

Overview of Digital Financial Services in Nigeria

Presented at:

**EFInA's EIGHTH REQUEST FOR PROPOSALS (RFP 8) LAUNCH EVENT
AND WORKSHOP**

November 15, 2017



Nigeria Inter-Bank Settlement System Plc

...improving the Nigeria Payments System

Nigeria's Key Digital Statistical Indicators



JAN
2017

NIGERIA

A SNAPSHOT OF THE COUNTRY'S KEY DIGITAL STATISTICAL INDICATORS



TOTAL
POPULATION



189.4
MILLION

URBANISATION:

49%

INTERNET
USERS



97.2
MILLION

PENETRATION:

51%

ACTIVE SOCIAL
MEDIA USERS



18.0
MILLION

PENETRATION:

10%

MOBILE
SUBSCRIPTIONS



157.7
MILLION

vs. POPULATION:

83%

ACTIVE MOBILE
SOCIAL USERS



15.0
MILLION

PENETRATION:

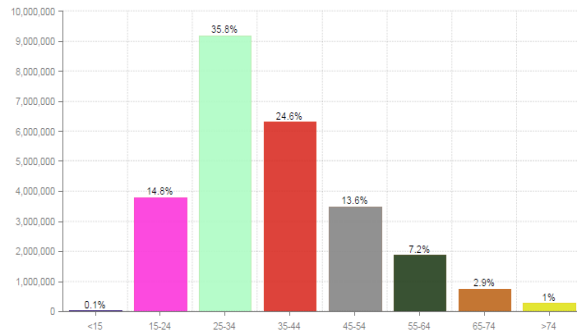
8%

What BVN has revealed to us



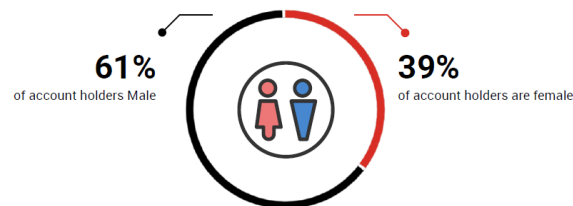
BVN Milestones
30,655,492
 TOP
BVN Enrolments

