

### QUARTERLY NEWSLETTER



We are pleased to present to you the second edition of our quarterly newsletter, crafted to keep you updated and inspired by the newest advancements in payment technology, significant events, remarkable achievements, and pioneering innovations driving LankaPay's progress.



- Uncover the progress and innovations at LankaPay
- Get to know the Leadership change at LankaPay
- Get to know the new additions to LankaPay payment network
- Explore the latest in cross-border payment solutions
- Dive into the highlights of recent events and product launches
- Discover how LankaPay is unveiling excellence
- Learn about our commitment to enhancing security



### QUARTERLY NEWSLETTER

### **SNAPSHOTS**



**AT A GLANCE** 







BEYOND BORDERS



EVENTS AND PRODUCT LAUNCHES



UNVEILING EXCELLENCE





### QUARTERLY NEWSLETTER



### MESSAGE FROM THE CHAIRMAN OF LANKAPAY

Mr. L.H.A. Lakshman Silva

It gives me immense pleasure to present to you the second edition of The Informant - our quarterly newsletter. I am delighted to share with you some of our latest innovation and the progress we have achieved in the digital payments sphere since our inaugural issue.

Our journey has continued to boasts growth and transformation. We are committed to identifying and seizing opportunities for market expansion, ensuring that all our stakeholders are a part of this digital transformation journey and benefit from these endeavors. In this edition, we are presenting to you some of the initiatives that we have embarked on and strategic advancements that are driving our mission towards enhancing payment solutions and foster payment connectivity across Asia.

This newsletter reflects our dedication to transparency and open communication. It is a platform for celebrating our collective achievements, sharing global insights and best practices, enriching our knowledge, and advancing the digital payment landscape in Sri Lanka.

As the national payment network, we believe that the benefits of digital payment technologies should be both accessible and affordable to everyone. As per the direction of the National Payment Council and the Central Bank, we are all a part of a national agenda towards driving digital payments in the country. As a vital part of the digital ecosystem, we seek continuous support from the financial sector in driving our payment technology innovations and implementations forward.

As we look ahead, we remain focused on improving payment systems and settlement processes and seek your cooperation towards maintaining stability and reliability of the digital payment ecosystem which is vital to repose greater confidence in digital payment by our stakeholders, deliver greater convenience to our customers and unlock new growth potential in trade, commerce, and investments.

In conclusion, I wish to express my heartfelt appreciation for your commitment and contributions towards a digitally empowered Sri Lanka, which has been a defining factor in driving our nation towards a digital economy worth \$ 15 Bn by 2030. Let us continue to work together, sharing knowledge and fostering synergy, as we move towards a future of boundless opportunities.



### QUARTERLY NEWSLETTER



### MESSAGE FROM THE CEO OF LANKAPAY

Mr. Channa de Silva

It is fulfilling to note how far we have come since our inaugural edition, as we present the second edition of our quarterly newsletter - The Informant. I am eager to share the progress LankaPay has made during the second quarter of the year, whilst keeping you informed, engaged and inspired about our remarkable journey.

In line with our vision "In everything we do, we believe in the value of your time", LankaPay is committed to harnessing seamless solutions, financial inclusivity and a robust digital economy. This edition will delve into the recent breakthroughs, innovations and collaborative efforts with our partners in the financial services sector that are enhancing the digital financial landscape in Sri Lanka.

We are committed to maintaining open communication and fostering strong relationships with all our stakeholders. Through this newsletter, we aim to provide updates on industry trends, technological innovations, significant events and strategic initiatives that are shaping our future.

Your feedback and active participation are vital as we move forward. Together, we can continue to drive progress and innovation, making a lasting impact on the financial services industry in Sri Lanka.

Thank you for your continued support and engagement.



