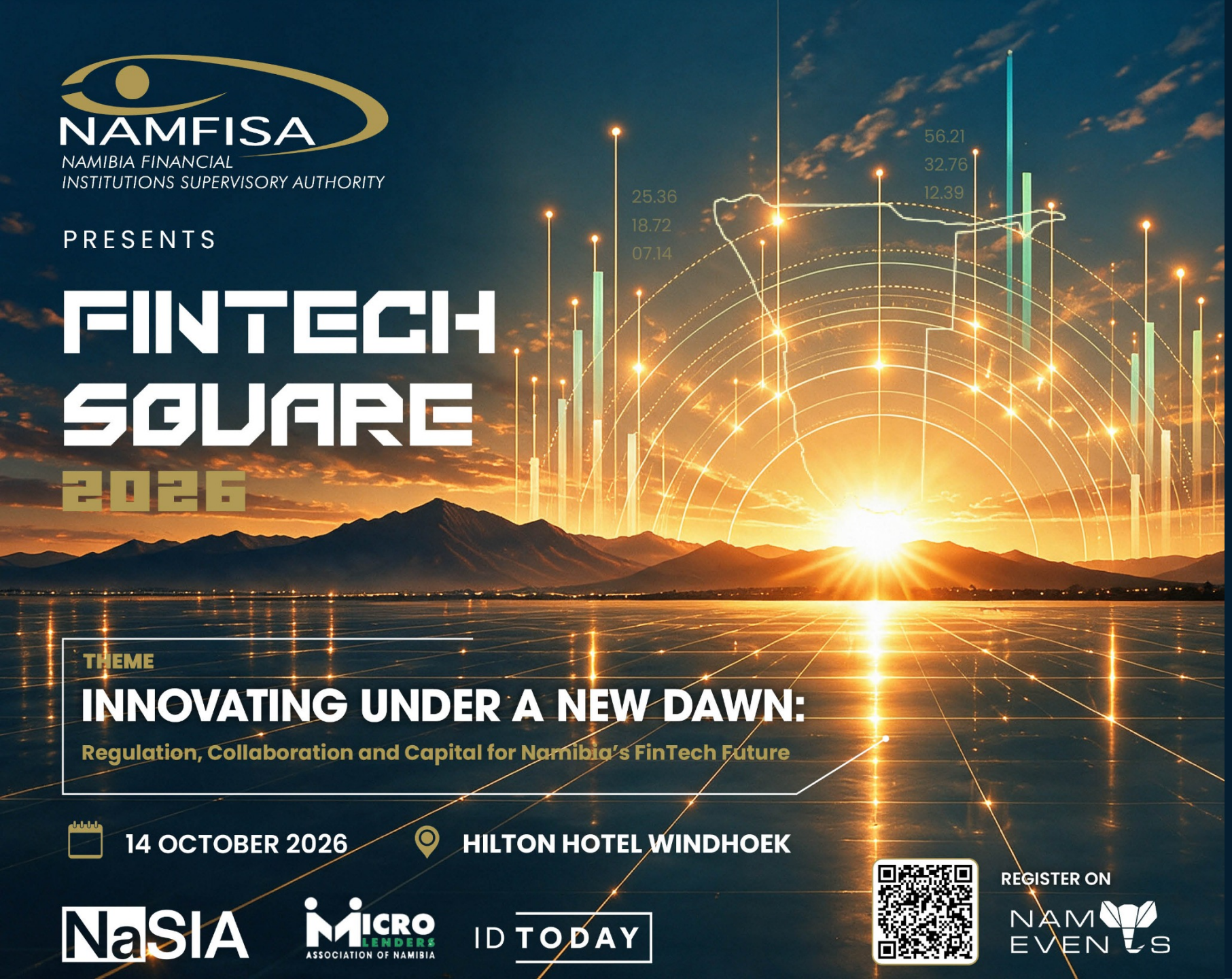


FINTECH SQUARE 2026

MASTER PRESENTATION COMPENDIUM

Speakers, biographies and original event presentations

14 OCTOBER 2026

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Speaker biographies precede each original presentation

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THEME 02

COLLABORATION

Building Namibia’s innovation ecosystem

SPEAKER INTRODUCTIONS · ORIGINAL PRESENTATIONS



TOPIC 2 / MEET THE PRESENTER

Keith Sabilika

Senior FinTech Specialist

Financial Sector Conduct Authority (FSCA), South Africa

Navigating Financial Innovation: Insights from South Africa's FinTech Initiatives and the IFWG Regulatory Sandbox

PRESENTER PROFILE

Keith Sabilika is a Senior FinTech Specialist at the FSCA, where he monitors, researches and assesses emerging technological trends and innovation in the financial sector. He is actively involved in South Africa’s Intergovernmental FinTech Working Group and co-leads the IFWG Regulatory Sandbox, engaging innovators, financial institutions, technology providers, regulators and policymakers to advance responsible innovation, consumer protection, financial integrity and inclusion.



Navigating Financial Innovation

Insights from South Africa's FinTech initiatives and the IFWG Regulatory Sandbox

Keith Sabilika - Senior FinTech Specialist
Financial Sector Conduct Authority (FSCA), South Africa

NAMFISA FinTech Square 2026
Windhoek
14 October 2026

Financial innovation is changing the regulatory conversation

Innovation has always driven the financial services sector forward, but…

How can regulators ensure they don't fall behind the next big disruptor?

Who innovates has changed

In the past, innovation was driven by incumbents already in the financial sector.

Today:

- The market is ***no longer*** only incumbents
- New entrants are ***no longer*** fringe or peripheral players
- New products ***won't*** wait for regulation to catch up



Traditional question

Does this innovation comply with the existing regulatory framework?

Increasingly important question

How should we respond when an innovation does not fit neatly within the existing regulatory framework?

What this means for regulators

Innovation will not slow down
Benefits and unfamiliar risks arrive together.

Boundaries blur
Innovation crosses institutional and regulatory lines.

Clarity matters
Firms can't comply with rules they don't understand.

We cannot be left behind
Understand the impact before deciding.

FSCA

South Africa's collaborative approach

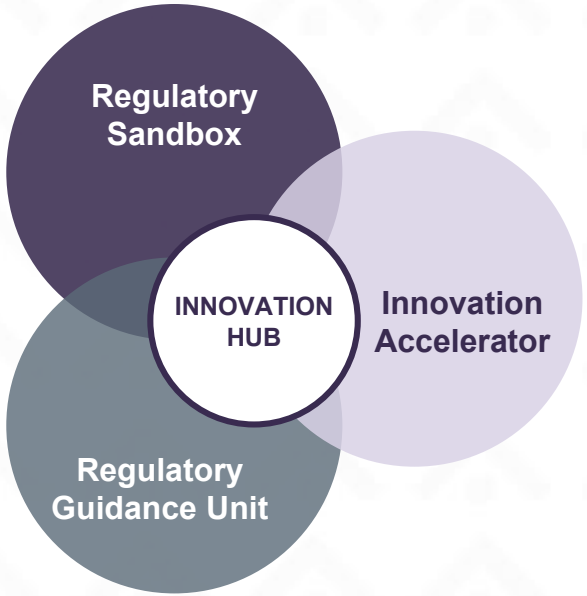
Regulators work together to demystify the regulatory landscape, provide a space for safe experimentation and actively advance innovation.

Intergovernmental FinTech Working Group (IFWG)

Established in 2016 to understand the growing role of fintech and innovation in the financial sector, and to explore how regulators can more proactively assess emerging risks and opportunities.

- National Treasury
- FSCA
- South African Reserve Bank
- Prudential Authority
- Financial Intelligence Centre
- National Credit Regulator
- SARS
- Competition Commission

IFWG Innovation Hub (2020): Three Facilitators



Regulatory Sandbox
Controlled live testing against legislation and regulation

Regulatory Guidance Unit
Single point of contact for questions on the regulatory landscape

Innovation Accelerator
Collaborative, exploratory projects to learn collectively

How they connect

RGU : Sandbox may refer potential participants to RSB based on oncoming inquiries

Accelerator : Sandbox may refer potential participants to RSB based on market intelligence activities

Sandbox : RGU may share status of in progress testing with the RGU to inform guidance provided

FSCA

The FSCA's FinTech journey



Monitor emerging developments

Research, horizon scanning and market engagement

Engage innovators and industry

Understand business models and the regulatory questions they raise

Test regulatory questions

Regulatory Sandbox and other IFWG initiatives

Turn evidence into understanding

Identify risks, regulatory gaps and supervisory implications

Bring insight into the mainstream

Feed innovation learning into core regulation and supervision

Selected Milestones

2016

IFWG established; FSCA becomes a member

2020

Dedicated FSCA FinTech function established

IFWG Innovation Hub launched

2022

Sandbox moves to rolling admissions

Published RSB feedback report

Crypto assets declared a financial product

2023 - 24

Licensing of crypto asset service providers begins

2025/26

310 CASPs licensed

Continued monitoring of fintech emerging trends

IFWG RSB World Bank review

FSCA

What is the IFWG RSB designed to do?

The IFWG RSB provides financial innovators with an opportunity to responsibly test products and services that may challenge existing regulatory boundaries, under the supervision of relevant regulators.

THE SANDBOX IS

- ✓ A controlled environment for regulatory experimentation
- ✓ An opportunity to test against legislation and regulation
- ✓ A mechanism that can support regulator and innovator learning
- ✓ A means of exploring areas of regulatory uncertainty
- ✓ A potential input into future regulatory approaches

THE SANDBOX IS NOT

- × A test of technology or commercial viability
- × An incubator: no business advice or funding
- × A way to promote individual firms
- × Approval of a product, or a licence
- × A mechanism for avoiding applicable regulatory requirements

IFWG | The Innovation Hub

FSCA

What are the IFWG RSB eligibility criteria?

1. **Intended for the South African market**
2. **Does not clearly fit within, or challenges, the existing regulatory framework**
   This may indicate an area of regulatory uncertainty.
3. **Beneficial to consumers or the market**
4. **Significantly different from existing offerings**
5. **Ready to test**
   Sufficiently developed for testing, with appropriate funding and partnerships in place
6. **Cross-border applicants**
   Licensed, or approved to test, in the home jurisdiction



FSCA

How the IFWG RSB testing works



1 Application

Online application submitted to the RSB team at any time

2 Assessment & shortlisting

Assessment against the eligibility criteria, followed by review by the relevant regulator(s)

3 Contracting & test parameters

Testing parameters provide clarity on what will be tested, how, for how long, and any regulatory relief that may be required

4 Testing & reporting

Controlled live testing provides an opportunity for regular reporting, typically over approximately six months

5 Close-out

Testing results provide a basis for considering possible next steps and the appropriate exit option

IFWG RSB participant exit options

Exemption or extended relief to operate outside the sandbox

Policy or regulatory amendment (interim relief may be needed)

Meet full regulatory requirements such as obtaining a license

Not viable: Wind down

FSCA

What has been tested in the IFWG RSB?

54

unique applications in the first cohort (2020)

9

tests from 8 participants entered testing

2022

move to rolling admissions: the sandbox stays open for applications

44

applications under rolling admission since October 2022

Cross-border Payments and FX

Centbee, Mercury FX, Xago: crypto-asset remittances (2021–22)

Standard Bank: blockchain-based BoP reporting (2022)

Ozow, Secure FX, Access Bank: low-value payment aggregation (2024)

Crypto Assets and Tokenisation

Investec: crypto asset safe custody (2022)

Standard Bank: tokenised JSE Top 40 ETF (2023)

Insurance

Santam: weather index insurance (2021)

Flash Mobile Vending: premium collection through informal retail (close-out)

Lending and Crowdfunding

The People's Fund: crowd-investing for MSMEs (2021)

Notto: credit scores from rental data (2024)

First-cohort applications by theme: Payments (28%); Crypto assets (26%) and Cross-border payments (18%)
Rolling Based Approach: Payments (32%); B2B Tech Providers (23%) and Crypto Payments (11%)

FSCA

What we have learned from RSB testing

Contributed to policy insights	**Crypto remittances** Centbee, Mercury FX, Xago	Highlighted considerations in applying the existing exchange-control framework to crypto assets and provided insights relevant to the evolving CASP framework, including AML/CFT and Travel Rule considerations.
Provided greater regulatory clarity	**Index insurance** Santam	Provided greater clarity on the regulatory treatment of index insurance and contributed to consideration of an interim regulatory approach for weather index-based products.
Highlighted areas for further consideration	**Alternative credit data** Notto	Testing was inconclusive and highlighted considerations relating to data quality, verification, potential bias, affordability assessment and evidence of improved credit access.
Generated regulatory insight	**Tokenised ETF** Standard Bank	Provided regulatory insights relating to tokenisation and highlighted applicable licensing, FIC registration and other regulatory considerations.
Cross-regulator learning	**Payment aggregation** Ozow, Secure FX, Access Bank	Provided insights into operational feasibility while highlighting regulatory, licensing and reporting considerations requiring further work across the relevant authorities.
Confirmed the applicability of existing requirements	**Blockchain BoP reporting** Standard Bank	Indicated that the platform could comply with existing FinSurv reporting requirements, without suggesting a need to change the existing reporting rules.

The value of a regulatory sandbox extends beyond the number of participants or tests completed. *Regulatory learning, and how that learning informs subsequent regulatory and supervisory work, are also important considerations.*

Reflections from the IFWG RSB experience

Not every RSB application may require sandbox testing

Some propositions may already be accommodated within the existing regulatory framework and may be better addressed through regulatory guidance or engagement.

In practice

Some applications are already catered for by existing regulatory framework.

Testing can help explore regulatory questions

Testing can contribute to greater regulatory clarity and help inform regulatory or policy responses.

In practice

Clearly defining the regulatory uncertainty upfront can help focus the test and the evidence to be gathered.

Early cross-regulator coordination can be valuable

An innovation may raise considerations across multiple regulatory areas, including conduct, prudential, payments, AML/CFT, exchange control and data.

In practice

The payment aggregation experience highlighted issues spanning several regulatory areas, reinforcing the value of coordination across relevant authorities.

Testing may lead to different regulatory outcomes

A sandbox may confirm that existing requirements remain appropriate, identify areas for further consideration, or indicate that additional evidence may be useful.

In practice

The blockchain-based BoP reporting test indicated that the platform could comply with existing FinSurv reporting requirements, without suggesting a need to change the existing reporting rules.

The exit is an important part of the testing journey

Testing can help provide greater clarity on the regulatory position and possible next steps.

In practice

The Santam test provided regulatory insights on the treatment of index insurance and helped inform consideration of the regulatory approach following testing.

From Cohort - Based to Rolling RSB

Evolution of the IFWG RSB operating model

COHORT-BASED APPROACH

Defined application windows → grouped testing cycles

Fixed intake › **Grouped applications** › **Periodic testing** › **Periodic regulatory learning**

ADVANTAGES

- Creates a clear intake and assessment cycle.
- Enables cases to be evaluated and progressed as a group.
- Supports structured planning and allocation of regulatory resources.
- Facilitates comparison and learning across a defined set of participants.

LIMITATIONS / LEARNINGS

- Innovators may need to wait for the next application window.
- Innovation does not necessarily emerge according to regulatory timelines.
- Concentrated application and testing periods may create resource peaks.
- Lessons may emerge periodically rather than continuously.

RSB MATURATION

ROLLING-BASED APPROACH

Applications considered on an ongoing basis

Continuous intake › **Case-specific timing** › **Continuous testing pipeline** › **Continuous regulatory learning**

ADVANTAGES

- Improves accessibility by removing dependence on fixed cohort windows.
- Allows potentially relevant innovations to be considered closer to when they are market-ready.
- Supports a more continuous pipeline of experimentation and regulatory learning.
- Provides greater flexibility to accommodate innovations with different development timelines.

CONSIDERATIONS

- Requires sustained regulatory capacity rather than resources concentrated around cohorts.
- Cases may enter and exit testing at different times, increasing coordination demands.
- Cross-case learning may need to be captured deliberately because participants are no longer progressing as a single cohort.

.

KEY LEARNING Innovation is continuous, and the regulatory mechanism for engaging with innovation increasingly needs to be continuous too.

STRATEGIC IMPLICATION FOR THE IFWG **The operational model shifts from managing a programme of cohorts towards managing an ongoing portfolio of regulatory RSB testing.**

FSCA

Conclusion

UNDERSTAND	Innovation to inform the regulatory response
TEST	Where testing can help explore regulatory uncertainty
LEARN	From both successful and inconclusive outcomes
INTEGRATE	Learning into mainstream regulation, policy and supervision
COLLABORATE	To support a coordinated understanding of innovation across institutional boundaries

The value of sandbox testing can extend beyond individual tests. The learning gained can support regulatory understanding and inform future regulatory and supervisory approaches.

FSCA

Thank you

FSCA

Financial Sector
Conduct Authority



TOPIC 3 / MEET THE PRESENTER

Elizabeth Njambi

Engagement Manager

FSD Africa

Accelerating InsurTech Innovation for Inclusive Protection

PRESENTER PROFILE

Elizabeth Njambi is a pan-African innovation and product leader with more than a decade of experience designing, launching and scaling digital and financial solutions across Africa and the Middle East. At FSD Africa, she leads strategic innovation for resilience programmes, including BimaLab Africa. Her earlier work spans Stanbic Bank Kenya, Uber and OLX, giving her deep experience in embedded finance, product innovation and scaling solutions for underserved markets.

NAMFISA FINTECH SQUARE 2026 · WINDHOEK · WEDNESDAY, 14TH OCTOBER 2026

Accelerating Insurtech Innovation for Inclusive Protection

How the **BimaLab Africa continuum** takes insurtechs from idea to investable scale and what each stage offers Namibia's fintech future.

THE OPPORTUNITY

Africa's deepest inclusion gap is protection. Demand is not the problem

The need exists. What is missing is validated inclusive products, patient capital and regulation that lets innovators test safely.

3%

insurance penetration across most African markets, against a 7% global average

80%

of Africa's economic losses from natural disasters in 2022 went uninsured, up from 58% in 2020

344M

people worldwide are now covered by microinsurance, yet only ~12% of the addressable market is served

<1%

insurance penetration among East Africa's 10M+ SMEs, which provide over 70% of jobs

The key pillars enabling innovation towards closing the protection gap

1. Regulation that enables testing
2. Collaboration that shortens time to market, and
3. Capital that follows validated products

The BimaLab Africa Continuum is engineered around these 3 pillars.

BIMALAB AFRICA

Six years building Africa's insurtech pipeline, from a Kenyan pilot to a continental platform

An Equity Free accelerator program launched in July 2020 by the Insurance Regulatory Authority of Kenya and FSD Africa

2020

BimaLab pilot launched with IRA Kenya; 8 startups

2021

BimaLab Accelerator II; Nigeria cohort with NAICOM; Ghana Innolab with NIC

2022

R3Lab launched for regulators; BimaLab goes pan-African covering 10 countries

2023–24

Multi-country cohorts; innovation regulatory track for supervisors; 18 countries

2025

5th cohort: 35 insurtechs from 25 countries. Launch of 3iF and Sandbox Eligibility Toolkit

2026

ZEP-RE partnership; Jubilee co-creation; 3iF first close USD 12M; alumni growth TA grants launched

135	28	300+	6.5M	$30M+	15 / 7
startups supported	African countries	insurance solutions	underserved customers reached	early-stage capital mobilised	regulators engaged / sandboxes supported

THE BIMALAB CONTINUUM

The BimaLab continuum spans 4 stages taking an insurtech from idea to investable scale

Each stage de-risks the next. Startups enter at the top of the funnel and exit as commercially contracted, investment-grade businesses.

STAGE 1

Accelerator

Top of the funnel

6–12 months. Early-stage insurtechs build validated solutions and strengthen their commercial model.

STAGE 2

Growth Pad

Grant technical assistance

Alumni with proven traction get a diagnostic and bespoke expert TA and grants to close the gaps blocking investment and commercial contracts.

STAGE 3

Insurer Partnerships

Co-creation with insurers

High-impact alumni matched with African insurers to co-create and pilot products against real use cases.

STAGE 4

3iF Ventures

Inclusive insurance investment

USD 30M target fund, co-anchored by FSDAi and ZEP-RE, investing pre-seed to Series B.

What a Namibian insurtech or fintech gets at each stage

1. Mentorship by industry CEO and founders, product strengthening, customer discovery and a route into a regulatory sandbox
2. Funded expert support that moves a startup out of pilot purgatory and into commercial readiness
3. A ready-made pathway to a licensed insurer's balance sheet, distribution and customers
4. A dedicated inclusive-insurance investor already familiar with the business from the earlier stages

STAGE 1 · THE BIMALAB ACCELERATOR

The accelerator turns early-stage ideas into validated insurtech solutions

A 6–12month, equity-free programme for early-stage insurtechs. The 2025 cohort admitted 35 startups from 25 countries; the 2026 cohort, delivered with ZEP-RE, selects up to 15 ventures with tested products and early traction.

1 Mentorship by industry CEOs

One-on-one guidance from founders, insurance and reinsurance leaders on commercial strategy, underwriting and distribution.

2 Product strengthening

Actuarial, pricing and product-design support to make solutions underwritable and compliant.

3 Customer discovery

Field validation with underserved segments so products are built around lived needs, not assumptions.

4 Investment readiness

Financial modelling, data rooms, investor connections and Demo Day exposure.

Priority sector pipelines

Startups apply into the pipeline that matches their market, and are mentored by sector specialists.

- Agri & climate
- SME
- Gender
- Health
- Digital & technology platforms

For Namibian insurtechs and fintechs

Apply into the continental call; work with NAMFISA on sandbox entry during the programme; leave with a validated product, an investor-ready model and peers in 28 markets.

STAGE 2 · BIMALAB GROWTH PAD

Growth Pad funds the expert support that moves alumni out of pilot purgatory

Grant-funded technical assistance for BimaLab alumni who have demonstrated growth and scale after the accelerator. The aim is focused and commercial: unlock investment and insurer contracts.

