



**Meezan Bank**  
The Premier Islamic Bank

# pages

## Page 03

Meezan Bank Introduces Daycare Services

## Page 04

Third Quarterly Results: Bank delivers good results, maintaining its growth momentum and profitability

## Page 10

Cover Story: Meezan Upaisa World's First Islamic Branchless Banking

## Page 14

Interview: Mr Arshad Majeed, Group Head Payment Services - Meezan Bank

## Page 19

Result of IBC Level II (2014 - 2015)



**MEEZAN UPAISA**  
**WORLD'S FIRST ISLAMIC**  
**BRANCHLESS BANKING**



**پیسہ U paisa**  
Islamic Branchless Banking

## From the Desk of Ariful Islam (Deputy CEO)

Dear Meezan team members,

السلام عليكم ورحمة الله وبركاته

Alhamdulillah, Meezan Bank has always been at the forefront of developing innovative and Shariah-compliant financial products for its customers. Each product we launch takes us one step closer to achieving our Vision of establishing 'Islamic banking as banking of first choice'. The most recent and groundbreaking initiative in this chain is the launch of 'Meezan Upaisa', which is world's first Islamic Branchless Banking ('BB') service.

This initiative is the result of a synergistic partnership between Meezan Bank and Ufone, and is a major step forward in taking Islamic banking to the doorstep of each and every citizen of the country. BB will Inshallah give a quantum leap to Meezan Bank's visibility and presence in Pakistan and reiterate its position as the country's premier Islamic bank by enhancing its brand presence to thousands of locations throughout the country.

BB is not new, and there are 5 commercial banks that already offer this service. The market leader in this segment is Tameer Bank (a subsidiary of Telenor - a cellular operator) whose product, as you may be aware, is called 'EasyPaisa'. Meezan Bank is the 6<sup>th</sup> commercial bank to be granted a BB license and the first Islamic Bank in the world to offer this service.

As already explained in more detail in a

subsequent article in this newsletter, in the initial phase BB will enable customers to send and receive money, pay utility bills, do mobile Top Ups etc. – often referred to as Over the Counter (OTC) transactions. These transactions may be conducted from more than 20,000 authorized agent outlets across the country. In the second phase, starting in the 1<sup>st</sup> Quarter 2016, we will also allow customers to open BB Accounts as well (commonly referred to as Mobile Wallet) that will enable customers to save money, make inter-bank money transfers etc. in just the same way as we do when we open a regular bank account. BB Accounts are categorized into four levels (level 0,1,2 and 3) each offering distinct features and transaction limits. Level 0 and 1 will be offered to individual customers only, level 2 accounts can be opened by individuals as well as firms, trusts, NGO's etc. while level 3 accounts are for merchants, businesses, etc.

BB will give access to a large segment of the population to the formal financial sector and, therefore, in addition to fulfilling our Vision this will also assist with the stated objective of the Government of promoting 'Financial Inclusion'. In an economy where only 13% of the population has bank accounts, this will be a much needed change. With 63% of the population being mobile subscribers, Branchless Banking provides us the ability to reach to the unbanked population of Pakistan. I am confident that this new initiative will Inshallah be a big success for our Bank.

Over  
500  
Branches

Over  
130  
Cities

8<sup>th</sup> largest bank  
of Pakistan  
(in terms of Branch Network)

Rs. 438  
billion  
deposits

Profit-  
growth  
10%

A-1+  
JCR-VIS  
short term  
rating

AA  
JCR-VIS  
long term  
rating

Rs. 490 Billion Assets

Over  
7000  
employees

Over  
1.2 million  
customers

12%  
Assets Growth



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## Islamic message

Ibn 'Abbas رضى الله تعالى عنه reported to Sa'id ibne Jubayr that the Messenger of Allah ﷺ said, "All ummah were shown to me. One or two Prophets would pass with a small band of people. A Prophet would pass with no one with him. Then an enormous group appeared before me. I asked, 'What is this? Is it my ummah?' It was said, 'This is Musa عليه السلام and his people.' I was told, 'Look at the horizon,' and there was an even bigger group which filled the horizon. Then it was said to me, 'Look here and there on the horizons of the sky.' There was a mass of people that was so large that it filled the horizon. It was said, 'This is your ummah. Seventy thousand of them will enter Jannah without being questioned.' Then he (Prophet ﷺ) entered his house without making clear who they were. People started to talk and said, "We are those who have believed in Allah (SWT) and followed His Messenger. It is us. Or it is our children who were born in Islam while we were born in the jahiliyya." The Prophet ﷺ heard about that and came out and said, "They are those who do not treat themselves with ruqya (spells) nor do they believe in bad or good omens (e.g. a black cat crossing the way), nor do they get themselves cauterized\* (branded) and (they) trust in their Lord." – Sahih Al-Bukhari, Book of Medicine (Kitaab-ut-Tibb)

*\*The medical practice of cauterization is the burning of a piece of skin to immediately close the wound, stopping the flow of blood and preventing infection.*

# Meezan Bank Introduces Daycare Services

At Meezan Bank we value our human resource and take measures to improve our employees' work-family balance. We are therefore delighted to announce the opening of a Day Care facility at our head office Karachi. The inauguration of the recent Day Care Center comes as part of the Bank's strategy to provide a greater peace of mind to working parents especially mothers and to encourage the inclusion of women in the job market, thus boosting the economic growth in the country. Equipped with a skilled staff and a child friendly environment, working mothers at Meezan Bank no longer have to decide between quality care for their children and going to work.

***A special note of appreciation for Corporate Communication, Administration and Corporate and Investment Banking for their valuable contribution in making this possible.***

**"Do you work for Unilever or Engro?" asked a renowned pre-school's principal during initial registration for my child. I proudly replied, "No, Meezan Bank".**

Daycare facilities at workplace are still a far-fetched idea for many employers in our country but Meezan Bank has once again delivered on its promise of being a beacon of positive change, this time for working mothers. In a month's time, my 6-month old has made more friends than I have made in years. All this was made possible in time by special efforts of Corporate Communication, Administration and Corporate & Investment Banking who supported the cause of mothers at Meezan Bank.

Thank you Meezan Bank for the wonderful day care facility where our children are safe and well looked after.

**Bina Junaid** Corporate Banking Group



## Third Quarterly Results: Bank delivers good results, maintaining its growth momentum and profitability

**The Board of Directors of Meezan Bank Limited, in its meeting held at Karachi, Pakistan on October 20, 2015, approved the financial statements of the Bank for the nine months period ended September 30, 2015.**

By the Grace of Allah (SWT), Meezan Bank has maintained its growth momentum and profitability and recorded good results for the period. Profit after tax increased to Rs. 3,950 million from Rs. 3,576 million, a growth of 10%. The Earnings Per Share of the Bank for nine months period ended on September 30, 2015 was Rs. 3.94

(September 30, 2014: Rs. 3.57 per share). Deposits of the Bank increased to Rs. 438 billion as at September 30, 2015 from Rs. 380 billion as at December 31, 2014, a growth of 15% against an overall growth in banking industry deposits of 8% during the same period.

