



A person is holding a tablet, and the entire image is covered with a semi-transparent orange filter. The person's face is partially visible at the top right, and their hands are holding the tablet in the center. The text is overlaid in the middle of the image.

eInvoicing, eFactoring and Blockchain are Coming to Africa

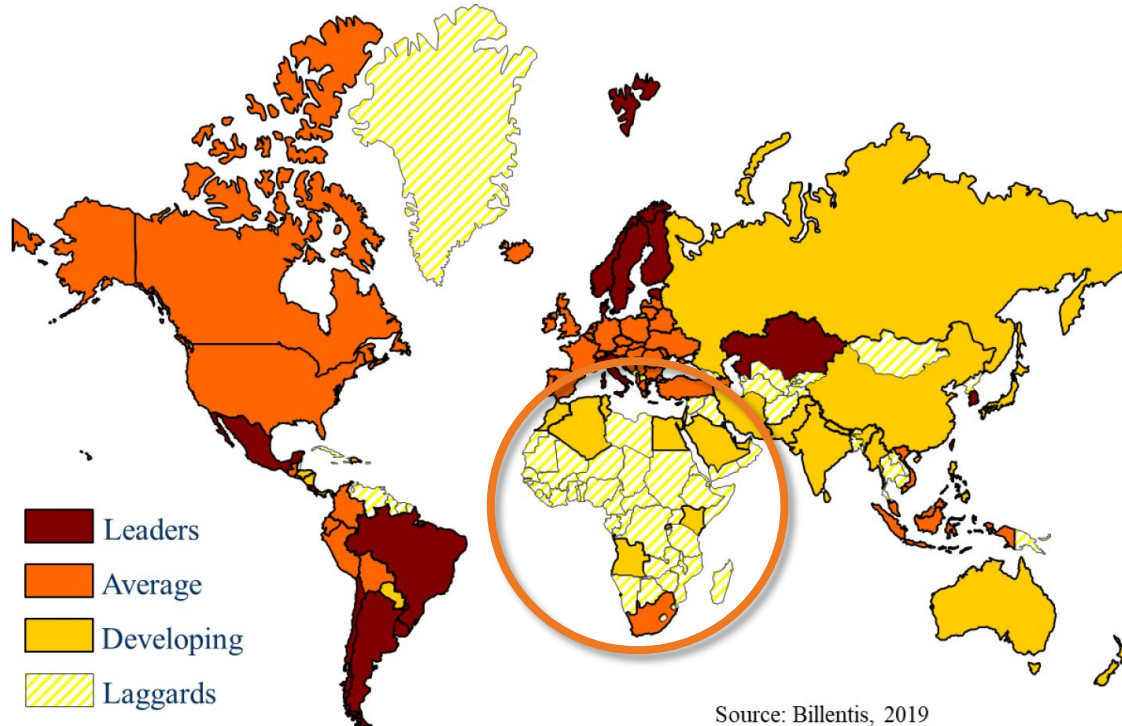
The Network Effect



When we launched the Network of Companies in 2011, it was difficult to understand a concept that now is so obvious, in this highly digitalized B2b environment that electronic invoicing has helped to create!

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Readiness of Africa



Source: Billentis, 2019

Africa is not the most developed region in terms of electronic invoicing, and we don't see a push by Tax Authorities to implement it ... Latin America is the worldwide leader, and that is exactly where Gosocket's experience comes from, with **presence the 14 countries in the region** that have successfully implemented compliant e-Invoicing.

What do we know about Kenya?



July 1,
2015
projection
[1]

181,563,000

103,764,000

89,125,000

77,267,000

5 South Africa

54,957,000

6 Tanzania

51,046,000

7 Kenya

45,533,000

8 Sudan

40,235,000

9 Algeria

39,670,000

10 Uganda

37,102,000

What else do we know about Kenya?

Mobile Payments

Columns Print Excel CSV Copy PDF

Show 10 entries Search:

