



INTERNATIONAL COMMISSION FOR POSTAL FINANCIAL SERVICES &
BUSINESS
/ICPFSB/

Post € Fin-Newsletter



Special points of interest:

- A joint venture agreement between An Post and the Belgian/Dutch international financial services company, Fortis
- The new financial services joint venture will utilise the network of post offices
- Fully functioning retail bank will offer a broad range of financial services and products including insurance, mortgages, credit cards

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Government Approves An Post-Fortis Banking Joint Venture

28 September, 2006 -
[Press Release]

"The Irish banking sector received a major boost today following the approval by the Government of a joint venture agreement between An Post and the Belgian/Dutch international financial services company, Fortis. This fully functioning retail bank will offer a broad range of financial services and products to the Irish market, including insurance, mortgages, credit cards, indeed all the services to be expected from a first class retail bank.

The joint venture will employ approximately 250 people initially, rising to 500 within five years, and its products will be rolled out between March and July of 2007. This decision, which will change the face of banking in Ireland, is seen as a positive, exciting and strategically important initiative for customers, the shareholder, staff, management and Postmaster contractors. Fortis, which has a market capitalisation of €39.7 billion, was chosen as the preferred partner following a rigorous selection process which reviewed proposals from both Irish and international players.

Fortis is actively participating in successful joint ventures elsewhere, notably with the

Belgian post office. The parties are investing heavily in the joint venture which will be a 50/50 partnership between An Post and Fortis. An Post will provide access to its network of branches together with two successful trading entities, PostPoint and One Direct.

Fortis will contribute its international experience and expertise as well as cash. One Direct will form an integral part of the new company and its headquarters in Athlone will play a pivotal role. The new financial services joint venture will utilise the network of post offices throughout Ireland to deliver a wide range of simple, straightforward, value for money retail banking products and services which will appeal to the banked and unbanked alike.

An extensive programme of training, refurbishment, branding, promotion and product preparation will be undertaken during the coming months.

The products and services of the joint venture will be rolled out from early 2007 and these will include telephone and internet banking."



"This fully functioning retail bank will offer a broad range of financial services and products to the Irish market, including insurance, mortgages, credit cards, indeed all the services to be expected from a first class retail bank"

Eurobank EFG to acquire DZI Bank in Bulgaria

30 September, 2006 -
[[Press Release](#)]

“Eurobank EFG has reached an agreement with DZI Life Insurance A.D. and other shareholders of DZI Bank in Bulgaria to acquire shares representing 74.26% of the bank’s share capital. The total consideration for the transaction will amount to approximately €158 million, which includes 2 million Eurobank EFG shares.

DZI Bank is a medium-sized Bulgarian bank listed on the Bulgarian Stock Exchange and operates a network of 131 branches and 43 micro-branches with ca. 1,300 employees. DZI Bank is particularly strong in corporate and commercial banking, deposit gathering and card issuing. In June 2006, DZI Bank had Total Assets of €563 million, Loans of €250 million and Deposits of €477 million. The Bank is a mem-

ber of the DZI Financial Group which is active in general, life and health insurance, brokerage and real estate.

Eurobank EFG is already present in Bulgaria through its subsidiary Bulgarian Post Bank with a distribution network of 143 branches.

Eurobank EFG’s objective is to combine the two entities, in order to strengthen its leading position in the rapidly growing Bulgarian market. The future integration of the two banks will generate synergies both in operations and in distribution, capitalizing on the strengths of each organization. The combined entity with a network of more than 250 branches will be one of the largest Bulgarian Banks commanding a market share equal or exceeding 10% in Total Assets, Loans

and Deposits.

The acquisition of DZI Bank in Bulgaria follows that of Universal Bank in Ukraine, the roll out of a branch network in Poland and the acquisition of Tekfenbank in Turkey earlier this year and is consistent with the announced strategy of Eurobank EFG group to expand its activities in the most important markets of New Europe.

Closing of the transaction is subject to regulatory approvals in Bulgaria, Greece and Switzerland, and is expected to occur in the fourth quarter of 2006.”



“Eurobank EFG is already present in Bulgaria through its subsidiary Bulgarian Post Bank with a distribution network of 143 branches”

Croatia's HPB signs for Infosys core banking system

14 September, 2006 -
[[Infosys Technologies](#)]

“Infosys Technologies (NASDAQ:INFY) today announced that the only large domestic bank in Croatia, Hrvatska Poštanska Banka (HPB), has selected Finacle Universal Banking Solution from Infosys to drive its technology-led transformation initiative.

