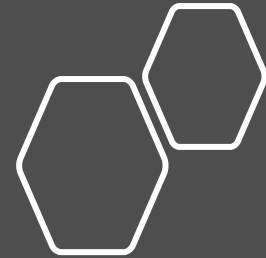




Multi Payment Cannels



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AYA SDM 2023

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AYAPay Jo Success stories in different work aspects.

## AYA SDM Products

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## Co-Branded app & Business Models.

The White-labeled app and the business  
models.

# Welcome Message



## AYA SDM Team

Message from Team

Thank you for taking the time to look at AYA SDM's profile.

The AYA SDM team is pleased to inform you that we are dedicated to keeping our customers:

- Pleased with our services.
- They work and run their systems 24 hours a day, seven days a week.

[www.AYA-SDM.COM](http://www.AYA-SDM.COM)



AYA-SDM.COM



# About Company

## Company Description

The company built and developed its system In-House and with the efforts of programmers who are today the founders of this company.

With the great experience in financial technology services that enable the company to operate and develop its solutions effectively.

The AYA SDM (Software Manufacturing and Development )was founded in 2013, and the biggest challenge for the company was to build an electronic payment system through the electronic wallet, for the benefit of Aya Electronic Payment Services, the twin company of our company, and the electronic payment system obtained a license from the Central Bank of Jordan in 2016

The company continues to provide development and technical support for the electronic payment system until today



### Integrity

We are doing the right things  
even when no one is watching





## ■ Vision and Missions

# Become the most accessible and efficient worldwide digital wallet.

Values →

- **Creative Team**  
Is our largest asset and the cornerstone of our business.
- **Flexibility**  
easy to meet your customized requirements.
- **Newest Technology**  
We are using the latest technology in term of development & security.
- **Excellent Work**  
Scientific approaches guarantees best results always.



# Services



## Customer

A wonderful voyage loaded with numerous useful services in a simple and appealing style, as well as 24-hour availability.

**More Information  
in slide 8**



## Business

Institutions and organizations can use the AYA SDM Platform to send payments to beneficiaries and mobile

wallets.  
**More Information  
in slide 9**



## Merchant

AYA SDM allows retailers to accept purchases from wallet users through QR code, regardless of the wallet provider.