#### QUARTERLY NEWSLETTER



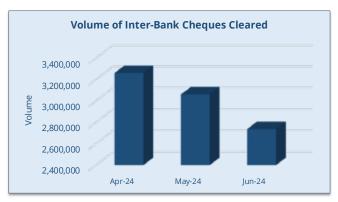
STRATEGIC INSIGHTS:
QUARTERLY PERFORMANCE
ANALYSIS

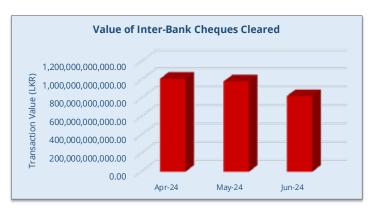
We are thrilled to offer a brief overview of the latest developments and accomplishments of our business. Explore important indicators, case studies, and the outlook for the future as we make our way toward sustainable growth.

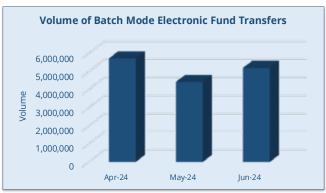


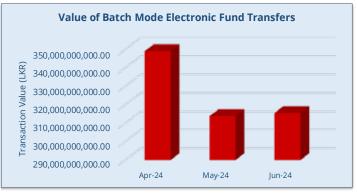


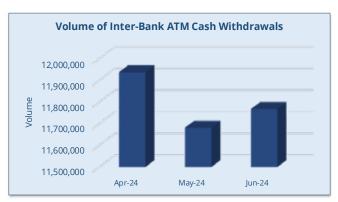
### QUARTERLY NEWSLETTER



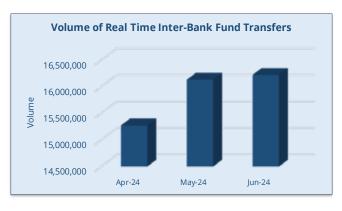








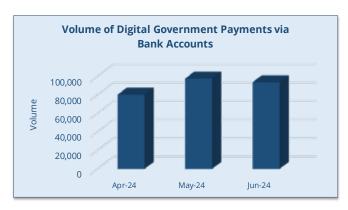


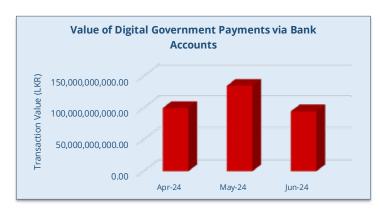




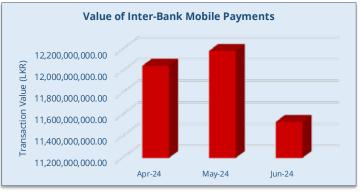


### QUARTERLY NEWSLETTER















#### QUARTERLY NEWSLETTER



Exciting times are ahead as we welcome our new Chairman. His vision and leadership will guide us through the next phase of our journey.

## A NEW LEADER. DAWN OF A NEW ERA



Veteran banker Mr L.H.A. Lakshman Silva was appointed as the Chairman of LankaPay effective June 1, 2024, for a period of three years, succeeding former Chairman Dr. Kenneth De Zilwa, who stepped down after an illustrious three-year tenure. The appointment was made by Dr. P. Nandalal Weerasinghe, Governor of the Central Bank of Sri Lanka.

Mr L.H.A. Lakshman Silva was a distinguished banker with over 35 years of experience in the industry. He began his professional career with the Department of Inland Revenue of Sri Lanka and joined the DFCC Banking Group in 1987. In 2003, he was seconded to DFCC Vardhana Bank as Chief Operating Officer and progressed to become Chief Executive Officer/Executive Director in January 2010.

▶▶▶ FINISH READING ON PAGE 09



### QUARTERLY NEWSLETTER

He also held the position of Deputy Chief Executive Officer/Director of DFCC Bank PLC from October 2015 and was appointed as the Chief Executive Officer/Director in August 2017, serving in that role until his retirement in 2021. Throughout his career, Mr L.H.A. Lakshman Silva held several significant positions, including Chairman of DFCC Consulting (Pvt) Limited, Lanka Industrial Estates Limited, and Synapsys Limited, all subsidiary companies of DFCC Bank PLC. He also served as Chairman of Lanka Financial Services Bureau Limited and Sri Lanka Banks' Association (Guarantee) Limited. Additionally, he was Chairman/Director of Acuity Partners (Pvt) Limited, a joint venture of DFCC Bank PLC, Lanka Ventures Limited, and LVL Energy Fund PLC, and served on the Board of LankaClear (Pvt) Ltd (formerly LankaPay) until December 31, 2021.

