



SMART MAG'21

Employees' Newsletter

Issued by the employees
for the employees

JAN – JUN'21

OUR CEO'S MESSAGE



Yasir Qadri
CEO

It has been more than a year since we started our struggle against Covid-19. Many a times it appeared to overwhelm us, however we have demonstrated resilience and perseverance. More importantly, we have also displayed the ability to innovate and reinvent ourselves. Most of us worked diligently from home and we continued servicing our clients seamlessly. Unfortunately a small minority saw this as an opportunity for on-the-clock down time. It is this minority which stands in the way of implementing some of the initiatives we took during Covid, a part of the new normal. Let us try and prove to ourselves that each one of us can be trusted and relied upon.

As you all know gender diversity is extremely important to us, so much so that it is one of our corporate objectives. It is up to all of us, especially the men, to make our environment more comfortable for our female colleagues. They do not need our support or help, all they need is equal opportunity and enablement. If they need any help at all, it is only to share some of the burden that only we, as members of society, have put on their shoulders in the garb of cultural norms. Let us pledge to make UBL Funds a preferred employer for women.

ENGAGEMENT ACTIVITIES

Town Hall Meeting 2021: The event was held on Feb 10th, 2021 at the Pearl Continental Hotel, Karachi. It was attended by the CEO & President UBL – Mr. Shazad Dada, the Chairman & the BODs UBL Funds as well as the Senior Management team of UBL.



The purpose of this event was to give an overview of the achievements and progress at UBL Funds in the year 2020. The event included a welcome address by the Chairman BODs UBL Funds – Mr. Azhar Hameed, an award distribution ceremony for the high performers of UBL Funds and UBL Retail and Corporate teams and a closing address by Mr. Shazad Dada- President & CEO UBL.