**More Information  
in slide 10**

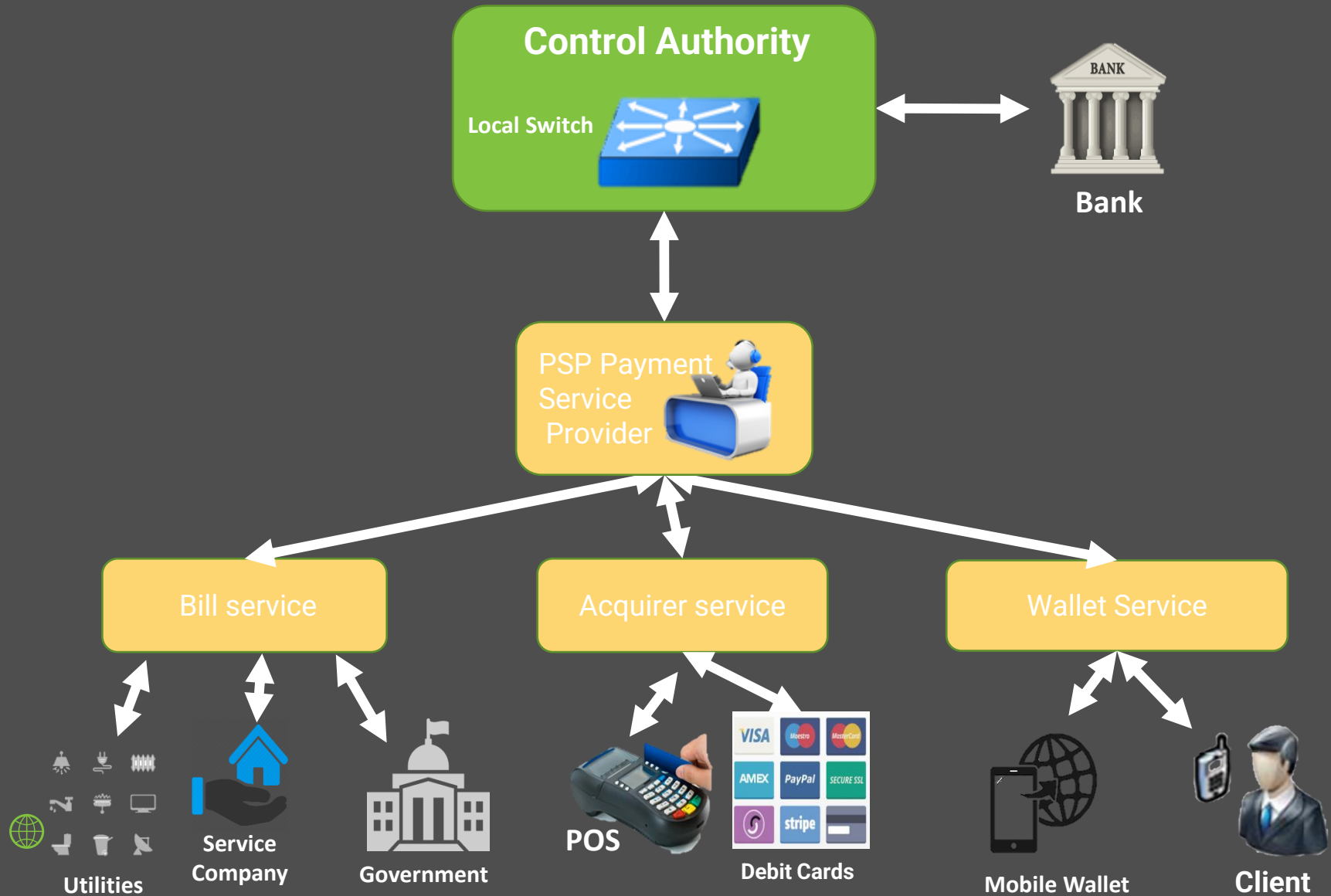


## Professional

We are doing the job on the day that we don't want to do it



# Platform



# AYA SDM Products

**Connect Payment System to provide:**



## **International Remittances:**

Send and receive international remittances to more than 200 countries.



## **e-Fawateercom**

You can easily pay your bills instantaneously, and you may save your bills for future payments.



## **Send/Receive money**

Because our eco system is interoperable, you can send and receive money to any other wallet instantly.



## **e-Voucher**

You can buy any of the e-voucher cards for a low price.





# AYA SDM Products

**Connect Payment System to provide:**



**MasterCard - Visa Card:**

Direct debit international Master or Visa Card to the wallet.



**QR Code Payments:**

Generate QR Code payments to receive or send request, scan QR Code to send payment.



**Online/Offline Card**

NFC Online/Offline card Direct debit from wallet, e-commerce transactions.



**Bracelets & NFC Tags:**

Pay Online/Offline through you NFC Tag or Bracelets .

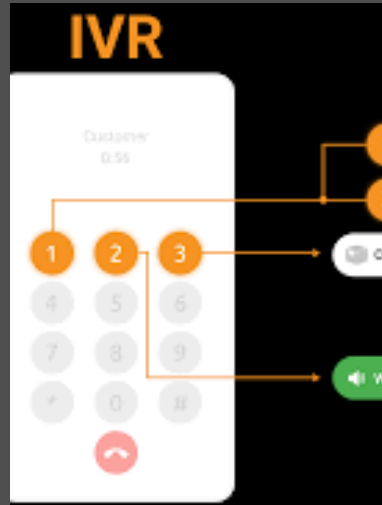


## Connect Payment System to provide:



### ATM Card-less Cash withdrawal:

Use option Card-less in ATMs to Cash withdrawal and deposit.