Finacle core banking solution will replace the bank’s legacy system and help strengthen the bank’s competitive position by enabling innovation, greater process efficiencies as

well as by meeting the new regulatory requirements, including Basel II. HPB will also deploy the Finacle e-banking and treasury solutions.

Earlier the bank was using decentralized in-house legacy system which lacked a unified view and seamless real time integration capabilities. The system did not facilitate easy and quick launching of new products and services which is one of the crucial points of success in today’s competitive banking environment.

According to Mr Sasa Stankovic, Senior Executive Director - Project Management

Office in HPB, “We have embarked on a technology-led transformation exercise to ensure that we fast pace the introduction of new and innovative products to delight our customers.

We are further planning to scale up our operations leveraging the postal network and emerge as a front runner in the retail banking market.

We realized the benefits of choosing Finacle Universal Banking Solution as our core technology platform, as it offers great flexibility, seamless real time integration and powerful Straight Through Processing (STP) capabilities leading to greater differen-



“Hrvatska Poštanska Banka (HPB), has selected Finacle Universal Banking Solution from Infosys to drive its technology-led transformation initiative”

Croatia's HPB signs for Infosys core banking system (cont.)

tiation in the marketplace and efficiency in our operations. We are delighted to partner with Infosys, an organization with a proven delivery track record and chose Finacle, a solution which is seeing great demand and acceptance from the market place."

Commenting on the win, Merwin Fernandes, VP & Business Head- Finacle, Infosys Technologies said,

"This win is a significant breakthrough for Finacle into Croatian and CEE market and further consolidates our position in the fast growing Central

and Eastern European region. We are delighted to partner with a bank like HPB which is aiming to take on bigger competition in the Croatian market.

We are confident that with Finacle at the core of the business transformation, HPB would be able to achieve its objectives of greater operational efficiency, innovation and competitive superiority."

Finacle is a global player in the packaged banking solutions space, with a customer base across 53

countries. The solution has a strong presence in Europe, Asia-Pacific, Middle East and Africa. Finacle differentiates itself through its new generation technology architecture and its strong implementation record."



"This win is a significant breakthrough for Finacle into Croatian and CEE market and further consolidates our position in the fast growing Central and Eastern European region"

"Ronsmart" - a deposit with 10% added intelligence

04 September, 2006 - [\[Press Release\]](#)

"In order to respond to the needs and expectations of all its client categories, **Bancpost is launching on Monday, September 4th 2006, a new financial product designed for individuals: "Ronsmart" - A DEPOSIT WITH 10% ADDED INTELLIGENCE.**

"Ronsmart" is the first financial product from the Romanian market which combines the safety and stability of a time deposit with the possibility of superior yield provided by investments in fund units.

Thus, Bancpost provides its clients with the possibility to place 90% of their money in a 6-month time deposit with preferential fixed interest (up to 8% p.a. in accordance with the deposit value) and to invest the remaining of 10% in the Bancpost Active Balanced

Open Investment Fund. In order to benefit from the preferential interest the customer must keep the fund units for at least 6 months (for the entire maturity period of the deposit associated to the **Ronsmart** product).

The minimum amount necessary for investment in **Ronsmart is of 1,000 lei.** Bancpost does not charge any commission fee for the opening of the current account related to the deposit. Through this financial product the client owns both a banking deposit with a very attractive interest, and an investment instrument through which he/she benefits from the possibility of superior yield given by financial instruments like shares, bonds, government securities, etc.

The investment in the Bancpost Active Balanced Open Investment Fund can be withdrawn, partially or totally, at any time, irrespective of the maturity of the associated deposit.

shares before maturity leads to the loss of the preferential interest.

The Bancpost Active Balanced Open Investment Fund operates according to Law no. 297/2004 regarding the Capital Market and the Regulations of the National Securities Commission (C.N.V.M.), being authorized through Decision of the C.N.V.M. no. 165/01.10.2006 and registered in the C.N.V.M. Register no. CSC06FDIR/400026/01.10.2006.

Bancpost is the depositary of the Bancpost Active Balance Open Investment Fund, being registered in the CNVM Register under no.

PJR10DEPR/400001/11.09.2003. Acting as depositary, Bancpost verifies and certifies the lawfulness and accuracy of the operations of the Bancpost Active Balanced Open Investment Fund.

