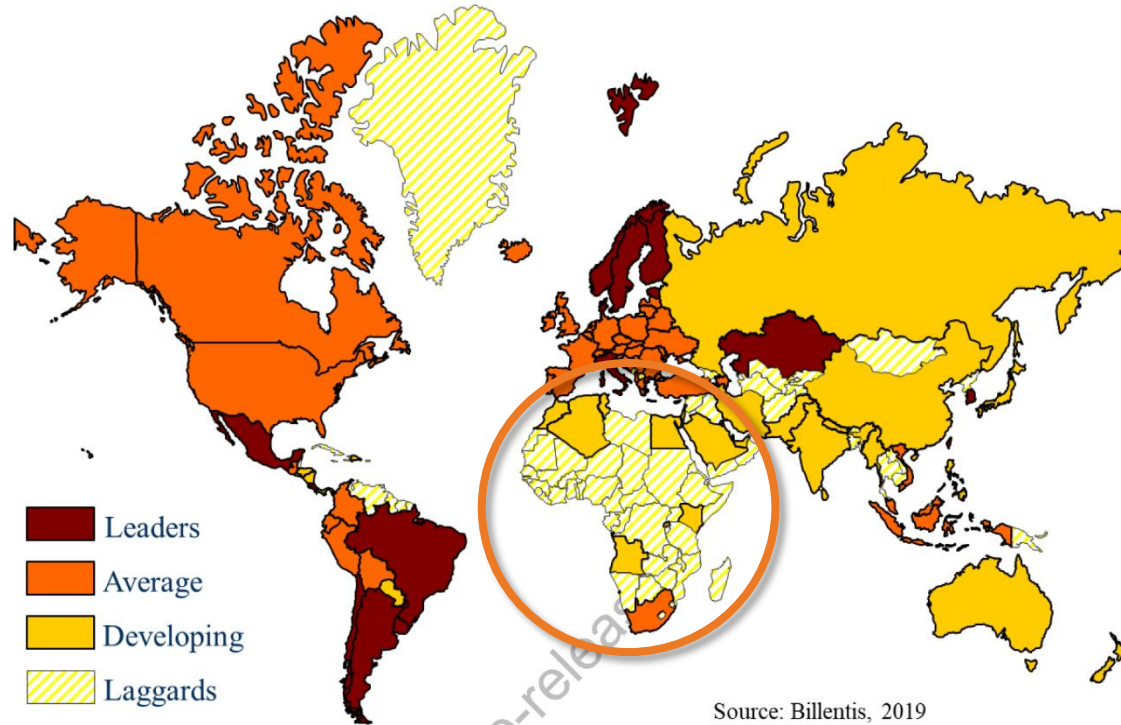




eInvoicing, eFactoring and Blockchain are Coming to Africa

The Kenyan Project

Readiness of Africa



Obviously Africa is not the most developed region of the planet in electronic invoicing, and there is not 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 12 countries of the region** that have implemented compliant eInvoicing successfully.

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:

