

Huawei in Africa: Advancing Financial Inclusion

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Huawei's expansion in Africa: Success beyond telco solutions

Huawei possesses vast expertise and experience in providing services that extend beyond the telecoms industry. In developing markets, particularly in Africa, Huawei has been at the forefront of fintech advancement; the industry is relatively new and is just starting to take off, with promising developments and possibilities. Kenya was the region's first major success story of the Huawei Mobile Money solution, where the company worked with Kenya's largest telco to establish and improve its fintech presence and capabilities.

Omdia interviewed Huawei to gain a deeper understanding of the company's role and capabilities in Africa, particularly in developing the region's fintech landscape.

Expanding financial inclusion across Sub-Saharan Africa

Riding on the momentum of its success in Kenya, Huawei played the same crucial role in various other countries across Sub-Saharan Africa. Huawei has had a long-standing strategic partnership with some local telcos and has supported their efforts to digitalize and modernize operations and introduce new digital services in the region. With a goal to offer services beyond connectivity that enhance the daily activities of organizations and individuals, some local telcos launched their mobile money services using the Huawei Mobile Money solution in 2021.

Starting at the conceptual stages, Huawei conducted in-depth and extensive studies via its operational assessment framework, the Business Assessment Program (BAP). The BAP enabled Huawei to accurately

assess the suitability of the local telcos seeking to launch a fintech platform in the market and its long-term potential. While the short-term goal was to introduce a digital wallet, the long-term goal was to ensure that a telco's fintech platform could be scaled sustainably to encompass a wider range of digital financial products while remaining within the telco's ecosystem.

Recognizing the need for fintechs to innovate and scale rapidly, the Huawei Mobile Money solution allows enterprise customers to update and/or add new features and functions around the customer's core platforms, leading to the efficient creation of new services. The Huawei Mobile Money solution is also practical, enabling customers to collaborate easily with local start-ups, governments, and other vendors, easing the expansion of services available to the end users. These services include deposits, cash in and out, paying utility bills, money transfers, fundraising, purchasing tickets, and more.

Lastly, the Huawei Mobile Money platform is cloud-native and complies with international cloud standards. Customers have the flexibility of incorporating proprietary or open-source components in their systems as long as they are suitable for their scope and scale. The Huawei Mobile Money platform has over 400 APIs easily accessed through an open developer platform. It allows for fast integration and onboarding with agents, merchants, and partners. The platform also features pre-integration with leading third-party financial partners.

The future of financial inclusion with Huawei Mobile Money

Huawei's wealth of fintech experience makes it a trusted partner for customers and end-users. Furthermore, Huawei's ability to adapt to changing market demands through its agile culture allows it to scale quickly and introduce new services, expanding its financial ecosystem.

Appendix

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Omdia Commissioned Research

This piece of research was commissioned by Huawei.

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