

## Timely tips on Home Loans

It pays to be aware and alert before making critical decisions. Here are a few nuggets of wisdom to help you weigh your options:

**Check market situation:** The Real Estate industry is cyclical in nature, so do your research to check where in the cycle you are entering and whether there is any scope for a reduction in prices in the near future. Evaluate your priorities like proximity to travel hubs, markets, schools, hospitals and entertainment before identifying the location for your dream home. Remember the proximity of your property to these facilities is directly proportional to the premium you might have to pay for these privileges.

**Evaluate your finances before plunging in:** List out your fixed monthly expenses – school fees, groceries, transport etc. Provide for unforeseen expenses like illness.

Provide for one-time annual expenses like insurance premiums and holiday expenses. Check all your other liabilities before deciding how much you can invest.

Bear in mind that you would still need to bear the costs of brokerage, property registration, property and municipal taxes, if any. Not to mention spending on the interior decoration, furniture, fittings and appliances for making the property livable. These costs affect the down payment amount you would need to have available before taking advantage of mortgage facilities from a financier.

**Choosing the right financier:** While most customers tend to deal only with their principal banker, there are other financiers with possibly better products that would suit your individual needs. Do your own comparison of the interest rates, fees and charges being levied by the financiers, and decide accordingly. Considering mortgages are repaid over a longer tenor, most financiers tend to offer floating interest rates which would vary over the period of the loan, depending on the liquidity and market situation. Some financiers also offer combinations for fixed rates for a limited period of time post, after which there is an automatic switch to a floating rate. Should any such combination be adopted, check for any fees applicable for making the switch, factoring them into your costs. Financiers also offer interesting options on early settlement; so if you do intend to settle your loan earlier than contracted, you might want to evaluate such offerings. Certain financiers also offer realty advice and offer these services free of cost to their customers. This might be an option to save on brokerage for identifying the property.

## Did you know?

You can transfer funds online worldwide and enjoy preferential rates exclusive to Mashreq Gold customers

You get preferential rates on your Home Loans as a Mashreq Gold customer

You get 3 complimentary Marhaba/Golden Class airport services per annum with your Current Account

## Upcoming Mashreq Gold events

Month	Activity	Location
Jan	• Ladies coffee mornings	Dubai/Abu Dhabi/Sharjah
Feb	• Market outlook with Mashreq Gold	Dubai/Abu Dhabi/Sharjah
March	• Investments in focus	Dubai/Abu Dhabi/Sharjah

For more information on Mashreq Gold events, please contact your Relationship Manager.

## Face of the month



### Lilian

Mashreq Gold would like you to meet Lilian Jumah, our Area Manager for Abu Dhabi and Al Ain. Lilian hails from Brazil and started her professional career at the age of 16.

She worked for six years at HSBC Brazil as a Relationship Manager while completing her bachelor/post-graduation in the evenings. She holds a postgraduate degree in Advertising and Marketing and a deep-seated passion to be a first-rate Marketing professional. Within a year of her being with Mashreq Gold, she has injected enthusiasm, focus and direction within her team in Abu Dhabi. Lilian is passionate about music and dance. She is active in outdoor sports as well and prefers playing beach volleyball on the northern beaches of Brazil. She is dedicated to her family and dotes on her three lovely children.

## Fun corner

### Gold trivia

1. What was the oldest commodity exchange in USA?
2. What was the highest volume day on the NYSE?
3. What was the original name of the American Stock exchange and why?



Please send your answers to [www.mashreqgold.com/lifestyle/challenge](http://www.mashreqgold.com/lifestyle/challenge). The first correct entry will receive a surprise gift. The winner will be announced in the next issue.

Correct answers from Issue 2:

What was the first firm that was a member of the NYSE that became listed on the NYSE?  
Merrill Lynch, July 27, 1971

What were the first publicly traded securities in the U.S?  
USD 80 million in US Govt. bonds that were issued in 1790 to refinance Revolutionary War Debt

What stock has a BABY for its symbol?  
Natus Medical, Inc.

### Competition

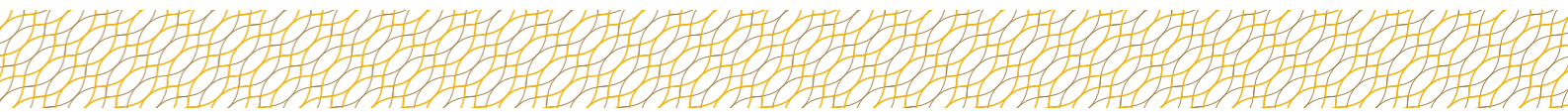
**Who is the artist behind the Mashreq Gold calligraphy painting exhibited in Mashreq Gold, Dubai Internet City?**

Please send your answers to [www.mashreqgold.com/lifestyle/competition](http://www.mashreqgold.com/lifestyle/competition). The first correct entry will receive a surprise gift. The winner will be announced in the next issue.

