

**Pakistan Banao Certificates: 865 applications committing \$19.7 million received till February 20**

Ministry of Finance (MoF) has sought technical supplementary grant of Rs 180 million to pay a consortium of six banks engaged in marketing of Pakistan Banao Certificates (PBC) to Pakistani diaspora as 865 applications committing \$ 19.7 million has been received as of February 20, 2019, sources close to Secretary Finance told Business Recorder. Sharing the details, the sources said, the Government of Pakistan launched the US dollars denominated Pakistan Banao Certificates on January 31, 2019 as an attractive investment opportunity for Overseas Pakistanis. Banking facilities for the certificates are being provided by the State Bank of Pakistan.

The response received is encouraging. As of February 20, 2019, the SBP had processed a total of 111 applications with an investment of over \$ 3.5 million with another 754 applications in the pipeline, committing \$ 16.2 million.

According to sources, at present, these certificates are being issued in scripless form through a secure dedicated website ([www.pakistanbanaocertificates.gov.pk](http://www.pakistanbanaocertificates.gov.pk)). However, in order to maximize investments, there is a need to market Pakistan Banao Certificates aggressively. For this purpose, the State Bank of Pakistan invited Expression of Interest (EoI) from all banks except Islamic and microfinance banks and selected a consortium of six banks namely, Habib Bank Limited (HBL), United Bank Limited (UBL), National Bank of Pakistan (NBP), Habib Metro, JS Bank and Standard Chartered Bank for marketing the certificates to the Pakistan diaspora. On the advice of State Bank of Pakistan, the services of these six banks have been engaged by the Ministry of Finance till June 30, 2019.

The scope of work of the selected consortium includes marketing and sale of the Pakistan Banao Certificates in local as well as international markets through a marketing agency, rendering legal advice, soliciting necessary regulatory approvals from authorities in target countries and coordinating with the government to reach out to countries where the consortium does not have sizable presence.

The fee structure of the consortium is Rs 180 million or 0.75 per cent of the total value of Pakistan Banao Certificates sold, whichever is higher. Any road show expenses and regulatory/ licence fee, if incurred, would be borne separately by the government.

The sources further stated that since funds are not available in the Finance Division's head of account, approval of the ECC has been solicited for placement of funds amounting to Rs 180 million under demand No 037-other expenditure of Finance Division through a technical supplementary grant by surrendering the same amount from demand number -040-subsidies and miscellaneous expenditure (ID 0989-provision for other government departments) during the current financial year to meet the required expenditure.

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