

# Standard Chartered Bank

## Institutional Banking

### Banking for Banks

**5th Anniversary**  
Institutional Banking  
Standard Chartered Bank  
Bangladesh

#### Message from Bangladesh Bank Governor



I would like to congratulate the Institutional Banking Group of Standard Chartered Bank on its fifth anniversary in Bangladesh. Although five years is not a very long time, yet it has already played a significant role to develop the banking sector of the country. Nineteen banks are currently routing their trades through Standard Chartered's Institutional Banking network.

As we know, the main strength of Standard Chartered's Institutional Banking Group comes from the Bank's worldwide network, longstanding experience and leading position in the Asian markets. I would also like to recall its

initiatives to train the employees of other banks both inside and outside Bangladesh. Such efforts from Standard Chartered have largely benefited the financial community to raise the level of banking skills in our country. Hopefully, Standard Chartered would also participate in the development process of the country through such services as term lending.

I wish many more successful year to the Institutional Banking Group of Standard Chartered Bank.

*Mohammed Farashuddin*

Mohammed Farashuddin  
Governor  
Bangladesh Bank

#### Message from Head, Global Institutional Banking



It gives me immense pleasure to congratulate the Institutional Banking team of Standard Chartered Bank in Bangladesh on the celebration of its 5th anniversary. Institutional Banking has been amongst our fastest growing business segments since 1993, and the first relationship in Bangladesh was opened in December of the same year.

Today, the Institutional Banking of Standard Chartered Bank employs more than 250 employees worldwide selling trade, cash and credit products, as well as cross-selling treasury products and custodial services. Our success is due to Standard Chartered's skill

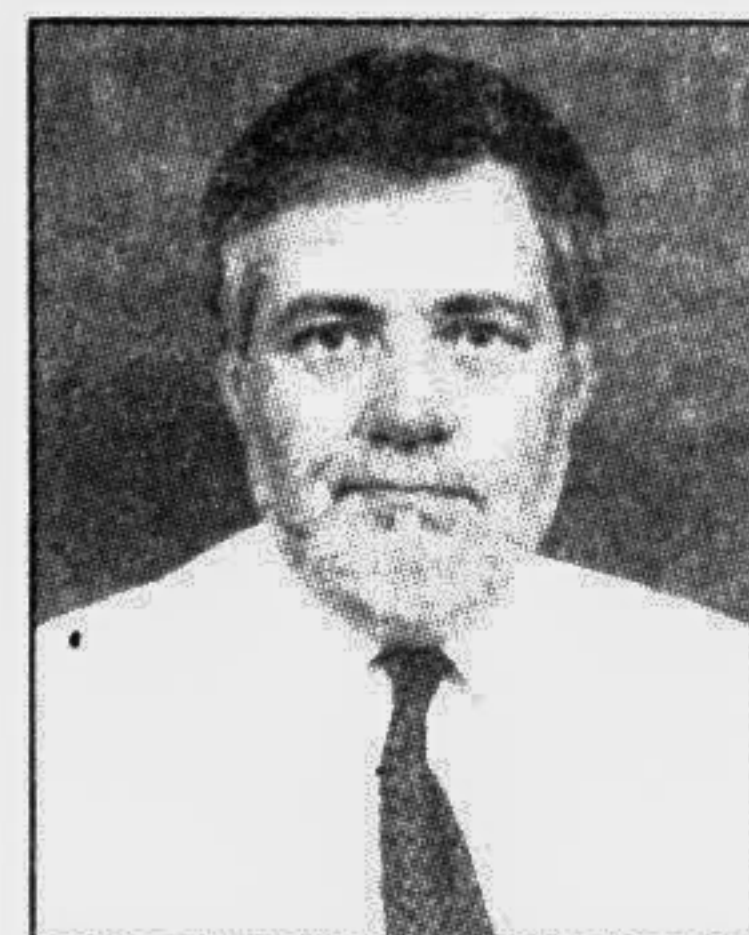
base, branch network and critical mass in the Asian markets.

Our Institutional Banking in Bangladesh has been a success since its inception and we hope that it will continue to grow in the future. I would like to take this opportunity to thank the Bangladesh Government through the Ministry of Finance and Bangladesh Bank as well as our clients for their co-operation and request them to join us in the celebration.

