

Postal Banking

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Mixed Picture on Postal Banking

- UK divested banking in 80s
- Sweden in 90s
- Germany began 90s concluded in 2012
- Success Story in Italy
- Profitable diversification or addressing a social problem

Silvia Spinazzola, Poste Italiane

Figure 4. Revenue diversification by type of services (percent)

■ Mail
 ■ Parcels
 ■ Logistics
 ■ Financial Services
 ■ Retail
 ■ Others

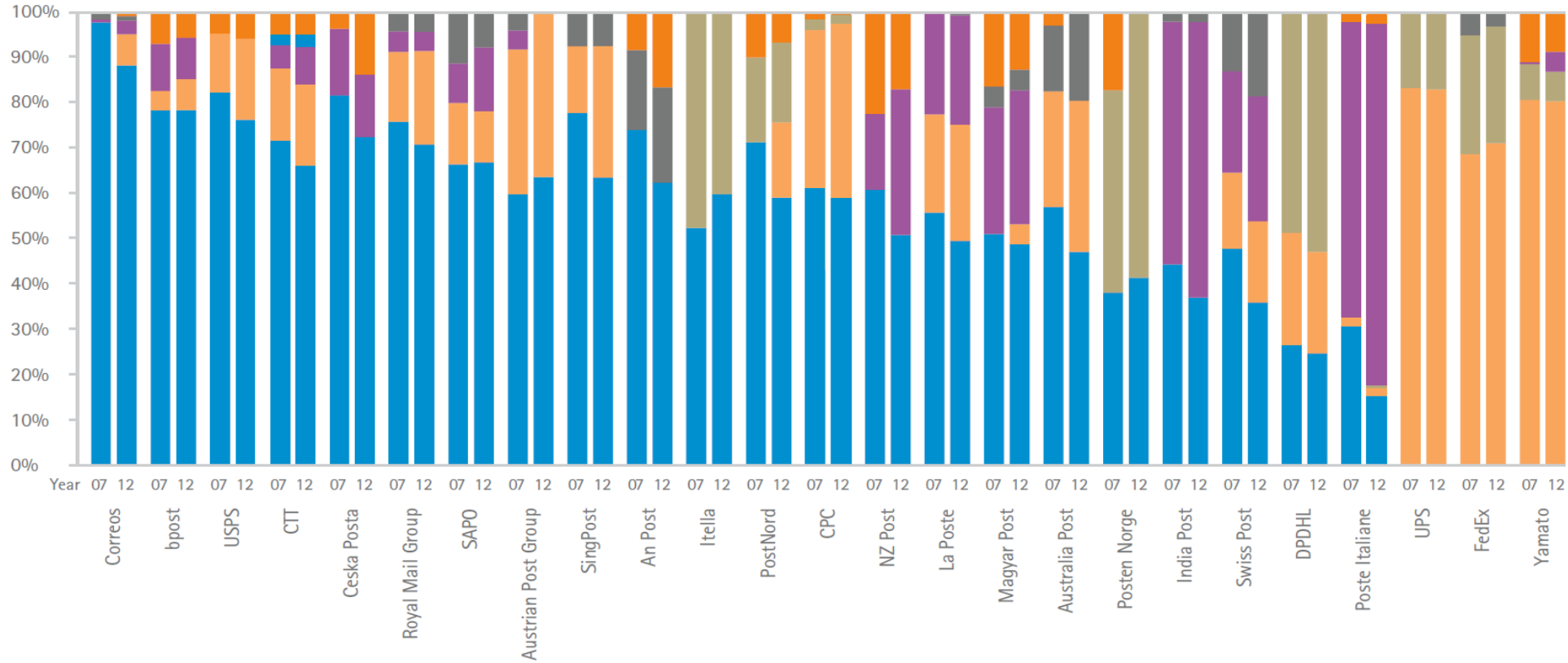
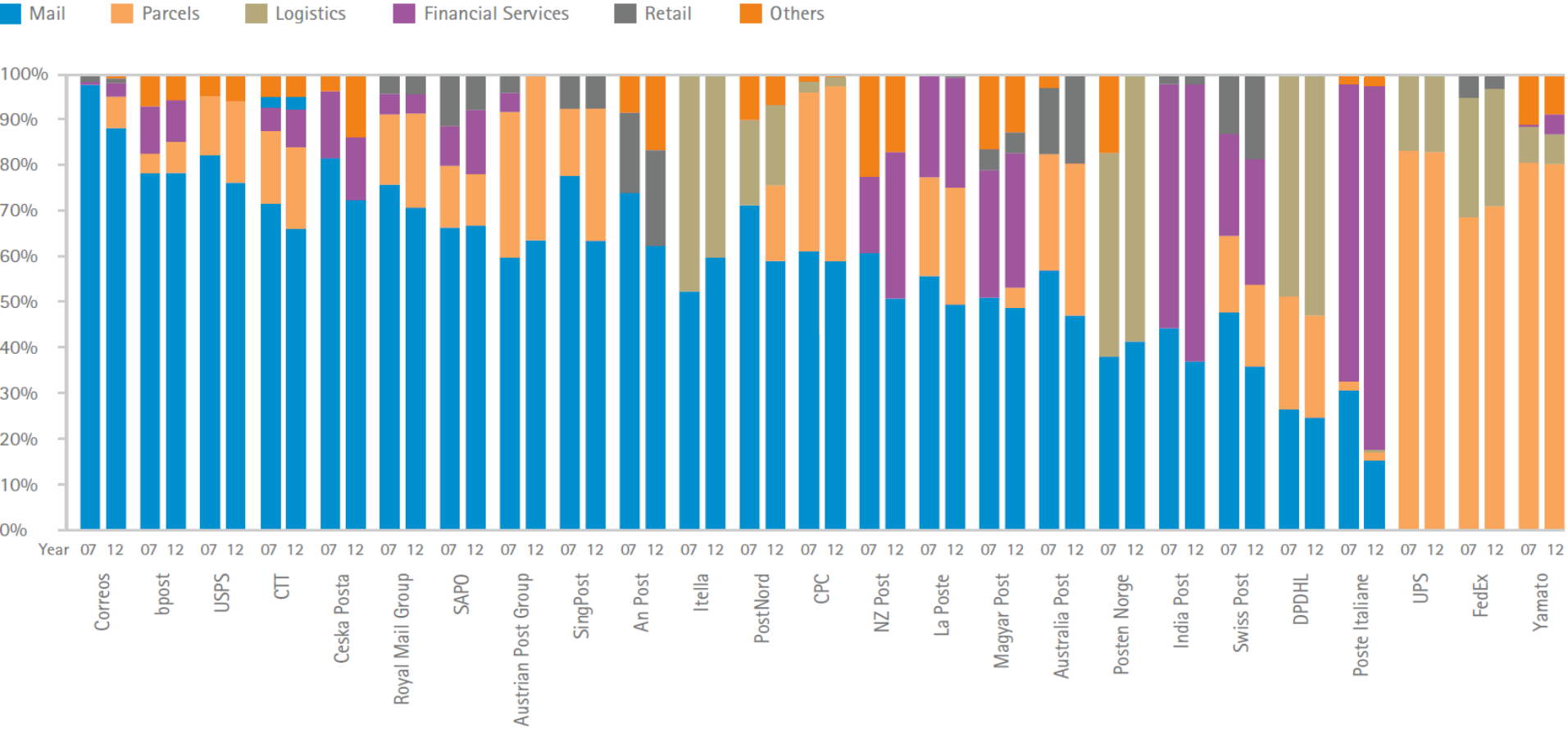


Figure 4. Revenue diversification by type of services (percent)



Note: Revenue diversification is based on business unit breakdown and numbers reported in the company's annual reports. Accenture categorizes revenue into the above groups based on its understanding of activities which represent an approximation of diversification. Source: Annual reports, Accenture analysis

USPS and Postal Banking

- USPS unlikely as an agency to enter banking
- Scope Economies? Scale Economies? Market failure?
- Trusted organization - Roy, Spinazzola
- Bank teller compensation vs. postal clerk
- Offices with surplus capacity
- Possibilities for pilot programs?
- Limited Offerings