



Meezan Bank
The Premier Islamic Bank

Inside

09 Annual Business Conference 2011

03 Launch of Meezan Laptop Ease

10 Internal Trainers are as asset to the organization

05 Western Union Services available at Meezan Bank Branches

13 Performance Awards 2010

06 Meezan Bank's support for Cancer Treatment & Awareness

15 Meezan Bank's cricket team - 9 years of patronage



pages

Building a High Performance 4S Organization - Shariah, Services, Sales & Systems

From the desk of Ariful Islam (COO)

Alhamdulillah, Meezan Bank, the fastest growing bank in the fastest growing segment of the country's banking sector, holds approximately 40% of the market share of the Islamic Banking Industry in Pakistan. As the pioneer and leader in this industry, we are seen as a role model, because of which people have higher expectations from us, both in terms of providing Shariah-compliant banking solutions as well as in the standards of service we deliver to our customers. This makes it ever more important for us, as we continue to grow as a high performance organization, to focus on the theme on which our last Annual Conference was held – the 4S theme: Shariah, Service, Sales & Systems.

Shariah-compliance is the most important element of Islamic Banking; it is our key USP and the mandate given to us by our stakeholders i.e. our shareholders and our customers. We must always keep this concern at the forefront of all our actions, both in our professional and personal lives and reiterate our commitment in upholding the Shariah-credibility of our brand.

Service, in today's competitive business environment, will be one of the key factors in the future survival of the Bank. The quality of service that an organization delivers to its customers is one of the most important elements that determine its success or failure in business. Service excellence requires a committed service culture and an organization does not become a service-oriented organization until each and every staff member realizes the importance of service – to internal as well as external customers. Only by team work and consistent reiteration for improvement can we stand amongst the top banks in terms of service.

Sales is the bread and butter of any industry and is not just the job of the front-end sales staff, but of each and every person in the organization. Alhamdulillah, Meezan Bank has seen impressive growth in terms of sales over the past few years; however, in today's competitive market it is not only important to develop new customers, but also to strengthen the relationship with our existing customers and this can only be achieved through cross-selling, i.e. expanding a single-product relationship into a multiple-product one. With the wide range of customer-focused products available within the bank, it is now our responsibility to make our customers aware of these products. Our success in cross-selling will be a major contributor in helping us move closer to achieving our Vision of making Islamic banking the banking of first choice.

Systems, in today's world, is what determines the success or failure of an organization. Only those organizations survive and succeed in the long-run that depend on systems rather than on individuals for running their business. The word 'Systems' is usually interpreted as IT systems; but what it really means is all the procedures, SOPs and controls that an organization follows to conduct its day-to-day business. A well-designed set of systems enables the organization to deliver its products to the customers' satisfaction, with minimum turnaround time, at the most efficient cost and all these factors determine the survival of a business in these competitive times. At Meezan Bank, as we grow in size and geographical outreach, it becomes more and more important for us to refine and strengthen our Systems. However, even the best-documented systems in the world become ineffective if people don't follow them. It therefore boils down to commitment at the individual level to make the systems work, so that both the organization and the people associated with it grow and benefit.

With our focus on Shariah, Service, Sales and Systems being the driving force for future growth, I would like to remind all Meezan team members that each individual makes a difference! With our joint efforts, Meezan Bank will establish itself as not only a role model for Islamic Banks, but as a role model and market leader of the banking industry in Pakistan.



Mock Branches at Training Centers

Alhamdulillah, Meezan Bank is growing at a fast pace and one element that derives from this growth is that we need to constantly increase our human resource base. Newly appointed branch staff come from diverse institutional backgrounds and are used to working on different systems and following different SOPs for their routine work. With the growth in the size of our branch network and increase in business volumes, there is an increasing need to ensure that branch staff is fully conversant with both the new T-24 system and the Bank's SOPs in order to reduce the performance gaps arising from a lack of understanding of the system. Currently, despite the previous trainings prior to system deployment at each branch, there are a large number of calls landing at the T-24 Help Desk due to insufficient understanding and lack of experience with the recently implemented T-24 system.

The Training department has initiated the setup of Mock Branches which will provide a classroom setup of terminals where each training participant will have access to an offline version of the T-24 System. These systems will allow for

hands-on learning to ensure that staff using T-24 has proper understanding of the system and its features. Staff members will go through properly organized trainings on those modules of T-24 that are relevant to their particular seats. This will help them gain a detailed and in-depth understanding of the system and enable them to use the system with ease when they go back to their seats after attending the training program. These trainings will be available for both fresh as well as existing staff.

The first Mock Branch will be established at the new Head Office building (Karachi) and will be operated for 3-6 months, during which period we will gain experience of how to improve the functioning of the Mock Branch. Learning from the experience at Karachi, Mock Branches will then be established at the other Training Centers nationwide.

Sohail Khan,
Head of Marketing & Training

UPDATE *ON* Head Office Building

Photograph by:
Mehmood Edhi, Officer Administration



Head Office Model Branch



March 2011 - Head Office

Play your part in spreading Islamic Banking Online



www.facebook.com/MeezanBank



<http://linkedin.meezanbank.com>



<http://islamicbankingonline.meezanbank.com>

Poll Results

How is your Banking Experience with Meezan Bank?
(Service-Review)

Excellent Service

Differs from Branch to Branch

Poor Service Experience

Poll conducted on facebook.

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Feel free to write to us or send us your suggestions and feedback
Email: newsletter@meezanbank.com

pages is also available for download at:
www.meezanbank.com/newsletter.aspx

MEEZAN LAPTOP EASE – QUICK TO BUY – EASY TO PAY

Meezan Bank Laptop Ease is a new consumer financing product for individuals and corporate groups which allow customers to purchase laptops on easy instalments in a period of 3 months to 24 months. A MoU for this arrangement was signed between Meezan Bank and New Horizon earlier in 2011, under which M/s. New Horizon will provide two years warranty with parts along with nationwide after sales services via their dedicated Call Center and will provide after sales support to the customers at their door step.

Meezan Laptop Ease is based on the concept of Musawamah, which is a general and regular kind of sale in which price of the commodity to be traded is bargained between seller and the buyer without any reference to the price paid or cost incurred by the former. Unlike Murabaha, the seller in Musawamah is not obliged to reveal his cost; both parties negotiate on the price, while all other conditions relevant to Murabaha are valid for Musawamah as well.

Currently Meezan Laptop Ease is for the purchase of Hewlett-Packard (HP) laptops only, launched with 7 models and a payment plan starting as low as Rs. 2,700 per month. Laptop model offerings will vary with time in consistence with the latest features and market demand. All laptops come with free Takaful Coverage and a free carrying case. To facilitate customers in their selection decision, a Laptop Ease section is available on the Meezan Bank website (www.meezanbank.com/laptopfinancing.aspx) where visitors can compare Laptops through their specifications and payment plans.

