

Dubai Islamic Bank



بنك دبي الإسلامي

# Embark

VOL 2, ISSUE 4, OCTOBER 2017

A publication of Dubai Islamic Bank Pakistan Limited

Dubai Islamic Bank Pakistan  
Launched Pakistan's **First**  
**Islamic Reloadable Debit Card**

Dubai Islamic Bank Pakistan  
and **TPS Sign Strategic Alliance**

Dubai Islamic Bank Pakistan  
**Auto Finance Crosses**  
**PKR 15 Billion Mark**

## New Growth Strategy Yields Outstanding Results

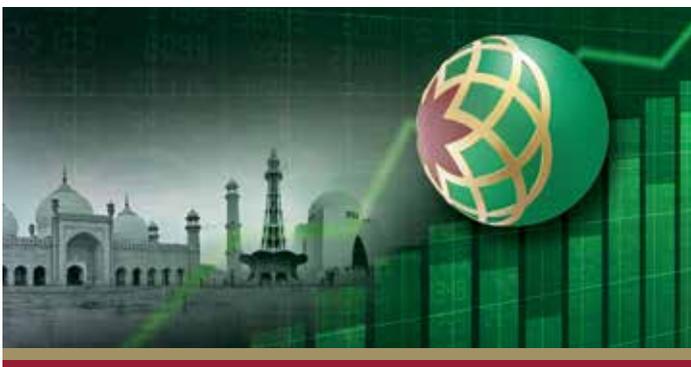


Dubai Islamic Bank Pakistan and  
Shahnawaz (Pvt.) Limited  
(Mercedes-Benz)  
Sign Strategic Alliance





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DIBP Launches First Islamic Reloadable Debit Card Page 16

# Dubai Islamic Bank Group 9 Month Financial Results For the period ended September 30, 2017



## **DIB Net Profit reaches AED 3.301 billion as balance sheet crosses AED 200 billion:**

Group net profits up by 10% YoY to reach to AED 3.301 billion.

Financing assets grew by 14% YTD to AED 131.3 billion.

Deposits increased by 17% YTD to AED 143.5 billion.

Dubai Islamic Bank (DFM: DIB), the first Islamic bank in the world and the largest Islamic bank in the UAE by total assets, today announced its results for the period ended September 30, 2017.

## **9M 2017 Results Highlights:**

### **Sustained profitability and growth on the back of robust Net Income Margin (NIMs) and low operating expenses:**

Group Net Profit increased to AED 3,301 million, up 10% compared with AED 3,011 million for the same period in 2016.

Total income increased to AED 7,510 million, up 17% compared with AED 6,410 million for the same period in 2016.

Net Operating Revenue increased to AED 5,681 million, up 13% compared with AED 5,048 million for the same period in 2016.

Efficient and proactive cost management led to operating expenses remaining nearly flat at AED 1,741 million compared to AED 1,716 million for the same period in 2016. Net operating income before impairment charges grew by 18% to AED 3,940 million compared to AED 3,332 million for the same period in 2016.

Cost of credit risk reduced to 63 bps compared to 81 bps for the same period in 2016.

Cost to income ratio reduced to 30.7% compared with 34.0% at the end of 2016.

### **Asset growth remains robust across all core businesses**

Net financing assets rose to AED 131.3 billion, up by 14%, compared to AED 115.0 billion at the end of 2016.

Sukuk investments increased to AED 25.2 billion, a growth of 8%, compared to AED 23.4 billion at the end of 2016.

Total Assets stood at AED 201.2 billion, an increase of 15%, compared to AED 175.0 billion at the end of 2016.

### **Asset quality trends remain positive, a direct consequence of robust underwriting and solid risk management practices**

NPA ratio continues its downward trajectory improving to 3.4%, compared to 3.9% at the end of 2016.

Provision coverage ratio improved to 121%, compared to 117% at the end of 2016.

Overall coverage including collateral at discounted value now stands at 162%, compared to 158% at the end of 2016.

### **Strong liquidity continues to support asset growth**

Customer deposits stood at AED 143.5 billion compared to AED 122.4 billion at the end of 2016, up by 17%.

CASA deposits increased by nearly 7% to AED 50.9 billion from AED 47.4 billion as at end of 2016 leading to a robust

35% constitution of the total deposit base.

Financing to deposit ratio stood at 92%, indicating a push towards efficiency and margin protection.

Focus on diversification and securing long term funding saw another successful senior sukuk issuance of USD 1 billion during Q1 2017.

## **Robust Capitalization**

Capital adequacy ratio remained strong at 16.9%, as against 12% minimum required.

Tier 1 CAR stood at 16.3% under Basel II, against minimum requirement of 8%.

## **Shareholders' return remains robust - in line with guidance for the year**

Earnings per share stood at AED 0.55 as at Q3 2017.

Return on equity stood at 18.6% as at Q3 2017.

Return on assets steady at 2.34% as at Q3 2017.

## **Management's comments on the financial performance for period ended September 30, 2017:**

### **His Excellency Mohammed Ibrahim Al Shaibani, Director-General of His Highness The Ruler's Court of Dubai and Chairman of Dubai Islamic Bank, said:**

The recovery of international oil prices and the stability witnessed in the recent past will be a major source of support in the area of funding and liquidity for the banking sector.

With the solidity and resilience displayed by UAE's financial market, credit growth is expected to more than double to 5% in 2018, spurred by the government's unabated progress on infrastructure development in line with its economic aspirations.

DIB continues to remain at the forefront of the industry with solid earnings growth as net profit increased by 10% YoY, primarily driven by the bank's persistent efforts in maximizing its share of wallet across a diverse array of sectors and segments.

### **Dubai Islamic Bank Managing Director, Abdulla Al Hamli, said:**

The bank has given another remarkable performance this quarter with total income growing by 17% YoY as DIB

continues to outpace the sector growth.

The progress we have made in implementing our growth aspirations has led to the bank strengthening its market share with both the financing book and the deposit base growing by mid to high double digits in the first nine months of 2017.

With the rapidly changing digital space, we will continue to expand on our technological capabilities to ensure that we remain at the forefront of the FINTECH revolution, and our customers get the best and most convenient product and services at all times.

### **Dubai Islamic Bank Group Chief Executive Officer, Dr. Adnan Chilwan, said:**

Crossing the landmark of AED 200 bln in total assets is another momentous milestone in our incredible growth journey over the last four years. This market beating performance clearly demonstrates the strength of the franchise and the potential the organization has to continue to defy the trend despite the challenges thrown by the global economic environment.