The Bank continued its branch expansion strategy and opened 67 branches during the period, taking its branch network to 495 branches in over 120 cities in Pakistan and maintaining its position as the 8<sup>th</sup> largest bank in the country both in terms of deposits and branch network. The Bank

has been consistently recognized as the best Islamic Bank in Pakistan by various local and international institutions over the past several years.

The JCR-VIS Credit Rating Company Limited, an affiliate of Japan Credit Rating Agency, Japan, has reaffirmed the Bank's long-term entity rating at AA (Double A) and short term rating at A1+ (A One Plus) with stable outlook. The short term rating of A1+ is the highest standard in short term rating. The rating indicates sound performance indicators of the Bank.



## New branch opens at Darul Uloom, Karachi

**Meezan Bank, Pakistan's first and leading Islamic Bank, has, as a part of its branch expansion efforts, opened a branch at Jamia Darul Uloom, Korangi, Karachi. This branch, which is conveniently located on the main road, will cater to the banking needs of the people and businesses of the area as well as the students and faculty at Darul Uloom, as more than 10,000 students are enrolled in the institution.**

The branch was inaugurated by the President - Jamia Darul Uloom, Mufti Muhammad Rafi Usmani and Vice President of Darul Uloom & Chairman Shariah Board of Meezan Bank, Justice (Retd) Mufti Muhammad Taqi Usmani. The event was graced by the President & CEO of Meezan Bank - Mr. Irfan Siddiqui, Deputy CEO - Mr. Ariful Islam and Shariah Advisor & member of the Shariah Supervisory Board of Meezan Bank - Dr. Muhammad Imran Ashraf Usmani.

Members of the Bank's senior management were also present at the occasion.

Mufti Muhammad Rafi Usmani and Justice (Retd) Mufti Muhammad Taqi Usmani praised the efforts of Meezan Bank in the establishment of Islamic Banking in Pakistan and prayed for the Bank's success in its mission. Mufti Muhammad Rafi Usmani expressed with pleasure that through Meezan Bank and other Islamic banks people now have the opportunity to earn Halal profits on their savings.

Speaking at the occasion, Mr. Irfan Siddiqui said that the Bank's branch expansion strategy is driven by its Vision to 'Establish Islamic Banking as banking of first choice', and aims to make Islamic Banking available to each and every citizen of the country.



## Meezan Bank & Karandaaz Pakistan jointly launch 'Corporate Vendor and Distributor Finance Program'

**Meezan Bank and Karandaaz Pakistan signed the Corporate Vendor and Distributor Finance Program agreement, a first-of-its-kind initiative aimed at providing growth capital for small businesses. Through this agreement, up to PKR 9 Billion in program-based term funding for capital investment and expansion working capital will be made available to small and mid-size vendors and distributors operating in organized economic supply chains in Pakistan.**

The program has been developed in response to the sharp decline in SME finance in Pakistan, from ~17% of total commercial bank lending in FY2008-9 to ~6% by FY2014-15. Access to term funding (long term cap-ex financing) is even more scarce for SMEs in Pakistan. "It is critical for broad based economic and employment growth in Pakistan that this credit contraction is reversed and brought in line with comparable international benchmarks (20-30% of banking assets). It is also crucial for commercial banks to develop viable credit models to lend to this vital agent of the economy", stated Mr. Asad Azfar, Chief Investment Officer of Karandaaz Pakistan, while providing an overview of the Corporate Vendor



and Distributor Finance Program at the ceremony. "The partnership with Meezan Bank is a first step in this direction and will enable Apex Corporate to direct credit to vendors and distributors that are well-positioned for growth without assuming credit risk", he added.

Mr. Ariful Islam, Deputy CEO & Executive Director of Meezan Bank, expressed the Bank's utmost commitment to this partnership with Karandaaz Pakistan. He stated, "I am both delighted and humbled

by the fact that Meezan Bank has been chosen by Karandaaz Pakistan, a company that is principally sponsored by United Kingdom Department for International Development (UKAid) and Bill & Melinda Gates Foundation, to partner with it to provide finance to the Small & Medium Sized sector of the economy. We are committed to promoting this very important segment of the economy and our role is to provide risk capital and infrastructure to implement the Program successfully."

## Meezan Bank's Directors visit State Bank of Pakistan



Group photo of Deputy Governor (FM, IB & SIs), Mr. Saeed Ahmed with H.E. Sheikh Ebrahim bin Khalifa Al Khalifa, on his visit to SBP, Karachi on October 20, 2015



Deputy Governor (FM, IB & SIs), Mr. Saeed Ahmed presents souvenir to H.E. Sheikh Ebrahim bin Khalifa Al Khalifa, at SBP, Karachi on October 20, 2015



Deputy Governor (FM, IB & SIs), Mr. Saeed Ahmed presents souvenir to Mr. Riyadh S.A.A. Edrees at SBP, Karachi on October 20, 2015

## Good News: IIIB Announces 40% Discount on CIBF Registrations for all Meezan Bank Employees

**Muhammad Sohaib Javed**

Product Development & Shariah Compliance

Every Meezan Bank employee is an ambassador of Islamic Finance. In order to effectively raise awareness, employees require thorough understanding and knowledge of Islamic financing concepts. Keeping this in view, as well as employees' professional development and career growth, Meezan Bank's management has decided to provide 40% discount to all employees who would like to register for Certification in Islamic Banking and Finance (CIBF).

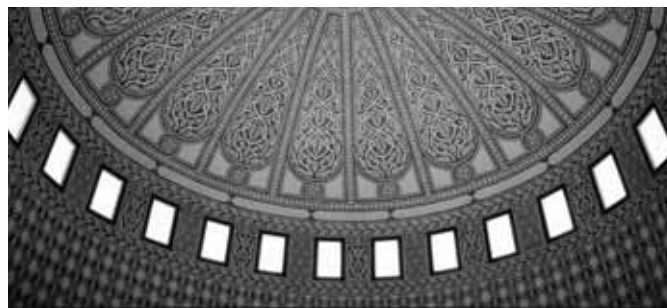
Alhamdulillah, International Institute of Islamic Banker's (IIIB) flagship program, Certification in Islamic Banking and Finance (CIBF) has received immense response from the banking industry, as well as graduate and post-graduate students from around the world.

The strength of our program comes from the meticulous attention to industry realities and their incorporation into the course modules. It is important to us that the candidates experience a new way of looking at the Islamic banking and finance industry by immersing themselves in CIBF studies.

CIBF graduates are able to address & discuss contemporary Shariah related issues, differentiate between various financial products and Shariah contracts used in banking activities, develop an appreciation for fund management and understand how Islamic finance fits into the global economy.

IIIB is an Islamic Banking & Finance learning, development & awareness initiative by Meezan Bank to strengthen the foundations of the global Islamic financial industry by delivering authentic knowledge about Islamic finance to individuals.

'Certification in Islamic Banking and Finance' is a four-month distant learning program which distinguishes itself from other offered certifications in the market, as it has a complete focus on the practical aspects of the Islamic financial industry. The course contents have been designed with assistance from our world renowned Islamic finance experts and scholars. Upon completion of this certification, the participants are able to gain an edge in this highly competitive financial market, and would also be able to fulfill the needs of their continuous professional development.