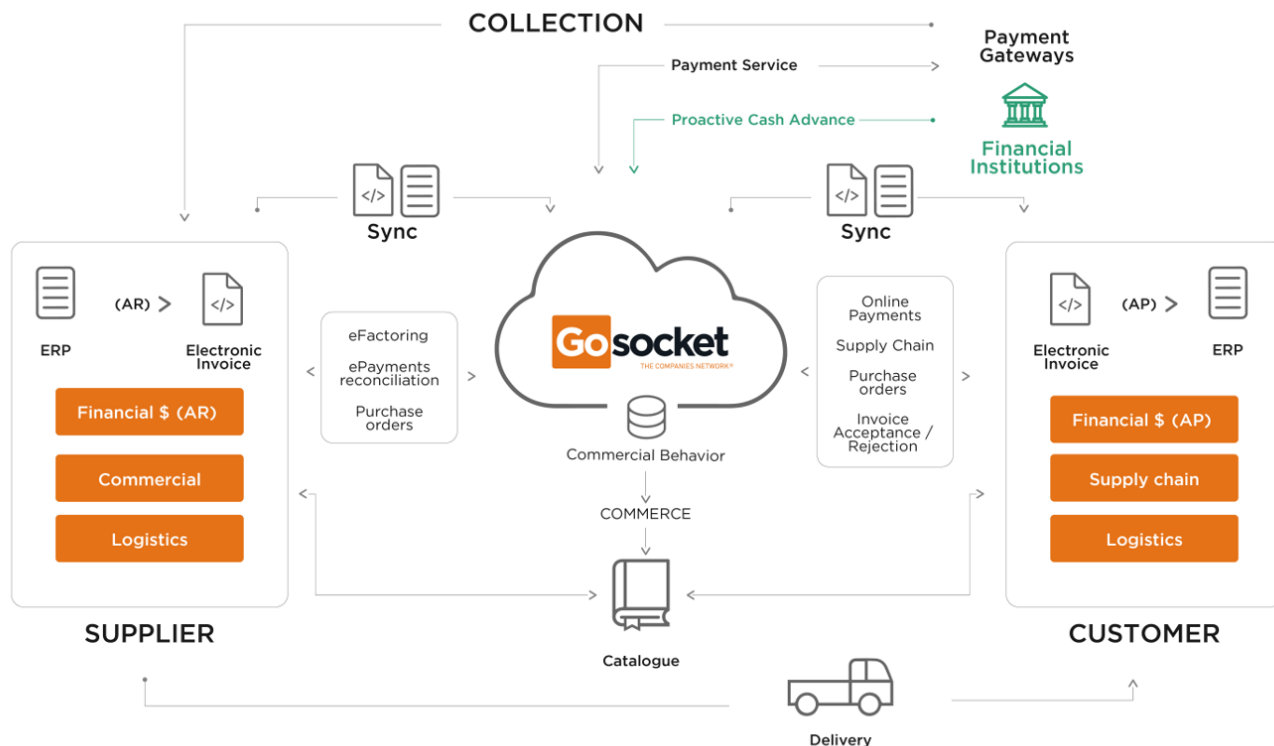
Year	Agents	Accounts (millions)	Transactions (millions)	Value (KSh billions)	mobile_pay_month
2019	201336	40.2953	154.243	368.017	January
2018	205745	47.6943	155.774	367.766	December
2018	206312	46.2334	153.15	343.866	November
2018	211961	45.4371	155.16	343.225	October
2018	203359	44.2723	145.988	327.663	September
2018	202627	43.5588	149.517	348.912	August
2018	200227	42.613	143.087	332.352	July
2018	197286	42.581	137.412	317.671	June
2018	202387	41.729	140.954	328.97	May
2018	201795	40.2881	142.056	312.999	April

How does the M-pesa project help?

- M-pesa has digitized financial services in the B2C segment, and this is perceived as a very successful initiative that is replicable in the B2b space.
- There are many companies in Africa that want to digitize their financial supply chain by leveraging e-Invoicing which will enable them to create significant efficiencies in their company's AR and AP processes while also unlocking financial services for the suppliers in the network.
- The introduction of e-Invoicing can help companies eliminate latent costs in the supply chain and allow them to streamline both purchasing and invoice handling processes, such as reducing manual workflows that are prone to errors and costly stemming from the inefficiencies inherent in the exchange of business documents and lengthy clearance processes.
- Invoicing also enables SMBs to unlock working capital that has been historically trapped on their balance sheets by providing them with access to liquidity providers.

Implementing electronic invoicing without a regulation

The private sector is leading the way as early adopters due to the benefits they see in automating their accounts payable (AP) processes. In **Kenya** specifically, we are seeing businesses that have a digital strategy and are especially excited about the opportunity to automate AP which usually begins with e-invoicing.