The recent move by the rating agencies with positive impacts on long term as well as standalone ratings is a clear affirmation of the fact that the 14% growth in the financing assets so far this year and the tremendous performance in preceding years has not come at the expense of asset quality or underwriting standards. A testament to the tight and stringent risk management practices in DIB, these announcements by the two international rating agencies should provide a strong sense of comfort to our growing global investor community.

With a sector share of around 8%, DIB today, has the required scale, positioning and the financial strength to continue to deliver above-market performance.

Bolstering the international presence will see us engage actively in the existing core markets as we expand our focus geographies to now include South East Asia, East Africa and Far East Asia.

The progress so far has been backed by a thorough and solid strategic agenda built on a model of preemptive capacity creation. With ample liquidity and robust capitalization serving as the backbone to DIB's growth objectives, the bank is in a strong position to accelerate its plans to expand its franchise locally and internationally and ensure that we continue to deliver even more comprehensive, creative and complete solutions to all our customers in the markets we operate.

## Financial Review

### Income Statement highlights:

AED million	Sep 2017	Sep 2016	Change(%)
Total Income	7,510	6,410	17%
Depositors'/sukuk holders share of profit	(1,829)	(1,362)	34%
Net revenue	5,681	5,048	13%
Operating expenses	(1,741)	(1,716)	1%
Profit before impairment losses and income tax	3,940	3,332	18%
Impairment losses	(619)	(304)	103%
Income tax	(20)	(20)	17%
Net profit for the period	3,301	3,011	10%
<b>Key ratios:</b>			
	Sep 2017	Sep 2016	Change
Net Funding Income Margin %	3.13%	3.20%	(7 bps)
Cost to income ratio %	30.7%	34.0%	(330 bps)
Return on average assets %	2.34%	2.44%	10 bps)
Return on average equity %	18.6%	17.4%	120 bps)
EPS (AED per share)	0.55	0.49	

Total Income Profitability remained strong with total income for the period ended September 30, 2017 increasing to AED 7,510 million from AED 6,410 million for the same period in 2016. The 17% rise is driven primarily by sustained growth in all core businesses with income from Islamic financing and investing assets increasing by 19%

### Total Income

Profitability remained strong with total income for the period ended September 30, 2017 increasing to AED 7,510 million from AED 6,410 million for the same period in 2016. The 17% rise is driven primarily by sustained growth in all core businesses with income from Islamic financing and investing assets increasing by 19% to AED 5,722 million compared to AED 4,813 million for the same period in 2016

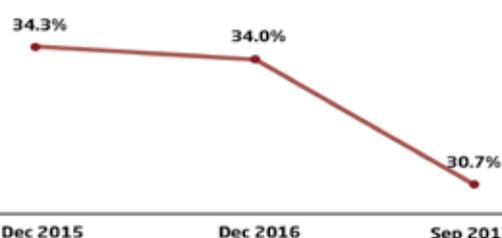
### Net revenue

Net revenue for the period ended September 30, 2017 amounted to AED 5,681 million, an increase of 13% compared with AED 5,048 million in the same period of 2016. The increase is attributed to strong growth in the financing book as the bank continues to enhance its share of wallet across all key economic sectors.

### Operating expenses

Operating expenses were held nearly flat to AED 1,741 million for the period ended September 30, 2017 compared to AED 1,716 million in the same period in 2016, primarily due to efficient cost management. This led to cost to income ratio improving to 30.7% compared to 34.0% at the end of 2016.

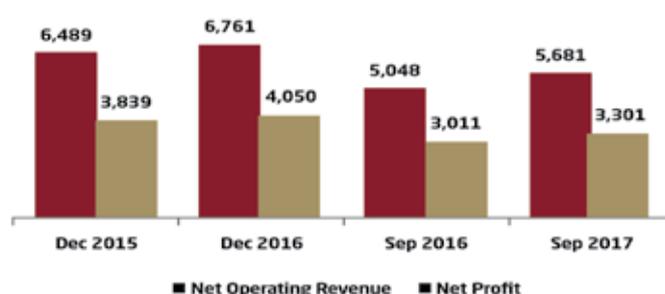
### Cost to Income Ratio (%)



### Profit for the period

Net profit for the period ended September 30, 2017, rose to AED 3,301 million from AED 3,011 million in the same period in 2016, an increase by 10% emanating from a combination of robust core business growth and effective and efficient cost management.

### Robust & Growing Profitability (AED million)

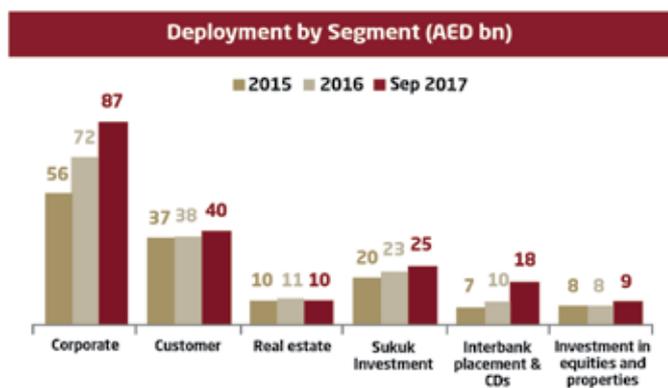


### Statement of financial position highlights:

AED Million	Sep 2017	Dec 2016	Change (%)
Net Financing assets	131,204	114,968	14%
Sukuk Investments	25,170	23,409	8%
Interbank placement & CDs	18,161	9,547	90%
Equities & Properties Investments	8,653	8,158	6%
Total Earning Assets	183,268	156,082	17%
Cash & Other assets	17,894	18,889	(5%)
Total assets	201,162	174,971	15%
Customers' deposits	143,528	122,377	17%
Sukuk Issued	8,663	7,695	13%
Total liabilities	173,218	147,701	17%
Shareholder Equity & Reserve	17,706	17,155	3%
Tier 1 Sukuk	7,346	7,346	-
Non-Controlling Interest	2,892	2,769	4%
Total Equity	27,944	27,270	2%
Total liabilities and equity	201,162	174,971	15%
<b>Key ratios:</b>			
Net Finance to customer deposit	91.5%	93.9%	(240 bps)
Tier 1 ratio	16.3%	17.8%	(150 bps)
CAR	16.9%	18.1%	(120 bps)
NPA ratios	3.4%	3.9%	(50 bps)
Coverage ratio	121%	117%	400 bps