The launch of Meezan Laptop Ease, is in-line with Meezan Bank's active focus on the development of Islamic alternatives to conventional banking products, to offer a one-stop shop for innovative value-added products and services to the customers within the bounds of Shariah.

Noman Ahmed,
Product Manager – Housing Finance, Consumer Banking

Mystery Shopping & Meezan Bank's **Zero-tolerance** policy

Mystery shopping is an effective tool to measure the service quality standards in an organization and has been a practice in Meezan Bank by the Service Quality Department. Mystery shoppers visit branches, meet the staff and ask questions about products, services and Islamic Banking. It is the responsibility of the branch management to ensure that their staff provides correct and complete information to the customers.

During a recent mystery shopping exercise, some branch staff, mostly PBOs and BDOs, did not provide proper information on Islamic Banking to the visitors. Some of these cases were far more severe and unacceptable than others. When the branch representatives were questioned about Islamic Banking, they conveyed incorrect information claiming that the processes of the Bank are not 100% Islamic, and that the Bank probably charges a comparatively lesser percentage of sood (Riba) than conventional banks. This response is completely incorrect and totally unacceptable and has been highlighted as information against the Bank and its values.

In response of these events, the Senior Management has expressed its concern and reiterated the zero-tolerance policy towards staff who provides false information about Islamic Banking and its adherence to the rules of Shariah. This attitude and mindset of any staff of the Bank would lead to dismissal or termination of his service in future. Lack of knowledge is not an excuse for providing incorrect information; rather, clarity should be sought with seniors in the Bank or through the Shariah Department.

Branch staff is required to follow the standard procedures of the bank, playing a critical role in the mission and vision of Meezan Bank and Islamic Banking. Employees are required to make an extra effort to convey information in the light of Shariah guidelines and keep in mind that the Bank has a zero-tolerance policy when it comes to miscommunication of non-compliance of Shariah principles.

Muhammad Abid,
Regional Manager South-I

15% Bonus Shares declared at Board of Directors Meeting

The Board of Directors of Meezan Bank under the Chairmanship of H.E Shaikh Ebrahim Bin Khalifa Al-Khalifa, approved the annual audited accounts of the Bank for the year ended December 31, 2010 in the Board of Directors meeting held on February 11, 2011. The Board declared 15% bonus shares for its shareholders for 2010, thus raising the paid-up capital of the Bank to Rs.8 billion against the Rs.7 billion minimum capital requirement of the State Bank of Pakistan (SBP). Accordingly, the Bank will meet State Bank of Pakistan's minimum capital requirement for 2011 of Rs. 8 billion a year in advance.

The Board appreciated the excellent performance of the Bank and reiterated the need to maintain growth across all fronts. Special emphasis on focusing on the growth of quality financing portfolio was also given. Investments of the Bank increased by 139% from Rs. 23 billion in December 2009 to Rs. 55 billion in December 2010 - mainly due to investments in GoP Ijarah Sukuk issued by the Government of Pakistan during the year.



Banking Service launched for Al-Meezan

Al-Meezan Investment Management Limited, Meezan Bank's mutual fund subsidiary, is committed to providing best possible services for the convenience of its investors. In this respect, Al-Meezan announced the launch of Internet Banking service which allows for paperless investments, redemption and conversion transactions of mutual fund accounts. Users of Meezan Bank's Internet Banking facility can now simply register for this service via Meezan Bank's website.

Zufa Kanwal,

Manager Marketing – Al-Meezan Investments

15th Annual General Meeting of the Shareholders

Meezan Bank's 15th Annual General Meeting (AGM) was held on March 28, 2011 at Beach Luxury Hotel, Karachi. Mr. Irfan Siddiqui (President & CEO) chaired the meeting and informed the shareholders that Meezan Bank recorded 61% growth in its post-tax profit for 2010. The Profit after Tax for 2010 increased to Rs. 1,650 million compared to Rs. 1,025 million in the previous year. Earnings per Share (EPS) for the year increased to Rs. 2.36 as compared to Rs. 1.62 in last year. The performance of the Bank remained outstanding in all the areas of its business activities especially deposits that grew by 31% from Rs 100 billion in December 2009 to Rs 131 billion as at December 2010. The growth in deposits is directly attributable to the aggressive branch expansion plan initiated since 2008 and an effective direct sales strategy implemented by the Bank. The Bank now operates with a network of 222 branches spread across 63 cities of Pakistan. A number of shareholders appreciated the strong performance by the Bank especially relative to other

banks. The members approved the annual audited accounts and consolidated audited accounts for the year ended December 31, 2010 and acknowledged the good performance of the Bank. The shareholders also approved 15% Bonus shares for the year 2010 continuing the Bank's unbroken payout record since the Bank's date of listing on Karachi Stock Exchange.

The AGM was attended by Mr. Ariful Islam (COO), Mr. Shabbir Hamza Khandwala (CFO), Mr. Tasnimul Haq Farooqui (Company Secretary), Syed Najmul Hussain (Partner, External Auditors – KPMG Taseer Hadi & Co.) and other Shareholders of the Bank. Representatives of major shareholders of Meezan Bank, Noor Financial Investment Company Kuwait, Pakistan Kuwait Investment Company (Pvt.) Ltd and Islamic Development Bank, Jeddah, were also present.

Seasonal Financing in Multan Region

Agriculture is the mainstay of Pakistan's economy in terms of GDP and employment. However limited information and understanding of the rural market and economy has been one of the key impediments in penetration of banking finance in agricultural/rural sector of our economy. However the initiative taken by Meezan Bank's Management in providing Seasonal Financing at Multan Region has proven successful!

Commodity financing transaction carries specific and unusual risks, unlike many other methods of secured financing. These risks have been mitigated by Meezan Bank through a thorough study of the legal issues, knowledge of the borrowers, market and adequate control of the commodity. Some of the commodities are exposed to the risk of seasonal/atmospheric losses with the additional risk of fire/burglary & RSD. In almost every case, exposure to market price fluctuations is inevitable which makes it harder to control or monitor the value of its security at any given time; this exposes the Bank to greater risks. Following steps have been taken to manage these risks:

1. Daily, Weekly, Fortnightly & Quarterly visits of RM, BM, AM and Regional Staff.
2. Daily watch of price fluctuation in Local and International Markets.
3. Weekly monitoring of Cotton & Oil activity from purchasing, manufacturing, storage and sale of Finish goods.
4. Adequate risk coverage through Takaful/Insurance of the commodities

Under seasonal / Commodity finance Meezan Bank has provided finance to the Ginning Industry, Oil Mills, Seed Processing Unit, Flour Mills and Rice Mills. All seasonal financing facilities are governed under their specific Product Program Manuals. One of the key features of commodity financing is its involving the pledge of commodity stocks as a major part of the security package. In other words, repayment of the loan will be dependent on the debtor's ability to sell the very goods that form the subject of the security. Retirement of commodity financing in line with commodity financing cycle is required to ease out liquidity needed for other purposes.

