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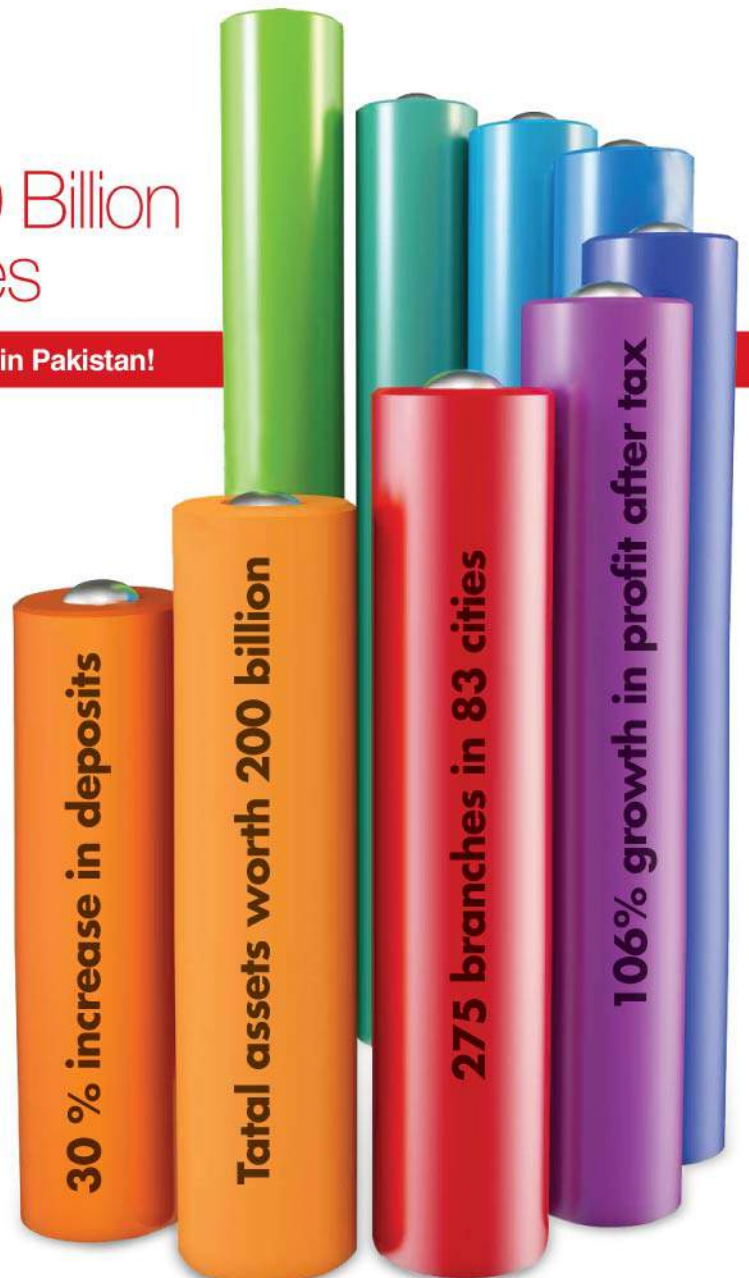
Liabilities Highlights & Achievements

Assets Cross Rs. 200 Billion and Profitability Doubles

Meezan Bank has the 9th largest branch network in Pakistan!



Meezan Bank
The Premier Islamic Bank





As a part of our ongoing efforts to promote our corporate image and communicate happenings and achievements of the Bank to the outside world, the Corporate Communication team has continued to expand the Bank's presence on both traditional and online media. Inspired by our success on Facebook and YouTube, we have increased our activity on Twitter in 2012.

Tweets related to financial results, upcoming events, success stories, press releases and other news are sent to all followers of Meezan Bank on a regular basis.

We encourage our staff to follow and inform others of our active online presence by following the Bank on Twitter on computers or via mobile phones! To follow Meezan Bank on twitter simply go to <https://twitter.com/#!/MeezanBankLtd> Or type #Meezan Bank Ltd in the twitter application on your mobile device.

From the desk of Ariful Islam (COO)

السلام عليكم ورحمة الله وبركاته

Alhamdulillah, Meezan Bank celebrated its tenth anniversary as a full-fledged Islamic commercial bank on May 2nd 2012. The Bank's achievements in terms of growth in branch network, deposits and profitability are unparalleled in the industry and we look forward, Insha'Allah, to surpassing these achievements in the years to come.

Meezan owes its success first and foremost to Allah (SWT) without whose blessing none of this would have been possible. Secondly, having the right team in place is the key factor in the success of any organization and Meezan Bank, Alhamdulillah, is blessed with a dedicated and competent team. We now need to focus on further improving the skill-set and managerial ability of our team to take Islamic Banking in Pakistan to the next level. Following are some of the initiatives the Bank is taking to achieve this goal:

- With an enhanced focus on learning activities, learning centers are now established in all Regions and are offering learning programs focused on training needs identified for various specific branch functions.
- Realizing the importance of training on the new T-24 system, a Mock Branch has been established at Meezan House for providing hands-on training on T-24 to our branch staff. Looking at the value-addition of this initiative, Mock Branches are now being planned for other Regions within the year.
- Several batches of Trainee Officers were inducted over the past years and have been instrumental in providing a pipeline of quality Human Resources for our

continuously expanding branch network. We are now in the process of developing our first Management Trainee Program for developing an HR pipeline for the Head Office departments.

- Our internal trainers are the key resources who provide trainings to our staff across the country. The Bank has introduced an incentive program for the Internal Trainers to appreciate their contribution in spreading knowledge within the organization.
- To further improve the quality of our internal training programs, an intensive Train-the-trainer program was held at the South Region which will now be replicated in the other Regions as well.
- Work has begun on implementing an e-learning system within the Bank to provide access to essential trainings outside the training centers.

Our efforts are focused on improving the quality of customer service and improving the quality of staff training is one aspect of this effort. At the same time we are continually investing in the technology backbone of the Bank to improve the efficiency of transaction processing.

I am confident that the Meezan Bank team is well placed to face the challenges of the future. We must not become complacent and continue to work with dedication, spirit and a commitment to excellence. This will Insha'Allah ensure that we promote the cause of Riba-free banking and retain our leadership position in the Islamic Banking industry.



Poll Results

Polls conducted on facebook with a total of 14,800 fans

How do you suggest we spread the message of Islamic Banking?

Social Digital Media (Facebook, LinkedIn, Twitter, etc.)

Seminars and Conferences

Corporate Social Responsibility Activities (CSR)

Branch activities for customers

Lectures at Educational Institutions

How would you prefer to contact us (Meezan Bank)?

Online Chat on the website or Facebook

Call Center [+92(21) 111-331-331]

Website forms

Email

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Assets Cross Rs 200 Billion and Profitability doubles in 2011



In a press conference held in February 2012, the Chairman of the Board, H. E. Sheikh Ebrahim Bin Khalifa Al Khalifa said that Meezan Bank will be completing ten years of Islamic commercial banking operations this year. The Bank has achieved growth in all business segments and maintained its position as the leading Islamic Bank in Pakistan. The Bank's total assets crossed the landmark figure of Rs. 200 billion at December 2011 while deposits increased by 30% over the last year to Rs. 170 billion.

The Bank recorded 106 % growth in its Profit-after-tax which increased to Rs 3.4 billion for the year ended December 31, 2011 as compared to Rs 1.650 billion in 2010. Earnings per share (EPS) increased to Rs. 4.22 from Rs. 2.05 recorded last year. The Board recommended issue of 12.5% Bonus Shares (2010: 15%) for year 2011.

Speaking at the occasion Mr. Irfan Siddiqui, President & CEO, said that the Bank's excellent deposit growth is a result of the rapidly growing demand for Islamic financial products, which is a clear indication of increasing public confidence in Islamic Banking, the fastest growing banking sector across the globe. Meezan Bank opened 53 branches in 2011 bringing its online branch network to 275 branches spread across 83 cities, making it the 9th largest banking network in Pakistan. He further mentioned that the Bank would continue its branch expansion strategy in 2012.

Share Murabaha Transaction through CDC Settlements

PDSC and Corporate Banking-Lahore structured an innovative Shariah-compliant transaction by executing a Share Murabaha transaction involving delivery settlements through the CDC account.

Under the structure, the Bank purchased certain shares from the seller for which the delivery/transfer of shares were made as per T+2 System in the CDC Account of the

Bank; the shares were subsequently sold to the Buyer (requiring Murabaha financing for purchase of shares) and delivery of the shares was made in the CDC Account of the buyer.

This is the first Share Murabaha transaction at Meezan Bank in which the settlement has been made through the CDC Account. Going forward these types of transactions will pave the way for further innovation, especially liquidity management through capital market.

Suleman Muhammad Ali
AVP, PDSC

Islamic Finance news *Awards*

♦ DEALS OF THE YEAR ♦
♦ BEST BANKS PO ♦
♦ ST SERVICE PROVIDERS PO ♦
♦ LAW PO ♦
♦ ISLAMIC INVEST ♦
1 AWARDS



Meezan Bank awarded 'Best Islamic Bank in Pakistan' by RED Money Group

Islamic Finance news

Meezan Bank has been awarded 'Best Islamic Bank in Pakistan' for 2011 by Islamic Finance News of REDmoney Group, Malaysia. The Islamic Finance News (IFN) Awards honor the best in the Islamic financial industry and is one of the most prestigious and recognized awards in the global Islamic financial markets. This is Meezan Bank's 7th consecutive award in this category - having won the award of Best Islamic Bank in Pakistan every year since 2005.

First ever ATM in Corporate Customer's Premises

The Alternate Distribution Channels (ADC) department installed an ATM at the factory premises of Soorty Enterprise (Pvt.) Ltd. to facilitate the company's employees for drawing cash within the factory premises. This is the first time that the Bank has installed an ATM at the customer's premises.

The inauguration ceremony was held on 8th March, 2012

with Mr. Rashid Soorty inaugurating the ATM by making a cash withdrawal transaction. Mr. Shahid Soorty and Ms. Nargis Soorty were also present at the ceremony.

Mr. Irfan Siddiqui, President & CEO - Meezan Bank presented a memento to Mr. Rashid Soorty in recognition of their continuous support to the Bank. Mr. Rashid Soorty appreciated the services

offered by Meezan Bank and assured further strengthening of the mutually beneficial business ties.