Mr L.H.A. Lakshman Silva was a member of the Board of Directors of the Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) and the Board of Management of the Sri Lanka Sustainable Energy Authority. He also serves as an Independent Non-executive Director at Seylan Bank PLC, Finetech Consultancy Pvt Ltd, and HNB Assurance PLC, while holding the position of Chairman & Director of Panasian Power PLC and its subsidiary companies. He was also a Member of the Stakeholder Engagement Committee of the Central Bank of Sri Lanka.

He holds a BCom (Sp.) Degree from the University of Kelaniya and an MBA from the Postgraduate Institute of Management of the University of Sri Jayawardenapura. He is also an Associate Member of the Association of Development Financial Institutions of Asia & Pacific (ADFIAP).

LankaPay, as the national payment network, had made a significant impact on digital transformation in the country and achieved remarkable growth over the last decade. With our global journey beginning in 2022, we have made notable progress in enabling cross-border transactions, paving the way for seamless borderless payments. Mr L.H.A. Lakshman Silva's appointment came at a crucial juncture and is expected to further accelerate LankaPay progress.



### QUARTERLY NEWSLETTER



LankaPay - Sri Lanka's National Payment Network is pleased to welcome new members to the network. These additions promise to significantly contribute to the expansion of the digital payments ecosystem for the country.

## NEW ADDITIONS TO LANKAPAY





In an exemplary move towards digitalisation, the Ministry of Environment began accepting documents signed by LankaSign Digital Signatures, making the document submission process paperless and convenient for customers.

LankaPay is truly proud to be an enabler of the Ministry of Environment's digital transformation.

▶▶▶ FINISH READING ON PAGE 12



#### QUARTERLY NEWSLETTER



It was with great pleasure that we welcome the Sri Lanka Standards Institution for LankaSign Digital Signatures.

In an exemplary move towards digitalization, SLSI began issuing certificates signed by LankaSign Digital Signatures, reducing the hassle in the process for customers. LankaPay is truly proud to have been an enabler of SLSI's digital journey.

## SRI LANKA'S LEADING E-COMMERCE SITE KAPRUKA.COM JOINED JUSTPAY WEB

It was with great pleasure that we welcomed Kapruka.com to JustPay Web. Customers can now make an order on kapruka.com, and pay directly via their bank account conveniently and securely.







### QUARTERLY NEWSLETTER











The signing of the agreement took place on 3<sup>rd</sup> May at the Seylan Bank Head Office where Mr. Dulith Herath - Founder & Chairman of Kapruka Holdings PLC, Mr. Ramesh Jayasekara, Director/Chief Executive Officer – Seylan Bank, Mr. Channa De Silva, Chief Executive Officer – LankaPay, Mr. Dinuka Perera, Deputy Chief Executive Officer – LankaPay, Mr. Eugene Seneviratne, Deputy General Manager – Retail Banking – Seylan Bank, Mr. Sampath Fernando - Assistant General Manager – IT – Seylan Bank, Ms. Gayathri Banneheka – Head of IT - Kapruka Holdings PLC, Mr. Chaminda Senewiratne – Head of Digital Banking – Seylan Bank, Mr. Sanath Vitharana – Chief Manager IT - Seylan Bank, Mr. Kasun Wickramasinghe – Manager Business Development, Mr. Vidula Rajapakshe - Assistant Manager Digital Commerce – Seylan Bank and Mr. Harsha Perera - Tech Lead - Seylan Bank were present.



#### QUARTERLY NEWSLETTER



Explore our insights and advancements in cross-border payments. Learn about the latest trends, technologies, and strategies that are shaping the future of global transactions.

