

**Digital and  
embedded finance  
for a new generation  
of Africans.**



Licensed by the Central Bank of Ghana



Deposits protected by the Ghana Deposit Protection Corporation

## Why we exist

- 1 Accessing **banking services** is **very tedious** and **inconvenient** for a rapidly digitizing Ghanaian population
- 2 **MSMEs** are unable to leverage their business activity to **access credit** for productive use
- 3 Even when they do have access to credit, MSMEs pay **exorbitant** interest rates and need to put up **excessive collateral**





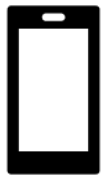
## We provide an easy-to-use digital savings product

- 1 Open and operate a savings account digitally (end to end)
- 2 No Fees charged for saving
- 3 No minimum balance required to maintain the account
- 4 Set savings goals and get help in achieving those goals (reminders, financial advice, etc)



# We make it convenient for the financially excluded to access financial services

KYC in under 2 minutes



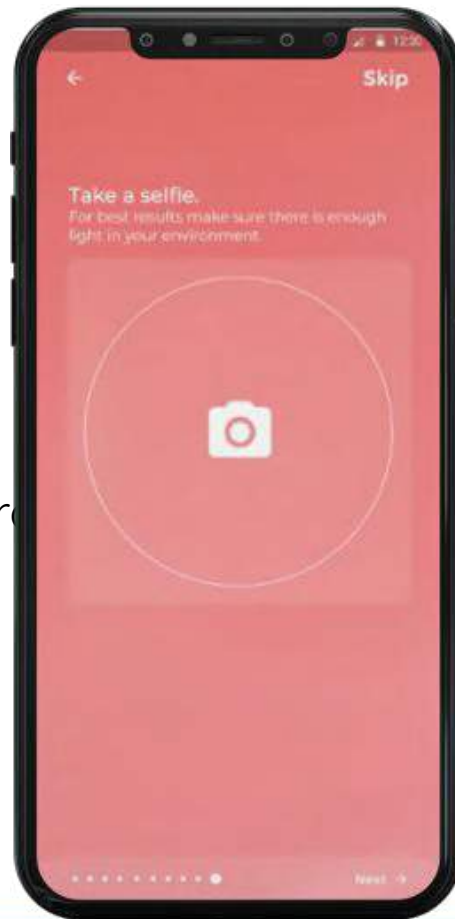
Download the App



Enter your Ghana card number



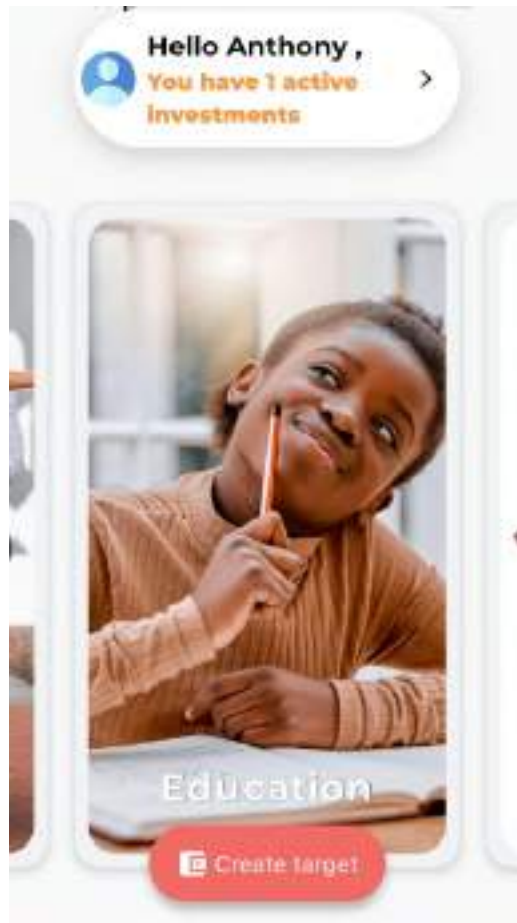
Take a selfie



Connect to all mobile money networks and over 25 FIs



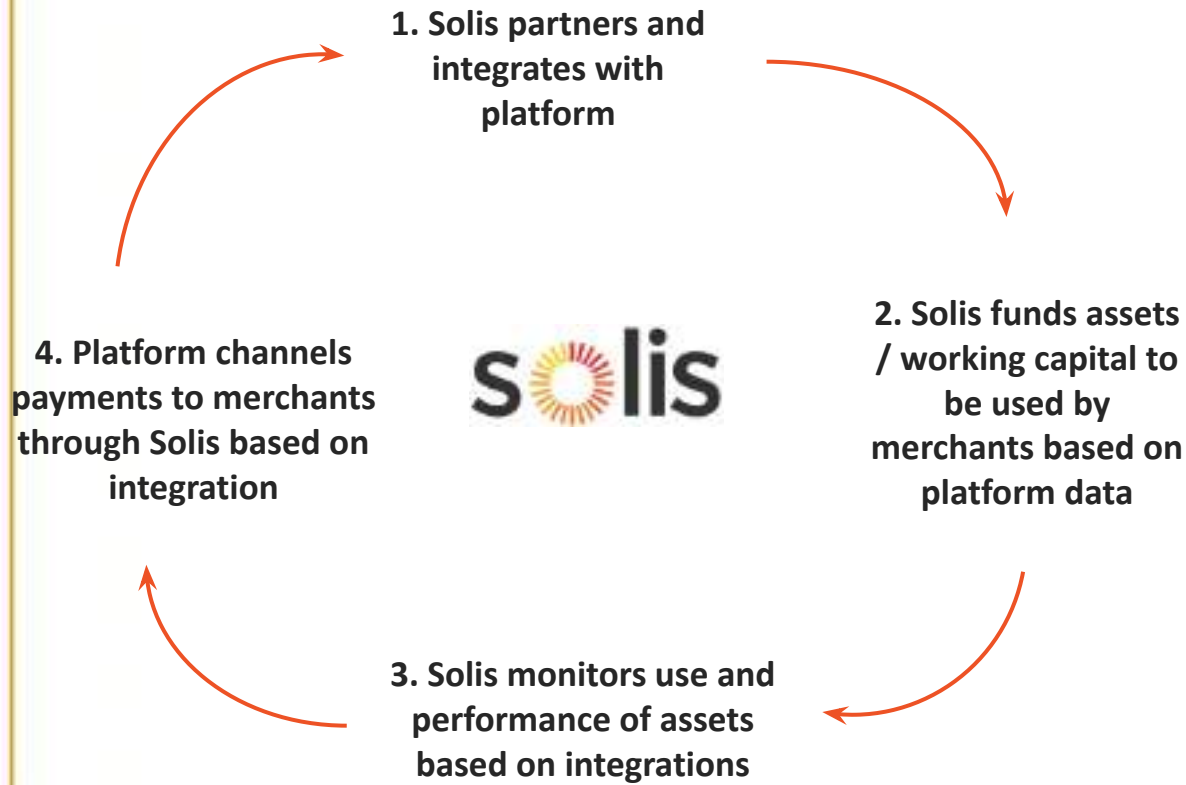
**We make saving tangible. Most in the informal sector save for their education or to purchase assets to grow their businesses**



