



INVESTEE PROFILE: DINARAK

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Location:	Comprehensive service coverage across Jordan, with specific focus on regions with high refugee populations and remote areas.
RLI Category:	Potential R3 company with products/services for refugees
Company Background:	Dinarak is an impact-driven licensed mobile payment service provider in Jordan and digital international remittance gateway globally. The platform allows users to manage all key aspects of their financial lives, including money transfers, digital international remittances gateway, bill payments, QR payments, and international remittance services from one place. Dinarak also offers a comprehensive suite of business solutions, such as international remittances, paying suppliers, repaying loans, and streamlining payroll with instant bulk fund disbursement. Recognized by Forbes, Deloitte, MIT, among others, for its innovative financial solutions. Licensed by the Central Bank of Jordan.
Industry/Sector:	Financial services/Fintech
Products/Services:	<ul style="list-style-type: none"> • Offers a simple, user-friendly mobile wallet for comprehensive financial transactions. • Operates the largest authorized agent network in Jordan, consisting of over 3,000 agents, facilitating services in remote and urban areas alike. • Solutions are tailored to meet Islamic financial rules and include a first female agent network in the MENA region, promoting gender equality. • Integrates financial education as a core component to ensure users understand and can fully utilize financial services. • Provides a wide array of services including bill payments, QR payments, national and international money transfers, mobile prepaid card reloads. • Acts as a key player in dispersing salaries and aid for various government ministries, NGOs, and businesses, enhancing speed and safety. • Engages with NGOs like Mercy Corps and USAID to enhance service delivery and financial inclusion projects. • Owns “Aysar,” which is a licensed, certified, and accredited digital gateway system for international remittances and a mobile digital wallet in Jordan.
Export Activity:	N/A
Financial Performance:	<ul style="list-style-type: none"> • Processed \$2.5 billion (Value of Transactions) • \$2 million in yearly revenue and 76% gross profit margin • 40% year-over-year growth rate with 175,000 active users • Debt Free
Management Team:	Imad Aloyoun is CEO of Dinarak. His background spans cybersecurity, technology, leadership, and fintech.
Employees and Refugee Workforce:	Has an extensive, professional team, including heads of operations, finance, agents, and strategy and projects.

Market Overview and Trends:	<ul style="list-style-type: none"> Expanding agent network and service offerings to include more comprehensive digital financial services. Aims to expand internationally with specific interest in entering markets like Iraq, Saudi, and the UAE.
Estimated Investment Needs:	<p>Actively seeking investment (\$3M Series-A) and partnerships to support expansion and operational enhancement, including: Product Development (international remittances, Visa card issuance, and the digital marketplace); Talent Acquisition and Operations (including (scalable tech infrastructure (servers, cloud services, and security), strengthening risk management and AML, improve data driven modelling and decision making); Regional Expansion (platform provider in the region increasing ROI and expanding via international remittances service provider). Open to equity investments, grants, and other forms of financing to facilitate growth and product development.</p>
Prior Experience with Investment:	<p>Dinarak is part of the Village Capital Cohort, USAID BGA program, and Flat6Labs Start Mashreq Accelerator Program. Currently raising up to \$3 million Series-A round, after having already raised \$4 million from the founders and angel investors (Bootstrap) and raised from Zamzam Exchange \$2 million. Currently Dinarak is in conversations with DRC and iGravity to raise half a million dollars.</p>
RLI Thesis and Impact Opportunity:	<p>Dinarak is poised for growth, with plans to double its customer base and extend its technological infrastructure to support more complex financial services, reaching underserved and underbanked in the region through fintech. It is focused on increasing its customer base and enhancing digital transaction volume, especially in underrepresented regions. Dinarak is working with the Government, Businesses, and NGOs such as National Aid Fund, Municipalities, Ministries, GIZ, USAID, Mercy Corps to build an impact via partnerships.</p> <ul style="list-style-type: none"> Provide cheaper, convenient, affordable, and secure digital financial services. Bridge the gap between the unbanked and traditional banking systems (via partnerships and a commitment to inclusivity) Enable access to essential financial services and propel economic growth/local community development Align with United Nations Sustainable Development Goals and regulatory compliance to create social and market impact Foster financial inclusion and literacy Empowering individuals, government agencies, businesses, youth, refugees, women, entrepreneurs, and rural communities by: <ul style="list-style-type: none"> - Facilitate payment digitization -Transparent payments -Job creation and additional income -Reduced inequality and livelihood support
RLI Technical Assistance Needs:	<p>Potential needs include support for navigating international markets, securing more stable funding sources, and technical partnerships to enhance product development and implementation. Will also benefit from RLI networking and storytelling to support narrative change.</p>