"Ronsmart" is offered throughout the entire Bancpost country network of over 160 units. "



"Ronsmart" is the first financial product from the Romanian market which combines the safety and stability of a time deposit with the possibility of superior yield provided by investments in fund units"

Postbank Makes Double-Quick Entry to the Dax-30

11 September, 2006 -
[[Blackenterprise.com](#)]

“The addition of Postbank to Germany's Dax-30 index stocks heralds the latest entry of a former state company into the rarefied air of premium shares in Europe's largest economy, and the move has increased the focus of Germany's main stock market on the financial sector.

Postbank will enter the Dax-30 on 18 September to replace Berlin-based pharmaceutical maker Schering, which is being taken over by German chemical giant Bayer.

With more than 14m clients, Postbank is the largest bank in the German retail sector and the only one listed on the Dax-30 that concentrates almost exclusively on the

domestic market. The company is controlled by Deutsche Post, the former state postal monopoly. Berlin still holds around 35% of Deutsche Post through KfW, the country's bank for reconstruction founded after World War II.

Other Dax-30 companies formerly run by the German government include Deutsche Telekom, and the state of Lower Saxony still maintains a blocking stake in German blue chip carmaker Volkswagen. With the addition of Postbank, 7 of the 30 shares listed on the index will focus on the financial sector.

Other banks are Deutsche Bank, Commerzbank, and Hypo Real Estate. Insurers Allianz and Munich Re are traded on the index, as is

the the exchange itself in the form of Deutsche Borse. With more than a quarter of the country's blue chip weight in finance, critics have suggested the focus of the Dax-30 has been skewed in comparison to Germany's business environment. However, banks and insurers are even more prevalent in other top European indices.

Postbank's entry to the index came rather quick; the company first listed in 2005 and was the subject of takeover speculation even before it was first quoted.”



“The addition of Postbank to Germany's Dax-30 index stocks heralds the latest entry of a former state company into the rarefied air of premium shares in Europe's largest economy, and the move has increased the focus of Germany's main stock market on the financial sector”

Inclusion in the DAX an incentive for Postbank

05 September, 2006 -
[[Press Release](#)]

“Within only two years of its IPO, Postbank has gained entry into the DAX, Germany's most important stock market index. As the Postbank share price has more than doubled since June 2004, Postbank now meets the market capitalization requirement in addition to the trading volume criterion.

“We are proud that both Deutsche Post and Deutsche Postbank are now in the premier league of exchange-listed companies in Germany,” said Klaus Zumwinkel, CEO and Chairman of

Deutsche Post World Net. “This step confirms our strategy to be represented in the top league with each division of our Group.”

Wulf von Schimmelmann, CEO and Chairman of Postbank, said: “To us, inclusion in the DAX is confirmation of our successful business model. At the same time, it is an incentive to increase our efforts to the benefit of our customers and shareholders alike.”

Von Schimmelmann is in no doubt about the fact that Postbank's clear business model will continue to be the main reason for its success.

“Inclusion in the DAX provides some tail wind, but it is

still us who have to forge ahead.

Our goal is to make Postbank the Number One in Germany, both as a financial service provider for private customers and as a service partner for companies.

The enormous selling power and expertise we gained through the acquisition of BHW and 850 branches will support us in our goal,” added von Schimmelmann.”



“Our goal is to make Postbank the Number One in Germany, both as a financial service provider for private customers and as a service partner for companies”

Hanging on to holiday money - why UK tourists stash £900 million in foreign cash

05 September, 2006 -
[Press Release]

- 33m holidaymakers hoard leftover spending money at home
- One in five stash £50 or more in foreign notes

UK tourists will be returning with more than just a suntan this year, according to the Post Office®, which estimates that £920 million in leftover holiday cash will be brought home.

Many people are not doing anything with their leftover foreign cash, with 33 million (87.4 per cent) admitting to leaving it in the sock drawer or biscuit tin.

And we are bringing back more holiday pocket money than ever - an average of £27.78 per person, which is almost two thirds (63 per cent) more than in 2004 (£17.35).

Kevin McAdam, Head of Travel Services at the Post Office®, said: "It's easy to stash your leftover foreign notes and coins in a drawer when you get home from

your travels and forget about it. But with one in five of us claiming to bring back £50 or more, it's shocking to discover that so much money is being wasted."

The Post Office® found that people fail to change back their foreign cash because they simply forget about it (seven per cent). And a quarter (25.6 per cent) don't think they have enough to make changing it back to pounds worthwhile, despite nearly one in five (18.9 per cent) bringing home the equivalent of £50 or more.

