



Press Release

MCB Bank Pioneers Virtual Face-to-Face Collaboration with Cisco TelePresence in Pakistan

- **Financial Services Provider Harnesses Power of Cutting Edge Video for Accelerated Decision Making, Scaling of Resources and Reduced Travel Needs**

Karachi, December 10, 2010: Cisco Systems, Inc and MCB Bank Ltd (MCB), a leading financial institution in Pakistan, have jointly announced deployment of the Cisco TelePresence™ systems at MCB offices in the cities of Lahore and Karachi. This system applies high-definition video and spatial audio to create a virtual face-to-face collaboration among meeting participants – enabling all to feel present together and communicating with each other, as in the very same room. The aim is to bring transformational change in the organization by delivering optimal business collaboration across geographically disparate locations.

Cisco TelePresence rooms facilitate accelerated decision making, bringing together resources, talent, and indeed decision makers across regions and organizational areas to synchronize business objectives and relevant plans. Clients also will have access to these rooms to meet with MCB's experts in Lahore or in Karachi. Cisco TelePresence facilities will additionally be used for employee meetings and training sessions, for up to six participants per room.

With Cisco TelePresence, MCB expects to reduce costs associated with unnecessary business travel, while improving productivity and relationships between the Lahore and Karachi offices. Operationally, MCB will use its existing network, complemented by user-friendly and 'smart' in-room controls of Cisco TelePresence, to set up virtual meetings quickly and effortlessly through its 'email calendaring function'. Users can also record and share high quality videos of meetings for playback. MCB is one of Pakistan's first financial services providers in harnessing the power of video and virtual meetings.

Group Head of Information Technology at MCB, Sajid Awan said "Cisco TelePresence will help us connect faster to concerned stakeholders, shorten decision-making processes and effectively respond to business opportunities in real time ... we found Cisco TelePresence rather more powerful than other existing options In some ways, the experience of conferencing via Cisco TelePresence across cities surpasses that of sitting around the same table."

General Manager Cisco Pakistan Aamir Matin added "Cisco is excited to work with MCB Bank to help the organization bring together business teams. As the market leader of video collaboration technology, we have the expertise to help MCB Bank identify new opportunities, enhance business operations and accelerate MCB's transformation, using the network as a platform, into a financial services provider of the future."

The two Cisco TelePresence systems have been installed by Arwent Tech, a Cisco Gold Certified Partner in Pakistan. Cisco equipment in Pakistan is supplied by Cisco Systems International BV, a wholly owned subsidiary of Cisco Systems, Inc

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Released Through Mediators (Official MCB Media Consultants)

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About MCB:

MCB, led by a team of professionals, has been consistently investing in Pakistan and is expanding its outreach abroad. The bank has successfully attracted partnerships, in the form of an equity tie-up with MayBank, Malaysia's largest financial institution and is Pakistan's first organization to be listed on the London Stock Exchange. MCB is one of the leading banks in Pakistan with a deposit base of around Rs 410 Billion and total assets of about Rs 520 Billion. The Bank has a customer base of approximately 4 million, a nationwide distribution network of around 1,100 branches and around 500 ATMs. Based on its robust financial performance, healthy capitalization, high quality assets, and the country's lowest cost deposit franchise, MCB is ranked as one of the best banks in the region. MCB has expanded its business to Sri Lanka and Bahrain and has established a Representative Office in Dubai. The Bank has also formed a private company in Hong Kong, a fully owned subsidiary of MCB in partnership with Standard Chartered Bank, handling trade transactions of selective countries in the Asia-Pacific region. To further strengthen its financial services base, MCB has also incorporated an Asset Management Company in the year 2005 known as MCB Asset Management Company. MCB has also incorporated a leasing company in Azerbaijan in 2009.

About Cisco:

Cisco, the worldwide leader in networking that transforms how people connect, communicate and collaborate, celebrates 25 years of technology innovation, operational excellence and corporate social responsibility. www.cisco.com.

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