



Meezan Bank
The Premier Islamic Bank

pages

**Don't
put your
Dreams
on hold**

Page 04

Mr. Riyadh S. A. A. Edrees elected as Chairman of Meezan Bank's Board of Directors

Page 05

Meezan Bank announces results for First Quarter 2016

Page 07

Meezan Bank and Karandaaz Pakistan to join hands with Atlas Honda to deepen access to finance for Small & Mid-size Vendors & Distributors

Page 12

Cover Story: Don't Put Your Dreams on Hold – Meezan Consumer Ease

Page 19

Meezan Bank wins multiple awards at the Asset Triple A Islamic Finance Awards 2016

Page 22

Meezan Bank launches its new Corporate Website




**Meezan
ConsumerEase**

CEO's Message

Dear Meezan team members

السلام عليكم ورحمة الله وبركاته

Alhamdulillah, Meezan Bank, having completed thirteen years of operations as a full-fledged Islamic commercial bank, is not only the largest Islamic bank but also one of the leading commercial banks in Pakistan. During this period the Bank has the distinction of being the fastest growing bank in the industry and we are grateful for the blessings of Allah and the commendable team effort that has allowed us to become the dominant leader of the Islamic Banking industry. With a network of 551 branches in 143 cities, Meezan Bank has successfully brought Islamic banking within the reach of each and every citizen of the country. Throughout this journey the Bank has remained committed to its Vision of establishing 'Islamic banking as banking of first choice'.

The Bank completed the acquisition of Pakistan operations of HSBC Bank Oman S.A.O.G (HBON) - comprising of a single branch – during the year. This is the third such acquisition for Meezan Bank, having previously successfully acquired and converted the Pakistan's banking operations of HSBC Bank Middle East Ltd. and Pakistan's banking operations of Societe Generale in 2014 and 2002 respectively.

The times ahead pose a new set of challenges for all banks in Pakistan. The State Bank has been steadily reducing the policy rate, which is now at 5.75% - the lowest in the past 40 years. While this is expected to contribute to the economic development of the country by improving private sector performance and profitability; at the same time, the expected earning pressure on banks will also increase substantially, particularly for Islamic banks, given the shortage of liquidity instruments such as Sovereign Sukuks for placing their excess liquidity. The decline in the discount rate also translates into lower profit rates offered by Meezan Bank on its deposit products.

The differentiating factors for Meezan Bank boil down to two

most important areas:

- Shariah-compliance, and
- Service quality

We need to ensure that both our levels of Shariah-compliance and our service standards are better than the best. I feel that 2016 will be one of the most challenging years for Meezan Bank in terms of profitability. The 123 new branches that we opened in 2015 will take an average of 18 to 24 months to break even, and hence cause a temporary pressure on profitability; however, the branches will start contributing to the Bank's profitability in 2017 Insha'Allah.

We need to stay focused and put in our best to ensure that Meezan Bank continues on its growth trajectory in all areas in 2016, and Insha'Allah, with our efforts and the help of Allah (SWT), end the year 2016 with record numbers, despite the challenges.

My sincere thanks to you and your families for all your efforts to make Meezan Bank one of the leading banks in Pakistan.

Jazakallah Khair



Irfan Siddiqui
President & CEO - Meezan Bank

**Meezan Bank
Awarded as
'Best Islamic
Bank' at
first Pakistan
Banking Awards.**



Editorial Team

Chief Editor

Sohail Khan

Head of Learning, Innovation and
Corporate Communication

Editors

Rabab Abedi

Manager
Corporate Communication

Tooba Tariq Butt

Assistant Manager
Corporate Communication

Creative

Zarart Creative

Email

newsletter
@meezanbank.com

pages

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

From the Desk of Ariful Islam (Deputy CEO)

السلام علیکم ورحمۃ اللہ وبرکاتہ

The 1st Quarter of 2016 is behind us and by the Grace of Allah (SWT) we have maintained our profitability – Net Profit after Tax is flat at Rs. 1.33 billion - up 2% from 1st Quarter 2015 despite the drop in benchmark interest rate. The Discount Rate and Target Rate of the State Bank of Pakistan is at an historic low of 6.25% and 5.75% respectively.

Last year, in my message in the 2nd edition of PAGES, I had said that one of the significant challenges we face is to maintain our leadership position in the Islamic Banking industry. Alhamdulillah, Meezan Bank also recently won the prestigious Pakistan Banking Award - an initiative launched by Institute of Bankers and Dawn in collaboration with the State Bank of Pakistan and A.F. Fergusons. We have also won a multitude of other awards both domestically and internationally that is a testimony to Meezan Bank's leadership in the industry. These accolades are a blessing of Allah (SWT) and the result of the dedication, hard work and unwavering commitment of the entire Meezan Bank team.

The success of Meezan Bank has now spurred the giants of the industry into action and they have become very aggressive in their efforts to overtake Meezan. In the face of this renewed competition, I believe, our only salvation lies in focusing on the quality of service we provide to our customers. Customer experience must be the paramount focus of every single member of the Meezan Bank team and I expect that each one of you will take ownership of this very very important point.

All of us, whether we are part of a

business team or a support team, have a role to play in ensuring that the 'customer experience' at Meezan is the best in class.

How can we achieve this?

Well, the first and foremost factor is to take ownership and ensure that we do our job. This sounds like a very simple statement and obvious to most of us. The reality is that if can deliver on this simple commitment, I am confident that 50% of our task of enhancing 'customer experience' will be achieved.

Second, we must ensure that we educate our customers to take maximum advantage of our innovative, technology driven products and services e.g. Internet banking, our mobile application, Ebiz, Ebiz+ etc. This will reduce workload at branches and

also ensure that customers get instant access to their accounts and can carry out banking transactions 24/7.

Third, take time to coach and mentor new team members or those who are junior to us. One element of our stated Mission is to '....develop an organizational culture based on learning.' It is the duty of each one of us, and not only of the Learning Department, to develop our staff. Please inculcate this culture in yourself and the teams that you work with or are responsible for.

With your efforts and renewed commitment I am confident that Insha'Allah we will maintain the leadership position of Meezan Bank as the Premier and Leading Islamic Bank of the country for many years to come.

Jazakallah Khair.



