THE IGI INSIDER

Volume-02

Welcome to IGI Financial Services – THE INSIDE PERSPECTIVE

Introduction :-

Welcome to the 2nd edition of the IGI Insider–your portal to the office news, current views and even hidden clues on what's more to expect in the ever changing world of IGI. After receiving such an amazing response to the first newsletter, we've decided to make this a regular addition to your inboxes. This edition of The Insider will be another eager attempt to increase interdepartmental communication and to give employees a chance to become better acquainted with each others' activities. We request all of you to think of this newsletter as a forum to write articles, share thoughts and of course gain insight on happenings around the IGI Group. Again we welcome all of you to send in your written contributions to the Insider and add more value to the next edition of our newsletter. As the famous author Toni Morrison once said,

"If there's a book you really want to read, but it hasn't been written yet, then you must write it."

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Keep your eyes on IGI while driving.

This October, we made our presence felt on the streets of Islamabad with Diamond Grade Reflector road signs clearly visible from afar, come rain or shine.

In a city that covers just over 900 square kilometers, 52 road signs have been furbished with the IGI brand. Whether you are driving your kids to school, or going shopping to the F-7 Markaz, you won't be able to miss the IGI name gleaming at you from the sides.

And if you are a pedestrian, you better watch out for the IGI road sign because we have our signs designed in such a way that if you don't notice them, you are bound to get hit by one.



IGI Financial Services on Business Recorder

If you are an ardent news reader, then the presence of IGI Financial Services on Business Recorder is probably no news for you. When you skim through your newspaper everyday, you will see the arrow pointed at you on the "Brief Recordings" page at the inside back of the newspaper.

You will also find IGI Financial Services on the business recorder website: *www.brecorder.com* with a dynamic flash presentation with a link to our website till November 2008. The website offers current news and detailed information about the financial aspects of Pakistan and has substantial viewership by a large part of our clientele, both retail and institutional.

IGI Financial Services is bent upon creating a top-of-the-mind recall for all its customers. As we move into 2008, IGI Financial Services is making its presence felt in Pakistan's financial market. The fact is evident in the number of people getting increasingly aware of the name "IGI" and its sphere of services.

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IGI
Financial Services



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The IGI Travel Sure Summer Festival

IGI Insurance Limited held a ceremony to conclude the IGI Travel Sure Summer Festival on Friday, 9th November 2007 at the Holiday Inn, Lahore. This event was organized by IGI Insurance Limited in collaboration with Global E-Commerce (Pvt) Ltd. (GE-COMM), the assigned distributors for Travel Sure, in order to commend travel agents for outstanding sales performance of Travel Sure Insurance Policies.



The Travel Sure Summer Festival lasted 2 months from June 1, 2007 to July 31, 2007 and included two lucky draws for the grand prizes; Philips Home theater for the single-trip policy for travel agents with outstanding sales performance and the Philips Flat Screen 21" Television for the multi-trip policy for agents selling a high number of policies during the 2 months.

The winners of the lucky draw were Travel Technique-Sialkot for the multi-trip policy and Marco Polo Travels-Lahore for the single-trip policy. The winners were announced by Mr. Mustafa Chinoy, Chairman GE-COMM.

Fund Select Mall Event

In continuation with its objective to increase awareness about mutual funds, IGI Fund Select conducted activities throughout various malls in Karachi. In mid-November, the Fund Select team set up kiosks at 'The Forum' for two weekends and continued the same at 'Park Towers' for two weekends thereafter. The mall activities helped promote Fund Select's mutual funds advisory service and aided in educating individuals about mutual funds. Our pitch to customers is that we help them plan and decide about their investments in line with their financial objectives at no additional cost. Along with receiving investment advice, customers had a chance to win DVD players, mobile phones & leather bags via two lucky draw contests during the event.



IGI Investment Bank's mutual fund advisory service, Fund Select has come a long way in providing education and awareness of mutual funds to investors. It has managed to attract over Rs. 15bn in investment from both retail and institutional clients since its launch.