### The course is divided into the following four modules:

- ① CONCEPT BUILDING
- ② ISLAMIC MODES OF FINANCE – I
- ③ ISLAMIC MODES OF FINANCE – II
- ④ DEPOSIT STRUCTURE, ISLAMIC INVESTMENTS, TAKAFUL & QUALITY ASSURANCE

The study material for each module is sent at the beginning and mid of every month. Each module has a written assignment which is sent 2 weeks after the reading material has been sent. The maximum time allowed for the assignment is 15 days. Upon successful completion of all four modules, the participants would be given a comprehensive examination which would cover all the modules. Upon clearing the comprehensive exam, they would subsequently be awarded with the 'Certification in Islamic Banking and Finance'.

### FEE:

After 40% Discount exclusively for Meezan Bank employees, the course fee is Rs. 9,000/- only. Further details regarding this course can be accessed through: [www.iiib.org](http://www.iiib.org)  
[iiib@meezanbank.com](mailto:iiib@meezanbank.com)  
PABX no. (021) 3810 3500 Ext: 2404 & 2852

# Meezan Bank's Hajj Booths -the First, yet the Best!

*Meezan Bank launched its first Hajj booths across the country to facilitate the pilgrims of the holy journey. Alhamdulillah, due to the utmost dedication and hard work of the team, this first project went successful and earned tremendous recognition.*

## Hajj Booth Karachi staff receive Certificate of Appreciation from Hajj Directorate

These certificates from the Hajj Directorate, Karachi were given in recognition of the outstanding performance of Meezan Bank staff. The following staffs have been recognized for their professionalism and dedication to maintain the sanctity of the tasks required:

Name	Designation
Shazia Zuberi	Incharge
Khalid Naseer Khan	Operation Manager
Abdul Rahim	Officer Operation
Mirza Umair Baig	Officer Operation
Tanveer Hussain	Officer Operation
Ali Kamran Kazmi	Cashier

## Hajj Booth Lahore receives Moavineen-e-Hujjaj 2015 Award

Punjab Boy Scouts Association acknowledged the efforts and the services of Hajj Booth staff in Lahore that served more than 1200 Hajjis. Special recognition was given to Syed Zahid Hussain for his outstanding commitment to the project. Meezan Bank's Lahore Hajj Booth has been acknowledged as the best Hajj Booth among all the banks in the country.

## Hajj Booth Islamabad Facilitates Collection of Applications via Islamic Banking Channel

Hajj Booth Islamabad successfully facilitated the collection of Government Hajj applications through Islamic banking channels for the first time. A dedicated team was present for assistance from August 16 till September 16, 2015. Mr. Saleem Khan (GM-North) visited our Hajj Booth to welcome pilgrims and appreciated Meezan team for their efforts in uplifting Meezan Bank brand and market penetration.

## KARACHI



## LAHORE



## ISLAMABAD







Hammad Jafri & Ahmer Saleem  
Consumer Banking

***This year, in the month of September 2015, Meezan Bank's 3<sup>rd</sup> Consumer Business Conference – CBC-2015 was held in Nathiagali, a hill station in Hazara, KPK. The purpose of conference was to review the consumer business performance, devise future business strategy and review internal service measures to achieve the standard of service excellence.***

The participants included the key members from all consumer finance units (Easy Home, Car Ijarah, Un-Secured Financing) and support units (CAD, RMU & Collections). There was also participation from Wealth Management, Marketing, Commercial vehicles and Premium Banking Units.

Mr. Mohammad Raza, Group Head Consumer Banking inaugurated the conference with his insightful presentation, analyzing the past performance of consumer units and enumerating the strategy for the future to achieve the objective of 'Winning Together' which was the theme of this conference. After Mr. Raza's motivational speech, business unit heads (Easy Home, Car Ijarah & Laptop Ease) as well as support unit heads, were given an opportunity to provide a brief overview of the performance of their respective units.

The second half was very interactive, motivating and fruitful as all units brainstormed about the day to day problems while also discussing their solutions. In this open house session, every participant was free to present his views, highlight issues and give suggestions for the improvement of business.

The next day being the last & concluding day of the conference, was filled with many splendid activities like training on 'Winning Together' which was also the theme of conference, by an external trainer, Mr. Mansoor Soomro from Learning Minds Group, and an award ceremony for the high achievers across consumer units.

Overall this two days conference was a very well organized and comprehensive event which highly motivated the participants to be more energetic and dedicated towards the Vision and Mission of our Bank.

## The Deputy CEO & Group Head Branch Banking Visit of North Region

**Kh. Tariq Hussain**  
Liability & Commercial  
Banking

The Deputy CEO, Mr. Ariful Islam and Group Head Branch Banking, Commercial, SME & Agriculture, Mr. Ijaz Farooq visited North Region from September 8<sup>th</sup> to 11<sup>th</sup> 2015. During the visit they not only interacted with staff of North & Potohar Regions but also held various meetings with corporate and commercial clients including the officials of KPK Government and provincial secretaries.

A dinner with corporate clients of North Region was arranged at Serena Hotel, Islamabad on September 8, 2015 which proved to be an interactive experience, where clients appreciated the services of Meezan Bank.

Meetings were also held with the officials of KPK Government, clients and staff in Peshawar. Mr. Ariful Islam and Mr. Ijaz Farooq met many high level government officials including Provincial Secretaries. A dinner was also hosted in Peshawar Services

Club where a number of Government Officials, clients, leading businessmen of Peshawar, Area Managers and Branch Managers joined Mr. Ariful Islam, Mr. Ejaz Farooq and General Manager (North)- Mr. Saleem Khan.

The business community of Peshawar showed great interest in Islamic Banking and also appreciated the products and services of Meezan Bank. This response was quite encouraging for the team and a long lasting impact of this visit is expected.





## Islamic Banking Workshop in Multan

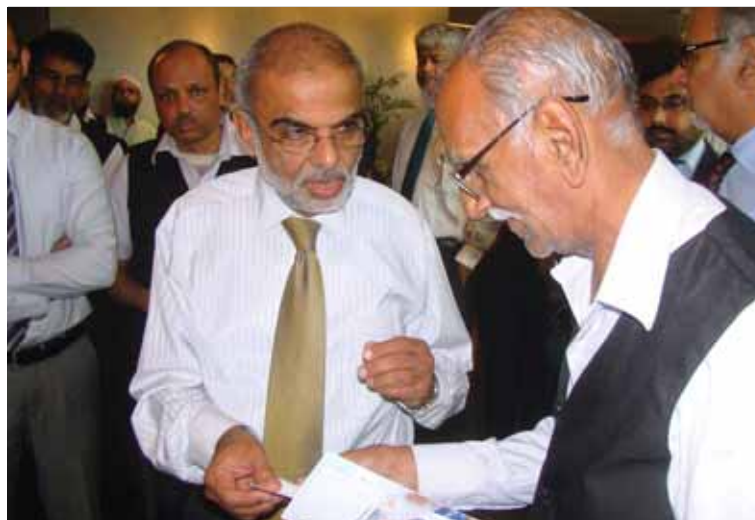
Muhammad Zahid  
Corporate & Investment Banking



The Islamic Banking workshop was arranged by Multan Corporate Unit in collaboration with PDSC. The workshop was arranged in continuity of the efforts of Meezan Bank to provide maximum opportunity to the masses for the understanding and implementation of Islamic Banking with true spirit. Having the opportunity of availability of senior executives from PDSC & CIBG, invitations were made to the customers of both Corporate & SME/Commercial of Multan Unit.

