

MCB World

APRIL 2006 ~ OCTOBER 2006

Message From the President

Dear Colleagues,

It gives me immense pleasure in wishing the entire team of MCB, Eid Mubarak. I would like to avail this festive opportunity to praise the MCB team in making MCB stand out as a paramount in banking.

It is because of your determination and hard work that MCB has been winning the Euromoney & Asiamoney Awards consecutively for the past few years and again in 2006 we have been declared the best bank. Not only are these international awards a recognition of MCB's quality performance but the over subscription of our International GDR and listing on London Stock Exchange further endorses that we are an internationally competitive bank capable of delivering maximum value to our stake holders.

With this enhanced profile we now face the challenge of meeting the best international performance standards. Having complete faith in your abilities, I am sure that you will strive progressively to rise up to the challenge of maintaining equal footing with other international institutions.

All this, of course, could have not been possible without the continuous support and guidance from our Board of Directors specially our Chairman, Mian Mohammad Mansha.

Thank You
 Mohammad Aftab Manzoor
 President & Chief Executive – MCB Bank Limited

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Euromoney & Asiamoney Awards for 2006

— Best of both the worlds —

MCB
wins the
Euromoney
and the
Asiamoney
Awards
for 2006

MCB has won the Euromoney Award (for the sixth time) and the Asiamoney Award (for the third consecutive time).
We dedicate these prestigious achievements to our customers' trust in us and to all our employees committed
to make MCB one of the country's finest banks.





MCB has yet again received the Euromoney Award for Excellence and been declared 'The Best Bank in Pakistan 2006'. We are the only bank in Pakistan, which has received the Euromoney award for the sixth time in the last seven years. MCB also has the distinction of winning the Asiamoney Award for three consecutive years i.e. 2006, 2005 and 2004 for being 'The Best Domestic Commercial Bank in Pakistan'. This has been possible only through the dedication and relentless efforts of the entire MCB team across the country. The consistency with which the Bank has been receiving these prestigious international accolades makes MCB truly the best bank in Pakistan, making us all proud to be a part of this organization.

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MCB GDR Issue and Listing on London Stock Exchange

MCB has successfully issued 8,622,100 Global Depository Receipts (GDRs) worth USD 150 million to international institutional investors. This historic event marked the first GDR offering for a Pakistani issuer in over 10 years and made MCB the first Pakistani company to be listed on the London Stock Exchange for trading on the Professional Securities Market. Each GDR is priced at US\$17.40, representing four underlying equity shares equivalent to PKR 264 per share.

The GDR issue attracted over US\$700 million from over 50 investors globally. Roadshows for the GDR issue were held in Dubai , Singapore , Hong Kong, Amsterdam , London , Boston , New York and San Francisco . The overwhelming response from the fund management community to the issue signifies investor confidence in the Bank's management and highlights its impressive performance metrics on a global scale. Deutsche Bank is acting as the depository bank and Merrill Lynch International as Global Coordinator, Sole Bookrunner and Sole Lead Manager for this issue, with KASB Securities as our Financial Advisor.

The formal market opening for MCB Bank's GDRs was held at the London Stock Exchange on 18th October 2006. The ceremony was attended by Dr. Maleeha Lodhi, Pakistan's Ambassador to the United Kingdom, Mian Mohammad Mansha, Chairman- MCB Bank, Mr. Mohammad Aftab Manzoor, the President, and other representatives from MCB. Ms. Clara Furse, CEO London Stock Exchange hosted the ceremony which also included representatives of Merrill Lynch and KASB Securities . The ceremony started in the morning with opening of the market at 0800 at the London Stock Exchange's new building in Paternoster Square followed by a welcome speech from Ms. Furse and presentation of a commemorative plaque to the Chairman.

MCB continues to be an industry leader and is the first bank in Pakistan to tap international investor markets. The GDR offering would improve international investor awareness for MCB, and also help benchmark itself against international banks. Momentum gained from this issue is expected to help MCB build on its track record of profitable growth.



Standing From Left to Right
 Dr. Maleeha Lodhi, Pakistan's Ambassador to UK, Ms. Clara Furse CEO London Stock Exchange, Mr. Mohammad Aftab Manzoor, President MCB Bank Ltd., & Mian Mohammad Mansha, Chairman, MCB Bank Ltd.