Imran Akhtar,

Assitant Manger, Credit Monitoring SME/Commercial, Multan

Alliance between Meezan Bank and Western Union



for Home Remittance Payments in Pakistan

Western Union, a world leader in money transfer business, has entered into an agreement with Meezan Bank, under which the Bank will provide Western Union Money Transfer Service throughout its nationwide branch network. This arrangement will enable Meezan Bank to take advantage of Western Union's significant presence in over 200 countries across the world. By virtue of this alliance, people all around the world will be able to send money to their family and business associates in Pakistan, reliably and conveniently, which the beneficiaries can receive from any of Meezan Bank's branches in 63 cities. Meezan Bank is the first Islamic Bank in Pakistan to have made an alliance with Western Union for their Money Transfer service.

Residual Value Ijarah

In 2010 a MoU was signed between Meezan Bank and Indus Motors for launch of the Residual Value (RVI) model of Ijarah financing of all vehicles manufactured by Indus Motors. This partnership provides an addition to our existing Car Ijarah product menu and offers an excellent opportunity for both corporate and middle-income-group individuals who seek greater financial flexibility and Shariah-compliant products, to minimize their rental burden compared to a regular financing model. Apart from RVI, our standard Car Ijarah product is also available under this arrangement with improved features. The Co-branded campaign includes both joint media campaigns and an increase in point of sales opportunities.

Meezan Bank is the only Islamic financial entity with which Indus Motors has entered into a joint-campaign. The choice of Meezan Bank Car Ijarah by Indus motors resulted from a number of factors, including the brand equity, market presence & penetration, turn around time, growth potential, PR & our superior presence in the market.

The salient features of this deal include a reduction in the monthly rent, processing charges and advance rentals. Meezan Bank is highlighted as the Preferred Financing Partner at all Indus Motor dealerships across Pakistan and through joint advertising campaigns in all major cities of Pakistan.

Faisal Saifullah,
Business Manager - Autos, Consumer Banking Division

Easy Home Owing a home is no longer a distant dream!

Special Offer for CAs & Employees of MNCs and Local Corporate Groups

Chartered Accountants (CAs) - salaried only, and employees working in reputed Multinational Companies or Local Corporate Groups can avail a limited time Housing Finance opportunity with preferential rental rates per annum. This comparatively lower rental rate not only gives Meezan Bank an edge over other competitors in the market but also instigates the building of a very healthy and profitable Easy Home portfolio of the salaried segment.

Muhammad Bilal,
Assistant Product Manager, Easy Home | Consumer Banking

Conversion of AMMF to Open End Fund & Declaration of 1st Interim Cash Dividend



The Board of Directors of Al-Meezan Mutual Fund Limited (AMMF) has approved the conversion of AMMF, a closed end equity fund into an open-end scheme subject to all regulatory approvals. This conversion has been approved taking into consideration the interest of the shareholders of the Fund. The conversion will benefit the investors as their investments will, post conversion, be valued at redemption price of the new open-end fund rather than being valued at discount to Net Asset Value (NAV) on stock exchange. Further, shareholders will have the ability to redeem their units with Al-Meezan Investments instead of going to the

stock market and looking for a buyer of shares of the Fund.

The Board of AMMF also declared an interim cash dividend @ 5% per share (i.e., Rs. 0.50 per share) for the half year ended December 31, 2010. The Fund's NAV has appreciated from Rs.10.21 as on June 30, 2010 to Rs. 11.90 as on December 31, 2010, thus providing NAV based gain of 24.91 %. The net assets of the Fund as on February 28, 2011 were Rs. 1,622 million.

Zufa Kanwal,
Manager Marketing - Al-Meezan Investments

Meezan Bank's support for Cancer Treatment & Awareness

Placement of collection box at branches for Shaukat Khanum Hospital

As part of Meezan Bank's continuous and ongoing Corporate Social Responsibility (CSR) initiatives, the Bank has signed an MOU with "Shukat Khanum Memorial Cancer Hospital & Research Centre" (SKMCH&RC) for placement of their coin/cash collection boxes at the bank's branches in Karachi, Hyderabad, Sukkur and Quetta.

SKMCH&RC is globally recognized for providing state-of-the-art treatment facilities to cancer patients, irrespective of their ability to pay. Meezan Bank has joined hands in this noble cause to help collect funds to provide medical facilities to the growing number of cancer patients in Pakistan.

Employees and customers can contribute towards the cause by and play a role in the effort to provide medical treatment to cancer patients; all financial support will become part of the philanthropic mission and will go a long way in making a difference between life and death to many needy cancer patients.

May Allah help us, protect us, save us and accept our little efforts and reward us both in this life and the hereafter, Ameen!

Fayyaz ur Rehman Khan,
AVP, Product Development & Shariah Compliance

Awareness & Prevention Campaign by Children Cancer Hospital

In support of the noble cause of creating awareness about the perils of Cancer, Meezan Bank extended its cooperation and assistance to "Children Cancer Hospital" to spread awareness and help fight this disease. Hospital & Cancer Awareness Leaflets were placed at all Meezan Bank branches in Karachi and a comprehensive presentation on cancer was emailed to all employees of the Bank with a request for their contribution towards the cause. During the course of the campaign, Meezan Bank also assisted the Cancer Hospital in arranging contributions from an external Trust.

The Children Cancer Hospital - Cancer Awareness & Prevention Campaign promoted much needed information on Cancer, which is on one of the leading causes of death world-wide.

Ahmed Ali Siddiqui,
EVP, Product Development & Shariah Compliance

Fund Raising Carnival by Children Cancer Hospital

In support of the Children Cancer Foundation Pakistan Trust, Meezan Bank participated in the Fund Raising Carnival held by the Children Cancer Hospital earlier this year. Over 4000 visitors attended the carnival, which aimed at promoting the awareness and treatment of cancer in Pakistan. The Water Pump Branch represented Meezan Bank with a stall at the Corporate Area, where visitors approached the stall and were properly briefed about the offered products and services. The carnival was a big success in terms of turnout and fund raising. The Bank's participation was appreciated by the visitors and by the Foundation's executives in particular.

Maqbool Hussain Shah
Branch Manager, Water Pump Branch

Fund Raising Carnival for the Flood Victims at Beacon House School

An activity to raise funds for flood victims was organized by the Beacon House School. Considering the nobility of the cause and Meezan Bank's active participation towards fund-generation for the flood victims, the Bank participated in the carnival by setting up a stall for visitors. The carnival was visited by executives of various companies. Visitors offered positive feedback on the high-quality service experience with Meezan Bank, which was very heartening and also provided further leads for numerous product offerings.

Being a children's activity, games were held at the stall and gifts were distributed to children.