CIBG, Multan Unit hosted the workshop where Mr. Faisal Iqbal – Corporate Head Central, visited Multan along with PDSC team. After formal welcome by Mr. Muhammad Tufail – Regional Manager Multan, Mr. Faisal Iqbal presented Meezan Bank's performance over the period while a workshop was also conducted by Mr. Ahmed Ali Siddiqui – EVP, Head of PDSC along with Mr. Shayan Baig – VP, Manager PDSC.

The workshop was attended by 60 participants comprising of professionals from our Corporate Business Associates and Small & Medium sized entrepreneurs. The session was informative & interactive as the participants were keen in understanding the products and their processes.



## Meezan Payroll Card – Milestones Achieved

Muhammad Kashif  
Branchless Banking

### Conversion of 3<sup>rd</sup> Party Contractual staff to Meezan Payroll Card

After the successful pilot rollout of Meezan Payroll Cards for our Corporate Clients, Meezan Bank has extended these benefits to its workforce who is in an employment contract with HRSG Outsourcing (Pvt.) Ltd. The contractual workforce is based on over 1,200 contractual employees located across 500 locations in Pakistan including the Meezan Bank Branches, Head Office, Area Offices, Regional offices and other areas such as IT Data Centre, Learning Centre etc.

On August 21, 2015, Management of Meezan Bank kicked off the Payroll Card Distribution to HRSG Employees in a small ceremony held at Meezan House Karachi. The ceremony was attended by Mr. Irfan Siddiqui (President & CEO – Meezan Bank), Mr. Ariful Islam (Deputy CEO – Meezan Bank) Ms. Aqida Kaleem (Ufone Marketing), Meezan Bank's Group Executives, Branchless Banking Team and HRSG Employees.

On the occasion, Mr. Arshad Majeed (Group Head – Payment Services) and Mr. Ariful Islam threw some light on the initiative of Meezan Payroll Card, while also informing the HRSG employees regarding Meezan Bank's aim to bring additional features on this card. The event concluded with Mr. Irfan Siddiqui distributing the Payroll Cards to the employees.

### Payroll Disbursement Volume Crosses PKR 100 Million

Alhamdulillah, through Meezan Payroll Card, salaries of over PKR 100 Million have been successfully disbursed. The average monthly payroll volume currently stands over PKR 30 Million with an average payment size of PKR 14,400.

# Meezan Upaisa World's First Islamic Branchless Banking



Islamic Branch



**Ahmed Ali Larik**  
Branchless Banking

Meezan Bank has been continuously providing Shariah-compliant solutions to its customers and in continuation of these efforts, we are now proud to announce the launch of MeezanUpaisa as the **'First Islamic Branchless Banking platform in the world'**. Meezan Bank is now providing Islamic Branchless Banking, in collaboration with Ufone, a leading Teleco, to cater to those who are essentially unbanked either due to reluctance in opening conventional banking accounts or inaccessibility to the brick and mortar branch network.

## What We Offer?

Meezan Upaisa is the digital mode of banking, promising convenient options to customers that include (but are not limited to) the following:

### Over the Counter (OTC) Products:

OTC products are offered to the customers through thousands of Meezan Upaisa Franchises, Service Centers and Retailers and include:

#### 1. Money Transfer:

Transferring money to and from family, friends or correspondences has never been easier! With an expanding network of authorized Meezan Upaisa Franchise, Service Centers and Retailers throughout Pakistan, Meezan Upaisa offers the most efficient, secure and convenient solutions. The best part: Customers of all the mobile operators and banks can avail these services without any prior registration!

#### 2. Bill Payments and Top-ups:

A hassle free and secure way to pay your Utility bills!

- Pay wherever you are
- Pay whenever you want
- Real-time, reliable & secure procedures
- Instant SMS confirmation featuring transaction details

## Achieving Financial Inclusion through Shariah-compliant Services:

Meezan Upaisa has stepped into a new mode of banking that would help cater the unbanked population of the Pakistani market and set a new milestone in achieving financial inclusion through Shariah-compliant services.

## Launch Campaign:

Thousands of Meezan Upaisa retailers have already been signed up along with an aggravated focus on above-the-line advertising to ensure nationwide visibility by early next year.

Meezan Bank will initially provide the requisite channel to the Meezan Upaisa retailers and Ufone franchises for facilitation of services such as Money Transfer, Bill Payment etc. The Bank is extending OTC mode to the market whereby the retailers/franchise would entertain the payment and money transfer requests of the customers.

## Future Plans:

Future plans for Meezan Upaisa include:

- Introduction of Mobile Wallets
- G2P (Government-to-Person) payments
- NFC (Near field communication) enabled contactless payments
- Electronic payments

DAWN





# Upaisa

## Branchless Banking

### Meezan Upaisa Launch Event

Meezan Upaisa was officially launched at Movenpick Hotel Karachi on 19<sup>th</sup> November, 2015. The event attracted attention from the local electronic/print media and Industry dignitaries. Governor State Bank of Pakistan – Mr. Ashraf Mahmood Wathra was the Chief Guest of the launch ceremony, which was attended by the senior management of Meezan Bank and Ufone and senior executives from the corporate sector including Meezan Bank's newly elected Chairman Mr. Riyadh S. A. A. Edrees, President & CEO Mr. Irfan Siddiqui and Ufone CEO Mr. Abdul Aziz. During SBP Governor's address, he stressed on the need of accentuating financial inclusion through Mobile Financial Services, and appreciated both Meezan Bank and Ufone for imparting their best of technology and efforts in setting this objective in motion and paving a new milestone for the Branchless Banking Industry. Our new chairman Mr. Riyadh also expressed his enthusiasm on the wonderful initiative, he said, in his address that this step would institutionalize the emerging market economy for the benefit of the people with less access to the Conventional Banking Network and would lead a long way into bringing evolution in payment services.

**A special note of thanks for the Branchless Banking, Marketing and Administration Departments for their efforts in making the launch successful.**

The Launch event was covered by, many well-known electronic channels, newspapers and bloggers:



(Left to Right) Mr. Munawar Rizvi - Group Head, Admin., Mr. Samar Hasnain - Executive Director State Bank of Pakistan, Mr. Ariful Islam - DCEO, Meezan Bank, Mr. Abdul Aziz - CEO, Ufone, Mr. Ashraf Mahmood Wathra - Governor, State Bank of Pakistan, Mr. Riyadh S. A. A. Edrees - Chairman, Meezan Bank, Mr. Irfan Siddiqui - President & CEO, Meezan Bank and Mr. Asher Yaqub Khan - CCO, Ufone



Governor State Bank of Pakistan, Mr. Ashraf Mahmood Wathra with Meezan Bank's newly elected Chairman Mr. Riyadh S. A. A. Edrees.



Meezan Bank's President & CEO Mr. Irfan Siddiqui, while talking to the Press at Meezan Upaisa launch event.

DAWN ISLAMABAD, FRIDAY NOVEMBER 20, 2015

**First Islamic branchless solution**  
KARACHI: Ufone and Meezan Bank have formed a strategic partnership to launch Meezan-Upaisa.