Islamic message

Narrated by Hakim bin Hizam (رضي الله تعالى عنه)
 The Prophet said, (عَنْ رَسُولِ اللَّهِ ﷺ) "The upper hand is better than the lower hand (i.e. he who gives in charity is better than him who takes it). One should start giving first to his dependents. And the best object of charity is that which is given by a wealthy person (from the money which is left after his expenses). And whoever abstains from asking others for some financial help, Allah will give him and save him from asking others, and whosoever is satisfied with what Allah has given him, Allah will make him self-sufficient." [2:508 – O.B.]

Banking Tips

If you have started a transaction and notice something suspicious, cancel the transaction and take your card.



Mr. Riyadh S.A.A. Edrees elected as Chairman of Meezan Bank's Board of Directors

The newly appointed Board of Directors of Meezan Bank held their 72nd Board meeting recently to consider various business matters and to also elect the Chairman of the Board. Accordingly, Mr. Riyadh S.A.A. Edrees has been unanimously elected as the Chairman of the Board. Mr. Edrees represents the largest shareholder of Meezan Bank, Noor Financial Investment Company and is the Deputy CEO of National Industries Group (NIG) – the largest private sector industrial group in Kuwait. He has been with NIG for almost 20 years in various senior capacities and brings with him rich experience and wisdom. He has been on the Board of Meezan Bank since 2012 and has played a pivotal role in bringing Meezan to the level it is today as the leading and

premier Islamic Bank of the country. The honorable Chairman along with the Consul General of Kuwait and two board members Mr. Bader H.A.M.A. Al-Rabiah and Mr. Faisal A.A.A. Al-Nassar visited Meezan Bank's Head Office recently and met the Bank's senior management team as well as other Head Office staff. While speaking to the Bank's staff at this occasion, Mr. Riyadh reaffirmed his love for Pakistan and his commitment towards the success of Islamic Banking and Meezan Bank. He admired the success achieved by Meezan Bank towards the establishment of Islamic Banking in Pakistan and asserted his confidence that with the stewardship of the Board and the efforts of the Bank's staff, Meezan Bank will Insha'Allah achieve even greater heights.

Meezan Bank announces results for First Quarter 2016

The Board of Directors of Meezan Bank in its meeting, held at Karachi on April 26, 2016 approved the unconsolidated financial statements of the Bank and consolidated financial statements for the quarter ended March 31, 2016.

Profit after tax increased to Rs. 1,337 million from Rs. 1,313 million earned in corresponding quarter last year despite the lower discount rate in the current quarter. The Earnings Per Share (EPS) increased to Rs. 1.33 from Rs. 1.31. The Bank's other income registered an increase of 15% with fee, commission and brokerage income contributing 47% of total other income.

The Bank's deposits increased by 20% to Rs. 469 billion while its financing portfolio grew by 37% compared to corresponding period last year to Rs. 201 billion. Quality of assets is very good with an NPL ratio of 3% and a comfortable NPL coverage ratio of 117% (December 31, 2015: 116%). This is the second best in the banking industry – both conventional and Islamic. Import & export business volume handled by the also Bank grew by 34% to Rs 121 billion as against Rs 90 billion in the corresponding period of last year and reflects the strong focus of the Bank to facilitate Pakistan's trade business.



Mr. Irfan Siddiqui, President & CEO, Mr. Arshad Majeed, Group Head Payment Services from Meezan Bank and Mr. Imdad Aslam, Interim CEO and Director Digital Financial Services, Karandaaz Pakistan, alongwith their teams.

Meezan Bank and Karandaaz Pakistan to conduct study on using technology to boost financial inclusion

Meezan Bank and Karandaaz Pakistan have recently signed an MoU for conducting a first-of-its-kind study aimed at improving financial inclusion for the unbanked population of the country. The MoU forms the foundation for the parties' long term goal to improve the socio-economic status of the low-income strata population.

Under the agreement, Karandaaz Pakistan and Meezan Bank will join hands to conduct a study for a pilot program

aimed at using technology to make banking facilities available to the underprivileged members of the society. The study will evaluate the proposition from various perspectives encompassing financial inclusion, segment-based beneficiary identification; creation of a digital credit scoring algorithm and conducting awareness programs about this initiative for the masses. Karandaaz Pakistan will provide technical and financial assistance for conducting the study and developing the program.

Meezan Bank and EFU General Insurance sign MoU for Takaful Coverage of Car Ijarah vehicles



Mr. Irfan Siddiqui, President & CEO Meezan Bank, Mr. Ariful Islam, Deputy CEO Meezan Bank and Mr. Hasan Ali Abdullah, Managing Director, EFU General Insurance Limited Window Takaful Operations alongwith their teams at the signing ceremony.

Meezan Bank, Pakistan's largest and premier Islamic bank, and EFU General Insurance Limited, one of country's leading insurance companies, offering Window Takaful Operations, have joined hands for Takaful Coverage of Car Ijarah vehicles. As per the agreement, EFU Takaful will provide coverage to the vehicles leased by Meezan Bank through its Shariah-compliant car financing service – Car Ijarah.

The MoU was signed by Mr. Ariful Islam, Deputy CEO – Meezan Bank and Mr. Hasan Ali Abdullah, Managing Director – EFU General Insurance Limited Window Takaful Operations, at Meezan Bank's Head Office, Karachi. Mr. Irfan Siddiqui, President & CEO of Meezan Bank was also present at the occasion.

Mr. Saad Nissar, Chief Executive Officer – TPL Direct Insurance – Window Takaful Operations (Sitting 3rd Left) and Mr. Muhammad Raza, Group Head Customer Support – Meezan Bank (Sitting 4th Left) alongwith their teams at the signing ceremony.



Meezan Bank and TPL Direct Takaful enter into Strategic Alliance for Car Ijarah Customers

Meezan Bank, Pakistan's first and largest Islamic bank has announced its strategic alliance with TPL Direct Insurance Limited, Pakistan's first direct insurance, for providing Takaful Coverage of Meezan Bank's Car Ijarah vehicles. The agreement was recently signed by Mr. Mohammad Raza, Group Head Customer Support - Meezan Bank and Mr. Saad Nissar, Chief Executive Officer - TPL Direct Insurance in Karachi.