ENGAGEMENT ACTIVITIES



ENGAGEMENT ACTIVITIES

WOMEN'S DAY CELEBRATIONS – 8TH MARCH, 2021

Happy
Women's
Day 2021

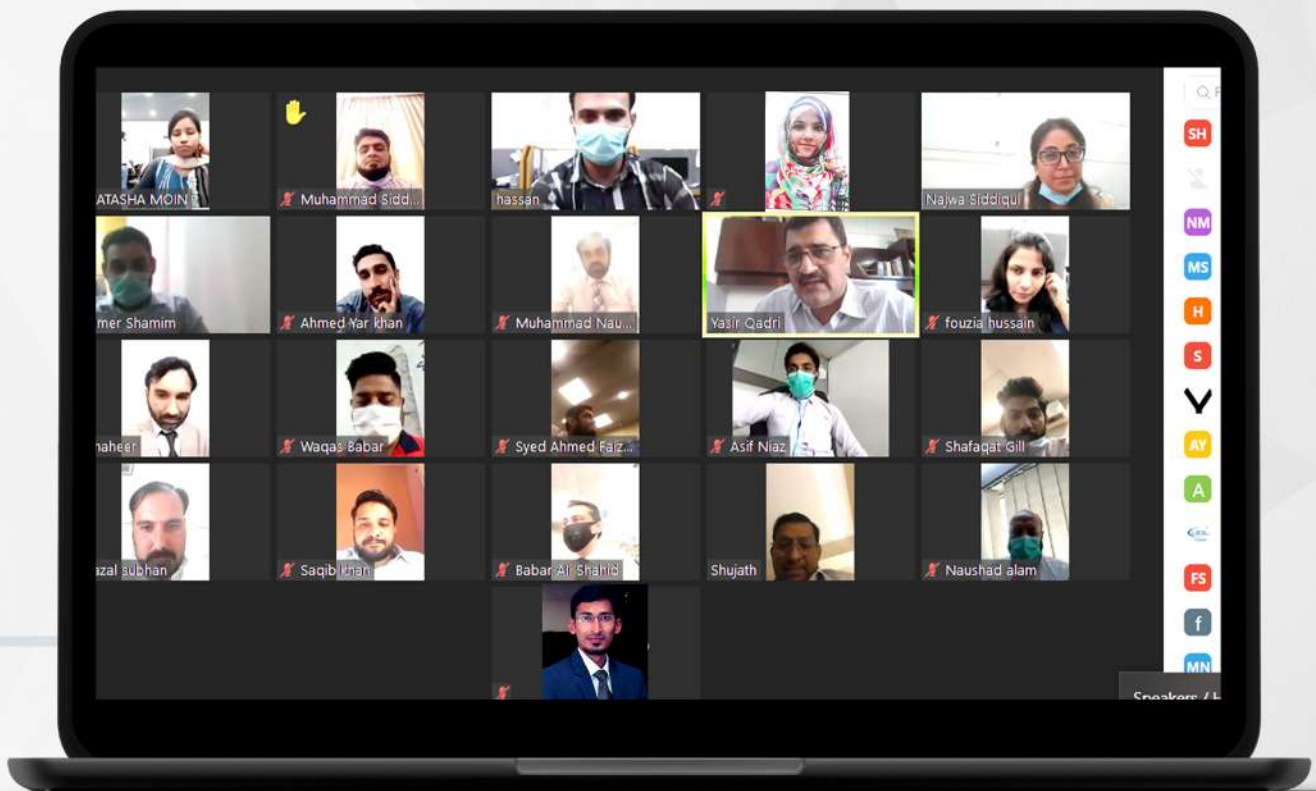


EID CELEBRATIONS – 17TH MAY, 2021



GUP SHUP WITH THE CEO

An online zoom session was held on 8th June, 2021 with a mix pool of Sales and Non-Sales Staff. This initiative was taken by the HR team to give an opportunity to our employees to interact face to face with the CEO and share their ideas, suggestions or any areas of improvement within their departments or the Company.



ENGAGEMENT ACTIVITIES

VACCINATION DRIVE AT UBL FUNDS 2021



ENGAGEMENT ACTIVITIES

ANNUAL MANGO PARTY 25TH JUNE, 2021



ENGAGEMENT ACTIVITIES

CHAMPIONS CLUB

What gets recognized gets reinforced, and what gets reinforced gets repeated – Anonymous

It began with the thought of recognizing the sales advisors who generate significant Management Fee, and after few discussions it was decided to launch an exclusive club and we decided to name it the “*Champions Club*”.

I’m a great believer in luck, and I find the harder I work, the more I have of it. ~
Thomas Jefferson, former President of the United States



GLIMPSES OF ONLINE TRAINING SESSIONS

Investment Avenues in Pakistan
Example : National Savings Schemes & Banks

- NSS Products:**
 - Defense Saving Scheme
 - Special Saving Scheme
 - Regular Income Scheme
 - Behood Saving Scheme
- Bank Products:**
 - Current Account (Highly Liquid)
 - Savings Account (Liquid)
 - Term Deposit Receipts (Illiquid)

1-10 Yrs Fixed Term
6-months - 3 Yrs Fixed Term
4 - 5 Yrs Fixed Term
4 - 10 Yrs Fixed Term

Step - 1 Identify Leads

Whom to build relationship with... i.e. identify your target market

- Salaried Class Individuals
- Self Employed Individuals
- Small & Medium Enterprises

Where to find them or how to generate leads

- Referrals - Clients or Personal Contacts (Relatives / Friends)
- Contact Center
- UBI Branches
- Companies - Employees

Email Services

E-Statements/Alerts

E-Statement

- By default, Transaction & Monthly E-statement (Conversion, Redemption, Transfer, Purchase) will be sent if email exists in database.