Obaid Aslam Khan,
Team Leader, U.P More Branch



Training Workshops on Islamic Modes of Finance

To impart knowledge about the key principles of the Islamic modes of finance, two separate full-day sessions were organized jointly by the Corporate department and the PDSC department for corporate customers of the bank. The sessions were mainly attended by CFOs, Treasury Managers & Senior Finance Executives of leading corporate entities such as PSO, Clariant, Muller & Phipps, PARCO, Engro, Sapphire, Gatron/Novatex, Din Group, Habib Oil, National Foods and the Mega Group.

Both sessions were attended by Mr. Irfan Siddiqui (President

& CEO) and Mr. Ariful Islam (COO) who shared their views and highlighted the success of the Bank with the participants. Shariah experts took to stage to explain the key principles of Islamic Banking Products, their difference from conventional banking products and processes to ensure their proper execution. The key highlights of the events were the highly interactive question and answer session which helped our clients to clear their misconceptions and apprehensions regarding Islamic Banking processes.

Ata Ur Rahim Hanafi,
SVP Team Leader, Corporate Banking

Meezan Bank sponsors Gold Medals at Convocation 2011–SZABIST

Adding to the initiatives taken to promote and support excellence in higher education in Pakistan, Meezan Bank co-sponsored Corporate Gold Medals for Students at the SZABIST Convocation-2011 held in February. Gold Medals were awarded to students who attained the highest grades in their respective elective courses, with over 50 Gold Medals awarded to students of the Karachi and Larkana Campuses.

SZABIST conferred over 500 degrees to students completing their Bachelors, Masters and PhDs in the fields of Computer Sciences, Management Sciences, Social Sciences, Media Sciences, Economics and Law. With over 1000 attendees at the occasion, the audience included both potential clients and perspective employees for Meezan

Bank. The event was well-covered by the media giving the Bank print and electronic coverage.

SZABIST is recognized amongst the leading business schools and technology institutes in Pakistan, with campuses in Pakistan and Dubai. SZABIST is a registered member of the International Association of Universities (IAU), Paris; Association of Commonwealth Universities (ACU), London; Federation of the Universities of Islamic World (FUIW), Rabat; Asia University Federation (AUF), Seoul; and the Association of SAARC Universities (ASU).

Kaiwan Jamshed Irani,
Internet Presence Officer, Special Projects - Marketing

Sargodha

MEEZAN BANK RECOGNIZED AT THE All Banks Finance Mela 2011

Banks Finance Mela-2011 was held at Sargodha in February under supervision of the State Bank of Pakistan - Faisalabad (SBP) 40 participant stalls were set up at the event including all local banks and numerous other institutions. The single-day event attracted almost 5000 visitors. Meezan Bank's presence played a strong role in spreading awareness about Islamic banking while promoting the large portfolio of products and services offered by the Bank.

Meezan Bank was awarded the Best Stall Award at the event for the best customer interaction, best stall design and promotion efforts by the Bank's representatives. At the closing ceremony Guest of Honour Dr. Muhammad Saleem, SBP presented the award to Mr. Nasir Mehmood (Area Manager) for the Bank's visibility and active participation in the event.

Asim Aslam,
Branch Manager, Sargodha



ICAP Family Funfair at



The Institute of
Chartered Accountants
of Pakistan

The ICAP's Family Funfair organized by the Institute of Chartered Accountants Pakistan (ICAP) in February proved to be a great opportunity for Meezan Bank to promote its banking services to more than 500 Chartered Accountants belonging to numerous blue-chip and multinational organizations who attended the event at Sindbad, Karachi with their families. Our representatives did an excellent job in spreading the message of Islamic banking from the platform of Meezan Bank, and provided over 200 leads for numerous products from the campaign. Family activities were held at the stall such as lucky draws, games and distribution of goody bags & balloons for the kids.

Shahzad Iqbal,

Team Leader - Consumer Banking, Karachi



Dinner for Corporate Customers hosted by the COO

To strengthen Meezan Bank's relationship with its corporate customers in the South Region, Mr. Ariful Islam (COO) hosted a Corporate Dinner at his residence in January 2011. The event was attended by leading businessmen of the country and served as an effective platform for the Bank's senior management and the Corporate (South) team to interact with the clients in an informal manner.

The event also highlighted the growth in the corporate portfolio of the Bank, which has gone from strength to

strength in recent years. The guests got an opportunity to network while the corporate team introduced the new clients of the Bank to Meezan Bank's Senior Management.

The guests thoroughly enjoyed the dinner and appreciated the hospitality of Mr. Ariful Islam and the Corporate Team of Meezan Bank.

Ata Ur Rahim Hanafi,

Team Leader, Corporate Banking



Meezan Bank's participation in Conferences & Workshops

During the month of March, Meezan Bank participated in the Terra Biz Program "Reinventing CFO Conference", the CFO Conference in Karachi and in the Mera Pakistan Conference in Lahore.

A two day workshop on 'Islamic Modes of Financing' was also conducted in March for corporate customers in Karachi. The workshop was attended by a large number of corporate customers who used the opportunity to provide valuable feedback, refresh their concepts of Islamic banking and get answers to their queries by the Bank's representatives. Mr.

Irfan Siddiqui (President & CEO) provided an overview of the Bank's performance since inception and its expansion plans.

The Liability Sales team established an information desk for facilitation of the Corporate Customers, who at the end of the event were provided with corporate souvenirs and financial reports.

Mehdi Abbas,

Regional Sales Manager-South, Liability Sales,
Consumer Banking Department

Talent Gymnasium Program by ACCA

Meezan Bank's representatives interacted with over 350 ACCA professionals from numerous organizations at the Talent Gymnasium Conference, Karachi organized by ACCA Global. Participation in this event allowed Meezan Bank to promote Islamic Banking to young professionals who were able to discuss and provide customer insight on Islamic Banking and Meezan Bank's products and services. Regular participation in such events where future executives

of top companies are present will make a significant contribution towards "Establishing Islamic banking as banking of first choice". Mr. Feroz (BDO-Clifton Branch) and Mr. Hammad Qureshi (BDO- Khe-Bukhari, Branch) represented the bank at this event and were recognized for their efforts and dedication towards customers at this event.

Shehzad Iqbal,

Team Leader, South III

ANNUAL BUSINESS CONFERENCE 2011

Meezan Bank has the tradition of arranging Business Conference each year, initiated in 2003 with a Corporate Conference at Karachi. Meezan Bank at that point was a small organization with 6 branches and 150 employees. This format of the conference was repeated for the next 3 years, and in 2007 & 2008 the conference was modified into Regional Conferences to accommodate the expanded branch network and increased number of employees in the South, Central and North regions. In 2009 and 2010 Annual Get-together events were held across Pakistan instead of the Regional Corporate Conferences.

This year the management decided to hold Annual Business Conference with the theme 'Building a High Performance 3-S Organization - Shariah, Service & Sales' with the following objectives:

1. To review the performance of 2010
2. To present the business strategies for 2011
3. To reward the performers of 2010
4. To present Service Awards for staff completing 5 years with Meezan Bank.

The conference was held in two parts; one in Karachi for the Head Office and South Region Branches and the second in Bhurban for the North and Central Regions Branches.

