**Paytabs Corporate Profiles**

**Corporate Profile: Long Version**

(650 words)

PayTabs is an award winning, B2B, payment processing company. PayTabs caters to growing small and medium enterprises, large corporations and the e-commerce market by empowering merchants with a range of comprehensive payment solutions.

It was established in 2014 by the Saudi entrepreneur Abdulaziz Al Jouf. The journey of revolutionising online payments in the MENA region began when Abdulaziz experienced first-hand the difficulties faced by the MENA market in processing online payments and, he thought: “Why not build one?” instead of spending tedious hours pursuing acquiring banks.

That’s how PayTabs was born. Abdulaziz decided to build a simple and secure payment gateway platform to help business owners who had no access one. To Abdulaziz PayTabs represented the solution to the problem which was preventing the growth of e-commerce and digital payments in the Middle East. This revolutionary vision caught the attention of top institutions in Saudi Arabia and within a short span of time PayTabs was officially under the wing of Saudi Aramco’s entrepreneurship support venture ‘Wa’ed’. Since its conception, Paytabs has been growing fast, “Adding a zero to the end of its revenue figure every year since we started,” Abdulaziz says.

PayTabs then gained momentum, processing payments quickly, securely and efficiently in 168 currencies. PayTabs offers clients services to seamlessly ‘plug and play’ various features on to their websites. It offers ecommerce websites seamless integration with a tool known as API plugins and offers simple invoicing services for merchants and professionals.

It typically takes merchants months to integrate with a bank in the MENA region. PayTabs can achieve the same in just a couple of hours, thanks to its advanced technology. Abdulaziz created Paytabs primarily for SMEs, which now make up 80 percent of its clients. The organisation claims a 92 percent satisfaction rate from its global customer base.

In 2017, PayTabs raised capital from undisclosed investors. In line with PayTabs’ unique global but local, and customising payment products and tailor-making services to suit local small and medium business enterprise needs, the company plans to utilise the funding to operate in at least 20 new markets in Africa, Europe, Southeast Asia and the MENA region.

PayTabs is acutely aware of the rising rate of e-commerce fraud. PWC’s 2018 *Middle East Economic Crime & Fraud Survey* recorded a 34 percent rise in financial fraud in 2017. Paytabs offers its clients protection against fraud by using sophisticated artificial intelligence data protection and has already blocked over $400 million of fraudulent transactions.

PayTabs’ momentum was maintained in the first week of 2018 when it announced the launch of a user-friendly mobile app to further enhance the delivery of its payment solutions. Today, with over 100 passionate team members and dedicated offices in Saudi Arabia, UAE and presence in Bahrain, India and the Philippines, PayTabs is fast emerging as the preferred payment solution company.

Abdulaziz and Paytabs have been regularly lauded by his peers both in the region and internationally. For example, Abdulaziz figured on the cover *of Arabian Business* in June 2018 and was featured in a major interview; three months earlier Paytabs was awarded the title of ‘Fintech Company of the Middle East’ at the prestigious *Arabian Business* Achievement Awards. It earned the ‘Best Global Online Payments Solution Award’ at the World Payment Congress in 2017 and was granted ‘The Innovation Leadership Achievement Award’, by *The Asian Banker* in 2017. Paytabs also secured the ‘Top Fintech Influencer in the Middle East’ by the London-based global fintech hub LATTICE80, came fourth on the ‘Top 100 Startups in the Arab World 2017’ *Forbes Middle East 2017* list and was selected as the Number One of *Forbes’ Middle East* magazine’s most promising Saudi startups in 2016.

Both PayTabs and Abdulaziz have also been featured in other leading magazines including *Forbes Middle East* and *Entrepreneur* and in interviews with international media organisations such as *Bloomberg, Reuters, Sky Arabia, CNBC* and *CNN Arabic.*

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**Corporate Profile: Short Version**

(250 words)

PayTabs was established in 2014 by the Saudi entrepreneur Abdulaziz Al Jouf.

The journey of revolutionising online payments in the MENA region began after Abdulaziz faced problems finding a payment gateway for one of his businesses. Instead of chasing acquiring banks Abdulaziz decided to build a simple and secure platform to help other SMEs.

This ingenuity caught the attention of premier institutions in Saudi Arabia and soon PayTabs was officially taken under the wing of Saudi Aramco’s ‘Wa’ed’ entrepreneurship programme.

PayTabs has fast gained a reputation as a company which processes payments securely and efficiently. PayTabs offers B2B services to seamlessly ‘plug and play’ features on client websites. It offers ecommerce websites seamless integration with a tool known as API plugins and offers simple invoicing services for merchants and professionals.

Paytabs’ CEO, Abdulaziz figured on the cover *of Arabian Business* and was featured in a major interview in June 2018. The company was awarded the title of ‘Fintech Company of the Middle East’ at the prestigious *Arabian Business* Achievement Awards in 2018; Best Global Online Payments Solution Award, World Payment Congress in 2017; Innovation Leadership Achievement Award, by *The Asian Banker* in 2017; ‘Top Fintech Influencer in the Middle East’ by the London-based global fintech hub LATTICE80, also in 2017; and #1 of *Forbes’ Middle East* magazine’s most promising startups in 2016.

PayTabs has dedicated offices in the GCC, especially the UAE & Saudi Arabia and presence in many other locales including Egypt, India & the Philippines.

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**Corporate Profile: Mini Version**

(150 words)

PayTabs is an award winning, B2B payment processing company. It was founded by Saudi entrepreneur Abdulaziz Al Jouf.

Having processed the first live payment gateway transaction in June 2014, today the company processes transactions in 168 currencies, safely and securely. Using a tool known as API plugins, PayTabs facilitates seamless integration for merchants across 49 industries to ‘plug and play’ features on to their websites. PayTabs prides itself on offering electronic invoicing services enabling businesses to enjoy added convenience with paperless invoicing.

PayTabs’ vision is to be global in outlook but next door in service, whereby payment products can be customized via different business models to suit start-ups, small and medium organizations, and enterprise needs.

PayTabs has dedicated offices in the GCC, especially the UAE & Saudi Arabia and presence in many other locales including Egypt, India & the Philippines.

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