ACCOUNT HOLDERS BY AGE BAND

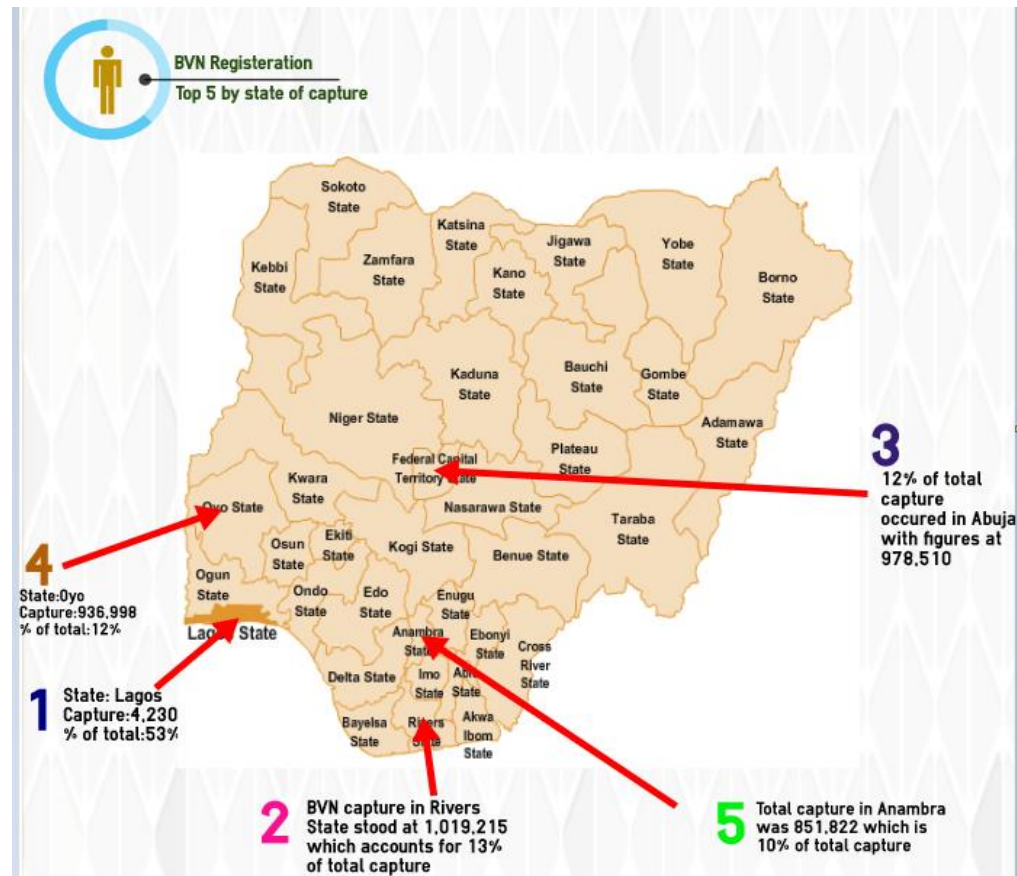


31% of total investors aged 51 and above; 30% aged between 31-40; and 12% aged between 21-30