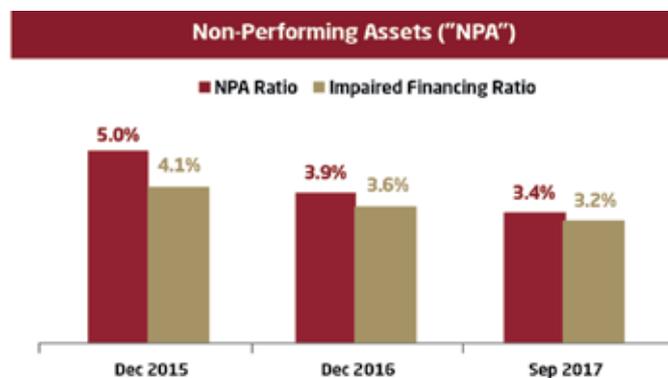
### Financing portfolio

Net financing assets grew to AED 131.3 billion for the period ended September 30, 2017 from AED 114.9 billion as of end of 2016, an increase of 14% driven primarily by the continued growth of core businesses. Corporate banking financing assets grew by 21% to AED 87 billion whilst consumer business grew by 4% to AED 40 billion. Commercial real estate concentration contained at around 18% and in line with targeted guidance numbers.



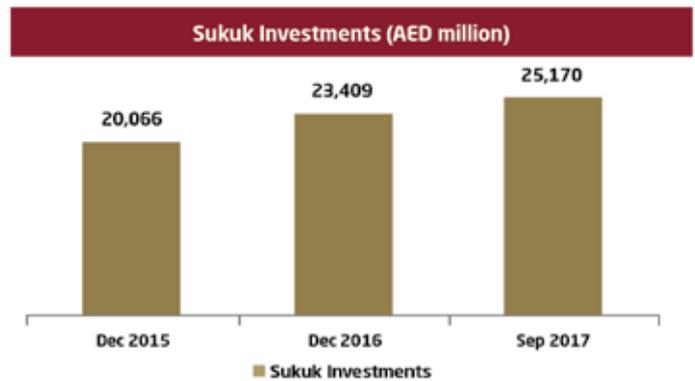
### Asset Quality

Non-performing assets have shown a consistent decline with NPA ratio improving to 3.4% for the period ended September 30, 2017, compared with 3.9% at the end of 2016. Impaired financing ratio stood at 3.2% for the period ended September 30, 2017 from 3.6% at the end of 2016. Consequently, as buildup of provision continuous driven primarily by collective provisioning, cash coverage stood at 121% for the period ended September 30, 2017 compared with 117% at the end of 2016. Overall coverage ratio including collateral at discounted value stood at 162% compared to 158% at the end of 2016.



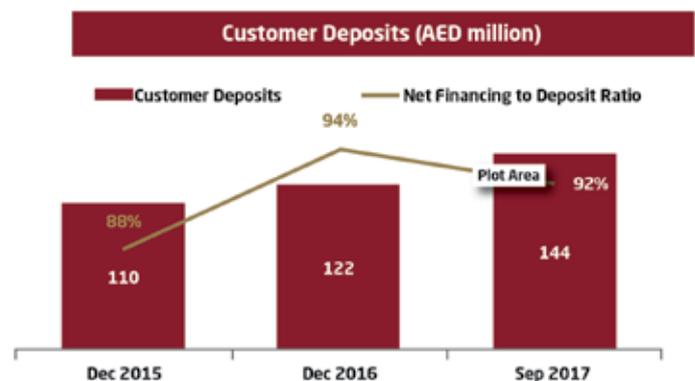
Sukuk Investments Sukuk investments increased by 8% to

AED 25.2 billion for the period ended September 30, 2017 from AED 23.4 billion at the end of 2016. This high yielding portfolio, primarily listed and based out of UAE, consists of sovereigns and other top tier names many of which are rated.



### Customer Deposits

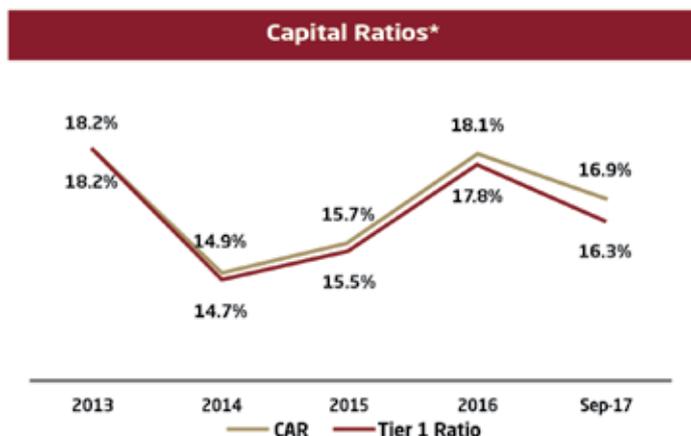
Early capacity creation, with liquidity mobilization continues to spur growth. Customer deposits for the period ended September 30, 2017 increased by 17% to AED 143.5 billion from AED 122.4 billion as at end of 2016. CASA component stood at AED 50.9 billion as of September 30, 2017 compared with AED 47.4 billion as at end of 2016 showing consistent rise in low cost deposits. Financing to deposit ratio of 92% as of September 30, 2017 indicates one of the strongest liquidity position.



### Capital Adequacy

Capital adequacy ratio remained robust at 16.9% as of September 30, 2017, whilst T1 ratio stood at 16.3%; both

ratios are well above regulatory requirement in the current Basel II regime.



\* Regulatory Capital Requirements CAR at 12% and Tier 1 at 8%

#### Ratings:

	Long Term Rating	Outlook	Date
Moody's Investor Service	A3	Stable	August 2017
Fitch Ratings	A	Stable	July 2017
Islamic International Rating Agency (IIRA)	A/A1	Stable	November 2016

Aug 2017 - Moody's upgrades DIBs long-term issuer ratings to 'A3' from Bass1; outlook 'Stable'.

Jul 2017 - Fitch has upgraded the bank's standalone VR to 'bb+' from 'bb' citing robust and continuous improvement across the major key metrics including profitability and asset quality.

The moves clearly point towards not just the financial strength of the existing franchise but the confidence the stakeholders have in its ability to sustain robust profitability in the foreseeable future.

