

# THE PHILIPPINES EXPERIENCE – WHAT'S NEXT?



's Plans Going Forward



# AGENDA

- Brief Profile of OmniPay
- Using ID cards to support financial inclusion
- Using G2P to support financial inclusion
- Building a micropayment network with sari sari stores
- New technologies to be deployed

## Corporate Background

- Incorporated in 2009
- Approved and regulated by Bangko Sentral ng Pilipinas (BSP) as a Non-Bank Financial Institution (NBFI)
- First NBFI approved by BSP as Electronic Money Issuer (EMI)

## Affiliations

***BancNet***



## Services Offered



### Customizable Prepaid Cards

Multi-functional for payments, disbursements, payroll, remittance, loyalty and others

### Payment Processing & Acquiring

- eCommerce
- POS terminals
- ATM
- Agent network



## Sample Co-Branded Cards



## Key Milestones

- Launched the first JCB Prepaid Card in the Asia Pacific Region
- Launched the first UnionPay Prepaid Card in the Philippines
- Launched the first UnionPay Card Product with e-commerce capabilities outside of China
- Became the first EMI-Affiliate of BancNet
- Launched the LandBank UnionPay and JCB prepaid cards in partnership with Land Bank of the Philippines

# Combination Prepaid & ID Card System



## ID Card System

- *Timekeeping (linked to Biometric System)*
- *Hospital & Medical Benefits*
- *ID to avail of Local Government Services*
- *Discount Card in Business Establishments*



## Payment Card (P2G/P2B)

- *Government Taxes*
- *Remittance (P2P)*
- *Online Shopping*
- *Purchase at Stores*
- *Withdraw cash from ATMs*
- *Cash-in/cash-out at Agent outlets*
- *Prepaid airtime top-up*
- *Bills payment*



## Government Payment Facility (G2P)

- *Payroll for Regular Employees, Consultants and Job Order Personnel*
- *Allowances and Bonuses*
- *Financial Assistance and Subsidies*



