

**Capitalise on the
Vast Opportunities and Potential of**

ISLAMIC BANKING *and* FINANCE

30 - 31 July 2003 ~ J W Marriott Hotel ~ Kuala Lumpur

KEY CONFERENCE HIGHLIGHTS:

- ▶ Islamic vs Conventional Banking and Finance
- ▶ Musyarakah Structures - Challenges and Opportunities to Banks
- ▶ Equity Financing vs Debt Financing in Islamic Project Financing: Shariah compliance and legal issues
- ▶ Growth and Development of Ijarah: Why Leasing is the way forward for Islamic Project Financing
- ▶ Investing in Islamic Funds in accordance to the principles of Mudarabah (Profit and Loss Sharing)
- ▶ Innovative Marketing Strategies of Islamic Financial Products and Services
- ▶ Intellectual Capital in Islamic Capital Funding
- ▶ Islamic Banking: Are we really marketing our products?
- ▶ Venture Capital as an Islamic Investment Opportunity
- ▶ Legal framework for Islamic Banking in Malaysia - Issues and Challenges
- ▶ Risk Management in Islamic Finance
- ▶ The Role of Ratings in the Development of Islamic Capital Markets
- ▶ Sukuk Structure for Islamic Securitization
- ▶ Developing the Takaful Market in Malaysia
- ▶ Promoting Islamic Mutual Funds and Unit Trusts in Malaysia
- ▶ Islamic Private Debt Securities as a Financing Tool - Case Study: Malaysian Corporate Bond Market
- ▶ *Featuring an Interactive Panel Discussion on : New Developments of Islamic Banking and Finance Industry in the International Financial Market*

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HEAR FROM LEADING BANKERS:

- ♦ **Ahmad Zaini Othman**
Senior General Manager
AmBank Group
- ♦ **Badlisyah Abdul Ghani**
Head of CIMB Islamic
Commerce International Merchant Bankers Berhad
- ♦ **Fauziah Yusof**
Vice President Islamic Banking
Affin Bank Berhad
- ♦ **Baljeet Kaur Grewal**
Economist / Investment Banking
Aseambankers Malaysia Berhad

FEATURING AN IMPRESSIVE LINE UP OF DISTINGUISHED SPEAKERS:

- ♦ **Andri Aidham Badri**, Partner
Kadir, Andri Aidham & Partners
- ♦ **Azman Ismail**, Chief Executive Director
Hijrah Strategic Advisory Group
- ♦ **Dato' Mohd Fadzli Yusof**
Chief Executive Officer
Takaful Malaysia
- ♦ **Warren Edwardes**
Chief Executive Officer
Delphi Risk Management Limited,
London
- ♦ **Hajah Rohani Datuk Mohd Shahir**
Executive Director
Hijrah Strategic Advisory Group
- ♦ **Jal Othman**, Advocate & Solicitor
Shook Lin & Bok
- ♦ **Mohamad Illiayas**, Senior Partner
Mohamad Illiayas & Co.
- ♦ **Mohamed Ridza Abdullah**, Partner
Zaid Ibrahim
- ♦ **Mohd Azwar Mahmud**
Chief Executive Officer
Malaysia Venture Capital Management Berhad
- ♦ **Musthaq Ahmad Ibrahim**
Chief Executive Officer
Asia Unit Trusts Berhad
- ♦ **Mustapha Hamat**, Chief Executive Officer
Islamic Banking and Finance Institute Malaysia
- ♦ **Wan Haslan Wan Hassan**
Head, Finance and Corporate Affairs
Marditech Corporation Malaysia
- ♦ **Zaiton Mohd Hassan**
President / Executive Director
Malaysian Rating Corporation Berhad
- ♦ **Zakariya Othman AlHaj**, Industry Analyst
Smart Investor

EXPLORE THE LATEST DEVELOPMENTS AND ST

Day One: Wednesday, 30 July 2003

- 8.15 Registration and Morning Coffee
- 9.00 **CHAIRMAN'S OPENING REMARKS**
Ahmad Zaini Othman
Senior General Manager
AmBank Group
- 9.15 **ISLAMIC VS CONVENTIONAL BANKING AND FINANCE**
- Comparative analysis between Islamic financing and conventional financing
 - Issues and challenges in Islamic banking and finance
 - Managing liquidity in Islamic banking and investments
 - Disclosure requirements for companies using Islamic financing
 - How conventional products can be structured to become shariah compliant
 - Opportunities for Islamic and conventional banking convergence
- Fauziah Yusof**
Vice President Islamic Banking
Affin Bank Berhad
- 10.00 Morning Refreshment
- 10.20 **MUSYARAKAH STRUCTURES: CHALLENGES AND OPPORTUNITIES TO BANKS**
- Conceptualising the Principle from Syariah point of view
 - Why is it not POPULAR among Bankers
 - Broad Issues and Recommendations
 - Opportunities to Banks
 - Proposed Framework - A Walk Through
- Ahmad Zaini Othman**
Senior General Manager
AmBank Group
- 11:10 **EQUITY FINANCING VS DEBT FINANCING IN ISLAMIC PROJECT FINANCING: SHARIAH COMPLIANCE AND LEGAL ISSUES**
- Forms of equity financing and debt financing in Islamic project financing
 - Istisna'a model in project finance
 - Legal risks and mitigation of structuring Islamic project financing
 - Developments of Islamic project financing instruments and future prospects
- Andri Aidham Badri**
Partner
Kadir, Andri Aidham & Partners