### Payment with IVR:

Make Payment through secure Interactive voice response (IVR)



### SMS payment:

Use SMS to send payment with 4 SMS steps.



### Call Service System:

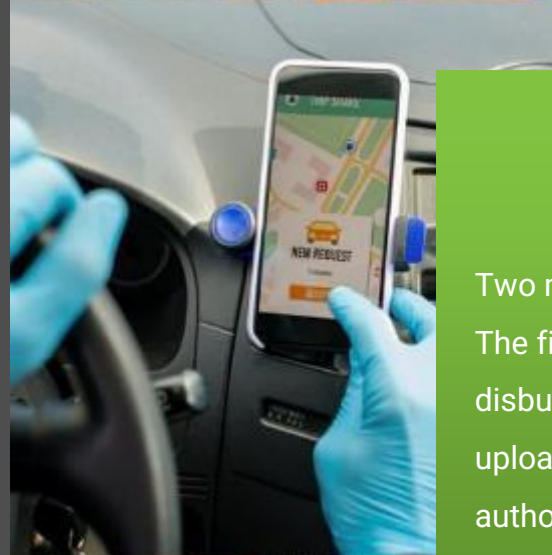
Customer Call Service with troubleshooting system message.

## Targeted Customers

- Financial Sectors.
- Insurance Companies.
- Exchange Houses.
- Un-banked customers.
- Transportations.
- Delivery Services.
- Labors.
- Factories.
- Logistics Companies.



*Banked customers preferer to use wallets instead of their Banks accounts in daily operations.*



### Bulk Salaries Product

Two minutes needed only.  
The firm will be able to disburse wages by uploading a single file with authority matrix containing the bulk payments service.

## Targeted Customers – Close Loop Payment

- Schools & Universities.
- GYM's.
- Training and Educations Centers.
- Entertainments Areas.



*To provide a margin of safety for their children, most parents prefer to imply a close payment method rather to the more common open payment alternatives.*



### Close Loop Payment Services

Build your own payment system using your branded badge, card, bracelet, or any NFC accessory.



## 01

- Our company developed the system for AyaPay Jo Company, which later owned it under a development agreement
- The system developed by our company was licensed by the Central Bank of Jordan in 2016, and development has continued on the system until today







# Success Stories AYAPay Jo

02



## Digital Wallets Statistics

According to JoPacc monthly newsletter

### 1.5 m Digital Wallets

With a monthly growth rate of 2% to 3% on average.

### 2.1 m Transactions

With an average monthly growth rate of 15%.

### 190 m Volume of Transaction

With an average monthly growth rate of 5%.

## Short Story About AYAPay Jo

CBJ licenses were obtained in 2016.

We have more freedom since we own the system and have the most extensive network of agents.

24

Employee

34K

Active  
User

200

Agent



# Success Stories AYAPay Jo



There are about 250 agents and over 2000 ATMs.



[www.AYA-SDM.COM](http://www.AYA-SDM.COM)

- Exchange Houses
- AYA SDM Agents
- ATMs
- Post Offices
- AYA Merchants
- e-Fawateercom Agents



# Success Stories

## AYAPay Jo involvement in the industry sector

AYAPay has contributed to give a distinctive service to micro, small, medium, and large businesses by easing the process of sending and receiving money to fulfill their varied daily activities through the financial solutions it possesses.



### **Marwan Zaghli – Owner of Cafeteria**

*"I used the AYA SDM wallet to receive my loan from one of the microfinancing companies to start my café. I collect payments from my clients through wallets and utilize it to pay my employees' salaries."*





# Success Stories

International Money Transfer Project  
for immigrants work-forces

**Bristi Akter -**  
**Bangladeshi maid**

*"I am transferring part of my monthly salary to my family in Bangladesh by AYA SDM wallet,. Furthermore, I am saving the remaining in my wallet securely"*

AYA SDM was the first PSP to offer an exciting user experience for sending and receiving money via the AYA SDM app for international money transfers. To that aim, we held a number of events and workshops to educate users about the service and other AYA SDM services GIZ and AYA SDM have a good working relationship and have collaborated on incoming cross-border remittances.

