

# THE STATE OF INCLUSIVE INSTANT PAYMENTS IN AFRICA 2023

CONSUMER RESEARCH INSIGHTS

Senegal

# INTRODUCTION

- The State of Inclusive Instant Payment Systems (SIIPS) in Africa report is an AfricaNenda initiative in collaboration with the World Bank and the United Nations Economic Commission for Africa. This annual think piece is derived from a comprehensive assessment of instant payment systems across Africa, employing a blend of research methodologies. It involves an in-depth industry analysis to identify key trends, best practices, and benchmarks. The aim is to guide the enhancement and growth of instant and inclusive payment systems, thereby hastening financial inclusion on the continent.
- The SIIPS in Africa 2023 report marks the second edition of this endeavor. The report's goal is to enlighten both public and private sector stakeholders within Africa and internationally on the advancements within the instant retail payment system (IPS) landscape in Africa. This includes evaluating how inclusive these systems are in terms of functionality (their accessibility to all end-users) and governance (ensuring all licensed payment providers have equitable access and opportunities to contribute to system design).
- For the 2023 edition, the report includes systems that were operational with live transactions as of June 2023. Data for this report was compiled using public sources from March to July 2023, complemented by comprehensive stakeholder interviews conducted in the same timeframe. The consumer research took place between May and June 2023. It involved extensive in-country qualitative and quantitative research covering low-income adult individuals and micro, small, and medium-sized enterprises (MSMEs) across five countries, namely Cameroon, Malawi, Morocco, Rwanda, and Senegal.
- This consumer research exercise will be replicated in different countries annually, and insights will contribute to the annual SIIPS report content. The sample is not nationally representative, as this exercise was intended to draw out insights to inform how IPS can be designed to meet the needs of end-users better.

# PRESENTATION STRUCTURE

### **SECTION 1**

### **SECTION 2**

### **SECTION 3**

### **SECTION 4**

Conclusion

### Methodology overview

# The current state of digital payment use

2.1 Digital payment usage analysis

2.2 Payment channel analysis

2.3 Use case analysis

### Understanding customer behavior

3.1 Pathway to habitual usage

3.2 User group perspectives

3.3 Core country themes





# **SECTION 1**

**METHODOLOGY OVERVIEW** 

# Methodology: Overview

Ø	Research methodology and co	orresponding objectives	Mystery shopping		
	Quantitative survey	In-depth interview			
bjectives of ne tool	<ul> <li>Understand customer usage habits</li> <li>Measure frequency of digital payment usage and transaction profiles</li> <li>Rank the most used payment instruments</li> <li>Identify core barriers</li> </ul>	<ul> <li>Map use-case characteristics and payment behavior</li> <li>Determine customer perceptions on instant and inclusive payments using access, early usage, and habitual usage framework</li> <li>Map the customer journey</li> </ul>	In-depth understanding of the user journey—cost, recourse, and customer support		



## Fieldwork itinerary

- Quantitative data collection: 15 Feb 3 Mar 2023
- Qualitative data collection: 15 Feb 6 Mar 2023



# Methodology: Sampled groups overview

i		Lower but frequent		
	Lower and infrequent income earners	income earners	Micro entrepreneurs*	Small businesses*
Definition	Lower-income but infrequent income earners, including urban poor who live "hand to mouth" and lack regular employment, stable earning opportunities, intermittent piece job/gig workers, and people who are dependent on others in the family/community and/or on social grants.	Lower-income but frequent income earners are the slightly more affluent part of the lower-income mass market, earning a steady income (wages) or a salary in the formal or informal sector.	Individual trader/merchants like hawkers, fruit and vegetable sellers, cobblers and other crafts traders.	Traders who have small, fixed premises or (mostly informal) shops/service providers, as well as smallholder farmers, and small agribusinesses.
Actual Sample size (quant. survey)	41	36	19	28
		e for the quantitative survey are digital payn the qualitative research components are dig		
	Within ea	of women and youth was ensured.		
			* Country specific mor	othly turnover cut-off has been applied

The study sample focuses on the **"next market**" that is expected to use digital payments and thus only sampled those in **urban and peri-urban** settings. The focus was on low-income earners and MSMEs and the sample is therefore **not nationally representative.** Any inferences made on a country-by-country basis are with respect to the sampled respondents.