Ms. Clara Furse, CEO London Stock Exchange presenting a plaque to Mian Mohammad Mansha, Chairman, MCB Bank Ltd. Seen in the middle is Dr. Maleeha Lodhi, Pakistan's Ambassador to UK.

Smart Card Promotion

Win Exciting Prizes & Get Smart Discounts

Call: 111-000-622 or Visit: www.mcb.com.pk

An exciting new campaign for MCB Smart Card/ATM Card members was launched in May this year. The campaign was spiced up by a lucky draw every month for three months, having prizes that included return tickets to Dubai, elegant Tissot watches, Philips DVD players and superior quality leather wallets.

Personal Loan Re-Launch

PERSONAL LOAN
celebrate life!

I'm getting my daughter married in style!

what about you?

Introducing MCB Personal Loan
"The more you praise and celebrate your life, the more there is in life to celebrate."
MCB Personal Loan shortens the distance between your dreams and your celebrations, because it is:

- Fast
- Flexible
- Affordable

To apply please contact your nearest MCB branch, our call centre at 111-000-622 or our website at www.mcb.com.pk

The much awaited Personal Loan was re-launched on the 5th of August this year. This covered three hubs: Karachi, Lahore and Islamabad/Rawalpindi. The main media used were outdoor hoardings & print ads in the major newspapers and magazines.

M-Net Forum



In an effort to revitalize M-Net community, 2nd Member Bank Forum was organized on 9th May 2006. The Forum was organized to provide a platform to the financial community of Pakistan where issues related to the industry can be discussed and a more cohesive approach should be adopted in the fast changing financial arena. The occasion, in addition to Ms. Mehreen Ahmed, (Head of Consumer Banking MCB) and Mr. Salim Rafiq (Head of IT Division MCB), was graced by the presence of representatives from eight other member banks.

Hall of Fame MCB Consumer Banking

As part of their commitment to recognize extra-ordinary performances, MCB Consumer Assets proudly announced its top achievers for the month of June. Please join MCB in congratulating them on making it to the monthly "Hall of Fame".

MCB Consumer Banking Group June 2006.

Car4U

Designation	Name	Region
RSM	Rana Imran	Lahore
DSM	Sohail Bari	Lahore
RM	Syed Qalb-e-Mohsin	Rawalpindi
RO	Asif Shahzad	Lahore

Business Sarmaya

Designation	Name	Region
RSM	Ali Naqvi	Lahore
RM	Shamoon	Lahore
RO	Farhan Raheem	Karachi

Pyara Ghar

Designation	Name	Region
RSM	Danyal Khan	Lahore
RM	Fahad Khan	Lahore
RO	Waqar	Lahore

Personal Loans

Designation	Name	Region
RSM	Adnan Hussain	South
RM	Imran Saleem	Lahore
TL	Asad Sherwani	Karachi
RO	Tabish Alam	Karachi

Website



The MCB Corporate Website was re-launched this year! More color, more customer-oriented, more information...more Futuristic! Highly appreciated by all!

Launch of Mini MCB



MCB introduced a new concept of MCB Mini with the 1st outlet launched in Fortress Stadium, Lahore. At MCB Mini services like sales of loans & deposits products, free access to MCB Virtual Banking & ATM are offered. MCB will launch more of these in Karachi & Lahore shortly.

Model Branches & Branch Merchandising

With the objective of making MCB branches more vibrant and customer friendly and their effective utilization for enhancing visibility of our consumer products, MCB rolled out branch branding. Initially it was rolled out in selected model branches in Lahore, Karachi & Islamabad/Rawalpindi and later it was displayed out in Faisalabad and other main cities.



Renaissance of the MCB Call Center

MCB Bank Ltd. inaugurated its expanded Call Center facility on September 18, 2006 at the Sheikh Sultan Trust Building, Karachi. Mr. Mian Mohammad Mansha, the Chairman MCB Bank Ltd. & Mr. Mohammad Aftab Manzoor, the President of the MCB Bank Ltd. inaugurated this most modern & Pakistan's first VOIP based call center in the banking industry.

This expansion endorsed MCB's commitment to be the market leader in innovative products and services, offering customized financial solutions with flawless execution. The new state of the art Call Center ensured consistent, cost effective and 24/7 availability of services to MCB customer with a unique and engaging experience.

It has provided an end-to-end solution to ALL customers needs from balance enquiry, transaction details, product information to complaint handling, payment of utility bills and many branch banking facilities ensuring highest standard of customer service. The sophisticated Center will also provide support to the upcoming Visa Credit Card and existing consumer loan products.