Meezan Bank acquires Pakistan operations of HSBC Oman

Alhamdulillah, Meezan Bank has acquired HSBC Oman S.A.O.G Pakistan. The entire operations of HSBC Oman Pakistan are being converted into a Shariah-compliant mode under the guidance of Bank's Shariah Supervisory Board. The acquisition of this single HSBC Oman branch marks the 500th branch of Meezan Bank, which is a big achievement.

Meezan Bank now has the distinction of being the only bank that has acquired three foreign banks in Pakistan and reflects the confidence reposed by the sponsors and State Bank of Pakistan in the Bank. In 2002, Meezan Bank started Commercial Banking business with the acquisition of Societe Generale Pakistan, a leading French Bank and converted all its operation into Shariah-compliant mode. In October 2015, Meezan Bank celebrated the first anniversary of the successful amalgamation of HSBC Pakistan.

Alliance between Meezan Bank and IME Remit for Home Remittance Payments in Pakistan

Meezan Bank, Pakistan's first and largest Islamic Bank, and IME Remit, a leader in money transfer business in Malaysia have entered into an agreement under which Meezan Bank will provide remittance payments through its network across Pakistan. This arrangement will enable Meezan Bank to take advantage of IME Remit's significant presence in Malaysia and other countries.

The arrangement will facilitate Pakistanis living in Malaysia, Nepal and UK for sending money to their families and enable resident Pakistanis to receive inbound remittances via IME Remit at any branch of Meezan Bank, in cash as well as remittance transfer in any bank account in Pakistan.

Meezan Bank and Karandaaz Pakistan join hands with Atlas Honda to deepen access to finance for Small and Mid-size Vendors and Distributors

Atlas Honda Limited recently signed a corporate partnership agreement with Karandaaz Pakistan and Meezan Bank to support the development of small and mid-size automotive part vendors in Pakistan. This is the first corporate partnership Karandaaz Pakistan and Meezan Bank have entered as part of the USD 50 million Corporate Vendor and Distributor Finance Program launched recently. The partnership will strengthen Atlas Honda's supply chain and distribution channels by providing access to finance (capital investment and expansion working capital financing) for Atlas Honda's small and mid-size vendors and distributors with growth potential by identifying local vendors and distributors with profitable growth potential and good operating and credit history. Atlas Honda will help identify and direct credit to strategic vendors and distributors and promote localization of automotive parts and broad based employment growth in Pakistan.



Mr. Ariful Islam, Deputy CEO & Executive Director of Meezan Bank, Mr. Saquib H. Shirazi, CEO Atlas Honda Limited and Mr. Asad Azfar, Chief Investment Officer at Karandaaz Pakistan at the signing ceremony.



Mr. Hirofumi Nagao, Managing Director Pak Suzuki Motor and Mr. Irfan Siddiqui, President & CEO Meezan Bank at the signing ceremony, along with their teams.

Pak Suzuki Motor Partners with Karandaaz Pakistan and Meezan Bank to Promote SMEs in the Automotive Industry in Pakistan

Pak Suzuki Motor Company has recently signed a corporate partnership agreement with Karandaaz Pakistan and Meezan Bank to help provide financial access to Small and Mid-Size (SME) automotive part vendors in Pakistan. This tripartite agreement forms part of the USD 50 million Corporate Vendor and Distributor Finance Program launched recently by Karandaaz Pakistan and Meezan Bank.



Mr. Irfan Siddiqui, President & CEO – Meezan Bank and Dr. Sohail Naqvi, Vice Chancellor – LUMS at the signing ceremony.

Meezan Bank and LUMS sign Memorandum of Understanding to promote Islamic Banking Knowledge Generation

Meezan Bank, Pakistan's largest Islamic Bank and Lahore University of Management Sciences (LUMS), Pakistan's leading private university with international repute, recently announced the signing of a Memorandum of Understanding (MoU) that will help foster the learning and development of Islamic banking and finance across the country. The MoU focuses on robust collaboration on various joint activities including development and launch of training programs on Islamic banking and finance, co-authorship of case studies and research papers and participation of Meezan Bank's employees as guest speakers in executive programs at LUMS.

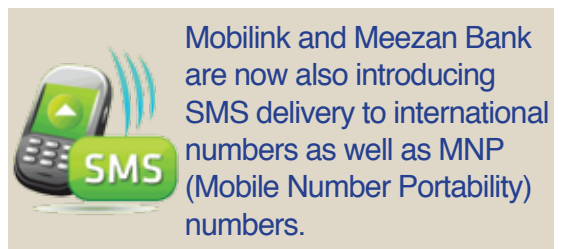
Meezan Bank and Mobilink sign agreement to provide Corporate SMS Solutions



Mr. Omer Salimullah, Head of Alternate Distribution Channel – Meezan Bank and Mr. Khurram Riaz, Head of Corporate Solutions – Mobilink Business at the signing ceremony along with their teams.

Meezan Bank has signed a contract with Mobilink Business, the B2B arm of Pakistan's largest telecom services provider, for the provision of SMS based communication solutions, further stepping up its customer service.

As per the agreement, Mobilink will provide the Campaign Management Tool to Meezan Bank that will be used to communicate and notify customers of their banking activities at run time, keeping them informed of crucial information. This deal will allow the Bank to connect directly with the Teleco thus eliminating the need for any third-party vendor. This innovative SMS based communication tool promises faster, more reliable message delivery that will be sent in the language preferred by the customer.



Meezan Bank, amongst others, sponsors Pakistan's Annual 9th Microfinance Forum



Kh. Tariq Hussain
Commercial Banking

The 9th Annual Microfinance Forum was held at the Ramada Hotel, Islamabad. The event, which was organized by Shamrock Conferences and sponsored by leading microfinance enterprises including Meezan Bank, hosted seasoned practitioners, social entrepreneurs, regulatory institutions, banking professionals, stake holders and operational chiefs from various sectors. The central theme for this year's annual assembly was 'Time to move forward from regulations to actions' where the experts urged the microfinance sector to generate fresh opportunities and lead the growth for microfinance enterprises.

