



Globe™

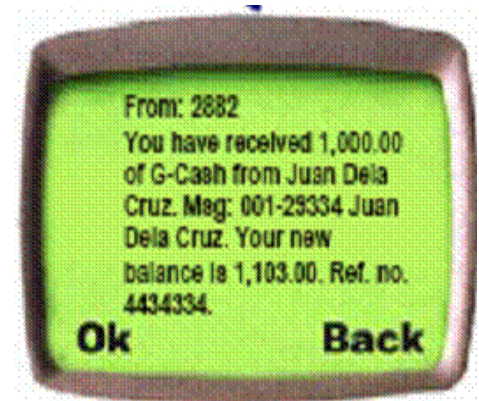
Mobile Phone Banking: Telcos Serving the Unbanked and Underbanked

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Answer to Opportunity : GCASH

What is
GCASH?

- Transforming a mobile phone into a wallet, enabling subscribers access to a cashless and card-less method of facilitating money transfer with just a text message

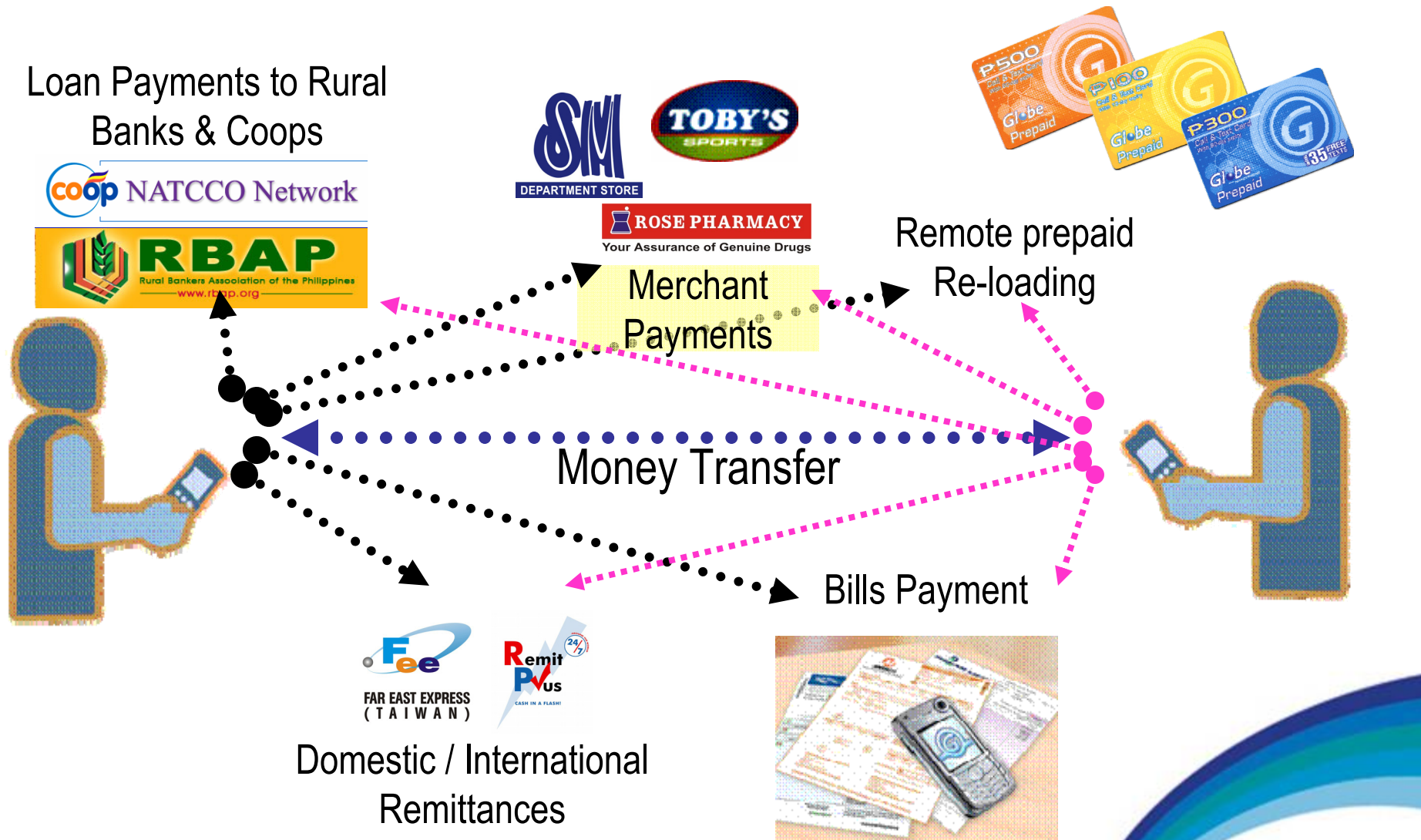


What GCASH
can do and
Cash cannot?

- Enable remote payments
- Pay bank loans w/out going to the bank
- Pay bills without lining up
- Pay for food / services from anywhere
- Send remittances

All you need is a mobile phone and a SIM
Instant money transfer via text message costing only P2.50 or U\$0.05

Award-winning Mobile Wallet Service...



...that has expanded into a Platform

- More than a million active users
- Available in over 400 international outlets in 27 countries
- Accepted in 6,000 domestic outlets in the Philippines
- 3,000 exchange outlets comprising of Rural Banks, Pawnshops, Telco Counters, and FX outlets (all with government issued remittance licenses)
- Spurred a wave of new approaches and applications in Micro-Finance and Micro-Payments
 - Providing micro-finance access to rural areas is a core strategy

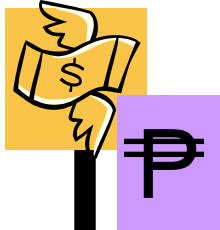
Worldwide Presence



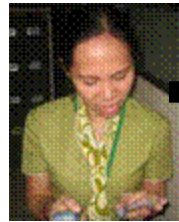
GCASH transaction value averages
U\$100m per month

Microfinance Use Case: MFI Centric Ecosystem

Intl. / Dom Remco's



(Salary Disbursement)