QUALIFY

Alumni with post-accelerator traction i.e customers, revenue, partnerships apply into a grant window.

DIAGNOSE

A gap analysis identifies exactly what stands between the startup and a commercial contract or an investment term sheet.

DELIVER

Bespoke expert TA to the value of the grant covering actuarial, legal, data, go-to-market, governance etc

UNLOCK

Milestone-based disbursement tied to the commercial outcome: a signed insurer contract or closed investment.

Why grant TA rather than another pilot

- Pilots prove a product works but they rarely prove a business is investable. Growth Pad targets the specific gap that unlocks commercial milestones
- Catalytic grants of up to USD 100,000 per startup were offered to high-impact Kenyan alumni in 2025. The 2026 Alumni Returnable Grant window is delivered through the 3iF TA facility.
- Every intervention ends in a measurable commercial outcome tracked throughout the grant period

For Namibian insurtechs and Fintechs

Growth Pad is the bridge from a successful NAMFISA sandbox test to a commercial product on a licensed insurer's shelf.

- Diagnostic to identify barriers to commercial scale and investment
- Grant TA to address the gaps surfaced by the diagnostic
- Investment-readiness that 3iF recognises
- Introductions to insurers already co-creating with insurtechs

STAGE 3 · INSURTECH–INSURER PARTNERSHIPS

Insurers do not need to build from zero, they co-create with validated BimaLab insurtechs

The framework matches high-impact BimaLab alumni with African insurers to co-create products against the insurer's own gaps and use cases, cutting time to market and R&D cost.

The insurer brings

- Customers & distribution
- Capital & underwriting
- Licences & trust
- Brand & market reach

+

BimaLab insurtechs bring

- 300+ validated products
- Agile technology & APIs
- Design & dev teams
- Customer insight

1 · ALIGN

Needs assessment and prioritised use cases

2 · SOURCE

Open call to alumni; shortlist best-fit solutions

3 · BUILD

8-week to 6-month co-creation sprint

4 · LAUNCH

Regulatory approval and a 3-month live pilot to paying customers

5 · SCALE

Review pilot results, then commercialize and scale what works

Months, not years

to market, start from validated products

Shared cost

of design and piloting; test before committing

Equity-free

customers underwritten by the insurer; IP agreed up front

Already live

with African insurers across SME, embedded distribution and health

STAGE 3 IN ACTION · JUBILEE GROUP × BIMALAB AFRICA

Live now: Jubilee Group is co-creating with 7 BimaLab insurtechs in Kenya



2 Jul 2026 — MoU signed – BimaLab's first insurtech–insurer partnership; executed through J-Hub, Jubilee's innovation arm

8–31 Jul 2026 — Open call to BimaLab alumni across 28 countries against 3 Jubilee priority gaps

Sep 2026 — 7 insurtechs selected; 8-week co-creation begins

Nov 2026 — Joint pilots go live with paying customers in Kenya

Feb 2027 — Pilot performance review, commercial scale from March 2027 across Kenya, Uganda, Tanzania and Burundi

3 co-creation pillars

- Bundled & embedded distribution
- SME ecosystems
- Health, wellness & engagement

The selected BimaLab insurtechs include Dukatech, Inclusivity Solutions, Fiinovate, DPE, Agrails, Ibisa Network and Aura. spanning informal-worker cover, embedded SME insurance, credit-linked protection and parametric climate products.

STAGE 4 · 3IF - INCLUSIVE INSURANCE INVESTMENT FUND

3iF closes the loop: a dedicated investor for the pipeline the continuum creates

Africa's first inclusive-insurance fund, co-anchored by FSD Africa Investments and ZEP-RE. The accelerator, Growth Pad and partnership stages hand 3iF a pipeline of de-risked, commercially contracted insurtechs.

USD 12M
first close, June 2026

USD 30M
target final close

15–20
portfolio investments

Pre-seed → Series B
equity ticket range

How the fund is built

- Blended structure: catalytic junior tranche from FSDAi; senior commercial tranche led by ZEP-RE
- Technical-assistance facility sized at ~20% of commitments
- 4 verticals: climate and disaster resilience, agriculture and rural livelihoods, digital health, SMEs and asset protection
- Impact targets: 5.9M+ new policies, 3.5M+ households and SMEs made more resilient

First investment: Turaco (September 2026)

A BimaLab alumnus that went through the accelerator, scaled with programme support into Uganda, Nigeria and Ghana, and now covers 7M+ lives across 6 African markets became 3iF's debut deal demonstrating that the continuum working end to end.

"This first close proves that when sector expertise, the right capital structure and the right partners align, the protection gap becomes an investable proposition."

Anne-Marie Chidzero, Chief Investment Officer, FSD Africa Investments

BIMALAB SUCCESS STORIES · SUSTAINABLE GROWTH

From cohort to continental scale: BimaLab Insurtech alumni that are now insuring millions

tuiaco

Embedded microinsurance · Kenya, founded 2018

7M+	6	5x	4 hrs
lives covered	African markets + Pakistan	revenue growth in 3 years	median claims turnaround

Health, life and hospital-cash cover from USD 0.50–2 a month, embedded through M-KOPA, Airtel Money, Safaricom and microfinance partners. 75% of customers are first-time insured; over half are women. Ranked 29th in the FT's Africa's Fastest Growing Companies 2026. USD 10M Series A (2022) led by AfricInvest.

3iF Ventures' first investment, September 2026 - 'We are proof that this programme really works.' Ted Pantone, CEO

acre AFRICA

Index-based agricultural insurance · Kenya, founded 2014

3.1M+	$100M+	6	10M
farmers insured	paid out after weather shocks	country offices	farmer target by 2030

Designs and distributes weather-index, area-yield and livestock cover for smallholders with local insurers across Kenya, Rwanda, Tanzania, Zambia, Nigeria and Zimbabwe. Recognised as a COMESA Specialised Agency in September 2026 for regional agricultural resilience.

Acquired: ZEP-RE took a 56% controlling stake and completed the acquisition in September 2022. Africa's regional reinsurer buying an insurtech

Global insurers are now buying African insurtechs. 2 exits in last 10 months

Digital insurance platform · Kenya, founded 2019

350K+	45+	$4.25M	6 yrs
customers in Kenya	insurers quoting on platform	raised before exit	from founding to acquisition

A fully paperless platform to compare, buy, pay in instalments and claim across general and life insurance, with partners including GA Insurance, Sanlam, Standard Bank and Britam and a 2025 Mastercard embedded-insurance partnership.

Acquired by bolttech (Singapore; 39 markets), in December 2025 . Now operating as bolttech Kenya

Digital health insurance · Senegal, founded 2021

70K	400+	1,200+	2
lives covered	employer clients	pharmacies & providers	markets: Senegal, Côte d'Ivoire

Built employer health-coverage administration and the Afiyah digital health-insurance product comprising of digital health cards, beneficiary management and reimbursement tracking for a Senegal and Côte d'Ivoire market worth an estimated EUR 600M.

Acquired by Alan (France; EUR 5.5bn valuation), in September 2026. Alan's first move into Africa

THE BIMALAB ECOSYSTEM

No single actor closes the protection gap, the ecosystem does

BimaLab convenes six stakeholder groups around the continuum. Each has a defined role, and each gets something back.

Regulators

Set the rules for safe testing; run sandboxes; approve products. Gain early sight of innovation and supervisory capacity via R3Lab.

Innovation hubs & accelerators

Source and refer startups; co-deliver country cohorts. Gain a continental insurtech specialism and alumni network.

Investors

Supply pre-seed to Series B capital through 3iF and external co-investors. Gain a de-risked, diagnosed insurtech pipeline.



Insurers & reinsurers

Provide underwriting, licences and distribution; co-create products. Gain validated inclusive products in months, not years.

Development partners

Fund catalytic stages and TA; measurable impact. Gain evidence and scale for inclusion and resilience outcomes.

Technology providers

Supply APIs, payments, data and AI infrastructure. Gain distribution into 135+ insurtechs and their insurer partners.

R3LAB · REGULATING FOR INNOVATION

Sandboxes are the on-ramp: R3Lab helps regulators build them, BimaLab fills them with innovative products

FSD Africa's Risk, Resilience and Regulatory Lab (R3Lab) gives insurance supervisors the tools and peer network to regulate for innovation rather than around it.

8 Country insurance innovation portraits mapping gaps across infrastructure, talent, finance, regulation and supervision

300 supervisory staff trained; 20 new products introduced reaching 1.3M+ people

2 toolkits: Regulating for Innovation (2024) and Regulatory Sandbox Eligibility Assessment (Nov 2025)

Why sandboxes matter — the global evidence

- UK FCA: 90% of first-cohort firms progressed to market launch; at least 40% raised investment during or after testing
- BIS research: sandbox entry raised a firm's probability of raising capital by ~50% and capital raised by ~15%
- Over 73 sandboxes in 57 jurisdictions by 2020, fewer than a quarter explicitly target inclusion. Thematic, inclusion-focused cohorts are the gap.



Teal: sandboxes supported through R3Lab and BimaLab Africa.
Gold: Namibia.

WHAT NAMIBIA CAN ACTIVATE NOW

Regulation, collaboration, capital. The BimaLab continuum is ready to plug into Namibia's new dawn

For NAMFISA

Join the R3Lab peer network; apply the Sandbox Eligibility Toolkit to Cohort 2 and future insurance cohorts; Partner on an insurtech track for upcoming NAMFISA sandbox cohorts.

For insurers & pension funds

Open an insurtech–insurer partnership call against your priority gaps. Co created pilot products will run through the NAMFISA sandbox.

For insurtechs & fintechs

Apply to the next BimaLab accelerator cohort; progress through Growth Pad to commercial contracts; become 3iF-ready.

For investors & hubs

Co-invest alongside 3iF; refer Namibian pipeline into the continuum; co-deliver a Southern Africa BimaLab cohort.

Thank you

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bimalab.org · fsdafrica.org

BIMALAB INSURTECH ACCELERATOR

AN INITIATIVE OF

fsdafrica



TOPIC 4 / MEET THE PRESENTER

Tuna Brock

Principal Innovation Hub Officer

Bank of Namibia

Bank of Namibia FinTech Youth Programme: Catalysing Namibia’s Youth-Led FinTech Innovation

PRESENTER PROFILE

Tuna Brock advances the Bank of Namibia’s innovation agenda through its Innovation Hub, working at the intersection of financial regulation, technology and innovation. Her portfolio spans regulatory innovation, digital public infrastructure, central bank digital currency and the development of an enabling environment for FinTech innovation. Before joining the Bank in 2024, she spent six years in Namibia’s FinTech ecosystem across payments, e-commerce, RegTech and digital identity.

FINTECH YOUTH PROGRAMME

Bank of Namibia

innovation hub

FinTech Youth Programme

Catalysing Namibia's Youth-Led FinTech Innovation

Tuna Brock, Principal Innovation Hub Officer

14 October 2026



Outline



01 Background

02 Objectives

03 The Programme

04 Roadmap

05 Applications – Ecosystem Insights

FINTECH YOUTH PROGRAMME

Public

Background

01 Rapid emergence of Fintech, especially in Africa

02 The value of Fintech

03 Namibia's emerging FinTech ecosystem

04 Namibia's youthful population

05 Pockets of Support

What is FinTech?

Definition of Financial Innovation (FinTech):

Technologically enabled innovation in financial services that could result in new business models, applications, processes or products with an associated material effect on financial markets and institutions and the provision of financial services.

- API
- Blockchain
- Artificial Intelligence
- Data & Analytics (credit scoring, risk assessment)
- Mobile applications
- Web-based solutions

- Financial sector
- Agriculture
- Mining
- Oil & Gas
- Education
- Health

Definition by the Financial Stability Board, October 2024

Objectives



- Build Skills & Knowledge 01
- Foster Innovation 02
- Enhance Employability & Entrepreneurship 03
- Strengthen Ecosystem Collaboration 04
- Support National Priorities 05

FINTECH YOUTH PROGRAMME

Public

Eligibility Criteria

Individuals or Businesses

Individuals, start-ups or established businesses

Youth

Aged between **15 and 34 years** at the time of admission

Namibian

Citizen or permanent resident

Registered Entities:

- Registered in accordance with the laws of Namibia
- Majority Namibian ownership (51%) with at least one founder aged 15 – 34.

Innovative with Local Value

Have a fintech innovation concept, prototype, minimum viable product (MVP) or a solution aligned with inclusion and socio-economic objective

FINTECH YOUTH PROGRAMME

Public

Programme Structure

Tier 01

Early-Stage Fintechs

- Ideation
- Concept Development
- Prototyping / MVP
- Piloting / Market Testing
- Pre-Launch / - Commercialisation

Tier 02

Growth-Stage Fintechs

- Operational and preparing to grow / scale

Tier 03

Mature-Stage FinTechs

- Operational and preparing to mature

FINTECH YOUTH PROGRAMME

Public

Support Activities

Regulatory Guidance	Regulatory Sandbox	Ideation and Concept Development	MVP/Prototype Coaching
Business Models	Market Access	Infrastructure Access	Incubation
Hackathon	Financial Literacy	Investment Readiness and Pitching	Financing

Empower FinTechs to advance to the next stage/s in their journey

Public

Bank of Namibia

Regulatory Guidance

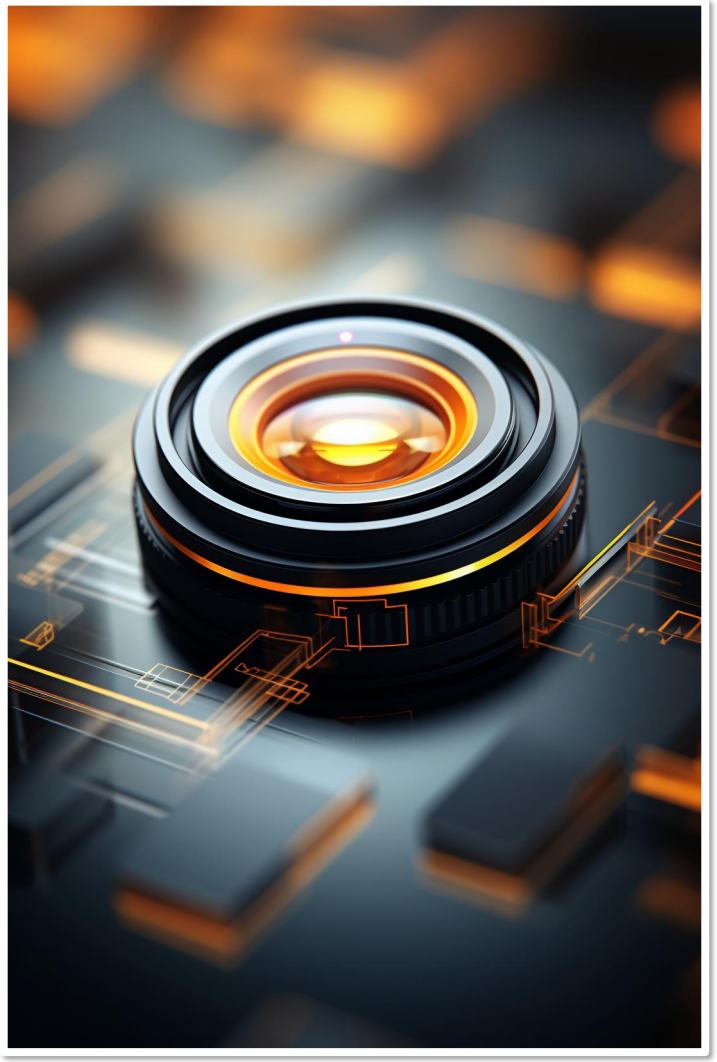
- Regulatory alignment
- Licensing requirements
- Compliance pre-requisites

Regulatory Sandbox

- Coverage of Novel Solutions
- Evidence-based Evaluations

Grant Funding

- Promote culture of financing FinTech
- Milestone-based disbursement



Sandbox Clarified

1. Regulatory Sandbox vs. Product Testing
2. Purpose: Genuine Regulatory Gaps
3. Technical & Operational Readiness
4. Central Bank Neutrality
5. Regulatory Exemption vs. Controlled Compliance

Operationally ready FinTech with a built and tested product (or MVP) that solves a novel problem

FINTECH YOUTH PROGRAMME

Public

Roadmap



01
Call for Applications
July – August

02
Selection Process
August – October

03
Enroll Candidates
November

We're Here

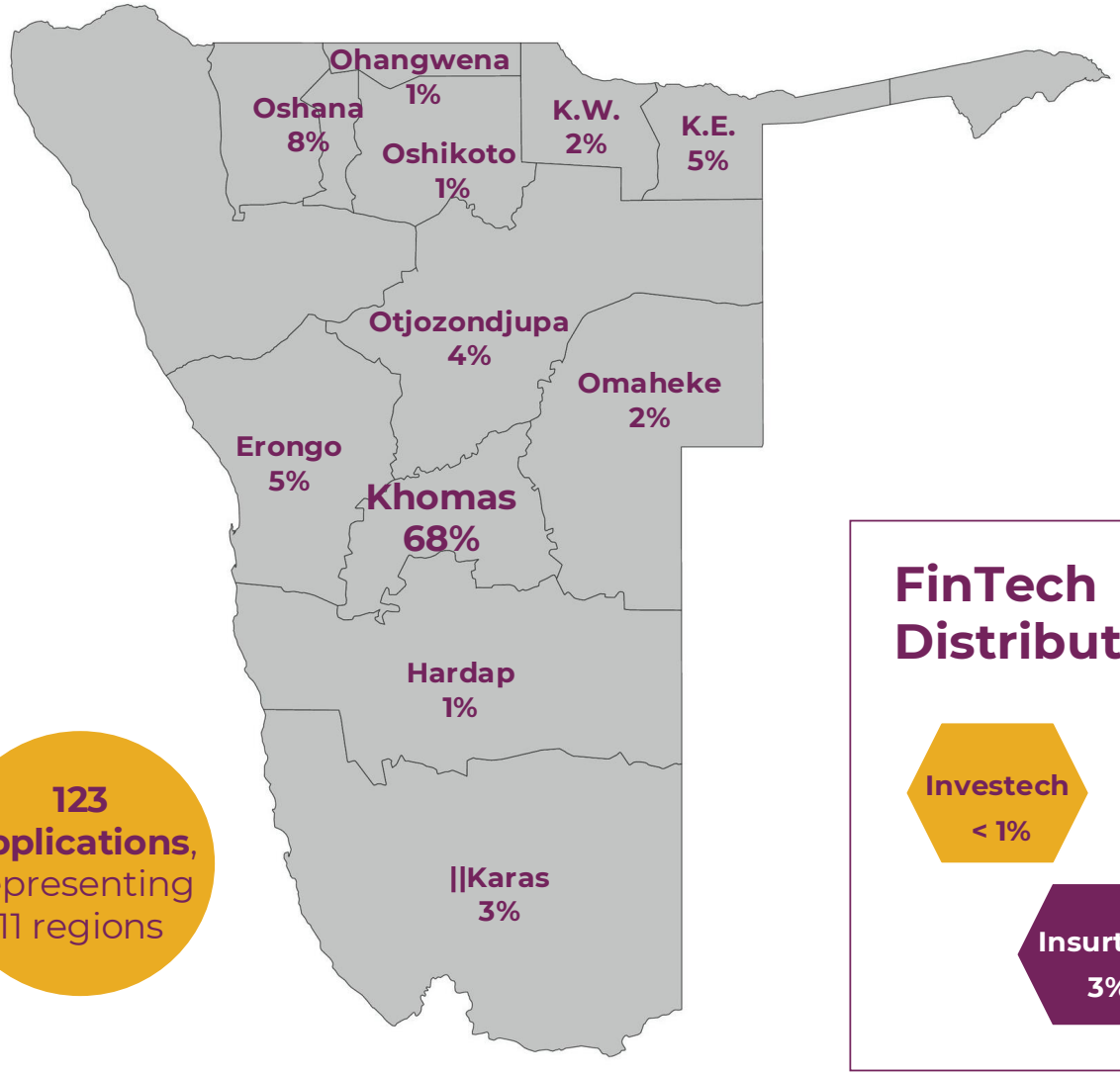
04
Programme Kick-Off
November onwards

05
Monitoring & Evaluations
November onwards

FINTECH YOUTH PROGRAMME

Public

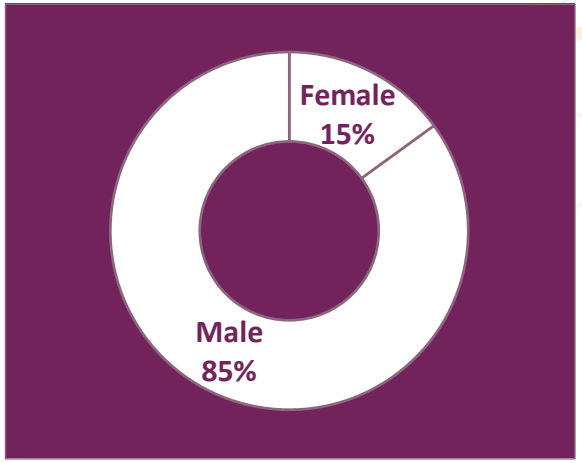
Applications – Ecosystem Insights



123 applications, representing 11 regions

Financing youth-led FinTech

7%



FinTech Distribution

- Cyber-security 2%
- Payments 36%
- Business & Financial Management 6%
- RegTech & SupTech 6%
- Investech < 1%
- CleanTech 3%
- Financial Wellness 14%
- Lending & Credit 14%
- Neo-banking < 1%
- Fraud Detection 2%
- Insurtech 3%
- Market-place 7%
- Wealth-tech 5%
- Crowd-funding < 1%
- EdTech < 1%

FINTECH YOUTH PROGRAMME

Public

FINTECH YOUTH PROGRAMME

Thank You





TOPIC 5 / MEET THE PRESENTER

Josephine Shigwedha

Executive: Regulatory and Corporate Legal Services

Communications Regulatory Authority of Namibia (CRAN)

The Digital Trust Ecosystem: Securing the Future of Finance

PRESENTER PROFILE

Josephine Shigwedha is a seasoned legal executive with extensive experience in regulatory and corporate law, governance, compliance and legal advisory. At CRAN, she provides strategic legal leadership across licensing, regulatory compliance, enforcement, adjudication and legal services. She also brings expertise in the digital regulatory environment, including digital identity, cybersecurity, resilient digital infrastructure, universal connectivity and consumer protection.