MCB Bank Ltd. and Telenor Pakistan Join Hands



MCB Bank Ltd. and Telenor Pakistan agreed to work on joint initiatives in the form of a strategic alliance for the upcoming MCB Visa Launch and existing payment products.

The alliance resulted in building unmatched synergies between the two giants: MCB with its 950 branches, 4.5 million customers and vast array of consumer banking products and Telenor Pakistan as the fastest growing cellular network in Pakistan with the widest data network in the country.

The offering included providing novel services bundled with contemporary innovation, ease of use and ensured eventual benefit in terms of value and convenience to the consumer base of both companies.

Branch Opening at Gwadar



Chairman MCB Bank Limited Mian Mohammad Mansha inaugurated the Jinnah Avenue branch at Gwadar on June 12, 2006. Mr. Shahid Sattar, Group Head and Khanzada Yousaf H. Khan also attended the opening ceremony.

Branch Opening at 1-8 Markaz, Islamabad



On 25th August, 2006 the President, Mr. Mohammad Aftab Manzoor along with Group Head Retail Banking, Mr. Shahid Sattar and Business Head (North) Mr. Munir Ahmed Saleem inaugurated a new branch namely, '1-8 Markaz, Islamabad'. A number of valued clients, senior executives and Officers of the Circle attended the Ceremony.

Celebrating Success

A dinner party with the President and Group Heads of Retail Banking, Human Resource Management and Operations was arranged at Hotel Holiday Inn, Islamabad. The event was organized in order to recognize outstanding performers from the Islamabad, Peshawar & Abbottabad Circles and Local Heads of various other segments (IT, Audit Centre, Consumer Assets Division, etc.) of the Islamabad branch. Later on, the Group Head Retail Banking appreciated the staff efforts through his speech in which he presented the half-yearly results of Commercial Group. The President of MCB expressed his admiration for the consistent performance of the Bank and distributed letters of appreciation and plaques to the stupendous performers declaring them as the 'Rising Stars' for the year 2006.



President's Visit to Hyderabad



President, Mr. Mohammad Aftab Manzoor along with Group Head Retail Banking, Mr. Shahid Sattar, Head of Human Resource, Ms. Sadia P. Saeed and Business Head CBG Karachi, Mr. Khanzada Yusuf Hassan Khan visited Hyderabad on 6th May, 2006. There the President and other executives met with Cotton Ginners/Textile Millers of Hyderabad. They also addressed the Hyderabad Chamber of Commerce and Industry. Ms. Sadia P. Saeed visited six local branches, briefly discussed staff matters with Chief Managers and appreciated the interior of branches. Later in the evening, the President and the executives had a meeting with the Branch Managers of the Hyderabad Circle at Hotel Indus.

Business Head Visits Faisalabad



The EVP/Business Head CBG North visited the Faisalabad Circle where he addressed the Branch Managers of the region. Mr. Munir was accompanied by GM Faialabad, Mr. Fahim Butt, RMs Central and City, Mr. Tariq Mirza and Mr. Sikander Iqbal respectively.

To celebrate their achievements, the managers of 'A' grade branches of Faisalabad arranged a function under the supervision of Mr. Tariq Mirza, Regional Manager Central, on 3rd August, 2006. The function was honored by the worthy Business Head (North) Lahore, Mr. Munir Saleem who appreciated such informal gathering and also expressed admiration for arranging a fete to celebrate accomplishments. Further in his speech, he showed his satisfaction upon the performance of the Circle and emphasized on better results as the Faisalabad market has the potential to obtain due share of business. He also announced the commencement of the half-yearly evaluation.

Business Head Visits Attock



Mr. Munir A. Saleem, EVP/Business Head CBGL paid a daylong visit to the Attock region on 7th August, 2006 where he was received by Mr. Shafiq-ur-Rehman, GM Abbottabad and M. Khalid Qureshi, RM Attock. There Mr. Munir visited a number of branches including the Attock City branch and proposed to have their outlook renovated to uplift the Bank's image. He then visited the Regional Office Attock for a session on business growth where he was received by Mr. Mohammad Shahid, VP. In a meeting with the Branch Managers, Mr. Munir spoke his mind sharing personal banking experiences. He emphasized on internal control, gaining market share and providing quality service.

