

BANK OF CREDIT AND COMMERCE INTERNATIONAL



DOLLAR DEPOSIT MOBILISATION
PROGRAMME FOR 1985



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SUMMARY OF US DOLLAR DEPOSIT MOBILISATION REPORT - MARCH 1985
figures in Millions for US\$ only

Region	31.12.84 Target over 31.03.83 deposit base	Target to 31.12.85 over base figure 31.12.84	BCCI SA	BCCI O/S	Subs/ Affs	Mar 85 Total	Dec 84 Total	Increase * (Decrease) Net	Percent of Target Achieved
1. AFRICA	118	** 75	8	28	206	242	279	(37)	(37) -49 %
2. AMERICA - LATIN	122	350		141	10	151	141	10	91 26 %
3. AMERICA - NEW YORK	75	** 50	1			1	8	(7)	(13) -26 %
4. AMERICA - WESTERN	193	50	41		72	113	125	(12)	(22) -44 %
5. CANADA	46	75			54	54	32	22	50 67 %
6. CARIBBEAN & MIAMI	226	167	23	58	184	265	242	23	(3) -2 %
7. FAR EAST	52	30		64		64	44	20	20 67 %
8. FAR EAST - BCC HK	301	300			320	320	300	20	19 6 %
9. LUXEMBOURG	147	99	405			405	376	29	21 23 %
10. MIDDLE EAST	464	125	342			342	362	(20)	105 84 %
11. PARIS	200	105	11	156		167	181	(14)	(14) -13 %
12. SPAIN	33	25			9	9	9	-	-
13. U.A.E. - BCC EMIRATES	361	**200			136	136	252	(116)	(114) -57 %
14. U.K.	302	500	1,247		10	1,257	1,271	(14)	(81) -16 %
MARCH 1985 SUB TOTAL	2,640	2,151	2,078	447	1,001	3,526	3,622	(96)	22 1 %
LESS DECEMBER 1984 ACHIEVEMENT			2,123 (45)	453 (6)	1,046 (45)				

* Including deposits parked at/received from branches

** Targets proposed by us as figures not yet received

<u>Region</u>	<u>BCCI SA</u>	<u>BCCI O/S</u>	<u>Subs/ Affs</u>	<u>Mar 85 Total</u>	<u>Net Increase (Decrease)</u>
MARCH 1985 SUB TOTAL B/FWD	2,078	447	1,001	3,526	22
<u>ADD</u>					
GRAND CAYMAN		1,017		1,017	(432)
LEBANON			12	12	3
BCP SWITZERLAND			223	223	54
OMAN NBO			264	264	(8)
MARCH 1985 GRAND TOTAL	2,078	1,464	1,500	5,042	
LESS DECEMBER 1984	2,123	1,791	1,484	5,398	
GRAND TOTAL	(45)	(327)	16	(356)	(361)**
ACHIEVEMENT					

** The difference of 5 million between the figures for Achievement and Net Achievement is due to rounding.

DOLLAR DEPOSIT MOBILISATION CAMPAIGN
SUMMARY OF PROPOSED TARGETS FOR 1985

Locations Reporting to International Division directly	Actual Deposit Balances as at 31.12.84 US\$ only	Target to 31.12.84 US\$ only	** Achievement as at 31.12.84 US\$ only	Target as at 31.12.85 over base figure 31.12.84	Non-Reporting Locations (included in the Consolidated Regional figures)
<u>AFRICA REGION</u>	279	118	(57)	75	
Cairo R.O. Khartoum					Istanbul Limassol
<u>LATIN AMERICA REGION</u>	141	122	152	350	
Miami R.O. Panama City Panama Colon Free Zone					Colombia Rep Office Uruguay Brazil Venezuela
<u>AMERICA - NEW YORK</u>	8	75	4	50*	
New York					
<u>WESTERN AMERICA REGION</u>	125	193	74	50	
Los Angeles Agency San Francisco - BCC HK					
<u>CANADA REGION</u>	32	46	65	75	
Toronto Head Office					Toronto Dealing Room Toronto Main Montreal Calgary Toronto Spadina Vancouver Main Vancouver Broadway
<u>CARIBBEAN & MIAMI REGION</u>	242	226	49	167	
Miami Agency Miami IBF/NASSAU Miami Regional Office					Boca Raton Kingston Main Bridgetown
<u>ASIA EAST - BCC HK REGION</u>	300	301	159	300	
Hong Kong R.O.					HK Finance and Hong Kong Branches