CRAN
Communications Regulatory Authority of Namibia

The Digital Trust Ecosystem: Securing the Future of Finance

JOSEPHINE SHIGWEDHA
EXECUTIVE: REGULATORY AND CORPORATE LEGAL SERVICES

14 OCTOBER 2026



TABLE OF CONTENTS

1. Introduction
2. What is PKI?
3.Overview of the PKI legislative framework
4. Accreditation and recognition of CSP's
5. CRAN's role in digital trust
6. Building Trust for the Future of Finance
7. Potential risks
8. Way forward
9. Conclusions

CRAN
Communications Regulatory Authority of Namibia

INTRODUCTION



- Digital transformation is changing how financial services are accessed, delivered and regulated. Mobile banking, digital payments, online lending, electronic contracts and fintech platforms are reducing the need for physical interactions and enabling faster, more accessible financial services.

- These opportunities also introduce risks, including identity theft, impersonation, fraudulent transactions, unauthorized access, document tampering and disputes over the authenticity of electronic records.
- Digital trust is therefore not merely a technological requirement; it is a foundation for financial inclusion, consumer protection, commercial confidence and sustainable digital economic growth.

- Namibia's implementation of Public Key Infrastructure (PKI), launched on 31 August 2026.

What Is Public Key Infrastructure?

PKI Framework and Purpose

- A framework of technologies, policies, procedures, and trusted institutions.
- Creates, issues, manages, verifies, and revokes digital certificates linked to cryptographic keys.
- Builds confidence in digital identities and verifies the integrity and origin of electronic information.
- Particularly valuable for remote transactions where parties cannot physically verify identities or inspect original documents.

Principal Security Functions

Authentication: Links a person, organization, or system to a specific digital identity.

Integrity: Detects whether documents or messages were altered after signing.

Digital signatures: Evidence the origin of signed documents and indicate whether they were modified.

Confidentiality: Supports encryption to protect sensitive information from unauthorized access.

Accountability and non-repudiation: Provides evidence of who signed a document and whether it was later changed, subject to applicable law and the reliability of the identity and signing process.

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LEGAL AND POLICY FOUNDATIONS

- **Communications Act, 2009** (Act No. 8 of 2009)
- **Electronic Transactions Act, 2019** (Act No. 4 of 2019)
- **Regulations Regarding Accreditation of Security Products and Services and Providers of Such Products and Services, 2026**
- **eSignature Regulations, 2026**
- **National Digital Strategy Namibia 2025–2028**
- **SADC Digital Transformation Strategy and Action Plan (2021–2030)**

Effective digital transformation requires both technological safeguards and a legal framework that protects established legal rights.

Together, these instruments create the legislative framework for e-signatures, digital trust services, and accreditation of Certification Service Providers (CSPs)/CA.



KEY PROVISIONS OF ELECTRONIC TRANSACTIONS ACT, 2019

Scope and Purpose	Establishes a general legal framework to promote and recognize electronic transactions as valid and enforceable. Ensures that electronic agreements are treated with the same legal status as traditional paper-based contracts.
Excluded Laws	ETA does not apply to specific statutes: Wills Act 1953, Alienation of Land Act 1981, Stamp Duties Act 1993, and Bills of Exchange Act 2003. Excludes any law requiring borrowers or credit recipients to sign written contracts or related documents. (Credit agreements Act)
Legal Effect of Electronic Agreements	Confirms that contracts concluded through digital communications (e.g., email, online platforms) have full legal validity. Facilitates secure and recognized electronic commerce while preserving traditional formalities where specifically mandated by law.

E-Signature Regulations: Levels of Assurance

Regulatory Framework

- Electronic signatures enable parties to approve, authenticate, or sign documents electronically.
- Namibia's Electronic Signature Regulations were published in December 2025.
- The regulations define requirements for advanced and recognised electronic signatures.
- Came into operation on 15 June 2026, when section 20 of the Electronic Transactions Act commenced.

Implications for Financial Services

- A basic electronic signature may suit lower-risk interactions.
- A PKI-supported digital signature helps verify the signer's identity and detect content changes.
- A recognised electronic signature can provide stronger legal reliance when statutory requirements are met.
- Financial institutions must assess identity assurance, document integrity, and dispute evidence, not merely the presence of an electronic mark.

Basic Electronic Signature vs Recognised Electronic Signature



Basic Electronic Signature

May include sounds, symbols, digitised or biometric signatures, one-time passwords, and other digital methods.
Where no specific type is agreed, it is valid if it identifies the signer, indicates approval, and is sufficiently reliable for the transaction.
Validity depends on applicable legal and evidential requirements.

Recognised Electronic Signature

A recognized electronic signature is an advanced electronic signature that is created with a subscriber certificate issued by an accredited certification service provider.
Required where legislation or the transaction specifically calls for a recognised signature.
Only signatures, certificates, providers, or services formally approved or accredited by the relevant Authority may be represented as recognised.

Accreditation Regulations

Regulatory Mandate and Timeline

- Chapter 5 of the Electronic Transactions Act assigns CRAN statutory functions for accrediting specified security products, services, and providers.
- Accreditation assesses whether products and services meet required security standards.
- It also evaluates whether providers have the necessary expertise.
- Namibia's accreditation regulations came into operation on 15 June 2026.

Contribution to Digital Trust

- Assesses the security and reliability of specified digital trust services.
- Sets requirements for certification service providers and relevant security products.
- Promotes consistent digital certificate issuance and management practices.
- Strengthens confidence in electronic signatures and identity verification.
- Provides regulatory oversight through applicable accreditation conditions and requirements.

ACCREDITATION AND RECOGNITION OF CSP'S(CA)

PUBLIC CSP

Must obtain approval from the Minister before application.

Comply with general accreditation requirements.



PRIVATE CSP

Full commercial entity accredited by the Authority.

Subject to regular audit, renewal and enforcement.

.

FOREIGN CSP

Local agent required.

Subject to recognition provided and recognized in country of operation.

Issued with certificate of recognition. Application granted subject to conditions or no conditions.

CRAN

CRAN’s Role in Digital Trust

01

Regulatory Assurance

Administers the applicable accreditation framework.
Defines requirements for relevant security products and services.

02

Trust Infrastructure

Supports reliable digital certification services.
Strengthens authentication capabilities across the digital ecosystem.

03

Standards and Accountability

Applies appropriate requirements to accredited providers.
Promotes accountability for the services they deliver.

04

Digital Economy Development

Enables trusted electronic transactions for commerce and public services.
Supports financial innovation through a dependable regulatory environment.

05

Stakeholder Collaboration

Works with government, financial institutions, fintech providers, cybersecurity stakeholders, and other regulators.
Strengthens coordination across the broader digital trust ecosystem.

06

Future-Oriented Trust

Ensures trust infrastructure develops alongside innovation and risk management.
Advances consumer protection and the needs of Namibia’s digital economy.

Building Trust for the Future of Finance

Establish the Foundation

Namibia's Public Key Infrastructure strengthens trust in electronic identities, signatures, and transactions.
The framework is supported by the Electronic Transactions Act, Electronic Signature Regulations, and accreditation requirements.

Enable Responsible Innovation

Financial institutions and fintech innovators can deliver more secure, efficient, and accessible digital services.
Consumers gain greater confidence in the authenticity and integrity of electronic transactions.

Sustain Trust Through Governance

Technology alone cannot create lasting trust.
Effective regulation, responsible implementation, cybersecurity, consumer protection, and institutional cooperation are essential.
Regulators must reinforce oversight, accountability, and collaboration.

Secure the Future of Finance

People should be able to transact with confidence.
Businesses should be empowered to innovate responsibly.
Institutions must demonstrate that digital trust is both technically sound and legally reliable.

Potential Risks

Adoption and Governance

The implementation of PKI is an important milestone, but its long-term value will depend on how effectively the ecosystem is adopted, governed and maintained. A further consideration is the distinction between having a trusted technical infrastructure and achieving widespread adoption. Financial institutions, fintech businesses, government agencies and the public must be able to integrate and use the infrastructure effectively.

Challenge	Strategic consideration
Cybersecurity threats	Maintain robust key protection, incident response and security monitoring.
Identity fraud	Integrate reliable identity verification with appropriate authentication and fraud controls.
Public awareness	Educate consumers and businesses about digital signatures, certificate verification and safe online practices.
Interoperability	Promote technical compatibility and appropriate recognition of digital credentials across systems and borders.
Financial inclusion	Ensure that digital trust services remain accessible to people and businesses with different levels of connectivity and digital literacy.
Regulatory coordination	Align digital trust requirements with relevant financial sector, data protection, cybersecurity and consumer protection obligations.
Sustainability	Ensure that certificates, cryptographic keys and trust services are properly managed throughout their life cycles, including renewal and revocation.

Way Forward: From PKI to Practical Impact

01

Encourage Practical Adoption

Identify priority use cases across digital banking, lending, insurance, payments, and electronic contracting.
Demonstrate how PKI can improve security, trust, and service delivery.

02

Strengthen Institutional Collaboration

Connect CRAN, financial regulators, banks, fintech providers, government institutions, and other stakeholders.
Coordinate implementation priorities, responsibilities, and governance.

03

Build Awareness and Capacity

Equip institutions, businesses, and consumers to use digital trust services safely.
Develop capabilities to verify digital identities, signatures, and certificates.

04

Promote Interoperability

Support appropriate technical standards for cross-sector and cross-border trust.
Preserve Namibia's legal, regulatory, and security requirements.

05

Measure Impact and Outcomes

Track adoption, transaction reliability, fraud trends, verification success, and user confidence.
Assess improvements in the efficiency, inclusiveness, and security of digital financial services.



CONCLUSION

The future of finance will be shaped not only by technological innovation, but by the level of trust that innovation inspires. Namibia's Public Key Infrastructure, supported by the Electronic Transactions Act, the Electronic Signature Regulations and the accreditation framework, provides an important foundation for strengthening confidence in electronic identities, signatures and transactions.

For financial institutions and fintech innovators, this creates opportunities to develop more secure, efficient and accessible digital services. For consumers, it can strengthen confidence in the authenticity and integrity of electronic transactions.

However, technology alone cannot create trust. Trust must be sustained through sound regulation, responsible implementation, cybersecurity, consumer protection and continuous institutional cooperation.

Q & A

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CRAN
Communications Regulatory Authority of Namibia

Thank You

THEME 03

INCLUSION

Digital rails, underserved consumers and AI

SPEAKER INTRODUCTIONS · ORIGINAL PRESENTATIONS



TOPIC 6 / MEET THE PRESENTER

Fortunatus Nambundunga

Senior Specialist: Ecosystem Activation

Instant Payments Namibia (IPN)

WayaMe: Accelerating Digital Payments Innovation Through Interoperability

PRESENTER PROFILE

Fortunatus Nambundunga leads stakeholder engagement, ecosystem development, onboarding and adoption initiatives for WayaMe, Namibia's instant-payments platform. He works with financial institutions, payment service providers, regulators, government and industry participants to advance interoperability, financial inclusion and the growth of Namibia's digital payments ecosystem. Fortunatus is a Chartered Accountant with experience spanning financial services, project management and digital-payments transformation.

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WayaMe:
Accelerating Digital Payments Innovation Through Interoperability



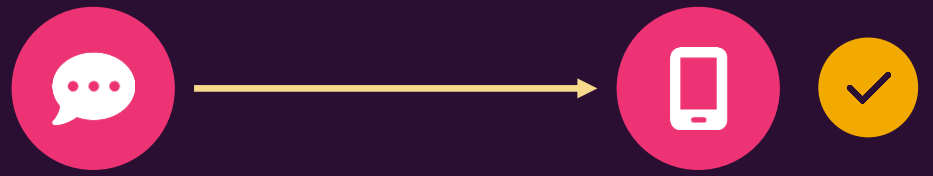
Fortunatus Nambundunga
Senior Specialist: Ecosystem Activation
Instant Payments Namibia (IPN)

NAMFISA FINTECH SQUARE | 14 OCTOBER

A SIMPLE QUESTION

Why should sending money between two different financial institutions be any harder than sending a message between two different mobile networks?

MESSAGES TODAY



Any network to any network, instantly

MONEY, TOO OFTEN



Often contained within one provider's ecosystem

OUR CENTRAL MESSAGE

Interoperability does not replace innovation — it creates the shared foundation on which more institutions, fintechs and businesses can innovate and reach more Namibians.

Strong building blocks, still fragmented

Namibia has made real progress in digital payments, but fragmentation limits reach and participation

55%

of national payment volumes are card transactions

81%

of payment value moves via EFT

N$16.7bn

deposited into e-money wallets, largely in closed-loop systems

~2.3%

of GDP still held as currency in circulation (N$5.23bn)

What still holds us back

Fragmentation

Accounts and wallets do not easily transact across providers

Cost

Fees and cash reliance remain barriers for underserved users

Access

Rural and informal Namibia is still under-reached

Acceptance

Some merchants struggle to accept payments from every provider

2023 figures. Source: Bank of Namibia payment-stream data; BoN Quarterly Bulletin, June 2023.

THE SHIFT

From fragmented services to one ecosystem

Each provider keeps its customers and identity, while connecting to a wider national network

BEFORE: CLOSED ECOSYSTEMS



- Separate bank and wallet silos
- Limited cross-platform reach
- Many bilateral integrations
- Higher barriers for new entrants

WITH WAYAME: ONE SHARED RAIL



- Shared national payment rails
- Bank-to-wallet connectivity
- Common rules and standards
- Broader reach, one ecosystem

"Interoperability allows each provider to retain its customer relationship and competitive identity while connecting to a wider national network."

INTRODUCING WAYAME

Namibia's instant-payment ecosystem

Real-time, always-on digital payments, connecting participating banks and e-money wallets on one national rail.

24/7/365	Always on
Seconds	Funds move in real time
Bank ↔ Wallet	Across providers

WayaMe

It works for everyone.

Understanding IPP, IPN, IPS and WayaMe

One national programme, one operator, one infrastructure, one public identity

IPP

INSTANT PAYMENT PROGRAMME

The Bank of Namibia-led national programme through which the ecosystem was designed and implemented

IPN

INSTANT PAYMENTS NAMIBIA

The licensed operator and ecosystem enabler: runs the scheme, its rules and day-to-day operations

IPS

INSTANT PAYMENT SOLUTION

The underlying real-time infrastructure that processes payments across participants, 24/7/365

WayaMe

THE PUBLIC BRAND

The identity through which Namibians recognise and experience instant payments

WayaMe is not another app to replace your bank or wallet. Customers keep using the channels of their own financial institution or payment provider. WayaMe enables those services to work together.

One payment, two providers, a few seconds

What happens when a bank customer pays someone who uses a wallet at another provider



Initiate

Payer uses their own bank app, USSD or other channel, entering a mobile number alias or scanning a QR code

Verify

Payer checks the recipient and amount before confirming

Route & check

The IPS routes the payment; central fraud monitoring runs alongside each provider's own controls

Credit

The recipient's bank account or wallet is credited in real time

Notify

Both parties are notified; interbank settlement happens behind the scenes

Seconds

end-to-end, not hours or days

24/7/365

including weekends and holidays

Any participant

bank or wallet, on the same rail

THE VALUE

What interoperability enables

Translating national infrastructure into everyday value

Individuals

- Send and receive money instantly
- Transact across participating providers
- Pay using simple identifiers such as a mobile number
- Access payments 24/7/365

Businesses

- Accept payments more easily
- Reach customers across networks
- Receive funds in real time
- Improve cash flow and reconciliation

Government

- Deliver payments efficiently
- Improve reach and traceability
- Support broader digitisation of services
- Advance financial inclusion

ROLLOUT

Phased rollout: what's live and what's next

Starting with the payments that matter most, then expanding release by release



LIVE · CONTROLLED ROLLOUT

RELEASE 1

Government-to-Person

Grants, pensions and other government disbursements

IN TESTING · 2026–2027

RELEASE 2

Everyday payments

Person-to-person, person-to-merchant, business-to-person, and cash-in/out at merchants

IN DEVELOPMENT · 2026–2027

RELEASE 3

ATM access

ATM-based services across participating institutions

FUTURE · 2027 AND BEYOND

PHASE 2

Next horizon

Person-to-government, mandate payments and instant cross-border payments

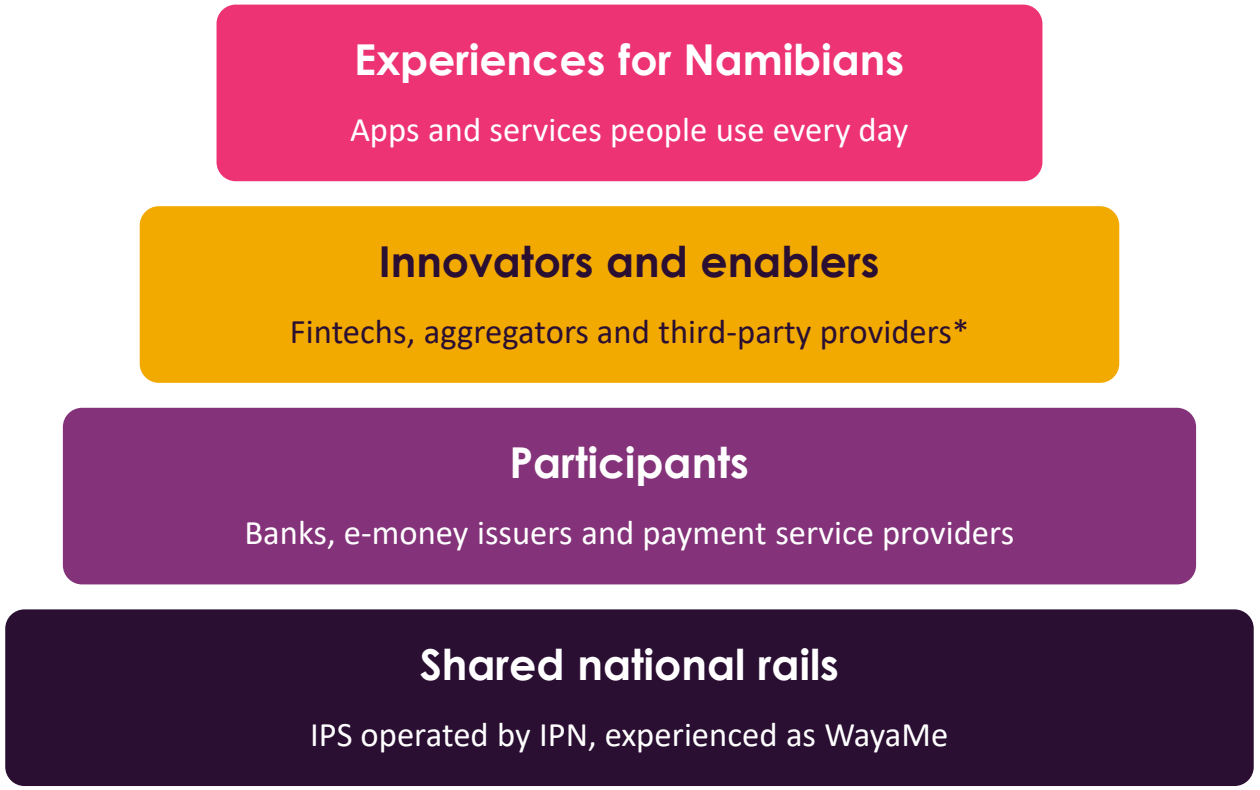
CORE CAPABILITIES

- Instant payments
- Alias payments
- QR payments
- Bulk payments
- Request-to-Pay
- 24/7 availability

Status indicative as at October 2026; availability varies by release and by each participant's go-live. Regulatory compliance milestone: November 2026 (PSDIR-11, Amendment 1).

WayaMe builds the rails; innovators build on top

Shared rails lower the cost of reaching every connected Namibian



"The rail itself is not the final innovation. The innovation lies in what the ecosystem builds on top of it."

Reach

Build once, serve customers across participating banks and wallets

Real time

Funds available in seconds, 24/7, enabling new business models

Common standards

Shared rules, aliases and QR instead of many bilateral integrations

**Aggregator and third-party provider access forms part of future ecosystem phases. All participation is subject to applicable legal, regulatory, technical, security and commercial requirements.*

WHERE TO BUILD

Where fintechs and partners can innovate

Real problems, real customers, built on interoperable rails

Merchant acceptance

QR and low-cost acceptance for shops and informal traders

Embedded payments

Payment initiation inside apps, platforms and services

Request-to-Pay

Digital invoices and payment requests paid in one step

Government payments

Last-mile disbursement and access solutions

SME cash-flow tools

Real-time reconciliation, collections and insights

Fraud and identity services

Tools that strengthen trust across the ecosystem

Sector solutions

Transport, retail, agriculture and informal trade

Data-enabled services

Value-added services, subject to consent and regulation

Opportunity areas are illustrative. Participation and access remain subject to applicable legal, regulatory, technical, security and commercial requirements.