The Nation, Islamabad, Friday, November 20, 2015

**First Islamic branchless banking service launched**

ISLAMABAD (PR): Ufone, an Etisalat group company, renowned for its innovative, out-of-the-box products and services and Meezan Bank, Pakistan's first and largest Islamic bank, have formed a strategic partnership to launch Meezan-Upaisa, world's first Islamic branchless banking solution.

With the launch of Meezan-Upaisa, customers across Pakistan would now, for the first time, be able to send and receive money, pay utility bills and do mobile top ups through Islamic banking. These services would be followed by an even wider array of Islamic financial services in the future.

Regarding this new initiative, Abdul Aziz, President & CEO, Ufone, said, "With this new collaboration we aim to capitalise on both parties' strengths-Meezan Bank's expertise in Islamic Banking and Ufone's geographic foot print to facilitate customers, making it a win-win situation for all."

Daily Times  
Islamabad, November 20, 2015

**Shariah-compliant services**

**Pakistan to launch Islamic branchless banking**

Islamabad, November 20, 2015

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## Meezan Kafalah – Gets a Makeover!

Kausar Jamani & Agha Asim  
Wealth Management & Cross Sell Unit

**Wealth Management Department, along with immense support from PDSC and ITD is proud to announce a refashioned Meezan Kafalah, as an initiative to significantly improve its profitability and value creation, without compromising on the needs of its customers.**

Remodeling of its flagship product not only projects a positive impact on Meezan Bank's financials but also brings excellent benefits for its customers. Unlike its previous structure, the revamped Kafalah offers a full 100% accidental death coverage making it a better option for savings, investment and protection. And the list of fancy features does not end here! Accompanied is a rise in product weightage for Kafalah (for September) from 0.8 to 1.28 which is expected to increase the influx of the number of plans and average deposits for Meezan Bank.

Another interesting element of the revised Kafalah is the waiver of 'Wakalah' fee for plans lasting up to 3 years or more (on the bank's own discretion). The notion behind the 5% Wakalah fee charged on first year's annual premium is to discourage the misuse of plans and to promote long term customer retention.

**MeezanWorld**  
Working better through collaboration

## Empowering Collaborations through Embedded Communities

Meezan World intranet portal, launched in the month of November last year has been successfully linking more than 7000 employees through one comprehensive platform. The Meezan World 'Communities' feature creates a more engaging intranet experience by allowing cross functional teams with networking and online collaboration opportunities. In addition, the feature enables a personalized interactive experience, allowing various teams and departments to communicate with their employees.

The Meezan World Intranet Communities feature has been embedded into the intranet to help employees exchange ideas with colleagues and cross-functional teams, solve problems faster and streamline daily tasks easily. The embedded nature also makes it easier to deliver current, relevant information across the bank to all employees from the same or different communities.

The Communities feature is user-friendly, reliable and an excellent forum for empowering collaborations and saving valuable time and cost. It may be used for discussions, sharing of ideas and allowing the employees to seek online help and advice from colleagues.

## 69<sup>th</sup> Independence Day Celebrations at Meezan Bank

Pakistan celebrated its 69<sup>th</sup> Independence Day on 14<sup>th</sup> August, 2015 marking nearly 7 decades of freedom from the British rule. Over the years, Pakistan has grown as an independent nation, celebrating life, liberty and progress while also shaping its future for the better.

Meezan Bank celebrated the nation's freedom by keeping alive the tradition with multiple events across the country, including its Head Office, Branches and Regional offices. The events featured a day of fun, patriotism and commitment to our values. This memorable celebration was disseminated with the message of celebrating independence together.

Cake cutting and flag hoisting ceremonies were held at different Meezan Bank branches with true spirit and enthusiasm. The branches were decorated with flags and lightings and Area Managers, Branch Managers, branch staff and customers, all participated in these events and momentous celebrations.





# 'First Anniversary of HSBC-Meezan Amalgamation'

## Mr. Irfan Siddiqui's Message

**Alhamdulillah, Meezan Bank achieved yet another milestone on 17<sup>th</sup> October 2015, marking the first anniversary of the successful amalgamation of HSBC Pakistan Operations with Meezan Bank Ltd. This amalgamation has been most fruitful in all aspects of our business.**

After the initial acquisition in 2002 of the Pakistan Operations of Societe' Generale, when we started as the first Islamic Commercial Bank in Pakistan, our journey has been one of continuous growth in all spheres of banking. The successful amalgamation of HSBC Pakistan operations has added yet another dimension to our growth in the last year and it is a matter of great satisfaction that the business and induction of a large number of former HSBC employees was completed very smoothly. This induction and integration would not have been successful without the active involvement and support of Meezan Bank's Senior Management

Team, and all employees of Meezan Bank, who welcomed the former HSBC staff and supported them during this past year. Meezan Bank has the distinction of being the only bank that has acquired two foreign banks in Pakistan and reflects the confidence reposed by the State Bank of Pakistan in our bank. I am grateful to the entire Meezan Bank team for making this possible.

I am happy to say that more than seventy percent of those ex-HSBC staff who came on board a year ago, continue to be with us today and have fully integrated into our organisation Masha-Allah. It gives me immense satisfaction to see their adaptation to RIBA Free Banking and I wish them all the best in their future endeavors.

I pray that Meezan Bank will continue to grow as the leader of Islamic banks, and become one of the largest banks in Pakistan Insha' Allah.

## Celebrating One Year with Meezan

**Kh. Tariq Hussain**  
Liability & Commercial Banking



### Customer Appreciation Day at Meezan Bank Aziz Shaheed Road Branch, Sialkot Cantt

In a grand ceremony held this week, Meezan Bank Aziz Shaheed Road Branch, Sialkot Cantt successfully hosted Customer Appreciation Day, to mark the first anniversary of 'HSBC-Meezan Amalgamation'. The event arrangements were managed through formal invitation letters that were dispatched to Meezan Bank's top 100 customers as well as potential clients.

Regional Manager Mr. Moazzam Saeed, Area Manager Sialkot Mr. Sohail Amjad and Branch Managers including Mr. Ali Tahir Shabbir, Mr. Sarfraz Alam, and Mr. Abdul Ghafoor participated in the cake cutting ceremony held in the lobby of the Bank.



### Customer Appreciation Day at Meezan Bank, Bank Road Branch Saddar, Rawalpindi

One year anniversary of Meezan - HSBC amalgamation was celebrated at Bank Road Branch, Rawalpindi. General Manager North Mr. Saleem Khan honoured the ceremony with his presence. A number of prominent customers graced the occasion including Mr. & Mrs. Ashraf Iqbal, Mr. Pervez Arshad Nawaz, Mr. Wazir Ali Raja, Mr. Umar Hayat, Muhammad Riaz Chaudhry and Mr. Muhiuddin Aurangzeb and others.

The event was appreciated by both clients as well as employees and will inshaAllah prove to be helpful in nurturing long-term mutually beneficial banking relations with customers.



### Customer Appreciation Day at Meezan Bank Jinnah Super Branch, Islamabad

Meezan Bank-HSBC first anniversary was also celebrated in its full zeal at Meezan Bank Jinnah Super Branch, Islamabad.