# **Sampled countries:** Cameroon, Malawi, Morocco, Rwanda, and Senegal

- The customer research was conducted in five sample countries, namely Cameroon, Malawi, Morocco, Rwanda, and Senegal.
- Cross-country averages are based on these five sample countries.
- The research complements research done in seven other countries in 2022 using a similar methodology (DRC, Egypt, Ghana, Kenya, Nigeria, Tanzania, Zambia).



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# **SECTION 2**

**CURRENT STATE OF DIGITAL PAYMENT USE** 

**Digital payment usage across the countries:** Senegal belongs in the emerging category, as just above half of its population used digital payments in the previous year.

Countries have been categorized as **nascent**, **emerging** and **leading** based on usage data from the Global Findex. Most of the 2023 surveyed countries are in the emerging category.

		Leading cluster		Emerging cluster					Nascent cluster				
Share of	Proportion of <b>population</b> using digital payments over the <b>previous year</b>	Ghana	Kenya	Cameroon	Malawi	Nigeria	Rwanda	Senegal	Tanzania	Zambia	DRC	Egypt	Morocco
users	[Global Findex 2021]	66%	78%	50%	40%	34%	<b>39%</b> (2017 data)	53%	50%	46%	<b>22%</b> (2017 data)	20%	30%
Share of super- users"	Individuals Proportion of <b>weekly users</b>	86%	82%	83%	57%	83%	90%	94%	21%	53%	26%	14%	17%
	out of <b>digital</b> <b>payment users</b> [including agent-assisted payments] MSMEs	90%	82%	76%	77%	75%	98%	94%	45%	64%	28%	24%	8%



## **Cross-country analysis—frequency of digital payment use:** The majority of Senegalese who use digital payments do so weekly.



- **92%** of surveyed digital payment users in Senegal used digital payments **at least once a week.**
- 38% of users in Senegal make
  digital payments daily, indicating
  they have fully embraced digital
  services and integrated them into
  their daily routines.

**Cross-country analysis—weekly transaction profile:** Average weekly transaction volumes for Senegal are low.

**Total number of respondents:** 653 (140 in Senegal)





**User group analysis—weekly transaction profile:** A significant gender gap exists among MSMEs, but is smaller among individual users.





- Men and men-owned MSMEs have a higher average weekly transactions on average than women and women-owned MSMEs.
- Younger individuals and MSME owners have slightly higher weekly transaction volumes than their older counterparts.



**User group analysis—frequency of digital payment usage:** Small enterprises lead in daily digital payment usage. An age gap exists for daily users.

Total number of digital payment users sampled: 114



#### Frequency of digital payment usage per user groups

- MSMEs are significantly more active as daily users than individuals.
- Younger individuals are more likely to use digital payments daily than older ones.
- Fewer women than men digital payment users transact infrequently.



# SECTION 2.2: PAYMENT CHANNEL ANALYSIS

## Payment channel\* analysis: Cash is still dominant in Senegal, but mobile apps are emerging as the most dominant digital channel.

**Total number of respondents** sampled: 140



## Percentage of respondents for whom this is the primary channel

- Users of digital payments in Senegal predominantly use mobile apps. ٠
- A small share of respondents use USSD or money transfer agents as their primary payment channels. •





# SECTION 2.2: USE CASE ANALYSIS

ACCELERATING INCLUSIVE PAYMENT SYSTEMS

#### The most common five payment use cases that Individuals and MSMEs have at least once a week and their level of digitalization