GETTING INVOLVED

Routes into the WayaMe ecosystem

Different ways to participate, each with its own requirements

01 CURRENT MODEL

Direct participant

Licensed banks, e-money issuers and payment service providers connecting directly to the IPS

Subject to Bank of Namibia licensing, scheme rules, the Operator SLA, connectivity and certification

02 COMMERCIAL PARTNERSHIP

Via a participant

Fintechs and businesses working with participating banks or wallets to bring WayaMe-enabled payments into their products

Subject to commercial agreements and each participant's own requirements

03 FUTURE PHASE

Ecosystem enabler

Payment facilitators and third-party payment providers, as the ecosystem framework develops

Subject to the evolving regulatory and scheme framework

ENGAGE EARLY

1. **Define the customer problem**
2. **Talk to IPN and participants**
3. **Understand the requirements**
4. **Build, test and launch**

TRUST

Innovation built on trust

To scale, digital-payment innovation must be trusted by the people who use it, not only by institutions

Security

Strong technical and cybersecurity controls

Consumer protection

Transparent, dependable customer experiences

Interoperability

Common standards and consistent participation

Compliance

Aligned with Namibia's payments and financial-sector framework

Collaboration

Coordinated participation across the ecosystem

BUILT INTO THE ECOSYSTEM

- Central fraud monitoring layered on participants' own controls
- Scheme rules and certification for every participant
- 24/7 helpdesk and incident management
- Oversight by the Bank of Namibia

BEYOND BANKING

What WayaMe means for your sector

Insurance, medical aid, investments and lending all depend on money moving fast, in both directions

Insurance

MONEY IN

Premiums paid instantly by alias, QR or Request-to-Pay*

MONEY OUT

Claims paid in seconds to any account or wallet, 24/7

Faster claims, fewer lapsed policies

Medical aid

MONEY IN

Member contributions received in real time

MONEY OUT

Instant refunds and payments to healthcare providers

Quicker refunds, healthier provider cash flow

Investments and pensions

MONEY IN

Contributions and top-ups from any bank or wallet

MONEY OUT

Withdrawals, annuities and benefits paid in seconds

Reach retail savers beyond bank customers

Microlending

MONEY IN

Repayments straight from borrowers' accounts or wallets

MONEY OUT

Loans disbursed instantly, even after hours

Less cash handling, easier reconciliation

HOW YOU PLUG IN Work with a participating bank or wallet provider today; enabler routes will follow as the framework develops.

**Request-to-Pay availability depends on release and participant. Recurring mandate collections (e.g. monthly premiums) form part of a future phase.*

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An invitation to build Namibia's digital-payment future

1. Map where money moves in and out of your business
2. Find where speed and reach would change your client experience
3. Partner with participating banks and wallet providers
4. Engage IPN and regulators early on requirements
5. Collaborate across sectors and institutional boundaries

WayaMe gives Namibia a shared foundation. Its impact will depend on what all of us build upon it: a payment ecosystem that is not only instant, but inclusive, trusted and useful in everyday life.



IPN
INSTANT
PAYMENTS
NAMIBIA

Thank you

Questions and discussion



Fortunatus Nambundunga
Senior Specialist: Ecosystem Activation, Instant Payments Namibia
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TOPIC 7 / MEET THE PRESENTER

Andri Ntema

Executive: Wealth Management, Investment Management and Unit Trust Management

IJG Group

Beyond Traditional Channels: Using FinTech to Reach Underserved Consumers in Namibia

PRESENTER PROFILE

Andri Ntema is an experienced investment executive with more than 10 years across investment management, capital markets, entrepreneurship and strategic business leadership. He serves as Managing Director of IJG Investments, Unit Trusts and Wealth Management and holds multiple directorships within the IJG Group. He leads IJG's drive to democratise investing through technology and holds a BSc in Geology & Environmental Science and a Postgraduate Diploma in Financial Planning Law.

My pay just came in. What should I do first?

Ndapandula · illustrative composite

My pay just came in.
What should I do first?

Ndapandula · illustrative composite

Beyond Traditional Channels

Every payday asks a question. The answer should reach every phone.

Using FinTech to Reach Underserved Consumers in Namibia

Andri Ntema · Managing Director, IJG Investments, Unit Trusts and Wealth Management

NAMFISA FinTech Square · Windhoek · 14 October 2026

Ndapandula · illustrative composite

Paid into a bank wallet, three in four take it all out at once.

77% withdraw it all at once on their first withdrawal (2017: 68%)

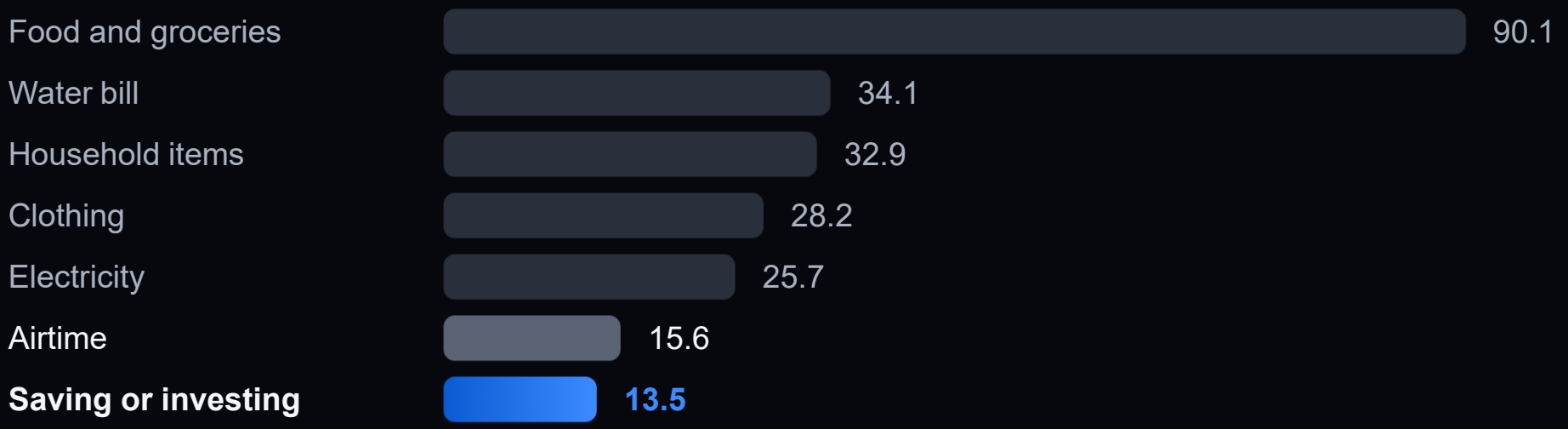


IJG Research, A Granular Look at the 2025 NFIS, Part 1 (NSA NFIS 2025). Bank-wallet income receivers: 108,494.

Namibia has won the account. It has not yet won the saving.

Financially included
78% (2017) → **86% (2025)**

What Namibians pay first when money comes in, 2025 (% naming it in their top three)



Given room for three answers, saving's share of all mentions fell from 6.2% to 4.5% since 2017.

NSA NFIS 2025 via IJG Research Part 1 (2017: ages 16+; 2025: 15+; wide margins).

What exists today

Fintech isn't an app. It's access.

How we write it today

Bank wallets are reducing transactional friction in the informal economy, and bank users become the middle party in the flow of money from the formal to the informal economy. A useful scenario is to consider a domestic worker who is paid by their employer once a month. Her employer does not have her bank details and would otherwise hand over notes but also does not keep much cash anymore. The money can be sent to her bank wallet. The person can then buy N$50 airtime and top up their prepaid electricity meter from the bank wallet, before walking to the ATM and withdrawing the rest in one go to use as cash to cover food and expenses purchased in the informal economy.

This is someone who would sit in the 77.3% bucket, the 59.6% airtime bucket and the 34.2% electricity bucket. The significant growth in the number of households relying on salaries and wages from an individual is plausibly connected to this series. A wallet transfer is what makes it practical to pay a domestic or farm worker electronically without either side holding a formal payroll relationship.

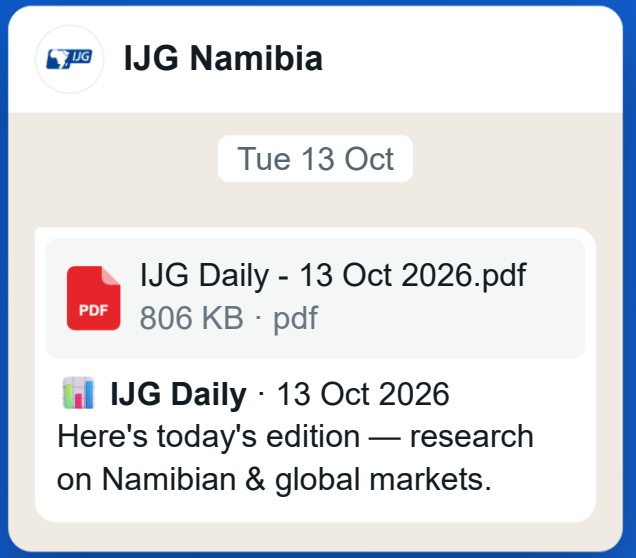
Withdrawal behaviour for bank wallet users on first withdrawal

Withdrawal behaviour	2017		2025	
	%	Adults	%	Adults
CASH WITHDRAWAL AMOUNT				
Withdraw all the money at once	68.2	14,027	77.3	83,866
Withdraw more than 50% (not all)	13.4	2,756	2.5	2,712
Withdraw less than 50%	18.4	3,785	20.2	21,916

A research report, written for professionals

Our research, already on phones

What already reaches phones

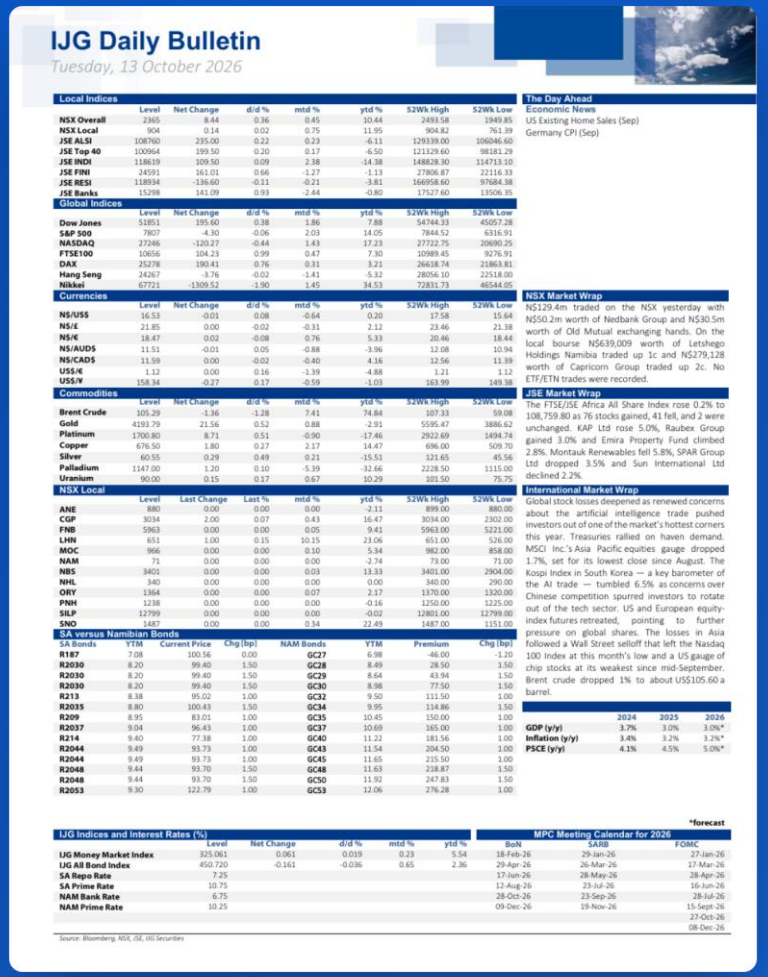


The IJG Daily, on WhatsApp

IJG Research, A Granular Look at the 2025 Financial Inclusion Survey, Part 1, p. 12 (NSA data).

Live today

Anyone with WhatsApp can get today's IJG Daily in under a minute.



IJG Daily Bulletin

Tuesday, 13 October 2026

Local Indices

	Level	Net Change	d/d %	mtd %	ytd %	52Wk High	52Wk Low
NSX Overall	2365	8.44	0.36	0.45	10.44	2493.58	1949.85
NSX Local	904	0.14	0.02	0.75	11.95	904.82	761.39
JSE ALSI	108760	235.00	0.22	0.23	-6.11	129339.00	106046.60
JSE Top 40	100964	199.50	0.20	0.17	-6.50	121329.60	98181.29
JSE INDI	118619	109.50	0.09	2.38	-14.38	148828.30	114713.10
JSE FINI	24591	161.01	0.66	-1.27	-1.13	27806.87	22116.33
JSE RESI	118934	-136.60	-0.11	-0.21	-3.81	166958.60	97684.38
JSE Banks	15298	141.09	0.93	-2.44	-0.80	17527.60	13506.35

Global Indices

	Level	Net Change	d/d %	mtd %	ytd %	52Wk High	52Wk Low
Dow Jones	51851	195.60	0.38	1.86	7.88	54744.33	45057.28
S&P 500	7807	-4.30	-0.06	2.03	14.05	7844.52	6316.91
NASDAQ	27246	-120.27	-0.44	1.43	17.23	27722.75	20690.25
FTSE100	10656	104.23	0.99	0.47	7.30	10989.45	9276.91
DAX	25278	190.41	0.76	0.31	3.21	26638.74	21863.81
Hang Seng	24267	-3.76	-0.02	-1.41	-5.32	28056.10	22518.00
Nikkei	67721	-1309.52	-1.90	1.45	34.53	72831.73	46544.05

Currencies

	Level	Net Change	d/d %	mtd %	ytd %	52Wk High	52Wk Low
N$/US$	16.53	-0.01	0.08	-0.64	0.20	17.58	15.64
N$/£	21.85	0.00	-0.02	-0.31	2.12	23.46	21.38
N$/€	18.47	0.02	-0.08	0.76	5.33	20.46	18.44
N$/AUD$	11.51	-0.01	0.05	-0.88	-3.96	12.08	10.94
N$/CAD$	11.59	0.00	-0.02	-0.40	4.16	12.56	11.39
US$/€	1.12	0.00	0.16	-1.39	-4.88	1.21	1.12
US$/¥	158.34	-0.27	0.17	-0.59	-1.03	163.99	149.38

Commodities

	Level	Net Change	d/d %	mtd %	ytd %	52Wk High	52Wk Low
Brent Crude	105.29	-1.36	-1.28	7.41	74.84	107.33	59.08
Gold	4193.79	21.56	0.52	0.88	-2.91	5595.47	3886.62
Platinum	1700.80	8.71	0.51	-0.90	-17.46	2922.69	1494.74
Copper	676.50	1.80	0.27	2.17	14.47	696.00	509.70
Silver	60.55	0.29	0.49	0.21	-15.51	121.65	45.56
Palladium	1147.00	1.20	0.10	-5.39	-32.66	2228.50	1115.00
Uranium	90.00	0.15	0.17	0.67	10.29	101.50	75.75

NSX Local

	Level	Last Change	Last %	mtd %	ytd %	52Wk High	52Wk Low
ANE	880	0.00	0.00	0.00	-2.11	899.00	880.00
CGP	3034	2.00	0.07	0.43	16.47	3034.00	2302.00
FNB	5963	0.00	0.00	0.05	9.41	5963.00	5221.00
LHN	651	1.00	0.15	10.15	23.06	651.00	526.00
MOC	966	0.00	0.00	0.10	5.34	982.00	858.00
NAM	71	0.00	0.00	0.00	-2.74	73.00	71.00
NBS	3401	0.00	0.00	0.03	13.33	3401.00	2904.00
NHL	340	0.00	0.00	0.00	0.00	340.00	290.00
ORY	1364	0.00	0.00	0.07	2.17	1370.00	1320.00
PNH	1238	0.00	0.00	0.00	-0.16	1250.00	1225.00
SILP	12799	0.00	0.00	0.00	-0.02	12801.00	12799.00
SNO	1487	0.00	0.00	0.34	22.49	1487.00	1151.00

SA versus Namibian Bonds

SA Bonds	YTM	Current Price	Chg (bp)	NAM Bonds	YTM	Premium	Chg (bp)
R187	7.08	100.56	0.00	GC27	6.98	-46.00	-1.20
R2030	8.20	99.40	1.50	GC28	8.49	28.50	1.50
R2030	8.20	99.40	1.50	GC29	8.64	43.94	1.50
R2030	8.20	99.40	1.50	GC30	8.98	77.50	1.50
R213	8.38	95.02	1.00	GC32	9.50	111.50	1.00
R2035	8.80	100.43	1.50	GC34	9.95	114.86	1.50
R209	8.95	83.01	1.00	GC35	10.45	150.00	1.00
R2037	9.04	96.43	1.00	GC37	10.69	165.00	1.00
R214	9.40	77.38	1.00	GC40	11.22	181.56	1.00
R2044	9.49	93.73	1.00	GC43	11.54	204.50	1.00
R2044	9.49	93.73	1.00	GC45	11.65	215.50	1.00
R2048	9.44	93.70	1.50	GC48	11.63	238.87	1.50
R2048	9.44	93.70	1.50	GC50	11.92	247.83	1.50
R2053	9.30	122.79	1.00	GC53	12.06	276.28	1.00

IJG Indices and Interest Rates (%)

	Level	Net Change	d/d %	mtd %	ytd %
IJG Money Market Index	325.061	0.061	0.019	0.23	5.54
IJG All Bond Index	450.720	-0.161	-0.036	0.65	2.36
SA Repo Rate	7.25				
SA Prime Rate	10.75				
NAM Bank Rate	6.75				
NAM Prime Rate	10.25				

Source: Bloomberg, NSX, JSE, IJG Securities

The Day Ahead

Economic News

US Existing Home Sales (Sep)

Germany CPI (Sep)

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	2024	2025	2026
GDP (y/y)	3.7%	3.0%	3.0%*
Inflation (y/y)	3.4%	3.2%	3.2%*
PSCE (y/y)	4.1%	4.5%	5.0%*

*forecast

MPC Meeting Calendar for 2026

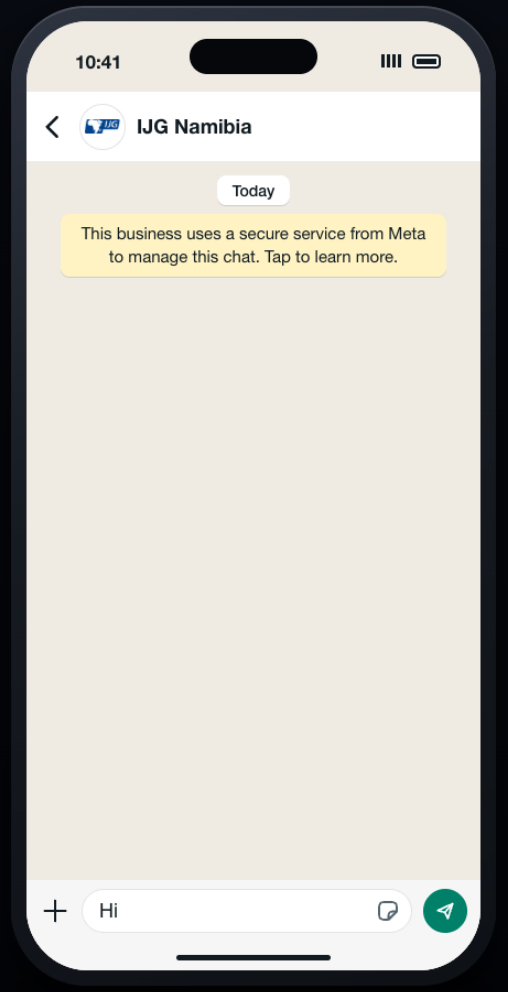
BoN	SARB	FOMC
18-Feb-26	29-Jan-26	27-Jan-26
29-Apr-26	26-Mar-26	17-Mar-26
17-Jun-26	28-May-26	28-Apr-26
12-Aug-26	23-Jul-26	16-Jun-26
28-Oct-26	23-Sep-26	28-Jul-26
09-Dec-26	19-Nov-26	15-Sept-26
		27-Oct-26
		08-Dec-26

IJG Namibia on WhatsApp

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Live today

One message: today's note, plain answers on what to invest in, and a person to ask.



From the Menu

Today's note	Get today's IJG Daily
What can I invest in?	See the options side by side
Common questions	FAQs about IJG & investing
Talk to an advisor	We'll pass your details to IJG

Re-created from IJG Namibia's real menu and replies on WhatsApp, 13 October 2026. For information only; not advice or an offer.

Live today

Phones out: get today's IJG Daily before this slide changes

1 Scan

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4 Today's note

Then try: What can I invest in?

No form. No app to download. Reply STOP any time.

Slow Wi-Fi? Use mobile data: the PDF is about 800 KB.

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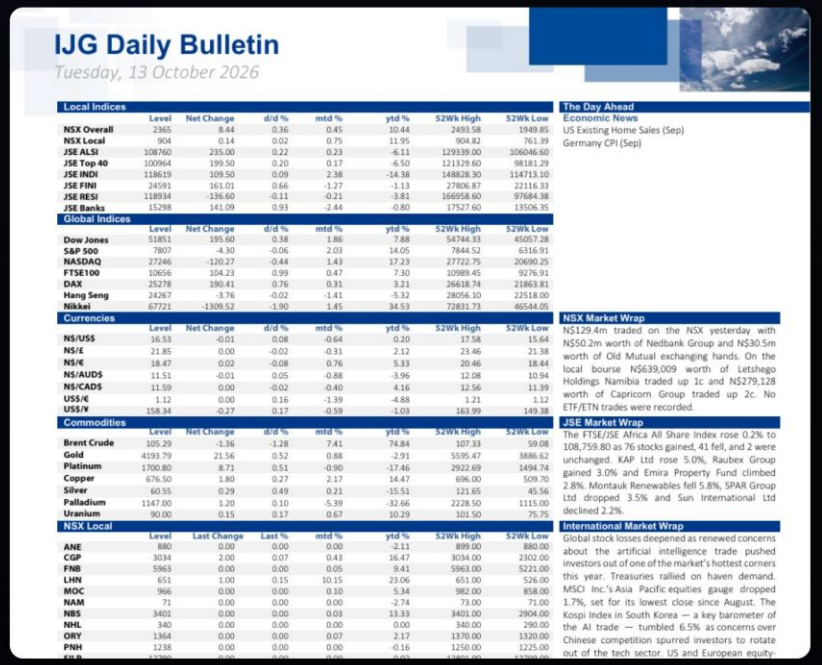
IJG Namibia on WhatsApp

Normal data costs apply.