Kevin McAdam said: "It's quick and easy to change your currency back and well worth it considering how much people are now bringing home. The best buy-back deals can be found at independent high-street providers offering 0% commission, such as the Post Office®.

"If holidaymakers are planning more than one trip this year, they should consider taking a pre-paid currency card. The Post Office® Travel Money Card can be loaded with Sterling, euros or US Dollars and used on holiday at millions of ATMs and

shops. It's re-loadable and valid for two years so it's easy to save and reuse any leftover money for the next trip."

The Post Office® is the largest bureau de change provider in the UK offering commission-free deals on 78 different currencies, Travellers' Cheques and a great new pre-paid Travel Money Card. Customers can buy currency over the counter at 2,300 "on-demand" Post Office® branches. All 14,300 Post Office® branches offer a next-day currency collection service."

Ends

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"The Post Office® found that people fail to change back their foreign cash because they simply forget about it"

"The Post Office® is the largest bureau de change provider in the UK offering commission-free deals on 78 different currencies, Travellers' Cheques and a great new pre-paid Travel Money Card"

Ceska Posta Can be Joint-Stock Company as of January 2008

11 September, 2006 -
[Prague Monitor]

"Ceska posta could be transformed into a joint-stock company as of January 1, 2008 and the cabinet should then decide whether the state will still be a 100-percent owner of the postal services provider or

whether the firm will be privatised, Interior and IT Minister Ivan Langer said Sunday. Langer now wants to launch the project of Ceska posta transformation prepared by the IT Ministry, he told Czech Television.

Ceska posta is run by the IT Ministry, which the new government wants to phase out. Ministers should decide on a new integration of postal

services but also telecommunications next week. Langer said the Transport Ministry or the Industry and Trade Ministry could be in charge of those areas. Ceska posta employs more than 38,000 people in 3,400 branches at present and has annual sales at roughly CZK 18 billion. Profit hovered around CZK 670 million in 2005."

"Ceska posta employs more than 38,000 people in 3,400 branches at present and has annual sales at roughly CZK 18 billion"

Non European experience and PFS development practice

Selected news from Africa, ME and Asia

Asia

Japan Post Privatization Needed For Reforms - Official

27 September, 2006 –
[Dow Jones]

“The planned privatization and share listing of Japan's postal savings and insurance businesses are necessary to carry out reforms of the mammoth state-run entities, a senior Japanese official said Wednesday.

Nobuyuki Kinoshita, secretary general of the Postal Services Privatization Committee, said the postal savings and insurance entities will expose themselves to capital market disciplines so that they can make themselves more efficient. Under the government plans, the current Japan Post will be split into four entities in October 2007; banking, insurance, mail delivery and counter-service management. The new Japan Post

Corp. will be the holding company of these four entities.

The 10-year privatization plan calls for the postal savings and insurance units to list their shares on the Tokyo Stock Exchange four years after the initial privatization, then to sell all of their shares to private investors after another five years.

With more than Y200 trillion in assets, the postal savings bank could become the world's largest banking entity when the privatization process is completed in 2017.

Kinoshita said his committee will maintain transparency in supervising the privatization process, including in studying how to remove or ease current business restric-

tions imposed on these state-run entities. **It will also strictly assess the new postal units' assets and liabilities.**

Kinoshita also said it's natural for the new entities to take antitakeover defense measures as they prepare for complete privatization.

-By Natsuo Nishio, Dow Jones Newswires; 813-5255-2929; natsuo.nishio@dowjones.com - Edited by Mayuko Ota

“The planned privatization and share listing of Japan's postal savings and insurance businesses are necessary to carry out reforms of the mammoth state-run entities, a senior Japanese official said Wednesday”

China Postal Savings Bank Expands Trial Lending Program

25 September, 2006 –
[Dow Jones]

“China's postal savings bureau has extended a trial lending program to an additional 10 provinces, from the original three, as the deposit-taking arm of the postal system restructures into a commercial stand-alone bank, state media reported Tuesday. The second stage of the program seeks to build on loan

trials launched in March, under which the postal savings bureau has lent out CNY324 million as of Sept. 10, the central bank-backed Financial News said. Chinese regulators are encouraging lending at the postal savings bureau as they seek to establish it as a commercially-viable bank by the end of this year.

