

# EPAYMENT THOUGHT LEADERSHIP

## BREAKFAST SERIES 1

23<sup>RD</sup> FEBRUARY 2012

FEDERAL PALACE HOTEL



# Epayment Thought Leadership Breakfast Series 1

## “Fast-Tracking ePayment Growth in Nigeria”

### INTRODUCTION

Payment services are constantly evolving. In recent years, electronic cards and ATMs have experienced high growth rates and these are forecast to continue for the foreseeable future. There are many factors that drive growth in epayment, and all work together to drive market development. However, the dynamics of the industry are so predominant that we need to consistently look into the horizon to determine trends and directions so that changing landscapes do not slide the other way unexpected and unnoticed. Factors are as diverse as the influence of multinational corporations, technology, organizational structure, roles of the government as well as data availability. The benefits of automating payments and the entire procure-to-pay process are unarguably significant for the micro and macro economy in Nigeria.

In recent years, most Africa States have adopted measures towards a cashless economy and it has been projected that transaction will exceed \$200b through e-payment various channels by 2015 with the industry growing into a \$22b concern. However the bane of underdevelopment in Africa is hinged upon corruption and poor governance both in the public and corporate domain and e-payment is adjudged as a panacea to this unsavoury development based on its favorable outcomes in some countries in Europe, Asia and Latin America.

Consequently on the above, emerging scenarios need to be properly forecasted and dissected. We need to constantly ask the right questions to elicit the probable answers. For instance, Is the growth experienced in the epayment sector real or a flash-in-the-pan? What is the outlook for a cashless economy in 2012? When will mobile money finally take off in Nigeria? Will POS ever be big business here? What about the direction of legislation and government policy? Is e-fraud going to escalate in 2012? How will the current restructuring in the financial / banking sector affect recorded growth in e-banking? How will the removal of the petroleum subsidy affect the economy? What do we expect in 2012, especially with the devaluation of the naira?

***Epayment Thought Leadership Series*** is a platform where opinion leaders from the various sectors of the economy provide insightful analysis of industry and economic events and happenstances of the previous year as well as project into the New Year with razor sharp precision to forecast scenarios that will play out.



This event will also provide ample opportunity for Solution Providers to unfold new products and services directly to the decision makers in the Banks, initiate networks and create possible business alliances.

Stakeholders from different sectors of the economy will attend the event; which promises to synergize efforts as customers and service providers trace routes that will support intermediary and value added services.

## **Rationale**

In the last five years, InterMarc Consulting has hosted the epayment Breakfast forum with the aim of creating a platform for industry stakeholders to deliberate on consequential issues in the electronic payment industry in Nigeria and Africa. However, recent developments suggest that industry infrastructure have stabilized substantially. Moreover, focus has shifted from the industry to the market place especially the recent policies by the Central Bank and the Accountant General of the Federation, which prohibits cash withdrawal above N150,000 and public sector salary and contractor payments in the epayment domain.

***Epayment Thought Leadership Series*** has therefore been designed and developed with a view to bringing together opinion leaders in other sectors of the economy, to discuss the current epayment status in Nigeria and recommend ways to advance its growth.

It will provide meaningful and insightful analysis of industry events, projections and some forecasts on scenarios that will play out in the New Year.

## **Aims/Objectives**

Access the present use of e-payment in governance, businesses and the Nigerian economy at large

To identify those challenges and emerging opportunities inherent in e-payment channels in Nigeria.

Explore and identify ways through which e-payment channels can be optimized for high ROI for small business.

Improve governance and accountability in government and businesses

Examine the relevance of e-payment as a powerful tool for governance and accountability in Nigeria.



### **Special Focus:**

Taking into consideration the Nigerian operating environment, the theme ***“Fast-tracking pervasive epayment growth in Nigeria”*** will address the following issues and more:

- The evaluation of epayment risks
- Performance of payment systems in such areas as:
  - Epayment channels and infrastructure
  - Legal framework
  - Communication infrastructure
  - Institutional framework and government policies
  - Competition in payment system delivery
  - Efficiency in value transfers
  - Core competencies in the different payment system areas

### **Prospective Sponsors**

Intermarc Consulting  
Coalition for epayment  
Card, ATM & Mobile Expo

### **Proposed Keynote Speakers**

- **Mallam Sanusi Lamido** – Governor, Central Bank of Nigeria
- **Dr. Shamsudeen Usman** – Honourable Minister for National Planning
- **Mr. Joseph Ogunniyi Otunla** – The Accountant-General of the Federation
- **Mrs. Ifueko Omoigui-Okaru** – Executive Chairman, FIRS

### **Proposed Panel of Discussants**

Some of the opinion leaders from different sectors that will be on the panel of discussion will be drawn from the following institutions: International Finance Corporation (IFC), Central Bank of Nigeria (CBN), Phillips Consulting, Enhancing Financial Innovation & Access (EFInA), Economic Associates, Lagos Business School (LBS), Chartered Institute of Bankers (CIBN), Lagos Metropolitan Area Transport Authority (LAMATA), Lagbus Asset Management Limited (LAGBUS), Central Securities Clearing System (CSCS), MTN, Lagos Chamber of Commerce & Industry, Nigeria-South Africa Chamber of Commerce & Industry, World Trade Centre, Park & Shop and Shoprite.



## Delegates

Attendees will be drawn from the following sectors:

- Banks
- Card Companies
- Switching Companies
- Telecom Service Providers
- ePayment Channel Operators
- Trade and Market Associations
- Professional Associations
- Regulatory Agencies

A total of 100 delegates are expected at this edition which is an exclusive medium for representatives of the various sectors of the economy to air their views, synergize, network and initiate plausible advancements that will sustain the Nigerian payment system.



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