Proposed

We're simplifying the Daily so anyone can read it.

Now: seven dense pages for professionals



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NAM	71	0.00	0.00	0.00	-2.74	73.00	71.00
NBS	3401	0.00	0.00	0.03	13.33	3401.00	2904.00
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ORY	1364	0.00	0.00	0.07	2.17	1370.00	1320.00
PNH	1238	0.00	0.00	0.00	-0.16	1250.00	1225.00

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Same research

The same day, in plain words (illustration)

IJG Namibia

Tue 13 Oct

The Namibian Stock Exchange rose a little on Monday, and N$129.4 million was traded.

A US dollar cost about N$16.53, almost the same as the day before.

TransNamib plans to rebuild 17 existing locomotives in Namibia, to build local skills and jobs, the ministry says.

Read the full Daily: tap **Today's note**

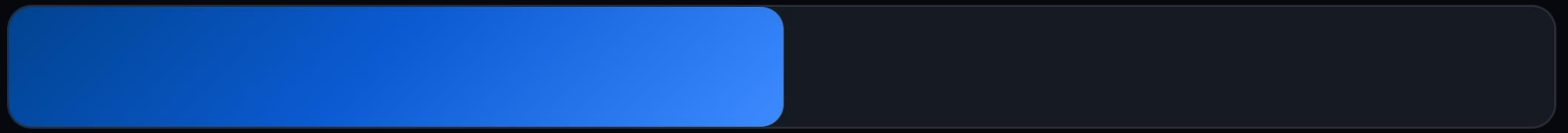
Illustration written from the IJG Daily of 13 Oct 2026. Not yet a product.

Our own front door

Our own front door is too narrow for her.

N$1,000 · Prescient IJG monthly minimum

N$2,000 a month



54.1% of people aged 15+ reported a personal income below N$2,000 a month

Plus: 12-page form

Proof of bank account

EFT or debit order only

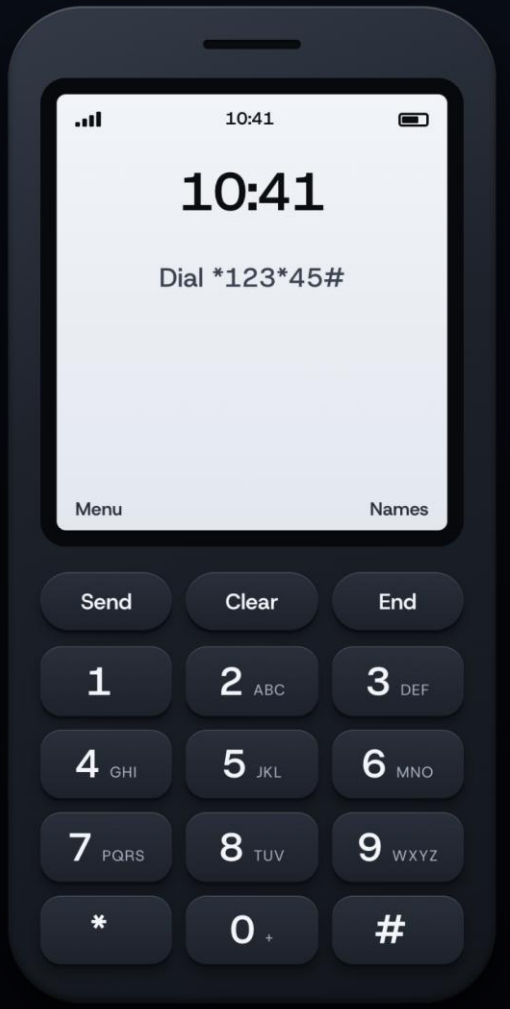
Or N$10,000 at once

Prescient IJG fact sheets and form (2026); NSA NFIS 2025 via IJG Research (base incl. learners, grant receivers).

What we can do better

Concept · not launched

A regulated fund should be one dial away, on the phone Namibians already own.



Figures just quoted: NSA 2023 Census (phones, ages 16+); TechAfrica News, 31 July 2025 (pilot lending).

Kenya: the proof

By late 2025, nearly half of Kenya's unit-trust investors held one phone fund.

48% of Kenya's unit-trust investors held Ziidi, a money market fund sold through M-PESA (estimate, September 2025)

- Minimum KES 100 (about N$14)
- Join by app or USSD
- Under 2% of industry assets (June 2025)

Same model: IC Wealth inside MTN MoMo, Ghana (July 2026) · Xeno on MTN MoMo, incl. USSD, Uganda (2022)

Business Daily Africa (Oct 2025, CMA data); SIB launch, Jan 2025; FSD Kenya; Graphic Online (Jul 2026); The Observer (2022).

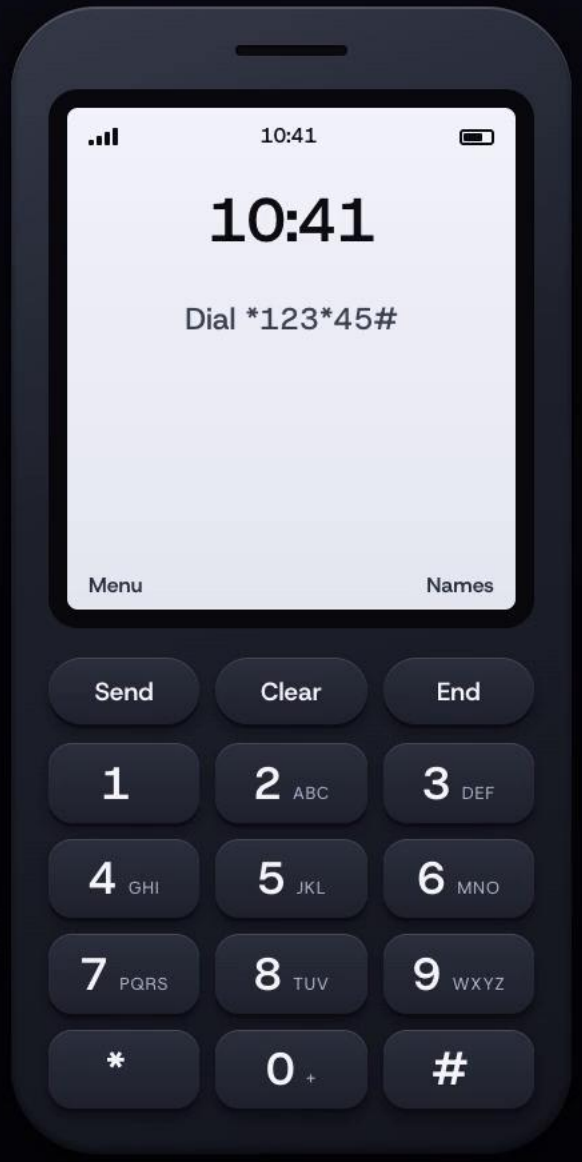
Concept · not launched

This is how Ndapandula could start saving N$20, on her own phone.

A concept prototype, not launched or approved: no money moves, and the code is a placeholder.

Dial *123*45#

Concept prototype · not launched or approved · placeholder code



Concept demo

Dial *123*45#

No app, no data, no smartphone. A short code works on the phone she already owns.

IJG Savings Concept

Fund suggested after 3 questions

N$ 0.00

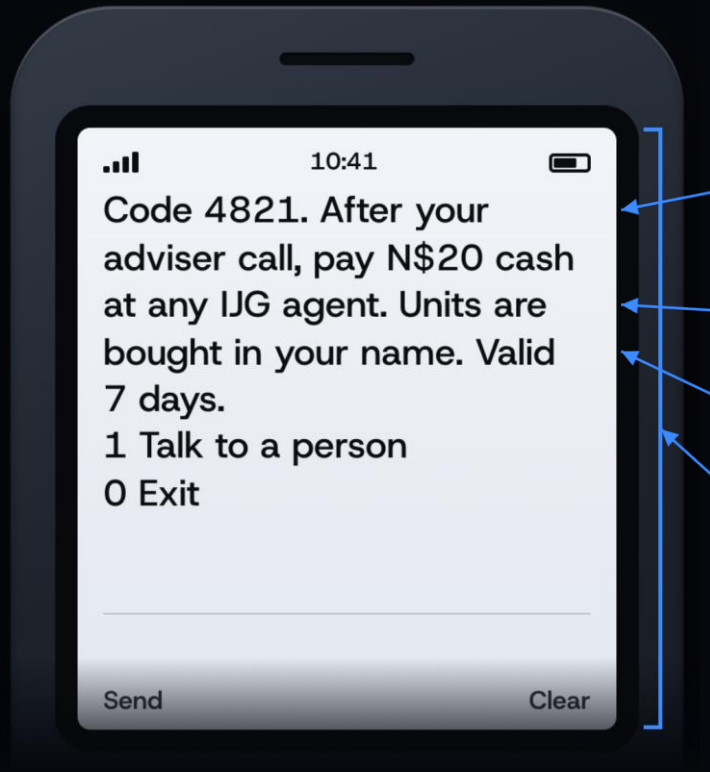
No savings yet

Activity 0/160 characters · screen 00

Any phone. No data. No bank account.

Learn · Choose · Save · Talk

We can build the menu; only all of us can switch on the rails.



CHANNEL	No shared savings short code
CASH	Agents' status under FIMA unclear
IDENTITY	No national e-ID or eKYC yet
RULES	No simplified remote route for unit trusts

IJG concept prototype (placeholder code); NAMFISA notice on intermediaries under FIMA; FIC Directive 02/2023; NFSTS (eKYC by 2027).

Ask 1 · Regulation

Let licensed fund managers test savings on basic phones inside the sandbox.

Cohort 1 · 2024

Digital identity & lending

→

Cohort 2 · 2026

Crowdfunding & P2P lending

→

Next?

Savings on any phone

Proposed pilot: ~1,000 savers · 6–12 months · phase 1 moves no money

NAMFISA Sandbox page; The Brief (2024–2026); BoN FinTech Framework (3 Mar 2026); TechAfrica News (Jul 2025).

Asks 2 and 3

Collaboration and capital: one savings channel and one identity layer, built once.

COLLABORATION

One savings channel, open to every licensed fund.

Working session by end of Q1 2027

CAPITAL

One identity layer every licensed provider can use.

Feasibility study scoped by end of Q1 2027

BoN Annual Report 2025 (Payment System Notice on wallets); NFSTS 2025–2035 (eKYC by 2027); The Brief (Oct 2026) on e-ID.

Ndapandula · illustrative composite

Next payday, Ndapandula should be able to keep N$20 of her own money.



IJG Research scenario (NFIS 2025); IJG concept prototype.

Use what exists. Build what's missing.

Live today

The IJG Daily on WhatsApp

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Scan · Send Hi ·
Tap Menu · Today's note

Proposed · not launched

Regulation · a sandbox track for savings on any phone

Collaboration · one shared savings channel, working session by end of Q1 2027

Capital · one shared identity layer

Write to me: **andri@ijg.net**
Write this week and I'll reply by Fri 16 Oct.

The IJG Daily is IJG Securities' market research, provided for information only. The savings-on-any-phone concept is shared for discussion only and has not been launched or approved. Neither is an offer or solicitation. Prescient IJG Unit Trust Management Company is the management company of the Prescient IJG unit trusts, and IJG manages the investments. Unit trusts are not bank deposits; their value can go down as well as up. Ndapandula is an illustrative composite.

AI: The Hype, the Doom and the Reality



Chris Botha

Co-founder & CEO

IDToday

Chris Botha is a Chartered Accountant who spent seven years at Deloitte in Luxembourg before returning to Namibia in 2015. He co-founded PayToday, a pioneering mobile-payments solution, serving as CEO until its acquisition by Nedbank. In 2020, he co-founded IDToday, a RegTech company specialising in digital onboarding and KYC/AML compliance solutions, serving clients across Namibia, South Africa, Botswana and Zambia.



Hugo Wasserfall

Product Lead

IDToday

Hugo Wasserfall is Product Lead at IDToday. He has led the platform from concept to adoption by more than 250 regulated institutions across Namibia, South Africa and Botswana, digitising KYC and AML workflows for financial institutions and other regulated businesses. He leads delivery across engineering, compliance and client success and holds a BCom from Stellenbosch University.

ID **TODAY**

AI

THE HYPE • THE DOOM • THE REALITY

What is actually happening, and what Namibian businesses and young people should do about it

ABOUT US

Who is IDToday?

IDToday is a RegTech company dedicated to providing innovative software solutions that empower businesses to efficiently and effectively comply with Know Your Customer (KYC) and Know Your Business (KYB) regulations. With a strong commitment to regulatory compliance, data security and cutting-edge technology, IDToday has emerged as a trusted partner for organisations navigating the complex landscape of KYC compliance.

200+
Clients served

4
African markets

400k+
Clients onboarded

What we do

KYC Compliance Software

An end-to-end workflow platform: digital onboarding, automated screening, risk rating, ongoing due diligence and audit-ready reporting.

Identity Verification

Facial biometrics and liveness detection for secure, FIC-approved remote identification.

Tailored Solutions

Custom-built software and API integrations that plug into your existing systems and processes.

Proudly serving  Namibia  Botswana  South Africa  Zambia

THE QUESTION

One technology. Two very different stories.

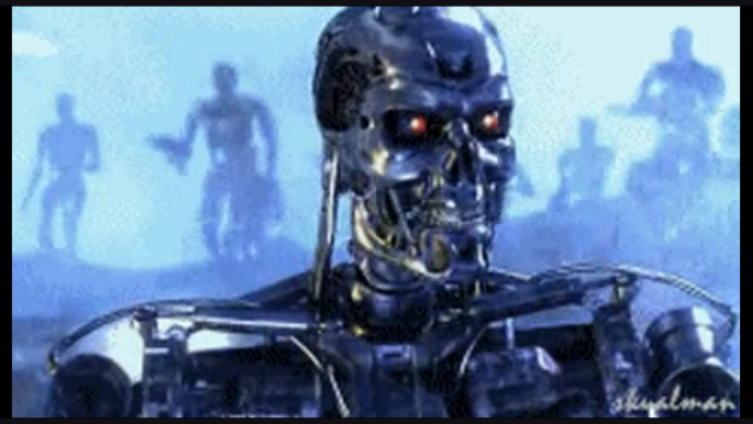
THE HYPE

“The greatest technological revolution in history”



THE DOOM

“An existential threat to humanity”



Before we start: where do you sit?

ALL HYPE — WE'RE DOOMED

PICK YOUR ANSWER

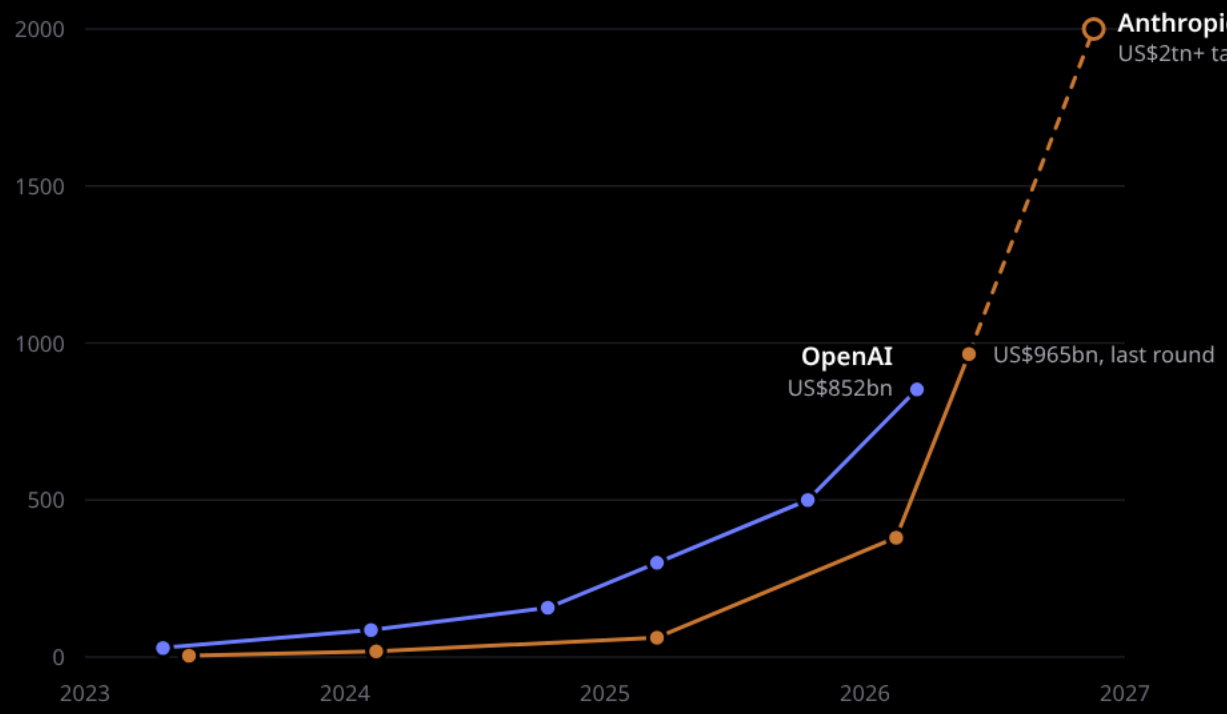
Somewhere in the middle.

Two AI labs, trillion-dollar price tags

Valuation | Revenue

Anthropic — OpenAI

Valuation at each funding round, US$ billion



Solid lines are valuations at funding rounds. The dashed line is the US$2tn or more that Anthropic's leaked IPO filing targets, which is not yet priced. Sources: Bloomberg, Reuters, PitchBook via Morningstar.

US$2tn+

Anthropic's IPO target, leaked filing

Not yet a priced valuation. Its last funding round, in May 2026, valued it at US$965bn.

US$852bn

OpenAI, March 2026

Postponed its IPO on 30 September, citing safety. Reported to be seeking private money at about US$1.5tn.

≈ 130×

Namibia's entire annual economy

Anthropic's target against a GDP of US$15bn (World Bank, 2025). OpenAI is about 56×.

Is the AI boom justified?

The bull case | The bear case | The reality

12×

Anthropic's revenue growth in 2025

To US$4.6bn, according to its leaked IPO filing. Its annualised run rate has since passed US$65bn.

Reuters, Sep 2026

900m

weekly ChatGPT users

More than double the 400m of a year earlier. India alone passed 100m.

OpenAI, Feb 2026

US$6.7bn

OpenAI's revenue in one quarter

April to June 2026, up from US$5.7bn in the first three months of the year.

Fortune, Oct 2026

Booked

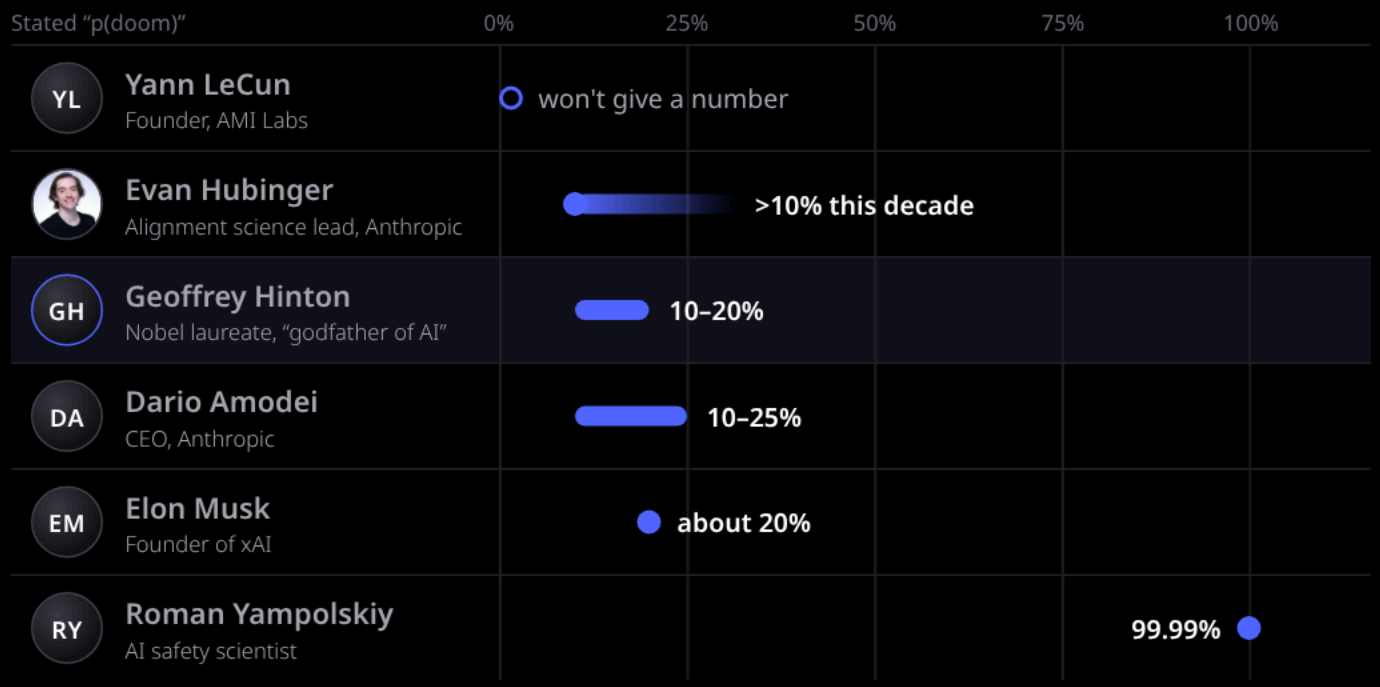
Demand is already signed

Amazon says customers have committed to a substantial part of its US$200bn of planned spending.