## PHONEPE JOINED HANDS WITH LANKAPAY



LankaPay - Sri Lanka's National Payment Network announced its partnership with PhonePe – one of India's most popular FinTech apps - to enable acceptance of UPI payments at LankaQR merchant points at a grand event held at ITC Ratnadipa, Colombo on 15th May 2024.

The event was graced by His Excellency Shri Santosh Jha, the High Commissioner of India to Sri Lanka, as the chief guest, who highlighted the key role played by fintech connectivity in the overall connectivity between India and Sri Lanka.

▶▶▶ FINISH READING ON PAGE 20



### QUARTERLY NEWSLETTER



Addressing the gathering, the guest of honour – Dr. Nandalal Weerasinghe, Governor of the Central Bank of Sri Lanka (CBSL), acknowledged the collaboration's capacity to unlock new opportunities and enhance competitiveness and the benefits that it would bring to Sri Lankan merchants.











### QUARTERLY NEWSLETTER

Mr. Channa de Silva, CEO - LankaPay also made an insightful presentation at the event giving a snapshot of Sri Lanka's digital payment landscape followed by an insightful panel discussion on 'The Future of Digital Payments in Sri Lanka: Opportunities for Sri Lankan Businesses,' which focused on the possibilities and growth avenues for local businesses. The session featured Mrs. Shashi Kandambi, GM/CEO, National Savings Bank; Mr. Sanjay Wijemanne, COO, Hatton National Bank PLC; Mr. Conrad Dias, Chairman, LOLC Finance PLC; and Ms. Renuka Fernando, Chairperson, Dialog Finance PLC who discussed how businesses can leverage digital payment technologies and tap into a wider market to stay competitive in an evolving economic landscape. The session was moderated by Mr. Channa de Silva, CEO – LankaPay.

Following the panel discussion, Mr. Ritesh Pai, the CEO of International Payments at PhonePe, unveiled insights on leveraging UPI for global markets and the growth prospects it offers for merchants.

The event also saw the presence of several key stakeholders from the Sri Lankan financial landscape, including senior representatives from Banking sectors, Payment System Providers, and representatives from the tourism sector and business associations. This alliance is facilitated by the NPCI International Payments Limited (NIPL).

During the event, PhonePe announced that its app users travelling to Sri Lanka can now make payments using UPI across LankaPayQR merchants nationwide. Users can simply scan LankaQR code to make secure and quick payments without carrying cash or calculating currency conversions. Their account will be debited in INR, showing the currency exchange rate. These transactions are facilitated by the Unified Payments Interface (UPI) and LankaPay National Payment Network.















### QUARTERLY NEWSLETTER

#### **PARTNERSHIP WITH UNIONPAY**

LankaPay – the national payment network of Sri Lanka announced its partnership with UnionPay International (UPI), the leading international payment network in the world in May 2024 enabling cross-border ATM connectivity.

This collaboration marks a significant milestone in LankaPay's global journey towards fostering cross-border payments with a view to providing greater convenience to tourists who visit Sri Lanka.









### QUARTERLY NEWSLETTER







With the rebound of tourism and international trade in Sri Lanka, seamless cross-border financial transactions became a pressing need. Recognising this demand, UnionPay International and LankaPay joined forces to establish a comprehensive network that enabled UnionPay cardholders to access ATMs across Sri Lanka, providing unparalleled convenience and accessibility.

Access to cash withdrawals at almost any ATM across the country, means that UnionPay customers will have over 99% ATM coverage in Sri Lanka, eliminating the need for currency exchange and enhancing their overall travel experience. Moreover, this initiative contributes to the country's goal of becoming a preferred destination for tourists and investors by offering world-class payment infrastructure and services.





### QUARTERLY NEWSLETTER





UnionPay International South Asia Head Hu Binghan said: "UnionPay is committed to enhancing payment products and services for our cardholders across the world. LankaPay is one of our most important partners. The cooperation this time is one of our joint efforts to better serve our customers, marking another milestone in our deepening cooperation.

It is expected to further encourage tourists, especially Chinese tourists, to visit Sri Lanka. Chinese tourists have been a key driver of tourism growth in Sri Lanka in recent years, and the new service is likely to accelerate this trend."