A panel discussion titled 'Funding - Creating new affordable sources of finance' was also held at the forum. Chaired by Mr. Menin Rodrigues – Chairman & convener of the forum; Mr. Saleem Khan, General Manager North – Meezan Bank was invited to join the panel along with Mr. Ghalib Nishtar, President & CEO – Khushali Bank Ltd. and Mr. Nadeem Hussain, Chairman – Pakistan Microfinance Network. Mr. Saleem shared his valuable insights and emphasized that all the stakeholders should make concerted efforts for poverty alleviation amongst the large rural and poverty stricken segments of the population. He was also awarded with a commemorative plaque by Shamrock Conferences.

The conference was successful in addressing the critical issues of measuring social performances, reducing poverty and broadening outreach to far-flung areas of the country.



Inauguration of first off-site ATM facility in Southern Punjab Region

Mohammad Zahid
Corporate & Investment Banking

Meezan Bank's first off-site ATM of Southern Punjab was installed at Pak National Distributors (PND) Group's Head Office - Adda Bagh Wala near Bahauddin Zakariya University, Multan. PND Group is one of Meezan Bank's valued corporate clients and the Bank has enjoyed a long-lasting relationship with the Group owing to its commitment to quality and success.

Mr. Khawaja Salahuddin, CEO PND Group inaugurated the ATM, and respected team members from both organizations attended the event.

Islamic Banker Certificate (IBC) Course held across Pakistan

Hassan Amir
Product Development & Shariah Compliance

As part of Meezan Bank's commitment and focus on continuous improvement and capacity enhancement of its staff members, Islamic Banker Certificate course was conducted across six regions simultaneously namely Karachi, Hyderabad, Lahore, Multan, Islamabad and Faisalabad.

The course was over-subscribed due to the overwhelming response from many aspiring staff members. The overall success rate was 92%. Top performing staff members were awarded certificates and shields. The Islamic Banker Certificate and other such courses aim at enhancing knowledge and comprehension of the products and concepts of Islamic finance which lead to enhanced performance.

Meezan Upaisa – Gearing Up for Financial Stability



Ahmed Ali Larik
Branchless Banking

Branchless Banking is changing the financial axis for a majority of the world's unbanked population. Meezan Upaisa, World's first Islamic branchless banking and a joint venture between Meezan Bank and Ufone, offers a Shariah-compliant platform to offer products and services that may serve the financial needs of the unbanked and under-privileged target market. From mobile financial services prevailing in the market to sending money, utility & Internet bills payment to topping up mobile accounts; Meezan Upaisa is offering fast, easy and reliable services as per the principles of Islamic finance.

Meezan Bank, with its Vision of establishing Islamic banking as banking of first choice, is rigorously and constantly campaigning to target more customers and retailers in near time. Keeping up with this commitment, the Bank is currently engaged in the following activities:

Meezan Upaisa Commercial Launch – 360 Degrees ATL & BTL Marketing Campaign

The public launch of Meezan Upaisa has been initiated, consisting of a holistic media campaign via TV, radio, press, bill boards and digital media. All agents touch points are already equipped with necessary branding of Meezan Upaisa.

Meezan Upaisa Retailer Conventions

Meezan Bank and Ufone team are also conducting several 'Retailer Conventions' across Pakistan, educating the masses regarding the principles of Islamic finance and the inherent differences between conventional and Islamic branchless banking systems. This shall serve as an influential factor, further boosting the adoption and usage rates of the Islamic banking services.

Meezan Bank sponsors the Prize Distribution Ceremony of Government Degree College, Malir Cantt, Karachi



A prize distribution ceremony was held at Govt. Degree College Malir Cantt, Karachi, in honor of the students who scored the top five positions in Karachi Intermediate Board. The event was arranged and sponsored by Meezan Bank in an effort to support quality education and to encourage and appreciate students for their hard work and accomplishments. Special gifts were distributed amongst the top scoring students, all the A+ graders and the teaching and non-teaching staff of the college. A detailed presentation on Islamic Banking and Finance along with a brief overview of Ihsan Trust's Qarz-e-Hasna (Interest Free Loan) facility for students seeking higher education in Pakistan was also given by Mr. Fayyaz ur Rehman Khan, Vice President, PDSC- Meezan Bank.

Meezan Bank also arranged for a stall within the premises of the college where Bank's various products and account opening forms (Asaan Account) were offered to the students and teachers.

General Manager – North's meeting with H.E. Sardar Muhammad Yousaf, Minister of Religious Affairs & Inter Faith Harmony

Mr. Saleem Khan, General Manager – North held a meeting with H.E. Sardar Muhammad Yousaf, Minister of Religious Affairs & Inter Faith Harmony. The honorable minister was briefed about Meezan Bank's Islamic banking mechanisms and Shariah-compliant procedures. He showed a strong willingness to convert the financial processes of Ministry to a Riba-free mechanism. Mr. Saleem Khan also offered him Shariah consultancy and assured that Meezan Bank will provide full assistance to Ministry of Religious Affairs (MORA) for establishing a Riba-free economy.



Multan Region wins the 4th Meezan Bank Inter-Region President Cup Cricket Tournament

Keeping up with its tradition of encouraging motivational and engaging activities, the 4th Meezan Bank Inter-Region President Cup Cricket Tournament-2016 was held at the H.H. Sheikh Khalifa Sports Stadium, Rahim Yar Khan. The tournament was hosted by the Bahawalpur Region and proved to be a great success, allowing a friendly atmosphere and healthy competition among the team members. Seven regional teams participated in the tournament, and after a series of some exciting elimination matches; last year's runner-up Bahawalpur Region and Multan Region met in the final match. The teams put up an excellent show for the audience and Multan Region emerged as the rightful winners of the trophy.



Don't put your D

Noman Ahmed
Faraz Ahmed Jalal
Syed Atif Raza Zaidi
 Consumer Finance

The development of the Islamic banking industry and its growing acceptance in Pakistan have paved way to the introduction of new Islamic banking products that offer a competitive weapon to Islamic banks. Meezan Bank's recent launch of Meezan Consumer Ease for durable goods is the first ever Shariah-compliant limit based financing facility that is particularly a very promising sector.