Rehan A. Minai
Branch Manager
Bin Qasim Branch

Zubair Ahmed
VP / Team Leader
Corporate Banking

Meezan Bank advises another innovative Short-term Sukuk

Following the successful execution of Short-term CP Sukuk of Kot Addu Power Company Limited and Hub Power Company Limited, Meezan Bank advised yet another innovatively structured Short-Term Sukuk for Engro Fertilizers Limited. This Sukuk was structured as a mix of Tijarah and Istisna, the first of its kind in Pakistan. Amongst the key challenges faced in structuring this Sukuk was ensuring that it remains tradable while adhering to strict Shariah guidelines which involved backing the Sukuk with tangible goods worth at least 20% of the issue amount for the tenure of six months. This was achieved through structuring a mix of Tijarah and Istisna in the ratio of 25:75.

Structured by the dynamic Investment Banking Team with continuous support from the PDSC department, this short term hybrid Sukuk is yet another landmark in the history of Islamic Banking in Pakistan.



engro fertilizers

Financial update 1st Quarter 2012

In the Board of Directors meeting held in Dubai on April 16, 2012, the Board approved the financial statements of the Bank for the quarter ended March 31, 2012. The meeting was presided by H. E. Sheikh Ebrahim Bin Khalifa Al-Khalifa, Chairman of the Board. The Vice Chairman of the Board Mr. Abdul Lateef A. Al-Asfour also attended the meeting.

The Bank's total assets crossed a figure of Rs. 205 billion and the Deposits increased to Rs. 175 billion as at March 31, 2012. The Bank recorded 54% growth in its Profit-after-tax which increased to Rs. 903 million for the quarter ended March 31, 2012 as compared to Rs. 585 million earned in first quarter of 2011. The earnings per share of the Bank was recorded at Re 1.00 (March 2011: Re 0.65), on enhanced share capital of Rs. 9 billion. The share capital was enhanced to Rs. 9 billion due to issuance of 12.5% bonus shares equivalent to Rs. 1 billion.

Meezan Bank's 16th Annual General Meeting

The 16th Annual General Meeting (AGM) of Meezan Bank was held on 29th March, 2012 at Meezan House, Karachi. Mr. Irfan Siddiqui, President and CEO, chaired the meeting that was attended by Mr. Azfar Qarni representing Islamic Development Bank, Jeddah, a representative of Pakistan Kuwait Investment Company (Pvt.) Ltd; Mr. Ariful Islam, Chief Operating Officer & Executive Director; Mr. Shabbi Hamza Khandwala, Chief Financial Officer; Mr. Tasnimul Haq Farooqui, Company Secretary; Syed Najmul Hussain, Partner, External Auditors, KPMG Taseer Hadi & Co.; and Shareholders of the Bank. The shareholders approved the annual audited accounts of the Bank and consolidated audited accounts of the Group for the year ended December 31, 2011 and acknowledged the good performance of the Bank. The shareholders also approved 12.5% bonus shares for the year 2011, continuing the Bank's unbroken payout record since the Bank's date of listing on Karachi Stock Exchange. The shareholders also approved the 10% interim dividend, that is, Rs. 1 per share, which was paid by the Bank in August 2011, bringing the total payout to 22.5% for the year 2011. The Bonus shares will increase the Bank's paid up capital to Rs. 9 billion. Accordingly, the Bank will meet State Bank of Pakistan's minimum capital requirement for 2012 of Rs. 9 billion; a year in advance.



Laptop Ease takes lead across all channels of online promotion

Kaiwan Irani, Asst. Project Manager – Corporate Communication Department

Over the past year, the Corporate Communication team has increased its focus on expanding the Bank's presence on all channels of the internet, including the corporate website, external websites as well as social digital media channels including Facebook, Twitter, LinkedIn and YouTube. These channels are used for providing information, lead generation, customer complaint resolution, corporate communication, marketing and promotion. Alhumdolillah, our efforts have indeed paid off - statistics show Meezan Bank's presence peaking across all online channels when compared to the other banks of Pakistan!

Hats-off to Laptop Ease! The product has proved to be a key traffic and interest driver across all online channels! It has not only provided for 60% of the total customer leads but is also responsible for 35% of the website traffic and is the most searched products on Google with Car Ijarah ranking a close second.

Key highlights for the 1st quarter 2012 were

- A total of 982 leads were generated, 170 customer complaints were lodged and over 100 queries and feedback was responded to.
- With approximately 43,000 unique visitors every month, Meezanbank.com is the 2nd most visited Banking website amongst all Pakistani banks (including SCB global) and is ranked in the top 500 most visited websites of Pakistan
- Meezan Bank's Fan Page on Face book is ranked the 2nd most popular Pakistani Bank fan page with approximately 15,000 fans. However with the level of customer interaction, customer complaint resolution, lead generation and query response, the page is ranked no. 1 as the most interactive Pakistani Bank Facebook fan page! An average 450 people discuss Meezan Bank (as a corporate entity) every month!
- Meezan Bank's 'Islamicbankingonline channel' is the only YouTube channel managed by any Bank in Pakistan. The channel has an impressive 214 subscribers and 54,132 video views.
- #Meezan Bank Ltd. ranks 4th in terms of followers amongst all Pakistani Banks' Twitter presence .
- Press Releases and announcements record an impressive over 80 appearances on websites every quarter with over 78,000 views of Press Releases on Facebook alone!

22 Countries delegation identifies Meezan Bank as the leading Islamic Bank in Pakistan

A delegation of officials from 22 countries recently visited Meezan House to gain an in-depth understanding of Islamic Banking and the Bank's products and services in Pakistan.

The delegation included representatives of financial institutions and regulatory authorities from the Middle Eastern, Central Asian and South Asian countries who were visiting Pakistan for training at the National Institute of Banking & Finance (NIBAF), a non-profit subsidiary of the State Bank of Pakistan. The visit included detailed discussions on Islamic Banking, products and services and the operational structure of Meezan Bank. Mr. Irfan Siddiqui, President & CEO, addressed the delegation and highlighted the Bank's historic growth over the past 10 years of its operations. Visiting each department individually, the delegates appreciated the structure and effective operations which have brought Meezan Bank to being recognized as the best Islamic Bank in Pakistan by various local and international institutions over the past several years.



Meezan Bank partners with Dell for Meezan Laptop Ease

Meezan Bank recently joined hands with M/s. Unique Technologies for financing of "Dell" brand of laptop computers through Meezan Laptop Ease.

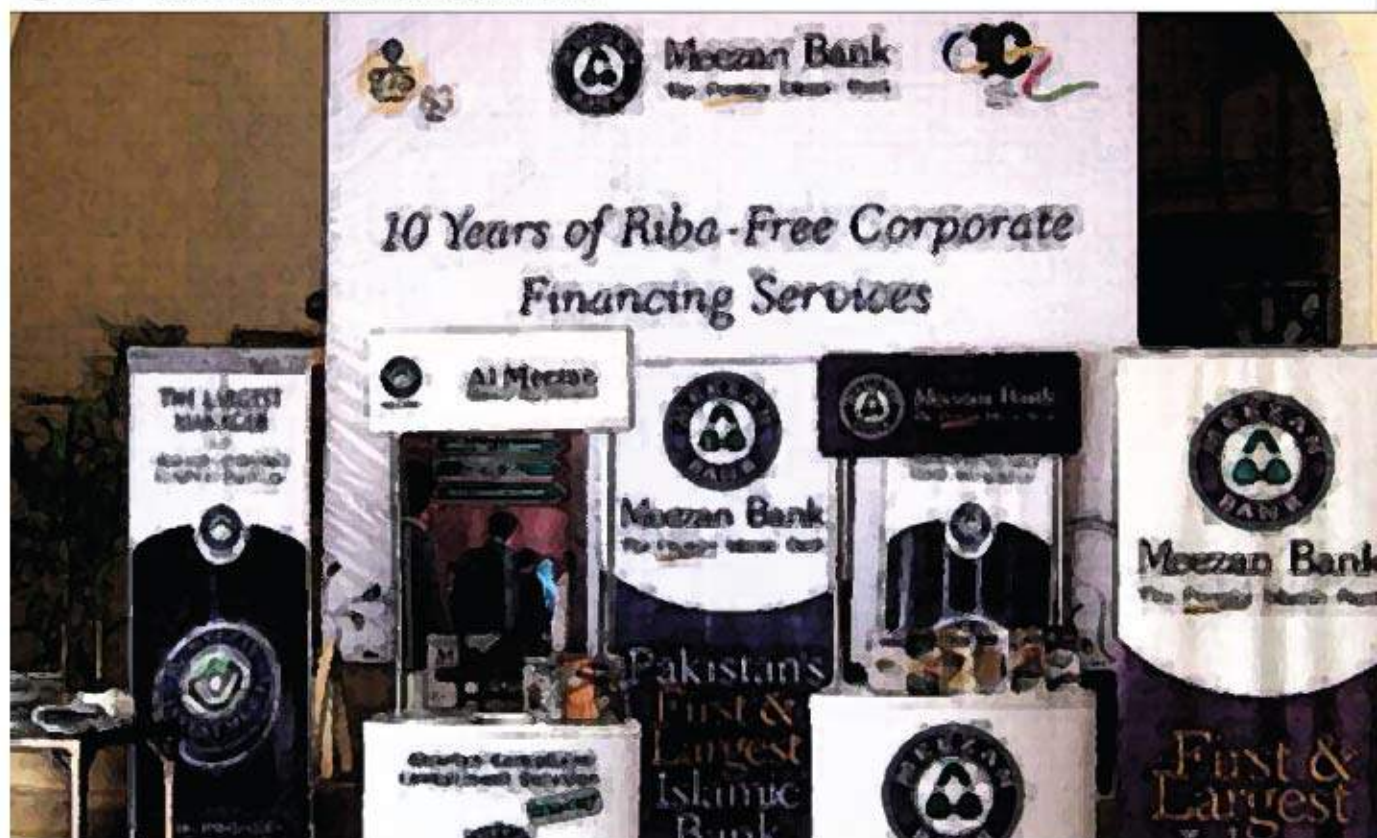
The signing ceremony between Meezan Bank and Unique Technologies was held at Meezan Bank's Head Office on 29th February, 2012. Mr. Ariful Islam, COO of Meezan Bank and Mr. Asif Bukhari, CEO of Unique Technology signed the MoU. Mr. Shahzad Aslam Khan, Country Head, Dell; and Mr. Naveed Siraj, Country Head, Intel; were also present at the occasion.