Locations Reporting to International Division directly	Actual Deposit Balances as at 31.12.84 US\$ only	Target to 31.12.84 over 31.03.83 deposit base US\$ only	Achievement as at 31.12.84 US\$ only	Target as at 31.12.85 over base figure 31.12.84	Non-Reporting Locations (included in the Consolidated Regional figures)
<u>AR EAST - OTHERS REGION</u>	44	52	17	30	
Seoul					Macau Manila Indonesia Malaysia
<u>LUXEMBOURG REGION</u>	376	147	154	99	
Luxembourg R.O.					Frankfurt Hamburg Amsterdam
<u>MIDDLE EAST REGION</u>	362	464	86	125	
M.E. R.O.					
Jordan					
Bahrain					
Yemen					
oman					
Abu Dhabi					
Dubai					
<u>PARIS</u>	181	200	52	105	
Paris					
ibouti					
<u>SPAIN</u>	9	33	11	25	
Madrid H.O.					Other Spanish Branches
<u>U.A.E. - BCCE</u>	252	361	136	200*	
Regional Office					Abu Dhabi - City Centre
Corporate Unit					Abu Dhabi Main
					Dubai - Al Maktoum
					Dubai - Deira Main
					Fujairah
					Ras Al Khaimah
					Sharjah
<u>UK REGION</u>	1271	302	321	500	
U.K. R.O.					
Gibraltar					
	<u>3622</u>	<u>2640</u>	<u>1223</u>	<u>2151</u>	

NB Grand Cayman, Lebanon, NBO and BCP have been excluded from the Reporting Regions.
Proposed targets are for US\$ only.

Targets not yet received, therefore our own estimates inserted.
Achievement is from 31.03.84 and includes deposits parked at/received from other
BCCI offices.

DOLLAR MOBILISATION REPORT

Photocopy of Mr. A. Anis' letter, dated 10th June, 1985, sent to the General Manager of Latin America Region. Similar letters were sent to General Managers of the following regions:

1. AFRICA REGION
2. AMERICA - NEW YORK REGION
3. AMERICA - WESTERN REGION
4. CANADA REGION
5. CARIBBEAN & MIAMI REGION
6. FAR EAST REGION
7. LUXEMBOURG REGION
8. MIDDLE EAST REGION
9. PARIS REGION
10. U.A.E. - BCCE REGION
11. SPAIN REGION
12. U.K. REGION



BANK OF CREDIT AND COMMERCE INTERNATIONAL
SOCIETE ANONYME LICENSED DEPOSIT TAKER
INTERNATIONAL DIVISION 100 LEADENHALL STREET LONDON EC3A 3AD

AA/INT/JS

10th June, 1985

Mr. S.M. Shafi, Regional General Manager
Bank of Credit & Commerce International
1200 Brickell Avenue
Miami, Florida 33131
USA

Dear Mr. Shafi

Last year, the Dollar Mobilisation programme achieved commendable results. Although the results reported this year to date have not kept pace with last year's figures, the self-generating energy and drive which is the hallmark of each BCC family member, will, I am sure, manifest itself before the year folds in keeping with our vision.

Consequently, in order to develop a clear perception of the various aspects of dollar deposits, we have to emphasise the necessity to agree with each Branch, Country, Region, Subsidiary and Affiliate the total US\$ deposit target for 1985.

In order to highlight the importance of mobilising US Dollars, the figures to be reported to us have been restricted to US\$ only and the format has also been simplified to facilitate prompt submission of figures together with a breakup showing growth of deposit in various types of deposit.

The target as at 31.12.85 proposed by Mr. A. Bilgrami for your region as per the memorandum ref: AAB/1634 of 11th April 1985 is as under:

US\$ 350 Million - over your 31st December 1984 base figure

The Dollar Deposit Desk locations indicated by you last year for reporting directly to us have been reduced as below and their individual targets over their base deposit figure as at 31.12.84 as proposed by them are as follows:

Location:	Target to 31.12.85 over base figure of 31.12.84:
Panama City	US\$ 85 Million
Panama Colon Free Zone	US\$ 35 Million

Cont ...



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However, the consolidated figure for your region, giving us a breakdown of the main deposit mobilising branches/locations together with the names of the managers/officers concerned, may continue to be submitted to us as at the last day of each month.

Meantime, we shall appreciate it very much if you will kindly confirm to us the names of the Dollar Deposit officers in your region at the above locations.