- 2.00 **GROWTH AND DEVELOPMENT OF IJARAH: WHY LEASING IS THE WAY FORWARD FOR ISLAMIC PROJECT FINANCING**
- Growth and developments of the leasing industry both locally and abroad
 - Advantages of Ijarah over conventional financing
 - Al - Ijarah (operating lease) structure
 - Al - Ijarah thumma al-bay' (financial lease) structure
 - Strategic marketing alternatives for Ijarah
- Mustapha Hamat**
Chief Executive Officer
Islamic Banking and Finance Institute Malaysia
- 12.50 Lunch
- 2.00 **INVESTING IN ISLAMIC FUNDS IN ACCORDANCE TO THE PRINCIPLES OF MUDARABAH (PROFIT AND LOSS SHARING)**
- An insight to the concept of profit and loss sharing in Islamic banking and finance
 - Principles of underlying shariah law for Mudarabah
 - Evaluating the differences of PLS between Mudarabah and other Islamic financing models of Murabaha, Musyarakah and Ijarah
 - Mudarabah as a basis and value added feature of takaful products
- Mohamed Ridza Abdullah**
Partner
Zaid Ibrahim
- 2.45 **INNOVATIVE MARKETING STRATEGIES OF ISLAMIC FINANCIAL PRODUCTS AND SERVICES**
- Recent developments and current trends in marketing and developing new Islamic products
 - Standardization of Islamic law governing Islamic financial products in the different markets
 - Strategies to capture new markets and the right target audience
 - Developing innovative products to cater to the dynamic market and changing customers' expectation
 - Addressing the barriers and challenges faced in developing new products that are shariah compliant and strategic means to overcome them
- Hajah Rohani Datuk Hj Mohd Shahir**
Executive Director
Hijrah Strategic Advisory Group
- 3.30 Afternoon Refreshment
- 3.50 **INTELLECTUAL CAPITAL IN ISLAMIC CAPITAL FUNDING**
- Understanding Intellectual Capital (IC)
 - Understanding the role of IC in shareholder value creation
 - Comparing reported vs. hidden capital values
 - Stressing the significance of IC
 - Selected issues on IC for consideration in Islamic capital funding
- Wan Haslan Wan Hassan**
Head, Finance and Corporate Affairs
Marditech Corporation Malaysia

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STRATEGIES IN ISLAMIC BANKING AND FINANCE

4.35 ISLAMIC BANKING: ARE WE REALLY MARKETING OUR PRODUCTS?

- ♦ Quality vs quantity of Islamic banking
 - Are we on the right track?
- ♦ Role of Islamic banks
 - Strategies in penetrating the majority of the general public
- ♦ Product knowledge
 - Is the public really aware and knowledgeable of Islamic banking products?
- ♦ Media Relations
 - How to draw on the potential of media as an effective communications tool

Zakariya Othman AlHaj

Industry Analyst

Smart Investor

5.20 End of Day One

Day Two: Thursday, 31 July 2003

8.15 Morning Coffee

9.00 CHAIRMAN'S OPENING REMARKS

Azman Ismail

Chief Executive Director

Hijrah Strategic Advisory Group

9.10 VENTURE CAPITAL AS AN ISLAMIC INVESTMENT OPPORTUNITY

- ♦ Overview of venture capital opportunities and growth
- ♦ Developments of Islamic based venture financing
- ♦ Major challenges and hurdles in Islamic venture capital
- ♦ Key success strategies in growing and promoting Islamic venture capital funding

Mohd Azwar Mahmud

Chief Executive Officer

Malaysia Venture Capital Management Berhad

9.50 LEGAL FRAMEWORK FOR ISLAMIC BANKING IN MALAYSIA: ISSUES AND CHALLENGES

- ♦ Which legislatures: Parliament or the State Legislative Assemblies - may make laws in respect of Islamic banking?
- ♦ Which courts: Civil or Syariah - have jurisdiction?
- ♦ Are civil and Syariah judges competent for Islamic banking?
- ♦ Is litigation the appropriate mode of dispute resolution?
- ♦ Inadequacies in the Islamic Banking Act 1983 and Banking and Financial Institutions Act 1989

Mohamad Illiayas

Senior Partner

Mohamad Illiayas & Co.