		Individuals	MSMEs			
	1	Send money [60%]	Receive customer payments [77%]	Receiving customer payments is		
Ranking of weekly use cases by	2	Airtime [75%]	Supplier payments [41%]	<ul><li>the most digitalized use case among MSME respondents.</li><li>Airtime and saving money are the</li></ul>		
prevalence among individual and MSME respondents [% of transactions that are done	3	Receive money [65%]	Airtime money for staff [50%]	most digitalized use cases among individual respondents.		
digitally]	4	Save money [85%]	Transport money for staff [25%]			
	5	Pay for household goods [40%]	Utility payments [29%]			
Legend			*Sample size < 5 respondents			
Use case for which less than 40 respondents conducted a digita over the past week		Use case for which between 40% and 70% of respondents conducted a digital transaction over the past week	Use case for which above 70% of respondents conducted a digital transaction over the past week	Jillinter		
				AfricaNenda		



# **SECTION 3**

**UNDERSTANDING CUSTOMER BEHAVIOR** 



# SECTION 3.1: FRAMEWORK OVERVIEW

### **Digital payment usage framework:** The path to habitual digital payment usage follows three phases

Access

Before consumers can use a digital payment product, they must have a financial account, physical access to agent or bank locations, and account-related documentation. Early Usage

Account holders must have a compelling reason to use a new digital payment method instead of cash, which can depend on the perceived balance between the costs and benefits of use.

### Habitual Usage

Over time and through habituation consumers move from ad hoc transactions to consistent and frequent use of digital payments driven by ease of use, network effects, reliability, recourse, and speed.



Pathway towards habitual digital payment usage: Barriers and drivers based on the access, early usage, habitual usage framework





**Pathway towards habitual usage**—access barriers: Lack of a phone is perceived to be the primary access barrier in Senegal.

### **Proportion of respondents for whom the given barrier is topmost**



- Lack of a phone is perceived to be the primary access barrier in Senegal and more prevalent as compared to the other sampled countries. This is most likely due to limited smartphone access, which is required to use the QR codes merchants prefer.
- Lack of internet access is emerging as an access barrier in Senegal, but not as prevalently as in other sampled countries.
- Lack of documentation is not perceived as an access barrier in Senegal, and the lack of ability to read the instructions is only a limited barrier.



Pathway towards habitual usage—early usage barriers: Lack of trust the leading barrier preventing early usage of digital payments.

**Total number of respondents sampled:** 140

#### Proportion of respondents for whom the given barrier is topmost



- Trust is the most significant barrier to early usage in Senegal, and more pronounced than in some of the other sampled countries.
- Lack of understanding how to use digital payments also emerged as an early usage barrier.
- Few respondents in Senegal identified data privacy concerns as a barrier.



**Pathway towards habitual usage—early usage drivers and barriers:** Barriers to early usage are mainly related to financial exclusion and illiteracy, while drivers are linked to convenience and wide acceptance.

#### Main drivers

#### **Main barriers**







Pathway towards habitual usage—habitual usage barriers: The main barrier preventing habitual usage of digital payments is the unreliable mobile network.

**Total number of digital payments** users sampled: 114

CCELERATING INCLUSIVE PAYMENT SYSTEM



Proportion of respondents for whom the given barrier is topmost

- The unreliable mobile network is the most significant barrier identified by respondents.
- Lack of ability to reverse a transaction and lack of widespread acceptance also emerged as barriers to habitual usage.





#### INDIVIUAL USE CASE—SENDING MONEY TO A FRIEND OR RELATIVE



• Transaction costs are perceived to be fair.

"For me, the transaction cost, about, 5fr is not expensive."

• Transactions are easy and fast.

"It's fast and I do not need to move."

• Available customer service.

"You can reach the customer service at any time."



#### **Usage barrier**

For some providers, a customer must have their phone at an agent point to facilitate withdrawals, whereas for other payment channels, a user can send money from anywhere and have the beneficiary withdraw it from an agent.

"In case the gas tank was finished; with {provider 2} I would only have to send my number and validate the transaction on the spot, and she withdraws the money without problem. I cannot do that with {provider 1}."





#### INDIVIUAL USE CASE—SENDING MONEY TO A FRIEND OR RELATIVE

**Usage driver** The text message confirming the transaction gives the user confidence that the transaction is complete.

"[...] if you get this message, you can be sure that the transaction is complete."





