

## **KASB BANK LTD AND NESTLE PAKISTAN AGREEMENT- PRESS RELEASE IN ENGLISH VERSION**

KASB Bank joins hand with Nestle Pakistan to extend financing to its dairy farmers for the procurement of dairy livestock.

Lahore, 26th February 2010

An agreement was signed today at Nestle Office Lahore between KASB Bank Limited and Nestle Pakistan to facilitate its dairy farmers for the procurement of dairy livestock.

Speaking on the occasion Mr. Munir Saleem, Group Executive, Commercial Banking – KASB Bank and Mr. Raymond Franke - Country Head of Finance & Control Nestle Pakistan expressed their pleasure on signing this strategic partnership agreement between the two companies. While signing the agreement, Mr. Raymond expressed his satisfaction in the systems and capabilities of KASB bank to address the needs of its customers. He also expressed his desire to undertake more initiatives in other areas with the bank. Fatih Ermis – Business Development Manager Milk Collection informed that achieving economies of scale and bringing efficiencies in this traditional business is the need of the hour and Nestle Pakistan is already executing various projects to achieve the same.

Mr. Munir Saleem, added that KASB Bank is a mid size bank having one of its strategic objectives to extend structured financing in agriculture sector as it thinks future for banks lies in agriculture sector. He also expressed that it is a misperception that agriculture sector is a more risky sector than industrial sector as NPLs of banks in agriculture sector are much lesser than in industrial sector. He also said that livestock sector constitutes 11% of GDP of Pakistan and can not be ignored by the banks. Mr. Hamayoun Khan Babar, Head SME & Agriculture-KASB Bank said that non-farm segment of agriculture sector has huge untapped potential available for the banks and banks can earn good margins from this neglected segment through highly structured products.

KASB Bank recently opened its 100th branch and will continue to expand its strategic alliance with other reputed companies in almost all the segments of its businesses.



**Mr. Munir Saleem – Group Executive Commercial Banking, KASB Bank & Mr. Raymond Franke-  
Country Head of Finance & Control, Nestle Pakistan exchange documents after the signing  
ceremony of agreement between KASB Bank and Nestle Pakistan at Lahore.**