General Manager North Mr. Saleem Khan graced the ceremony with his presence. Our major clients and customers included Mr. Shuja Ul Mulk (Ex-Senator), Mr. Tariq Aziz (Ex-Administrator in Gen. Musharaf Tenure), Mr. Gen Alam Jan Mahsud (Ex-Core Commander Lahore), Mr. Shehryar Khan Hoti, Mr. Nadeem Bashir Managing Director Omni Group and Barkat Rice Mills, Mr. Faheem Khan CEO Rally Energy, Dr. Javaid Kayani (UK) and Mr. Akber Aziz Director Shell.



In this Interview, we present **Mr. Arshad Majeed, Group Head Payment Services - Meezan Bank**, who shares with us his journey through 33 years of banking experience. In his very interactive discussion with us, he dwells into some of his life's best learnt lessons. His experiences reflect the character of a man who has been a significant contributor in the growth and success of Pakistan's first and largest Islamic bank.

**Q: Tell us about your education?**

I gained my formal education in Pakistan and acquired my schooling, college, Bachelor of Science, Bachelor of Laws and Masters in Business Administration from Karachi. Later, I acquired Certification of Quality Auditor for Banking Policies and Procedures from Dubai.

**Q: Please share with us your career journey and how you have arrived at your current position?**

This has been a long and interesting journey. I belong to a family of bankers – my father was a banker at National Bank of Pakistan; my five brothers-in-law and two brothers all belong to the same industry; only one of my brothers is working in the non-banking sector. My first job was at Deutsche Bank, where I joined as a Management Trainee on 1st January, 1983. After spending almost a decade with Deutsche, I moved on to Chase Manhattan Bank where I spent two years. This bank was later acquired by MCB Bank and I joined it as the Head of Custodian Banking. In 1997 I moved to Dubai to work at Mashreq Bank's Head Office. This was a whole new experience of working with different nationalities and cultures. I was responsible for preparation and implementation of the operations policies and procedures as well as handling the quality audit in different countries.

In the year 2000, I joined Meezan Bank, not primarily with business motives but with a religious consideration that spurred my drive towards this field. Despite the challenges, I was hopeful of the opportunities and the positive impact of the realm of Islamic finance. Alhamdulillah, over these 15 years, Meezan Bank has developed immensely and has managed to transform its Vision into a reality.

**Q: Is there anyone who has inspired you professionally?**

I have taken inspiration from many people as I have been lucky enough to work with many great individuals. When I was

in Deutsche Bank and Chase Manhattan, I used to learn from my expatriate bosses, their methods and procedures and their unrelenting drive to excel. From then onwards till now, I push for constant improvement in myself so that my abilities continue to grow. I am grateful to Allah (SWT) for surrounding me with the best team, colleagues and seniors.

**Q: Share with our readers a typical day of Arshad Majeed. How does it start and how it ends? Do you have any must-do items on your 'to-do' list every day?**

A typical day at work normally starts by checking my emails as this often drives the content of my working day. It includes meetings and generally overseeing the activities of my team and other structures that we are responsible for.

**Q: You have a busy life of a banker, how do you manage your time between personal pursuits and professional commitments?**

It is important to differentiate between home and work. After work, hundred percent of my time is dedicated to my family - with the exception of weekend golf. I am also very fortunate to have an understanding and supportive wife, who understands the time and efforts I need to invest in the form of extra hours at work to contribute towards the cause of Islamic Banking.

**Q: At what place are you the happiest?**

This is a difficult question; because there are so many places that one can find happiness in. It is with my family, at my office in the company of old friends or while playing golf. However, I am the happiest when I am with my family and old friends.

**Q: Did you always see yourself as a banker? Or were your earliest ambitions different?**

To be honest, when I was a student my aims in life hardly ever expanded beyond the horizons of a cricket ground. But when I



reached a certain maturity – perhaps after the demise of my father, I realized what my ambitions and responsibilities were and it has not changed since. I focused on acquiring post graduate education in order to further enhance my aims and to strengthen my expertise in the banking field.

**Q: Have you benefitted from networking in developing your career?**

Yes, networking and informal interactions are important not just for the success in any professional career but also in providing social support and attaining workplace effectiveness. I believe I have benefitted from networking in my career as well as at a personal level as it has helped me learn market intelligence and has allowed me to remain adaptable, self-directed and focused. I wouldn't consider myself to be very social but yes this is something I try to keep pace with.

**Q: Meezan Bank has met several milestone Shariah-compliant transactions in your leadership. Please tell us about your experiences.**

From its humble beginnings, Meezan Bank has grown to become the largest Islamic bank in Pakistan. The Bank, which started from two products Murabaha and Ijarah, now provides a whole range of Islamic finance products and services for both personal and business banking customers. This has been a long and exciting journey, from the acquisition of Société Générale and its conversion to Islamic Bank to the signing off for the first software 'Islamic Banker' and the acquisition of the current state-of-the-art software T24. It is difficult to single out the achievements and to specifically credit myself alone with them since we work with our teams. I believe in teamwork and camaraderie among the people I work with.

I have had the privilege to be a part of many things at Meezan Bank. This gives me a sense of fulfillment of what we have done and achieved in these 15 years and how far we have come along. We should not however let our successes make us complacent. Our journey of introducing and popularizing Riba-free banking is still ahead of us. We must ensure that our focus is not distracted and all our efforts stay on course.

**Q: Branchless banking is the latest trend in Pakistan, how is Meezan Bank picking up with this?**

Pakistan has great potential for Branchless Banking, given the remarkable growth in banking and cellular services in the past two decades. Meezan Bank, has launched the first-ever Islamic Branchless Banking in the world, in partnership with Ufone a leading Telco, in order to improve its service, make transactions quicker and to make instant money transfer through Islamic modes a reality. We recognize that the explosive growth in mobile phone subscription in the region has extended to all income sections in the country, which makes the Meezan UPaisa initiative to be a promising one. We believe that empowerment of customers will come through the expansion of financial institutions as well as through financial inclusion. Meezan Bank is therefore on its way to expanding its network as well as making Islamic banking as the



banking of first choice for the unbanked segment of the country.

**Q: Tell us how different banking is now from when you joined it?**

When I compare today's banking industry with the early stage of my banking career, there has been a phenomenal change. Technology has become crucial for the banking sector to drive operational efficiency and to enhance customer service. We have now introduced Islamic Branchless Banking, an idea that was conceived by the State Bank of Pakistan that over seventy percent of Pakistan's population is unbanked and unaware of the benefits associated with banking. Our aim is to introduce and involve them in the Islamic banking realm. In this regard, the importance of producing technologically advanced banking systems that accommodate the specialties of Islamic banking concepts and Shariah principles cannot be understated. We will continue to expand our product line, perfecting execution.

**Q: Any advice in terms of better branch operations?**

Operations is a very important area of banking which serves as the engine for the entire machine. My first advice is that one should know how to do his/her job and then implement it whole-heartedly. Experience has no short-cuts. I encourage my managers to ask questions, learn and then implement their learning with honesty and integrity. I believe in encouraging ideas and that there is never a mistake one cannot learn from.