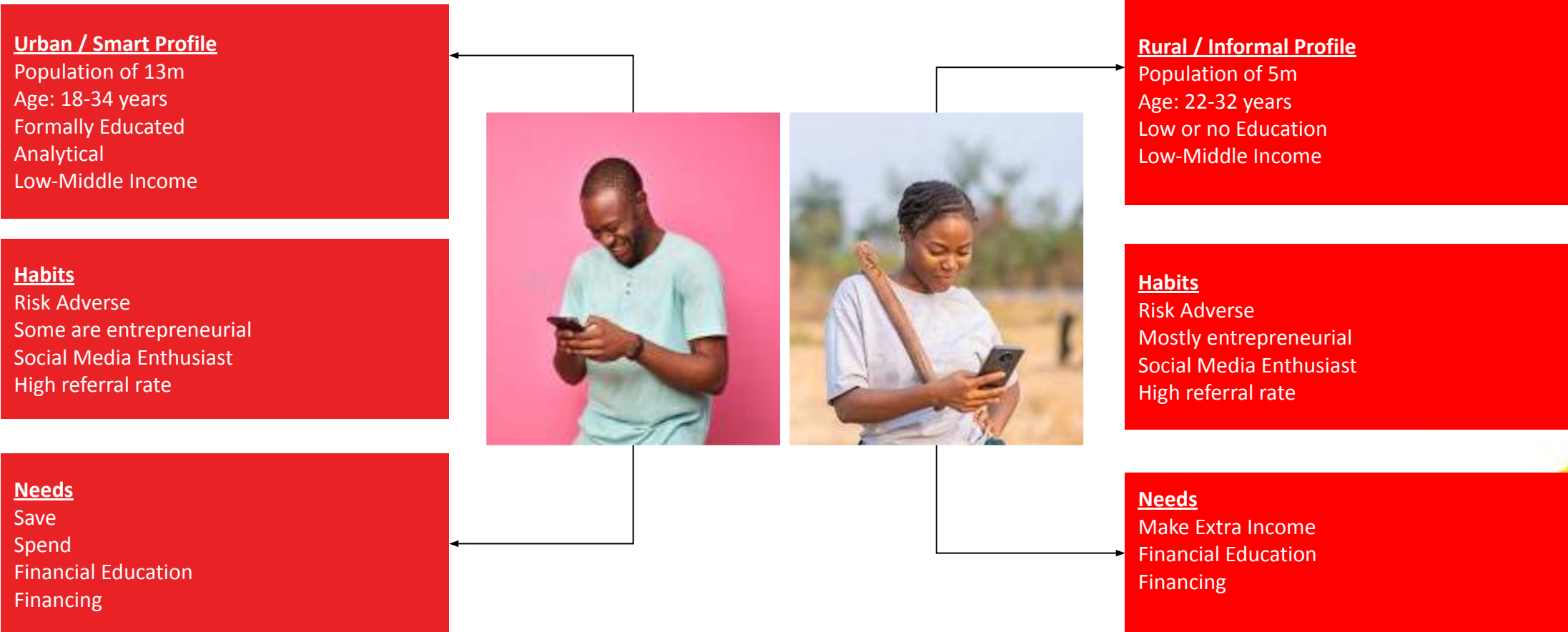
- Save to own
- Attractive interest rate
- Reminders to save
- Auto deductions to automate saving



# We embed credit into digital platforms used by MSMEs



# We are working to bridge the growing divide between rural and urban through digitization



# Key segments we target



## Gig Economy

- Growing workforce of freelancers and independent contractors. These workers often struggle to access traditional financial services.
- Solis is on a mission to provide affordable, accessible and suitable financial services to gig and informal workers who have historically been underserved and excluded from financial services.



## Garment Makers

- A group with nationwide presence but concentrated around Northern, Greater Accra, Eastern and Volta regions. Zones are dotted within these regions
- Nature of Business: garment making/production and sales, other accessories along the garment value chain with weekly cashflow patterns and patrons of digital financial service



## Hair dressers

- A group with nationwide presence with National, Regional, District and Zonal administrative structure
- Nature of Business: Hair dressing, sale of accessories, and allied services/businesses



## Retail Sector

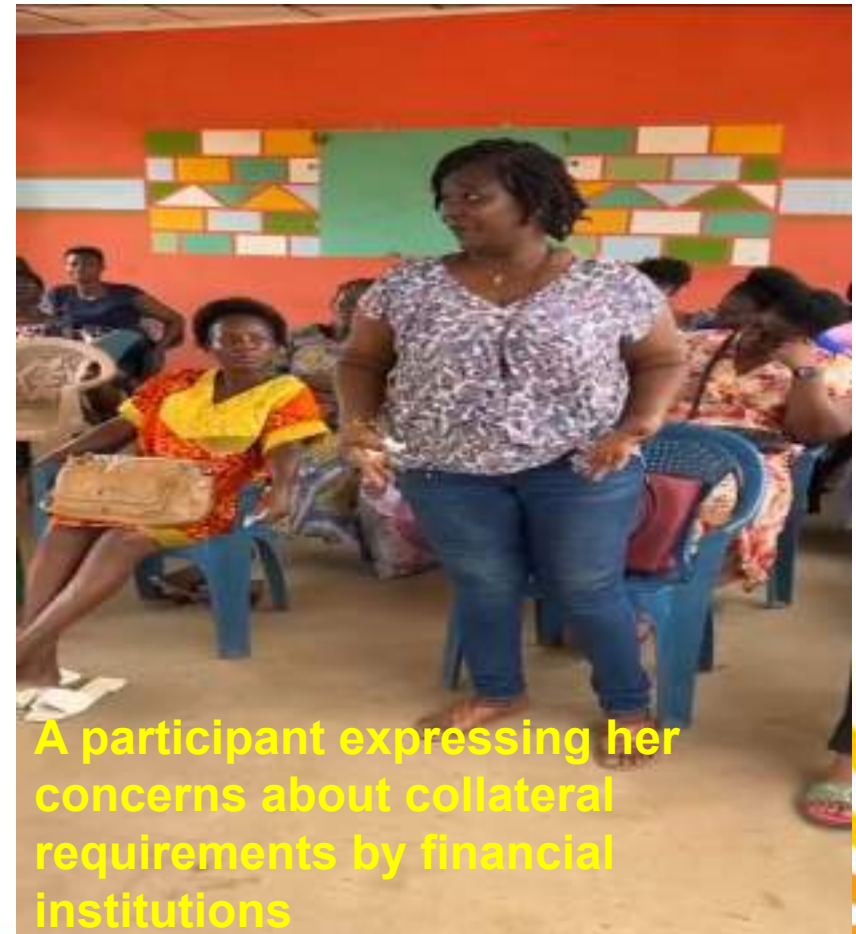
- Vast number of small and medium-sized enterprises that often need accessible financial services.
- Convenience retailers suffer limited access to working capital to restock their shelves when they need to