E-Alerts

- Daily Fund prices
- Transaction alerts (Conversion, Redemption, Transfer, Purchase, Tele & E-profile update)
- Marketing alerts
- Announcement (dividend, book closure, profits etc)

For subscription, email SUBSCRIBE to info@ubifunds.com

Email & Telephone Etiquettes

BY: NAJIWA SIDDIQUI - DM HR

THE PROTECTION AGAINST HARASSMENT OF WOMEN AT THE WORKPLACE ACT 2010

1. A written complaint is submitted by the complainant to the CEO of the company or to the designated officer.
2. An inquiry committee (IC) is set up by the CEO consisting of 3 members, including at least one female member, upon receiving the complaint.
3. The IC, within three calendar days, of receipt of a written complaint, shall communicate to the accused the charges and allegations levelled against him/her by issuing him/her a Show Cause Notice.
4. The accused will be required within seven calendar days from the day the charge is communicated to him/her, to submit a written defense.
5. At the time of the investigation, the IC members will be required to maintain confidentiality to both sides attentively and take notes.
6. All the information and evidences provided by both parties to be kept as confidential as possible and should only be shared with other people with the approval of the CEO.

Travelogue



"I like the mountains because they make me feel small" Jeff says.

"They help me sort out what's important in life."

Fairy Meadows, located at an altitude of approx. 3,300 meters above sea level, is famous for its beautiful lush green plateaus and forests. One can experience an amazing view of the World's ninth tallest mountain, Nanga Parbat (the Killer Mountain). An adventurous winter survival trip to Fairy Meadows & Nanga Parbat that you will remember for your lifetime.

Fairy Meadows is without a doubt one of the most beautiful places to visit in Pakistan and the gateway to the mighty Nanga Parbat peak. The remote region is the perfect destination for travelers seeking serene nature and thrilling adventures at the same time.

However, the breathtaking views of the Nanga Parbat from the peaceful green meadows are a reward for a difficult journey.



Travelogue



Getting to Fairy Meadows is physically demanding as the roads are not made for cars and buses and the high altitude of Fairy Meadows can expose you to low temperatures and lack of oxygen. This makes the trek to Fairy Meadows and later the Nanga Parbat base-camp even more difficult, especially for newbie trekkers like me. Fairy Meadows was my first ever trek!

Fairy Meadows is a wonderful destination for a once in a lifetime adventure, but you must be prepared.

At the Karakoram Highway near Rakhiot Bridge, we had to leave the metal road and take a 15km long 4x4 jeep ride (one of the scariest jeep ride you may ever experience). The Jeep drops you at Tato village, this village has hot springs and Tato means 'hot'. Experience the jeep ride with this 360-degree view.

From Tato, it is a three to four hour hiking trail alongside the Rakhiot glacier. This is moderate level hike and you can enjoy the trek if you have some experience of trekking. If you think you can't hike, you can still hire a horse.



Contributed By:

Sobia Saleem
Team Leader - Customer Care Unit

INTERNS ONBOARD

(JAN – JUN, 2021)



Muhammad Wahaj Ullah
Iqra University, Karachi
Finance.
Jan – Mar 2021



Aasha Kumari
Institute of Business
Management, Karachi
Human Resources
Apr – May 2021



Ali Ahmad
GCU, Lahore,
Investment
Management
May – Jul 2021



Saedya
Institute of Business
Management, Karachi
Finance – AMC
Jun – Jul 2021



Mohammad Shazil Shoaib
Institute of Business
Management, Karachi
Retail Sales Administration
Jun – Aug 2021



Sarim A Samad Poonawala
University of Warwick,
Coventry, UK
Investment Advisory
Jun – Aug 2021

EMPLOYEES' SECTION

SMART QUIZ 2020 WINNER

THE WINNER OF THE SMART MAG QUIZ 2020 WAS
MS. SOBIA – TEAM LEADER, CUSTOMER SERVICES.



SMART MAG TEAM

Edited & Compiled by

NAJWA SIDDIQUI – ACTING HR HEAD

SYEDA HIRA IBRAHEEM – AM HR

Other Contributors

HR, MARKETING & IT TEAM

Designed By



Disclaimer: Any views or opinions expressed in this newsletter are those of the individual contributors and do not necessarily reflect the views or opinions of the Company.