Since its inception, Meezan Bank has strived to find ways to bring the convenience of Islamic finance and banking into the lives of its customers. Meezan Consumer Ease is a step forward in this direction, standing true to the Bank's mission of offering a one-stop shop for innovative value-added products and services to its customers within the bounds of Shariah.

Background

Since the initial product offering based on merely two products, namely: Car Ijarah and Housing finance; Meezan Bank has grown to expand its product portfolio offering Laptop and Generator financing under the umbrella of Meezan Consumer Ease. The launch of Meezan Consumer Ease brings the Bank one step closer to bringing the ease of Islamic finance into the daily lives of its customers and will further expand its offerings by capitalizing on evolving trends and technologies to benefit its customers.

What is Meezan Consumer Ease – Durable Goods Financing ?

Meezan Consumer Ease is the first ever Shariah-compliant limit based financing facility that is comprehensive, affordable and totally hassle-free. Once the financing limit of the customer is approved,

the customer can utilize the limit for purchase of durable goods from a range of products offered by the Bank.

Salient Features:

- First ever limit based Islamic financing facility for durable goods financing.
- Financing based on the Shariah concept of Musawamah.
- Easy Installment options for 3 to 24 months.
- Limit is valid for 3 years and will be utilized for purchase of durable goods.
- Financing limit ranges between a minimum of 35,000/- up to the maximum of 1,000,000/-
- Complete range of durable goods/home appliances.

What makes Meezan Consumer Ease Shariah-compliant?

Meezan Consume Ease - Durable Goods Financing is based on the concept of Musawamah, which is a general type of sale in which price of the commodity to be traded is bargained between seller and the buyer without any reference to the price paid or cost incurred by the former. As it is a sale transaction therefore all rules of Shariah applicable to sale transactions are followed.

The Bank has taken multiple initiatives to promote the product through various medium such as:

Customer letters, standees, buntings, and informational brochures in order to allow customers to explore the various products being offered.



Dreams on hold



Meezan Bank's Consumer Finance team visited PARCO in a two-day annual event, marketing the Bank's Shariah-compliant durable goods financing services. The event was attended by PARCO employees and their families, inviting more than 3000 individuals per day.



Meezan Bank's participation at PARCO's annual event.



Mr. Mohammad Raza, Group Head Customer Support and Mr. Noman Ahmed, Business Manager Consumer Ease from Meezan Bank with Mr. Ather Halim, CEO - Tvonics at the Consumer Durable Financing signing ceremony.

Product Offering

In pursuit of the Bank's goal of making Islamic Banking within the reach of every segment of society, Meezan Consumer Ease has added a range of products which includes but is not limited to:

Monitor / LED TV	Samsung
	Sony
Washing Machines	Haier
	Eco Star
Split AC	Mitsubishi
	Orient
DSLR Camera	Nikon
Smart Phone	Apple
	Samsung
Wedding packages	Multi Product & Brands

Share the excitement of Meezan Consumer Ease with your friends and family as we offer you a chance to finance your dreams!

Ease

Award-Winning Author, Dr. Anil Gupta, visits Meezan House, conducts an interactive session on 'Leveraging the Power of Strategy and Innovation'

Dr. Anil Gupta, former Chaired Professor in strategy at INSEAD Graduate Business School and the author of award-winning best-sellers including 'The Quest for Global Dominance', 'Getting China and India Right' and 'The Silk Road Rediscovered', recently conducted an interactive session on 'Leveraging the Power of Strategy and Innovation' at Meezan Bank's Head Office.

The session consisted of discussions and valuable exchange of ideas on creating, discovering and leading competitive advantage, implementation of growth strategies and on mastering the art of innovation.

This brainstorming session allowed the top management with an opportunity to view innovation as an increasingly crucial determinant of competitiveness in the coming years. This further reiterates Meezan Bank's commitment towards innovation, as the Bank views the same as a key driver for growth and competitiveness in Pakistan's economy.



Meezan Bank and AAOIFI sign MoU to boost the growth of Islamic finance standards and procedures



Meezan Bank has recently signed an MoU with Accounting & Auditing Organization for Islamic Finance (AAOIFI) to collaborate in different aspects of Shariah governance and to further boost the growth of Islamic finance standards and procedures. Meezan Bank, in collaboration with AAOIFI shall extend Shariah advisory services to banking and non-banking Islamic financial institutions as well as governments and regulatory authorities. The Bank shall also contribute towards revision, implementation and dissemination of AAOIFI's standards.

Dr. Hamed Hassan Merah, Secretary General, AAOIFI, expressed gratitude and words of appreciation over the efforts of Meezan Bank in developing Islamic banking in the region. He also highlighted the role of Meezan Bank's Shariah Board and its commendable impact on developing the AAOIFI standards across the globe.



Townhall Meeting Peshawar

Khawaja Javed Ahmed

Branch Banking

The President & CEO, Mr Irfan Siddiqui, Group Head Retail Banking, Commercial, SME & Agriculture, Mr. Ijaz Farooq and G.M. North, Mr. Saleem Khan paid an official visit to Meezan Bank's Peshawar Region to attend the annual Townhall meeting. The meeting invited honourable guests from Peshawar Area I and II and helped to motivate the teams while boosting their dedication towards the cause of Islamic banking. During the meeting, important targets were set for all segments of the Bank in accordance with the score-card and teams were encouraged to engage in their duties to meet the communicated expectations. The Townhall has proved to be successful and will Insha'Allah have fruitful results in the form of increased team engagement and target achievement in the time to come.



Meezan Bank receives overwhelming response in Job Fairs at top educational institutes of the country

Arsalan Ahmed Khan

Human Resource

Meezan Bank has always strived to increase its brand awareness through a multitude of activities and initiatives. Recently, the Bank was invited to various Job Fairs of some of the leading educational institutes of the country including Institute of Business Administration (IBA), Lahore School of Economics (LSE), Iqra University (IU) and Bahria University, Islamabad. Meezan Bank's HR professionals participated in these fairs to source potential candidates.

Alhamdulillah, with the dedication of the participating team, Meezan Bank emerged as one of the top employers at all

job fairs. The Bank received an overwhelming response from the students educating them on Islamic finance and the different products and services offered by the Bank. Various student engagement activities such as giveaways were also organized by the team. The Bank was also able to attract and shortlist a good number of candidates from these prestigious institutions.