# SECTION 3.2: USER GROUP PERSPECTIVES

## User group perspectives—deep dive on gender perspectives: Women are perceived to be more engaged with digital payments despite the challenges they experience.

#### **Main drivers**

**Family needs:** Since women are known to be tasked with the responsibility of family expenses, they tend to use digital payments more.

"Women do most of the expenses, so they are the ones who use these services more."

Male, 45-55, User, Frequent income

Self-help groups: Women are well organized in self-help business groups, which positively influences their access to financial services.

"I have been looking for capital everywhere left and right, they are asking for guarantors. Women would be luckier in finding capital because they are organized in the form of business groupings in the neighborhoods and with the politicians." **Male, 45-55, User, Small enterprise owner** 

#### Main barriers and risks

**Personal safety:** Women are perceived to be more at risk due to the activities they carry out.

"We know that women are more exposed because of the activities they carry out, i.e., going to the market, going to the salon." Male,45-55, User, Frequent income earner

**Language barriers:** Women often lack French language skills, which prevents them from using digital payment services.

"In Senegal, many women are not educated in French, but the means of payment are in French. If we could have services in Wolof or easy to use services that do not require much thought, it would be good for many women like me."

Female,30-44, Nonuser, Infrequent income earner/ Respondent details

#### Women case study

✓ Gender: Female

✓ Age: 18-29

✓ Occupation: Small enterprise owner.

"I remember a difficulty I experienced. Someone took my phone. The person made a {Provider 1} transaction of 150000fr and then deleted the message from the application. According to the notification bar, I could only see one transaction made on that day, but my account was debited. I decided to call {Provider 1} immediately. The customer support inquired who had my phone at 5:49pm as that was the time the transaction was made. I informed them I was not aware as I found my phone on the fridge, yet I had left it in the living room.

They were finally able to trace, and we later found out it was my neighbor. My money was refunded."







#### **Business benefits**

Additional source of income: Agent commissions are an additional source of revenue to their main business occupation.

"The business allows me to make some money besides my small business of cosmetics and cell phone accessories." Male, 30-44, User, Agent

#### Challenges and risks

Making errors: Agents are sometimes not able to correct errors they make when making transactions for their customers. They end up incurring losses in certain instances.

"It is when you take stock that you will realize that you have a deficit." Male, 30-44, Agent

**Lack of traceability of errors:** When errors are made, agents cannot easily trace it.

"Often you do not know with which customer you have made a mistake," **Male, 30-44, Agent** 

#### Agent case study

### Respondent details

✓ Gender: Male

**✓ Age:** 30-44

✓ Occupation: Micro/Agent enterprise owner

"I started as an agent **to earn additional income**. The business allows me to make some money besides my small business of cosmetics and cell phone accessories. I earn commissions [...] through the transactions of customers who deposit or withdraw money.

Even if the commissions are not high, **because people think that we earn a lot of money** through this activity, while this is not the case. I do experience some difficulties running the agent business.

**Sometimes it's the transaction errors.** I'll give you an example, sometimes a customer may come and say that he wants to make a deposit of 2000 francs on his [...] account. The customer gives you a 2000 franc bill. You, the agent, type in the amount to be sent to the customer, and you make a mistake and submit 20,000 francs to the customer's account instead of 2,000.

If the customer is not honest, **he will not report that you sent him more than he should have received in his account**. It is when you take stock that you will realize that you have a deficit and often you do not know with which customer you have made a mistake."





# SECTION 3.3: CORE COUNTRY THEMES

#### **Customer support experience**

- Available customer service: Customer service is usually within reach and supports customers in good time.
- Valued support: Most customers received valuable support from customer service; their money was paid back.
- Long waiting times: Customers are frustrated by long waiting hours before being assisted at MNO support call centers.
- Long processes that involve going to the police: In certain instances, when consumers make a wrong transactions, e.g., sent money to an unintended recipient, the provider's customer service asks them to present their case to the police after having processed the relevant documents.