Amazon, 2026

The bull case The revenue is real, and it is growing at a pace with almost no precedent.

How likely is catastrophe? Ask the builders.



Estimates as reported by Axios, 9 September 2026. Select a name for detail.

STATED ESTIMATE

10–20%

GH

Geoffrey Hinton
Nobel laureate, "godfather of AI"

Gave this range on CNN in August 2026, adding that anyone quoting such odds is only sharing a gut feeling.

Reality check. There is no scientific way to calculate this number. The 2026 International AI Safety Report says today's systems are not capable of causing humanity to lose control.

The warnings now come from inside the labs



Jacob Coxon Researcher; resigned from Anthropic on 8 September 2026

Quit to say publicly that the people building AI believe it could kill us all by the end of the decade. **"No other human activity poses this level of danger."**



Evan Hubinger Alignment science lead, Anthropic

Agreed, and put his own estimate above 10% within the next decade. He said there is not yet a plan for keeping superintelligence aligned with people.

SA

On 30 September OpenAI postponed its share listing, with Sam Altman citing safety. Anthropic's leaked IPO filing warns its own investors of "existential risks to humanity".

TWO WAYS TO READ THIS

Take it seriously | Be sceptical

They see what we can't

These researchers work with models before the public does. One gave up his job to speak. The labs themselves are asking governments for regulation.

Either way, nobody is claiming today's chatbots are an imminent threat. The worry is systems that learn to improve themselves.

PART 3 · THE REALITY

The day Vesuvius baked a library

In **AD 79** the eruption buried the Villa of the Papyri in Herculaneum, near Pompeii. Inside was the only library from the ancient world to survive in its entirety.



1
library from antiquity that survives whole. This is it.

1,800+
papyrus scrolls recovered from the villa

320°C
the cloud of volcanic gas that hit them, about 600°F

20 m+
of volcanic material sealed the villa for nearly 1,700 years

AD 79
Vesuvius erupts

THE SAME DAY
Baked, not burnt

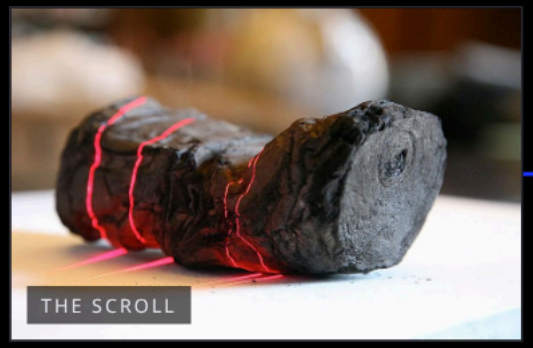
1752
Dug up, then thrown away

EVER SINCE
Too fragile to open

The heat that destroyed the library is also what preserved it.

How we finally read them →

Vesuvius buried the books. AI helped us read them.



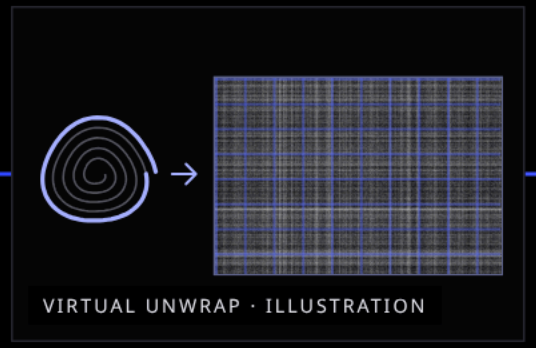
1 THE OLD WAY — 1750S ON

Open the scroll



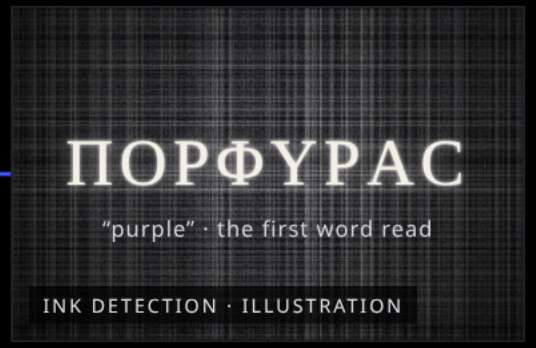
2 THE BREAKTHROUGH — 2009 ON

Don't open it. See inside it.



3 AI — 2023

Teach a computer what ink looks like



4 THE RESULT — 2024–2026

Read without ever being opened

AI didn't replace archaeology. It made the invisible visible.

AI is already at work in Namibia

PUBLIC SERVICES · CONSUMERCONNECT

AI that speaks Oshiwambo



45–50% of Namibians speak Oshiwambo, a language global voice AI left out

Since February 2026, voice AI takes consumer complaints and scam reports in Oshiwambo, for the Bank of Namibia and CRAN.

Proto, February 2026

NAMIBIAN START-UP

Runs on Claude Sonnet 4.5

PatientCare

Founder: Phillip Theissen

Symptom checker
Points patients to the right provider and urgency

Identity checks
Confirms people are who they say they are

Qualification checks
Matches certificates to the HPCNA register

Safety and fraud review
Flags, say, a prescription that clashes with an allergy

AI supports, never replaces. It does not diagnose, prescribe or treat.

Is AI taking the jobs?

THE FEAR

Entry-level work is what AI does best

Summarising documents, first drafts, basic analysis, routine support: the tasks juniors learn on.

> The CEO of a prominent accounting and engineering firm told me they will **no longer hire juniors**.

NAMIBIA

We start from a jobs and income crisis

54.8% broad unemployment



60%+ of adults earn less than N$2,000 a month

9.7% earn more than N$11,000

If AI removes entry-level jobs, Namibia's young people lose their only way in.

Cirrus Capital analyst Fimanekeni Mbodo

The clearest pattern Junior openings shrink in AI-exposed fields while senior roles hold. The first rung is what is changing.

A degree alone is no longer a job guarantee

~~Accounting degree~~ → ~~Guaranteed job~~ THEN

Accounting expertise + AI fluency → In demand NOW

The routine work is going

Reconciliations, first drafts and data capture were how juniors learned. AI now does them in seconds.

Expertise matters, maybe more

Someone has to know when the AI is wrong, sign off the numbers and advise the client.

AI fluency is the new entry ticket

Graduates who already work with AI get hired. The rest compete with a US$20 subscription.

Don't stop becoming an expert. Become an AI-native expert.

How IDToday uses AI every day

HOW WE WORK

AI drafts.
We decide.
We stay accountable.



Code, reviews and testing

```
1
2
3
+
+
6
```

AI DOES

Drafts code, writes tests and reviews changes.

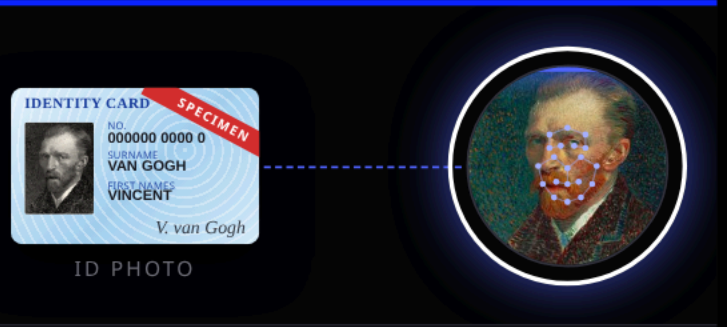
WE DO

Design it, check it, own it.

Demos are illustrations

We've been building with AI since 2020

1. **Biometrics and liveness** — 2020 – now
2. **FIAGPT** — 2023
3. **Document analysis** — 2023 – 2026
4. **Broker quote tool** — 2024 · next slide
5. **KYC Agent** — Exploring · 2026



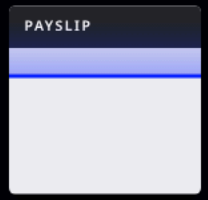
ID PHOTO

1 Biometrics and liveness

A live person who matches their ID photo. 400,000+ clients onboarded remotely.

2 FIAGPT

A chatbot tailored to the Financial Intelligence Act, running on an early OpenAI model.



3 Document analysis

Bank statements, payslips and IDs, checked for age, validity, line items and fraud.

Pictures are illustrations

By hand | With AI

A 40-minute broker job, done in under a minute



Brokers compare quotes from several insurers.
No insurer offers an API, so every quote arrives in its own format.

Now run it with AI →

COMPARE	A	B	C
Premium			
Excess			
Cover			

Illustrative figures



TIME PER CLIENT

up to **0** min



OFFERED TO

VIP clients only

EXPLORING · 2026

Next: an agent that does the KYC legwork



Illustrative example

Press → to sign off

The agent does the legwork. A person makes the call, and stays accountable for it.

Don't start with a course. Start with your to-do list.

01 · START HERE

Write down every task you do.

Not "I do month-end". That's a chunk. Break it into the tasks underneath.

- [x] ~~Reconcile the bank account~~
- [x] ~~Capture supplier invoices~~
- [x] ~~Chase unpaid invoices~~
- [x] ~~Update the cash forecast~~
- [x] ~~Write the management report~~

02

Ask AI to automate it

Put the first task into an AI chat. It will give you a list of steps.

> Reconcile the bank account. Help me automate this. What steps would you take?

03

Do step one. Just step one.

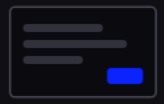
Take the first thing on its list and do it.

1. ~~Export the bank statement as a spreadsheet~~
2. Match each line against the ledger
3. Flag anything that doesn't match

04

Stuck? Screenshot it.

Ask what to do next and it will tell you. Then screenshot the next screen.



→ What do I do now?

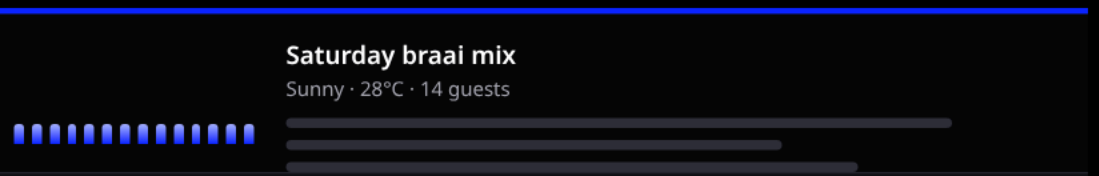
Repeat until the task runs itself. Then take the next one off your list.

Then spend a weekend building something for fun



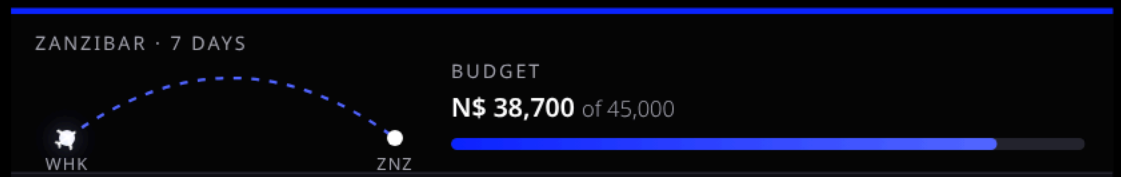
A game starring your child

Describe the story and AI writes the code. Your kid is the hero by Sunday.



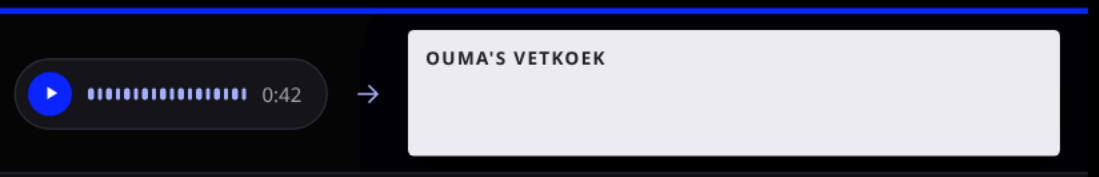
A playlist that reads the room

Builds a Spotify playlist from the weather and the guest list.



A holiday planner on a budget

Where, when and how much in. Flights, stays and a daily spending tracker out.



Ouma's recipe book

She sends voice notes. AI turns them into a family cookbook.

The best way to learn AI is to use it, on something you actually care about.

TO SUM UP

THE HYPE

The technology is real. The prices may not be.

Plan for AI being here, whatever happens to the share prices.

THE DOOM

The risks are real. The timelines are guesses.

Take the warnings seriously without treating them as forecasts.

THE REALITY

It is already at work in Namibia.

Getting our businesses and young people ready is up to us.

Any questions?

ID TODAY Chris Botha · Co-founder & CEO Email chris@idtoday.com.na Mobile +264 81 415 9235

THEME 04

CAPITAL

Protecting, funding and scaling FinTech ventures

SPEAKER INTRODUCTIONS · ORIGINAL PRESENTATIONS



TOPIC 9 / MEET THE PRESENTER

Clemencia Jacobs

Senior Intellectual Property Officer

Business and Intellectual Property Authority (BIPA)

Intellectual Property for Innovators

PRESENTER PROFILE

Clemencia Jacobs is a Senior Intellectual Property Officer at BIPA, specialising in regional and international trademarks. She contributes to the administration and management of trademark matters, including regional and international designations, while supporting the protection and promotion of intellectual property rights. Her work strengthens Namibia's IP system, promotes awareness of IP rights and supports cooperation with regional and international intellectual property systems.

BUSINESS AND INTELLECTUAL PROPERTY AUTHORITY

Protecting Entrepreneurship and Innovation

INTELLECTUAL PROPERTY

Protecting ideas, creativity and commercial value

By: Clemencia Jacobs

WHAT IS INTELLECTUAL PROPERTY?

- Refers to **creations of the mind**, such as inventions; literary and artistic works; designs; and symbols, names and images used in commerce.

- Intellectual Property Rights is the **legal protection** given to creations of the human mind.

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WHY INTELLECTUAL PROPERTY MATTERS

IP turns intangible effort into assets that can be protected, managed and commercialised.

- Helps innovators stand out in the market.
- Supports licensing, investment and partnerships.
- Reduces the risk of copying and brand confusion.
- Creates a record of ownership and can strengthen bargaining power.

INVENTION

A low-cost water-saving device

BRAND

A distinctive name and logo

CREATIVE WORK

A song, film, photo or software

PRODUCT LOOK

A new product shape or pattern

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COMMON TYPES OF INTELLECTUAL PROPERTY

PATENTS

Protect qualifying new technical inventions.

TRADE MARKS

Protect distinctive names, logos and signs for goods or services.

INDUSTRIAL DESIGNS

Protect the qualifying visual appearance of a product.

COPYRIGHT

Protect original works such as music, writing, photos, films and software.

TRADE SECRETS

Protect valuable confidential know-how through secrecy and contracts.

UTILITY MODELS

May protect certain technical improvements where the law provides for them.

One product may use several layers of protection—for example, a patent for its mechanism, a design for its appearance and a trade mark for its brand.

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IP PROTECTION AND LAWS IN NAMIBIA

INDUSTRIAL PROPERTY ACT, 2012

Main framework for patents, utility models, industrial designs, trade marks, collective and certification marks, and trade names.

COPYRIGHT AND NEIGHBOURING RIGHTS PROTECTION ACT, 1994

Protects qualifying literary, musical and artistic works, films, software, sound recordings, broadcasts and related rights.

BIPA ACT, 2016

Establishes BIPA and provides its institutional framework for business and IP administration.

TRADE SECRETS / KNOW-HOW

Generally protected through confidentiality, access controls, contracts and applicable legal principles—not a general BIPA registration.

Copyright generally arises automatically. Patents, trade marks and industrial designs usually require registration. A business-name registration is not the same as trade mark registration.

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CHOOSE THE RIGHT FORM OF PROTECTION

PATENTS

New technical inventions

Usually requires novelty, inventive step and industrial applicability. Patent term: up to 20 years from filing, subject to fees.

UTILITY MODELS

Practical technical improvements

A possible route for certain useful inventions.

TRADE MARKS

Names, logos, slogans and other signs

Distinguish the source of goods or services. Registration: 10 years, renewable for further 10-year periods.

INDUSTRIAL DESIGNS

Product appearance

Protects qualifying visual features such as shape, configuration, pattern or ornamentation.

COPYRIGHT

Original creative expression

Can cover writing, music, art, photographs, films and software. Generally arises automatically when created and fixed.

TRADE SECRETS

Confidential business information

Protect through secrecy, access controls, NDAs and sound contracts; no general BIPA registration for a trade secret.

One product may need several layers—for example, a patent for the mechanism, a design for its appearance and a trade mark for its brand.

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IP CHECKLIST: BEFORE YOU FILE

1. **Identify**

   What is the asset: technology, brand, appearance, content or confidential know-how?

2. **Check ownership**

   Who created it? Review employment, contractor, co-founder and funding agreements.

3. **Keep evidence**

   Save dated drafts, sketches, prototypes, source files, lab notes and agreements.

4. **Avoid premature disclosure**

   For inventions/designs, seek advice before public demonstrations, sales or online posts.

5. **Search first**

   Check existing marks, patents and designs where relevant; consider target export markets.

6. **Plan the business case**

   Decide where protection is needed, who will pay, and how the asset will be used or licensed.

Important: keep records of creator, date, ownership and any licences or transfers.

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HOW PROTECTION IS SECURED: KEY ROUTES

TRADE MARK

1. Define the mark and goods/services.

2. Search for earlier marks and select the correct class(es).

3. File with BIPA and pay applicable fees.

4. Respond to examination issues or conditions.

5. Advertise in the Industrial Property Bulletin.

6. Allow the opposition period to pass; if unopposed, registration may follow.

PATENT / UTILITY MODEL

1. Keep the invention confidential.

2. Conduct a prior-art search and assess patentability.

3. Prepare a complete specification, claims, abstract and drawings where needed.

4. File with BIPA and pay fees.

5. Respond to formal/substantive examination and procedural requirements.

6. Track annual fees and any deadlines.

COPYRIGHT / DESIGN / TRADE SECRET

COPYRIGHT: save dated originals and evidence of authorship; ask BIPA about current certificate/recordal procedures.

DESIGN: prepare clear representations and product/class details; file before disclosure where possible.

TRADE SECRET: restrict access, mark confidential material and use NDAs/contracts.

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TIMELINES: PLAN REALISTICALLY

TRADE MARK

Registration takes a minimum of about 4 months. Examination, publication and any opposition can extend the process.

PUBLICATION / OPPOSITION

Once advertised, a trade mark is open to opposition for 2 months.

PATENTS & DESIGNS

Registration process takes about 6 months for patents and one month for designs. Complexity, examination, formalities and objections affect duration.

COPYRIGHT

Protection generally begins automatically when qualifying work is created and fixed.

PLAN FOR THE REAL WORLD

Budget for professional drafting, searches, official fees, responses, publication, renewals and protection in each target market.

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PROTECTION BEYOND NAMIBIA

IP rights are territorial. A Namibian filing does not automatically protect you worldwide.

- ❑ Choose priority markets based on customers, manufacturing and competitors.
- ❑ Trade marks: explore the international filing route through the Madrid System of WIPO where eligible, or file directly in target countries.
- ❑ Patents and designs: International or regional filing systems.
- ❑ Copyright may receive protection under international conventions, subject to the laws that apply.

BEFORE EXPORTING

Identify the countries where protection matters and check deadlines before public disclosure.

CONTRACTS MATTER

Use clear licence, distribution, manufacturing and confidentiality terms.

GET SPECIALIST ADVICE

International filings have different eligibility rules, costs and deadlines.

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IF YOUR IP IS INFRINGED: PRACTICAL RESPONSE

DOCUMENT	Capture screenshots, dates, URLs, invoices, samples, packaging and witness details.
VERIFY	Check what right exists, who owns it, its scope, territory and current status.
ASSESS	Consider the commercial harm, urgency, evidence and likely cost of action.
SEEK ADVICE	A lawyer or qualified IP professional can assess the facts and available options.
ACT PROPORTIONATELY	Possible steps include a carefully drafted demand, negotiation, mediation or court proceedings.

BIPA is a registration authority; enforcement action is generally the responsibility of the right holder.

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REMEDIES AND RESOLUTIONS

CIVIL RELIEF (IP TRIBUNAL)

Depending on the right and facts: an interdict, damages or reasonable royalty, and or removal of infringing items.

BIPA-Mediation Centre

Settlement, undertakings, attribution or agreed commercial terms.

CRIMINAL / REGULATORY

Some conduct may trigger statutory offences or other enforcement routes. Applicability depends on the right and conduct.

Evidence to preserve

- Proof of ownership and registration/status
- Evidence of copying, use or sale
- Records of losses, sales or licence value

Key caution

Avoid public accusations or threats before getting advice. An enforcement strategy should match the evidence, legal right, urgency and commercial objective.

For copyright, Namibia's 1994 Act expressly provides civil remedies including damages, interdicts and delivery-up of infringing copies.

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REFORMS UNDERWAY: WHY INNOVATORS SHOULD CARE

A modern IP framework should reflect digital creativity, new business models and the value of local innovation.

COPYRIGHT LAW REFORM

The Draft Copyright and Related Rights Bill has been submitted to the Cabinet Committee on Legislation, with the intention of replacing the 1994 Act.

REGULATIONS & IMPLEMENTATION

Draft copyright regulations had been submitted to the MIME and stakeholder consultations will take place soon.

WHAT TO WATCH

Status of the Bill, consultation opportunities, final regulations and implementation arrangements.

WHAT INNOVATORS CAN DO

Keep records, share practical challenges through consultations and follow official BIPA/ministry notices.

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KEY ACTIONS TO TAKE

1. **List the IP assets behind your product, service or creative work.**
2. Confirm who owns each asset and put agreements in writing.
3. Search and file early—especially before disclosing inventions or designs.
4. Calendar every deadline, response, opposition window and renewal.
5. Monitor the market, preserve evidence and seek advice promptly if infringement occurs.

Protect what you create. Manage it as an asset. Use it to build value.

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KEY TAKEAWAYS & NEXT STEPS

Secure Your Assets. Scale Your Impact.

1. File Early

Protect IP before public disclosure or market launches to preserve rights.