Correct Answer from Issue 2:  
Guess what GCC country had recently launched Mashreq Gold?  
Qatar

## Mashreq Gold locations

- **BurJuman:** Business Centre, Khalid Bin Al Waleed Road, opposite BurJuman Centre, Dubai
- **Dubai Internet City:** Ground Floor, Mashreq Building, opposite Building No. 3, Dubai
- **Jumeirah:** Jumeirah Beach Road, Near Union House, Dubai
- **Rigga:** Al Ghurair Centre, Ground Floor, Deira, Dubai
- **Abu Dhabi:** Gold, Al Karamah, Street 24, Abu Dhabi
- **Sharjah:** Second Floor, Golden Tower, Buhaira, Sharjah
- **Bahrain:** Ground Floor, Bahrain Chamber of Commerce Building, Manama
- **Qatar:** Ground Floor, Hussain Fikri Building (near Gulf Cinema), C Ring Road, Doha



# Golden Horizons

Issue 1/ Quarter 1, 2010

## Save. Grow. Enrich lives.

### Hope on the horizon

As 2009 winds down, a gloomy year of volatility, economic shakeouts and low interest rates comes to a close. On the brighter side, 2010 looks to offer hope – of recovered equity markets and real estate prices, of governments back on track with their spending, and hopefully better results from corporations. Though this has been a tough period for most, it also offers with careful selection, opportunities for setting longer term plans for yourself and your loved ones. Your Relationship Manager can play a crucial role in helping you make the right decisions for the right reasons, as you take stock of your financial health.

You are welcome to discuss financial matters in confidence with your Relationship Manager in specially designed consultation rooms at our Mashreq Gold centres. Of particular mention are the centres in Dubai Internet City, Buhairah – Sharjah and Al Karamah – Abu Dhabi, where a new look and feel awaits you.

Here's wishing you and your loved ones best wishes for the festive season and a happy and prosperous New Year!"



Sachin Patki  
Manager, Mashreq Gold



### Mashreq Gold on the move!

The Mashreq Gold Centre at Buhairah, Sharjah has opened at Golden Tower, ground floor with all the amenities and convenience you have come to expect from a Mashreq Gold centre. Please use our well appointed centres for consultations with your Relationship Managers or your personal meetings. You can now be a Mashreq Gold customer based on specific criteria. Visit [www.mashreqbank.com](http://www.mashreqbank.com) for further details.



## Finance in focus – key indicators:

### Currencies:

Currency vs USD	Value as at 01 Jul, 09	Value as at 01 Dec, 09
GBP	1.6478	1.6610
EUR	1.4142	1.5081
INR	47.8925	46.317
JPY	96.65	86.682

### Indices:

Index	Level as at 01 Jul, 09	Level as at 01 Dec, 09
BSE Sensex	14,645.5	17,198.27
DFM	1810.15	1,831.48
Dow Jones	8,504.06	10,471.58
Nikkei	9939.93	9,572.2
FTSE	4,340.71	5,312.17
Hang Seng	18,378.7	22,113.15

### Commodities:

Commodity	Level as at 01 Jul, 09	Level as at 01 Dec, 09
Gold USD/oz	940.8	1,196.6
Oil	71.08	79.6

## Cheque book in focus

Mashreq Gold endeavors to providing you with the best services, while maintaining the highest level of security. We are delighted to inform you that your new Cheques will have the latest security measures to ensure peace of mind.

These new developments will be in line with the latest measures taken by the Central Bank of UAE to increase security on Cheques. We will be writing to you shortly about the process of replacing your existing Cheque books. If you need to get your Cheque book updated before that, please return your existing unused Cheque leaves to your nearest Mashreq Gold centre and place an order for a new Cheque book.

