



## REQUEST FOR EXPRESSION OF INTEREST (EOI) FOR THE PROVISION OF SAFARICOM MOBILE MONEY (M-PESA) MASTER AGENTS

In anticipation of the Digital Financial Service License and readiness for the launch of our services here in Ethiopia, we are looking to recruit partners who will recruit and manage our agent network to deliver customer registration, cash in/out, float re-balancing, and training among other services.

### EOI REQUIREMENTS

The requirements for Safaricom M-PESA Master Agents are:

1. Entrepreneurs with a commitment to dedicate their time to this business in a hand- on manner for the foreseeable future.
2. Ability to obtain required minimum startup and operating capital which may vary from time to time
3. Manage aggregated Agents as per operating standards as required by Safaricom Ethiopia
4. Entrepreneurs with passion for high performance and growth.
5. Entrepreneurs dedicated to high customer experience standards and building strong business relationships.
6. Entrepreneurs with strong business expertise, including ability to build business from scratch.
7. The successful applicants will undergo vetting and they will be required to submit their directors' details and police clearance certificates.

Interested entrepreneurs should express their Interest by uploading their details using the link provided;

1. Fully signed application letter clearly indicating their ability to cover the entire country or region of interest.
2. Ability to put up required infrastructure and float investment
3. Investment Plan
4. Operational Requirements
5. Legal Requirements (Due diligence to be done)
  - a) Copy of commercial registration certificate and all business licenses
  - b) Articles and Memorandum Association (where applicable)
  - c) Trading name registration Certificate (where applicable)
  - d) Tax Registration certificate (TIN) and VAT Reg Certificate
  - e) Tax clearance certificate
  - f) Bank details (duly stamped by the Bank)
  - g) Official document with List of Recent shareholders . (where applicable)
  - h) Photo ID/Passport of shareholders and Senior Management of the business
  - i) Declaration as to whether organization prohibited from carrying out profit making business under any law

### SUBMISSION OF RESPONSES

If interested, kindly uploaded your application and details **not later than 5 PM November 25th,2022**

Application to be accessed via:-

<https://m-pesabusiness.safaricom.et>

Only shortlisted firms will be contacted.

### NOTE:

Safaricom Ethiopia reserves, at its sole discretion, the right to select or reject, either in totality or partially, any or all proposals made in the context of this EOI. Any such decisions will be final and no correspondence will be engaged in, other than to inform the bidders of the outcome of the process. Safaricom Ethiopia and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the documents and information submitted in connection with this application.