### Key business highlights for the 3rd quarter of 2017:

Moody's Investors Service has upgraded Dubai Islamic Bank's (DIB) local and foreign currency long-term issuer ratings to 'A3' from 'Baa1' and also upgraded its baseline credit assessment (BCA) and adjusted BCA to 'ba2' from 'ba3'. This upgrade reflects the bank's significantly improved asset quality and provisioning coverage; solid and improving profitability and sound capitalization and liquidity.

Fitch Ratings also upgraded the viability (standalone) rating of the bank citing a stronger positioning across all

key metrics.

Corporate Banking has launched its "ICCS-Corporates" Image Cheque Clearing System. The online, smart system allows the instant scanning of customers' cheques and direct deposit of funds into customers' accounts the same day. The service, fully supported by the UAE Central Bank, is aimed at improving the customer experience by providing quicker access to funds and real-time account & cheque status updates.

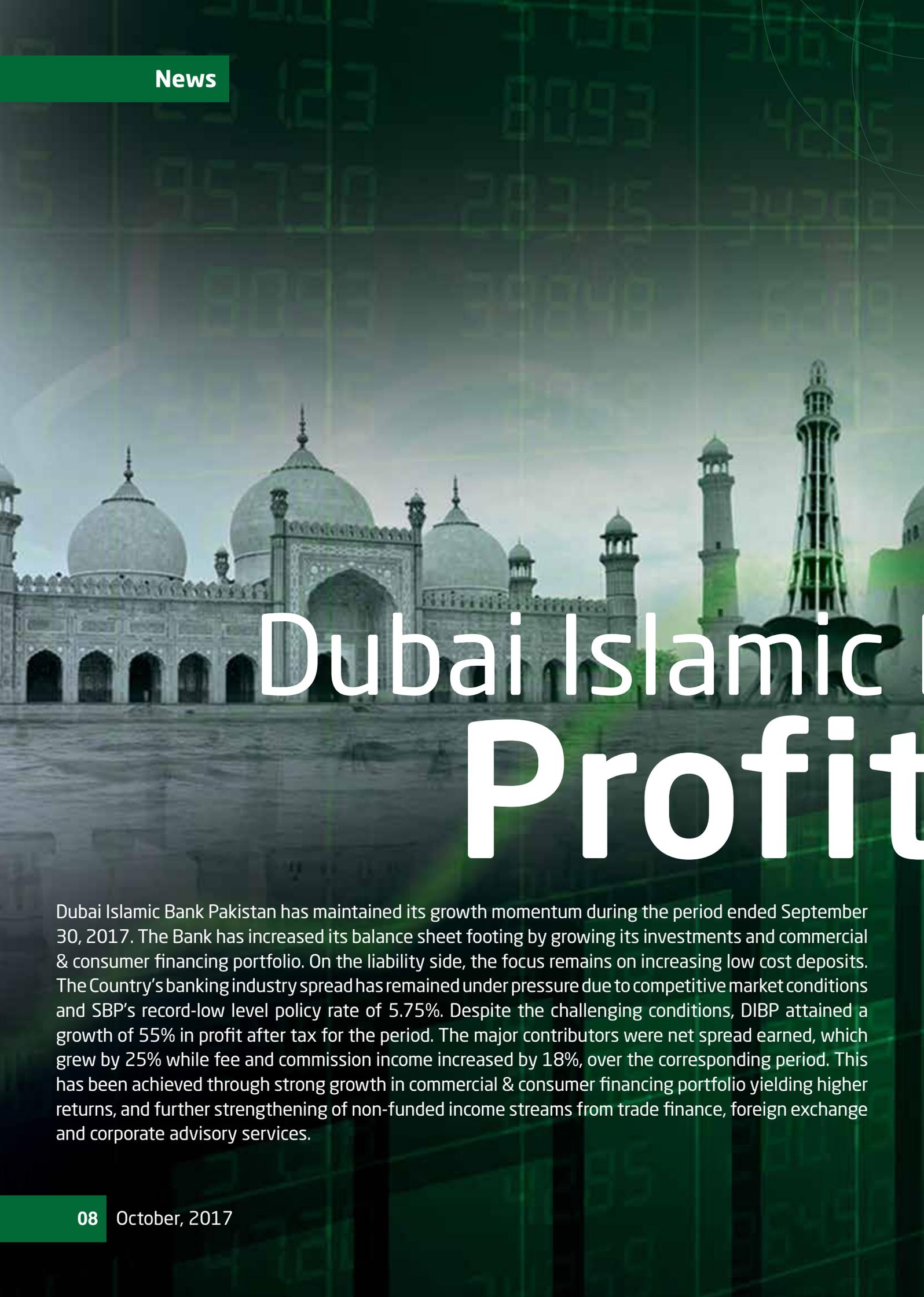
### Year to Date key deals

SUKUK				
Issuer / Obligor Name	Issue Type	Coupon (%)	Amount Issued (USD mn)	Maturity
Islamic Development Bank	Supranational	2.261	1,250	26 Sep 2022
Menas Holding (Tap on existing May 2022)	Corporate	5.112	200	31 May 2022
Sultanate of Oman	Sovereign	4.397	2,600	01 Jun 2024
Al Baraka Banking Group	Financial Institution	7.075	400	Perpetual
Menas Holding	Corporate	5.112	400	31 May 2022
Dar Al-Adkan	Corporate	6.975	500	10 Apr 2022
Republic of Turkey	Sovereign	5.004	1,250	06 Apr 2023
Dubai Islamic Bank	Financial Institution	3.664	1,000	14 Feb 2022
Investment Corporation of Dubai	Quasi-Sovereign	5.000	1,000	01 Feb 2027

CLUB/SYNDICATED TRANSACTIONS			
Obligor Name	Obligor Type / Sector	Total Amount (USD or USD eqv. in mn)	Sigging Date
International Air Finance Corporation	Corporate	692	Sep 2017
ME Investments LLC	Private Sector	681	Jul 2017
Emirates Healthcare Company - Saudi German Hospitals	Private Sector	101	Jun 2017
Ziraat Participation Bank	Financial Institution	235	May 2017
Jameelah Group	Public Sector	1,450	May 2017
Dubai Airports (FINCO)	Public Sector	1,000	May 2017
Al Baraka Turk	Financial Institution	213	Apr 2017