Participation in job fairs helps to promote Islamic banking to the upcoming professionals and also highlights Meezan Bank's Vision of establishing Islamic banking as banking of first choice.

Meezan Bank organizes a 6-Day Advanced Islamic Finance Course in Multan

Meezan Bank recently organized an intensive '6-Day Advanced Islamic Finance' course for its staff members at Multan. This course forms part of the Bank's series of training programmes that aim to impart knowledge on the practical aspects of Shariah and Islamic finance. The trainings manifest Meezan Bank's commitment to providing the latest in-depth knowledge of Islamic banking products and services to its staff enabling the members to deliver Shariah-compliant financial services with excellence in customer-service.

The course provided the staff with an opportunity to gain knowledge about global practices on Islamic finance. Various training methodologies including classroom training, discussions, group projects and case studies were employed during this comprehensive programme.

The course was designed to suit the busy professional while also delivering the practical depth necessary to cater the growing demands of Islamic banking in the country.



The overall objective of the program was to encourage knowledge development and sharing of the best practices with the participants while also elaborating the role of product development in the Islamic finance sector. At least thirty staff members from Multan and Sukkur took part in this programme in order to enhance their professional skills by stimulating discussions and developing their understanding of Islamic finance and by combining theoretical concepts with real world business scenarios.

Meezan Bank recognizes IBA's Top-Performing Student on Islamic Banking and Finance Course

In an effort to support the development of Islamic finance research industry, Meezan Bank rewarded Mr. Raheel Jawed student of Institute of Business Administration (IBA), one of the leading business schools of the country for securing first position in 'Islamic Banking and Finance' course.

Mr. Raheel was awarded with a cash award of Rs. 50,000/- by Mr. Irfan Siddiqui, President & CEO - Meezan Bank at a prize distribution ceremony organized at the Bank's Head Office on 30th March, 2016. Mr. Siddiqui praised the institute for its valuable contribution to Islamic finance education. The move forms part of the Bank's efforts to encourage participation and interest of emerging and new talents in Islamic banking and finance.

Referring to the recent activities at IBA CEIF (Centre for Excellence in Islamic Finance), a joint effort of Meezan Bank and IBA, Mr. Siddiqui said that this centre is positioned and capable of leading the way forward, developing outstanding leaders who can deliver exceptional Islamic banking services and contribute to the industry at large.

The initiative comes within the Bank's strategy to foster high quality talent for the Islamic banking industry. Currently, Meezan Bank focuses on university students in order to garner their interest towards Islamic finance during their graduate

and under-graduate studies. The Islamic banking course offered at IBA will enable students to realize the centrality of Islamic finance as a sub-discipline of Finance. Through such and similar initiatives, the Bank aims to contribute to the Islamic banking talent pool.



Building Relationships That Last

Acknowledgement from our valued customer

Gentlemen,

السلام عليكم ورحمة الله وبركاته

Thank you for your lovely note along with some very nice gifts to acknowledge that I have been your customer for the last six years. It is indeed remarkable how time flies. It appears that it was only yesterday that Imran Qureshi spotted me entering your Sehar Branch at DHA Phase VI, Karachi and immediately dispatched a scout to escort me to his office and the rest as they say is 'history'. Of course, the Banks's 'Premium Relationship Managers' have continued to provide remarkable service and it is obvious that somebody somewhere is keeping a very watchful eye over these young banking professionals, these days in the person of Shahzad Ajmal, who continues to be a very efficient service provider and that too in a very courteous manner. His insistence on offering a hot cup of coffee on a December afternoon can be quite a refreshing may be an awakening, experience!

May I take this opportunity to wish all of you at Meezan Bank continuing success in your efforts to make Riba Free Banking a matter of choice, first choice needless to say, not only for those who now wish to straighten their financial matters for success in this world and the hereafter but also for those with a sense of discernment.

Well, gentlemen, if you did manage to muster patience to read through the last two paragraphs then you would probably be justified in wondering what on earth has seized this particular scribe. This seizure is otherwise known as 'retirement' and apart from travel and gardening, it can provide endless hours to scribble inanities, especially if one was trained to be a 'service provider' and is now enjoying Premium services, and that

too Riba-Free. The brand new cross pen should be quite handy for this purpose. As this appears to be a 'moment' which is usually referred to in Urdu as 'aamad' therefore may I take the liberty of sharing a few verses with you.

To start with and this probably refers to the days gone by, it was Maulana Hasrat Mohani who said as follows:

**hei mashq e sukhan jaree chaki kee mushaqat bhee
ik tarfa tamasha hei hasrat kee tabiat bhee**

But, it would probably be more in the nature of the present and especially if you have continued to read this scrawl that the Maulana be quoted as follows:

**aye shouq kee baybaqi woh kia teri khawaish thee
jis per inhein ghusa hei inkar bhee hairat bhee**

But all said and done the fact is and as Shakil Badayuni would say

**zahid kee meikashi pey taajub na keejeeaye
latee hei rang fitrat e adam kabhi kabhi**

I concede that this last bit was not at all kosher i.e. Riba-free!

May I thank both of you for your patience and wish you the very best in this world and the hereafter.

Do take very good care of yourselves, our Bank and Allah hafiz.

Zahid

chatterbox cafe

20% Discount
on Meezan Platinum & Titanium Debit Card

111-331-332 & 111-331-331 - 24/7 Call Center | www.meezanbank.com

Meezan Bank's Easy Home gains key participation in Jang Dream Home Expo 2016



H.E. Mr. Pervaiz Rasheed, Federal Information Minister and Mr. Saleem Khan, General Manager, North - Meezan Bank, along with their teams.

Meezan Bank recently participated in the Jang Dream Home Expo-2016, organized at Pak China Friendship Centre, Islamabad to offer individuals greater access to Islamic home financing. The Jang Dream Home Expo-2016 was an all-encompassing exhibition of real estate industry inviting more than 50 investors and real estate experts.

Meezan Bank – Easy Home, a Halal home financing product, gained key participation in the Expo where the Bank was recognized as an allied member and major financier of housing industry. H.E. Mr. Pervaiz Rasheed, Federal Information Minister, inaugurated Meezan Bank's stall and acknowledged the Bank's persistent efforts in establishing Islamic banking in Pakistan. Mr. Saleem Khan, General Manager, North – Meezan Bank was also present at the occasion who, along with the Bank's Easy Home team, provided key financial advice and solutions to the visitors about the Bank's products.

