

Regulatory Sandbox Application Guidelines for Potential Applicants

A. Innovation				
#	Area	Description	Format	Attachment (Y/N)
1	Summary of Idea	1.1. Please provide a concise and complete summary of your innovation	Respond in maximum 1000 words	Y
2	Benefits Stemming from the Idea	2.1. Please describe what problem the idea is addressing and solving	Respond in bullet points	N
		2.2. Please describe any benefits and returns of the idea for: consumers, other businesses, economy (quantifiable estimations if applicable)	Respond in bullet points	N
		2.3. Please provide an outline of how your proposed innovation/ idea promotes effective competition and there is demand/need for such innovation in Pakistan market.	Respond in bullet points	N
3	Genuine Innovation	3.1. Please provide an outline of how the proposed innovation includes new or emerging business model /technology/ features or uses existing technology/ features in an innovative or novel way.	Respond in bullet points	N
		3.2. Please provide an outline of key similarities and differences between this innovation and existing financial services/ products.	Respond in bullet points	N
4	Regulatory Environment	4.1. Please provide existing framework which, according to you, caters your innovation and need amendments.	Mention exact rules/regulations/law with sections in bullet points	N
5	Risk Management	5.1. Please provide an outline of material risks that the innovation could incur, along with how each of these is assessed and mitigated.	Respond in table format	Y
		5.2. Please provide an outline of potential threats (if any) that the innovation could incur, along with how each of these are to be assessed and mitigated	Respond in table format	Y
6	Genuine Need for Sandbox	6.1. Please describe why do you think you need to gain access to the sandbox i.e. why is it essential for your innovation to be tested in a live environment for its full development.	Respond in bullet points	N
7	Inclusive Growth/Financial Inclusion	7.1. Please advise as to how the solution act as an enabler towards enhancing inclusive growth or financial inclusion	Respond in bullet points	N

B. Readiness for Testing				
#	Area	Description	Format	Attachment (Y/N)
1	Readiness for Testing	1.1. Is your innovation ready to be tested on a small scale in a live environment? This includes technical, legal, financial and operational aspects of your proposition.	Yes or No with short description	N
		1.2. Have you shortlisted entities (on ground actual entities licensed/unlicensed) for integration and/ or partnership in the development environment?	Respond in table format	Y

		1.3. Please provide details of following concisely; - Funding for testing phase - Commitments of funding to be received before testing phase - Description of live testing to be performed (customers targeted, no. of loans to disburse etc) - Respective KRIs and KPIs for testing - Customer Safeguards and risk mitigation measures put in place before start of testing	Respond in bullet points - must not exceed 300 words for each scenario	N
2	Partnerships	2.1. Please provide details (If any) of the types of companies you expect to integrate/ partner during testing phase of the Regulatory Sandbox.	Respond concisely in using bullet points	N

C. Exit Strategy

#	Area	Description	Format	Attachment (Y/N)
1	Exit Strategy	1.1. Please provide a comprehensive exit strategy including; - Cease the business in case of testing failure - Strategy for scaling up	Respond in bullet points - must not exceed 300 words for each scenario	N
		1.2. Please provide communication plan that would inform customers with: - the duration, boundary conditions and associated risks disclosure for participating in the sandbox - advance notification of the termination or extension of the sandbox or when the proposed service can proceed to be deployed on a broader scale	Respond in bullet points - must be between 300 - 400 words	N

D. Applicants Background

#	Area	Description	Format	Attachment (Y/N)
1	Background of the Team	1.1. Please provide professional qualifications and past experience of your Team relevant to your application and business model / concept.	Response in table format - limit to 5 key persons	Y
2	Year(s) in Operation and Achievements	2.1. Please provide the years the applicant(s) has been in existence and any past achievements of the business, if applicable.	Respond in bullet points must not exceed 300 words	Y
3	Support from multiple forums	3.1. Please provide details of funding (if any) received from international or national for startups or any ventures	Response can be an attachment showing fundings received for specific project.	Y
		3.2. Please provide any support you get from incubation centers or government for specific venture.	Response can be an attachment showing fundings received for specific project.	Y
4	Thematic areas	4.1. Please specify if you have worked on thematic business projects i.e. gender diversity, women empowerment or ESG etc. (Note that your response to this question is optional and will not affect the evaluation of your application)	Respond in bullet points with short details.	Y

E. Applicants Particulars				
#	Area	Description	Format	Attachment (Y/N)
1	Company Information	Provide the following details: Company name/Person Name CUIN/Registration Number (if applicable) Website Address CEO/MD/Key person Description, nature and scale of current business Information regarding (international or national) expertise in proposed business model	Form - I	Y
2	Contact Details	Provide the following details; Focal Person for this proposal Email Address Mailing Address Phone number (Alternate person email address and phone number (in case focal person did not respond)	Form – I	Y
3	Application Category	Select from the following Services aimed at facilitating access to finance Digitalization of financial services Crowdfunding Digital Assets and fractionalization Innovative insurance products Alternate risk transfer mechanisms Alternate category CIS Robotic advisory Embedded Finance Artificial Intelligence Others (please specify) [Subject to approval of commission]	Form – I	Y