

# PAY2M



## COMPANY OVERVIEW

### Elevator Pitch

PAY2M empowers banks and FinTechs with a cutting-edge digital payment platform, revolutionizing financial experiences.

### The Problem

- Monopolistic Control of Banks Stifling Digital Growth
- Absence of Third-Party Payment Processors (TPPs) due to market size.

### The Solution

Digital Payment Platform (DPP) As A Service. A single destination for comprehensive managed services, covering issuance, acquiring, and seamless scheme connectivity – all on a flexible Pay-As-You-Go mode.

### USP

- Licensed Entity by Qatar Central Bank.
- VISA Cybersource Partner
- Comply with Data On Soil
- Direct Connectivity with Local and International Schemes

### Customer Segments

Banks and Financial Institutions

### Revenue Model

- Interchange Revenue on TXN
- One-time setup fee
- Recurring Service Fee

### Traction/Growth

USD 20 MN (FY, 2023)

### Near-Term Strategy

Establish presence in Oman and Kuwait in next 12-18 Months via partnering with local banks to offer our DPP.

## INVESTMENT OPPORTUNITY

Funding To-Date	:	USD 1MN
Current Runway	:	6 Months
Current Shareholders	:	Twyla Technology
Funding Sought	:	USD 4MN
Funding Status	:	Ongoing (USD 500K with QDB committed)
Target Closing Date	:	Aug-24
Deal Terms	:	To be discussed

### Facts

**Industry:** FinTech  
**Sector:** Financial Services  
**Inc. Date:** 2021  
**Inc. Place:** Qatar  
**Accelerated By:** QDB

### Links

**Website:** [www.pay2m.com](http://www.pay2m.com)  
**Instagram:** [pay.2m](https://www.instagram.com/pay.2m)  
**LinkedIn:** [pay2m](https://www.linkedin.com/company/pay2m)

### Metrics

As of: May 2024

Revenue (USD)	USD 20MN
Employees	21

# PAY2M



## TEAM



**Team Member 1**  
**Nauman Gul**  
**Co-founder & CEO**

20+ years of expansive experience in: Technology business, Expertise in digital transformation, innovation, sales, and leadership roles, Entrepreneur with full P&L responsibility.

He holds a degree: Information System from AUST, Account Management and Leadership from Germany. Digital Platform Strategy for Success from MIT USA.



**Team Member 2**  
**Adnan Ali**  
**Co-founder & MD**

20+ years of diversified experience in: Banking & Fintech Industry, Left Banking as EVP & Chief Digital Officer. Worked in Local and International Banks. Successfully launched Pakistan's first regulated Payment Gateway (i.e., PayFast).

He holds a degree: MBA In Banking & finance, OCP, PMP & CCNA.

## PRODUCT IMAGE/SCREENSHOTS

