

Issue10, December 2010

**ESKAN** 

**Newsletter of Eskan Bank** 

Eskan Bank Establishes a Trust Fund of 40 Million Dinars

Bank achieved 48 % Growth Rate in 9 Months

Pioneering in Solution Development Eskan Bank Wins " Best Affordable Housing Initiative 2010" Award

Eskan Bank Celebrates Bahraini Woman Day



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# Eskan Bank Establishes a Trust Fund of 40 Million Dinars

Eskan Bank has signed five financial agreements with various monetary parties to launch business in the Trust Fund with a capital of 40 Million Bahraini Dinars.

By signature of this agreement, the bank intends to use the trust fund to launch two major housing and commercial projects in Isa Town and & Segaya, within its overall enterprise to contribute to the construction development movement in the Kingdom, by providing housing, administrative and commercial facilities to fulfill the growing real estate's demands of several categories within the community.

The Bank's General Manager Mrs. Sabah Khalil Al Moayyad iterated on the matter: "the private sector will have a significant contribution to this project flanking against the bank's strategy for the Economical Vision of 2030" pointing out at the significance of these two projects financed by the trust fund, and their primary role in catering to the needs and goals of the bank, mainly providing adequate housing for individuals with medium includina commercial income, shops, administrative offices, and adequate spaces to host as international trade fairs ground.





The agreement signature was hosted in the Eskan bank headquarters by representatives from the Bank, founder of the trust fund which will assume the responsibility of putting forth the fund handling the investments' management, with Eskan Properties company, owned by Eskan Bank which will handle the executing part of the investments, Ohad Trust company which will act as the trustee of the Fund, APEX which will act as the registrar and Treasurer of the Trust Fund, in addition to the Auditors of KPMG Fakhro.

All the financial consultancy studies and the reediting of the Treasury's structure, in addition to preparing the trust's documentations for Sharia Compliance purposes, were provided by the Center of Resources Management, which is an Islamic Investment Bank.





#### Bank achieved 48 % Growth Rate in 9 Months

Eskan Bank has achieved a net profit of BD 3.95 Million Bahraini Dinars for the t period ending 30<sup>th</sup> September in comparison to 2.6 Million Dinars for the same period of last year, thus registering a growth of 48% despite difficult market conditions .

The Bank has achieved the total income of BD 12.1 Million for the same period thus registering a growth of 27% compared to the same period of the previous year.

The total loan portfolio of the Bank stood

at BD 277.4 Million as at the end of September2010, reflecting a growth of 7% during the first 9 months of the year. The value of the new loans disbursed during the year by the bank has amounted to BD26.6 Million, thereby affirming the bank's commitment to the Economic Vision of 2030. as the contributors' rights have accumulated 185.9 Million Dinars in June last, thus registering a growth rate of 3.4% as compared to the value of 179.7 Dinars at the end of September 2009.

# Pioneering in Solution Development Eskan Bank Wins " Best Affordable Housing Initiative 2010" Award

Eskan Bank has won the prestigious "Best Housing Initiative" award for its outstanding achievement in the field of providing Affordable Housing solutions in the Kingdom of Bahrain during the Middle East Affordable Housing Development Summit 2010. It is the 4<sup>th</sup> award won by the bank in recognition of its many achievements.

Mrs. Sabah Khalil Al Moayyad General Manager of the Bank has received the award from H.E. Sh. Ebrahim Bin Khalifa Al Khalifa, Minister of Housing and the Chairman of the Bank during a gala dinner organized for the occasion.

The General Manager of the bank expressed her pride with the Bank, and reiterated that bank always strives to formulate suitable solutions for providing Affordable Housing for all Bahrain residents. Mrs. Al Moayyad also regarded this award as a reminder of the bank's ongoing efforts towards a comprehensive development, and a further step in its quest to align with the Kingdom's Vision 2030.







## Eskan Bank Concludes Work in Community Buildings in Muharraq & Isa Town

Eskan Bank has completed two residential and community buildings in Muharraq and Isa Town offering a number of residential and commercial units for rent. These units are available for rent for residential and commercial purposes for the residents of these localities at a reasonable rent.

The Isa Town project is located on a strategic street in the Jid Ali area adjacent to both the public market and the Isa Town Mall having floor area of 1,268 m2. This project is a three storied building., The first floor including the mezzanine floor is assigned to house the commercial shops, while the other two floors consists residential flats with a floor area ranging between 91 and 100 m2. The building is also equipped with an electrical elevator.

This building is having 6 commercial shopping units of 183 m2 floor area, and 8 residential flats. Each flat is having two bed rooms, two bathrooms and a living area, With ample parking facility.

On the other hand Muharraq Building Project stretches on a floor plan of 446 m2, and having three stories. The first floor is comprised of 4 commercial units of 146 m2 floor area, and the other floors contains two flats, comprising of two bedrooms, two bathrooms and a living area.







#### Eskan Bank launches the "Dar wa Esteqrar" Campaign

Eskan Bank has announced the marketing campaign relating to Al Dar Mortgage Loans, for providing the mortgage loans on commercial terms. in the aftermath of its success in familiarizing esteemed public members with the supportive financial services that is offered by the Bank in addition to the housing loans that the bank has been providing residents with, ever since its establishment three decades ago.

