

**Project management group meeting for “reducing cash transactions in Kosovo”  
within the National Payments Council (NPC)**

Meeting minutes

Nr: 8/2012

**Place:** Central Bank of the Republic of Kosovo (CBK)

**Date:** September 19<sup>th</sup> 2012

**Time:** 11:00 – 12:20

**Participants:**

**Robert Wright**, *CEO, Raiffeisen Bank (chairman);*

**Gjylfidane Kadrijaj**, *Director of Payment Systems Department, CBK*

**Cyril Ghanem**, *MasterCard;*

**Golnaz Amininejad**, *Account Manager, MasterCard Worldwide*

**Boryana Ivanova Mustafa**, *Director of Payments and Treasury, NLB*

**Akile Cernobregu**, *Head of Payments & Back Office Department, PCB*

**Ozenc Alkan Asik**, *Head of Banking Operation, TEB*

**Edmond Jashari**, *Senior Cash Management Marketing Officer TEB;*

**Edmond Murati**, *MLSW;*

**Naim Gashi**, *Treasury Manager, PTK J.S.C.*

**Ragip Zogiani**, *Services Development and Postal Network Manager, PTK J.S.C.*

**Xhevat Zejnullahu**, *Vice Director of Treasury, MoF*

**Rifat Hyseni**, *Director, IT Department, TAK*

**Mentor Mikullovc**, *NLB;*

**Fatmir Rashica**, *KEC J.S.C.;*

**Hikmete Mataj**, *KEC J.S.C.*

**Blerta Krasniqi**, *PCB;*

**Afrim Gërguri**, *PCB;*

**Suzana Shehu**, *Head of Payment Sector, BPB;*

**Ardian Doku**, *BPB*

**Burim Kabashi**, *Coordinator for Bank Cards, BEK;*

**Lindita Mehmeti**, *Head of Operations and Treasury Department, BEK*

**Ardian Efendija**, *BKT,*

**Shpend Maxhera**, *TEB,*

**Orcun Ozdemir**, *Head of SME and Card Business Department, TEB*

**Roza Gojani**, *CBK;*

**Igballe Agushi**, *CBK;*

**Qëndresa Krasniqi**, *CBK;*

**Masar Baxhaku**, *CBK;*

Absent:

**Representatives of RWC J.S.C. Prishtina** (were absent without prior notification),

The meeting began at 11:00 a.m.

Ms. Gjylfidane Kadrijaj opened the meeting, welcomed and thanked participants for their presence, and announced the presence of the representatives of MasterCard Company in this meeting, Ms. Golnaz Amininejad and Mr. Cyril Ghanem.

Mr. Robert Wright thanked the representatives of MasterCard for their presence in the meeting, and informed the members of the team with the meeting agenda, and asked from them that from the next meeting to participate only members which are part of this team, in order to achieve consistency and common understanding.

### **Discussions and Presentations**

- **Approval of minutes and conclusions from the last meeting**

The team members approved the minutes of previous meeting held on June 26, 2012. Also, Mr. Robert Wright informed the participants with the conclusions from the last meeting of National Payment Council (NPC) held on September 5, 2012.

- **Presentation from MasterCard representatives**

MasterCard representatives, Ms. Golnaz Amininejad and Mr. Cyril Ghanem initially made a brief presentation of the MasterCard Business activities. MasterCard's business is focused on three activities:

- **Franchisor**

MasterCard relies on 25.000 issuers to support and sell the brand and opens the door to commerce at millions of merchant locations around the world

- **Processor**

Our network of advanced technology enables transactions on a global scale

- **Advisor**

MasterCard provides strategic and operational insights and solutions that advance commerce

MasterCard understood that high level of cash transaction raises concerns to all stakeholders in the payment chain (Utilities, commercial banks, central bank). These concerns are related to the costs associated with handling cash and inefficiency produced by too high level of unused liquidities.

In order to reduce cash transactions in Kosovo, the Government has the power to undertake several legal and administrative initiatives (law amendment) and distribute cards to all citizens in the country.

The main purpose of this Regulation will be:

- The reduction of cash transaction by creating disincentives for cash use; combined with
- The increase of non-cash transactions by creating incentives for the customers and merchants to use cards, alternative to cash.

*For more details, please find attached the presentation from MasterCard.*

### **Conclusions and Next steps**

1. To prepare a detailed analysis on the performance of Kos-GIRO payments for the next meeting (*CBK*)
2. Detailed statistics on the number of ATMs and POS terminals (active and passive) and for the next meeting to prepare statistics and analysis for payment instruments (*CBK*)
3. To request additional data from the banks if such data are not included in the “reporting methodology for payment instruments”, for the purpose that statistics, analyzes and assessments to be more qualitative (*Commercial Banks and CBK*).
4. In the next meeting, the team can discuss about their new projects that MasterCard can support them.