**Q: Do you have a message for our readers and your staff?**

I have always subscribed to this simple philosophy: hard work, integrity and respect for parents. I encourage all my staff to work hard. To this end, I focus on operating fundamentals and on developing teams to inspire them to give their best performance. I believe that ambition and talent are just two of the ingredients that matter. One of the core Islamic teachings is to put in our best efforts and to be patient and never give up. It is important to accept responsibility for one's actions and to learn to be accountable for them.

# Meezan Bank Ranked as Leading Islamic Bank of South Asia



***Meezan Bank named leading Islamic Bank of the region; Pakistan Islamic banks among top 5 institutions in region. As many as four leading financial institutions of Pakistan have been placed in the top five Islamic banks of the region, as per the South Asian Financial Disclosure Index rankings.***

The conveners of the 22<sup>nd</sup> annual World Islamic Banking Conference (WIBC) revealed the ranking of South Asia's top 5 Islamic banks rated according to their financial disclosure, subsequent to the

announcement of the launch of the WIBC Leaderboard.

Pakistan-based Meezan Bank and Bangladesh-based Social Islamic Bank are positioned at the top of Islamic financial institutions in South Asia with a score 63 and 56, respectively.

They are closely followed by Bank Islami (55), Faysal Bank (55) and MCB Bank (55). More, importantly, Meezan Bank ranked 10<sup>th</sup>

in the top 15 global Islamic banks.

First in the series of the WIBC Leaderboard performance indicators, the Financial Disclosure Index chart shows the bank's name (horizontal axis) and Financial Disclosure Index score (vertical axis) of the top 5 Islamic banks in South Asia ranked on the basis of the financial disclosure score.

Meezan Bank's President & CEO, Irfan Siddiqui, spoke on Islamic Banks' practice of disclosing financial information, stating that "Islamic banking inherently carries a high level of transparency by virtue of it being asset-based in nature. At Meezan Bank, this fundamental principle drives the ethos and shapes all our policies. Our practices of disclosure and dissemination of information are best exemplified by our Shariah Audit report that is a part of the Bank's Annual Report and has provided the industry with the best standards to follow."

He continues to comment on the sheer importance of these disclosures to the global financial economy: "In an effort to support the sustainability and stability of the global financial system, Islamic banks have been proactive in implementing a high-disclosure system as obvious by the disclosure scores."

## Meezan Bank's Annual Report 2014 Ranks amongst the Top 3 Corporate Annual Reports in Pakistan's Banking Industry

***The joint committee of Institute of Chartered Accountants of Pakistan (ICAP) and Institute of Cost & Management Accountants of Pakistan (ICMAP) has awarded Meezan Bank's Annual Report 2014 the prize of being the 3<sup>rd</sup> Best Corporate Report in the Banking sector. Mr. Shabbir Hamza Khandwala - CFO, Meezan Bank, received the award for Meezan Bank at a ceremony held at PC Hotel, Karachi.***

The objective of the Awards is to give recognition to excellence in corporate reporting in order to promote accountability and transparency through timely, informative, factual and reader-friendly annual reports for all stakeholders of an organization. The award is conferred to the best five annual reports in selected sectors each year by a joint committee of ICAP & ICMAP.

Meezan Bank's annual reports for 2006, 2008, 2009, 2011, 2012 & 2013 were amongst the top Corporate Annual Reports for the respective years.





## 'Islamic Bank of the Year' & 'Corporate Finance House of the Year' for 2014 by CFA Society of Pakistan



Mr. Urooj ul Hasan Khan – Head of Investment Banking, Meezan Bank receiving award at the CFA Society Pakistan ceremony.

**Meezan Bank, was awarded 'Islamic Bank of the Year' and 'Corporate Finance House of the Year (Fixed Income)' – 2014 award by the CFA Society Pakistan at its 12<sup>th</sup> Annual Excellence Awards on 19<sup>th</sup> September, 2015.**

This was the sixth consecutive year that Meezan Bank was awarded 'Best Islamic Bank of the Year' by CFA Society Pakistan which reflects the Bank's successful track record and its leadership position in the industry.

The 'Corporate Finance House of the Year' award was given in recognition of Meezan Bank's Investment Banking performance in 2014, where the Bank successfully provided various tailored-made, one of its kind solutions to our corporate clients and delivered syndicated financing transactions of over Rs. 70 billion. Meezan Bank was awarded Corporate Finance House of the Year (Fixed Income) in 2012 also.

The nominee for this award includes all leading commercial banks (Islamic as well as conventional banks) and to be on the top position evidences Meezan Bank's progress towards our vision of 'Establishing Islamic Banking as banking of first choice'.

CFA Pakistan Annual Excellence Awards have earned tremendous following since its launch and are given to the best performing Banks to recognize excellence in the commercial banking industry.

## Meezan Bank receives Shariah Authenticity Award by Global Islamic Finance Awards 2015



Mr. Farhan ul Haq Usmani, Head of Shariah Audit and Islamic Financial Advisory, Meezan Bank receiving Shari'a Authenticity Award on behalf of Meezan Bank from His Excellency Muhammad Saeed Khan, Pakistan Ambassador in Bahrain.

**Meezan Bank has been conferred with the 'Shariah Authenticity Award' at the 5<sup>th</sup> Global Islamic Finance Awards held at Gulf Convention Centre, Manama, Bahrain.**

This is the second time that Meezan Bank has been recognized at this esteemed platform, in 2013, Meezan Bank had received 'Best Research and Development in Islamic Finance' award.

The GIFA awards are among the most prestigious global awards in the field of Islamic Banking and Meezan Bank's nomination for their Shariah Authenticity Award is testimony to the fact that Meezan Bank stands among the topmost Shariah-compliant financial institutions in the world.

On receiving the award, Meezan Bank's founding President & CEO - Mr. Irfan Siddiqui said, "Meezan Bank has a very strong product development team, comprising of Shariah scholars, business graduates and product experts. Their mutual synergy, supported by the oversight of a world-class Shariah Supervisory Board, ensures that Meezan Bank provides its customers with cutting-edge financial products that are fully compliant with the principles of Islamic Shariah. Alhamdulillah, the efforts of Meezan Bank are recognized on GIFA's forum and the Bank has won this reputed award."

Dr. Muhammad Imran Usmani Member of Meezan Bank's Shariah Supervisory Board, said that, "A strong focus on Shariah-compliance is the key contributor in Meezan Bank's success and in its international recognition as a truly Shariah-compliant bank". He appreciated the efforts of Meezan Bank's management team towards promoting the cause of Riba-free banking and suggested that they should share their knowledge and experience in this field with other Islamic financial institutions across the world.

## Mr. Abdul Rauf Scores the Highest Distinction in Certified Data Centre Facilities Operations Manager Exam

Mr. Abdul Rauf, Senior Vice President and Manager IT Infrastructure, has successfully cleared the Certified Data Centre Facilities Operations Manager exam with 85% marks, scoring the highest in the group of applicants.

The exam exposes participants to in-depth knowledge in managing data centre operation which includes the following key subject matters such as; capacity planning, latest green initiatives, how to properly commission and de-commission equipment, compliance to safety standards, statutory compliance and international standards as well as managing people.

