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PRESS RELEASE

NBP WINS “TOP CORPORATE FINANCE HOUSE” AWARD

Karachi July 12, 2012: Based on the value of transactions closed in 2011 by NBP Investment Banking the CFA Association of Pakistan has declared NBP the winner of the ‘Top Corporate Finance House (Fixed Income) Award of the Year 2011’. Based on a competitive process an independent panel of judges determined that the volume, number, transaction complexity and other criteria made NBP the winner of the award.

NBP was also declared the winner for the “Transaction of the Year-2011” award by the CFA Association of Pakistan for the Private Placement and Offer-for-Sale of Engro Foods Limited. The CFA Association of Pakistan’s panel of judges, based on the innovativeness of structure, suitability to customer’s requirements, transaction size, width of distribution and the transaction’s impact on Pakistan’s financial markets, determined that NBP’s investment banking advisory made it eligible to win the award.

The Engro Foods Limited (EFL) transaction was the largest public equity transaction in Pakistan in CY11. The total size of the transaction was PKR 1,875mn, out of which PKR 1,200mn were offered to foreign investors in a private placement while PKR 675mn were offered to the general public in an Offer for Sale (OFS). NBP acted as the Joint Financial Advisor and Lead Manager and successfully advised Engro Foods Limited for raising PKR 1,875 Mn of equity capital, of which PKR 1,200 Mn was successfully placed with private investors, with a substantial portion taken up by foreign investors. The transaction has added PKR 7.56 billion to the listed capital of Pakistan’s capital markets and added PKR 48.74 billion to its market capitalization (as of June 30th, 2012).

Investment banking at NBP has also been a significant component of the bank’s portfolio of products and services offered to its client base. This area specializes in loan syndications, infrastructure and project finance as well as structuring capital markets transaction in the debt and equity arena – issuance and/or listing of shares and Term Finance Certificates, as well as capital-related advisory services for corporate customers.

National Bank of Pakistan (NBP) is the largest commercial bank in Pakistan with total assets well in excess of PKR 1.15 trillion (as on December 31st 2011). NBP was incorporated in Pakistan under the National Bank of Pakistan Ordinance, 1949. It is involved in commercial banking and related services in Pakistan and abroad. With one



of the largest domestic branch networks (consisting of 1,277 branches) across Pakistan as well as representation in 6 international geographical areas ranging from North America to the Far East as well as a joint venture operating in the United Kingdom (United National Bank Limited), besides having subsidiaries in Tajikistan (NBP Tajikistan), and Kazakhstan (NBP Kazakhstan). NBP is Pakistan's largest international commercial bank. Recognition of NBP's strength has been the fact that the Banker Magazine (UK) has awarded 'Bank of the Year' in 2008, 2010 and 2011 and is listed among the top 1,000 banks of the world for 2012. Global Finance Magazine has awarded NBP as the "Best Emerging Markets Bank (2011)".

Yours Sincerely,

Aamir Abbasi
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Corporate Communication Division
National Bank of Pakistan