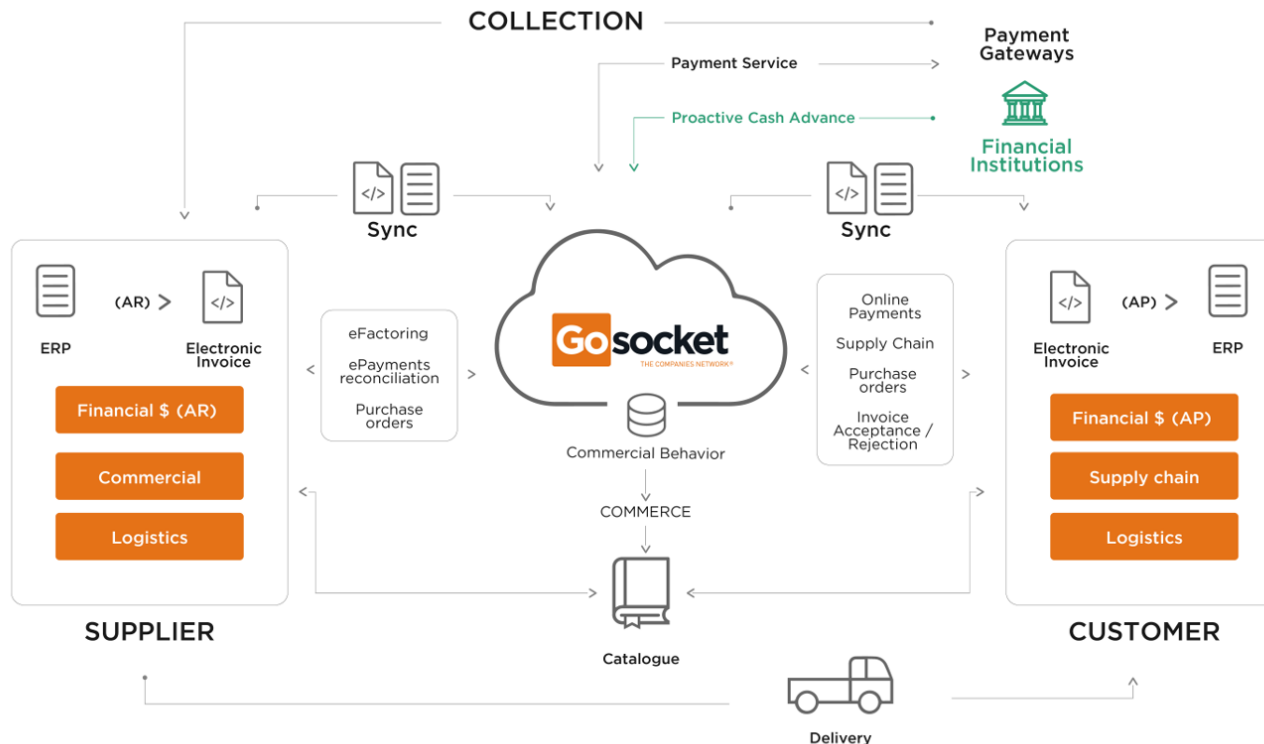
Year	Agents	Accounts (millions)	Transactions (millions)	Value (KSh billions)	mobile_pay_month
2019	201336	40.2953	154.243	368.017	January
2018	205745	47.6943	155.774	367.766	December
2018	206312	46.2334	153.15	343.866	November
2018	211961	45.4371	155.16	343.225	October
2018	203359	44.2723	145.988	327.663	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 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 eInvoicing 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 eInvoicing 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.
- eInvoicing also enables SMEs 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 are especially excited about the opportunity to automate AP which usually begins with e-invoicing.



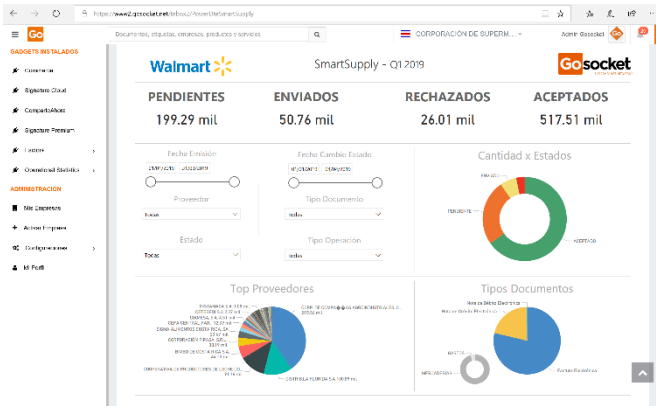
Future expansion:

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

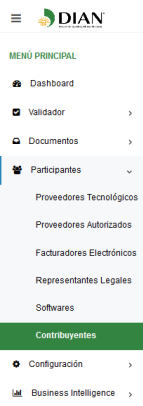


Anticipate payments from customers and suppliers,
through your electronic invoices issued or received.

How Gosocket will help with African digital transformation based on electronic invoicing



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



Listado de contribuyentes

NIT empresa *

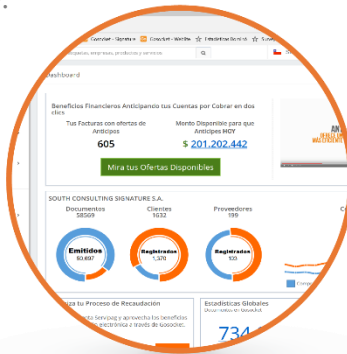
1-10 < >

NIT	Nombre Comercial	Razón Social	Estado	Inicio Autorización	Término Autorización
99999999	PRUEBA NATURAL FACTURACIÓN CON RESPO...	PRUEBA NATURAL FACTURACIÓN CON RESPO...	Pendiente de registro		
99999999	PRUEBA DILIGENCIAMIENTO ROAMING TRES	PRUEBA DILIGENCIAMIENTO ROAMING TRES	Pendiente de registro		
9999998	ROBLES HERNANDEZ JOSE GUILLERMO	ROBLES HERNANDEZ JOSE GUILLERMO	Pendiente de registro		
99998888	PRUEBA FUNCIONAL JOROZCOC	PRUEBA FUNCIONAL JOROZCOC	Registrado		
999985	GUERRERO SAAVEDRA RAFAEL ANTONIO	GUERRERO SAAVEDRA RAFAEL ANTONIO	Pendiente de registro		
999967	ROJAS GUZMAN PEDRO JULIO	ROJAS GUZMAN PEDRO JULIO	Pendiente de registro		
999962	PACHECO JOSE JOAQUIN	PACHECO JOSE JOAQUIN	Registrado		
999959	BAUTISTA ROBLES ENRIQUE	BAUTISTA ROBLES ENRIQUE	Pendiente de registro		
999955	CETINA ACERO ISIDRO	CETINA ACERO ISIDRO	Pendiente de registro		
99994	VARGAS JUAN ANTONIO	VARGAS JUAN ANTONIO	Pendiente de registro		

Tax Authority Platform – A powerful platform for Governments to receive, validate and archive invoices issued by all companies (B2b), like **Tax Authority of Colombia (DIAN)** implemented recently to manage its e-invoicing strategy.