# Success Stories

## Youth Initiatives

AYA SDM provides a variety of services to young people that fulfill their needs wherever they are: at universities, at employment, or in society.



### **Hamza Jamil – University Student**

*"I use the AYA SDM wallet to pay for daily expenses such as charging my phone, transportation to university, shopping, and paying university fees. My life is made easier by the AYA SDM wallet."*

# Success Stories

## Rural Areas



## Outback Areas



## Refugees Camps



As AYAPay Jo has reached refugee camps and enabled the process of certifying agents to secure the flow of cash to beneficiaries, it has demonstrated its presence in distant and rural regions that are not served by fintech services.

### **Naser Al Hariri – Syrian Refugees**

*"While I am in the camp, I am receiving aid from the humanitarian organization through my AYA SDM wallet. This saves time and money by avoiding the need to travel to the city to obtain the aids."*





# Success Stories

## Woman Empowerment

AYAPay Jo Company has contributed to creation of a variety of educational seminars aimed at instilling a financial culture in society's members in order to help them achieve financial independence.



### **Fatima Al Zoubi – House Wife**

*"I am planning my household budget by using the AYA SDM wallet. It's a way for me to keep track of my transactions, save money, and prevent losing it."*



# Mobile App

This is **AYA Pay** powerpoint presentation 2021

## Description

AYA SDM Mobile may be defined as a user-friendly app. It looks to be easy and straightforward, yet it is jam-packed with features.

### Self Registration

2 Minutes  
Registrations

### Full Control

Set and Edit  
Alerts and Views

### A High level of Availability

24/7 Monitoring  
and Support

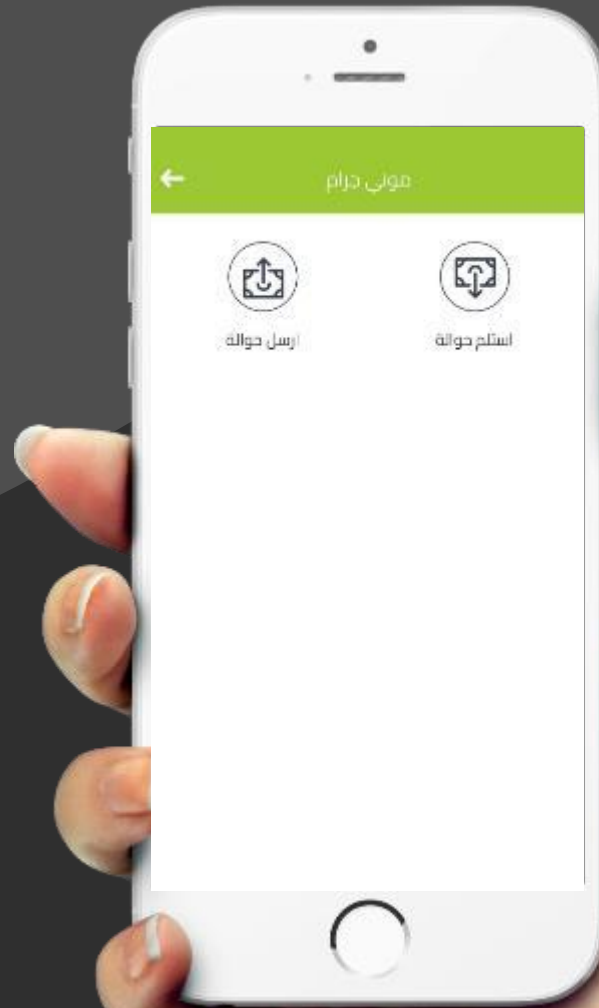




# Mobile App



# Mobile App





# Mobile App







# Mobile App



# Mobile App





# Mobile App





## Co-Branded App

- Company's App Powered by AYA SDM Company.
- Company's Customers are AYA Customers.
- All features will be available (CliQ, JoMoPay, e-Fawateer, Remittances, QR,..)
- Accounts, Balances, Backend, ..etc will be managed by AYA.

