



FINANCIAL MARKETS ASSOCIATION OF PAKISTAN

C/o Financial Markets & Country Treasury
American Express Bank Limited
1st floor, Shaheen Commercial Complex
Dr. Ziauddin Ahmed Road, Karachi.
Tel: 263 0343 Ext. 289
Fax: 263 6483
Web: www.fma.com.pk
Affiliated with ACI

March 03, 2005

FMAP/GS/SECP/Misc-0025/2004

President

SALMAN A. USMANI

Senior Executive Vice President
Head of Treasury & FX Group
Muslim Commercial Bank Ltd.

General Secretary

ASAD QURESHI

Head of Financial Markets & Treasurer
American Express Bank Ltd.

Assistant Secretary

ARIF RAZA

Chief Dealer MM/FX
Soneri Bank Ltd.

Treasurer

MASOOD A. S. WAHEDNA

SVP & Chief Dealer Treasury
Saudi Pak Commercial Bank Ltd.

MEMBERS EXECUTIVE COMMITTEE

ASAD ALI MULJI

AVP & Treasurer
First Standard Investment Bank Ltd.

MUHAMMAD RIZWAN MALIK

Dealer Money Market
Habib Bank Ltd.

PERVEZ SHAHBAZ KHAN

VP & Senior Dealer Money Markets
ABN AMRO Bank N.V.

ZAFAR HUSSAIN

Senior Dealer FX
Prime Commercial Bank Ltd.

ZARAK MOORAJ

Head of ALM & Senior Dealer MM
Union Bank Ltd.

Muhammad Siddique

Additional Registrar

Company Law Division
SECP Headquarters, Islamabad.

Dear Mr. Siddique,

Subject: Brief Overview of Financial Markets Association of Pakistan & its Contribution towards Financial Market Development as required under Rule 6(2)(g) of 1985

Please refer to our several discussions pertaining to above captioned subject and in light of our pending application for grant of License under Section - 42 of Companies Ordinance 1984.

The **Financial Markets Association of Pakistan** was formed in 1997, as a Non-Profit/ Non-Commercial and Self-Financed association of Financial Markets Dealers. The members of the Association are drawn from Dealing Room Staff of all Scheduled Banks, NBFCs and FX/MM Interbank Brokerage Houses. FMAP currently has about 285+ members & its members annually elects the governing Executive Committee or the Board.

FMAP is affiliated with "**Association Cambiste Internationale - Paris**", an International Association of Global Financial Markets, like other similar National Associations in major & emerging markets. *[See ACI National Associations Page].*

MISSION STATEMENT of FMAP

"To be regarded within the Financial Market fraternity, regulators, and banking community as the leading Association representing the interest of Financial Markets and to actively promote the educational, professional, ethical, and social interest of the Financial Markets and the Banking Industry".

MAJOR OBJECTS OF THE ASSOCIATION

- i. To undertake to maintain professionalism/ ethical standards which are upheld by all members of the Association.
- ii. To function as a principal interface with the regulators on issues impacting Domestic Financial Markets.
- iii. To undertake Market Developmental activities within Pakistan, such as, introduction of Benchmark Rates and new Financial and Derivatives Instruments, Bond Indices etc.
- iv. To adopt/develop international standard practices and a Code of Conduct in the above fields of activity. To devise, develop and adopt standardized Best Practices in the Financial Markets. To develop standardized sets of documentation for Financial Instruments.
- v. To Organize Educational/Professional Activities for betterment of its Members and Development of the Domestic Financial Markets.

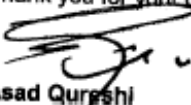


FMAP's CONTRIBUTIONS TO THE MARKET

- i. Introduced the "Master Repo Agreement"
- ii. Introduced "Dealers' Code of Conduct"
- iii. Introduced Market Benchmarks like – KIBOR, PKRV & GoP Bond Index
- iv. Introduced MTM Base Rate Calculations for Interbank Repo/Rev. Repo Transactions to mitigate Market Risk
- v. Gave Operational/Trading Guidelines on "Commercial Papers" to Pakistan Banks' Association.
- vi. Developed General/ Licensing Guidelines jointly working with PBA & SBP for Introduction of Derivatives in Pakistan.
- vii. Coordination with regional & international committees at SAARC & ACI Level and facilitating development of Pakistan's Financial Markets.
- viii. Conducted & regularly conducts Educational & Professional Seminars for the Market Participants, some example;
 - a. Seminar on Primary Dealer System
 - b. Real Time Gross Settlement System (RTGS)
 - c. 1st ever "BOURSE Course" in Pakistan
 - d. Presentations on "Market Risk Management" to Market Participants & SBP Officials at NIBAF Karachi
 - e. Presentation on "Risk Management related to NBFCs" to SECP – Securities Market Division.
 - f. Comprehensive 4-weeks Course on "Treasury & Funds Management"
 - g. 11-weeks Course on "Core IR & Derivatives Products"
 - h. Seminar on "Pakistan Capital Markets Solutions"
 - i. Workshop on "Fundamental Monetary Variables"

Trust the above would be as per your requirements. The point to be reiterated that FMAP as per its Articles, By-Laws and mandate is a Non-Profit/Non-Commercial and Self-Financed Association of Financial Markets Dealers. Therefore, we seek your approval to incorporated as a Non-Profit SRO, having no Share Capital, under Section – 42 of Companies Ordinance 1984.

Thank you for your cooperation,



Asad Qureshi

Secretary
Financial Markets Association of Pakistan

Cc: **Salman A. Usmani**, President – FMAP
Encl: Memorandum & Articles of Association
No Objection Certificate issued by SBP
Affidavits of the Promoters
Declaration under Rules 6(2)(c)
Brief Statement of Annual Income/Expenditure