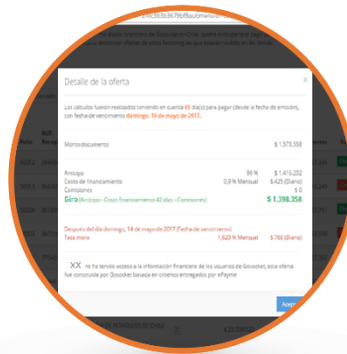
Supply Chain Finance – A disruptive solution that helps to democratize financial services, allowing Financial Institutions to offer proactively their cash advance services to SME's through the compliant invoices exchange.

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



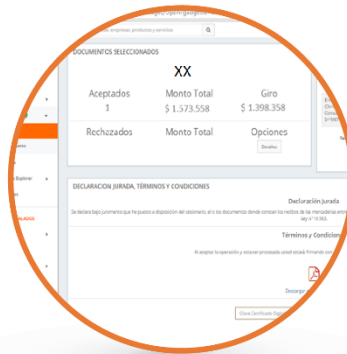
Proactive and competitive offers:

Suppliers proactively receive offers to Advance payments of their invoices, from various financial partners.



Transparent financial conditions:

Offers received by Suppliers transparently reflect all business terms and conditions.

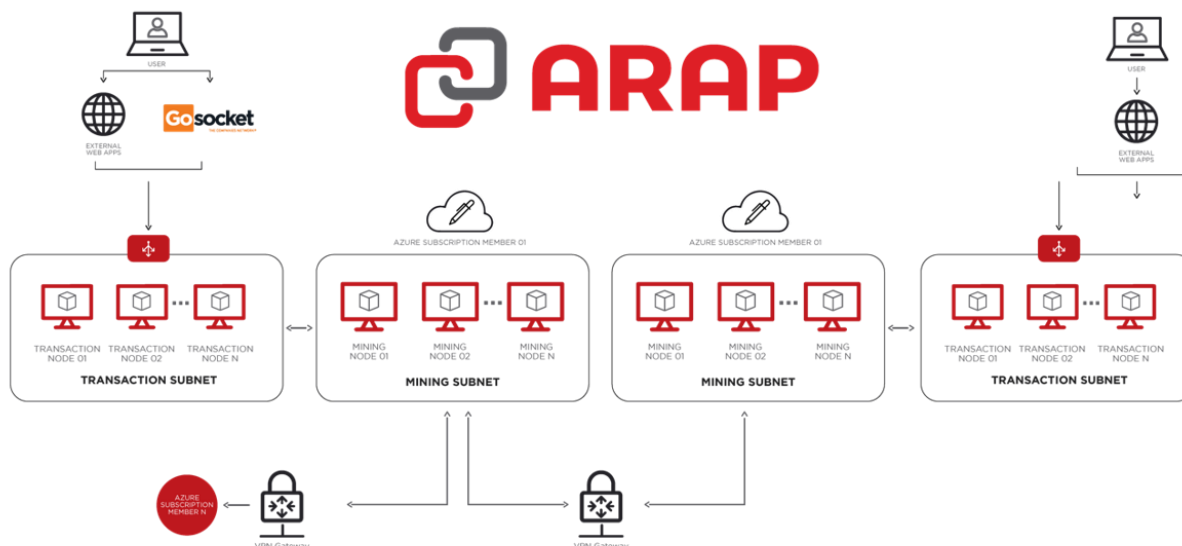


Single transactions record:

Advances operations will be electronically recorded in a simple and secure manner in the platform.

www.gosocket.net

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.



Open business network that provides tools and services that **facilitate the exchange of information based on e-invoicing in Latin America.**



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




Go

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



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





All information and contents herein available, including charts and logos, are strictly confidential and protected under Intellectual Property provisions. Accordingly, their full or partial reproduction, by any means or procedure, as well as their modification, translation, public communication and distribution, for whatever purpose, is absolutely prohibited without the express authorization of the holder of the rights. The transgression of these rights is subject to the penalties established in the current legislation on the matter.

© Gosocket Corporation S.A