Johar Town Area Sports Club (JTSC)- Building Team Synergy Through Healthy Competitions



Nasrallah Aziz

Commercial Banking

Meezan Bank has consistently strived to provide its employees with a healthy and motivating work-environment. Keeping up with the tradition of valuing its human resource and to encourage team synergy, the Johar Town Area Sports Club (JTSC) was founded in Lahore in 2015 in order to engage bankers in healthy sports activities after working hours and on weekends.

JTSC also offers its employees regular training programs in order to encourage competitive play and team building activities. Currently the JTSC club has more than 20 active members originating from different Meezan Bank branches and departments. In addition, the entire expense of sports and allied activities are purely borne by the club, which is contributed by club members on monthly basis.

Recently, JTSC arranged and organized its 1st Badminton Tournaments whereby more than 10 teams participated and played 16 matches. The tournament, which is much celebrated by the participants and by the viewers, proved to be a great motivational booster for the organization. The tournament was won by Team "Jaguar" of PDSC, comprising of Mr. Arslan Ishfaq and Mr. Khawaja Ehsan Elahi.

MeezanWorld

Working better through collaboration

Meezan World intranet portal has been successfully linking more than 8,500 employees of the organization throughout the country via a single, comprehensive platform serving as a communication channel that is equipped with appropriate task-oriented technology.

The Meezan World 'My Page' feature is designed to allow efficient usage of meaning sharing among employees and allows performance of jobs in a way that is more convenient and efficient. The personalized page allows employees to communicate, collaborate and build strong relationships with each other. Whether one wants to share important information, build a network of useful contacts or follow people that interest

'My Page' – Empowering Employees through a User-Centric Design

him/her. My Page facilitates these tasks easily.

Apart from finding people to connect with, it also allows employees to create a central location for the team to collaborate. Users can share work documents and resources and keep a personal log to share their knowledge and expertise. Furthermore it allows sharing of links to websites and to request a document review from the peers. It empowers users to develop, nurture, and remain in contact with a network of their colleagues, respond quickly to business opportunities by calling upon the expertise in their network and discuss and refine new creative ideas with communities of coworkers.

Meezan Bank wins Global award for the 'Best Islamic Retail Bank' amongst multiple awards by Islamic Finance News – Malaysia

Meezan Bank has been recognized as the global winner of 'Best Islamic Retail Bank' for 2015 by Islamic Finance News of REDmoney Group, Malaysia. In addition to this global award, Meezan Bank has also won the 'Best Islamic Bank in Pakistan', an award which has been conferred upon the Bank for the 10th time owing to its contributions to the Islamic finance industry.

Furthermore, Meezan Bank is also the runner-up for the award of 'Best Overall Islamic Bank' amongst all Islamic Banks of the world, winning 3rd position in this category for its strong performance and dedicated commitment towards the contribution of the Islamic banking industry.

The Bank has also been awarded 'Pakistan Deal of the Year' award for providing advisory services to K-Electric Limited - US\$215 million - Retail Sukuk.

The Islamic Finance News (IFN) Awards honors the best in the Islamic financial industry across the world and are among the most prestigious and recognized awards in the global Islamic financial markets. IFN conducts 'Best Banks Poll' every year to determine the Best Islamic Finance Institutions from around the world.



Mr. Syed Amir Ali, Group Head - Corporate & Investment Banking, Meezan Bank receiving global award for 'Best Islamic Retail Bank' at the Islamic Finance News Awards ceremony held in Kuala Lumpur.

Meezan Bank wins multiple awards at the Asset Triple A Islamic Finance Awards 2016



Mr. Ariful Islam, Deputy CEO and Executive Director— Meezan Bank at the Asset Triple A Islamic Finance Awards 2016 ceremony in Kuala Lumpur, Malaysia.

Meezan Bank, Pakistan's first and largest Islamic bank has been awarded as the 'Best Islamic Bank in Pakistan' for the sixth consecutive time, at the Asset Triple A Islamic Finance Awards.

Meezan Bank has also been awarded as the 'Best Bank for Digital Innovation' 'Best Digital Banking Product for Meezan UPaisa' across Asia.

Best Retail Bank, Best Trade Finance Bank, Best Investment Bank, Sukuk House of the Year and the Best Deal Pakistan of K-Electric 22 Billion PKR Rated, Listed and Secured Diminishing Musharaka Sukuk, in which the Bank has acted as one of the joint Mandate Lead Arranger and joint Shariah structuring advisers.



Mr. Irfan Siddiqui receiving 'Largest Islamic Bank' award from the President of Pakistan, H. E. Mr. Mamnoon Hussain at the Pakistan Observer's Round Table Conference in Islamabad.

Meezan Bank has received the Largest Islamic Bank award at the RTC-3 Potentials of Islamic Banking Forum in Islamabad. With over 550 branches in 143 cities pan Pakistan, Meezan Bank currently stands as the leading and the largest Islamic bank offering Shariah-compliant products and services in the country.

Mr. Irfan Siddiqui, President & CEO Meezan Bank, was conferred the award by His Excellency Mr. Mamnoon Hussain, the President of Pakistan.



Meezan Bank's K.D.L.B. building branch has been delivering consistent excellence through its hard-work and dedication. The branch has won the Service Champions Trophy for the following months, achieving spectacular scores:

Oct 2015:	96.88%
Jan 2016:	97.25 %
Feb 2016:	98.66 %
Mar 2016:	98.81 %
Apr 2016:	97.05 %



Meezan Bank's Northern Region wins the Shariah Audit Award 2015

Meezan Bank's Northern Region has secured the highest number of excellent rated branches in Shariah Audit 2015. The Bank's Product Development and Shariah Compliance department has recognized and appreciated the region for its dedicated services to Islamic banking by bestowing a Shariah Audit award upon this commendable achievement. The award was presented to G.M. North - Mr. Saleem Khan in a brief ceremony that was attended by Regional Head SME & Commercial-North, Shariah Audit team, Regional Operation Manager -North, Regional Shariah Coordinator -North, Regional Audit Coordinator-North, Area and Branch Managers and all other regional staff members.