# Financial literacy and engagement with our target segments is core to our strategy



**Head of Business Development of Solis interacting with participants at a focus group discussion**



**A participant expressing her concerns about collateral requirements by financial institutions**



# We are one of only two digital platforms fully licensed to provide digital savings and credit in Ghana

## Traditional banks & non-bank institutions

Old monolithic technology – takes a complete revamping of current infrastructure and organization to adapt.



## 1 sided digital platforms (either savings or credit)

Focused on mass-market low value/ high interest consumer loans

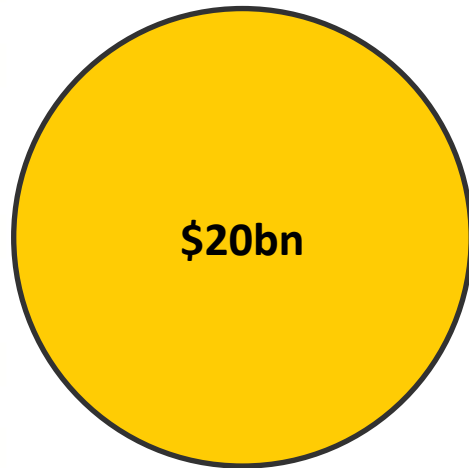


## Neo-banking platforms

- Licensed to carry out both savings and lending
- Affinity
  - launched c.10 years ago
  - Focused on lending especially long-term loans