Mr. Mohammad Raza, Head of Meezan Bank's Consumer Banking and Marketing shared insights on the occasion that consumer response for the Laptop Ease product has been very encouraging and that the Bank has financed more than 800 laptops in a span of just 10 months.

Meezan Bank hosts the Shariah Supervisory Council Board Meeting of Amana Bank, Sri Lanka

Meezan Bank hosted the Shariah Supervisory Council meeting of Amana Bank, Sri Lanka at Meezan House. Supported by the Bank's PDSC department, the board meeting was preceded by meetings discussing Meezan Bank's products and services offered in Pakistan. The eight day visit by the Amana Bank delegation was part of a recently signed agreement between the two Banks under which Meezan Bank is providing Shariah Advisory and Product Development Services to Amana Bank - Sri Lanka.

The Shariah Supervisory Council meeting of Amana Bank was attended by a high-level delegation from Amana Bank, various Islamic scholars from Sri Lanka and Malaysia and representatives from Meezan Bank. The delegation from Amana Bank included the Shariah Supervisory Council (SSC) members including Ash-Sheikh M.M.A. Mubarak, Vice Chairman - SSC; As-Sheikh Mufti M.I.M. Rizvi; As-Sheikh Mufti Hassaan Kaleem; As-Sheikh Mohd Nazri Bin Chik along with representatives of the Bank; Moulavi N.M. Siraj, Head of Shariah Supervision and Mr. Fazly Marikar, Manager, Treasury. Mr. Ahmed Ali Siddiqui and Mr. Farhanul Haq Usmani of Meezan Bank were also present at the meeting. The Shariah Supervisory Council meeting proved effective with more than 20 products for Amana Bank being approved during the meeting.



CFO

Conference 2012 - Karachi and Islamabad

Meezan Bank was the lead sponsor of the CFO Conference organized by the Institute of Chartered Accountants Pakistan (ICAP) on 28th March, 2012 at Marriot Hotel Karachi and on 2nd April, 2012 at Serena Hotel, Islamabad. The objective of the conference was to bring together high profile experts and financial decision makers from the corporate sector to discuss the pertinent issues being faced by the industry at large.



Mr. Irfan Siddiqui (President & CEO), Mr. Ariful Islam (COO) and Mr. Shabbir Hamza Khandwala (CFO); represented Meezan Bank at Karachi. Mr. Irfan Siddiqui, Mr. Saleem Khan (RGM-North), Mr. Mustafa Rabbani (Corporate Head-North) and Mr. Nisar A Kiani (Area Manager) represented the Bank at the Islamabad conference. The CEO was amongst the panelists. While addressing the audience, Mr. Irfan Siddiqui said that Islamic Banks are penetrating the market at a fast pace while offering Riba-free solutions to consumers. He stated that Islamic financial solutions are more sustainable and critical areas of cash management, e-banking and project financing were also highlighted as important areas facilitated by Islamic finance.

More than 500 professional Chartered Accountants from leading organizations, blue chip companies and business community representatives attended the event.

In order to engage the audience and take the leverage from the potential opportunity, Meezan Bank's stalls were set up at both the venues. The conference hall, entrance area and lunch area were also branded with the Bank's marketing collateral. Sales representatives were also there to provide assistance and share knowledge of Islamic Banking.

Mehdi Abbas Naqvi
Regional Sales Manager, South
Khawaja Tariq Hussain
Regional Sales Manager, North

CDA's Spring Tree Plantation Drive - 2012



Meezan Bank was the sole bank to have participated in CDA's Spring Tree Plantation, 2012 at Islamabad, an annual event organized by Capital Development Authority to keep Islamabad green and beautiful.

Engineer Farkhand Iqbal, Chairman Capital Development Authority inaugurated the event and emphasized the importance of tree plantation to preserve the nature. Chairman CDA along with Mr. Faisal Sakhi Butt, Chairman of Prime Minister's Task Force on CDA, Islamabad and Mr. Moeen, Head of Islamabad Traffic Police visited Meezan Bank's stall and appreciated the Bank for joining hands with CDA to make this event successful.

A large number of representatives of civil societies as well as school and college students attended the event. Mr. Saleem Khan, Regional Manager North and Mr. Nisar A. Kiani, Area Manager - Islamabad, planted a tree on the occasion.

Branch Managers Afzal Mujtaba, F-10 Branch, Jaffar Ashraf, F-11 Branch, and Khawaja Tariq, Regional Sales Manager along with their business development team were also present to brief people about the Bank's role in establishing Islamic Banking in Pakistan.

Muhammad Jaffar Ashraf

Branch Manager

F-11 Markaz Branch, Islamabad

Falcon Hunting Competition

Meezan Bank sponsored the Falcon Hunting Competition organized by Major Hamid, Tourism consultant to CDA in collaboration with Pakistan Falconry Association on Saturday 25th February 2012 at F-9 Park, Islamabad.

A stall was put-up at the venue to fetch maximum mileage out of the event. Notables like Mr. Faisal Kundi (Deputy Speaker National Assembly), Malik Atta Nawab of Kot Fateh Khan, Mr. Ali Yahya Khan s/o Gen. Yahya (Ex-president of Pakistan) and the Swiss Ambassador were amongst the dignitaries who visited the stall.

Owner of the falcon with swift hunting skills was awarded with a shield. Mr. Saleem Khan (RGM-North) and Mr. Mustafa Rabbani (Regional Corporate Head-North) represented Meezan Bank at the award distribution ceremony and presented souvenirs to people visiting the Meezan Bank stall.

Kh. Tariq Hussain

RSM-North.

Meezan Bank Ltd

Chandni Chowk Branch



Meezan Bank joins hands with Singer Pakistan

To sustain the momentum of on-going discount offers a campaign with Singer Pakistan was signed to offer exclusive discount of 8% to Meezan Visa Cardholders on purchase of Singer and Skyworth products through their Meezan Visa Debit Card.



Singer has been operating in Pakistan since 1877. Today, Singer Pakistan Limited is a large, diversified company operating in electronics and home appliances category and has marked its presence all over Pakistan with 164 retail establishments. Singer's product portfolio has diversified across a range of household categories to cater to consumer needs within the domain of consumer durables.

By establishing business alliance with Singer, Meezan Visa Debit Card will get significant mileage in terms of retail branding and card spending. The offer will remain valid till 31st December, 2012.

SINGERPlus



Annual Fee-waiver on Conversion to Meezan Visa Card from Meezan Old ATM/Debit Card

Subsequent to 31st January, 2012, all the Meezan Old ATM/Debit Card Year 2012 operations have been discontinued. Customers holding Meezan Old ATM/Debit Card were offered an annual fee waiver for the first year if they would replace their old card with Meezan Visa Debit Card by 31st January, 2012. The offer resulted in high conversion to Meezan Visa Card, which propelled the number of overall Meezan Visa Card customers to over 250,000. Customers were informed proactively about the deadline and offer, which made this transition swift and hassle-free.

Sheraz Zahid
Product Manager – Cards
Alternate Distribution Channels

Hari Mela 2012 at Badin

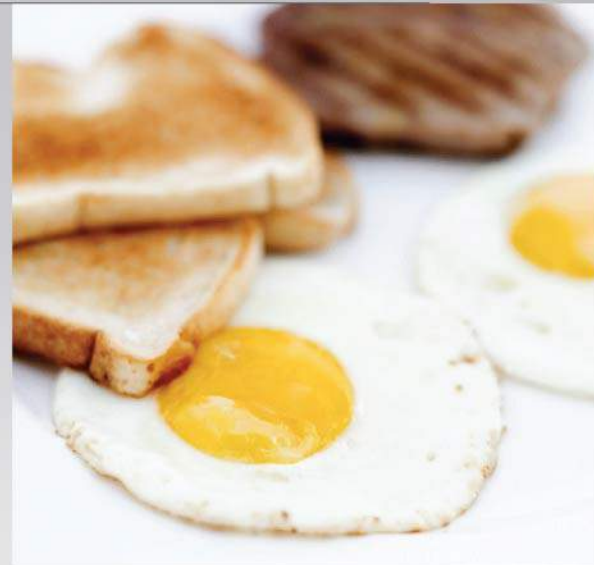
The 4th Hari Mela, 2012 by State Bank of Pakistan was held on Sunday, 25th March 2012 at Badin.

Ms. Fehmida Mirza, Speaker of National Assembly was the chief guest of the occasion which was organized to introduce the Banks' agricultural products to the farmers and working class. Mr. Hafeez Ullah Khaskheli, Area Manager Hyderabad was present at the stall along with our sales team. A significant number of people visited the stall and showed keen interest in Islamic banking, resulting in many leads.

Bilal Malik
Area Sales Manager
Hyderabad

Breakfast for Walker Groups of Nisar Shaheed Park by DHA Phase IV branch

The DHA Phase IV branch organized a breakfast for "Walker Groups of Nisar Shaheed Park" located near the branch's premises. The event extended breakfast invitation to groups of walkers that included reputable businessmen from leather, textile and auto parts sectors. Apart from them, various retired professionals are also part of these groups. Alhamdulillah, approximately 100 invitees attended the event. Renowned personalities amongst them included Mr. Inam Elahi (Ex President NBP), Mr. Ismail Mohammed (Chairman M/s. Star Textile) and Mr. Haroon Chamdia (Chairman M/s. Standard Securities).



We are thankful to the management including Mr. Kazi Aamir, RGM South II who assisted in the organization of the event and Area Manager Mr. Mashkoor Siddiqui who interacted with each customer individually. This informal get-together of the bank personnel with the customers is a laudable effort as it further cemented the existing bond of the branch with its customers and also strengthened the Bank's brand image. The exchange of views and queries with the invitees helps the Bank fulfill the needs of its customers and develop a better understanding with them along with winning their loyalty.

Aqeel Ahmed
Branch Manager,
DHA Phase IV Branch,
Karachi



2nd

International Conference on Islamic Business 2012

The 2nd international Conference on Islamic Business 2012 (ICIB-2012) was planned with the support of apex institutions like IDB, IRTI, SBP, NIBAF and Ripah university to discuss the prospects and practices of Shariah-conforming businesses at NIBAF, Islamabad on 28th and 29th February. Meezan Bank was the lead sponsor of the event.

