EXPRESSION OF INTEREST (EOI)

EXPRESSION OF INTEREST FOR AN AGENCY PARTNERSHIP WITH A FINANCIAL INSTITUTION UNDER PPR (2004)

Pakistan Post is a premier public sector organization offering a wide array of financial, mail and logistics services through a network of 12,000 post offices across the country. Pakistan Post intends to digitize its financial and remittance services through an agency partnership with a Financial Institution (FI) under State Bank of Pakistan (SBP) Branchless Banking Regulations, 2016 to make itself compliant with AML/CFT Act, 2010 as amended in 2020 and rules made there under.

Expression of Interest (EOI) is requested from reputable FIs, holding valid Branchless/ Commercial banking license issued by the SBP, for agency partnership with Pakistan Post.

FIs fulfilling the following conditions may participate in the EOI process:
- Holding at least AA + rating in case of a commercial bank
- SBP authorized for providing branchless banking services or providing similar/ equivalent services
- Average Net Profit per annum amounting to at least PKR 5 billion (supported by the certificate)
- Operating a network of 400+ branches with core/ commercial banking solutions; however this condition will not be applicable to FIs/ Fintech which hold valid branchless banking license
- Capable and authorized by SBP to switch inter-bank financial transactions
- Should not be a Third-Party Service Provider (TPSP)
- Should not be black listed or any penalty imposed by the regulator for fraudulent activities.
- Ability to provide its own liquidity for financial transactions
- Ability to offer end–to-end digitization solutions for mail and financial services (single composite counter with backend ERP solution)
- Ability to deploy hardware and allied accessories in all post offices with the capability to integrate with varied applications

Interested FIs are requested to furnish the following information latest by 15th March 2021 at 11:00 a.m. The profiles will be opened at 11:30 am on the same day.

1. Complete FI Profile
2. Evidence of necessary SBP approval(s)
3. List of the major digital financial services initiatives
4. Audited Annual Reports for the past three years

Pakistan Post reserves the right to reject any EOI under the PPR-2004.

Muhammad Zaheer
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