NORTH & CENTRAL REGIONS

The Annual Business Conference - North & Central, was a two day event on the 18th and 19th March at Pearl Continental - Bhurban, attended by Branch Managers, Area Managers, Regional Managers and key Unit Managers of the Central and North Regions along with the Department Heads from the Head Office (Karachi).

The first day program was opened by Mr. Mohammad Raza followed by Mr. Saleem spoke on the purpose and agenda of the conference and the importance of strategy development for the Bank on a whole and for the North and Central Regional Areas in specific. Mr. Ariful Islam (COO), took stage as the first speaker commencing the conference with his presentation on the role of 3-S - Shariah, Service and Sales - in Meezan Bank's growth. The following business session included presentation by Heads of Commercial Banking, Corporate Banking, Investment Banking, Consumer Banking and Treasury & Financial Institutions, who gave an overall review about their respective department's performances in 2010 and an insight into their planned strategies for the year 2011. Mr. Sohail Zindani, a reputed trainer, took stage at the end of the 1st day's conference with a Training session which

focused on the importance of service and sales for an organization which he also trained on earlier at Annual Business Conference - South.

The second day of the conference began with an inspirational talk by Irfan Siddiqui (CEO & President), followed by an address and detailed talk by Saleem Khan (Regional Manager - North) and Rizwan Ata (Circuit Head - Central) who highlighting the Regional performance for 2010 and the overall strategies of their respective regions. Following presentation were delivered by the Head of Audit, Head of Product Development & Shariah Compliance, Head of Operations and the Head of Human Resources who flew in from Karachi. The CFO presented a detailed overview of the Financial position of the Bank and its analysis. The conference ended with the presenting of performance and service awards to the staff of Meezan Bank from the North & Central Regions. The conference participants enjoyed the recreational activities offered at the hotel during their stay at the beautiful location.

Hafidh Jamaluddin,
Project Manager - Marketing

HEAD OFFICE & SOUTH REGION

Held on 12th March 2011, the Annual Business Conference (South) was arranged at the Dream World Resort Hotel and Golf Club. The full-day event was divided into 3 sessions; Business Session, Training Session and Award Distribution and was attended by selected Head Office Staff, Department Heads, Area Managers, Regional Managers, Branch Managers, and Unit Managers.

Mr. Mohammad Raza (Head of Consumer Banking) opened the program and invited the respective speakers to discuss their strategies for the coming year. Amongst the key speakers, Mr. Irfan Siddiqui (CEO & President) took stage initially to commence the conference with his presentation with an in-depth analysis of the Bank's growth and performance since 2002. He shed light on the efforts being initiated to make Meezan Bank an 'A' quality organization in the years to come. Mr. Ariful Islam (COO) spoke on the theme of the conference and highlighted the role of 3-S - Shariah, Service and Sales - in Meezan Bank's growth. Dr. Muhammad Imran Usmani (Shariah Advisor) gave a talk on Islamic ethics that resonated with all the participants.

The Business session also included presentations by Heads of

Corporate Banking, Investment Banking, Treasury & Financial Institutions, Product Development & Shariah Compliance, Internal Audit and Consumer Banking who gave an overall review about their respective department's performances in 2010 and an insight into their planned strategies for the year 2011.

Mr. Sohail Zindani, a reputed trainer, took to the stage for the Training session which focused on the importance of service and sales for an organization. The audience was involved in a motivating exercise focused on stability of work force, increasing level of efficiency and eventually leading to the achievement of the organization's strategic goals.

The conference concluded with the award distribution session in which 175 employees were awarded in 13 different categories for their performances during the years. The conference participants took the opportunity to enjoy the recreational activities offered at the resort such as horse riding, laser shooting, archery, bowling, boating and miniature golf.

Saad Yusoof,
AVP - Marketing

Internal Trainers - You are an asset to the organization!

Ever since the Training Department started regular and monthly trainings for the staff across the nationwide branch network, the Internal Trainers have played a pivotal role in educating, grooming and developing both the frontline branch staff as well as the back office departmental staff of the Bank.

Although the contribution of these Internal Trainers has been acknowledged at the highest level, there are times when all of us do take them for granted and do make extensive demands of them not realizing the immense pressures they work under – managing their regular assignments and responsibilities while performing their training activities simultaneously. To absorb this kind of pressure and to still come out on top is admirable – Meezan Bank is extremely fortunate to have such individuals associated with it.

Elevating the calibre of the staff in terms of both technical abilities as well as their personal growth and development is a very noble act and our Internal Trainers across the bank deserve heaps of praise. We tend to forget very conveniently how much effort goes into creating, designing, and finally conducting a training session, including classroom exercises and session related tests. In order to keep up their enthusiasm and morale, we must not miss any opportunity to appreciate and acknowledge their contribution towards the betterment of the staff.

Dear Trainers – You have done an excellent Job! Thank you for your continued contribution!

Khalid Maqsood,
Manager, Training

Training at Region South III-An Essential Ongoing Process

Training and development is concerned with improving the performance of individuals and groups. Keeping in view the importance of training and development of the staff members, Mr. Tariq Mahboob (Regional Manager - South III) has taken up the initiative to put in extra effort in arranging training sessions at the Regional level so as to improve the understanding of banking procedures at branches with respect to the Islamic Shariah.

Existing and newly joined branch staff was enrolled in the 'Introduction to Islamic Banking & Deposit Products and their Structure' training conducted by Mr. Musaddiq Iqbal

Siddiqui (Branch Manager – Gulshan-e-Iqbal Branch) and a session on Home Remittance conducted by Mr. Mirza Amir Iqbal (Branch Manager – Gulshan Block 2 Branch). Two training sessions were conducted on Shariah Audit, by Mr. Rehan Waheed (Personal Banking Manager – Gulshan-e-Iqbal Branch) and Mr. Musaddiq Iqbal, exclusively for the Branch Managers of Region South III with an aim to further improves the Shariah Audit Rating of the branches in the Region.

Farhan ul Haq,
Regional Coordinator South III

Soft Skill Training by Meezan Bank's Trainer at SZABIST

Training Manager, Mr. Khalid Maqsood, was invited by SZABIST to hold a brief training session for their BBA and MBA final year students as part of their Corporate Finesse Workshop. Focusing on the subjects of "Power Dressing" and "Personal Branding", the three-hour session discussed the importance of an employee's personal grooming, building of self confidence and the expectations of both men and women entering the corporate world. Initiatives similar to these allow promotion of Islamic Banking and Meezan Bank's corporate values, culture, internal work ethics and its focus on soft skills and technical training.

The workshop was attended by over 100 participants, who provided positive feedback on the training and gave a warm

and appreciative response to Mr. Khalid Maqsood throughout the session. Mr. Khalid has been asked to come and deliver future lectures on different "Soft Skills" topics like, Corporate Communication, Time Management, Personal and Professional Development etc.