Future expansion:

- Uganda
- Tanzania
- Rwanda
- South Africa
- Ghana
- Senegal
- Ivory Coast

How Gosocket is helping with digital transformation based on electronic invoicing



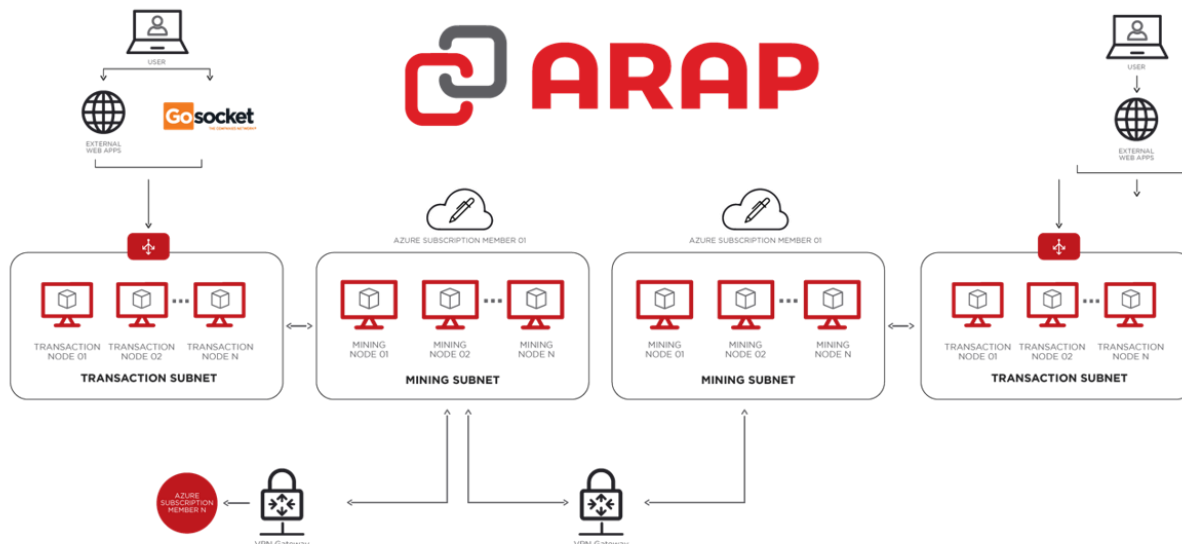
Tax Authority Platform – A powerful platform that helps Tax Authorities (DIAN Colombia) to support the whole eInvoicing project, receiving, validating and archiving eInvoices issued by all companies in a country.

Smart Supply – A useful solution that helps large Buyers to connect digitally with their Suppliers, through the exchange of compliant electronic invoices, allowing commercial validations that improve the supply chain cycle.

Supply Chain Finance – A disruptive solution that helps to democratize financial services, allowing Financial Institutions to offer proactively their cash advance services to SME's through the compliant eInvoices exchange.

ePayments & Collection – A service that combines the reception of compliant eInvoices with the integration to payment gateways, allowing to improve collection processes of large suppliers, while helping important financial players to offer new payment methods for B2b, based on the intelligence generated by the exchange of eInvoices by thousands of companies.

The Blockchain business case



ARAP is a Blockchain initiative, started by Gosocket and developed as a private consortium, with the aim to provide **support to Accounts Receivable/Payable (AR/AP)**, specially for eFactoring and ePayments operations, in the highly digitalized B2b environment created by eInvoicing.

In Africa, ARAP will:

- Help rectifying problems that exist in many government and business processes;
- Revolutionize the financial supply chain by facilitating interoperability;
- Allow liquidity providers to underwrite transactions based on eInvoicing, and instill visibility and trust;
- Facilitate export eFactoring.

Lessons African nations can learn from eInvoicing in Latin America?

- Working with tax authorities is key, when designing and getting an eInvoicing initiative started in any country... they must “sell” this project as a **development opportunity**, not only as a tax control mechanism.
- Taking advantage of compliant eInvoicing to **standardize the B2b integration** (UBL 2.2).
- Do not forget **eFactoring**, otherwise there will be an important barrier for eInvoicing adoption.
- African countries must also see the positive impact that creating a digital environment can have from a **financial democratization** perspective, which can help level the playing field for small businesses, providing them with the possibility of getting access to working capital they need to survive, grow, and contribute to their local economies.



Fully online electronic invoicing platform **for companies that do not have a Billing or ERP solution.** It has been designed especially **for SMEs.**

 **Facturo**
by Gosocket

Pay One is a **financial service that allows companies to receive payment** of their invoices issued through electronic solutions integrated directly to our portal.

 **Payone**
by Gosocket


GO

Electronic discount solution of invoices that allows companies to **anticipate accounts receivable from their electronic invoices issued.**

 **Anticipos**
by Gosocket

Corporate solution for **cloud or hybrid** electronic invoicing with multiple connectors for **integrations with ERPs** and the ability to manage **millions of transactions.**

Signature
SOUTH CONSULTING



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