*Frank D. Robleto*

Frank D. Robleto  
Head, Global Institutional Banking  
Standard Chartered Bank

#### Message from Chief Executive Bangladesh



The Institutional Banking of Standard Chartered Bank in Bangladesh is celebrating its 5th anniversary this year and I would like to congratulate the team, which worked hard for its success.

Since its creation in 1993, the Institutional Banking of Standard Chartered has largely benefited from growing intra-regional and international trade flows in Asia and their expansion in Bangladesh. Our first Institutional Banking relationship in Bangladesh was started in December 1993 with Sonali Bank and today 19 leading banks are using our network to route their trades. Standard Chartered's network, in addition to local skills and market experience, has been the main strength of our Institutional Banking business in Bangladesh as elsewhere in Asia.

We are recognised in the Asian market for our extensive role in banking for banks.

In Bangladesh, we particularly take pride in the role of Institutional Banking to develop the banking sector through seminars, workshops and overseas training for the officials of other banks.

On this very special occasion, I would like to thank the Ministry of Finance, Bangladesh Bank, our clients and other agencies of Bangladesh Government whose co-operation over the years helped us establish and develop our Institutional Banking group in Bangladesh.

*Geoff Williams*

Geoff Williams  
Chief Executive, Bangladesh  
Standard Chartered Bank

## Banking for Banks in Bangladesh

Mamun Rashid  
Head of Treasury & Institutional Banking

#### Institutional Banking business in Standard Chartered

The Institutional Banking (IB) is involved in handling a range of transactions related to international trade and is primarily responsible for providing cross-border banking facilities. This business was initiated by Standard Chartered Bank when it acquired the international division of First Interstate in 1993. The business in its present form was created in 1995 when our investment institutions segment, comprising non-bank financial institutions such as fund managers, brokers and insurance companies, was transferred to IB from Corporate Banking. After the realignment, Institutional Banking now looks after Bank's business with banking and non-banking financial institutions and development institutions. IB in Standard Chartered Bank currently employs over 250 people world-wide involved in marketing trade, cash and credit products to banks and non-bank financial institutions. Additionally, it also cross-sells custody, treasury, syndication and investment banking products. It has been amongst the fastest growing business segments of Standard Chartered since its inception.

The success of Standard Chartered's IB business mainly lies in the bank's ability to forge traditional skills in cross-border trade with its particular geographical focus, thus developing a fast growing, highly profitable and distinctive business. Although it is a relatively new business for the Bank, its ability to meet the needs of other banks and financial institutions has already established Standard Chartered's reputation as "the banker's bank" amongst its clients world-wide.

While the Bank increased its focus on Asia, Africa, and the Middle East, operations elsewhere concentrated on providing customers in the OECD with a bridge to the emerging markets. And this has necessitated developing strong clearing, processing and settlement capabilities in major centres like London and New York. Standard Chartered holds very important position in New York CHIPS and London CHAPS.

#### Banking for Banks in Bangladesh

Ever since IB opened its first relationship with Sonali Bank in 1993, it has enjoyed undiminished progress in Bangladesh. At present, 19 local banks use its services to route their trades with different countries of the world. Although IB has shown impressive business growth, its focus is not only in generating revenue in our country. IB is committed to the development and expansion of financial markets in Bangladesh and is an active partner in the development process. It has also played a role in significantly assisting the expansion of country's foreign trade with other Asian and OECD countries. Every year, bankers and regulators from local banks and institutions are sent to overseas business centres in order to help them increase their knowledge in products and experience in market operations. Seminars and workshops are regularly held locally as well as abroad to promote similar understanding and knowledge amongst the local bankers and regulators. Our success in developing IB business in Bangladesh earned us the prestigious Group Chairman's Award. From December 1993 to December 1998, we have trained more than 500 local Bankers in our local training centre on 'Basics of Foreign trade', documentary credits, UCPDC 500, trade settlements, fraud forgeries in international trade, credit appraisal and management, basics of foreign exchange and treasury management. More than 150 bankers have been provided overseas training (in Singapore, Hong Kong, Dubai, London & New York) on trade management, treasury management and electronic banking. From the very beginning Standard Chartered wanted to remain identified in the development process of country's banking sector.