Corporate Finesse Workshops are conducted every year by SZABIST which include speakers and trainers representing the top organizations of Pakistan who provide insight to the professional and personal grooming expectations of the current market.

Kaiwan Jamshed Irani,
Assistant Project Manager – Marketing

Customer Services Skill Set

In view of the recently concluded survey on "Customer Services", the Training Department initiated a training program titled 'Customer Services Skills Set', a one full day session delivered as a pilot project in collaboration with the Service Quality Department.

For the first time at Meezan Bank, three different groups of staff participated together in a session, with PBOs, BDOs and SQCs gathered on a single platform for the joint training session. The results of these sessions have been very encouraging. Internal Trainers from Service Quality, PDSC, Labbaik, covered their respective areas, along with

Mr. Mohammad Raza (Head of Consumer Banking) who delivered the 3-S concept (Shariah, Service & Sales) and Mr. Waseem Bari who conducted a training session on Customer Services.

The refresher of this skill set to a combined audience from these groups was a very fruitful exercise, and Insha'Allah soon, these sessions will be replicated soon at both Central and Northern regions.

Khalid Maqsood,
Manager Training

INTER-BRANCH SERVICE COMPETITION

The main objective of Service Quality (SQ) has always been to maintain a strong focus and close checks over the processes of carrying out banking activities, measuring accuracy, timeline, relevance, productivity, etc. Over the past quarter, further enhancements, including Telephone handling, have been proposed and are being made part of the Service Level measurement process both at the branches and the Head Office.

Sahar Aman,
Service Quality Analyst, Service Quality Department

The results of Inter- Branch Service Competition for the First quarter 2011 are as under:

January	February	March
<ul style="list-style-type: none"> Commercial Category Akbari Mandi Branch, Lahore Semi-Commercial Orangi Town Branch, Karachi Residential F-8 Markaz Branch, Islamabad 	<ul style="list-style-type: none"> Commercial Category Akbari Mandi Branch, Lahore Semi-Commercial Sheikhupura Branch Residential Aabpara Branch, Islamabad 	<ul style="list-style-type: none"> Commercial Category Akbari Mandi Branch, Lahore Semi-Commercial Millat Chowk Branch, Faisalabad Residential F-8 Markaz Branch, Islamabad

6 Day Advance Islamic Finance Course 2010 -

Karachi & Multan Region

PDSC announced the results of the '6 Day Advance Islamic Finance Course 2010' held for the Multan Region and Karachi city. The objective of the courses was to facilitate Meezan Bank's employees to develop further depth in understanding the Shariah concepts applicable to Islamic Banking. The course covered topics including Riba and its prohibition, rules of the Sale contract under Islamic Shariah, and Islamic financial products and processes. The facilitators also briefed the audience on the growth and differences in the Islamic Banking Industry throughout the world.

It is indeed a pleasure to enlighten that only Meezan Bank has produced a thorough training program in Islamic

Banking and Shariah concepts which has provided a strong edge in terms of human resources in the Industry. Moreover, the stated course catered 32 candidates with 98.6% passing rate.

On behalf of PDSC, I would like to thank our facilitators and Shariah scholars who spent their valuable time during this training session. Congratulations to all position holders who put in their time and effort to avail the training opportunity to its best and secured the top positions.

Usama Bin Tariq Siddique,
Shariah Compliance & Training Coordinator, Product Development & Shariah Compliance (PDSC)

KARACHI		
1st Position	Tayyaba Urooj	CAD Department
2nd Position	Waqas Tariq Waqar	CAD Department
3rd Position	Syed Muhammad Nabeel	SITE Branch
MULTAN		
1st Position	Faisal Zafar	Sadiqabad Branch
2nd Position	Saad Mazhar Qureshi	Bosan Road Branch
3rd Position	Hassan Abdul Ghaffar	Old Bhawalpur Road Branch

Age is not a barrier to education - Mr. Mohammed Iqbal

Mr. Mohammad Iqbal, Tea-boy, has recently completed his Intermediate level of education at the age of 48, in his quest of seeking better education. His Intermediate education and previous Matric education (2009) was an accomplishment via private tutoring by his own daughter who is currently pursuing a degree from Karachi University. Despite his financial limitations over the past years, Iqbal believed in not only having his children educated as a priority but also continued his own education. His impressive communicational strength in multiple languages, passion for reading and pursuit of education are evidence of his belief in making continuous efforts towards self-improvement. Often found to be reading periodicals to his associates, Mr. Iqbal has been associated with Meezan Bank since 2002.

Chairman - Billionaire Club

An exclusive award distribution ceremony was held during the last Annual Business Conferences 2011, held at Karachi and Bhurban respectively, in recognition of the commendable efforts of our top performing branches. Members of the esteemed Billionaire Club i.e. branches with deposits exceeding Rupees One Billion were awarded a shield of recognition for their outstanding performance in their respective categories.

To further recognize the efforts of the branches in future, Mr. Irfan Siddiqui (President & CEO) announced a new category, the Chairman - Billionaire Club, for branches who achieve a figure of Five Billion in Deposit and maintain this status for the next few months. The top performing branch in this category would be awarded with Rupees 500,000 and a trophy which will be presented to the Branch Manager by the Chairman of our Group.

Kamran Zafar,
National Sales Manager

ABBOTTABAD BRANCH JOINS THE BILLION CLUB

It is an honour to announce that the Abbottabad Branch has crossed the One Billion Rupee Deposits mark and clinched the deposit wise 6th position in the North Region.

The landmark achievement was made possible due to untiring and relentless efforts by Mr. Anwar Khan (Branch manager) and Mr. Saddam Hussain (Area Sales Manager) along with his sales team under the dynamic leadership of Mr. Alam Zeb Khan (Area Manager). Congratulations to Mr. Saleem Khan (Regional Manager - North) and the entire branch team.

Members of the Billionaire Club – December, 2010

BRANCH NAME	CITY	BRANCH NAME	CITY
Kotwali	Faisalabad	Khayaban-E-Sahar	Karachi
Serena Hotel	Faisalabad	Korangi	Karachi
Blue Area	Islamabad	Marriot Hotel	Karachi
F10 Markaz	Islamabad	PNSC	Karachi
F-7 Markaz	Islamabad	S. I. T. E.	Karachi
Allama Iqbal Road	Karachi	Shahrah-E-Faisal	Karachi
Bahadurabad	Karachi	U.P Morh	Karachi
Barkate-Hyderi	Karachi	Akbar Chowk	Lahore
Clifton	Karachi	Azam Cloth	Lahore
Cloth Market	Karachi	Circular Road	Lahore
Dha - Ii Ext.	Karachi	DHA III - Y Block	Lahore
Dhoraji Socitey	Karachi	Gulberg	Lahore
F.B Area	Karachi	Gulshan-E-Ravi	Lahore
FTC	Karachi	Old Bahawalpur Road	Multan
Gulistan-E-Johar	Karachi	Saddar	Peshawar
Gulshan Chowrangi	Karachi	Jinnah Road	Quetta
Gulshan-E-Iqbal	Karachi	Bank Road Saddar	Rawalpindi
Jodia Bazar	Karachi		



Performance Award for March 2011

The Labbaik Performance Award for the Month of March 2011 has been won by Mr. Ansir Farooq (Officer Operations & Labbaik Coordinator, Sadiqabad Branch). The award includes a cash incentive of Rs 15,000, a performance plaque and an Appreciation Certificate.