A Step Up in Savings

IGI Investment Bank is going a step forward in promoting it's CODs by introducing the 'Step Up Savings plan', a flexible deposit plan ideal for all sorts of investors with a deposit duration of their choice, ranging from 1 month to 3 years and a profit payment frequency according to their convenience. The profit on deposit increases as the deposit tenure increases.

The Step Up Savings Plan has been developed as a result of increasing demand for a flexible Deposit Scheme making it ideal for all types of investors, ranging from corporations, high net-worths and real estate dealers to sole proprietors, salaried individuals and housewives.

STEP UP
Savings Plan

Deposit Duration	Profit Payment Frequency				
	Monthly	Quarterly	Semi Annually	Annually	On Maturity
01Month	-	-	-	-	8.25
02Months	-	-	-	-	8.50
03Months	-	-	-	-	9.00
04Months	-	-	-	-	9.25
06Months	-	-	-	-	9.50
01Year	9.00	9.25	9.50	9.75	9.75
1.5Years	9.25	9.50	9.75	-	10.25
02 Years	9.50	9.75	10.00	10.25	10.75
03 Years	9.75	10.00	10.25	10.50	11.00

IGI Investment Bank is licensed to carry out Commercial Financing and Lending and Leasing Services under the NBFC Rules. The Treasury has been constantly engaged in mobilization of short term and long-term deposits through the Bank's Certificate of Deposit Scheme (CODs) since 1990.

IGI Investment Bank is the only bank offering the option to place a monthly deposit and receive an annual return as high as 8.25%. Furthermore, investors can receive an 11% return if they invest for a period of 3 years. We hope this offering will bring an unprecedented increase the size of the company's COD portfolio and we look forward to your support in achieving this milestone.

Note: Deposits of above 5,000,000 are negotiable. All employees introducing an investor are eligible for a commission of 0.1% per annual deposit.

Protect your home with IGI Insurance Ltd.



When customers ask for protection at an affordable price, IGI Insurance Ltd. always gives them the right answer. The company has become one of the leading insurance providers in Pakistan by continuously offering innovative products to serve its customers. In December, the company launched its 'Home Cover' plan, a home insurance that provides comprehensive coverage to home owners & renters against loss/damage caused by fire, natural disasters, accidents or robberies for a maximum of Rs. 20 million. The insurance will give home owners peace of mind that their homes are taken care of during unexpected mishaps and circumstances. 'Home Cover' can be added to a long list of insurance products the company already offers such as Fire, Marine, Motor, Travel, Miscellaneous and Health.

ECONOMIC GROWTH, THE INDIAN ROUTE

There was a noticeable air of excitement at the IGI Forum Office on the morning of August 9, 2007. Senior executives were seen scouting the office for any irregularities while the administration staff was on high alert at all times. A photographer stood at the entrance with his hi-resolution Nikkon Camera geared up to capture a moment of value on film while Sobia Din and Rizwan Butt patiently stood at the entrance to welcome the attendees of the Seminar.



Mr. Alagappan Murugappan (Muru), the Executive Vice President of ICICI Securities Limited India was scheduled to arrive that morning. Muru is a Cambridge educated lawyer with over 13 years experience in stock broking, investment banking and private equity in UK and India. He was invited to Karachi by Rizwan Butt, CEO of IGI Securities Limited for a 2 day session to speak on pertinent topics relating to the development of the Capital Markets in the South Asia region.

Among the chaos and pandemonium that an ordinary event such as rainfall brings about in our country, Muru was able to make his arrival at 2.00 p.m. that Thursday afternoon. After a warm welcome at the entrance and a short briefing on his schedule from Sobia and Rizwan Butt, he was escorted to the board room where he had a 3 hour session with heads of esteemed institutions nationwide. Among the attendees were Ikram H. Mian, CEO AMZ Asset Management, Salman Haider Sheikh, CEO Faysal Asset Management, Tauqeer Mohajir, CEO Money Magazine, Ghazanfar Ali, CEO Indus TV Network and senior officials of IGI Financial Services. After the session, refreshments were served in the cafeteria and Muru departed to the hotel but only for a breather. Later in the evening he was invited to Javed Hasan's house for a casual mingling with eminent members of other institutions.