The conference covered the impact and solutions to the financial turbulence in the world due to non-prudent policies and practices of business firms, corporations and governments. Notable speakers from Meezan Bank included Mr. Irfan Siddiqui, President & CEO; Dr. Imran Usmani, Shariah Advisor and Mr. Ahmed Ali Siddiqui, Head of of PDSC. Mr. Yaseen Anwar, Governor, State Bank of Pakistan, Mr. Dato Seri Anwer Ibrahim, Ex- Deputy Prime Minister Malaysia and Professor Khurshid Ahmed, Chairman, Institute of Policy Studies, were amongst the other key speakers of the conference.

Khawaja Tariq Hussain
Regional Sales Manager, North

Sales blitz by Pakistan Chowk Branch

A Sales Blitz was conducted at the Pakistan Chowk branch to tap in the potential market of the vicinity, the activity covered all business areas including Bottle Gali, Cycle Market, Homeopathic market, Printing Press Market, Furniture Market, Chappal Gali, New Rabi Center, Sports Goods Market and Electronic Market (AramBagh).

The activity proved to be a fruitful experience as we managed to collect substantial amount of leads. The untiring efforts of our Sales team comprising of Zeeshan Abbas (TL), M. Irfan (TL), Furqan, Tayyab, Imran Patel, M. Tanveer, Waqas, Hasan Askari, Rizwan Niazi, Shaharyar, Umair, Talib Hussain, Fahad, M. Tahir, Imran, Jawwad and M. Kamran deserve much appreciation. Moreover, efforts of newly hired BDO Mr. Tanveer (Allama Iqbal Road Branch) and M. Fahad (Allama Iqbal Branch) are highly appreciable.

Mehmood Alam
Area Sales Manager, South I
She-Faisal Branch

Conference on Islamic Banking & Finance - Philosophy, Practices & Issues

Meezan Bank arranged a Conference on "Islamic Banking and Finance, Philosophy, Practices and issues" in collaboration with State Bank of Pakistan, NIBAF and Islamic Research training Institute of Jeddah at Training Center, NIBAF, Islamabad. Participants from local and foreign financial institutions attended the conference, while renowned scholars and trainers from different countries presented at the conference. Mr. Osman Babikar Ahmed (Manager Training IRTI) and Dr. Shahin Shayan from Barkat Foundation Institute, Iran were the prominent foreign delegates present at the occasion. The conference covered diverse topics and provided a formal contact point for our local as well as foreign delegates to exchange and share their experiences.

The conference was followed by a formal dinner at Cafe Monal, to honor the participants of the conference. At the occasion Mr. Saleemullah, Director - IBD - SBP shared words with the audience followed by a short speech by Mr. Osman Babikar Ahmed from IRTI. Mr. Saleem Khan (RGM-North) welcomed the honorable guests and presented a brief introduction and shared highlights of Meezan Bank's performance. To make the evening more memorable, Mr. Saleem Khan and Mr. Mustafa Rabbani presented souvenirs to foreign delegates and participants of the conference.

Khawaja Tariq Hussain
Regional Sales Manager, North

Area Managers' Training Conference, 2012

The Learning and Development Department organized 'The Area Managers Training Conference - 2012' at Meezan House. The five days event held from 16th to 20th January, 2012 was celebrated with a theme of 'learning with fun' for all the Area Managers of the country. This event was an outcome of previously structured Training Need Assessment (TNA) aimed at brushing up the skills of the Area Managers in Shariah Knowledge, Compliance, Audit, Branch Banking Operations and Service Excellence. On special invitation, all the Regional Managers also attended the conference.

Inaugurating the event, Mr. Irfan Siddiqui, (President and CEO), congratulated all the business and support units of the Bank for the exemplary performance during 2011 and highlighted the challenges for 2012. He also urged upon the Regional and Area Managers to remain dedicated and honest Islamic Commercial Bankers. Each Region and Area's performance during 2011 was also reviewed. Sohail Khan, (Head, Learning and Corporate Communication) welcomed the participants and briefed them on the objective of this Learning Exercise. Also present on the occasion, Rizwan Ata, (Group Head, SME/Commercial and Branch Network), stressed the need for an enhanced coordination amongst different units in field and

Head Office to achieve the business goals convincingly as one team.

Benefitting from this rare opportunity, Area Managers were also briefed about the latest developments in different business and support functions including SME business, Priority Banking, HR, ADC and other Departments. All the learning sessions were prepared and delivered by the respective Department Heads and their teams. A focused discussion on cost control was also held to highlight the need for enhancing efficiency without compromising on quality.

The event also offered an opportunity to socialize and enhance the true spirit of team bonding. Dinners were arranged for the participants at Meezan House and Port Grand, Karachi. A special event was also arranged at the residence of President & CEO, where a prize/certificate distribution ceremony was held for the top achievers of 2011.

Ahmed Nauman Anees
Deputy Head, Learning & Development



Corporate Dinner hosted by CEO

Recently, two corporate dinners were hosted by the Bank for its numerous corporate clients to provide an avenue for socializing and interacting with key clients. The purpose of the dinner held in Karachi on 18th February, 2012 at Marriott Hotel was to introduce the Founding Chairman, H.E. Sheikh Ebrahim Bin Khalifa Al Khalifa to the Corporate clients of the Bank. The dinner in Lahore, held on 7th February at the Pearl Continental Hotel sought to engage the potential and existing corporate customers of the region.

Various dignitaries, key industry professionals and members of the high-profile clientele from the respective regions graced both occasions. Mr. Irfan Siddiqui, President & CEO, shared the 10 year history of Meezan Bank with the guests, highlighting the milestones and achievements of the Bank.

The event proved successful in displaying the Meezan Bank's strong corporate relationships in Pakistan.

Ata Ur Rahim Hanafi
SVP-Team Leader
Corporate Banking

Ali Nawaz Khan
Manager Corporate - Lahore





With the objective to accelerate deposit mobilization and extend support to branches in achieving their deposit targets in critical 1st Quarter of 2012, numerous BTL activities were conducted during the quarter. Based on the Feet on Street Sales model the BTL activities were followed by sales activities under an organized calendar.

As a result, with the support of the Branch teams, Allamdollilah the Year 2012 will be another Mile Stone Year for the South Region Sales Teams.

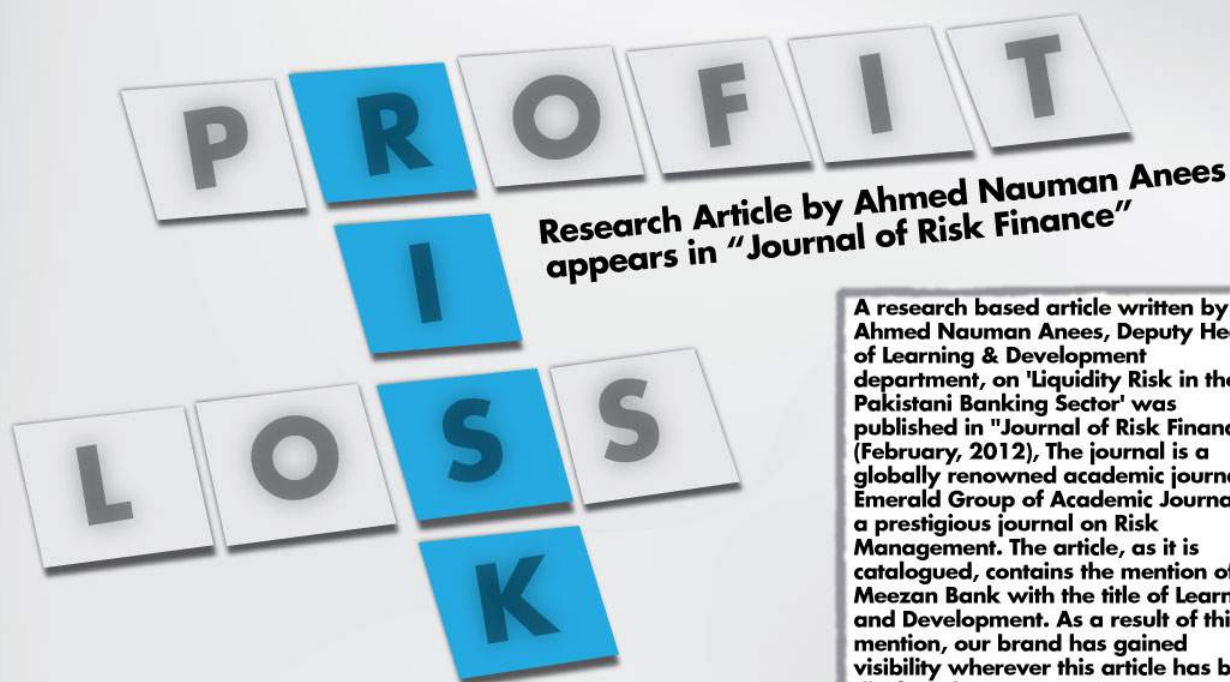
In the past three months activities were organized in different branches of South I, II, III Regions.

Activity	Location	Organised By
Sales Blitz	Pakistan Chowk	Mehmood Alam
CFO Conference	Marriott Karachi	Sales & Marketing
PIMA Internation Convention Expo	Expo Center Karachi	Sales & Marketing
Hari Mela	Badin	Sales & Area Office South
Sales Blitz	Al Hilal Society	Kamal Hashmat
Sales Blitz	Kharadar	Mehmood Alam
Sales Blitz	KAECHS	Mehmood Alam
Sales Blitz	AL-Tijarah	Mehmood Alam
KIOSK	Alamgir	Mehmood Alam
Sales Blitz	KAECHS	Mehmood Alam
Sales Blitz	Dalton Market Branch	Sohail Akhter
Broucher distribution	Dalton Area Masjid	Sohail Akhter
Sales Blitz	Gizri Branch	Sohail Akhter
Market Storming	Gizri	Sohail Akhter
Broucher distribution	Clifton/Gizri	Sohail Akhter
Sales Blitz	Abdullah Haroon	Junaid Chohan
Sales Blitz	Mission Road Quetta	Najeebullah
Market Storming	Garden West	Junaid Chohan
Market Storming	Liaquatabad B & C Areas	Junaid Chohan
Sales Blitz	Autobhan	Bilal Malik
Sales Blitz	Autobhan	Bilal Malik
Sales Blitz	Shahdampur	Shahid Hafeez
Sales Blitz	Moro	Shahid Hafeez
Bori Community Activity	North Nazimabad Block E	Junaid Chohan



I would like to extend appreciation to all South Area Sales Managers with special mention of Shahid Hafeez (Interior Sindh), Junaid Chohan (Gulshan Area), Mehmood Alam (Society Area), Sohail Akhter (DHA -Site Area), Bilal Malik (Hyderabad Area), Kamal Hashmat(Business Area) and the newly promoted ASM Najeebullah for holding excellent sales activities in their respective Areas.