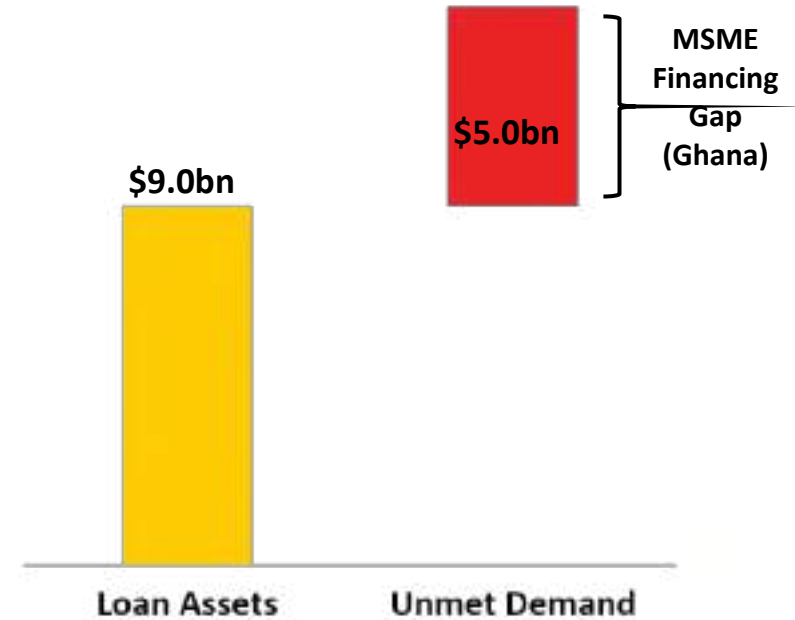


# A significant saving and credit opportunity in Ghana / Africa



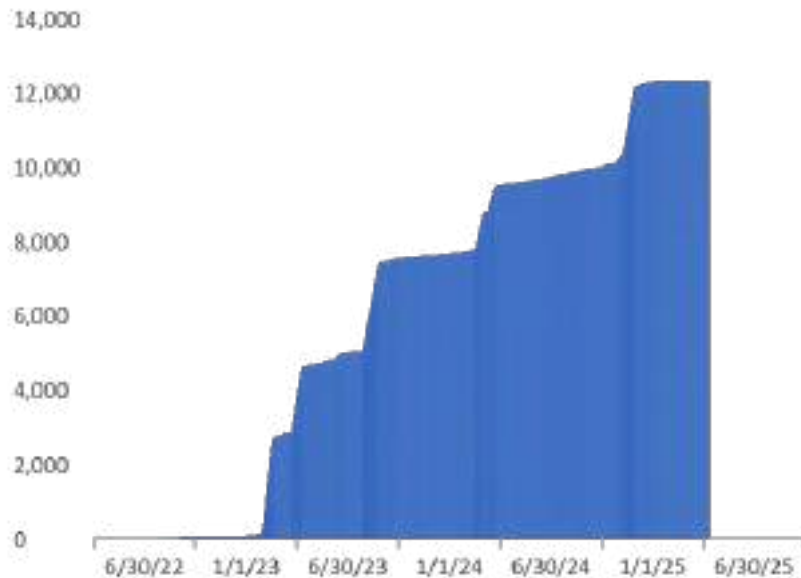
Ghanaian savings base of over \$20bn - 8m bank customers and 54m mobile money accounts

Africa deposit/ savings: >\$1trn;  
280m customers



SSA: financing gap > \$330bn

**We have registered c.22k customers for our savings product and disbursed over \$800k in asset loans in our initial pilot**



- c.\$800k disbursed
- Portfolio at Risk: 4%
- 65% disbursed to females



# Our founding team combines expertise in banking and technology



**Tony Abakisi**  
Co-founder, CEO

Ex-private equity investor at Actis, created several financial services platforms. Harvard MBA



**Kwaku Nyadu**  
Co-founder, CTO

15+ years technology experience in telecoms and banking. Built Tigo's technology stack in Ghana



## Advisors / Early Investors



- Dominic Adu**
- Founder of GHL Bank (leading mortgage bank)
  - Acquired by FNB South Africa



- Valentine Chitalu**
- Chairman of MTN Zambia, Zambian Breweries, Phatisa Group
  - Former Board Director of British International Investment (BII)



# We maintain high standards of regulatory compliance, information security, and governance



We are fully licensed by the Central Bank of Ghana (BoG)



We are ISO 27001 certified



We are registered with the Ghana Deposit Protection Corporation, ensuring our customers deposits are insured