The Labbaik Performance Award is part of the Product Development team's Branch Targets & Incentive Plan for Meezan Labbaik which was introduced to all branches earlier this year.

Mr. Shahzad Anwar,
RM Car Ijarah, Sadiqabad

PERFORMANCE AWARDS 2010

Meezan Special Stars

Special Performing Area

Mashkooor A G Khan - Area Manager - Gulshan-e-Iqbal Area
Hassan Ali - Area Manager - Defence - Lahore Area
Tariq Ali Khan - Area Manager - Rawalpindi / Islamabad - II Area
Sher Afsar Khan - Area Manager - Quetta Area

Special Performing Branch

Qasim Najeeb Ullah - Branch Manager - Mingora - Swat
Muhammad Arshad Arain - Branch Manager - Tando Adam
Ateeq Ur Rehman - Branch Manager - Mian Channu

Best New Performing Branch Of The Year

Mirza Aamir - Branch Manager - Blk 2, Gulshan-e-Iqbal - Karachi

Cost Efficient Branch of the Year

Usman Fida - Branch Manager - Dal Bazar - Gujranwala
Runner up
Naik M. Kakar - Branch Manager - Munsafi Road - Quetta

Break-even Star

Mir Haider - Branch Manager - Nowshera
Runner up
Usman Ullah Cheema - Branch Manager - Wapda Town - Gujranwala

Consumer Finance Star

Shabbir Ahmed Shaikh - Branch Manager - Bahadurabad - Karachi
Runner up
Muhammad Ali - Branch Manager - I-9 Markaz - Islamabad

Trade Star

Fayyaz Hussain Madni - Branch Manager - Korangi - Karachi
Runner up
Adnan Zahoor Butt - Branch Manager - Circular Road - Lahore

Special Star - Best Car Ijarah Financing Branch

Tauqeer Ahmed - Branch Manager - Gujar Khan

Deposit Star

Tasweer Hassan - Branch Manager - PNSC - Karachi
Runner up
Shabbir Ahmed Shaikh - Branch Manager - Bahadurabad - Karachi

Profitable Star

Site Branch Staff - Site - Karachi
Runner up
Jahangir Ahmed Nawabi - Branch Manager - Blue Area - Islamabad

Sprinter Star

Musaddique Iqbal Siddiqui - Branch Manager - Gulshan-e-Iqbal - Karachi
Runner up
Tanveer Sadiq - Branch Manager - F-7 - Islamabad

Al Meezan Investment Awards

Top Performance Award - Regional Sales Manager

Mehdi Abbas Naqvi - Regional Sales Manager - South

Top Performance Award - Area Sales Manager

Syed Ausaf Ahmed - Area Sales Manager - F.B Area - Karachi

Top Performance Award - Area Manager

Ameen Khawaja - Area Manager - Site Area - Karachi

Top Sales Performer

Saleem Shehzad - Team Leader - Gulshan-e-Iqbal - Karachi
Syed Mazhar Qasim - Team Leader - Water Pump - Karachi
Ali Gohar - Team Leader - G. T. Road - Peshawar
Amanullah Khan - Team Leader - Chowk Yadgar - Peshawar
Syed Mubashir Warsi - Team Leader - People's Colony - Faisalabad

Shariah Excellence Awards

Tariq Mahboob - Regional Manager - South III Region
Amer Masood Khan - Branch Manager - Zarar Shaheed - Lahore
Muhammad Yasin - Branch Manager - Sareena Hotel - Gojra
Saleem Khan - Regional Manager - North Region

Cross Sell Campaign

Shaikh Sufyan - Team Leader - Orangi Town - Karachi
Yasmeen Haider - Personal Banker - Barkat-e-Hyderi - Karachi
Junaaid Chouhan - Area Sales Manager - South Region
Syed Ausaf Ahmed - Area Sales Manager - South Region
Kashif Maqsood - Business Development Officer - Azam Cloth - Lahore
Imran Khalid - Team Leader - Saddar Road - Peshawar
Rashid Manzoor - Personal Banker - F-10 Markaz - Islamabad
Shiraz Qureshi - Area Sales Manager - North Region
Abdullah Badar - Business Development Officer - Central Region
M Kashif Jada - Business Development Officer - South Region
Raza Abbas Naqvi - Business Development Officer - Central Region

Consumer Campaign Awards

Altatf Memon - Relationship Officer - Latifabad - Hyderabad
Shafqat Ali - Relationship Officer - Clifton Hub - Karachi
Ali Ahmed - Relationship Officer - Clifton Hub - Karachi
Adil Naveed - Relationship Manager - Saddar Road Hub - Peshawar
Sheraz Khan - Relationship Officer - Saddar Road Hub - Peshawar

PGD in Islamic Banking & Finance – Mr. Shahzad Anwar & Mr. Ahmed Ilyas

Muhammad Shahzad Anwar (Relationship Manager - Car Ijarah) and Mr. Ahmed Ilyas (Product Manager - Alternate Distribution Channels) have successfully completed their Post Graduate Diploma in Islamic Banking and Finance from Al-Huda Center of Islamic Banking & Economics (Al-Huda CIBE).

Al Huda Cibe is an institution based in Lahore, Pakistan. The PGD on Islamic Banking & Finance covers the Islamic Economic System, Islamic Modes of Financing, the Legalities, processes and procedures of Islamic Banking & Finance. The diploma is completed online over a course of 8 months with numerous testing criteria and examinations linked to the completion of the diploma course.

Challenging Times, Service Matters Most!

Service is the key factor between satisfied and dissatisfied customers. The better service a customer gets, the better is their impression of banking and the higher the chances of cross-selling, referrals, leads and elevation of brand position in the market. Maximum value in terms of personal attention and service quality is what the customer demands and we should meet these expectations via quick processing, turnaround time and providing adequate and prompt response to queries and complaints.

The Marriott Hotel branch has continuously worked towards providing exemplary services to highlight the Bank as one of

the top banks in terms of customer services. Evidence of the branch's performance is its place at 3rd position nationwide in Service Quality for the year 2010 and at 1st position in its Region. Meezan Bank's Service Quality Department and the Training Department deserve credit for the extensive training programs and holding of service huddles which have motivated the Service Quality Coordinators nationwide and have contributed in moving closer to the milestone of being the 'BEST SERVICE BANK' 2011.