2. Build Business Value

Turn innovations into registered financial assets to attract investors.

3. Engage BIPA

Consult BIPA for class filings, trademark searches, and regional expansion.

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BUSINESS AND INTELLECTUAL PROPERTY AUTHORITY

Protecting Entrepreneurship and Innovation

Thank you.

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www.bipa.na



TOPIC 10 / MEET THE PRESENTER

Anthony Chaillet

General Partner

3IF Ventures

Powering the Next Insurance Pioneers in Africa

PRESENTER PROFILE

Anthony Chaillet is a General Partner at 3IF Ventures and a senior re/insurance executive and investor with more than 30 years of international experience across strategy, venture capital, M&A, private equity and corporate development. He has advised corporates, public-sector partners and startups and invested in early-stage insurance ventures globally. Previously, Anthony spent more than 17 years at Swiss Re leading global reinsurance strategy and investment activities; he began his career at PwC.

3IF. VENTURES | Inclusive Insurance Investment Fund

Powering the Next Insurance Pioneers in Africa

FinTech Square – October 2026

– Key Messages

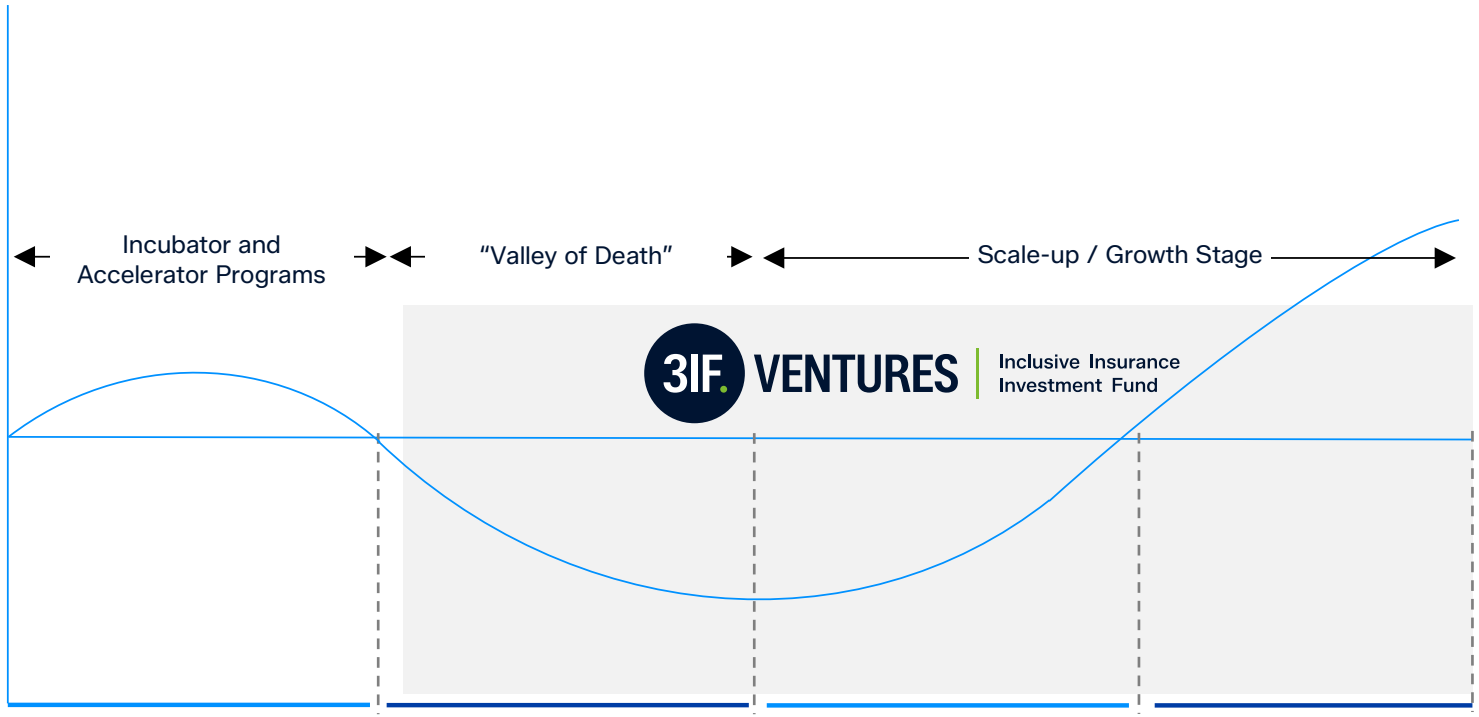
The first impact VC fund dedicated to Africa's insurance startup ecosystem

The Challenge	Today, 90% of Africans do not have access to insurance
The Opportunity	African macro forecasts support an exponentially growing insurance market
Strategy	Backing early-stage start-ups in the insurance ecosystem that leverage technology to overcome the "3A" challenge*
The Fund	First close in June, USD 30m target, Pan-African, pre-seed to Series B
Theory of Change	3IF Ventures has clear impact targets: #1 increase financial resilience and #2 create jobs
Our Team	Team largely based in Africa with deep investment and insurance expertise across the continent

*Access, Awareness, Affordability

Proprietary & Confidential

3IF Ventures is the missing puzzle piece to complete the startup journey from incubation to successful exit



Exit paths on the menu:

- Sale to strategic LPs
- Sale to PE funds
- Trade sale / M&A

Proprietary & Confidential

We invest across Africa's insurance ecosystem

Insurance as cross-cutting theme

- Climate & Disaster Resilience
- Agriculture & Rural Livelihoods
- Digital Health
- MSMEs
- B2B / B2B2C Delivery Models
- Value Chain Innovation & Technologies (AI)

Our ecosystem: from sourcing to investment

1

Sourcing partners

Accelerators, strategic partners and peer investors give us a proprietary pipeline of insurance innovators across Africa

BIMA LAB AFRICA INSURTECH ACCELERATOR
NOVASTAR VENTURES
Britam With you every step of the way

Pipeline

2

Technical Assistance Facility

Grants, repayable or not, prepare start-ups that are not yet investment-ready and/or require support with insurance partnerships

Foreign & Commonwealth Office

Graduates qualify for equity

3

3IF Ventures Fund

USD 30m equity fund, pre-seed to Series B, de-risked with catalytic and first-loss capital. Mauritius domiciled

3IF.

Proprietary & Confidential

Geographic focus	Africa *(ODA countries)*
Investment stage	From pre-seed to Series B
Ticket size	From USD 200k to USD 1.5m *(and above)*
Instrument	Equity (e.g., SAFE, convertible)
Sector	Re(insurance) and adjacent sectors
Impact	Target market must support impact strategy

Proprietary & Confidential

– Fund: Key Criteria (II/II)

Founders	Solid team with track record
Market	We must see a realistic market potential (10x)
Partnership(s)	Market validation and first revenues (pre-seed)
Equity story	Big vision / Exit
Investors	Understand their target investors and fundraising strategy
3IF Ventures	Can we create value?

Proprietary & Confidential

Turaco: A licensed micro-insurer that embeds insurance cover in partners' products

8m
people reached with embedded insurance

6
markets in Africa

Pakistan
first market in Asia

The business

- Distribution through partners such as ASA International, M-KOPA, Safaricom and Moniepoint
- Products include hospital cash, micro property, group credit life, personal accident and micro medical cover
- Turaco's own technology platform, combined with risk retention, retaining insurance margins

Why we invested

- The co-founder wanted investors with insurance expertise
- We bring a value creation plan, including reinsurance
- Key partners support the expansion plans
- A profitable business
- Bridge financing ahead of the Series B
- We had followed the company for some time

Proprietary & Confidential

– Call for Action

What we need from you

1 Investors

- Join the fund before the Final Close, targeted for Q2 2027
- Class A commitments start at USD 2m
- TA or first-loss commitments start at USD 500k

2 Founders and Ecosystem

- Introduce us to insurance start-ups in Africa, from pre-seed to Series B
- We look at insurance innovators (and adjacent sectors) that build insurance into their offer

3 Donors and Foundations

- Fund the Technical Assistance Facility
- Grants prepare start-ups for investment
- Ideally become eligible for equity funding from 3IF Ventures after successful implementation

Connect with us!

Dedicated Investment Committee to support 3IF Ventures' mission of advancing impact investing in Africa's insurance ecosystem

Adeolu Adewumi-Zer
Chair IC



ZER. Consulting Africa · Sanlam | Allianz

Dr. Lelemba Phiri
IC member



NOVASTAR VENTURES · mastercard foundation

Luise Richter
IC member



KFW Bank aus Verantwortung · giz

Oliver Werneyer
IC member



Duck Creek Technologies · Swiss Re

Anthony Chaillet
IC member & General Partner



Swiss Re · pwc

Dr. Mario Wilhelm
IC member & General Partner



Swiss Re · ZURICH

Proprietary & Confidential

3IF. VENTURES

Contact us:

anthony@3if.ventures

mario@3if.ventures



TOPIC 11 / MEET THE PRESENTER

Jesaya Hano-Oshike

Managing Director

Bellatrix Investment Managers

MulaStream: Unlocking Capital for Namibia’s Growing Businesses

PRESENTER PROFILE

Jesaya Hano-Oshike is the Managing Director of Bellatrix Investment Managers, a Namibian firm specialising in private credit, SME financing and alternative investments. His experience spans banking, investment management, investment advisory and entrepreneurship ecosystem building, with a focus on access to finance for underserved businesses. He is also an active angel investor and startup ecosystem leader, committed to mobilising private capital for Namibian innovation and sustainable growth.

NAMFISA REGULATORY SANDBOX · CROWDFUNDING & P2P LENDING COHORT

Unlocking capital for Namibia's growing businesses

Introducing MulaStream: regulated debt and equity crowdfunding, built in Namibia for Namibia.



Bellatrix INVESTMENT MANAGERS | mula stream

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THE CHALLENGE

1 in 3 Namibians who want work can't find it

36.9%

of Namibia's labour force is unemployed (narrow definition)

Source: Namibia Statistics Agency, Labour Force Survey 2023 (published Jan 2025)



That is three in every nine people in the labour force.

Bellatrix

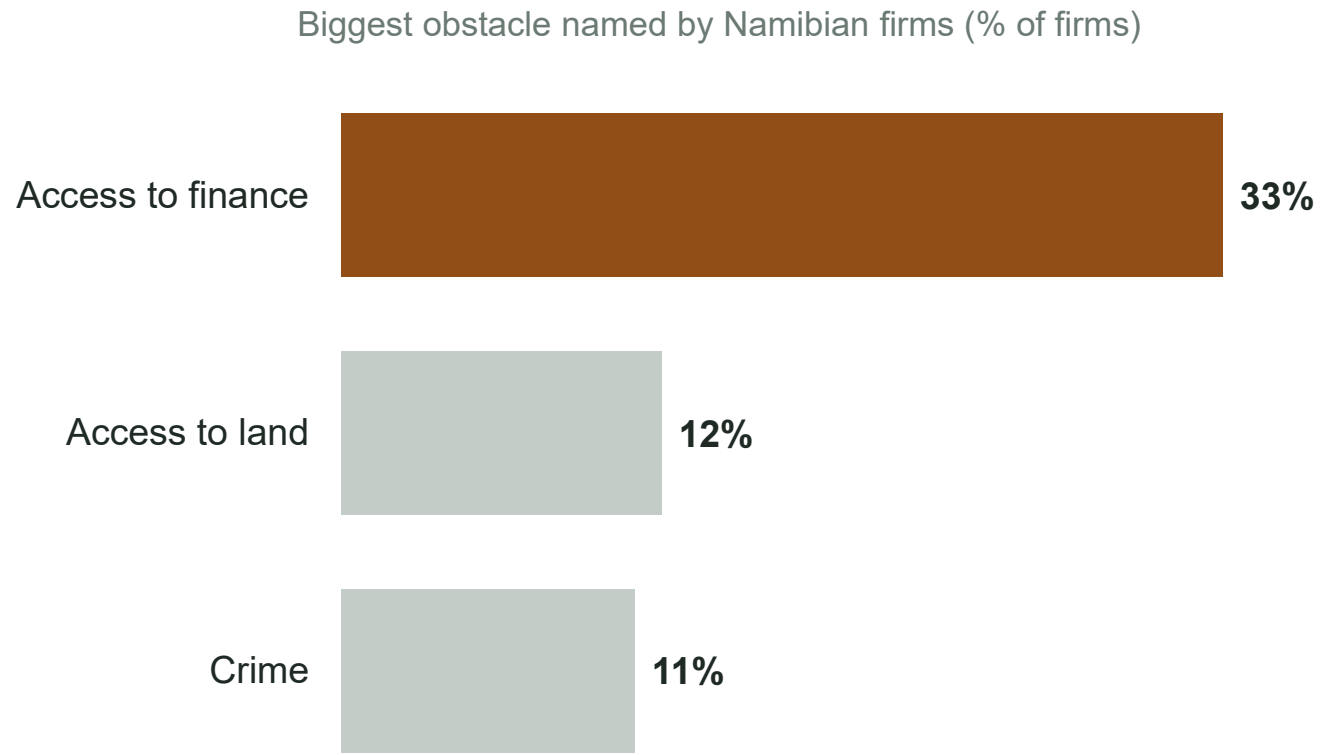
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Finance is the #1 obstacle for Namibian firms

33%

of firms name access to finance as their single biggest obstacle

39% among small firms



Source: World Bank Enterprise Survey, Namibia 2024 (307 firms)

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Small businesses can carry more of our economy



Closing that gap means getting capital into the hands of businesses ready to grow.

Source: National Planning Commission, Sixth National Development Plan (NDP6) 2025/26–2029/30

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THE CYCLE WE MUST BREAK

No finance, no growth, no jobs

When businesses can't get capital, they can't take on new contracts, buy stock or hire. The cost shows up as lost jobs.



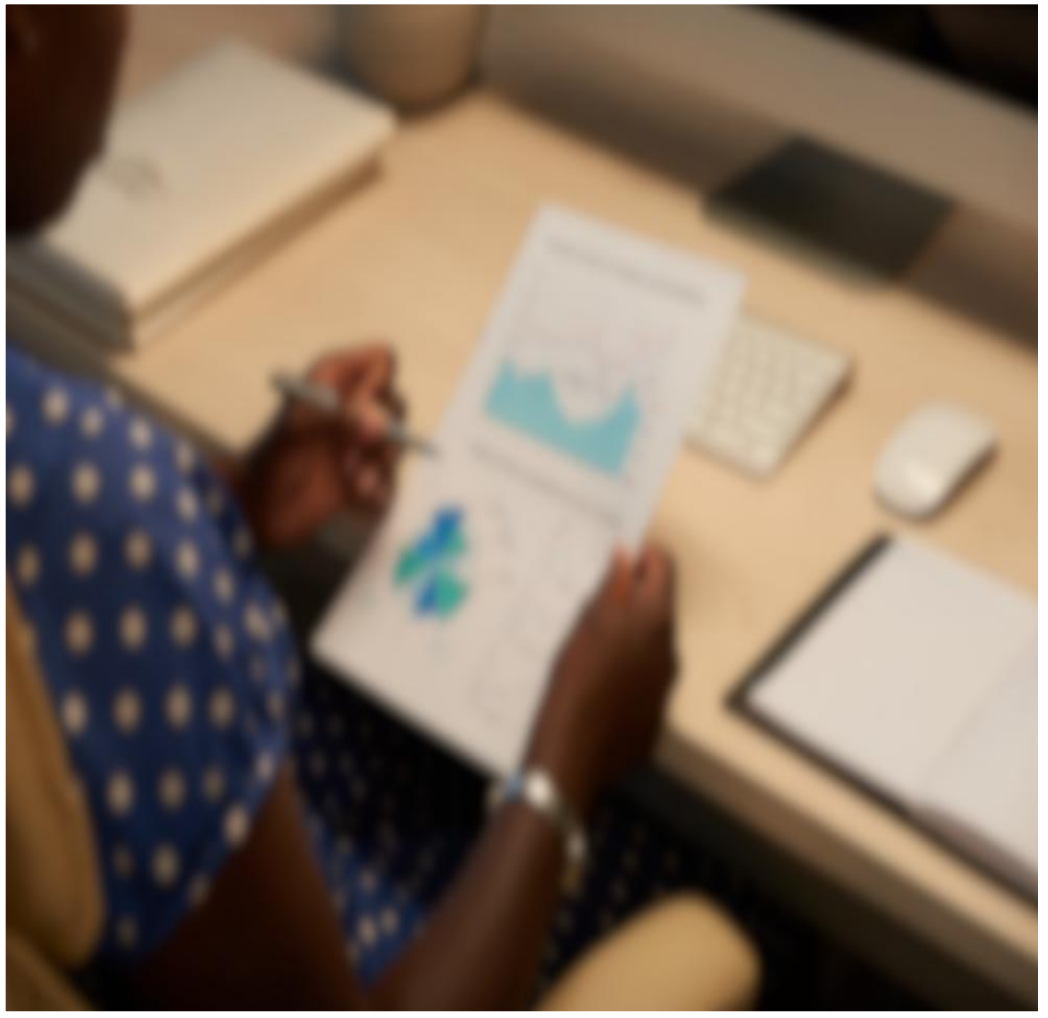
Namibia needs more ways to finance businesses that can grow, produce and employ.

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Where Namibia stands

Strong foundations, and a capital gap we can close.

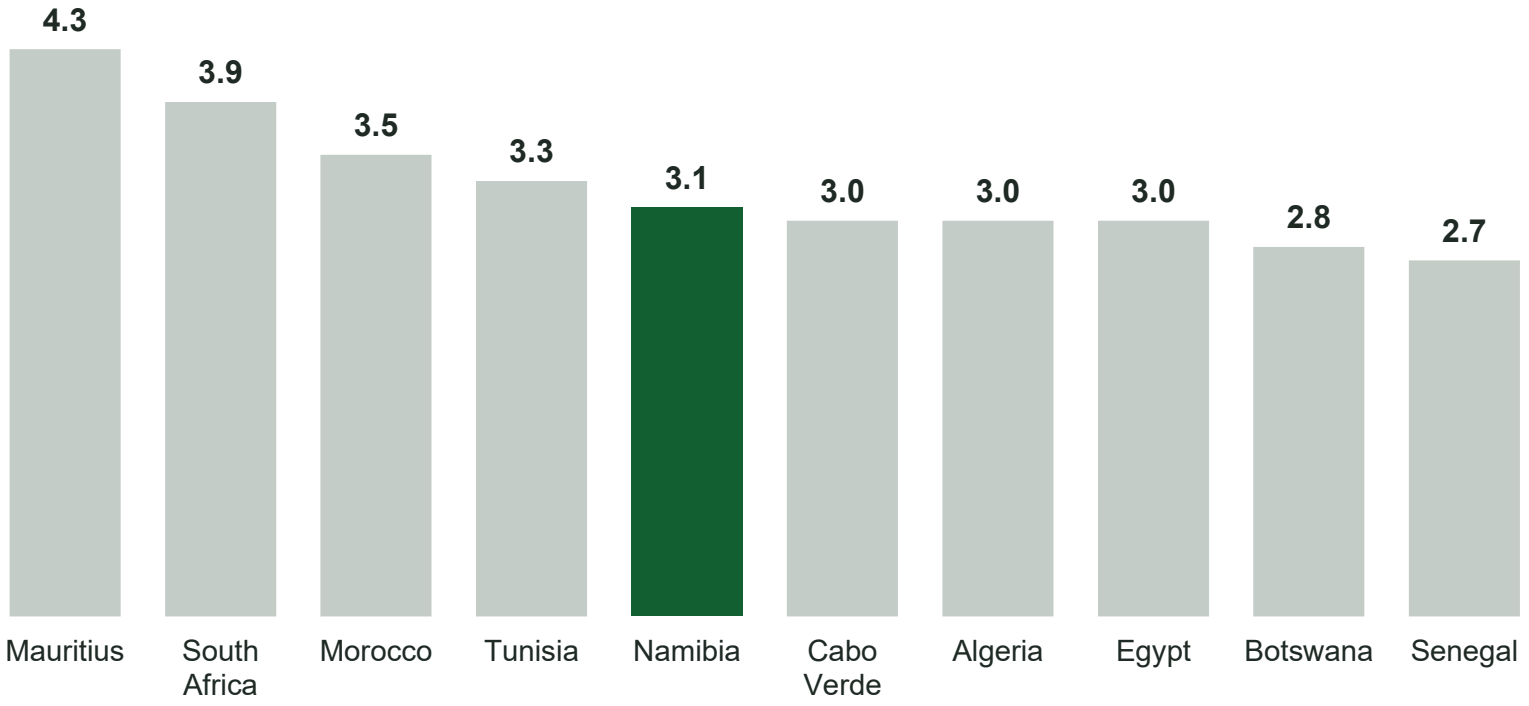


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Namibia ranks 5th in Africa for entrepreneurship

Top 10 ecosystems in Africa, index score



#5

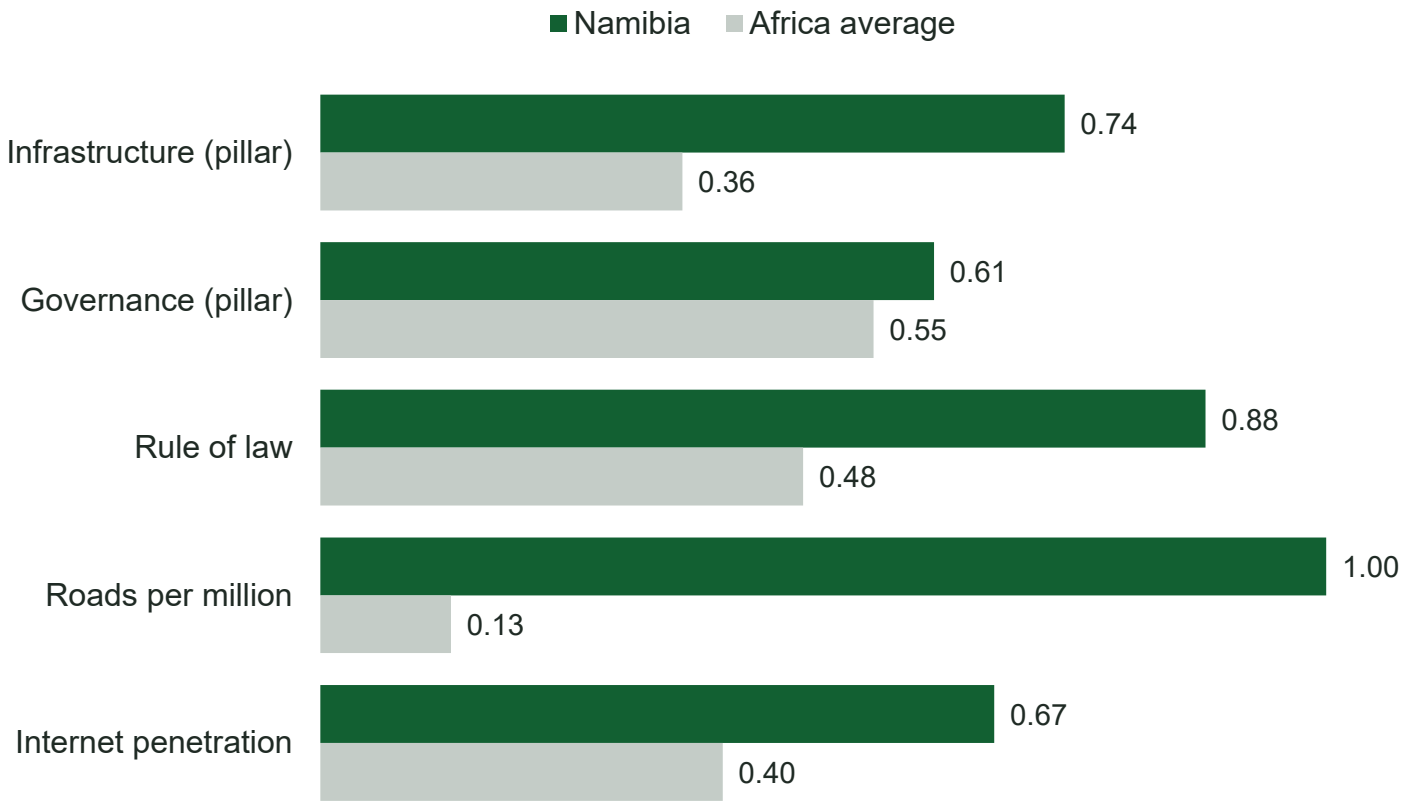
in Africa, with a score of 3.1

Ahead of Cabo Verde, Egypt and our neighbour Botswana.