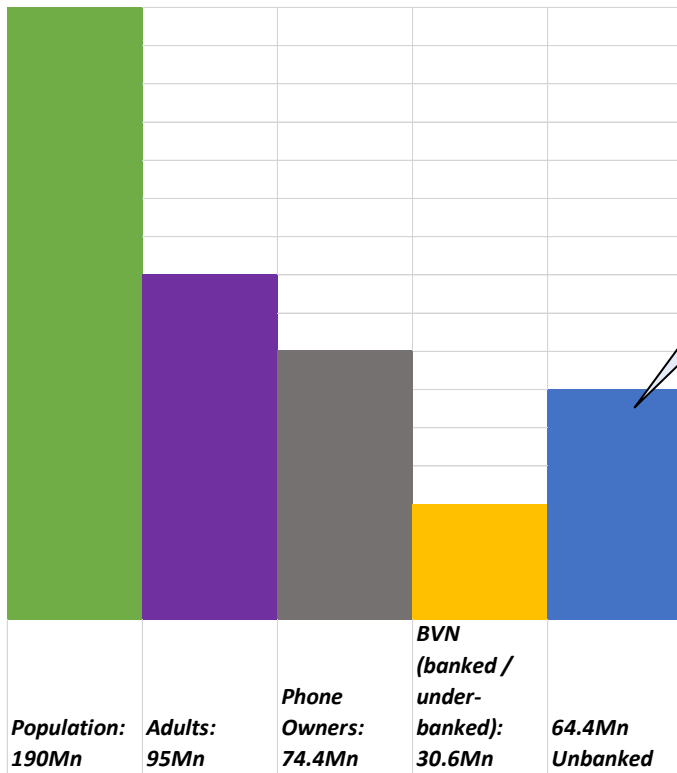
ACCOUNT HOLDERS BY GENDER



The ratio of male to female investors is 1.5 to 1



The untapped DFS potential market



DFS
Blue
Ocean

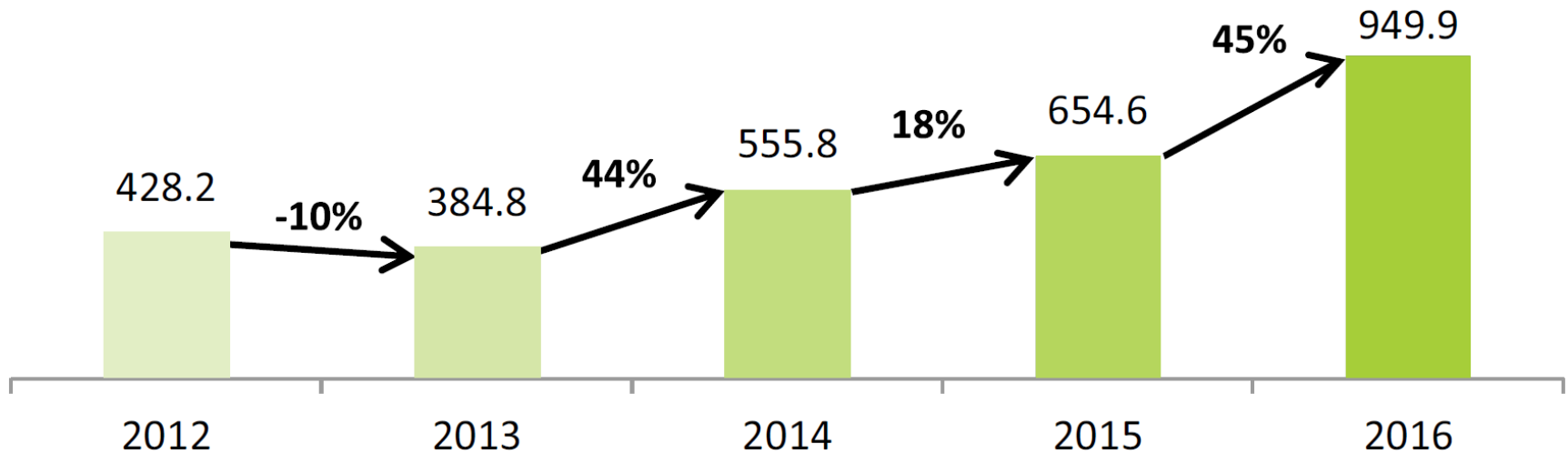
Activity Summary of 30.6Mn BVN Holders							
		Retail Payments -Q1'17		Retail Payments-Q2'17			
		Volume	Value(Bn)	Volume	%	Value(Bn)	%
1	BULKPA	9,253,167	6,893	11,230,225	21.4%	9,198	33.4%
2	POS	26,646,982	286	32,774,728	23.0%	324	13.3%
3	WEB	5,520,058	46	5,965,106	8.1%	37	-19.6%
4	MOBILE	12,609,706	260	11,559,108	-8.3%	295	13.5%
5	NIP	108,937,146	18,331	128,266,151	17.7%	18,866	2.9%
6	REMITA	9,802,150	3,552	8,951,623	-8.7%	3,367	-5.2%
7	ATM	331,618,322	2,271	351,922,647	6.1%	3,420	50.6%
		504,387,531	31,639	550,669,588	9.2%	35,507	12.2%

Source: <http://www.cbn.gov.ng/Paymentsystem/ePaymentStatistics.asp>

The populace responds positively to DFS initiatives



Volume (Number) of Electronic Transactions (in Million) and Annual Growth Rate (in %), 2012 to 2016



Source: 2016 Annual Report on NFIS Implementation, CBN

The populace responds positively to DFS initiatives



Volume Of e-Payment Channels from 2012 to 2016:

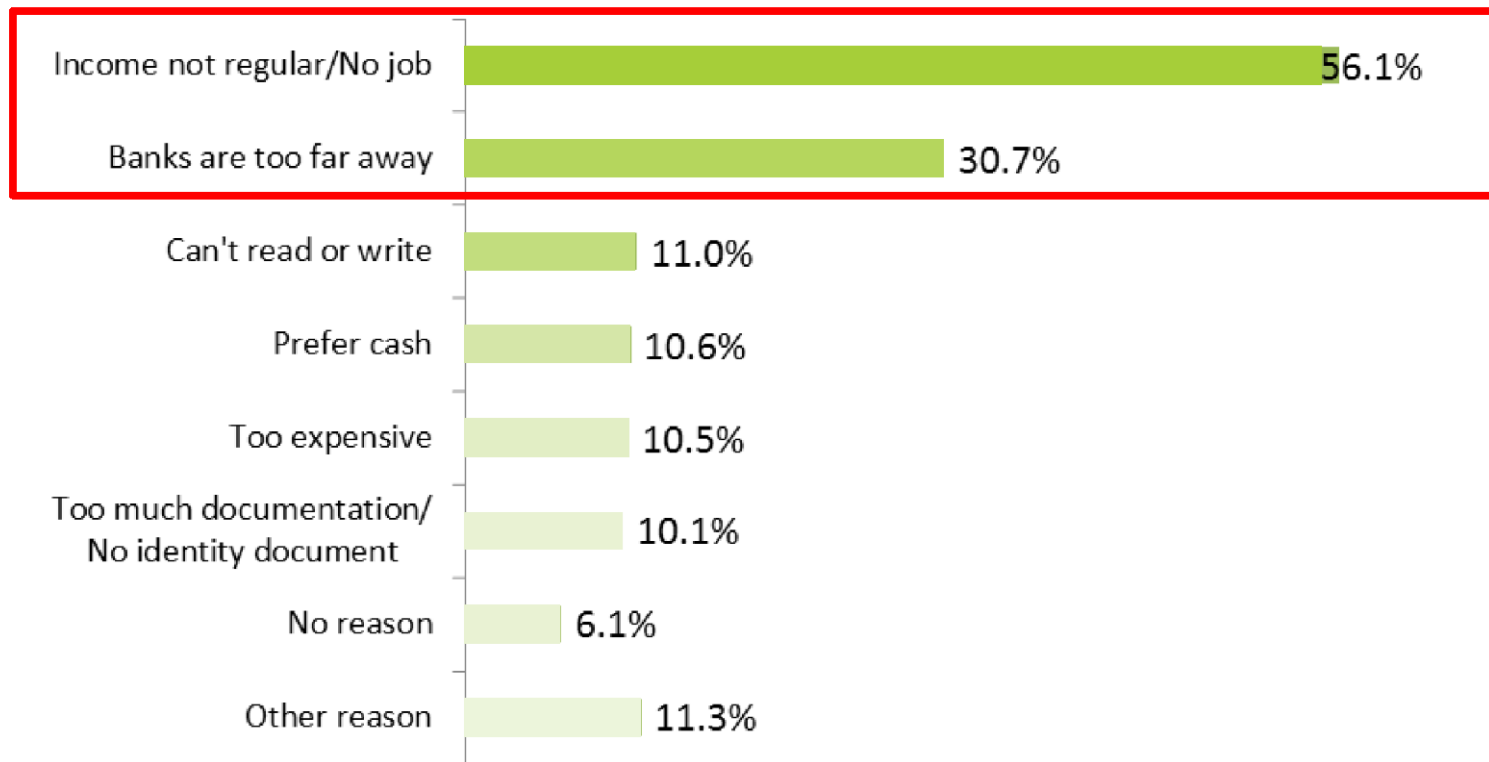
	Cheques	NEFT	ATM	POS	WEB	MMO	NIP
2016	11,719,847	29,754,182	590,238,934	63,715,203	14,088,247	47,053,252	153,616,450
2015	13,466,461	28,935,605	433,695,748	33,720,933	7,981,361	43,933,362	71,223,545
2014	15,283,933	29,690,765	400,269,140	20,817,423	5,567,436	27,744,797	40,829,854
2013	14,211,078	29,834,317	295,416,724	9,418,427	2,900,473	15,930,181	17,112,158
2012	12,161,694	28,941,559	375,513,154	2,587,595	2,276,464	2,297,688	4,449,654

Source: <http://www.cbn.gov.ng/Paymentsystem/ePaymentStatistics.asp>

DFS Inhibitors



Reasons for not using banks by the formally financially excluded adult population, 2016, % of the formally financially excluded who listed a particular reason



Source: EFINA (2016)