Mehreen Saleem,
Service Quality Coordinator, Marriott Hotel Branch

Customer Appreciation Letter to the Kh-e-Sehar Branch & Consumer Banking Team

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I would like to thank you for all the help and assistance extended to me from November 2009 when I opted for Easy Home Financing, to-date when I completed our contract in April 2011.

Your professional attitude and willingness to provide superior services to a non-resident Pakistani customer was remarkable; you fully informed me...of the process and requirements, and wherever possible, supported me to achieve the desired objectives during my short visits to Pakistan. While the entire Meezan Bank team was professional and supportive, the Personal attention given to me by Mr. Imran Qureshi (Branch Manager - Kh-e-Sehar Branch, Karachi), Mr. Habib Siddique & Wise Ur Rehan (Easy Home, Consumer Banking Center, Karachi) during this period was commendable. Your team's professional attitude and personal touch is by far above the standards of those foreign banks. You people are progressing very fast and are getting bigger and bigger every day and I wish you continue to maintain the current services standard.

Mr. Ahmed Akhter Qazi,
Regional Group Finance Director
Well Services, Iran



MEEZAN BANK'S CRICKET TEAM 9 years of continued patronage

The journey of Meezan Cricket Team has completed 9 years with a debut in 2002 and has since become one of the most successful teams among corporate cricket teams. Success stories include the team's playing in Semi-Final of the prestigious AKU sports Center Color Kit Cricket Tournament, the Danyal Twenty 20 Cup, the First MBL Inter Bank Color Kit Cricket Tournament and the Daynal Trophy. The team has also been recognized amongst the top cricket teams of Banks and Multinational within the likes of RBS, HSBC, SCB, Bank Islami, Dubai Islamic Bank, Shell Petroleum, DHL and TCS. Today, Meezan Bank (SOUTH) has Two Cricket Teams owing to the desire to accommodate maximum players from the 70 Karachi branches into the Meezan Bank cricket teams.

The Meezan Cricket Team has also been amongst organizers of two Tournaments namely the First MBL Inter Bank Color Kit Cricket Tournament -2007, held on the occasion of the successful completion of five years of Islamic Banking in Pakistan and the Meezan T-20 Islamic Banks Single League Color Kit Cricket Tournament -2010 held on the

occasion of the Double Century Branches of Meezan Bank.

In addition of extra-curricular activities, the Cricket Team has played a role in Meezan Bank's marketing and PR. The Cricket team and the tournaments organized and participated in were well covered by the print and electronic media including prestigious dailies including Jang, Express, The News, Dawn and TV channels like Geo, Sama and Aaj TV.

The Meezan Bank Cricket Team has been spearheaded by senior members of the Bank including Mr. Arshad Majed (Head of Operations), Mr. Faiz-ur-Rehman (Head of Information Technology), Mr. Muhammad Raza (Head of Consumer Banking), Mr. Mustafa Mohsin (VP, Housing Finance, Consumer Banking) & our Senior Player and Team Organizer Mr. Mirza Ayub Baig (AVP, Capital Markets, Operations).

Ammar Farooqui,
SO - Capital Markets, Operations

RAW Knight Cricket tournament *Karachi*

The RAW Knight Cricket tournament was organized by the Commercial Banking & SME departments at the Kokan ground, Karachi in January. The Tournament was between four teams, namely the Warriors (CBSME Department), Knight Riders (Administration Department), Attackers (Human Resource Department) and the Rangers (Katchi Gali # 2 Branch). The tournament format allowed for each team to play two matches, with the best two teams playing the final. The Knight Riders were the crowned winners of the tournament. Top performers of the tournament were awarded trophies, with Mr. Muhammad Abid (Regional Manager - South I) handing winning trophy to the team Captain. The tournament was initially inaugurated by Mr. Mohammad Shoiab Qureshi (GM Commercial) who highlighted the importance of these tournaments in his inaugural speech.

Kabeer Shaikh,
Personal Banker- Commercial Banking Department

Meezan Cricket Gala at *Bahawalpur*

The Bahawalpur Branch arranged a One Day Cricket Tournament for the Rahim Yar Khan Area at the colourfully decorated Grig Stadium Bahawalpur in March. Participating branches included Rahim Yar Khan, Sadiqabad, Bahawalpur, Lodhran, Haroonabad, Hasilpur and branches from Multan.

With the Sadiqabad and Lodhran teams reaching the final by defeating the Multan and Bahawalpur teams in the semi-finals, the five-match activity ended with victory of the Sadiqabad Tigers due to their impressive performance. Mr. Yasir (Bahawalpur), Mr. Abdul Wahab (Hasilpur), Mr. Jamil (Lodhran) received the Man-of-the-match awards during the

tournament with Mr. Ansir Farooq receiving the title in the final for his role in the victory of Sadiqabad. Mr. Zahid Abbas was titled player of the tournament.

The winning trophy was handed to Mr. Imran Sardar, the Captain of Sadiqabad Tigers by Mr. Muhammad Tufail (Area Manager - Rahim Yar Khan) and Mr. Muhammad Shoaib Rizwani (Area Manager - Multan).

Shahzad Anwar,
Relationship Manager, Car Ijarah, Sadiqabad &
Muhammad Shafeeq Ur Rehman,
Branch Manager, Bahawalpur

Meezan Bank

Annual Report 2010

Meezan Bank's Annual Report 2010 reflects a philosophy that lies at the core of Meezan Bank - Networking. The stunning images used in the report vividly exemplify the beauty and efficiency of networks in nature. Research has shown that the capillaries of a simple leaf provide the most efficient network, with built-in redundancy, to deliver essential nutrients to every part of the leaf. At Meezan Bank, the focus is on building networks that enable us to serve customers efficiently across the length and breadth of Pakistan. Meezan Bank recognizes that in order to realize its Vision of establishing Islamic banking as banking of first choice, it must expand its network and take Islamic banking to the doorstep of its customers. In building such networks, the secret of excellence in customer service lies in the attention to details in all matters, both big and small. The images of nature used in the annual report were captured by a young and talented photographer Kayhan Feroze Qaiser, who is a student of the Karachi Grammar School.



Syed Saad Yusoof,
AVP - Marketing

'This year's theme was quite unique and captivating. The stunning images used in the annual report brought life to the document.'

- Syed Arif Mobeen, Product Manager - HSBC

'Meezan Bank's team has done a commendable job with this year's annual report. It speaks volumes about the bank's far sighted approach towards making it stand tall amongst the lot of banks.'

- Maria Bokhari, GSK Pakistan, Brand Category Manager



With this year's calendar focusing on Muslim inventions and Discoveries, the header of this edition of Pages focuses on the **Banking Cheque**, which is the modern version of the Arabic 'saqq', a written vow to pay for goods upon delivery. The saqq was used to avoid the dangers and difficulties in carrying coins. In the 9th century, a Muslim businessman could cash a saaq in China drawn on his bank in Baghdad under a highly developed 'banking system'. In promoting the concept of bill of exchange, saqq or cheque, Muslims made the financing of commerce and inter-continental trade possible.

pages