### Year to Date 2017 Awards:

Sep 2017	Dubai Service Excellence Scheme	Best Service Performing Outlet - Banking Services business category
AUG 2017	Yallicompare	Islamic Home Finance provider of the year
May 2017	BME Industry Awards 2017	Best Islamic Bank
May 2017	BME Industry Awards 2017	Best Islamic Retail bank
May 2017	BME Industry Awards 2017	Best Islamic Corporate Bank
May 2017	BME Industry Awards 2017	Best Sukuk Arranger
May 2017	BME Industry Awards 2017	CEO Award - Excellence in Islamic Banking awarded to Dr. Adnan Chilwan
April 2017	Dubai Chamber of Commerce and Industry in cooperation with the UAE Ministry of Economy	Mohammed Bin Rashid Al Maktoum Business Innovative Award Dar al Sharia
March 2017	EMEA Finance Middle East Banking Awards 2016	Best Sukuk House
February 2017	Islamic Finance News Best Bank Polls 2016	Best Overall Bank
February 2017	Islamic Finance News Best Bank Polls 2016	Best Islamic Bank in the UAE
February 2017	Islamic Finance News Best Bank Polls 2016	Most Innovative Islamic Bank
February 2017	Islamic Finance News Best Bank Polls 2016	Best Islamic Retail Bank
February 2017	Islamic Finance News Best Bank Polls 2016	Deal of the Year
February 2017	Islamic Finance News Best Bank Polls 2016	UAE Deal of the Year
February 2017	Islamic Finance News Best Bank Polls 2016	Hybrid deal of the Year
February 2017	Islamic Finance News Best Bank Polls 2016	Pakistan Deal of the Year
February 2017	Islamic Finance News Best Bank Polls 2016	Syndicated Deal of the Year
February 2017	Islamic Finance News Best Bank Polls 2016	Real Estate Deal of the Year
February 2017	Islamic Finance News Best Bank Polls 2016	Indonesia Deal of the Year
January 2017	Islamic Finance News Best Bank Polls 2016	Kuwait Deal of the Year
January 2017	CFO Middle East Awards	Best Bank of the Year
January 2017	Gulf Customer Experience Award	Financial Services - Banking and Investment Category
January 2017	2016 Service Olympian Awards	Most Improved Call Centre
January 2017	2016 Service Olympian Awards	Best Customer Experience Improvement Program - Call Center
January 2017	2016 Service Olympian Awards	Best Customer Experience Strategy



# Dubai Islamic Profit

Dubai Islamic Bank Pakistan has maintained its growth momentum during the period ended September 30, 2017. The Bank has increased its balance sheet footing by growing its investments and commercial & consumer financing portfolio. On the liability side, the focus remains on increasing low cost deposits. The Country's banking industry spread has remained under pressure due to competitive market conditions and SBP's record-low level policy rate of 5.75%. Despite the challenging conditions, DIBP attained a growth of 55% in profit after tax for the period. The major contributors were net spread earned, which grew by 25% while fee and commission income increased by 18%, over the corresponding period. This has been achieved through strong growth in commercial & consumer financing portfolio yielding higher returns, and further strengthening of non-funded income streams from trade finance, foreign exchange and corporate advisory services.



# Bank Pakistan in Q3

During the period, the Bank has announced the successful issuance of its rated, unsecured, subordinated and privately placed tier-II Sukuk. The bank has received an overwhelming response from the market and timely approval from State Bank of Pakistan which resulted in closure of this transaction within a record time. The PKR 4 Billion Sukuk issue was oversubscribed by 1.7 times the issue size reflecting strong demand and confidence by the investors in one of the leading global brands in Islamic Banking. This Sukuk issuance will provide the much needed impetus to the bank to maintain its growth trajectory. The Sukuk has a 10 year tenor and carries expected profit rate of 0.50% over 6 Month KIBOR.

# World's First Islamic Bank Selects IRIS Payment Platform for Digital Transformation

To keep up in transforming banking industry and meet growing expectations for time-to-market, Dubai Islamic Bank Pakistan has opted for IRIS Omni Channel Payment Platform and Prepaid Cards Management Solution by TPS. As digital banking adoption increases by leaps and bounds and Omni-channels take hold in financial services, Dubai Islamic Bank Pakistan is putting their customers first and investing in top-

of-the-line payment technologies.

TPS' Enterprise Payment Solution and Prepaid Cards Management Solution are both crucial elements of the DIB's strategy for digitization of retail banking. The IRIS middleware will provide a fundamentally flexible payment platform which can be easily integrated with innovative



alternate delivery channels.

Prepaid Cards will give the bank an opportunity to extend financial services to the unbanked. This is a solution that will help bridge the gap between formal financial services sector and the millions of underserved and unbanked citizens of Pakistan, especially when combined with services such as Business to Person (B2P) and Government to Person (G2P) payments. Prepaid cards will allow consumers in Pakistan to conduct transactions over ATMs, POS Machines & E-commerce websites across the world.

As part of the agreement, TPS will also enable Dubai Islamic Bank Pakistan to issue EMV Debit Cards. The roll out of EMV cards will enable the bank to be on par with the global Payment Card Industry standards and meet changing regulatory requirements.

"Dubai Islamic Bank Pakistan has a structured approach towards digital technology with a clear focus on customer experience as well as on the role that has to be played together by branches and digital banking channels." said Junaid Ahmed, CEO, Dubai Islamic Bank Pakistan "We are happy to have TPS as our long-standing technology partner who have been supporting us in our digital journey and helping us keep pace with the fast changing technology."

"We are delighted to provide Dubai Islamic Bank Pakistan the technological agility that is required to capture the full potential of new payment technologies." said Shahzad Shahid, CEO, TPS "Being an agile company, we are proud that our cutting edge payment solutions will become the main differentiator for the bank when it comes to improving customer experience".



# Dubai Islamic Bank Pakistan and Shahnawaz (Pvt.) Limited (Mercedes-Benz) Sign Strategic Alliance



Dubai Islamic Bank (DIB), World's First Islamic Bank and Shahnawaz (Pvt.) Limited, authorized general distributor of Mercedes-Benz in Pakistan, have entered into a strategic alliance agreement.

This initiative will help in establishing Dubai Islamic Bank Pakistan as the preferred financial services partner for Mercedes-Benz in the country, which itself is a symbol of product excellence, customer services & satisfaction in Automobile world.

