

UNIVERSITI TEKNOLOGI MARA

**ANTI-MONEY LAUNDERING
REGULATIONS IN
FINANCIAL INSTITUTIONS OF
PAKISTAN: A
STUDY OF CUSTOMER DUE
DILIGENCE**

NASIR SULTAN

Thesis submitted in fulfilment
of the requirements for the degree of
Doctor of Philosophy
(Financial Criminology)

Accounting Research Institute

August 2022

ABSTRACT

After 9/11, there has been an increase in money laundering/terrorist financing (ML/TF) crimes across the globe. As a result, the Financial Action Task Force (FATF) Recommendations were introduced to enable jurisdictions to control these criminal activities domestically and internationally. The FATF Recommendations were established as a tool for identifying, monitoring, combating and controlling ML activities. In compliance with Recommendation 10, each jurisdiction requires establishing a robust mechanism for customer due diligence (CDD) before offering financial services to clients. However, Financial Institutions (FIs) performance is not satisfactory on the CDD front, evident by the regulator's massive penalties on FIs. On the same grounds, Pakistani FIs with an international presence faced penalties by foreign regulators and closed their branches. This study examines the effectiveness of the existing anti-money laundering (AML) regime, including compliance with the FATF Recommendations, legislations and practices developed by concerned national authorities and adopted by FIs. In addition, this study aims to investigate the challenges faced by FIs in compliance with Recommendation 10 within the Pakistani financial architecture. Discussing these aims is essential as limited previous research exclusively examines the adherence of Pakistan and its FIs to the International Standards. This study employed a qualitative research technique, and the data was collected through semi-structured interviews with 25 respondents. These include the compliance officers from FIs (Banking and Non-banking), their regulators, and premier law enforcement agency. To assess the challenges faced in developing AML legislation, financial regulation concerning AML (especially concerning CDD), and challenges in the robust implementation of ML measures. The study's findings show that robust implementation without customization of international recommendations is not practical. It resulted in distrust among Pakistan and the international community and caused Pakistan's time and again placement on the Grey List of the FATF. Further, the study found Macro-level challenges of CDD beyond the control of FIs like the undocumented economy, unregistered business concerns, dubious role of regulators, and lack of political commitment in the development of required AML legislation. The technical challenges include the cost of IT infrastructure, name screening, tracing of mailing address, unrealistic business targets, the ownership structure, cumbersome process of CDD, lack of practical training, difficulties in the verification of provided information and establishing banking relations with clients are the significant hurdles in robust implementation of CDD measures. The study provides practical suggestions that could significantly and positively contribute to developing an overall robust AML regime and implementing preventive measures in FIs of Pakistan.

ACKNOWLEDGEMENT

Firstly, I take this opportunity to express my sincerest and highest gratitude to my research supervisor, Associate Professor Datin Dr Norazida Mohamed, for her solid intellectual support, brilliant guidance, constructive criticism and endless encouragement throughout my research work. I am highly grateful to Associate Professor Datin Dr Norazida Mohamed for spending time and energy improving my research skills. I am incredibly thankful to her for always assisting me promptly, reading and discussing my work, and advising me on the most efficient way to overcome my research challenges. I believe her valuable advice will help me throughout my professional career. I feel honoured to have pursued my doctoral research under her supervision, and without her guidance, my academic achievement would not have been possible. I greatly appreciate her dedication and her enormous contributions to organized crime research.

I am also grateful to Dr Norhayati Mohamed for being my Co-supervisor. I feel honoured to have her instrumental support and guidance.

I would also like to thank the Accounting Research Institute (ARI) management for providing me with opportunities and facilities to complete my research work. I am specifically thankful for my inspiration Dr Normah Omer and the faculty members for their strong support and encouragement.

It is my honour to take this opportunity to thank my beloved brothers, Dr Dildar Hussain, Dr Muhammad Akib Warriach, Nouman Ghani, Ali Akbar and Zaheer Abbas. They made it possible for me to choose higher studies and research pathways. They supported me morally and listened patiently to all my stupid questions repeatedly.

I want to express my gratitude to my role models, Chachu Hassan Nawaz Tarar and Prof. Imran Ghani Sb. Their valuable advice motivated me to achieve my goals, and their continuous support in every walk of life.

At last, I would like to dedicate this thesis to my late parents, Mr and Mrs Arshad Nawaz Tarar. I pursued my doctorate for them, but unfortunately, they passed away during my PhD. I also thank my Wife and Kids (Wali and Momin).

Nasir Sultan

TABLE OF CONTENTS

	Page
CONFIRMATION BY PANEL OF EXAMINERS	ii
AUTHOR’S DECLARATION	iii
ABSTRACT	iv
ACKNOWLEDGEMENT	v
TABLE OF CONTENTS	vi
LIST OF TABLES	xiii
LIST OF FIGURES	xiv
LIST OF ABBREVIATIONS	xv
CHAPTER ONE: INTRODUCTION	1
1.1 Introduction	1
1.2 Research Background	2
1.2.1 AML/CFT Regimes and Standards	3
1.2.2 AML/CFT Regime for Financial Institutes	4
1.2.3 AML/CFT Settings of Pakistan	7
1.2.4 Money Laundering Issues in Pakistan	9
1.3 Problem Statement	12
1.4 Research Questions	15
1.5 Research Objectives	15
1.6 Research Significance and Contribution	15
1.7 Research Limitations	17
1.8 Organization of the Thesis	18
CHAPTER TWO: LITERATURE REVIEW	19
2.1 Introduction	19
2.2 Theoretical Framework of the Study	19
2.2.1 Establish and Enforce Regulatory Policy	20
2.2.2 Enhanced Transparency	21
2.2.3 Dispense With Jurisdictional Issues	22
2.2.4 Elevate Institutional Synergy	23
2.2.5 Initiate Inclusive Practices	24

2.3 Theory of Crying Wolf	24
2.4 Transparency-Stability Theory	26
2.5 Overview of Money Laundering	27
2.6 Definition of Money Laundering	28
2.7 International Anti-Money Laundering Regime	31
2.8 Stages and Methods of Money Laundering	35
2.8.1 Placement	35
2.8.2 Layering	37
2.8.3 Integration	37
2.9 AML Regulations and Their Implementation in the FIs	38
2.9.1 International Response to AML Regulations	38
2.9.2 CDD and FIs	40
2.9.3 Financial Inclusion and AML Regulations	41
2.9.4 Cash Based Societies and AML Regulations	42
2.9.5 Customisation of International Regulations	42
2.9.6 Implementation Cost of AML Regulations	43
2.9.7 Survey of Literature on AML Regulations	43
2.10 Conceptual Framework	78
CHAPTER THREE: RESEARCH METHODOLOGY	79
3.1 Introduction	79
3.2 Research Philosophy	79
3.3 Research Methodology	81
3.3.1 Data Collection	86
3.3.2 Interview Guide	87
3.3.2.1 Regulators and Law Enforcement Agencies	87
3.3.2.2 Financial Institutes	88
3.4 Selection of Financial Institute's	89
3.4.1 Profile of Selected Financial Institutes	90
3.4.1.1 Allied Bank Limited	91
3.4.1.2 Askari Commercial Bank	92
3.4.1.3 The Bank of Punjab	92
3.4.1.4 House Building Finance Company Limited	93