LankaPay CEO Channa de Silva said: "Our partnership with UnionPay International is a significant milestone in our global journey towards fostering cross-border connectivity for financial transactions, enhancing customer convenience and accessibility to payment services in Sri Lanka.

This partnership underscores our commitment to providing innovative payment solutions and driving financial inclusion. Together with UnionPay, we aim to empower consumers and businesses, spurring economic growth in Sri Lanka. By integrating UnionPay's extensive network with LankaPay's robust national infrastructure, we are poised to redefine cross-border payment experiences and propel Sri Lanka towards a digitally enabled economy."

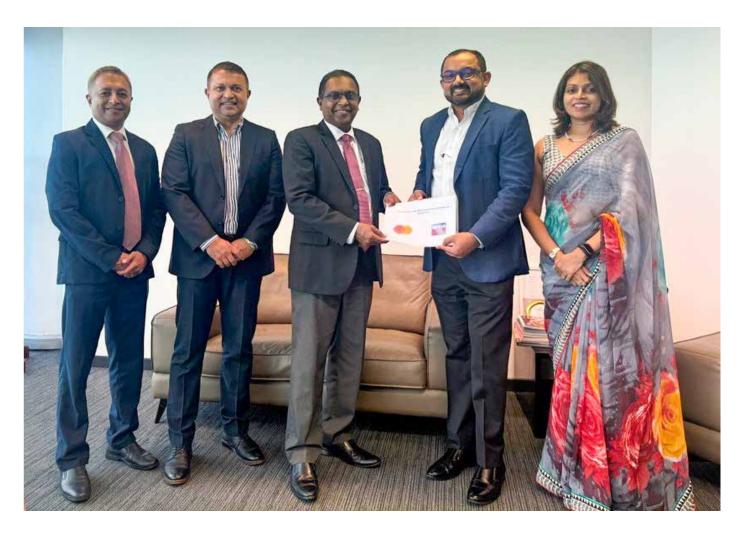
As UnionPay International and LankaPay continue to collaborate closely, we remain committed to driving innovation and advancing the digital payment landscape in Sri Lanka, ultimately enriching the lives of consumers and fostering economic growth nationwide.



### QUARTERLY NEWSLETTER

## MASTER CARD COLLABORATES WITH LANKAPAY

In May 2024, Mastercard announced its partnership with LankaPay, to further strengthen the cybersecurity infrastructure of the country's financial services sector via the Financial Sector Computer Security Incident Response Team (FinCSIRT). As their contribution to the national payment infrastructure, LankaPay established FinCSIRT in 2014 to safeguard the financial sector from potential cyber security threats as a collective effort involving the Central Bank of Sri Lanka, the Sri Lanka Banks' Association, and the Sri Lanka Computer Emergency Response Team Coordination Centre.





### QUARTERLY NEWSLETTER



They have been helping the financial sector since its inception from potential cyber security threats by providing proactive and reactive support. As part of this collaboration, FinCSIRT will leverage on RiskRecon, an advanced cybersecurity solution by Mastercard, to further help financial institutions (FIs) safeguard operations and ensure consumer data protection.

RiskRecon by Mastercard empowers organisations to gain deep, continuous risk insight by evaluating over 40 security criteria across nine domains.

It also helps streamline the vendor cyber risk management process, allowing organisations to select new vendors faster by prioritising their third-party assessments based on RiskRecon-rated vendor performance.

With this powerful solution financial institutions in Sri Lanka can access detailed reports on their overall cyber risk profile. Further, they will be able to compare risk performance ratings of multiple vendors simultaneously, enabling them to select the service provider which best meets their risk performance requirements.

Dr. Kenneth De Zilwa, then Chairman of LankaPay, said, "In a rapidly evolving digital environment, it is vital that the security of the financial ecosystem is prioritised. We take cyber security threats very seriously and established the FinCSIRT many years ago to support the financial sector from potential cyber security threats. This partnership with Mastercard highlights LankaPay's determination to further strengthen the cybersecurity defense systems of member institutions, ensuring the integrity of their operations and protection of customer data."