The efforts include creating a board of directors and financial restructuring, and finding avenues for the postal savings bureau to profit from the CNY1.516 trillion in de-

posits it held at the end of June.

The postal savings system has the largest network of any financial institution in China with 36,000 outlets across the country, two-thirds of them in rural areas. Among the areas included in the second-batch of the trial are southern Guangdong province and Beijing and Tianjin municipalities.

-By Rick Carew, Dow Jones Newswires; 8610 6588-5848; rick.carew@dowjones.com

“The postal savings system has the largest network of any financial institution in China with 36,000 outlets across the country, two-thirds of them in rural areas”

China's postal savings reached 1.54 trln yuan at the end of August

19 September, 2006 – [\[Xinhua\]](#)

“China's postal savings reached 1.54 trln yuan at the end of August, up 15.35 pct from a year earlier, the official Xinhua news agency reported. Net deposits had increased by 181.5 bln yuan from January to August, Xinhua cited Tao Liming, chief of the China Postal Savings and

Remittance Bureau, as saying. In June, the China Banking Regulatory Commission approved the creation of a postal savings bank, to be achieved by splitting the China Postal Savings and Remittance Bureau off from the postal service, China Post. Official figures show at the end of last year, China Post's savings arm had outstanding deposits of 1.3 trln yuan, ranking it fifth after the four

big state-owned commercial banks in terms of deposits. The savings bank accounts for 9.56 pct of China's total savings market. The formal establishment of the postal saving bank is expected to be completed at the end of this year, according to earlier reports.

“In June, the China Banking Regulatory Commission approved the creation of a postal savings bank”

Diebold to supply cash machines for China post office

15 September, 2006 – [\[www.banking-business-review.com\]](#)

“Diebold has secured a contract to provide more than 300 Opteva cash dispensers to the Postal Savings and Remittance Bureau, one of China's fastest-growing national ATM networks.

With a growing network of more than 6,000 ATMs dispersed throughout 36,000 business outlets, China's Postal Savings and Remit-

tance Bureau (POSB) serves approximately 270 million customers and is now China's fifth largest financial service provider

Diebold also recently secured a contract to deliver 1,200 ATMs to China Construction Bank, and another agreement to deliver nearly 300 self-service Bulk Cash Recycle Machines to the Bank of China.

“The advanced functionality and superior flexibility of our self-service terminals will

increase profits and efficiency of services for the bureau,” said Daniel Hu, managing director of Diebold Greater China Area.

“Consumers will enjoy Opteva's high-speed transactions and enhanced security features.”

The cash machines supplied to POSB can be used to withdraw cash, dispense coupons and tickets, print statements and marketing messages, transfer funds, and display account balances.

“Diebold has secured a contract to provide more than 300 Opteva cash dispensers to the Postal Savings and Remittance Bureau, one of China's fastest-growing national ATM networks”

China kicks off reform of postal system

05 September, 2006 – [\[Reuters\]](#)

“China's State Post Bureau is embarking on a long-anticipated reform to separate its government function from its business practices, in a move expected to make the country a more level playing field for foreign courier firms.

Deutsche Post's express delivery and logistics arm, DHL, and others have long complained about the monopoly of China Post, the country's state postal bureau, which

acts as a policymaker as well as a market player.

In an initial step to overhaul the system, China Post has restructured five previously government-affiliated provincial bureaus and brought them directly under its own jurisdiction, the official said on Tuesday.

Other administrative branches will also be set up across the country, which along with China Post will be responsible for policymaking and implementing laws and regulations, it added.

A separate company would soon be set up to provide postal services and to compete with the likes of FedEx

Corp in the fast-growing courier market. A postal savings bank, destined to be the country's fifth-largest lender, would also be carved out of China Post to serve mostly rural areas.

China Post already offers savings accounts at its 36,000 post offices. The new bank would open for business by the end of the year, state media said in August, citing a senior banking regulator.”

“China Post already offers savings accounts at its 36,000 post offices. The new bank would open for business by the end of the year, state media said in August, citing a senior banking regulator”

Viet Nam Postal Savings Service Company to Become Bank

07 September, 2006 –
[[Viet Nam News](#)]

“The Viet Nam Post and Telecommunications Group (VNPT) intends to convert its Postal Savings Service Company into the Postal Service Commercial Joint Stock Bank.

Under the Prime Minister’s Decision No 270 issued in late 2005, the Postal Savings Service Co was empowered to provide payment services such as checks, ATM cards and personal accounts, as well as act as an agent in bond issues. The company has also been permitted to open ac-

counts at the State Bank of Viet Nam and other commercial banks to provide such banking services.