## Mr. Mehdi Abbas Nandwani - ACCA Member in Spotlight

Mr. Mehdi Abbas Nandwani who has been working as a Senior Relationship Manager in Treasury & Financial Institutions Group at Head Office, Karachi, has been chosen as the 'member in spotlight' by ACCA Pakistan. Every year ACCA profiles the achievements of its members to share inspiring stories with others and this year Mr. Mehdi Abbas Nandwani's profile has been posted on Facebook page of ACCA Pakistan.



## HONESTY. INTEGRITY. TRUST.

Employees are the key pillars for any organization who help build a culture of success, hard work and integrity. Two commendable incidents have been reported at Gole Cloth Branch Faisalabad and Gole Chowk Branch, Sargodha, which set a great example for all of us and inspire us to stand by our principles at all times.

### Meezan Bank's Gole Chowk Branch, Sargodha, rider

Mr. Ghulam Ullah Khan found two prize bonds in the branch vicinity, amounting to Rs. 25,000/- each and honestly handed over these bonds to the customer.



### Meezan Bank's Gole Cloth Branch, Faisalabad, rider

Mr. Maqsood found an amount worth Rs. 600,000/- wrapped in a plastic bag in the waiting area. The bag belonged to a branch customer, Mr. Farooq Bhutta, who had forgotten his amount in the customer area. He was honest enough to hand over the bag to his Branch Manager who later returned it to the customer after necessary verification.



## Expression of Gratitude to Mr. Imtiaz Ahmed (Area Manager Peshawar I Area)

Mr. Imtiaz Ahmed served Meezan Bank as Area Manager Peshawar I for good five years from May- 2010 to April - 2015. He was presented with a memento by Deputy CEO, Mr. Ariful Islam as an expression of gratitude.

- 6 Branches were initiated during the tenure of Imtiaz Sb.
- All branches remained satisfactory in Shariah Internal Audit and no branch was below average.
- Highest Target Achievement by Car Ijarah Hub Peshawar.
- Some major SME/Corporate business relations were initiated like Toyota Frontier, Ranyal Industries, Al-Imdad etc.

Mr. Imtiaz Ahmed will be remembered by Meezan family and we wish him a happy retirement and fulfilled life ahead.



## Results of IBC Level II (2014-2015)

We are pleased to announce the results of Islamic Banking Certification (2014-2015). The course was held simultaneously in 6 regions through video-conferencing. Following are the overall country wide and region wise details of position holders. 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.

### Overall Countrywide Position

Position	Name	Dept/Branch	Marks
1st	Bina Junaid	Corporate Banking	94%
2nd	Ali Tariq Faruqi	Corporate Banking	90%
3rd	Salman Tariq	Corporate Banking	89%

#### Karachi Region

Position	Name	Dept/Branch
1st	Bina Junaid	Corporate Banking
2nd	A. Haseeb Shaikh	Corporate Banking
3rd	Muhammad Zeeshan	Model Colony Branch

#### Lahore Region

Position	Name	Dept/Branch
1st	Ali Tariq Faruqi	Corporate Banking
2nd	Salman Tariq	Corporate Banking
3rd	M. Waqas Tariq	Corporate Banking

#### Faisalabad Region

Position	Name	Dept/Branch
1st	Ghufran Hassan	Area Manager
2nd	Abdullah Sabee	PBO
3rd	Shoaib Hassan	RM

#### Multan Region

Position	Name	Dept/Branch
1st	M. Faheem Tahir	RM-CBG Multan
2nd	M. Imran	BM
3rd	M. Ramzan	OM

#### Islamabad Region

Position	Name	Dept/Branch
1st	Imran ul Haq	Area Coordinator Rwp 1
2nd	Tauqeer Ahmed	BM
3rd	S. Imran Ahmed	Saidpur Road Branch

#### Hyderabad Region

Position	Name	Dept/Branch
1st	Adeel Arif Memon	BM-Latifabad Branch
2nd	Asadullah	RM-Commercial Centre
3rd	Bilal Memon	Hub Manager CAD

### Mr. Syed Saad Shah Successfully Qualifies CFA Final Exam (Level III)

Mr. Syed Saad Shah (AVP & Transaction Manager, Investment Banking) has successfully qualified CFA final exam (Level III) and is now eligible for CFA Charter. He is a BSc (Hons.) from LUMS and joined Meezan Bank in August 2014.

## Mr. Syed Zain Irfan Passes ACI Dealing Certificate in Merit

Mr. Syed Zain Irfan, AVP & Corporate Dealer in Treasury & Financial Institutions group at Head Office, Karachi has passed the ACI dealing certificate in merit. This now brings the number of ACI certified dealers in Meezan Bank to 6.

The ACI Dealing Certificate is a foundation program that allows candidates to acquire a working knowledge of the structure and operation of the major foreign exchange and money markets, including the ability to apply the fundamental mathematics used in these markets, their core products (cash, forwards and derivatives), and the basic skills required for competent participation.

ACI is a leading non-profit, non-political association of wholesale financial market professionals. Members of ACI are in a large part engaged in professional trading, broking, operations, regulatory and compliance activities in foreign exchange, money fixed income and derivatives markets.

## Mr. Ebrahim Yakoob Recognized by General Council for Islamic Banks and Financial Institutions (CIBAFI) and the World Bank

Mr. Ebrahim Yakoob, Head of Internal Audit & Business Risk Review, Meezan Bank has been recognized by General Council for Islamic Banks and Financial Institutions (CIBAFI) and the World Bank for his invaluable contribution made at the Conference themed 'Corporate Governance for Islamic Financial Institutions: Lessons from Recent Global Developments', held on 15<sup>th</sup> – 16<sup>th</sup> September, 2015, in Amman, Jordan.



The objective of the conference was to bring together various stakeholders from the Islamic finance industry, multilateral development institutions, international and national regulatory bodies, policy-makers, and academia to discuss the issue of corporate governance in the Islamic finance industry. Mr. Yakoob has been appreciated for sharing his insights and expertise which contributed greatly to the session's success.

General Council for Islamic Banks and Financial Institutions (CIBAFI) is a nonprofit institution that is the umbrella for Islamic financial institutions worldwide.

*congratulations on your achievements*

# Meezan Bank's Facebook page crosses 230,000 likes!

Alhamdulillah, Meezan Bank's Facebook Page managed by the Corporate Communication Department has crossed 230,000 fans and the number is increasing every day.

Our page is among the top Facebook pages in Pakistan's banking industry and it has helped improve Meezan Bank's image in the cyber world, increased exposure to potential customers, gathered more leads and built brand loyalty.

#### **This page provides fans with a platform to:**

- Learn about Bank's latest happenings, customer announcements and our efforts in facilitating Islamic Banking at local as well as international platforms
- Inquire about the Bank, its products and services
- Engage through interesting content that include occasion based celebrations, prize winning contests, polls and informative posts.
- Give suggestions for improvements in our banking facilities, product offerings, customer service etc.
- Share their concerns, complaints or follow-up on their feedback.

The Corporate Communication team would like to thank all the departments for their support in responding to the posts shared with them.



[www.facebook.com/MeezanBank](http://www.facebook.com/MeezanBank)



<https://twitter.com/MeezanBankLtd>



<http://www.linkedin.com/company/meezan-bank-ltd>



[www.youtube.com/islamicbankingonline](http://www.youtube.com/islamicbankingonline)

pages