Sandun Hapugoda, Country Manager, Sri Lanka and Maldives at Mastercard, said, "With the growth of digital financial services and proliferation of online transactions, it's important that financial institutions in Sri Lanka adopt robust cybersecurity measures. Mastercard's collaboration with LankaPay demonstrates its commitment to strengthening the country's digital ecosystem, paving the way for a secure and resilient digital economy that benefits everyone, everywhere."



#### QUARTERLY NEWSLETTER



We are excited to announce the latest updates on our recent events and product launches. Keep an eye out for the innovative solutions and opportunities we have introduced to the market.

## WE RE-LAUNCHED OUR WEBSITE







In April 2024, we relaunched our website, providing you with convenient access to information about us and our product offerings. With a sleek interface, intuitive navigation, and enriched content, we aim to provide our valued customers and stakeholders with greater convenience and an enhanced user experience every time they visit our new website.

▶▶▶ FINISH READING ON PAGE 31



#### QUARTERLY NEWSLETTER











Key features of the new LankaPay website include:

- The accessibility feature First in Sri Lanka to fully comply with the Web Content Accessibility Guidelines (WCAG) 2.2, published by the W3C. This means that our website is accessible to everyone, including differently abled persons.
- A modern and responsive design that offers a seamless browsing experience across all devices.
- Data-driven insights with Google Analytics.
- Social wall Ability to integrate multiple social media platforms to a single wall.
- Event calendar The feature allows you to view upcoming events and confirm your participation, offering a user-friendly experience.
- Enhanced interaction points.
- Newsletters and blogs to stay informed with the latest news, updates, and insights from the world of LankaPay.





#### QUARTERLY NEWSLETTER

## STRATEGIC PARTNER OF THE FITIS DIGIGO PAVILION



Sri Lanka showcased its industries at the "International Industry Expo 2024," from 19<sup>th</sup> to 23<sup>rd</sup> June, 2024, at the Bandaranaike Memorial International Conference Hall (BMICH) in Colombo, Sri Lanka. The Expo was organized by the Ministry of Industries and the Industrial Development Board (IDB).

The main objective was to create a platform to bring together industry-related local and international stakeholders.





We are delighted to have participated in the International Industry Expo 2024 - South Asia's Largest Industry Expo - as the Strategic Partner of FITIS DigiGo Pavilion. The 5-day exhibition which came to an end on 23<sup>rd</sup> June had over 1,300 exhibitors. According to the National Labour Force Survey 2022 conducted by the Department of Census and Statistics, 26.4% of the employed population is occupied in the industrial sector. In 2022, the contribution of the industrial sector to GDP was 27%.

We at LankaPay as the National Payment Network, understand the significance of the industrial sector to the economy and our objective is to empower the sector with digital financial knowledge and cutting-edge payment solutions, enhancing the efficiency levels and thereby enabling them to be globally competitive.



### QUARTERLY NEWSLETTER

We were glad to connect with ambitious entrepreneurs and exporters at this 5-day exhibition. We showcased our digital financial solutions and discussed the potential benefits they could offer in building a digital economy. We also invited them to join us in this journey.















### QUARTERLY NEWSLETTER

## LANKAPAY INTERBANK QUIZ COMPETITION SEASON IV



The season 04 of LankaPay Interbank Quiz Competition brought together the sharpest minds from various banks, sparking intense battles of wit and knowledge. Participants dazzled us with their expertise, quick thinking, and teamwork, making it an unforgettable experience. Dive into the excitement as we celebrate the achievements and camaraderie that made this event a resounding triumph!



Bank of Ceylon team clinched the top spot while the Global Payments team secured the 1st runner-up spot.

Commercial Bank of Ceylon PLC team bagged the 2<sup>nd</sup> runner-up position.

With over 25 teams participating, the quiz competition proved to be an engaging and entertaining event, hosted by our dynamic Quiz Master - Dominic Kellar.