"[...] before reaching the third ring, they pick up." Female, 45-55, User, Frequent income earner

You have to go to the police and it's quite a problem, you have to make declarations I can't stand in line, because I have a lot of things in mind."

Male, 45-55, User, Frequent income earner

#### Influence on digital payment behavior

- **Customer retention:** When concerns are resolved by customer care, users trust the service and are encouraged to continue using it.
- **Repressed access:** Long waiting time and sometimes requirements to file the case with the police causes customers to forego recourse processes. Despite instances of such occurrences, customers continue to use digital payments.



## **Core country themes:** Deep dive on transaction cost experiences.







# SECTION 3.4: VOICE OF THE CUSTOMER ON HOW DIGITAL PAYMENTS CAN BE IMPROVED

# Voice of the costumer on how digital payments can be improved

	<ul> <li>Enable offline transactions in cases where customers are unable to send money without an internet connection.</li> <li>Introduce Wolof as a language of use as an alternative to French.</li> </ul>	""Typing in the beneficiary's number can be simplified once so that we can access our directory directly, choose the name of
Convenience of network	<ul> <li>Lower transaction charges; make them free.</li> <li>Simplified submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes and access to the phone contact directory when making the submission codes access to the phone contact directory when the submission codes access to the phone contact directory when the submission codes access to the phone contact directory when the submission codes access to the phone contact directory when the submission codes access to the phone contact directory when the submission codes access to the phone contact directory when the submission codes access to the phone contact directory when the submission codes access to the phone contact directory when th</li></ul>	the beneficiary to avoid confusion when we type in the number manually." <b>Male, 45-55 User, Frequent income</b> earner
	<ul> <li>Proximity of agents.</li> </ul>	
Comprehensive security	<ul> <li>Privacy of personal data when making transactions.</li> <li>Increase security tracking features to reduce fraud.</li> </ul>	<i>"Personal data such as the identity card should not be visible to other parties, that it is private information"</i> <i>Male, 45-55, User, Frequent income earner</i>
Customer sensitization	<ul> <li>Customers need reassurance that their money will be available whenever they need it; customers need evidence that they can trust the service.</li> </ul>	
<b>Customer relations</b>	<ul> <li>24/7 availability of customer support.</li> </ul>	without any difficulty." Female, 45-55, Nonuser, Small enterprise





# **SECTION 4**

SYNTHESIS AND CONCLUSION

### **Summary**

## State of digital payment use in Senegal

- Cash is the preferred payment instrument for both low income earning individuals and businesses.
- One payment service provider dominates the digital payments landscape.
- The habitual usage of digital payments is largely influenced by its widespread acceptance across the market.
- Convenience drives people to use digital payments.
- Main digital payment service providers:
  - Wave
  - Orange Money
  - Free Money

### Key drivers and barriers of digital payment use

#### Drivers

- **Convenience** is one of the main drivers of usage. The ease of providing and using QR code to transact encourages usage.
- **Network effects:** Wide acceptance of certain providers catalyzes adoption.
- Marketing promotions and agent outreach: Payment providers have a large influence on digital payment adoption through marketing and onboarding campaigns.

#### Barriers

- Lack of smartphone access prevents people from using QR codes for merchant payments.
- Lack of trust discourages digital payment usage.
- The **unreliable mobile network** is inconvenient for customers and causes some digital users to revert to cash.

### Core emerging country themes

#### **Convenience in scanning**

Scanning QR codes to complete transactions is perceived positively and considered easy.

#### **Recourse need**

• Low-income earning individuals value the ease in cancelling transactions. While this is convenient for individuals, businesses end up incurring losses when their customers cancel/reverse transactions for rendered goods or services.



AfricaNenda is an African-led team of experts committed to unlocking the potential of digital financial services for the financially excluded across the continent by accelerating the scale-up of instant and inclusive payment systems. AfricaNenda's approach is to provide public and private sector stakeholders with technical expertise and the capacity to reduce barriers to digital payments. AfricaNenda wants to enable everybody in Africa to make digital transactions seamlessly and at a low cost wherever they are on the continent by 2030.

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