Next morning, Muru arrived at the Forum Office and started off with an important meeting with Rizwan Butt to discuss the strategy of the 2 companies moving forward. Shortly afterwards, they both were seen on Business Plus in a detailed discussion with Shahzeb Khanzada. Previously, the media had hounded the marketing department to get their hands on an exclusive interview with Muru, after all it's not very often that delegates from India visit Pakistan to discuss issues for the common good of the sub-continent.

Lunch was arranged at the Sheraton Hotel with the IGI Securities team and at 3.00 p.m. Muru and another entourage of distinguished individuals gathered again in the board room. The topic at hand was the Development of the Indian Capital Markets. Among the invitees on this session were Asad Umer, President Engro Chemical Pakistan Ltd, Hussain Dawood, Chairman Dawood Group, Naz Khan, Director & CEO of KASB Funds Ltd, Humayun Murad, CEO Orix Leasing and Dr. Amjad Waheed of NAFA Funds.



At 6.00 p.m Muru was seen off by the IGI Securities staff and he made his way back to his hotel room from where he made preparations to return back to India. An evening of golf had to be cancelled owing to the shortage of time as well as the onslaught of rain but despite these hindrances, Muru's visit to Pakistan went unmarred and whatever inconvenience was caused by the rain was taken in good spirit. While being driven to the hotel he exclaimed, "apnay Mumbai mein tow iss say bhee zyada pani bhar jaata hay".

On his visit, Muru pointed out that there is a great similarity in the economic structure of Pakistan and India in terms of currency, education levels and culture and the two countries can benefit significantly by sharing securities based research. He remarked on how Indian economy and Indian Capital Markets have developed over time and how Pakistan's economical structure is built along an identical framework. Muru's visit was a landmark achievement in laying the foundation towards a progressive business relationship between the 2 companies.

IGI Securities introduces SMS service

With the growing need to stay connected to customers nowadays, IGI Securities Ltd. has launched a new SMS delivery service that will instantaneously confirm any trading transactions a customer makes. Normally customers don't have much time to access their accounts and check if their transactions have been processed. Now whenever customers buy or sell through IGI Securities, they will be able to receive instant validation right on their cell phones giving them peace of mind that their transactions have been executed on time and according to their wishes.

IGI Securities is one of the few brokerages in Pakistan offering this convenient SMS service to its customers. The service is the latest value addition from the company and will be available for both brokerage and I-Trade customers after November, 07. Now staying connected and having information right at your fingertips will be easy as 1-2-3!



The IGI Income Fund

The IGI Income Fund (IGIIF) is the first fund of IGI Funds ltd. Launched in April 2007, the fund, yielded a pleasing response from its investors with Assets Under Management (AUM) of Rs. 1125 million during the Pre-IPO and the IPO period. Since then the fund size has doubled to more than twice the size to over Rs. 3 billion on December 31, 2007.

There are various aspects of every fund that differentiates it from its competitors and in this passage we will look closely at the IGI Income Fund since inception. To begin with, let's examine the fund facts:

Snapshot (as on December 31, 2007)

Fund type	Open-End fixed income fund
Launching Date	April 14, 2007
Benchmark	1 month KIBOR
Net Assets	PKR 3.005 billion
Management Fee	1.25%
Sales Load	Currently 0%
Listing	Lahore Stock Exchange
Trustee	CDC Pakistan Ltd.
Auditor	KPMG, Taseer Hadi & Co.

Investment Objective

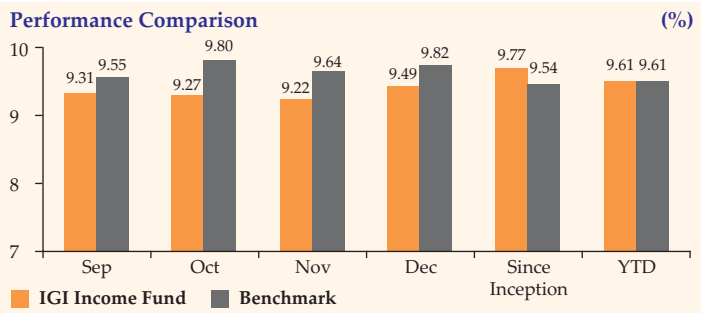
The investment objective of IGI Income Fund (IGIIF) is to minimize risk, construct a liquid portfolio of fixed instruments and provide competitive returns to the Unit Holders. The management team shall ensure the active implementation of prudent investment practices, the highest professional standards and compliance with applicable laws.