Group Head's Visit to Multan

Head of Retail Banking Group MCB Bank Ltd., Mr. Shahid Sattar (SEVP) visited Multan on August 15, 2006. In a meeting organized with the officials of the Multan Circle, Mr. Shahid Sattar stressed on improving the Deposit Position and improving the quality service level. After renovation, the LMQ Road and Vehari Chowk Branches were inaugurated by Mr. Shahid Sattar himself along with Mr. Khanzada Yusaf Hassan Khan (Business Head, South). It was also decided to launch 'Pyara Ghar, Business Sarmaya and Personal Loan Schemes' in Multan in near future. Mr. Shahid Sattar pressed on providing the best of service with the 'One Bank, One Team' approach. Certificate distribution ceremony was held in the end of the meeting where Mr. Shahid Sattar honored top performers of Multan Circle with certificates and presented Top 06 performers with valuable tokens on the basis of their June-2006 performance. The event was attended by Mr. Khanzada Yusaf Hassan Khan (Business Head, South), Mr. Nadeem Afzal Khan (GM Multan) and RMs of Multan, D.G. Khan and Vehari regions.



Inauguration Ceremony of Railway Road Branch, Gujarat



At the opening ceremony of the Railway Road Branch, Gujarat the General Manager of the Gujarat Circle, Mr. Syed Zia Amjad Hussain presented Mr. Qamar Zaman Gull, the President of Chamber of Commerce and Industry, Gujarat with a colorful bouquet where they inaugurated the new vision of the branch.

MCB extends large ticket Term Loan

MCB Sri Lanka signed a Memorandum of Understanding to extend a Term Loan of Rs. 100 Million to Packages Lanka Pvt. Ltd., Colombo.



Country Manager Imran Maqbool and Mr Saulat Said, CEO of Packages Lanka Pvt. Ltd. signed the loan agreement, in presence of other staff members of the two organizations.

MCB's Stall at the Pakistan Trade Fair, Colombo.

MCB's active marketing and involvement in events sponsored by Pakistan High Commission enabled Colombo Main Branch to solicit High Commission's project account with large US Dollar balances. This account was previously with Habib Bank Limited for the last 40 years.



Country Manager Imran Maqbool and Senior Manager Reza Rahim with High Commissioner Mr Bashir Wali Mohamed, Deputy High Commissioner and President of Pakistan -Sri Lanka Friendship Association at the MCB stall.

MCB Colombo launches Islamic Banking

MCB was the first licensed commercial bank to offer Islamic Banking in Sri Lanka. Islamic Banking Portfolio is growing rapidly and is giving MCB the much-needed visibility in the local market place. Plans were executed to open Islamic Banking Platforms in other Colombo branches.



At the launch of Islamic Banking Unit, High Commissioner for Pakistan Mr Bashir Wali Mohamed in conversation with Chairman Mian Mohammad Mansha, President Mr Mohammad Aftab Manzoor, Country Manager Imran Maqbool and Head of Islamic Banking Afzal Yusuf.

Sri Lanka staff's Get Together in Kandy

An annual picnic was organized at Mahaweli Beach Hotel, Kandy. Country Manager Imran Maqbool, staff and their families gathered for a fun party.

MCB hosts Customer Iftar and Dinner

Around 200 guests attended the first ever Iftar hosted by MCB Colombo at Grand Ball Room, Hotel Galadari. Guests included customers, Central Bankers and prominent executives from the muslim community in Colombo.



An eventful golf match was sponsored by MCB Abbottabad Circle Office held at Piffer Golf Club, Abbottabad on August 27, 2006. The event was attended by high-ranking Army Officials, their families and elites of Abbottabad. Mr. Munir Saleem EVP/Business Head CGB (North) Lahore was the Chief Guest. This event is organized annually to celebrate the spirit of independence with a sporty zeal.

IT Achievements

Signing Ceremony of NCR and MCB Bank Ltd.

MCB signed a contract with NCR to buy 40 ATM machines to strengthen its ATM network across the country. Present at the ceremony were Mr. Mohammad Aftab Manzoor, President MCB Bank Ltd., Mr. Saulat Mujtaba (CEO MNET Services Ltd.), Mr. Saleem Rafik (Chief Information Officer, MCB) alongwith Syed Bader ul Islam, Managing Director, NCR Pakistan, Mr. Stelios Fragkos (Area Vice President, NCR) and Ms. Rukhsana Hasan (Accounts Officer, NCR).