Mehdi Abbas Naqvi
Regional Sales Manager, South



Inter Branch Service Competition

With the passage of time, the challenge of providing superior service becomes more acute. For maintaining a 'wow' factor in customer service at all levels, there is a need to instill and come up with new benchmarks and service parameters to keep with evolving needs.

At Meezan Bank, we need to keep excelling on our customer services front, and the Inter-Branch Service Competition is one such area that helps us gauge where we stand in this respect. We are pleased to share the winner branches for the month of the 4th quarter 2011 and 1st quarter of 2012.

Muhammad Zeeshan Haider

Service Quality Analyst
SQC Department

Month	Category	Champion branch
October	Commercial Semi Commercial Residential	McLeod Road Branch, Karachi Shahdara Branch, Lahore F-6 Markaz Branch, Islamabad
November	Commercial Semi Commercial Residential	Bank Road Saddar Branch, Rawalpindi Latifabad Branch, Hyderabad F-6 Markaz Branch, Islamabad
December	Commercial Semi Commercial Residential	DHA Phase - II Branch, Karachi Bohar Bazar Branch, Rawalpindi Chakwal Branch
February	Commercial Semi Commercial Residential	1-9 Markaz, Islamabad University Road, Peshawar 1-8, Islamabad
March	Commercial Semi Commercial Residential	Bank Road, Rawalpindi Tando Allahyar Chakwal

میزان



Meezan, the Arabic word for 'Balance' has been taken from Surah-e-Rahman.

At Meezan Bank, we believe in maintaining a balance between the needs of our shareholders, our customers, our staff and other stakeholders. This approach will Insha'Allah help us achieve our Vision of providing '... a strong foundation for establishing a fair and just society for mankind'. Our identity is derived from this. In the following pages, we are pleased to present an overview of the history of Meezan Bank.



**Establishment of
Al Meezan
Investment Bank**



1997

Riba-Free Certificates of
Islamic Investment
launched.



The Bank acquires
Pakistan operations of
Societe Generale and
is issued the
**first Islamic
Commercial
Banking license**
by SBP. Now a
full-fledged scheduled
Islamic commercial bank,
it is renamed as
Meezan Bank



2002

Deposit base stood at
Rs. 5.08 billion



Pakistan's first
Shariah-compliant
Auto Finance product is
launched



Islamic Export Refinance
scheme is introduced in
coordination with SBP

SME operations start
as an independent
business unit



Pakistan's first
Shariah-compliant
Housing finance
product is launched

2003

Branch network reaches
10 branches nationwide
while the deposit base
grows to
Rs. 7.7 billion



Al Meezan Investment
Management Limited
becomes a subsidiary
of Meezan Bank through
acquisition of majority
shares

**Meezan
Bank acts
as the
Shariah
Structuring
Advisor**

for the historic
transaction of
international Sukuk
offering for USD 600
million under a
mandate awarded
by the Government
of Pakistan

2004

Deposit base grows to
Rs. 13.7 billion

Number of branches
reaches **16**



A 24/7 Call Center is
established and
ATM/Debit Cards as well
as new ATMs
are introduced



Online Banking is
launched across all
branches

SBP establishes a dedicated
Islamic Banking
Department and
constitutes a Shariah Board

“The year of 2002 will always remain a landmark year in the history of the banking industry in Pakistan. The advent of Islamic Banking, spearheaded by the birth of Meezan Bank, heralded the growth of a new segment in the banking industry. I was extensively involved in the development of the Islamic Banking framework, working hand in hand with the management of Meezan Bank. Today, as Meezan Bank celebrates 10 years of its founding, I look forward to an era of greater growth and awareness in the Islamic Banking industry of Pakistan and am confident that Meezan Bank will play a pivotal role in this story. My heartfelt felicitations to everyone at Meezan Bank on successfully completing 10 years of Islamic Banking.”

DR. ISHRAT HUSAIN

Governor State Bank of Pakistan, December 1999 - December 2005

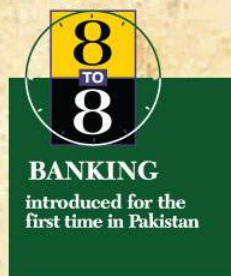


2005

Deposit base grows to
Rs. 22 billion
Number of branches
reaches **28**

Meezan Islamic Institution
Deposit Account launched
as a product tailored for
Islamic Financial
Institutions enabling them
to manage their excess
liquidity through a
checking account with
Meezan Bank

Dollar Mudarabah
Certificates and Special
Musharakah Certificates
launched for liquidity
management and
inter-bank market



2006

Deposit base grows to
Rs. 34 billion
Number of branches
reaches **62** in 21 cities

Best Islamic Bank in
Pakistan
Islamic Finance Awards

Internet Banking
launched



2007

Import/Export
business reaches
Rs. 70 billion
Deposit base grows to
Rs. 54 billion

Introduction
of Istisna
financing for
the working
capital needs
of customers



Best Islamic Bank in
Pakistan

Islamic Finance Awards



2008

Deposit base grows to
Rs. 70 billion

Introduction of Tijarah
financing allowing
customers to raise funds
for financing of stocks of
finished goods

First dedicated Islamic
Banking Training Centers
established in 3 cities



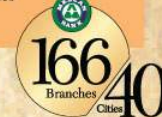
Best Islamic Bank in
Pakistan

Islamic Finance Awards

Best Islamic Financial
Institution in Pakistan



Branch Network expands
to 40 cities



“Congratulations to Meezan Bank on reaching the milestone of 10 years of operations. Being at the center stage of the development of Islamic finance industry, Meezan Bank, with its shareholders and management, has played a critical role in extending outreach, financial instrument diversification and innovation. The Bank’s growth, from its birth in 2002 to 100 branches in 2007 and now 275 branches in 2011, bears witness to the trust that customers place with Meezan Bank.

Meezan Bank is well known for nurturing the industry beyond its institution and with its overseas partnership is respected beyond borders. I believe that successfully maintaining this trust will be their greatest challenge, and biggest victory, in the coming years and with the management and shareholders’ continued drive, the Bank will deepen its footprints further and serve the consumer in accordance with Shariah principles - Insha’Allah.”

DR. SHAMSHAD AKHTAR

Governor State Bank of Pakistan, January 2006 - January 2009



201
Branches

54
Cities

Deposit base crosses
Rs. 100 billion

Bank handles more than
Rs. 100 billion
of Import/Export business

Meezan **VISA**
Debit Cards
launched



Meezan Bank
is now the
11th largest
bank
in Pakistan in
terms of branch
network

222
Branches

63
Cities



Meezan House
inaugurated

275
Branches

83
Cities

The Bank is now the 9th
largest bank in Pakistan in
terms of branch network

2009

CFA
ASSOCIATION
PAKISTAN
Islamic Bank of the Year

ASIAMONEY

Best Islamic Bank
in Pakistan

Best Islamic
Financial
Institution in
Pakistan



Islamic Finance
Awards

Best Islamic Bank in
Pakistan

Profit/Return earned on
financing and investment
activities exceeds
Rs. 10 billion

A Hajj and Umrah product

Meezan **لے** launched



TEMENOS
The Banking Software Company

Implementing of new
core banking application
T24 starts

2010

Total deposits reach
Rs. 131 billion

Import/Export Business
volume

Rs. 143 billion

Best Islamic
Financial
Institution in
Pakistan



Islamic Finance
Awards

Best Islamic Bank in
Pakistan

Best Islamic
Bank in
Pakistan



Best Islamic Trade
Finance Bank in Pakistan

Best Islamic Deal - Pakistan

38 Islamic Banking seminars
held in 23 cities—attended by
over 4,400 participants

Launch of Wakalah based
financing product for the
development of partnerships
between Islamic banks and
Microfinance banks

Meezan
Business
Plus

and Meezan Euro Savings
Account as well as Meezan
Pound Savings Account
launched

Meezan Bank stands among
the top three auto-finance
providers in the country



2011

Total assets
of the Bank cross
Rs. 200 billion

Meezan Bank becomes the
Advisor and Lead Arranger
for the first ever short-term
Sukuk

Best Islamic
Financial
Institution in
Pakistan



Islamic Finance
Awards

Best Islamic Bank in
Pakistan

CFA
ASSOCIATION
PAKISTAN
Islamic Bank of the Year

Technical services and
support agreement with

Amāna Bank
in Sri Lanka

Launch of
Meezan
LaptopEase



110 Customers Appreciation
Days and 27 Islamic
Banking seminars held
across the country

WESTERN UNION

Home remittance service
available at all branches

Launch of Running
Musharakah for working
capital requirements of
corporate customers

The journey
continues towards
making Islamic banking
the banking of first choice
in Pakistan... *Insha'Allah*



Yasir Ali Khoso elected as Director of the Financial Markets Association of Pakistan

Mr. Yasir Ali Khoso, Senior Interbank FX dealer, Treasury & Financial Institutions of Meezan Bank has been elected as Director of the Financial Markets Association of Pakistan through the elections of the body. The Financial Markets Association of Pakistan is a non-profit professional body of the money market & foreign exchange dealers of banks, financial institutions, and brokerage houses in the country. The FMAP is affiliated with ACI Paris, France, the apex body of dealers in money and foreign exchange markets globally. The Association, incorporated under section 42 of the Companies Ordinance, 1984; works to cultivate, promote, and enhance the education of foreign exchange, money markets management, and dealing in other financial instruments; to hold seminars, symposia, workshops and others on national and international levels; and to provide advisory services to commercial and investment banks as well as development financial institutions.