Investing in a mutual fund is a good way to emphasize your current capital but choosing the right fund is not always easy. The first step is to identify your own investment objectives, which could differ from saving up for a major future purchase, your children's education or accelerated capital growth. Another point to consider is also the amount of risk that you may be willing to take; therefore, there are different types of funds to service a range of investment objectives.

Fixed income funds are generally safer than equity investments. An Income Fund aims towards providing a regular stream of income to the investor. Therefore, they invest in medium to long-term debt instruments such as TFCs, Government Securities and a combination of short-term CFS and high yielding bank deposits. The IGI Income fund is an example of one such fund, competing with approximately 21 other income funds in the Pakistani market which have somewhat similar investment objectives.

The Benchmark

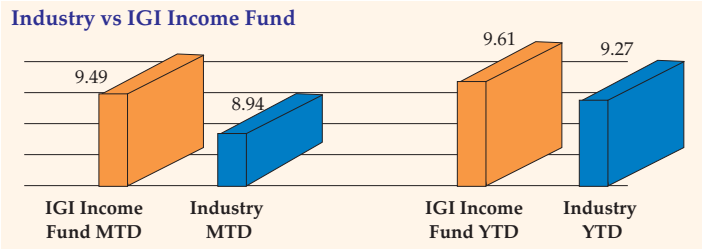
The Benchmark for the IGI Income fund is the Karachi Inter-Bank Offer Rate (KIBOR) 1 –month which is usually the benchmark of other income funds. Since Inception, The IGI Income Fund has yielded the following results.



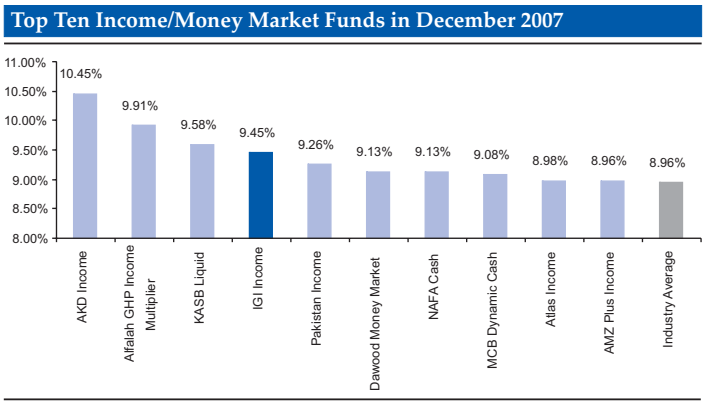
The benchmark has remained high over the last three months since withdrawal from the banking system was high on account of Eid, Christmas as well as the unfortunate demise of the former prime minister. The liquidity has declined in the market; as a result, the entire industry has been struggling to stay abreast of the benchmark.

Industry

Looking at the industry, the annualized YTD return of the entire industry (19 income/money market funds) was 9.27% and the average MTD return of the industry was 8.94%.



During the month of December 2007, the fund's return was the fourth best among the total income/money market funds in the industry.



Fund Size

The Fund Size of the mutual fund can also be used as an indicator of the fund's health for it representative of investor confidence in the capabilities of the fund manager to provide better returns. The fund size of IGI Income Fund stood at Rs. 3.4 billion as of Nov 30, 2007 which is on the low compared to other funds launched in the year 2007.