The signing ceremony was held at Dubai Islamic Bank Head Office Karachi in the presence of senior officials from both organizations including Mr M Naeem (CEO Shahnawaz (Pvt.) Limited), Mr Naseem Shaikh (Director

& General Manager, Shahnawaz (Pvt.) Limited) and Mr Junaid Ahmed (CEO, Dubai Islamic Bank Pakistan).

"This is an exceptional and unparalleled auto finance offering through which we can provide high net worth clientele to achieve their dream of driving their own technologically advanced state-of-the-art vehicle" said Mr. Junaid Ahmed, CEO of Dubai Islamic Bank Pakistan.

"Dubai Islamic Auto Finance is a flagship consumer finance product of the bank and an obvious choice for Mercedes-Benz financing. We firmly believe this strategic alliance will play an instrumental role in providing the best possible services to our customers" said Mr M Naeem, CEO Shahnawaz (Pvt.) Limited.

# DIBP Auto Finance Priority Delivery on Honda Vehicles

In July'17, Auto Finance Business Management struck a unique deal with Honda Atlas for priority delivery of Honda City M/T, Civic Oriel & BRV variants. With this exclusive alliance in place, DIB Auto Finance is in prime position to offer the quickest delivery time of 45-60 days on both Honda City M/T & Civic Oriel variants.

Given the fact that current delivery timeline for Honda City & Civic in the market has reached 180-210 days, this alliance will ensure that all bookings for Honda

City M/T & Civic Oriel in the financing industry are routed to DIBPL. Moreover, as bookings are historically low during the last quarter, the alliance has been meticulously placed to stimulate this slow period.

The initiative was further strengthened via comprehensive marketing campaign which includes a series of print ads in major daily newspapers across the country, customized radio advertisements, branding of major branches, billboards and other ATL/BTL activities.



# DIBP Open doors to New Cities for Home Finance Product offering



Dubai Islamic Bank Pakistan is pleased to announce the launch of Home Finance facility in 6 additional cities of Pakistan. Now our esteemed customers can avail Home Finance facility in **Hyderabad, Multan, Bahawalpur, Sialkot, Gujranwala** and **Peshawar**. Dubai Islamic Bank Pakistan is amongst the leading Banks to offer Home Finance facility and with the launch of this service in new cities, it will further strengthen our position in the Home Financing segment.

Dubai Islamic Home Finance offers its customers the following product variants;

1. Home Purchase
2. Home Renovation
3. Home Construction
4. Purchase of Undivided Share of Property Mortgaged by other Banks (Balance Transfer).

We would like to thank and congratulate the consumer assets cross-functional units involved in the launch of Home Finance in new cities, enabling the product team to make this initiative possible for our increasing customer base in Hyderabad, Multan, Bahawalpur, Sialkot, Gujranwala and Peshawar.



## DIBP Personal Finance Marketing Drive

In order to boost the Bank's latest Consumer product line, a comprehensive nation-wide marketing drive was launched in Sep'17 to boost the Personal Finance acquisitions and volumes.

The marketing drive consists of a robust Radio Campaign covering major radio stations & prime time slots. Moreover, marketing collateral (standees, brochures / leaflets) were dispatched to Branches, Consumer Sales Centers, Service Centers & other touch points.

The offering was advertised through online media points including website, social media and email marketing campaign and will be further supported by other various ATL & BTL activities.

## DIBP Auto Finance Breaks Rs. 900 Million Barrier

Alhamdulillah, DIBP Auto Finance continues to shatter records as we witnessed a monthly booking volume of Rs. 952 million in the month of Jul'17. This is the first time in its 10-year existence that the Consumer Auto Finance business has crossed Rs.900 million mark.

This unparalleled achievement is a result of sheer dedication and support from the entire cross-functional team of Auto Finance including Direct Sales, CIU/EAMVU, Credit Risk, Asset Operations, Collections, Distribution and Business Management.

## DIBP Auto Finance Hosts Eid Milan for Strategic Partners

DIBP Auto Finance hosted Eid Milan for its strategic business partners. The event was organized with the aim of aligning DIBP Auto Finance strategy with its major business partners including takaful & tracking companies.

Senior executives from leading takaful & tracking companies were invited wherein Syed Zaka Ur Rehman (Head of Marketing & Product Development) discussed the way forward for DIBP Auto Finance.





It's here! We are pleased to announce the launch of Pakistan's first Islamic Reloadable Debit Card, PrePay; the card that enables you to make online payments as well as at retail merchants and ATMs' globally. Any customer having access to DIB Internet Banking or DIBPAK Mobile Application can apply.

You can apply for your personalized DIB PrePay Card by logging in the DIB Internet Banking Portal.

To Apply for the card, after login, go to "PrePay Card" Tab found on the left navigation pane.

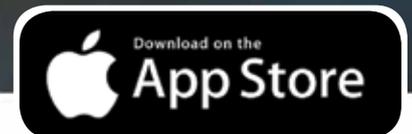
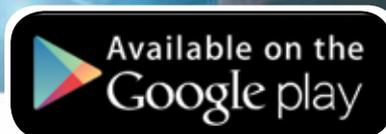
Click on My PrePay Card > Apply for PrePay Card

- 1. Select a Primary Link account to which your PrePay Card will be tagged.**
- 2. Select a Package\*. Click the URL next to the package field to see package details.**
- 3. Enter the Alias name (the name that will**



# DIB Visa PrePay Card: Pakistan's first Islamic Reloadable Debit Card

*Get the application on;*



appear on the card).

**4.** You can avail up to Ten (10) PrePay cards on any of your single bank account, and that too with the option to choose the card holder's name.

**5.** Submit the request by confirming your application. You will receive a copy of the T&C in your email as soon as you submit the application.

**6.** You will be notified on your email, as soon as your card is dispatched to your branch.

PrePay Card can be used at all the ATMs' both locally and outside Pakistan, as well as, at all retail POS merchant outlets globally. Additionally, you may also use your card details to shop on the Internet.

You can also use the Mobile Banking Application to top-up funds on any of your PrePay Cards.

***Happy "Online" Shopping!***

# DIBP Phone Banker of the Month!



We are proud to announce the achievement of two of our dedicated team members from the Service & Quality Department.

being "Phone Bankers of the Month" given by Mr Tariq Abbasi, Head of Service & Quality and Mr Hafiz Iqbal Hassan, Manager Project Control, Service & Quality.

To recognize their efforts, Mr Athar Gul Siddiqui, and Mr Talha Tariq were awarded certificates of appreciation for

We congratulate these individuals on their performance.



