



5 February, 2014

2nd African Mobile Phone Financial Services Policy Initiative (AMPI) Leaders' Roundtable, held in Naivasha, Kenya.

Opening Remarks by Alfred Hannig, Executive Director of the Alliance for Financial Inclusion.

Honorable Henry Rotich, Cabinet Secretary to the National Treasury of Kenya,

Honorable Governors of Central Banks,

Distinguish delegates,

Ladies and gentlemen,

It is a great pleasure for me to welcome you here in Naivasha for this 2nd Leaders' Roundtable of the African Mobile Phone Financial Services Policy Initiative (AMPI).

I would like to thank the authorities of Kenya and the Central Bank of Kenya for the remarkable effort made in organizing this meeting.

Governor Njuguna Ndung'u, allow me to thank you and your staff, for allowing us to meet here, in Naivasha.

Ladies and gentlemen,

As you are aware, AFI members in Africa have set up AMPI as a platform through which they would determine effective policy solutions for advancing mobile financial services (MFS) across the African continent through cooperation among policymakers and regulators, private sector players, development partners as well as research institutions.

MFS in Africa have changed financial landscapes by widening financial inclusion frontiers. This development would not have been possible without the determination and the vision of regulators in some countries to promote greater financial inclusion by harnessing new technologies and business models. They have taken bold steps permitting new actors and channels to come into play, offering digital financial services to broad segments of the population.



In doing so, they are acting to create enabling environments for the expansion of MFS while keeping the stability and the integrity of the financial system in check.

The private sector and development partners are playing important roles in the expansion of MFS in Africa. Many of them have sent high level representatives to join us during this meeting.

Their presence signals their keen interest to engage in constructive dialogue with regulators and to develop a common path forward. We welcome their active participation.

The AMPI platform presents a unique opportunity for regulators and other stakeholders to discuss issues openly and develop joint solutions that will drive the expansion of MFS in the region in the years to come.

Ladies and gentlemen,

The learning curve on digital financial services is moving and AMPI is the platform that will help keep momentum and accelerate the pace for more success stories.

Predictions say that by 2020 the majority of today's 76% unbanked population in Sub-Saharan Africa will have their first mobile money experience. This is really exciting and our efforts should be combined to provide appropriate solutions to suit their needs.

Partnerships between banks and non-bank institutions have become more and more relevant as generally partners have different competitive advantages and when combined, these advantages are most promising to unfold the potential of digital financial services.

However, partnerships can fail for various reasons, such as ill-defined roles and expectations, lack of alignment of competitive advantages and neglecting to review the division of costs and revenues between partners and restrictive regulations for the long term.

We hope that this AMPI Leaders' Roundtable will shed more light on these critical issues and identify success factors for progressive partnerships.

This event will explore private sector's opportunities and challenges that affect the growth and the expansion of MFS to address greater financial inclusion in Africa. The meeting will also explore ways to provide a more effective regulatory enabling environment and ultimately how AMPI can best facilitate these efforts.



We believe that the development of AMPI will further boost the spirit of the Maya Declaration, in which countries self-determine their concrete and measurable goals and targets to unlock the economic and social potential of the unbanked through greater financial inclusion.

To date, 46 AFI member institutions have made commitments under the Maya Declaration, 19 of which are from the African continent.

We are aware that many other members are preparing to make commitments under the Maya Declaration with concrete and measurable targets. The AFI Management Unit is ready to assist you for that purpose.

Ladies and gentlemen,

Since the launch of AMPI in Zanzibar last year, the time has come to take stock and learn from recent achievements in the continent in regards to further developing an enabling and conducive policy and regulatory environment.

It is the right time to learn more from practical policy solutions developed by some countries across the continent. This meeting provides a great occasion to discuss the opportunities, the challenges and the risks of taking digital financial services to the next level in Africa. Your insights will provide input for the shared goal of enhancing access to financial services through new technologies.

I am confident that, at the end of these two days of reflection, our members, regulators and policymakers, together with other actors will articulate a joint vision for the AMPI platform.

Let us continue to coordinate our efforts aiming to break down barriers that prevent access to high-quality, affordable and secure financial services.

Thank you for your attention.