Open End Mutual Fund	Asset Management Company	Inception dates	Fund Sizes as at Dec 31, 07 (bn)
AKD Income Fund	AKD Investment Management Ltd.	7-Mar-07	10.51
HBL Income Fund	HBL Asset Management	19-Mar-07	9.5
KASB Liquid Fund	KASB Funds Ltd	9-May-06	9.26
MCB Dynamic Cash Fund	MCB Asset Management	1-Mar-07	6.8
Meezan Islamic Income Fund	Al Meezan Investments	15-Jan-07	4.84
Faysal Savings Growth Fund	Faysal Asset Management	14-May-07	3.54
IGI Income Fund	**IGI Funds Ltd**	**16-Apr-07**	**3**
First Habib Income Funds	Habib Asset Management Ltd	30-May-07	2.36
Alfalah GHP Income Multiplier Fund	Alfalah GHP Investment Management	15-Jun-07	2.63
BMA Chundrigar Road Saving Fund	BMA Asset Management Company Ltd.	23-Aug-07	2.4
NAFA Islamic Income Fund	National Fullerton Asset Management Ltd	29-Oct-07	0.91

Consistency

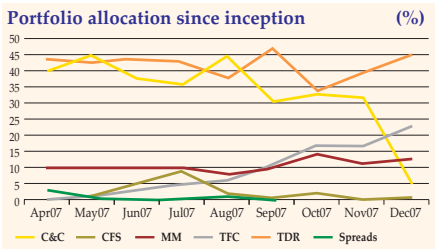
One of the strongest attributes of the fund has been its consistency in performance. The Sharpe ratio for the month of December was 0.28 only. The Sharpe ratio also known as the reward-to-variability ratio is a measure of the excess return (or Risk Premium) per unit of risk in an investment asset or a trading strategy. The Sharpe ratio is used to characterize how well the return of an asset compensates the investor for the risk taken. The low Sharpe ratio of IGI Income Fund is due to minimal risks that have been taken by the fund. It is imperative to note that during the first half of FY 07-08, the fund has demonstrated an outstanding consistency in its performance.

Fund's Return	Dec	Nov	Change
Month on Month	9.49%	9.22%	+ 0.27
YTD	9.61%	9.56%	+ 0.05
Since inception	9.77%	9.72%	+ 0.05
Standard Deviation	0.26%	0.25%	+ 0.01
Sharpe Ratio	0.28	0.37	- 0.09

Management Fee

The management fee which is the primary source of revenue is charged to the Net assets of the fund as a percentage. The management fees differs from organization to organization. For the income fund market it averages around 1.325% per annum whereas IGI Income Fund charges 1.25%. This means a lesser amount is deducted out of the total net assets of the fund compared to most others.

Portfolio Allocation



The Strategy of the fund manager has always been to utilize the best rates in the market. As there has been no extraordinary return in CFS in the last few months, exposure has been significantly reduced and simultaneously, the fund reduced its exposure in Ready/Future transactions and increased its exposure in the Term Finance Certificates which has been the highest yielding instrument over the last few months (providing over 11% returns). This move has helped maintain minimal volatility in the NAV and provided positive returns to the investors making the fund stand among the top quartile in the industry.

An average investor needs to consider a few things such as their investment duration, liquidity they require, their return expectations, asset allocation of the fund and a performance comparison to other similar funds in the market before they make a sound investment decision.

The IGI Income Fund therefore is ideal for investors looking for a steady stream of return over the long run with low risks and the flexibility to invest and withdraw according to their desired time frame.

IGI Funds introduces 'Systematic Investment Plan' for employees

The best way to ensure financial security in the future is to start saving for it right now and IGI Funds is helping employees do just that. They began touring the Karachi offices on October 29th to promote the recently launched 'Systematic Investment Plan' in which employees can easily invest in the IGI Income Fund by making monthly contributions from their paychecks. Syed Hasan Askary, AVP & Head of Retail Sales eagerly introduced the plan to all the departments and stated that it is designed especially keeping IGI employees in mind who may not always have an opportunity or time to consult anyone about their investment options.

Employees can avail all the benefits offered to regular investors such as personal accidental insurance coverage, low management fee, a diversified portfolio with a stable rate of return and many tax advantages along with a direct deposit option from their paychecks. "**The best part for employees is they will no longer have to contact a CBR representative to receive a tax rebate, they can simply contact their HR team and request to receive a tax credit for up to Rs.300,000 based on their total investment. Another major advantage to this scheme will be that employees will be able to receive sound investment advice from our very own in-house professionals,**" according to Mr.Askary. They can start enjoying returns with this plan by simply by making a minimum initial investment of Rs. 5000 and then subsequently making minimum investments of Rs. 1000 or more on a monthly basis.