With the passage of 5 years, we now feel closer with our local banking clients and understand and appreciate their problems better. We appreciate the warm support and encouragement that we have received from our valuable clients throughout these years. Our commitment is to migrate best practices from the developed centres to Bangladesh and to help this emerging trading nation keep its flag flying across the world. We thank all our esteemed clients and the country's Central Bank for their support along the way.

## Congratulations!!

I am indeed happy to know that Standard Chartered Bank is going to celebrate the fifth anniversary of their Institutional Banking group in Bangladesh. The bank for its extra-ordinary services is unique in real sense as it offers highest customised services.

*Mahbubur Rahman Khan*  
Mahbubur Rahman Khan  
Managing Director  
Sonali Bank

Institutional Banking Group of Standard Chartered at Dhaka has been providing us excellent services since its inception five years ago. Being satisfied with their services we opened US Dollar Account with their New York Office. We are much happy with the services of Standard Chartered Bank as they strive to offer personalised services.

*M. A. Hashem*  
M. A. Hashem  
Managing Director  
Janata Bank

Given the local conditions, it is not an exaggeration to mention that SCB plays a vital role in extending corporate support to the local banks in meeting their global requirements. Besides, we feel obliged to mention that since inception of Eastern Bank Limited in 1992, SCB remains an outstanding partner in the development of mutually benefited banking activities specially in meeting global commitments.

*M. Khairul Alam*  
M. Khairul Alam  
Managing Director  
Eastern Bank Limited

Looking at the last five years, I consider Standard Chartered Bank as a trend setter in correspondent banking.

*Kazi Abdul Mazid*  
Kazi Abdul Mazid  
Managing Director  
Prime Bank Limited

We gratefully acknowledge their pioneering role in the development of our correspondent business and look forward to their constant support in the future, leading to a strong mutually beneficial relationship.

*Syed Anisul Huq*  
Syed Anisul Huq  
President and Managing Director  
Southeast Bank Limited

Active support, celebration and excellent service of Standard Chartered Bank have enabled us to develop a cordial relationship in the field of Correspondent Banking. We are grateful to the esteemed Institution and express our felicitation at the auspicious celebration of the fifth anniversary of its Institutional Banking Group.

*M. M. Nurul Haque*  
M. M. Nurul Haque  
Managing Director  
Social Investment Bank Limited

The Credit for excellent banking relationship goes to their "Institutional Banking Group". We expect their constant support and co-operation at all times.

*Md. Shawkat Ali*  
Md. Shawkat Ali  
Acting Managing Director  
IFIC Bank Limited

We at Dhaka Bank are quite satisfied with their quality of service and feel proud of being associated with Standard Chartered Bank. The Bank has a team of experienced and efficient personnel.

*Md. Mokhesur Rahman*  
Md. Mokhesur Rahman  
Deputy Managing Director  
Dhaka Bank Limited

The Institutional Banking Group of Standard Chartered Bank, Dhaka has added new dimension of service to the Institutional clients.

*Mohd. Lakiotullah*  
Mohd. Lakiotullah  
Executive Vice President  
National Bank Limited

### Congratulations to Institutional Banking of Standard Chartered Bank Bangladesh on its 5th anniversary



Agrani Bank



Janata Bank



Uttara Bank Limited  
Corporate Branch



National Bank Limited



সোনালী ব্যাংক  
Sonali Bank



IFIC BANK LIMITED  
আই এফ আইসি ব্যাংক লিমিটেড



National Credit and Commerce Bank Ltd.



ইসলামী ব্যাংক বাংলাদেশ লিমিটেড  
Islami Bank Bangladesh Limited



ইউনাইটেড কমার্শিয়াল ব্যাংক লিমিটেড  
UNITED COMMERCIAL BANK LTD.



আব-আরাফাহ ইসলামী ব্যাংক লিমিটেড  
AL-ARAFAH ISLAMIC BANK LIMITED



ব্যাংক অব স্মল ইন্ডাস্ট্রিজ এন্ড কমার্স  
Bank of Small Industries and Commerce  
Bangladesh Limited



EBL Eastern Bank Limited



Southeast Bank Limited



DHAKA BANK



Dutch-Bangla Bank Limited



PRIME BANK LIMITED



সোশ্যাল ইনভেস্টমেন্ট ব্যাংক লিমিটেড  
SOCIAL INVESTMENT BANK LIMITED



ন্যাশনাল ব্যাংক লিমিটেড  
NATIONAL BANK LIMITED

Standard Chartered