

**TALKING NOTES FOR DR. NYAMBURA KOIGI, MANAGING DIRECTOR,
POSTBANK DURING THE LAUNCH OF POSTBANK CHEQUE ACCOUNT AND
AGENCY BANKING ON TUESDAY 24TH JUNE, 2014 AT THE STANLEY SAROVA
HOTEL, NAIROBI**

The Investment Secretary, National Treasury Mrs. Esther Koimett

The Group Managing Director of ABC Bank, - Mr. Shamaz Savani

**ABC Management and Staff Members,
My Colleagues from Postbank
Members of the Press,
Distinguished Guests,
Ladies and Gentlemen,**

Good morning,

First and foremost, I wish thank Mr. Shamaz Savani for choosing to work with Postbank. We are encouraged by the support accorded to us through strategic partnership with ABC Bank towards developing the Postbank Cheque Account. Today therefore marks a significant milestone in our journey, as Postbank, towards enhancing financial inclusion through provision of convenient products and services.

I wish to also applaud our technical teams who have worked tirelessly to ensure the successful integration of our systems and today we are excited and very delighted as we officially launch the Postbank Cheque Account and Agency Banking partnership between Postbank and ABC Bank.

Ladies and gentlemen, today marks the beginning of our journey together in our quest to provide accessible and sustainable banking services to Kenyans. Indeed, the dynamism in the banking sector has allowed for innovation and collaborations as we seek different ways to meet the needs of our different market segments.

The launch of this solution means much more to us than just a new product; it means a new solution, more opportunities and more possibilities for us and for ABC Bank. Postbank customers

countrywide will now have the added benefit of getting cheques books, an important tool in business transactions.

Postbank Cheque Account is the latest extension in our product portfolio. As you are all aware, the banking industry has significantly grown with banks trying to get a share of the market. The launch of the Postbank Cheque Account indeed dovetails with Postbank's strategic vision of enhancing financial inclusion and deepening for Kenyans. This reflects the definite need for Postbank to realign herself to satisfy the Kenyan market.

In view of this, the Postbank Cheque Account will certainly open gateways for Postbank to further expand financial services through a convenient, secure and reliable channel. We are confident therefore, that our customers will have an added option to consider when sourcing for such financial services.

Ladies and Gentlemen, As you are aware, the realization of VISION 2030 is anchored upon enhancing financial inclusion towards socio-economic development. In this era, innovation has become a strategic resource and the foundation of most economic activity both at an individual and institutional level. In recognition of the role that strategic partnership plays, the Bank aspires and is committed towards engaging alliances that enable the Bank optimally function as a fully-fledged bank. To realize our objectives, Postbank seeks the support of varied strategic partners.

As far as infrastructure is concerned, Postbank has progressively grown to 99 branches and over 876 Postbank Mashinani Agents. With this vast branch network spread all over the country, this will enhance banking processes and boost customer service which in turn will boost our reach.

Ladies and Gentlemen, As you can recall in 2009 Postbank became the first bank in the country to launch the use of Point of Sale (POS) devices in its branches. All the Bank's branches and Mashinani agent locations are thus equipped with in-branch Point of Sale terminals and access to customers' accounts is made via the use of the debit card and a unique PIN without the need for customers to fill forms – what we call paperless banking.

This innovative service delivery system is what led to Postbank being officially voted the "Best Bank in Productivity and Quality Service" at the 2012 Company of The Year Awards. This year Postbank was again recognized by Computer Society of Kenya for Best use of ICT in Automation of employee system and during the recently held prestigious East African Banking awards as 2nd runners up in the category Best Bank in Agency Banking.

Ladies and gentlemen, Postbank's journey has been that of determination and hope. Given the fact that the Bank's mandate is limited to mobilization of savings for national development, I note that the bank has commanded an impressive product portfolio that has propelled the Bank to great heights. As a way of making effective inroads into the competitive business environment, there is therefore need for Postbank to seek opportunities to fully optimize our potential through diversifying income streams and evolve to accommodate our customer's needs. I would like to urge our customers in business to take advantage of this service to enhance business for safe, secure and reliable services.

Finally, I wish to reiterate our gratitude to ABC Bank for its role towards the successful launch of this product. This truly reflects ABC Bank's determination and commitment to the development of the financial sector in Kenya. I am also happy to note the beginning of Agency partnership that will facilitate financial transactions by ABC Bank customers in any of our 99 branches countrywide through the Kenswitch enabled platform.

As we continue to improve and offer more services to our customers and partners, I wish to re-assure the ABC Bank Management and customers of Postbank's commitment and dedication in providing a seamless and efficient service delivery offering. We shall remain committed to exploiting this partnership for the mutual benefit of our organizations.

Thank You.