Example: If an employee initially invests Rs. 5,000 and subsequently invests Rs. 1,000 on a monthly basis, the position of his / her investment after 20 years at an annualized return of 9.50% (based on current yield) would be as followed:

	Amount Invested	Portfolio Size
In Year 1	Rs.16,000	Rs.16,997.50
In Year 2	Rs.28,000	Rs.31,135
In Year 5	Rs.64,000	Rs.73,975
In Year 20	Rs.244,000	Rs.480,550

Or

Example: If an employee initially invests Rs.50,000 and subsequently invests Rs. 5,000 on a monthly basis, the position of his/her investment after 20 years at an annualized return of 9.50% (based on current yield) would be as followed:

	Amount Invested	Portfolio Size
In Year 1	Rs. 105,000	Rs. 112,362
In Year 2	Rs. 165,000	Rs. 185,425
In Year 6	Rs. 405,000	Rs. 534,675
In Year 20	Rs.1, 245,000	Rs. 2,475,250

Employees can enroll in the 'Systematic Investment Plan' by submitting a form to HR or by singing up for the plan on IGI Fund's website. We would like to congratulate IGI Funds for introducing such a plan and thanks to Hassan Askary for taking such great initiative and sharing the information with us!

Free personal accident insurance with IGI Funds!

IGI Funds is proactively coming up with ideas to attract new investors and build better relationships with existing ones. The company, in collaboration with IGI Insurance Ltd., now offers complimentary personal accidental coverage to all of its retail investors, old and new to further promote IGI's Income Fund(IGIIF). The insurance will entitle investors to a maximum of Rs.100,000 coverage against an accidental death or permanent disability. Investors who make even an initial investment of Rs. 5,000 in IGIIF will be able to reap benefits of this coverage. So there you have it, another reason for you to invest in IGIIF!

Employee in Spotlight

In this issue of employee in the spotlight, we chose to interview Mr. Shafqat Ali Shah, VP IGI Securities, Islamabad. Mr. Shah joined IGI in April 2005 and he currently holds the title of **highest seller in IGI Securities**. He is responsible for the brokerage firm, risk management, trading, administration, business development, marketing, and coordinating with Karachi and Islamabad Securities offices.



1. Where did you study?
at Hamdard University and also attended the Punjab some time.

2. ***How did you land this job?***
I was working with Escorts Investment Bank and also had experience working at Fidelity. I have been with the brokerage industry for the past 11 years so your name gets pretty well known in the market when you have been around for so long. I was fortunate enough that IGI also heard my name.

3. The thing you like best about working at IGI?
Whenever I've worked with other companies, I've always felt there was something lacking. Those organizations were more concerned with getting sales where IGI actually nurtures and develops employees. It gives you a platform to learn while the others were more concerned with getting business.

4. One thing you wish you could change about IGI, if anything?
The IGI Securities team meets every 3 months to exchange ideas and make improvements in the company. So every time I've wanted to implement a change, I've mentioned it in the meetings. It's not about 'wishing' for change, it's all about making changes happen.

5. What is your philosophy in life?
Knowing what you want and getting what you want are interrelated. Once you set your mind to something, make sure you follow through on it otherwise don't think of it in the first place.

6. How would you describe your office life?
There are 2 very hectic jobs out there. One is that of an air traffic controller and the other one that I have as a stock broker. [Laughs] You have to be on your toes at all times because the stock market is impacted by fundamentals and politics. Overall it's a very busy life.

7. What was the funniest incident that's ever happened with you at IGI?
There was a time when a man in shalwar kameez was roaming around the office while I was talking to a customer. This man all of a sudden began giving advice to the customer so I told him to wait patiently in the waiting room instead of roaming around. He turned out to be the Risk Management Head.[Laughs]

8. What do you think it takes for an employee to qualify as "employee in the spotlight?"
When you work for an organization, consider it as your own. And rather than thinking about what your company can do for you, think of what you can do for the company. If you think along these lines, you'll automatically reap the benefits.