Abdullah Ahmed Muhammad
Head of Treasury & Financial Institutions

Extraordinary Performance of Gulshan Area Branches

Alhamdulillah, taking forward the trend of 2010, performance of Gulshan Area in 2011 remained extraordinary as 16 out of 17 Branches achieved their Deposit Target yet again; making another record of highest number of branches achieving the Deposit Target in any Area of the Bank. The Gulshan Area closed the year with a surplus of Rs. 641 million, above the year's target and an overall year incremental of Rs. 3.68 billion which is the highest deposit incremental by any Area in 2011. For all these achievements, the Management awarded "Best Achievement Award 2011 - Volume Wise" to Area Manager Gulshan, Mr. Mashkooor A.G. Khan during Area Managers Training Conference, 2012.

Similarly, the cross selling performance of Gulshan Area also remained commendable. More than Rs. 215 Million was contributed by Gulshan Area in AMIM in 2011 for which Mr. Mashkooor A.G. Khan received the "Runners up Award for Cross Selling" in the same conference.

Gulshan Area has started 2012 with the same pace and during the first Quarter. Deposit Targets were achieved with a surplus of Rs. 626 million above the target of Rs. 15.6 billion. The Gulshan-e-Iqbal Branch made an outstanding achievement by meeting its year-end target within the first quarter alone!

We congratulate all Gulshan Area Branches on this outstanding performance of 2011 and first quarter 2012!

Muhammad Adeel Siddiqui
Area Coordinator-Gulshan
Finance & Trade

Labbaik Performance Awards for February and March 2012

All Bank staff, contractual and permanent employees, are eligible for the monthly, season, and quarterly Labbaik Performance Awards for achieving high sales figures. Winners are given monetary rewards and high achievement certificates.

Mr. Waqas Nizami, Branch Manager Abdali Road Branch and Mr. Ansir Farooq, Officer Operations and Labbaik Coordinator - Sadiqabad Branch, have booked maximum sales in February and March respectively. They have been awarded cash awards for their excellent Labbaik sales figures in the quarter 2012.

Heartiest congratulations to both team members for their efforts and awards!

Shazia Zuberi
AVP - Retail Banking Products
PDSC

ADC Performance Awards

Alhamdulillah, the Gulshan Area once again topped in ADC services in 2011 for the 2nd consecutive year. Credit goes to the entire team of Gulshan Area, including the Area Manager, Mr. Mashkooor A.G. Khan, Regional Manager, Mr. Tariq Mahboob and all Branch Managers, PBOs, TIs, BDOs and SQCs. The Gulshan Area broke its own previous record of last year for the highest number of Internet Banking and SMS Alert signups in a year. Top contributors in this campaign were Gulshan-e-Iqbal Branch, F.B Area Branch, Gulistan-e-Jauhar Branch, Gulshan Chowrangi Branch, Urdu Bazar Branch and Bohrapir Branch. The Management awarded the ADC Excellence Award to Urdu Bazar Branch, Bohra Pir Branch and F.B Area Branch for their extra ordinary contribution towards promotion of Alternate Distribution Channels (ADC).

Muhammad Adeel Siddiqui
Area Coordinator - Gulshan
Finance & Trade

Product Development and Shariah Compliance Department (PDSC) has continued its practice to produce and polish Islamic Finance Professionals through its trademark training module of Islamic Banking Certificate Course (IBC). Several advancements have been made in the structure and design of the course since its inception. The most recent development in the course is the inclusion of the video conferencing system, which not only adds an extra region but also provides the facility of recording the session.



International Islamic Banking Certificate Course

The annual Islamic Banking Certification (IBC) Course is the hallmark of the Islamic Banking Training effort carried out at Meezan Bank. Alhamdulillah, once again the PDSC team has done a remarkable job in delivering this program. Initially formulated Training Module by Mr. Ahmed Ali Siddiqui along with Mr. Suleman Muhammad Ali and Mr. Shayan Ahmed Baig has once again achieved the goal for successful management by Mr. Suleman Muhammad Ali, Mr. Shayan Ahmed Baig and Usama Bin Tariq Siddique.

IBC course announced for the year 2011-12 was a huge achievement, as the course has been conducted for the first time at Meezan House with a newly built Videocon Room facility at the venue. Inclusion of an extra region has helped to prepare Islamic Human

Resource with more efficiency and with an equitable weightage all over the country.

The International Islamic Banking Certificate course delivers latest knowledge about the Islamic Banking industry. Theoretical knowledge, coupled with Meezan Bank's experience in product innovation and in leading the industry adds a practical dimension to the course; making it totally different from all other courses on offer in the market.

A session is scheduled once in a week for the participants during the term and is simultaneously conducted in Lahore, Islamabad, Multan and Faisalabad through video conferencing operated from Karachi. Quizzes, Assignments, Report-Presentation, Midterm and Final Exams are all techniques used to refine

the participants and to provide them with a solid class environment with a reprieve of professional reference.

Mr. Ahmed Ali Siddiqui, Mr. Suleman M. Ali, Mr. Shayan Ahmed Baig and Mr. Omair Nehal Siddiqui are the trainers who each cover their areas of expertise. Mr. Hisham, Mr. Mustafa Rabbani, Mr. Muhammad Zahid, Mr. Shoaib Rizwani, Mr. Moazzam Saeed and Mr. Umer Ahmed supported the department in the evaluation and grading of the term reports and presentations.

Usama Bin Tariq Siddique
Product Development and Shariah
Compliance

Islamic Banker Certification – Level II Results Announced

We are pleased to announce the results of the 1st Batch of Islamic Banker Certification - Level II for 2010-11. The course was held from 28th October 2010 to 2nd June 2011 simultaneously in 4 regions via video conferencing. The following tables depict the details of regional and country wise position holders. Overall Countrywide Positions:

Karachi Region

Position	Name	Department / Branch
1st	Javed Ahmed Shaikh	Risk Management Department
2nd	Sheikh Muhammad Shahjahan	PDSC Department
3rd	Syed Salman Nadeem	SITE Branch

Lahore Region

Position	Name	Department / Branch
1st	Saqib Ashfaq	Shadman Branch
2nd	Muhammad Arshad	Gulshan-e-Ravi Branch
3rd	Muhammad Irfan Nawaz	C-Block, Model Town Branch

Multan Region

Position	Name	Department / Branch
1st	Ammar Ghazanfar	Old Bahawalpur Road Branch
2nd	Imran Akhtar	Regional Office Multan
3rd	Naveed Hassan	Old Bahawalpur Road Branch

Islamabad Region

Position	Name	Department / Branch
1st	Muhammad Atif	Chandni Chowk Branch
2nd	Aneeq Ejaz Qureshi	Jinnah Avenue Blue Area Branch
3rd	Asif Shabbir	F-8 Branch

We congratulate all the position holders and other participants who have successfully cleared this course for the hard work put in by them; and expect them to implement and share the knowledge gained in their respective areas.

The IBC Level 2 Course is amongst the most advanced Islamic Finance trainings offered in Meezan Bank. Lectures and course content is covered by Ahmed Ali Siddiqui (Head of PDSC), Suleman Muhammad Ali (AVP, Product structuring and Research - PDSC), Omair Nehal Siddiqui (AVP, Product

structuring and research - PDSC) and Shayan Baig (AVP - Product structuring and research - PDSC).

A special note of appreciation to Usama bin Tariq (PDSC Department) for the successful administration, development and execution of the course in all the four regions.

Suleman Muhammad Ali
AVP, Product Development & Shariah Compliance



Advance Islamic Finance Course 2012

PDSC continued its services for the function of Shariah training in the year 2012 and started the year with the launch of 6 Day Advance Islamic Finance Course from Karachi that was held from 20th February to - 25th February 2012 at the training facility of Meezan House. There were 32 participants in the course involving personnel from numerous departments. Mr. Ahmed Ali Siddiqui inaugurated the sessions with an introductory speech about Islamic Banking and its scope. The session helped clear confusions about of the concept of Riba and its negative impacts on the economy.

The 6 Days exercise includes extensive education and discussion on the areas of Islamic Financial Products' Structures and their practical aspects. Renowned Shariah Scholars of the industry joined the course along with the PDSC trainers to impart their views and shared their valuable information with the personnel of the leading Islamic Bank of the industry and helped to build a strong Islamic Finance human resource pool.

Every individual, participant and facilitator was equally involved in the session. Participants were eager to find for solutions for their queries and facilitators were more fervent to reply to the inquiries. Practical analyses and classroom exercises were also conducted by the Islamic Financial Professionals to advance the skills of Islamic Financial Structures.

On behalf of PDSC, I would like to thank all the Shariah Scholars including Mufti Yahya Asim, Mufti Abdullah Najeeb, Mufti Ibrahim Essa and Mufti Hassan Kaleem for their efforts.

Results of the 6 Day Advance Islamic Finance Course 2011 -Islamabad

We are pleased to announce the results of 6 Day Advance Islamic Finance Course 2011 - Islamabad. The course was conducted from 16th May to 31st May 2011 at the Regional Office-Islamabad.

We congratulate all the position holders and other participants who have successfully cleared this course for the hard work put in by them; and expect them to implement and share the knowledge gained from the same in their respective domains of work.

Details of the Position Holders for the course are outlined below:

1st Position	Gohar Ali	Mingora Branch
2nd Position	Rafiq	Karkhano Branch, Peshawar
3rd Position	Umer Bin Aslam	Internal Audit - North Region

Performance of Mr. Gohar Ali from Mingora Branch deserves special appreciation since he has achieved an overall score of 99 marks which is the highest ever in Meezan Bank's history for this course. Along with him, all the toppers are a valuable training resource who may be leveraged in future trainings in their respective Areas and Regions.

Suleman Muhammad Ali
AVP, Product Development
& Shariah Compliance

Service Excellence Programs

An activity based one-day learning offering on 'Service Excellence' was finalized by Learning and Development Department. Branch Managers of Karachi were trained during the first quarter on the new program. The program will now be offered for all segments of Branch Management including Branch Managers, Operations Managers and Counter Staff. Two different sets of programs, having varied levels of complexity have been finalized for different sets of population. The program will reiterate our resolve to continuously improve our service levels in line with market dynamics and demands.

Sense of urgency a new soft-skill course

An interesting soft skills program on 'Sense of Urgency' was developed and conducted by Mr. Ahmed Nauman Anees, Dy. Head, Learning and Development Department. The soft skills program was attended by Mr. Irfan Siddiqui, President and CEO, Mr. Ariful Islam, COO and all Department Heads and Regional Managers. The program has greatly helped in inculcating a true spirit of sense of urgency amongst senior team players. It is further planned to cascade this message down to other senior managers in the upcountry branches in 2012.