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Our foundations are strong



0.88

Rule of law score, vs 0.48 Africa average

1.00

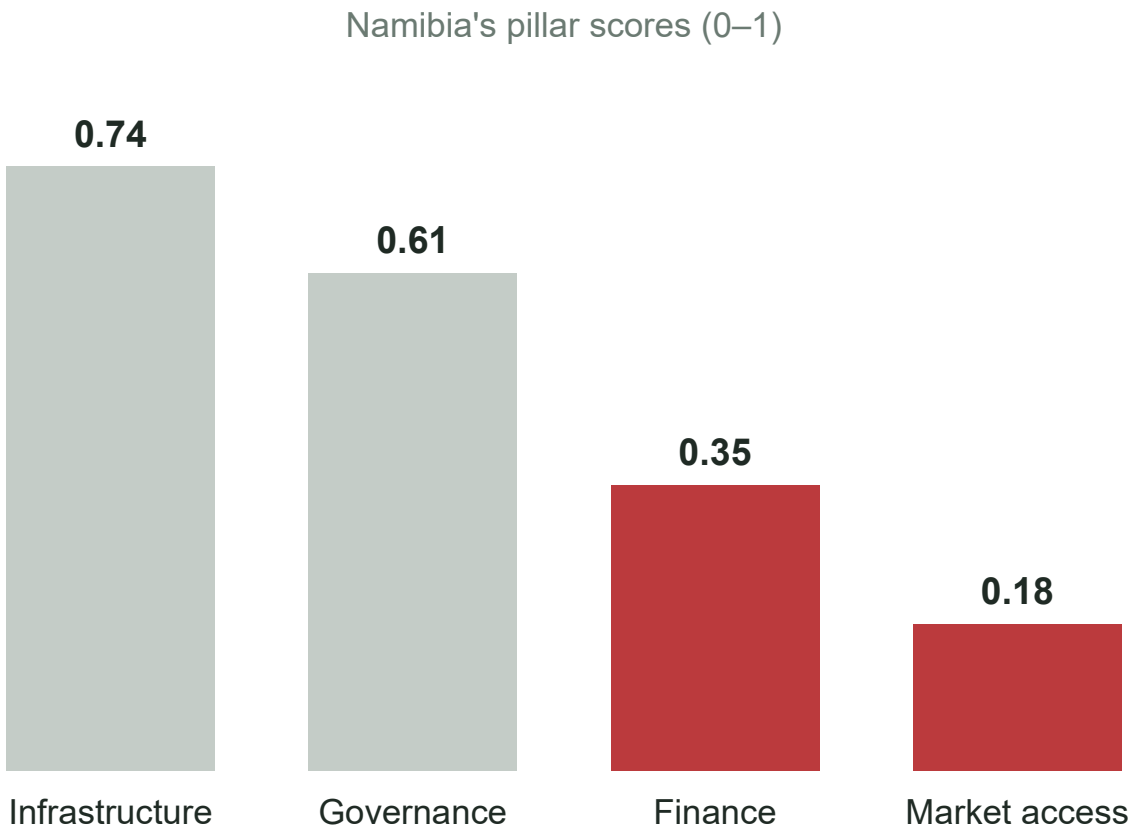
Roads per million, vs 0.13 Africa average

Source: Africa Entrepreneurial Ecosystem Index 2026. Scores on a 0–1 scale.

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WHAT WE CAN IMPROVE

Capital is the missing link



Source: Africa Entrepreneurial Ecosystem Index 2026

0.32	Venture capital
0.18	Market access
0.07	Stock market capitalisation

This is the gap MulaStream is built to close.

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A new way to finance Namibia's businesses



Debt P2P · Equity · Live platform

mulastream.com

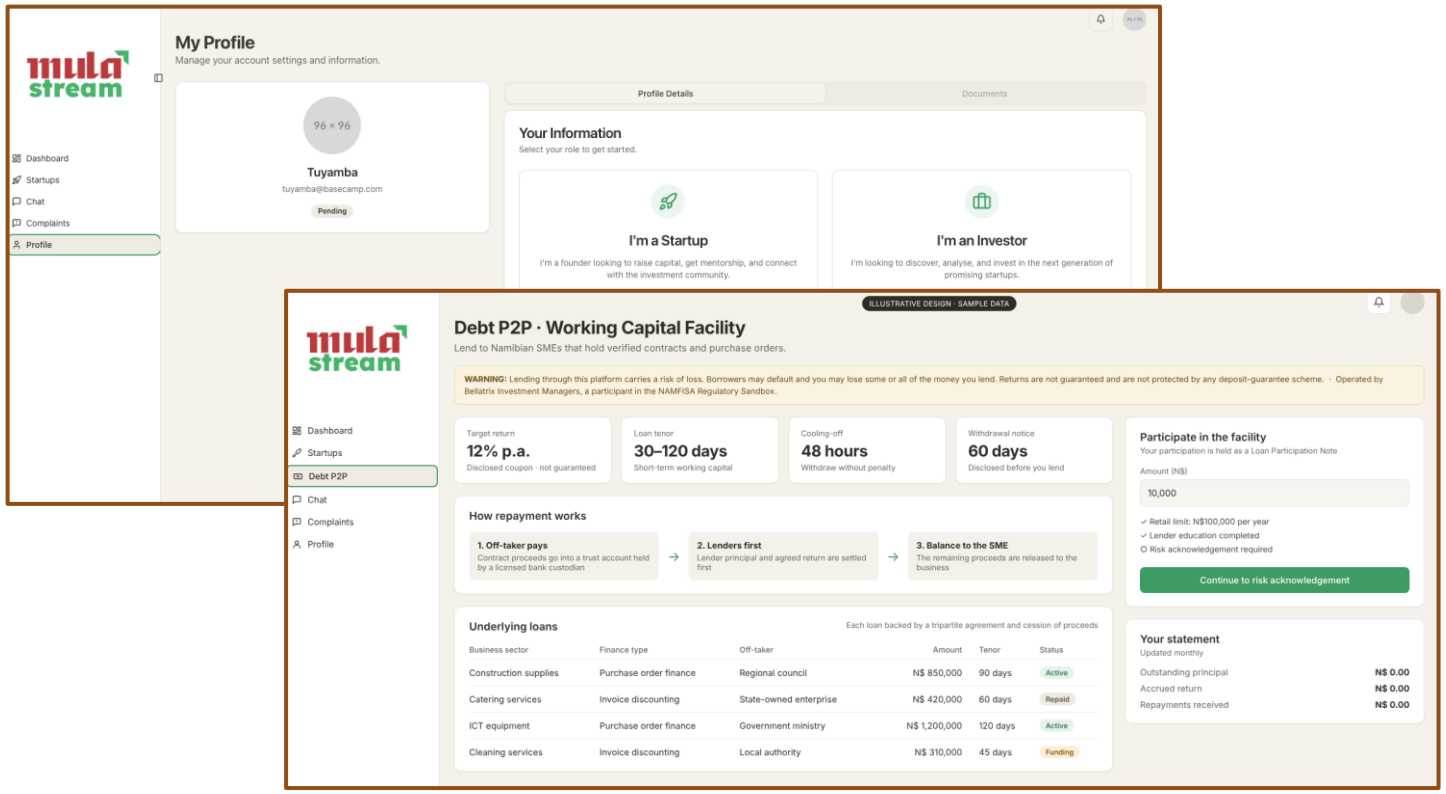
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Live, digital and AI-enabled

- **Lists investable startups and matches them to investors**
- **AI business analytics and startup mentor**
- **AI-assisted DCF valuation calculator**
- **Investor education and tech-driven due diligence**

LIVE: equity platform

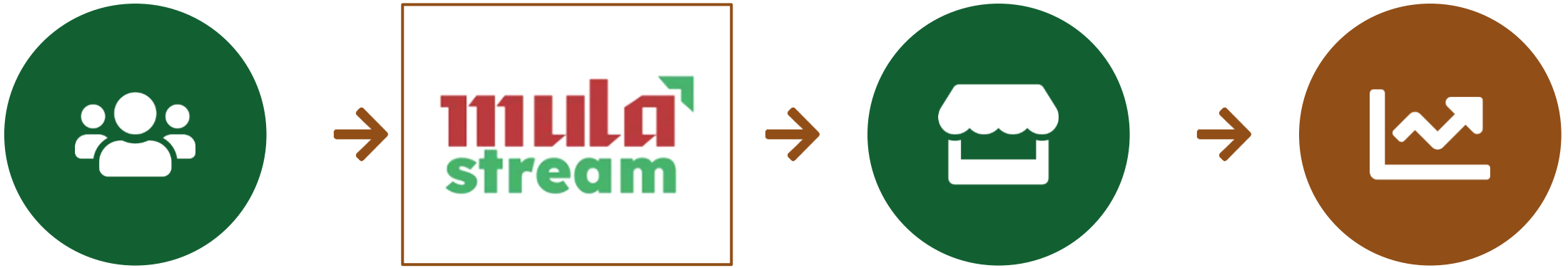


Debt P2P screen: design preview, sample data

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HOW IT WORKS

Investors and businesses, directly connected



Investors

Namibian individuals and institutions

MulaStream

Regulated digital platform

Businesses

Namibian SMEs and startups

Growth & jobs

Production, income, employment

Two products: Debt P2P · Equity

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TWO WAYS TO TAKE PART

Lend to a business, or own a share of one

DEBT P2P

You lend, they repay.

- Short-term working-capital loans of 30–120 days
- Backed by verified contracts, purchase orders or invoices
- Repaid from the contract proceeds, lenders first

EQUITY

You invest, you own a share.

- Ownership stake in a startup or growing SME
- Held on your behalf through a trust
- We invest and support the business to grow for exit

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Contract-backed lending, lenders repaid first

01

Verified contract

SME holds a contract, PO or invoice with government, an SOE or a reputable company

02

Investors fund

Lenders finance the working capital through MulaStream

03

Paid into custody

The off-taker pays the contract value into a custody account

04

Lenders first

Lenders are repaid first; the profit goes to the business

Contract validity replaces hard collateral, opening finance to SMEs that don't have it, especially women- and youth-led businesses.

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Back a growing business, own a share of it

01

Vetted, valued & listed

The startup or SME goes through due diligence and an AI-assisted valuation before it can raise

02

Goes live

Investors review the business, its disclosures and the risk warnings, then decide

03

Investors buy in

Money goes to a licensed bank custodian, never to Bellatrix, with a 48-hour cooling-off period

04

Own and grow

Shares are held in trust for investors while the business grows: a 5-year minimum hold

Up to N$10m a year
the most one business can raise

Up to N$100,000 a year
per retail investor, or 10% of net worth if lower

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Protections are built in from day one

Bank custodian

Funds held in trust by a licensed bank custodian, never by Bellatrix

48 hours

Cooling-off period to change your mind

N$100,000

Retail limit a year, or 10% of net worth if lower

Clear risk warnings

Mandatory risk acknowledgement and a complaints process visible to NAMFISA

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NAMFISA REGULATORY SANDBOX

Tested under NAMFISA supervision

Admitted to test MulaStream

Participant in the 2025 Crowdfunding and Peer-to-Peer Lending Cohort: a supervised live test of equity crowdfunding and Debt P2P lending.

Up to N$150m

business funding in Year 1

Both channels

equity crowdfunding and Debt P2P, tested live

Bank custodian

holds investor funds in trust

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YEAR 1 POTENTIAL IMPACT · BASE CASE

What the first year could mean for Namibia

~100

businesses financed

Range: 75 – 150

~400

new direct jobs

Range: 200 – 550

~600

existing jobs sustained

Range: 300 – 900

≥30%

of funded SMEs women- or youth-led

Sandbox target

Illustrative, evidence-anchored scenarios, not promises. Indirect jobs at suppliers and through household spending are real but not counted here.

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Built on a proven track record

A NAMFISA-licensed investment manager taking practical SME finance experience into technology.

N$200m+

invested in Namibian businesses

400+

financing transactions facilitated

Debt + Equity

private debt for SMEs and venture equity for startups

NAMFISA-licensed unlisted investment manager (Reg. No. 21/UIM/30), with incubation and investment-readiness support through Basecamp Business Incubator.

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When businesses grow, Namibia grows

Businesses

Access new sources of capital to grow, fulfil contracts and hire.

Investors

Take part in financing Namibian enterprises, with clear disclosures and protections.

Namibia

Stronger businesses, more economic activity and potential job creation.

Aligned with NDP6: lifting MSMEs' share of GDP from 16% to 19.4% by 2030

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YOUR NEXT STEP

How you can get on board



Investors

Register at **mulastream.com**, learn how it works, and follow the first funding rounds as they open.



Businesses

Bring a verified contract or a growth plan and raise through Debt P2P or Equity.



Partners & institutions

Talk to us about anchoring rounds, co-investing or referring businesses to the platform.

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Bellatrix
INVESTMENT MANAGERS

mula stream

Unlock Capital. Grow Businesses. Create Jobs.

mulastream.com

THANK YOU

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TOPIC 11 / MEET THE PRESENTER

William Nanjero

Chief Commercial Officer

Hobbiton

FinTech Journeys: Digital Financial Solutions from Hobbiton

PRESENTER PROFILE

William Nanjero is the Chief Commercial Officer of Hobbiton. His presentation introduces Hobbiton’s digital financial-service solutions, including Patumba savings and investment, Inshuwa and Gari insurance, Lipila payments, Lipila Later lending, and a digital cooperatives platform.

HOBBITON
THE SMARTER WAY



Fintech Journeys

BUILT IN AFRICA
SCALED ACROSS BORDERS

HOBBITON
THE SMARTER WAY

46.8%

of Namibian adults do not use savings mechanisms.



INVESTMENTS

Patumba

Patumba is a market digital savings and investment platform that enables anyone to save or invest as low as a USD 1 for a minimum period of 91 days and maximum period of 15 years.

OVER
2.5M
REGISTERED USERS

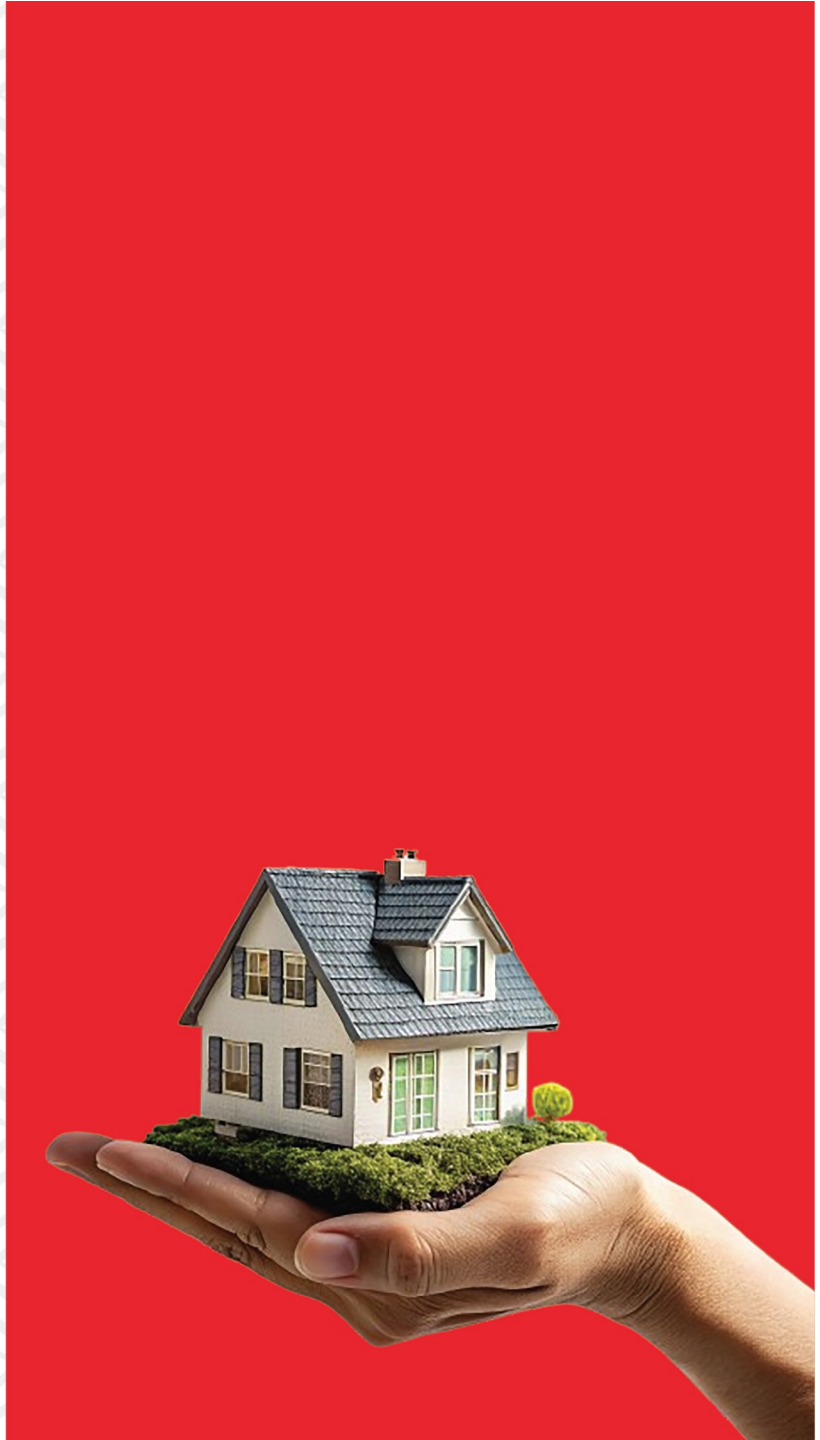
USD15
MILLION
THE ASSETS UNDER MANAGEMENT

HOBBITON
THE SMARTER WAY

67.3%

of Namibian adults have no insurance coverage.

INSURANCE



Inshuwa

The Inshuwa Digital Insurance Platform is a game-changing ecosystem that revolutionizes the entire insurance value chain by uniting all key stakeholders on a single, cohesive platform.

INSURANCE



Gari

Gari is a revolutionary motor insurance market place that enables the purchase and distribution of motor insurance from listed insurance companies.

HOBBITON
THE SMARTER WAY

$1.43 TRILLION

in mobile money transactions
across Africa in 2025

DIGITAL PAYMENTS



Lipila

The Lipila Platform is a leading payment gateway that enables businesses to collect digital payments via mobile money and card. The platform also empowers businesses to disburse to any mobile money account or any Bank.

HOBBITON
THE SMARTER WAY

49%

of Namibian adults borrowed money in 2025, up from 42.1% in 2017

DIGITAL PAYMENTS

Lipila Later

LipilaLater is a revolutionary Loan Management and Buy Now Pay Later (BNPL) platform designed to automate and streamline processes within a lending institution as well as offer the lending institution B2C channels for their clients to interact with them.



HOBBITON
THE SMARTER WAY

118M+

cooperative memberships across
20 African countries.

GROUPS

Cooperatives Platform

The Hobbiton Cooperative Platform provides cooperatives with a platform to manage processes and functions digitally.




HOBBITON
THE SMARTER WAY
The story begins here
Be part of it.

thank you

HOBBITON
THE SMARTER WAY

THANK YOU

INNOVATING UNDER A NEW DAWN

Regulation · Collaboration · Capital