9. Any words of wisdom you would like to pass on to your colleagues?
There are two types of thinkers out there; one is a cynic, the other, an intellect. The only difference between them is their outlook to life and how they act on the things they plan. Like I tell whoever I can, once you decide on what you want to do, act on it!

10. You are the highest seller (Congratulations!), what motivates you, how did you get to this point?
My hair has turned gray [Laughs]. I think books are highly motivating; I enjoy reading success stories of people who made it from nothing to something.

11. Rate the following in order of priority: Money, promotion, recognition.
Money would have to be first; recognition will come as long as you're working hard and then promotion.

12. Who is your favorite super-hero?
My favorite super hero would have to be Lance Armstrong. He has cancer, but the will of a stallion. He has won Tour de France 7 times and he still hasn't given up on life despite being so ill.

Humor therapy

Ever hear of the saying, "laughter is the best medicine"? This cliché may actually hold a lot of truth behind it. Studies show that laughter is found to lower blood pressure, reduce stress hormones, and also boost the immune system which helps us fight those terrible diseases. Don't think of this as some new pseudo-science, research shows that when you hear a joke, your brain integrates and balances activities in both hemispheres. It also increases the levels of endorphins in your blood stream and lowers the dopamine hormone which is a blood pressure elevator. The result is a lighter, happier, and healthier you.

Laughter Yoga, is a new form of alternative medicine gaining popularity nowadays that proves laughter can cure pretty much any ailment imaginable. The exercise involves deep breathing, stretching exercises, and simply laughing your heads off. "The trick is to laugh uproariously even if the laughter is forced", says Dr. Madan Kataria, an Indian doctor who invented the technique. It doesn't only provide psychological benefits but also makes you healthier physically. "One minute of laughter is equal to 10 minutes on the rowing machine."

Whether you are laughing with someone or at someone, the bottom line is you can't lose when it comes to laughing. We should all make it a daily habit of laughing at least 10 minutes a day to improve our health and our overall wellbeing. And remember, our health is no laughing matter, but ultimately it just might be!

Fun with words & phrases

What do you think are the meanings of the following:

1. Asinine
2. Deleveled
3. Funny business (informal)
4. Baker's dozen
5. Affluenza

1. Asinine: incredibly foolish, 2. Deleveled-to come down a level. 3. Funny business (informal) dishonest or unpleasant actions. If you try any funny business you'll be sorry. 4. Baker's dozen: A regular dozen is twelve, but a baker's dozen is 13., 5. Affluenza: A social condition arising from the desire to be more wealthy or successful

IGI Idle(s)

By Tahir Abbasi

By no means is this a spelling error. This is actually what I meant in contrast to the American & Indian Idols. The "farigh" people (Urdu word for idle, unoccupied, inactive, unused, out of work etc.) of IGI Investment Bank got together once again to show off their recreational skills and to quench their thirst for an outing (English word for "ghull gapara") . For those of you who didn't understand, this means "wellas" in Punjabi.

This time the "farigh" group included myself, the leader of the "farighs," Farhan Qamar, Fahad Syed, and Muhammed Shoaib, whereas the IGI Insurance team was represented by Agha Fahad.

As usual, Fahad Syed ditched us again at the last moment citing "babysitting his children" as the reason. (I guess babies which will take another millennium to come to this world). He always makes excuses which one finds very difficult to believe. Fahad has officially been named the "farigh" ditcher of IGI Investment Bank

This time the venue was the Bowling Alley, the Investment Bankers were challenged by none other than Mr. Agha Fahad, the bowling champion of IGI Insurance. We, the "chota pandas" on the other hand, were seeing such a big ball for the first time. Apart from Farhan Qamar who seemed to know how to play, Muhammad Shoaib and I were trained on the spot by Agha Fahad on how to run down the alley.