The conversion of the Postal Savings Service Co into a joint stock commercial bank could make the new bank a big fish in the banking pond, according to industry observers, but the bank still must meet Government criteria and standards on establishing a new bank.

The State Bank said that there would be nothing standing in the way of VNPT’s plan for the new bank in terms of policy. VNPT has set up a base network of

branches and is financially secure (chartered capital of the new bank would likely be about VND1 trillion or US\$63 million).

The world has seen many postal savings companies turned successfully into banks, says the State Bank. The Postal Savings Co began operations in May 1999 with an initial function of raising capital from the public.”

“The conversion of the Postal Savings Service Co into a joint stock commercial bank could make the new bank a big fish in the banking pond, according to industry observers, but the bank still must meet Government criteria and standards on establishing a new bank”

Middle East

Q-Post to be Linked with UPU Network

19 September, 2006 –
[[Xinhua](#)]

“The Q-Post will shortly be linked to the Universal Postal Union’s (UPU)’s network, said a postal corporation statement.

The advantage from linking with the UPU network was that it would speed up the

outgoing mails handled by Mumtaz Post. Right now, the UPU network consists of 120 of nearly 185 members of the UPU, the apex body of the world postal corporations.

The statement also included the possibility of introducing electronic financial remittances to 25 countries. The countries to be covered under

the electronic remittances include Morocco, Tunisia, Egypt, Algeria, Saudi Arabia, UAE, India, China, Pakistan and the Philippines.”

“The statement also included the possibility of introducing electronic financial remittances to 25 countries”

Africa

Postbank breaks Mzansi million barrier

05 September, 2006 -
[[moneyweb.co.za](#)]

“The number of Mzansi accounts at PostBank, the South African Post

Office’s banking unit, has surged through the million mark with figures, as on August 29, showing a total of 1,119,949 account holders.

This is a significant jump of 271,165 accounts from

the 848,784 account holders the Post Office announced in early August when presenting its financial results for the 12 months to end March.

“Judging by these figures, we have added new Mzansi ac-

“The number of Mzansi accounts at PostBank, the South African Post Office’s banking unit, has surged through the million mark with figures, as on August 29, showing a total of 1,119,949 account holders”

Africa

Postbank breaks Mzansi million barrier (cont)

counts at a rate of 54,233 a month in the first five months of the current financial year.

This is extremely gratifying in a competitive market,” said PostBank managing director, Totsie Memela-Khambula.

In total, PostBank has more than 3.4 million customers with assets worth well over R2.0 billion.

Earlier this year it replaced older version PostBank cards with Visa Electron cards to give customers wider access to automatic teller machines and point of

sale facilities.

According to Memela-Khambula, PostBank has been extraordinarily successful in attracting and opening new accounts due to its well established service delivery network which caters for even the remotest areas of the country.

The Post Office, which is wholly owned by the government, sees a major part of its role as bringing services to people and ensuring that all South Africans have access to postal, government and banking services.

“We are able to offer inexperienced or first time bankers a well established and trusted brand through our more than 2,000 Post Office outlets around the country and these people can also have access to the more than 7,000 automatic teller machines run by the major commercial banks,” she explained.

“We are able to offer inexperienced or first time bankers a well established and trusted brand through our more than 2,000 Post Office outlets around the country and these people can also have access to the more than 7,000 automatic teller machines run by the major commercial banks”

From the Statute of ICPFSB—2005 Brasov's meeting

"The ICPFB has the following objectives:

- to contribute to the realisation of the strategy of the UPU in the business field;
- to collaborate with the UPU to rejoin the common objectives and to improve the relations between the member countries and between them, the UPU and the other international organizations;
- to represent and support at the UPU and other international organizations the demands of the different members to establish collaboration relations and development on the business basis;
- to facilitate the exchange of experience and the best practice among members;
- to take into account needs of the customers and of the markets from the business and marketing field; "

ICPFSB

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The coming Agenda:

9 - 20 October 2006, Bern

UPU Council of Administration

10 - 12 October 2006, Amsterdam

POST-EXPO 2006

14 - 16 November 2006 - Dubai

UPU Strategic Conference

28 - 29 November 2006, Brussels

WSBI PSBF Meeting

07 - 08 December 2006, Brussels

**EFMA - Postal Financial Services
Conference**

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