Boating for Area and Regional Managers

Kemari is a small harbor suitable for fishing and sightseeing. Many sightseeing boats and launches are available which could be rented for sightseeing around the Karachi Harbor, Manora and mangroves. Any upcountry visitor to Karachi can hardly miss the great opportunity of boating and dining at the open sea. Recently, all the Area and Regional Managers of the country were taken to a memorable boat riding event at Kemari. The event turned out to be very exciting as the boat riders exchanged jokes and shared their experiences amongst colleagues. The participants were served with spicy sea food such as fish, prawns and crabs; cooked and served on the boat while at the sea.

Sohail Khan (Head of Learning and Corporate Communication) hosted the event while Rizwan Ata joined on special invitation.

Mock Branch becomes Operational at Meezan House

Alhamdulillah, the Mock Branch was made operational with a T-24 branch environment of 10 thin clients installed at the ground floor of Meezan House. Personal Banking and Treasury related modules were the first trainings conducted at the Mock Branch, with trainings on T24 Cash module, Operations Officers' and Clearing Officers' trainings are planned to be offered later. The Mock Branch capacity will Insha'Allah soon be enhanced with installation of an additional 10 thin clients and other necessary infrastructure.

Meezan Hires and Trains Largest Trainee Officers' Batch

A key initiative was concluded with the induction of 127 fresh Trainee Officers from reputed Business Schools of Pakistan by the Learning and Development Department.

These officers were selected from a pool of 3,600 applicants; translating into a very stringent selection ratio of 3%. The induction shows the Bank's resolve to hire quality resources purely on merit. The batch was hired within the shortest time through extra leveraging of our in-house resources. To enhance the focus in the classroom, the whole batch was divided into five sub-batches with two batches each for Central and North Regions.

The classroom and rotational learning plans were revisited and improved significantly to enhance the effectiveness of these programs in line with the end users' demands. The three months learning program was concluded by having individual presentations by Trainee Officers and their placements in respective branches/offices for which they were originally hired.

Roundup of Learning Activities, 2011

Last year, Learning and Development remained committed to the Bank's Vision and Mission by offering quality learning programs on a need basis. 109 in-house learning programs were offered by the Learning and Development Department during 2011, benefitting 4,622 participants and encompassing over 393 training days on a pan Pakistan basis. Similarly, 97 ex-house learning interventions were offered to staff during 2011, benefitting 193 participants and encompassing over 197 training days. Additionally, 7 international learning programs were also identified jointly by the Learning and Development Department and the Line Managers in specialized areas, where generally local capacity is not available.

All the offerings encompassed a wide array of Islamic Commercial Banking topics including Shariah, Orientation, Financing, New Product Launch/Updates and Service Excellence. The offerings are aimed at developing our staff into true Islamic Bankers and Professionals in different facets of banking.

Ahmed Nauman Anees
Deputy Head, Learning & Development



Library Opens at Meezan House



The Learning and Development Department announced the formal opening of Meezan House Library for Head Office employees and trainees. The reference library situated on the ground floor near the training auditorium at the Meezan House provides a library of publications and access to a digital library via PCs.

We are happy to share that currently it houses more than 100 books and journals divided into the key categories of Islam (Holy Quran, Tafseer, Ahadith, Islamic Fundamentals and Fiqah), Islamic Finance (Islamic Capital Markets, Islamic Banking and Takaful), Business Management and Personal Excellence. Leading international periodicals such as Harvard Business Review, Forbes, Asia and Bloomberg Business Week are also available for reading.



Workout, Swim and Play!

The Corporate Communication department, in coordination with the Administration department successfully setup the swimming pool and the separate male and female gyms and recreational areas at the Meezan House. These facilities – with attached changing rooms, locker rooms and showers provide an opportunity for fitness and recreation during the busy working day of our Head Office staff.

For recreation – a little off time from work – separate game areas are available for male and female staff. Games include Table Tennis, Snooker, Foosball and Air Hokey. In addition, the ladies area includes a Prayer room and a child-day care.

A special note of appreciation to Muhammed Waseem (Manager Administration), Sohail Khan (Head of Learning & Corporate Communication) and Hafidh Jamaluddin (Project Manager – Corporate Communication) for the setup of these recreational and fitness areas at the Meezan House.



Car Ijarah Road Caravan

A Prize Distribution ceremony of "Car Ijarah Road Caravan" at Arena, Karachi. This ceremony was in continuation of "Road Show 2011" and was attended by a large number of participants including car dealers, manufactures and allied business companies.



The event was inaugurated by Mr. Faisal Saifullah – Business Manager "Car Ijarah" who welcomed the distinguish guests. Mr. Mohammad Raza –Head of Consumer Banking & Marketing briefed about the efforts of the Car Ijarah team in making this first of its kind campaign a success. He praised all the 3S dealerships across Pakistan for their support and also highlighted the Bank's role in creating a market for Islamic Car Financing in Pakistan through its flagship consumer product "Car Ijarah".

Prizes were distributed by Mr. Mohammad Raza and Mr. Faisal Saifullah. Suzuki Macca Motors of Karachi won the Zenith Award of Air Ticket to Malaysia. Dealerships who won gift hampers as Aspirant Award were Toyota Central Motors from Karachi, Suzuki Khair Agencies from Hyderabad & Suzuki Mehran Motors from Hyderabad.

Prizes of Air Tickets to Malaysia were also distributed, through balloting, to three customers who availed Car Ijarah facility during the last quarter of 2011. The winners were: Mr. Liaqat Ali Khan from DG Khan, Mr. Tamleek Ali Tanveer from Peshawar and Mr. Muhammad Abdul Rauf Khan from Islamabad.

Vice Chairman visits Joffa Tower Branch

A high profile event was held at the opening ceremony of Joffa Tower Branch in Karachi. Mr. Abdul Lateef A. Al-Asfour, Vice Chairman of the Board of Directors, Mr. Ahmed Abdul Rahim Mohammed (Director) and Mr. Rao (Director) accompanied by Mr. Irfan Siddiqui (President & CEO) and Mr. Ariful Islam (Executive Director & COO) graced this memorable opening ceremony with their presence. The Board Meeting for HR Committee was also held on the same day at Joffa Tower which indeed is an honor for the branch.

Vice Chairman, Mr. Abdul Lateef A. Al-Asfour and Mr. Ahmed Abdul Rahim Mohammed also inaugurated the Executive Visit Book with their comments and best wishes for the Bank and Branch.

Ausaf Ahmed
Branch Manager
Joffa Tower Branch





Meezan takes Green IT initiatives

Green refers to environmentally sustainable (environment friendly) computing or Information Technology. Considering the rising costs of energy and need for accountability regarding global warming, many companies are adopting green IT initiatives to save money and sustain the environment. Green strategies and practices are on the rise and being adopted by Meezan Bank not only to save cost but also to play its part in saving environment.

The IT department has achieved this by improving the data center cooling configuration, eliminating hot spots and energy leaks at IT Data Centers. Previously numerous servers were being used, each dedicated to a specific service / application or Branch. Server consolidation and virtualization has significantly reduced the number of physical servers, storage, rack space, energy and cooling consumption. The technology offers provisioning of multiple virtual servers, clustering and load balancing and fail-over with few physical servers. Introducing new Thin Clients, each employee has a full-featured Multimedia virtual desktop bundled with necessary applications, while the computing is offered from the primary Data Centre.

The IT department has successfully setup a Model Branch environment for the Learning & Development department at Meezan House. CRT monitors have been replaced with less power consuming LCD/LED Monitors, cutting the energy consumption to 30%. Aging hardware devices, which consume more power, are being replaced with new energy-efficient devices like branded certified desktops and thin client.

Without such efficiency measures in our data centers and workplace, our footprint would have been enormous. This move is designed to provide more transparency around not only in power consumption, but also in energy savings associated with its clean energy efforts.

Mohammad Zardar
IT Department



International Conference on Islamic Funds and Investment

The Ordinance of Pakistan emphasizes over elimination of Riba from the economy, this was stated by Mr. Asif Arif, commissioner - SECP while addressing the International Conference on Islamic Funds and Investment opened on 23 April, 2012 at a local hotel in Karachi, attended by senior financial industry professionals. The conference was hosted by Al-Huda Center of Islamic Banking and Economics with the technical support of Meezan Bank.

Prominent personalities of the local and international financial industry spoke at the event. Mr. Irfan Siddiqui, President & CEO - Meezan Bank, Mr. Majid Siddique Dawood, CEO - Yassar Ltd. (UK), Mr. Asif Arif, Commissioner - SECP, Saleem Ullah, Director Islamic Banking - SBP, Shamshad Nabi, CEO - MUFAP, Azeem Iqbal Pirani, Regional Manager - FWU Group, Mr. Mohammad Shoaib - CFA, Chief Executive - AMIM, Mr. Kavilash Chawla, MD - Nur Global Strategies (USA), Ms. Tara Uzra Dawood, CEO - Dawood Capital Management Ltd., Dr. Imran Ashraf Usmani, Shariah Advisor & Group Head PDSC - Meezan Bank, Dr. Zubair Usmani, Shariah Advisor - MCB Bank, Mufti Muhammad Najeeb Khan, Shariah Advisor - Habib Metropolitan Bank and Dr. Aurangzeb, Dadabhoi Institute Of Higher Education were amongst the speakers at the 3 day event.

Addressing the audience, Mr. Irfan Siddiqui shared the success story of Meezan Bank and added that Shariah-compliant products coupled with quality services have a huge demand and praised the tremendous growth of Islamic Capital Market in Pakistan. He further added that Islamic funds are rapidly gaining popularity in US with USD 1.3 Trillion worth of global Islamic finance market gaining 6.1% share from over 650 funds spread all over the world. Dr. Imran Usmani highlighted Meezan Bank's Shariah compliant alternatives to conventional products which fulfill Muslims business and individual needs.

Farhan Usmani
PDSC Department

Deposit Mobilization - 2011

Alhamdulillah, Meezan Bank has completed ten years of Riba Free banking operations. The Bank has achieved growth in all business segments and maintained its position as the leading Islamic Bank in Pakistan. The Bank's total deposits increased by 30% over the last year from 131 Billion to Rs. 170 Billion.

In 2011, Region North led by Saleem Khan remained at the top in terms of Deposit Mobilization and Region South-III, led by Tariq Mehboob tops the deposit mobilization in 1st quarter 2012.