With kind regards

AKHTAR ANIS
EXECUTIVE-IN-CHARGE

DOLLAR MOBILISATION REPORT

Photocopy of Mr. R. Bindahnee's letter, dated 13th June 1985, sent to Mr. A. Bilgrami in the Latin America Regional Office. Similar letters were sent to the following:

AFRICA REGION

Cairo R.O.	Mr. Kazim Hassan
Khartoum	Mr. Muslim Khan

AMERICA - LATIN REGION

Miami R.O.	
Panama City	Mr. Rehan Mahmood
Panama Colon Free Zone	Mr. Irfan Akhtar

AMERICA - NEW YORK REGION

New York	The Manager
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AMERICA - WESTERN REGION

Los Angeles Agency	Mr. Yakoob Wadalawalla
San Francisco - BCC HK	Mr. Larry Michenfelder

CANADA REGION

Toronto H.O.	Mr. W. Galbraith
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CARIBBEAN & MIAMI REGION

Miami Agency/IBF	Mr. R. Basu
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FAR EAST REGION

Hong Kong R.O.	Mr. N.R. Sirinivasan
Seoul	Mr. T.G. Kim

LUXEMBOURG REGION

Luxembourg R.O.	Mr. Ajmal Afzal
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MIDDLE EAST REGION

M.E.R.O.	Mr. Khalid Imran
Amman	Mr. Abrar Zaidi
Bahrain	Mr. Ali Abbas
Sanaa	Mr. M.M. Waki
Hodeidah	Mr. Waqar A. Khan
Muscat - Oman	Mr. Shahid Nawaz
Abu Dhabi Main	Mr. Farooq Zafar
Abu Dhabi Corp Unit	Mr. Nasser Durrani

PARIS REGION

Paris	Mme. Combelles Petit
Djibouti	Mr. Ahmed Irfan Qazi

SPAIN REGION

Madrid H.O.	Mr. J.K. Basu
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U.A.E. BCCE REGION

Regional Office
Corporate Unit -
Abu Dhabi

Mr. Kausar Nadeem

Mr. Naeem Khan

U.K. REGION

Gibraltar

Mr. S.R. Manji



BANK OF CREDIT AND COMMERCE INTERNATIONAL
SOCIETE ANONYME LICENSED DEPOSIT TAKER
INTERNATIONAL DIVISION 100 LEADENHALL STREET LONDON EC3A 3AD

RB/INT/JS

13th June, 1985

Mr. Akbar Bilgrami
Bank of Credit & Commerce International
Latin America Region
1200 Brickell Avenue
Miami, Florida 33131
USA

Dear Mr. Bilgrami

US\$ DEPOSIT MOBILISATION FOR 1985

No doubt you will be shortly hearing from your General Manager on the above subject but for your own information I am taking the liberty of sending you a copy of a letter addressed by Mr. Akhtar Anis to Mr. S.M. Shafi the contents of which are self explanatory.

Last year's Dollar Deposit Mobilisation Campaign was most beneficial in highlighting the primary and potential deposit mobilising areas and the cross flow of deposits between different Regions of BCC.

What is even more important is that the Dollar Campaign is not only an exercise in mobilising deposits but a test of the BCC family's capacity to sustain the love, hope, inspiration, interfusion and inter-relationship amongst ourselves.

We are confident that you will continue to give us your valuable support with the same enthusiasm and energy as you did last year so that 1985 will be even more fruitful than last year.

With best regards.

R. BINDANEEL

GUIDANCE FOR PREPARING THE DOLLAR DEPOSIT MOBILISATION REPORT FORM

1. Reports are to be submitted for US\$ deposits only (i.e. convertible currency figures are not required) on the last day of each month to International Division, attention of Dollar Deposit Desk.
2. Prior to report forms being sent as above, the relevant US\$ deposit figures, as per attached format, should be sent to International Division, attention of Mr. R. Bindahnee, Dollar Deposit Desk, by telex. However, please itemise the locations where US\$ deposits have been placed at/received from.
3. Due To/Due From deposit figures are to be excluded from the report.
4. Please note that the target proposed to 31.12.85 should be taken over the base deposit figures as at 31.12.84.
5. For your guidance we enclose a format to be used for reporting by telex. Please note that figures reported should be as at the last day of each month.

Attn: Dollar Deposit Desk
International Division

DOLLAR DEPOSIT MOBILISATION REPORT AS AT.....

	<u>Number of A/Cs</u>	<u>Amount in US\$</u>
1. B. Under 100,000		
C. 100,000 - 500,000		
D. 500,000 - 1,000,000		
E. 1,000,000 - 5,000,000		
F. Over 5,000,000		
A. TOTAL		
2. Target to 31.12.85 over base deposit as at 31.12.84:		
3. Deposits placed at:		
4. Deposits received from:		

OFFICER
LOCATION
REGION

US DOLLAR DEPOSIT MOBILISATION REPORT

Region

Reporting Desk

Figures reported as at _____

[illegible]

* Deposits placed at other BCI offices
* Deposits rec'd from other BCI offices

Officer's Name _____

(Please print)

Signature _____

* BREAKDOWN OF DEPOSITS PLACED AT/RECEIVED FROM OTHER BCCI OFFICES

BCCI OFFICES	DEPOSITS PLACED	DEPOSITS RECEIVED
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$
	US\$	US\$

Please give a breakdown as above indicating the total amount placed at/received from any BCCI office, for the period being reported, and giving the name of the BCCI office