In a statement released by the Corporate Communications department it was mentioned that: "the success of the marketing campaign that was initiated in early October under the title Dar wa Estearar has generated awareness about the product and and Bank's Call centre "Hala Eskan" received large number of gueries about the Al Dar Mortgage Loans. This reflects the growing public demand for this type of loans for meeting the housing solutions. Al Dar financial needs of Mortgage loan is considered as one of the best housing finance solutions where the client can avail loan upto 90% of the market value of the property.



## Eskan Bank Announces Corporate Promotional Program for ATM Users

Eskan Bank has announced the launch of Corporate Promotional Program with number of private sector companies to extend the benefits in the form of discounts to Eskan Bank customers when they make use of Bank's Debit cards for making the payments for their purchases.

The bank has signed agreements with over 30 companies and major commercial outlets ranging from Building Materials, Electrical supplies, Wood, Aluminum, Metal Works and Trading, Air-conditioning, Sanitary fixtures, Tiles' Industry, Carpentry, Furniture, Garden Furnishings and Home supplies, where the bank's clients could acquire significant cost reductions in the form of certain percentage of discounts while using the Bank's Dredit Cards for settling the payments.





Eskan bank, represented by its subsidiary Eskan Properties Company, has offered Golden sponsorship to the Bahrain International Exhibition 2010 (BIPEX). The exhibition was organized under the patronage of H.E. Sheikh Khalid Bin Abdulla Al Khalifa, the Deputy Prime Minister

During its participation in the exhibition, the bank has announced the launch of Isa Town Mixed use project. This project is located in the heart of Isa Town, consisting of residential units that cater to the needs of many low income individuals, and commercial units, administrative offices, and show rooms.. The bank also announced the Segaya project of 7 storied building located on Oman street, consisting of one-bedroom and two-bedrooms flats, in addition to community facilities and large car parking spaces.

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#### Making it easy...

Eskan Bank has initiated an introductory program with various Ministries, Government and Semi-Government establishments and public sector companies to introduce and market the bank's product & services. Officials from the Bank, visited the premises of these organizations / ministries and stationed there on specified days.

Officials from the Bank interacted with the employees of these organizations and explained them about the various products and services, including the Islamic Banking products, answered their gueries and helped them to complete the formalities of availing services from the bank. This program aimedat offering all possible has financial solutions to clients, introducing the banks services and products including the Islamic real estate loans and its many benefits like Murabaha, Istisnaa', and Ijarah, all derived from the Islamic Shariia, for purchasing or renovations purposes.











#### Parween Ali to Head Marketing and Sales

Eskan Bank has promoted Ms. Parween Ali as Head of Marketing and Sales Department. Ms. Parween Ali is having more thanr 20 years of banking experience ranging from Retail Banking, Mortgage Loans Product Development Both in Local Banks and reputed International Banks.

The promotion of Ms. Parween Ali reflect the bank's high regard for rendering equal opportunities to female employees. This enables women staff to establish solid grounds in the work place, employing one's expertise to effectively develop the performance of the establishment by occupying higher managerial posts especially when women represent 43% of the overall employees force of the kingdom.



### **Bank's Employees receive** training through TAMKEEN

The first batch of the bank's employees have enrolled in the Career Development Program in collaboration with Jawad Habib Company and Associates (BDO Consultants) as representatives of TAMKEEN.

The program aims at defining employees' skill deficiencies, to bridge the gaps if any to meet the job requirements, ultimately capitalizing on the employees' potentials to increase productivity, and consequently promote the employees to jobs better suited to their refined skills.

This employees' training programme is in line with the bank's endeavor to build up Bahraini employees' potentials, and provide adequate training to elevate the standards of their skills and reach excellence in the workplace.,







## Eskan Bank Celebrates Bahraini Woman Day

Eskan Bank celebrated the Bahraini Woman Day, an event Her Majesty Sheikha Sabika Bint Ibrahim Al Khalifa sponsors in early December of each year. The celebration this year was held under the slogan "Bahraini Woman and Volunteer Work, 55 Years of Involvement and Benevolence" under the Royal Auspices of His Royal Highness Prince Salman Bin Hamad Al Khalifa, the Crown Prince.

During the celebratory event organized on the occasion Bank's General Manager Mrs. Sabah AL Moayyad, in her address, pointed out the role of the Bahraini Woman as an integral partner in the building process of the Bahrain community on all level, and highlighted the woman's constructive role in the significant and highly regarded bank's operations.

Head of Group, Human Capital, Administration and communication Dr. Naeema Al Dosari, has emphasized on the importance of women valuable participations in all sectors of the society, placing significant emphasis on the role of volunteer work as this year's slogan, for it is regarded as one of the sophisticated human non-profitable actions with the sole purpose of fulfilling another human's need, and enabling him or her to overcome a life's hardship and to even direct his or her path to a better life.







# Congratulations

Mr. Rashed Juma from Administration Department was honoured for his sincere efforts in private sector honorary celebration held under the esteemed patronage of His Majesty the King Hamad Bin Isa Al Khalifa.

Congratulations Mr. Rasheed Juma on your achievement.



### **The Walkathon**



Eskan Bank has participated in the Northern Governate's Walkathon which was organized by the Governate in Hamad Town in October 2010 to commemorate the Diabetics Day

## Successful Efforts to Reduce Paper Consumption



To contribute to the Environment protection and to be a environment friendly organization Bank has initiated the Paperless project in the bank. Three major departments of the bank , IT, Operations, and Financial control have successfully managed to reduce the rate of paper consumption within their departments very drastically.

This is in line with the bank's strategy to adopt all environmental protective policies