The below branches opened in 2011, achieved more than 100 Mn Deposit with the top two branches contributing to over Rs. 200 Mn each.

Branch Name	Date of Opening
G-11 Branch, Islamabad	Jul-11
Urdu Bazar Branch, Karachi	Jun-11
North Nazimabad Block-M Branch, Karachi	May-11
Jamshed Road Branch, Karachi	Jun-11
EME Housing Society, Lahore	Jul-11
WAPDA Town Chowk Branch, Lahore	Sep-11
Sargodha Road Branch, Faisalabad	Nov-11
Khanewal Branch	Dec-11
Saddar Branch, Lahore	Dec-11
Sir Syed Road Branch, Karachi	Sep-11
Saidpur Road, Rawalpindi	Jul-11
Naval Colony Hub River Road Branch, Karachi	Nov-11
Madina Town Susan Road Branch, Faisalabad	Oct-11
Joffa Towers Branch, Karachi	Oct-11
Jhang Road, Faisalabad	Dec-11
Dadyal Branch, Azad Jammu Kashmir	Sep-11
Hoyatabad Township Branch, Peshawar	Oct-11
I-8, Islamabad	Jul-11
Satellite Town Branch, Sargodha	Nov-11
Moro Branch	Oct-11
Auto Bhan Branch, Hyderabad	Jun-11
Muslim Bagh Branch, Quetta	Dec-11
Adyala Road, Rawalpindi	Sep-11
Mission Road, Quetta	Nov-11

The following branches joined the prestigious Billion Club in the First Quarter of 2012!

Khayaban-e-Shamsheer Branch, Karachi
Shadman town Branch, Lahore
Shamsi Society Branch, Karachi
Bin Qasim Branch, Karachi
Garden Town Branch, Karachi
DHA Phase IV, Karachi
New Challi Branch, Karachi

Kamran Zaffar & Kabeer Shaikh
Commercial Banking Department

Highlights of the Meezan Galaxy Awards

We are glad to see that a large number of branches across the network have won the Galaxy Awards.

- A total of 81 branches emerged as winners which is 34% of the total live branches as of November, 2011
- Regional Managers Tariq Mehboob (South III) and Saleem Khan (North) won the Meezan Star Region Award. Both these Regions had 70% branches which achieved their targets for 2011
- A total of Eight Areas won the Meezan Star Area Award; 3 branches from North, 2 from South III, 1 from Lahore, 1 from Faisalabad and 1 from South I. All these Areas had 80% branches which achieved their targets for 2011
- Rawalpindi Area, Area Manager- Arif Aslam Khan, has the distinction of being the only Area of the country where 100% branches achieved their targets of 2011
- 14 branches won more than 1 award; 3 awards were won by 4 branches namely
Circular Road Branch - Lahore, Munsafi Road Branch - Quetta, SITE Branch - Karachi and Akber Chowk Branch - Lahore;
10 branches have won 2 awards (Cloth Market Branch - Karachi, F-10 Branch - Islamabad, G.T. Road Branch - Peshawar, Gulshan Block 2 Branch - Karachi, Hussainabad Branch - Karachi, Blue Area Branch - Islamabad, Kh-e-Shamsheer Branch - Karachi, Korangi Branch - Karachi, Shahra-e-Faisal Branch - Karachi and Kh-e-Seher Branch - Karachi
- With 23 Branches winning awards in South III Region, the Region has won the maximum number of awards! 21 branches of the North Region and 18 branches of the Lahore & South II Regions each won awards

Muhammad Raza
Head of Consumer Banking & Marketing

Elevation of New ASMs & RSMS in Liability Sales Unit

The Outbound Sales Structure has so far been a great success for Meezan Bank in terms of enhancing business in all dimensions. In view of the rapid expansion of the Branch Network, enhancement of Liability Sales force and geographic expansion of the Bank it was decided to add new ASMs and RSMS in the team.

Our Top performing Team Leaders were elevated as Area Sales Managers and two outperforming Area Sales Managers were elevated to Regional Sales Managers for Multan and Faisalabad. These new elevations and strengthening of Liability Sales Structure will Insha'Allah enable us to achieve the agreed Liability Sales targets through the BDO and TL team. They will further assist the Branch Managers, Area Managers and Regional Managers in achieving the overall deposit target of the Bank. They will also contribute towards the Cross Selling of all the Consumer Products of the Bank.

Following is the list of recently elevated Area Sales Managers and Regional Sales Managers.
Elevated Area Sales Managers.

Area Sales Manager	Placement Area
Mr. Mudasir Nazir Mayo	ASM NGT Area
Mr. Najam Tariq Saeed	ASM Down Town Area, Lahore
Mr. Wasif ur Rehman Bokhari	ASM Pindi/ ISB 2 Area, Islamabad
Mr. Farooq Tariq	ASM Sahiwal Area
Mr. Obaid Aslam Khan	ASM Commercial Area, Karachi
Mr. Ayaz Ahmed Dahar	ASM SITE Area, Karachi
Mr. Najeebullah Khan	ASM Quetta Area
Mr. Syed Mubashir Wasi	ASM Faisalabad Area
Mr. Naveed Shehzad	ASM Multan Area

Elevated Regional Sales Managers

Regional Sales Manager	Placement Area
Mr. Ghulam Samdani Bhatti	RSM Multan
Mr. Farid Ahmed Khan	RSM Faisalabad

We welcome the new Area Managers and Regional Managers and pray that they are successful in their new responsibilities.

Mehdi Abbas Naqvi
Regional Sales Manager, South

Meezan Bank's Innovative Murabaha Structure for Punjab Food Department becomes industry standard

Every year, Punjab Food Department (PFD) purchases bulk quantity of wheat from the growers and farmers of Punjab region. Meezan Bank has been playing a pioneering role in developing Financing Structure for this complex and bulk transaction. The model developed by the Bank has now been recognized as an industry practice to finance PFD by other Islamic Banks. The model involves three parties; Meezan Bank, Bank of Punjab (BOP) and PFD, where PFD is appointed as agent to procure goods on Meezan Bank's behalf and BOP is appointed as agent to make payment to farmers on the Bank's behalf for the goods purchased by PFD as an agent of the Bank. On weekly basis, the procured wheat is sold to PFD by the Bank on Murabaha basis.

Since bulk purchases are made, it is difficult to identify the wheat purchased for the Bank; therefore, for this purpose separate godowns are allocated to Meezan Bank where the Bank's goods are separately stacked. Operational execution of this transaction is a gigantic task with snap physical inspections to be conducted in Meezan Bank marked go downs over a wide geographical area. On previous occasions, Alhamdulillah the Bank has efficiently executed this enormous task with the sheer effort of Mr. Naeem Sarfaraz Siddiqui, Area Manager of Gulberg, Lahore and his team in ensuring operational Shariah compliance of this transaction. This year, the Meezan Team is once again geared up to accomplish this task.



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OUR VALUES

Integrity, Transparency, Accountability, Excellence, Innovation, Sustainability, Social Responsibility

Integrity: We are committed to the highest standards of integrity in all our business dealings.

Transparency: We are committed to transparency in all our business dealings.

Accountability: We are committed to accountability in all our business dealings.

Excellence: We are committed to excellence in all our business dealings.

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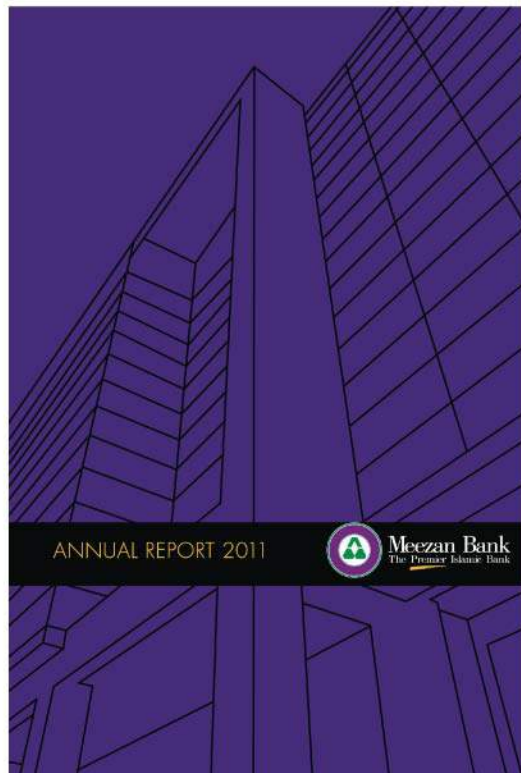
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VISION

Establish Islamic banking as banking of first choice to facilitate the implementation of an equitable economic system, providing a strong foundation for establishing a fair and just society for mankind.



ANNUAL REPORT 2011



Meezan Bank
The Premier Islamic Bank

2011 ANNUAL REPORT

Meezan Bank's Annual Report depicts the Bank's performance, operations, future initiatives and transparency of all the annual financials. The project team prides the level of detail and effort made by all team members and departments to ensure that clear and complete information is provided in the document for review by external stakeholders. The final document, designed and printed in a span of two weeks is an achievement accredited to Project Manager Mr. Hafidh Jamaluddin and his team the Corporate Communication department spear headed by Mr. Sohail Khan and the Finance department, headed by the CFO Mr. Shabbir Hamza Khandwala. The teams at Argus Advertising and Yaqeen Art Press, responsible for the designing and printing respectively, are behind the tasteful and high quality document. The Meezan Bank Annual Report 2011 has been nominated for awards by numerous organizations which would announce the results later in 2011.

The 2011 Annual report's theme is based on the values we hold close to our hearts at Meezan Bank, which have been symbolized in the design of the Meezan House - our new state-of-the-art Head Office building in Karachi which in itself represents the strength and stability of the Bank in a growing segment of the banking industry. The choice of granite represents the strength of the Bank as a pioneer in the industry, while glass highlights the importance of transparency. Similarly, the water bodies placed strategically around the building remind us of the dynamic nature of our industry while the use of wood and natural light keeps us close to nature, and therefore to purity.

The 2011 Annual Report exemplifies everything we do at Meezan - the unrelenting pursuit of excellence. The Report is the product of painstaking work put in by a team comprising of Corporate Communications, Finance and PDSC who worked seamlessly in this endeavor for which they deserve commendation and praise.
Ariful Islam, COO

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