

**Interview with Tjeerd Rienstra in Russian Post Magazine
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Translation from Russian into English**

Q: Mr Rienstra, You are the head of a big company which offers international payment services to post offices and banks. What questions and problems is the company facing at the moment?

A: The main task of our company is to be a bridge between post offices, banks and other companies and to be a tool which helps them to increase their share on the international payment services market. The challenge is that these companies are very different. They differ by many parameters – starting with the technology they use and operational methods and finishing by the products they offer, partnership connections and freedom of operating. At the moment we concentrate our efforts on expanding the business to even the distant corners of the world, as well as on developing the most important services nowadays, such as interaccount transfers and cash-to-cash transfers in any currency and on any given conditions.

Q: The Eurogiro Company was established in 1993 by 12 European post operators. Today dozens of post offices are using the system. Are you planning to start cooperation with Post Russia?

A: The possibility of giving our users the access to the system of Post Russia would be very important to our members, at least because of the numeral commercial connections between Russia and the countries using Eurogiro. The common principles of post offices with long traditions of interaction make our mutual cooperation possible. I am sure that Post Russia and Eurogiro will benefit from this form of cooperation. There is a big commercial potential in implementing international payments to and from Russia. Taking into consideration its huge market I am sure Post Russia could find effective and standardized solutions which will ensure big volumes of money transfers.

Q: Today post offices in the whole world successfully expand their financial activity offering banking services to their clients. Russia also plans to create the Federal post bank. What possibilities will such a bank give to Post Russia?

A: Post office as a brand is trusted by most of the Russian population. This fact alone will open huge possibilities. Post offices can become excellent providers of services and attractive partners to other members of Eurogiro, including post operators of other countries. Post operators which are not capable of direct transfers with other post offices or which are not cooperating with non postal companies will face problems. I am sure that it's extremely important for them to be able to offer banking services. There is no doubt that Eurogiro members would benefit if Post Russia joined the club.

Eurogiro established in 1993 is a world net offering money transfers. Today the company unites more than 60 post offices, savings banks, commercial banks and other finance companies providing financial services. Eurogiro offers a wide net of financial support in implementing international payments and transfers and is widely represented in the countries using its system. The company's headquarters are in Copenhagen.