# Dual Wallet & Financial Assistance Tracking



LGU approves  
& credits  
the SBR Card

OmniPay POS terminals at  
LGU-accredited  
establishments



SBR cardholder  
Applies for financial  
Assistance



SBR cardholder  
Loads via CICO



**Balance A for Financial  
Assistance (FASST)**

FASST Balance  
I-LOAD Balance

**Balance B for citizen's  
load balance (I-LOAD)**



Card usage at **non**  
LGU-accredited  
establishments



# G2P Disbursement on Prepaid Card System



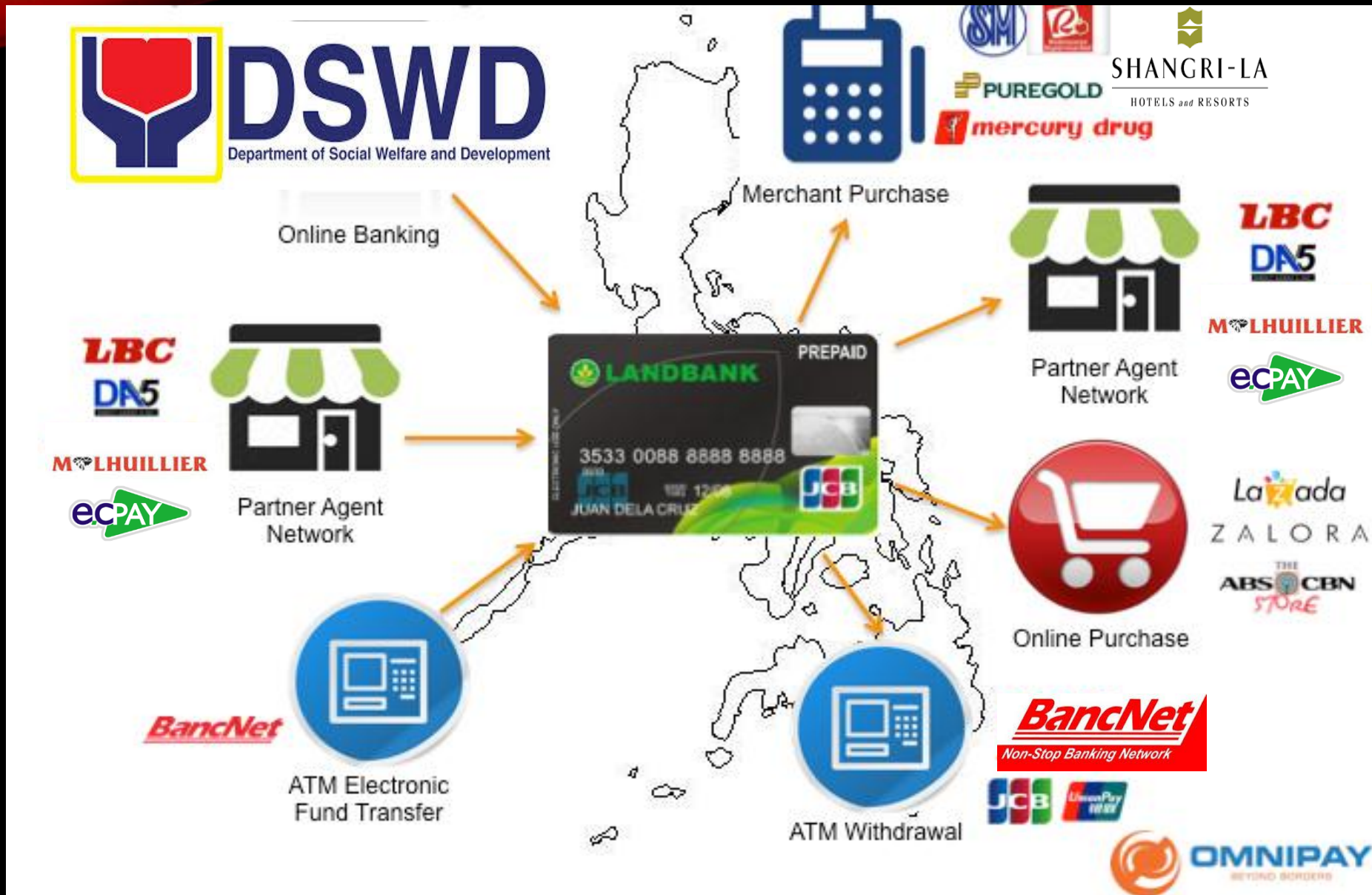
## Pantawid Pamilyang Pilipino Program

- Provides cash grants to beneficiaries provided that they comply with the set of conditions required for education and health
- Administered by the Department of Social Welfare and Development
- Php 50+ billion per year to be disbursed by Land Bank of the Philippines
- Number of beneficiaries/households approximately 5 million
- Geographic coverage over 41 thousand barangays
- Migration to prepaid cards over next 18 months





# G2P Prepaid Card Ecosystem



# Extending the G2P Prepaid Card Ecosystem



- Over 1 million sari sari stores nationwide
  - Estimated 42 thousand larger “Community” Stores
    - Wholesale to smaller stores in its vicinity
    - Greater liquidity
    - More sophisticated technologically and financially
  - Approximately half are “Professional” with fairly regular store hours



## Key Challenges

- Connectivity
- Technical aptitude
- Customer education
- Store operations
- Regulatory compliance
- Sustainability
- Tax





# G2P Prepaid Card with Sari Sari Store Network



## EMV Chip mPOS

- Connectivity via smartphone
- Mobile app with cash and inventory management
- Multiple pilots scheduled for Q2, 2016

# For 2016: Smartphone-based Payments

- QRPay: Quick Response Code



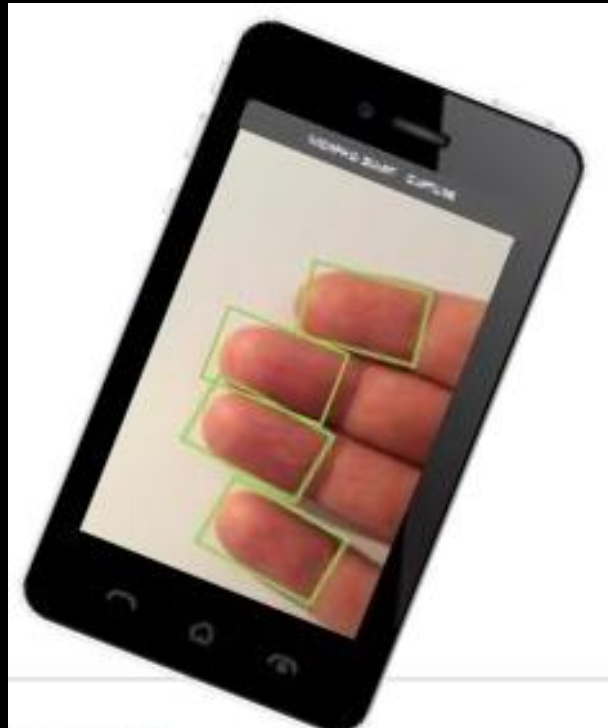
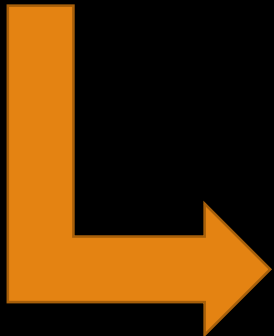
- Aptus: Host Card Emulation





# Beyond 2016: Smartphone-based Biometric Authentication

- Morpho: Contactless Fingerprint



- Agnitio: Voice