## DIBP Inaugurates Booth at PAF Base

Dubai Islamic Bank Pakistan recently established a new booth with ATM at PAF Bholari which was inaugurated by Base Commander Rizwan Butt, PAF along with Mr. Shahid Nazeer khan (Acting area manager) Hyderabad, Mr. Imran Mehdi Khoja, Branch Manager Auto Bhan Hyderabad, Mr. Nisar Ahmed Joyo, Manager Operations and Mr. Jahanzaib Akber, BBSO Bholari.

# DIBP Security Tips: Practical Prevention tips while using Internet Banking



## When banking on the Internet, you can follow these steps for a safer experience;

Always access your bank's website by typing the address into the browser

Keep your computer up-to-date with anti-virus, firewall software and the latest security patches

Avoid using passwords or PINs (Personal Identification Numbers) that are relevant to your personal situation; Passwords with telephone numbers, postcodes, your name, or the name of a close relative and dates of birth are simple for offenders to trace. Create passwords with letters and numbers that cannot be easily attributable to you

Always memorize your password or PIN and do not

write it down or store it on your computer. You are responsible for keeping this information confidential. Change your password regularly and don't use the same password for other services. Confirm that your data is encrypted between your computer and the bank by looking for the padlock symbol on the bottom right hand corner of the browser window or in the address bar (depending on the software you're using)

Always log out from the Internet banking menu when you finish all your internet banking activity

Close your Internet browser after logging out at the end of each Internet banking session

Beware of any windows that 'pop up' during an Internet banking session and be very suspicious if it directs you to another website which then requests your customer identification or password

## DIBP and AIESEC in IBA Sign Agreement

Dubai Islamic Bank Pakistan and AIESEC in IBA sign and MoU agreement for its ongoing "Recruitment Drive"

AIESEC holds a recruitment cycle every year from August to October to recruit new members for AIESEC in IBA who could potentially turn into future leaders for the country. Dubai Islamic Bank Pakistan supports such initiatives and encourages the same attitude within the organization to promote leadership.



## DIBP Branch Tando Allahyar Achieves Milestone

DIB Pakistan Branch in Tando Allahyar crosses a total deposit of 400M recently. This achievement is well recognized and was celebrated by Mr Atif Ghouri, Regional Distribution Head South II along with other core team members.

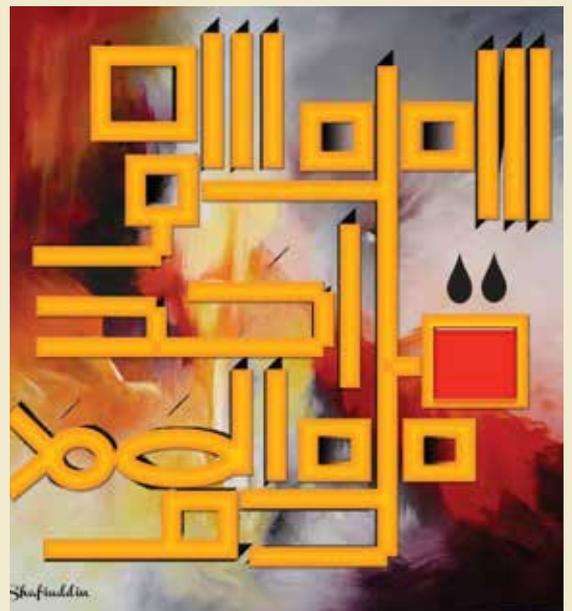
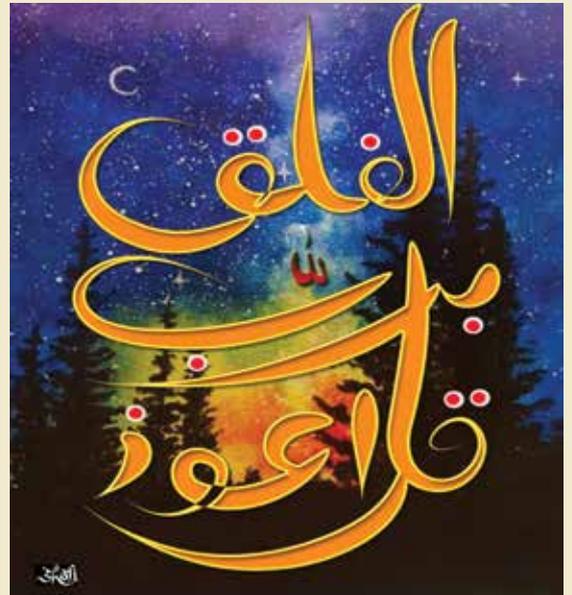


# DIBP Talent Corner



Mr. Muhammad Shafiuddin has been working with Dubai Islamic Bank as Senior Officer, Credit Administration Department for the past 3 years. He is a Masters of Economics, and has over 20 years of banking experience. Prior to joining DIB Pakistan, he has served with reputable financial institutions. Further, he has also served with an outdoor media company in Sharjah, UAE. Apart from his official assignments, his area of interest is digital Islamic calligraphy, and has made over 100 digital art works. "I am very thankful to our CEO, Janab Junaid sahib and COO, Wamiq sahib for their appreciation and support" say Shafiuddin.

Dubai Islamic Bank Pakistan is proud to have such talented and hardworking individuals as a part of its team.



# DIBPAK Mobile: App update!

DIBPAK Mobile is better than ever! With the newly added features and a clean user interface, now's a great time to make DIBPAK Mobile the home for your everyday transaction needs.

## What's new in DIBPAK Mobile?

Cards	View/block your current DIB Debit Card(s)
PrePay Card	Apply and top-up funds on your PrePay Card(s)
Offline Requests	Cheque Book Request, PO Request, Swift Remittance and much more...
Reminders	Pay your utility bills on time with "Reminders" with the all new "Pay Now" feature
Generate FPIN	Generate your unique PIN code for all your financial transaction needs

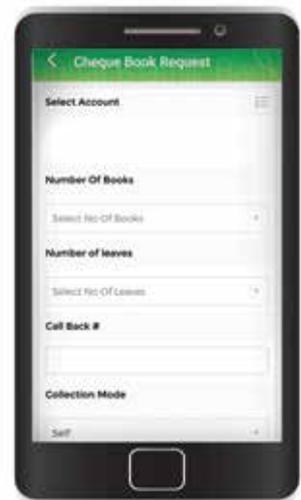
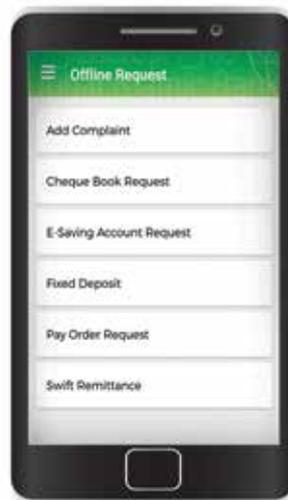
OTP "One Time Password" has also been enabled with this update. One Time Password is a unique system generated code which you can use in addition to your existing password.