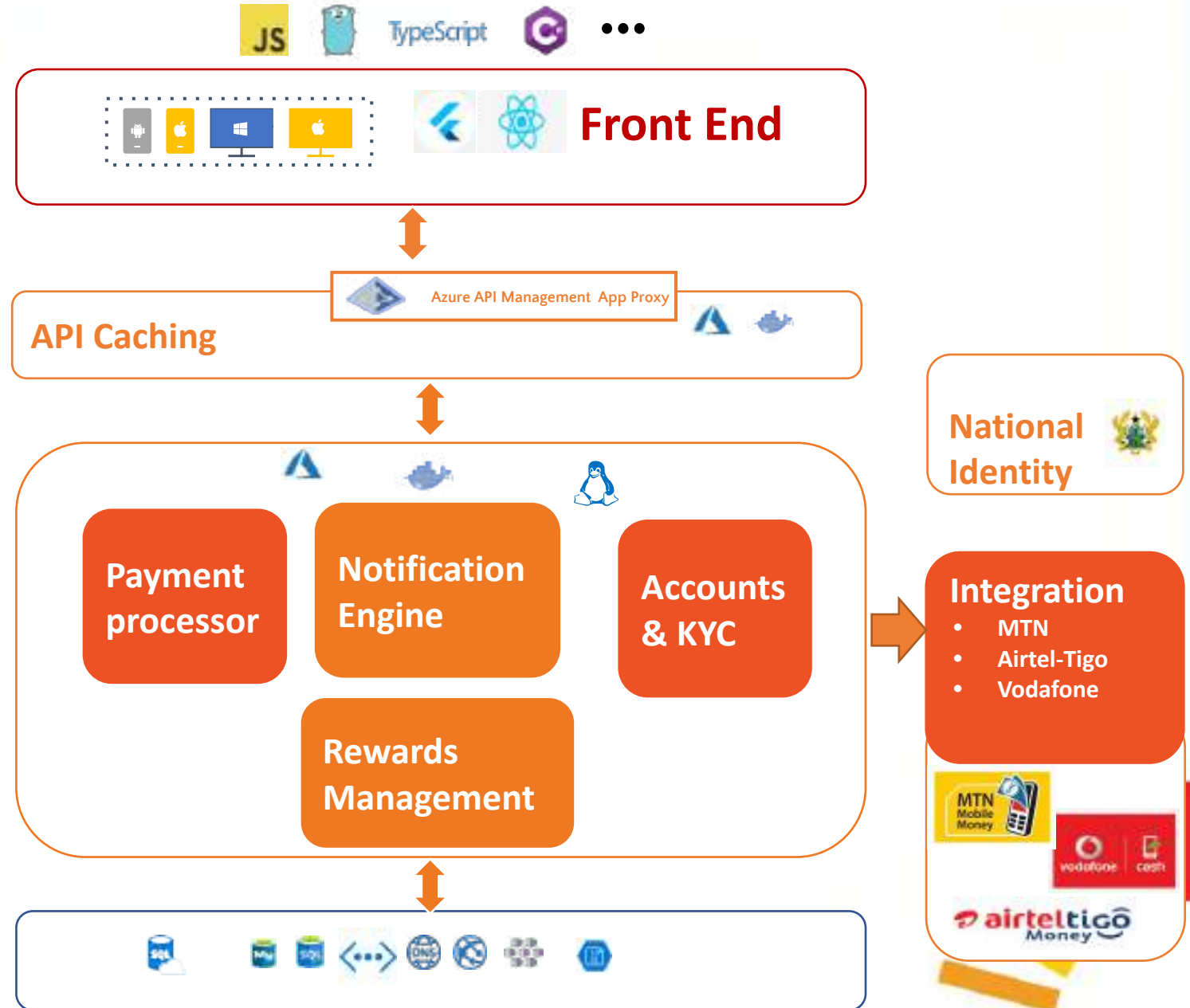


We are certified by the Data Protection Commission of Ghana



# We are truly digital – our tech stack

- We have built the technology through in-house development and 3<sup>rd</sup> parties. This allows us to deploy updates and introduce new features and products quickly.
- We have developed both IOS & Android apps on the front-end. We also have a customer portal with similar functions as on the app.
- The back-end utilizes containerized microservices. Each module is built independently and can be updated or replaced with off-the-shelf services if required (without affecting the other services)
- All cloud based utilizing MS Azure.
- Security - Zero Trust (each component runs its own authentication). Currently undergoing process for ISO-certification



## Forecasts

	USD 2023	USD 2024	FORECAST					
			USD 2025	USD 2026	USD 2027	USD 2028	USD 2029	USD 2030
<b>INCOME STATEMENT</b>								
Total Income	28,213	80,645	170,245	688,182	1,303,990	3,935,667	11,121,647	20,090,231
Total Income Expense	(1,475)	(11,026)	(26,248)	(119,169)	(327,462)	(1,181,141)	(3,234,388)	(5,565,410)
Operational Expenses	(85,792)	(90,743)	(209,519)	(299,872)	(287,835)	(266,274)	(246,831)	(229,313)
<b>Net Profit/(Loss) before tax</b>	<b>(59,054)</b>	<b>(21,125)</b>	<b>(65,522)</b>	<b>269,141</b>	<b>688,694</b>	<b>2,488,251</b>	<b>7,640,428</b>	<b>14,295,508</b>
Income Tax Expense			(1,956)	(69,180)	(172,173)	(622,063)	(1,910,107)	(3,573,877)
<b>Net Profit/(Loss) after tax</b>	<b>(59,054)</b>	<b>(21,125)</b>	<b>(67,478)</b>	<b>199,961</b>	<b>516,520</b>	<b>1,866,188</b>	<b>5,730,321</b>	<b>10,721,631</b>

- Growth in income to be driven by
  - expansion in the loan book increasing interest income
  - an increase in deposit customers and deposits which to be lent out for interest income
  - Increase deposit customers also drives fee income as they transact





Please  
Get in  
Touch!

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