Mr. Muhammad Ehsan selected for Pakistan's National Team for 15th Baseball World Championship

Meezan Bank has always empowered its employees to pursue their interests in order to maximize their engagement level and to maximize their potential. One such example is that of Mr. Muhammad Ehsan, Business Development Officer at DHA Phase-VII Branch, Lahore, who was selected for Pakistan's National Team for 15th Baseball World Championship. He served as the Vice Captain of the team in the tournament held in Argentina's City of Cordoba. The tournament attracted 16 teams from across the globe including Australia, Germany, USA, Switzerland and Austria. Muhammad Ehsan played a major role in portraying the country successfully at an international platform while also qualifying for the upcoming World Cup to be held in Namibia next year.

He also participated in the 21st National Baseball Championship held by the Pakistan Federation of Baseball in Lahore where he grabbed 3rd position by playing for the Higher Education Commission National Team and has been awarded with a Bronze Medal along with 2nd Runner-Up Trophy (out of 8 teams including WAPDA, Pakistan Army, Punjab Police etc.)

We wish him all the best in his future endeavors.




Meezan Bank's Defence Region, Karachi, declared as top amongst 14 regions pan Pakistan

All three areas of Defence Region, Karachi including DHA, Shahr-e-Faisal & Clifton closed their deposit targets beyond the assigned target for the year 2015 bringing Defence Region on the top amongst 14 regions pan Pakistan with an increment of Rs. 4.76 billion i.e. 11% ahead from assigned targets.

Defence Region has also been declared as the **Star Performing Region** during half yearly closing 2015 by achieving deposit target with the increment of Rs.5.3 billion i.e. 15% surpassed from assigned targets. It is the only region that achieved year-end target for deposit and trade business for the year 2015 well before the end of 3rd Quarter. Furthermore, Defence Region has also played a vital role in expanding Meezan Bank's network by opening 8 branches in 2015, successfully including 5 branches in DHA Area, setting a record.



Rising Stars: Announcing the Meezan Asset Allocation Plan (MAAP-I) Winners

	Criteria	Winners
	100 Million	Area Manager
	30 Million	Branch Manager

Meezan Bank's Bahadurabad, and Gulistan-e-Jauhar Branch have outdone themselves and won the MAAP-I (Meezan Asset Allocation Plan) sales campaign run by Wealth Management and Cross Sell Unit.

The campaign lasted for two months and offered open participation to all branches of Meezan Bank. Prizes were awarded to every branch that achieved its sales target.

Winners

Muhammad Saleem Siddiqui

BM Bahadurabad Branch – 34.8 Mn.

Maqbool Hussain Shah

BM Gulistan-e-Jauhar Branch – 31.5 Mn.

The commendable efforts of these dedicated individuals are immensely appreciated and they have been awarded laptops for making this campaign a great success.

Pakistan's largest Islamic Bank has a new and improved website!



Meezan Bank, Pakistan's first and largest Islamic bank has recently launched its new and updated corporate website at <https://www.meezanbank.com/>. In addition to having an improved and attractive design, the website now has simplified site navigation and upgraded content to allow visitors quick and easy access to information about the Bank's products and services.

Website-based resources such as the Branch Locator, Home and Car financing calculators, IBAN Generator and Knowledge Centre have also been redesigned with a better interface and enhanced features.

As before, visitors to the Meezan Bank website can utilize Internet Banking Services and stay updated on the latest news and announcements of the Bank. The re-designed website also provides a consistent experience across multiple devices, screens and browsers.

We would like to take this opportunity to appreciate the Corporate Communication, Project Management Office, Information Security, IT and Learning teams for their contribution and hard work in the successful rollout of this major initiative.

Special thanks to the core team of Mr. Sohail Khan, Ms. Rabab Abedi and Mr. Asad Iqbal of Corporate Communication and Syed Ali Hassan Rizvi of Project Management Office, who were the key resources working on this project.

We would also like to thank Mr. Faizur Rehman, Group Head – IT for his support in this project and to PDSC and Compliance and to all other departments who coordinated with the Website team for the content and design of their respective pages on the website.



A Seamless Web Experience

Our new website is designed to provide a consistent web experience, optimized for every device, screen size or browser!



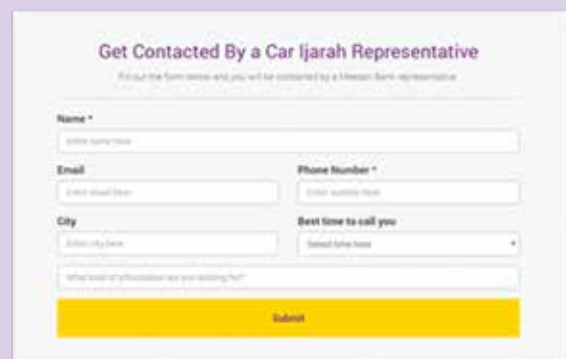
Easy to Navigate

You can now gain easier and faster access to relevant services and offerings or quickly move between pages thanks to the additional links we've placed at the bottom of each page!



Enriching Consumer Finance Interface

Our calculators have been designed to transform the process of buying through information enrichment, allowing instant comparisons and calculations.



Connect with us Faster

Send us messages at various points throughout the site and get contacted by the relevant departments within 1-2 working days.

Meezan Bank's Facebook page crosses

300,000

Likes and a Response Rate of 96%

Alhamdulillah, Meezan Bank's Facebook page managed by the Corporate Communication Department has crossed 300,000 likes and has a recently achieved a 96% Response Rate and a 'Very Responsive' to messages badge by Facebook. This is a clear depiction of our outstanding social customer service and our dedication towards driving customer satisfaction.

Our page is among the top Facebook pages in Pakistan's banking industry with its popularity increasing every day! Our focus on providing superior customer service 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. For latest updates and insights please visit our social media pages.

Follow us on:

 www.facebook.com/MeezanBank
 <https://twitter.com/MeezanBankLtd>
 <http://www.linkedin.com/company/meezan-bank-ltd>
 www.youtube.com/islamicbankingonline

pages

www.meezanbank.com