In order to have an uninterrupted experience, please make sure that your current email address and cell phone number is correctly updated with the bank. If you wish to update your

credentials, please visit your parent DIBP branch and have the information updated.

We hope you will download the new DIBPAK Mobile App available on any of the both, iOS or Android

## Banking, ON THE GO!



# Service Excellence certificates for 3rd Quarter 2017

We are pleased to announce the top 3 branches for 3rd Quarter 2017 Service Excellence Certificates. The branches are as follows:

1. Mehria, Isalmabad **1st Position**

2. Burewala Branch **2nd Position**

3. Civil Bazar Attock **3rd Position**

We congratulate these branches on their service performance. These branches have set a benchmark that all other branches should aim for in the remaining quarter of 2017.



## CASA, NTB Drive and CDI Rejuvenation 2017

Dubai Islamic Bank Pakistan Liabilities Product team launched two campaigns in the 3rd quarter for the FY 2017

The campaign was designed to cater to all liability channels which include Distribution, SMEC, FOG, & BLB teams.

The campaign yielded growth in both Current and Savings Account products. Top performers of the campaign are as below;

CASA & NTB Drive		
Name	Role	Region
Umar Farooq Ashad Chatha	Branch Manager	Central 1
Azeem Alvi	Cluster Manager	South 2
Kashif Ansari	Area Manager	Central 1
Atif Ghouri	Regional Manager	South 2
CDI Rejuvenation		
Name	Role	Region
Rida Fatima Khan	ARM	Central 1
Aqil Majeed	ARM	Central 1
Syed Salahuddin	ARM	South 1
Munsif Khan	ARM	Central 1

The Bank would like to congratulate these performers on their hard work and dedication towards the success of this campaign.



## DIB CONSUMER FINANCE - SHINING STARS Q3'2017

### COLLECTIONS:



**Mr. Sohail Lalani**  
AF-Collection Supervisor  
(KHI)



**Mr. Subhan Hamid Khan**  
AF-Collection Supervisor  
(LHR)



**Mr. Majid Hussain**  
AF-Collection Supervisor  
(FSD)



**Ms. Nosheen Naz**  
AF-Collection Supervisor  
(ISB)

### Service & Quality (S&Q):



**Muhammad Hammad Yousaf**  
CSE - Lahore



**Muhammad Farooq**  
CSE - Faisalabad



**Malik Zeeshan Ali**  
CSE - Rawalpindi



**Ahmed Zabeel**  
CSE - Karachi

### FRMU, Asset Operations, BSU & Fleet Finance:



**Adeel Shahid**  
Officer FRMU



**Muhammad Ejaz**  
Officer - BSU



**Arshad Khan**  
Relationship Manager - Fleet



**Syed Mohiuddin**  
Asst. Manager Asset Ops



# DIB CONSUMER FINANCE - SHINING STARS Q3'2017

## AUTO FINANCE SALES:



**Muhammad Kashif Majeed**  
Relationship Manager - Autos



**Muhammad Ali**  
Team Manager - Autos



**Muhammad Kashif**  
Team Manager - Autos



**Zahid Hussain**  
Direct Sales Leader - Autos

## HOME FINANCE SALES:



**Waqar Ahmed**  
Team Manager - Mortgages



**Salman Malik**  
Team Manager - Mortgages



**Imran Hussain Siddiqui**  
Team Manager - Mortgages

## EAMVU:



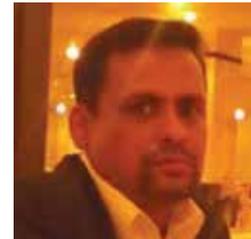
**Imran Zafar**  
Auto Registration Officer -  
EAMU (Central II)



**Rao Shahzaib Ali Khan**  
Verification Officer-  
EAMU (North)



**Awais Akram**  
Auto Registration Supervisor-  
EAMU (Central-I)



**Syed Ali Mehdi**  
Mortgage Coordinator -  
EAMU (South)

## (CIU):



**Asad Mahmood**  
Credit Analyst-CIU (Central-II)



**Qaiser Kaleem**  
Supervisor- CIU (North)



**Sheraz Waheed**  
Supervisor - CIU (Central-I)



**Ahzam Ali**  
Asst. Credit Analyst-CIU (South)



## DIB TOP PERFORMERS FOR Q3'2017

### Auto:



**Safdar Khan**  
RM - South 2



**Umar Chattha**  
BM - Central 1



**Ahmed Ali Asim**  
CM/AM - Central 1



**Syed Naseem Ahmed**  
Regional Manager - Central 1

### NTB:



**Syed Salahuddin**  
RM - South 1



**Sheikh Ali Javed**  
BM - South 1



**Azeem Alvi**  
CM/AM - South 2



**Atif Ghouri**  
Regional Manager - South 2

### CA:



**Muhammad Farrukh Saleem**  
RM - South 3



**Ahsan Ali**  
BM - South 3



**Kamran Naseer**  
CM/AM - South 3



**Rehan Reaz**  
Regional Manager - South 3



## DIB TOP PERFORMERS FOR Q3'2017

### SA:



**Taimoor Sethi**  
RM - Central 1



**Zeeshan Ahmed**  
BM - South 1



**Faisal Dhedhi**  
CM/AM - South 1



**Burhan Hafeez**  
Regional Manager - South 1

### Banca:



**Naveed Iqbal**  
RM - South 3



**Salman Hassan**  
BM - South 1



**Kamran Naseer**  
CM/AM - South 3



**Burhan Hafeez**  
Regional Manager - South 1

### PBT:



**Azeem Alvi**  
BM/CM/AM - South 2



**Syed Naseem Ahmed**  
Regional Manager - Central 1

Dubai Islamic Auto Finance



Dubai Islamic Bank Pakistan  
Wins Best Islamic Auto  
Finance Award 2015

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