Agha Fahad led the way by showing off his skills and bowling marvelous throws. We, the minnows of the challenge waited, for a miracle to happen as the game proceeded. The residents of "the other side of the bridge" realized that the game was very similar with the ones we used to play on the roads and in our universities with the law enforcing agencies in times of riots, by creating blockades & then throwing stones on them. This was the time when things started changing & then I came out as the savior of IGI Investment Bank leaving IGI Insurance behind by 5 points. The game ended with the following points:

Player	Points
Farhan Qamar	108
Agha Fahad	143
Tahir Abbasi	155
Muhammed Shoaib	54

A late night dinner was held to celebrate the occasion and to remind us that besides the game, we are all a team and we have to work together to bring out the results for IGI, irrespective of the company we work for. This was by no means an ego war; it was more of an outing and a recreational event amongst peers. The event made the bond amongst us even stronger.

The "farigh" group will continue to have such outings and events to make sure that we are not only friends in the office but are also buddies after office timings. The next event is crabbing, so all those aspiring to join the group (and I know there are lots of them out there) make your self ready for the mega event.

For those of you who would like to be a part of these fun activities and know more about the current happenings around IGI, look in your Microsoft Outlook's inboxes under IGI News. Please see an IT professional for further help.

A Recovery Expedition

By Shan Mehdi

Recently, I went to Multan to facilitate the repossession of two buses which were leased to a party. This party hadn't paid its rentals for some months and was labeled a default client. They had also refused to liquidate the liability in the near future. Consequently, it was decided to repossess both the buses which were reportedly driven on long routes as soon as possible. The repossession agent and I completed all the necessary legal paper work and we began our journey by flying out to Multan at 8:00 am.

Soon after arrival, we went to Lari Adda and searched for the two buses. In between our search we also went to the concerned Police Station and served a letter informing the repossession action which was justified through papers.The police was even ready to accompany us and help facilitate the repossession. At 9:30 pm one of the buses arrived from a long route, but we didn't capture it right away as it would give a chance to the defaulter to hide the second one. We placed a local person of our confidence near the bus with the instruction to inform us immediately via phone if the bus was to move. At 1:30 am, the second bus arrived and parked 1 km away from the first one since it was on its way to another route. When all the passengers were off-loaded, we asked the driver to hand over the possession of the bus to us on the strength of the papers. He jumped out and almost ran to the default company's office where the manager came out with a number of people, understood the entire situation yet remained reluctant to give us the possession of the buses; he instead ordered cold drinks for us and the policemen.

The default company's manager told us that the driver was gone and had taken the keys with him. We managed to hire a nearby tow truck and only when we started towing the bus, the manager of the default company came out with keys. The whole process took almost 2 hours. The vehicle was sent in police custody with our hired driver to the concerned police station. It was arranged with the police in advance that the possession would be with the bank and no report/FIR/Roznamcha would be entered or lodged in case no resistance was given.

In the meantime the default company's manager took out two tyres of the second bus and a number of parts from the engine, and fled away. We brought over a mechanic who was sleeping nearby who told us that the bus wouldn't be able to be driven until the missing parts are found. The defaulters were out of contact so we posted two people near the bus for the remaining part of the night so that the defaulter would not play smart to move the bus in our absence. We had to wait till morning to buy/arrange for the missing parts. We came to our hotel to sleep for the remaining 2-3 hours. At 5'O clock, a sentry called me on my cell phone to let me know that some people were mending the engine and fixing the tyres. We rushed to the bus stand and one of us fetched a policeman from the concerned police station. The driver/mechanics were working on the bus eagerly when we reached the 2nd bus. We didn't come in the picture until the bus started and this time they couldn't escape with the keys. Our hired driver was already gone, so we asked the default company's driver, of course with the policemen's help, to take the bus to the police station.

Finally, at noon we removed both the buses from the police station to a safe place in our custody & with the 4:00 pm flight we came back and ended our recovery expedition.

	9	3			2		7	
7			1				9	2
1			4		7	5		
	8		5			3		6
	1			2	3		4	
4		7	6				2	
		9	3		1			7
8	7				6			9
	4		7			2	5	

SUDOKU

Rules:
A number (1-9) should appear only once in each row, only once in each column and only once in each square.

Fill the puzzle and send it back to us and be entitled to win fabulous prizes. First 3 enteries will be entitled for exclusive gifts.

Your contributions & feedback are most welcome, please take the time to write to us at:

marketing@igi.com.pk

Laugh it off!









offthemark