### QUARTERLY NEWSLETTER

















### QUARTERLY NEWSLETTER

## FAREWELL TO DR. KENNETH DE ZILWA - FORMER CHAIRMAN OF LANKAPAY

The LankaPay team bid farewell to our former Chairman, Dr. Kenneth De Zilwa, and, celebrated his illustrious 3-year tenure, on June 19th, 2024, at the 1864 Limited Edition Restaurant, Galle Face Hotel.

His visionary leadership profoundly shaped our journey, guiding us to expand regionally and leaving behind an indelible legacy of inspiration and determination. We are grateful for his valuable contribution, which enabled us to reach even greater heights as we continue our journey of innovation and excellence.



































### QUARTERLY NEWSLETTER





































### QUARTERLY NEWSLETTER

## CEREMONIAL OPENING OF NEW LANKAPAY HEAD OFFICE BUILDING 'THE ZENITH'

'The Zenith,' LankaPay's new headquarters, was declared open on 28<sup>th</sup> May 2024, by Dr. P. Nandalal Weerasinghe, Governor of the Central Bank of Sri Lanka. This marks a historic milestone in our journey spanning over 22 years.

'The Zenith' symbolises the commitment of LankaPay to deliver services at the highest level as the National Payment Network of Sri Lanka to foster economic growth and drive financial inclusion. May this building serve as a beacon of hope for digital transformation in the country and bring prosperity to all those who enter through its doors. 'The Zenith' is dedicated to the advancement of Sri Lanka's financial services and the well-being of all our people.





















### QUARTERLY NEWSLETTER



















































### QUARTERLY NEWSLETTER



















































#### QUARTERLY NEWSLETTER



Have a glimpse of the groundbreaking innovations and revolutionary advancements that are shaping the future of banking and technology.

# PRESS CONFERENCE ON DMASL DIGITAL SUMMIT SRI LANKA 2024





LankaPay was proud to partner with the Digital Marketing Association of Sri Lanka at their Digital Marketing Summit 2024 as the Payment Network Partner.

The DMASL Digital Summit 2024, held under the theme "Charting the Uncharted" on the 3<sup>rd</sup> and 4<sup>th</sup> July 2024 at Waters Edge, aimed to bring together a diverse group of professionals, including digital marketing experts, advertising agencies, business leaders, and technology enthusiasts, creating an environment of learning, networking, and collaboration.

The Digital Marketing Summit Sri Lanka 2024 Press Conference was held on June 20, 2024, at Waters Edge, Battaramulla where Mr. Channa de Silva-CEO of LankaPay presented the sponsorship cheque.



### QUARTERLY NEWSLETTER



Learn about our collaborative efforts with key financial institutions and the importance of public awareness on financial frauds in safeguarding digital transactions.

### NATIONAL CAMPAIGN AGAINST FINANCIAL SCAMS





Meeting a long-felt need, LankaPay was proud to have partnered with the Central Bank, Sri Lanka Banks' Association, SLCERT, FinCSIRT, and the entire financial sector to launch a nationwide public awareness campaign on financial scams on 15th May 2024.

▶▶▶ FINISH READING ON PAGE 34



### QUARTERLY NEWSLETTER



LankaPay, the island nation's National Payment Network, has joined forces with the Sri Lanka Banks' Association, SLCERT, FinCSIRT, and the entire financial sector to spearhead this crucial campaign. This effort is designed to counteract social engineering attacks and financial scams through a national-level public awareness initiative.

The guidance provided by the Central Bank and National Payment Council from the inception of this campaign was noteworthy. The working group for creating customer awareness and payment-related scams appointed by the NPC provided valuable input from a survey involving over 7,300 banking customers.

We acknowledged with gratitude the financial assistance provided by IFC at the initial stages in developing the campaign material and the financial contribution made by the Central Bank, Bank of Ceylon, Commercial Bank, Hatton National Bank, Peoples Bank, Sampath Bank, Seylan Bank, LOLC Finance, and LB Finance towards the mass media campaign.

We believe that our collective effort has helped raise public awareness and effectively curtail the incidence of financial fraud and social engineering attacks.







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