1



## White Labeled System

- AYA SDM will provide the company with the Backend & Mobile App with all AYA features.
- Accounts, Balances, Backend, ..etc will be managed by the company.
- All features will be available (CliQ, JoMoPay, e-Fawateer, Remittances, QR,..)
- AYA will be responsible for Support & Maintenance

2



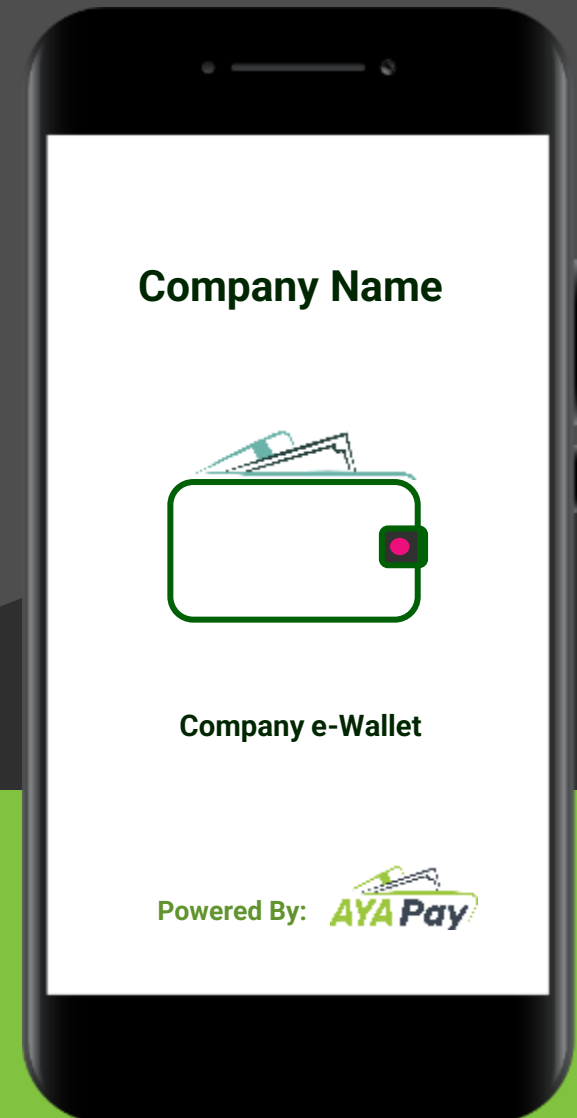
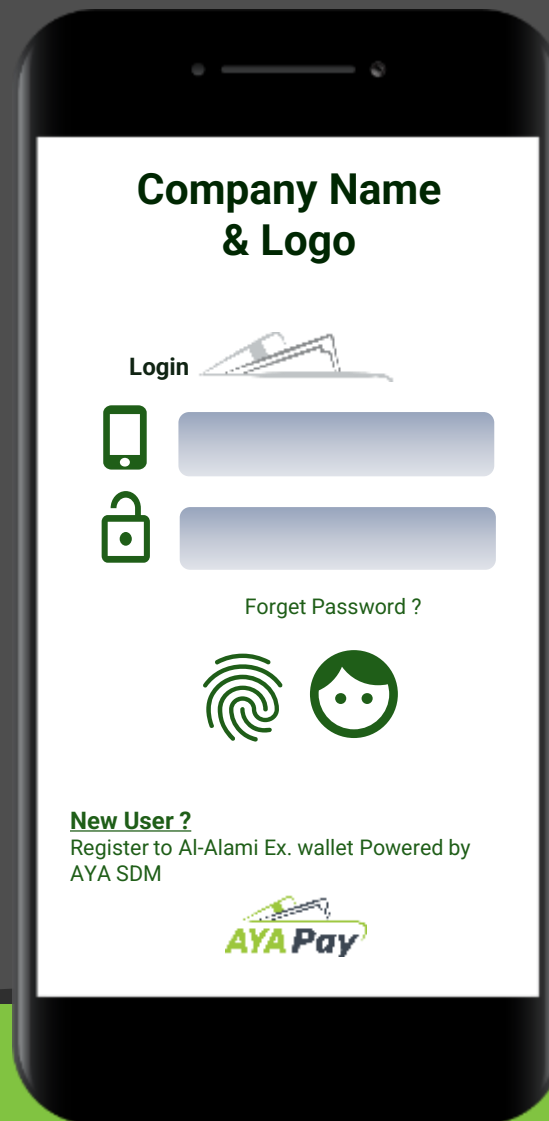
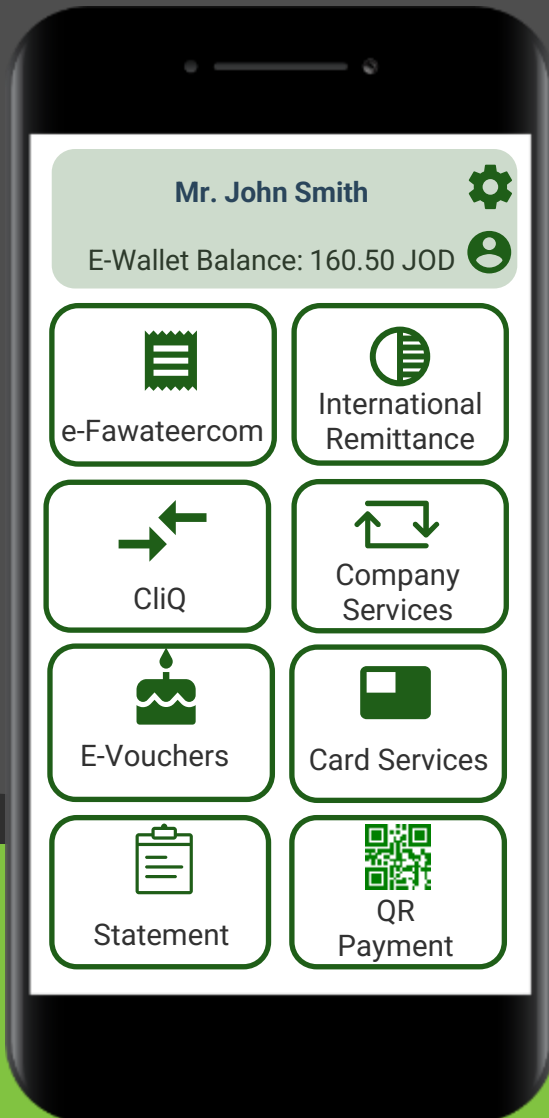
## Close Loop Wallet

- Close Payment Loop only between company's wallets users and merchants.
- Could be white labeled App or System.
- Working outside JoMoPay.
- May needs CBJ approval.

3



## Co-Branded App. Sample



# Business Models

## AYA SDM Business Models

We are looking to our customers as a partners, we believe that your success will be ours, and we are aiming to build a success story with (your company), so we are ready to provide (Your Company) with the following pricing models:



One time  
Setup fee  
+  
Annual  
Support 15%



25% of One  
time Setup  
fees  
+  
Fixed  
annual  
amount per  
wallet



35% of One  
time Setup  
fees  
+  
Sharing  
Revenue



4 Years  
installment  
for the setup  
fees

# Thank You

