of-the-art features in a user-centric and powerful way. With Instafin as the keystone, their customers can begin to reap the full benefit of the Oradian experience and to grow their businesses.

## Panel 6: The Remittance Landscape, B2B and P2P

*Moderator*  
**Matteo Stefanel**  
Managing Partner  
Apis Partners

matteo.stefanel@apis.pe



Apis Partners is a private equity asset manager. We are focused on Financial Services in Growth Markets, with a tried-and-tested team, who have worked together for over 15 years with specialised expertise in Financial Services in Growth Markets garnered in leading firms in both private equity and investment banking. In addition to the core team, our operating partner network consists of 20+ Financial Services professionals, an on-the-ground presence in 5 countries and an extended network of 27 partner companies.

**Hazem Mulhim**  
CEO  
EastNets

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EastNets is a global provider of compliance and payments solutions for the Financial Services industry and implements standardized and individual solutions against financial crime, and for risk management, monitoring, analysis, reporting, and state-of-the-art consultancy and customer support. Over 1000 customers and over 300 corporate and financial institution rely on EastNets for outsourced SWIFT connectivity and compliance software solutions made available as a service through its fully managed service bureaus.

**Ashraf Zaki**  
Executive Chairman  
CiT VERiCASH

azaki@citglobal.com



CiT VERiCASH is the mobile payment division of CiT Global that provides innovative mobile money solutions for both banked and unbanked populations. CiT VERiCASH solution has been developed via state-of-the-art technology, providing end-to-end security supporting advanced solutions such as cardless ATM/POS transaction, mobile billing, and advanced agent registration.

Mike Quinn

CEO  
Zoona

mike@ilovezoona.com



Zoona offers emerging entrepreneurs an opportunity to provide money transfer and other payment services to low-income consumers, while earning commissions and creating employment. The company provides a mobile money platform, working capital financing, business management tools and entrepreneurial support focused on helping businesses grow and increasing financial inclusion in Africa.

**Dakshesh Patel**

CEO  
ZymPay

dakshesh.patel@zympay.com



ZymPay is a new method of sending money abroad for the benefit - and ultimately financial inclusion - of the majority unbanked African market. ZymPay's end-to-end, all-electronic service drastically reduces the cost of transaction at both the send and receive ends, compared to established money remittance companies. It means real convenience for senders and no travelling, queuing or safety worries for recipients.

## Notes

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

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