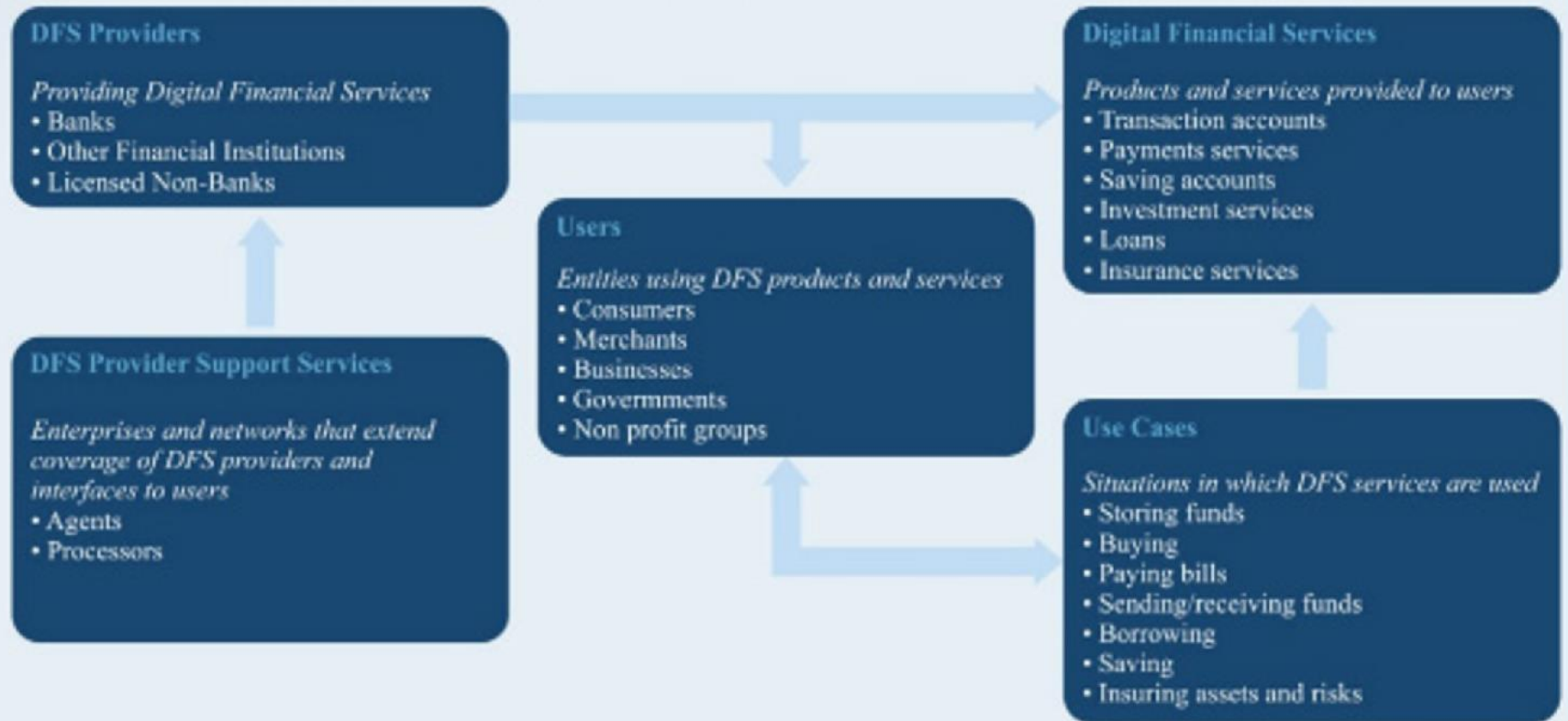
The DFS Ecosystem holds so much promise



The Digital Financial Services Ecosystem

The digital Financial Services Ecosystem

Enabling Financial inclusion and Building the Digital Economy through Availability, Affordability, Convenience and Quality



Source: <http://www.itu.int/en/ITU-T/focusgroups/dfs/Pages/default.aspx>



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THANK YOU