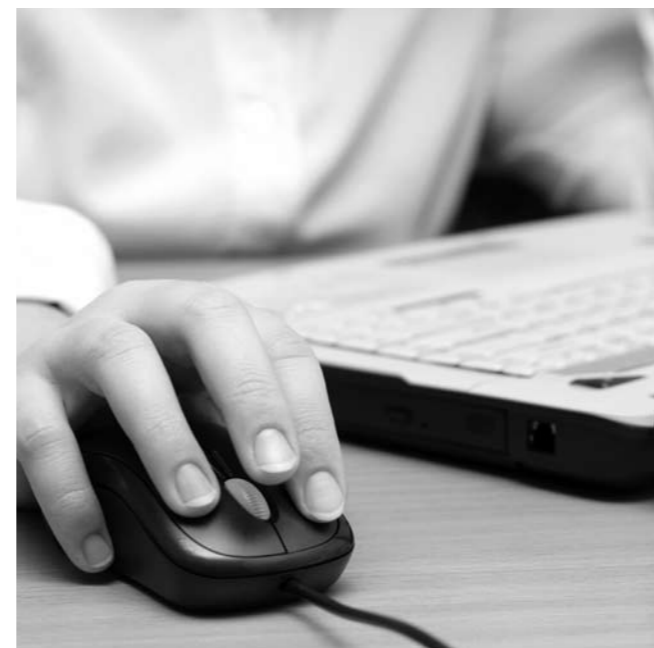
Please note that if you have issued Cheques that are post-dated, you may need to replace them with the new Cheque leaves or find alternate modes of payment for your dues. The Cheque leaves in the old format will be valid only till July 2010 and will not be accepted by all clearing banks in the UAE after the mentioned date.

Please also ensure that you keep your Account duly funded while issuing any



Cheques. Please refer to the laws concerning the responsibility of returned Cheques and any liabilities arising therein.

For further information, please visit [www.mashreqbank.com](http://www.mashreqbank.com) or call 800-4-GOLD (4653).



## Banking is just a click away

Mashreq prides itself on having one of the best internet banking solutions in town. MashreqOnline provides you with the convenience of carrying out all your banking transactions within the comfort of your home. This online banking experience is fully secure. We use the latest security measures to ensure that you can trust every transaction completed with us. The online service allows you to open an Account, view Account statements and balances, pay off utility bills, transfer funds, block or activate Cards, redeem your MashreqPoints and much more.

For more information, please visit [www.mashreqbank.com](http://www.mashreqbank.com) or call 800-4-GOLD (4653).

## Interest rates – outlook for 2010

Interest rate cycles in most global economies have reached their nadir as economies bottom out post intensive measures by their Central Banks. The high money supply has helped reduce the impact of the slowdown in the corporate world, and only now are we seeing some traction in credit from banks and financial institutions. Some corporates and government bodies from the Middle East have gone ahead with successful debt issuance in the Eurobond and Sukuk market to finance their future growth.

With some signs of stability, we expect inflation to come back higher than trend, raising longer term interest rates. Interest rates in USD, GBP, Euro, AUD and CAD are all expected to rise in the second half of 2010, with some earlier than that. In the UAE, we are observing similar signs of stability and the current high money supply levels may dry up, taking interest rates higher in 2010. While the monetary policy in the UAE has been divergent from the US over the last two quarters, the residual correlation with the USD interest rates would take the AED interest rates higher in the second half of 2010.

With inflation being part of the equation going forward, the higher interest rates would place an



onus on deposit holders to manage their deposits better through the rising interest rate cycle. Keeping deposits in the short tenors will allow the deposit holder to gain from the potentially higher deposit rates at the time of maturity. For those with multiple currency exposure from their home country or work, it may be worth taking a view on the interest rates in other currencies to benefit from a higher interest rate differential in their favour.

## Key Highlights for Q3

- Major developed equity market regions, with the exception of Japan, were significantly up by the end of November
- US equity stock markets had a strong month in November; the economic news around the US was positive, with business activity and sales improving as well
- Eurozone moved out of recession in this quarter; European equities continued their upward progress as positive economic data underpinned market sentiment
- The World Bank increased its 2009 GDP growth forecast for China from 7.2% to 8.4% and 3<sup>rd</sup> quarter GDP growth in India reached 7.9% (year-on-year), well ahead of expectations
- Corporate bond markets ended November broadly unchanged. However, the news that Dubai government-owned investment company, Dubai World, asked creditors for a 6-month delay in repaying debts, resulted in widening of spreads as well as contraction of the gains made over the quarter

## Mashreq Credit Card payment channels



Paying your Mashreq Credit Card bills is more convenient than ever, thanks to a wider range of options available to you. Apart from the Auto Debit Facility, MashreqOnline and Cash & Cheque Deposit Machines (CCDM) at select Mashreq branches, you could also choose to make payments at our partner locations in the UAE. Having partnered with four leading Exchange Houses that have branches located in leading malls across the UAE as well as other prime locations, our ever expanding network currently stands at 184 branches, and includes Al Ansari Exchange, Al Ghurair Exchange, Redha Al Ansari and UAE Exchange.

To subscribe for Auto Debit facility or for more information, please visit [www.mashreqbank.com](http://www.mashreqbank.com) or call 800-4-GOLD (4653).