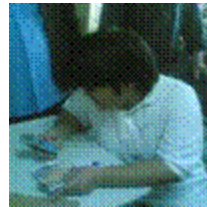
P2P
(Domestic Remittance)



Rural Bank/
Coops/MFIs



Cash-In
(Face-to-Face
Wallet Funding)
*Also possible from
Cash-in Partners



GCASH2Load
(Airtime Credit
Purchase)



(Withdrawal from
Bank Account to
GCASH Wallet)



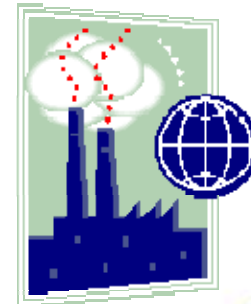
P2P
(Purchase of Goods
/Services)



(Loan / Credit
Disbursement)



(Bills
Payment)



(Loan/Credit Repayment)

(Deposit to Bank Account)

Serving the Underbanked and the Unbanked Community can be made more pervasive with synergies between telcos and financial service institutions

TELCOs:

- Expansion of Telco Revenue Stream
- Creation of a more robust platform around its core merchant ecosystem (mobile subscribers and various retailers)
- Providing an alternative and low-cost infrastructure to banks and customers

BANKS:

- Additional value proposition to customers
- Alternative solution at lesser or even close to zero capex
- Ability to expand distribution channel at lower cost which they may pass on to consumers

BORROWERS:

- Better access to micro-finance at lower borrowing or maintenance costs

- Key to success in tapping underbanked / unbanked is affordable pricing models and market education
- Synergies between telco and financial service institutions = opportunity to lower infrastructure cost for wider market reach and lower pricing structure

The challenges:

- Stronger Bank – Telco relationship
- Substantial effort to educate users in m-banking services



End of Presentation