10.35 Morning Refreshment

10.50 RISK MANAGEMENT IN ISLAMIC FINANCE

- ♦ Tools to protect and safeguard shareholders' interests
- ♦ Islamic perspective on risk and risk management
- ♦ Types of risks in Islamic banking and finance: liquidity, interest rate, commodity, equity, operational and religious risks
- ♦ Strategies to mitigate these risks
- ♦ Developments of new risk management techniques in conformity with shariah guidelines

Warren Edwardes

Chief Executive Officer

Delphi Risk Management Limited, London

11.35 THE ROLE OF RATINGS IN THE DEVELOPMENT OF ISLAMIC CAPITAL MARKETS

- ♦ Comparisons of rating methodologies between conventional and Islamic debt securities
- ♦ Islamic capital market instruments ratings
- ♦ Enhancing credit ratings through structuring
- ♦ Future market development and rating implications

Zaiton Mohd Hassan

President / Executive Director

Malaysian Rating Corporation Berhad

12.20 SUKUK STRUCTURE FOR ISLAMIC SECURITIZATION

- ♦ An insight of the sukuk structure and its principles
- ♦ Issues and Islamic principles in the creation of a Special Purpose Vehicle (SPV) for the issuance of Islamic sukuk
- ♦ Advantages of issuing Islamic sukuk
- ♦ Standardization of Shariah issues:
 - The role of Securities commission in regulating the Islamic bond market
- ♦ Regulatory issues governing sukuk issuance
- ♦ Examples of recent successful issuance of Islamic bonds in Malaysia

Badlisyah Abdul Ghani

Head of CIMB Islamic

Commerce International Merchant Bankers Berhad

1.00 Lunch

2.20 DEVELOPING THE TAKAFUL MARKET IN MALAYSIA

- ♦ Formulating strategies to further develop the takaful industry: The need for shariah and regulatory framework
- ♦ Takaful concepts and business aspects: Compensation issues, al-gharar and contracts
- ♦ Evaluating the business of re-takaful in Malaysia
- ♦ Principles of contracts affecting takaful and insurance compared
- ♦ Investing takaful funds in the Islamic capital market
- ♦ Expanding takaful beyond regional markets
- ♦ Challenges and opportunities and for takaful and conventional operators

Dato' Mohd Fadzli Yusof

Chief Executive Officer

Takaful Malaysia

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3.05 **PROMOTING ISLAMIC MUTUAL FUNDS AND UNIT TRUSTS IN MALAYSIA**

- ♦ The growth of Islamic mutual funds and unit trusts globally and its impact on Malaysian capital market
- ♦ Problems and prospects of Islamic funds and indexes
- ♦ Risk management in unit trusts investments
 - Potential risks and its diversification
- ♦ Development issues and concerns on Islamic unit trusts funds in Malaysia
 - Distinction between halal and non-halal funds
- ♦ Restrictions of Islamic funds and investment options

Mushthaq Ahmad Ibrahim

Chief Executive Officer

Asia Unit Trusts Berhad

3.50 Afternoon Refreshment

4.10 **ISLAMIC PRIVATE DEBT SECURITIES AS A FINANCING TOOL - CASE STUDY: MALAYSIAN CORPORATE BOND MARKET**

- ♦ Latest developments on Islamic Private Debt Securities as an Islamic funding option
- ♦ Structuring IPDS
 - Legal and regulatory concerns
- ♦ Key strategies to attract international investors to the local Islamic PDS market
- ♦ Competing with conventional PDS
 - Advantages and benefits of IPDS vs conventional PDS
- ♦ Opportunities and challenges in promoting IPDS market

Baljeet Kaur Grewal

Economist / Investment Banking

Aseambankers Malaysia Berhad

5.00 **PANEL DISCUSSION**

DEVELOPMENT OF ISLAMIC BANKING AND FINANCE INDUSTRY IN THE INTERNATIONAL FINANCIAL MARKET

- ♦ Implications of war on the growth of Islamic banking and finance
- ♦ Implementation of the gold dinar trade and its impact on Islamic finance
- ♦ Key developments in global Islamic financial systems
- ♦ Standardisation of Islamic law in the different markets
 - Roles and development standards of the Islamic Financial Services Board
- ♦ Challenges in gaining the confidence of investors and issuers
- ♦ Opportunities ahead in Islamic banking and finance

Moderator:

Warren Edwardes, *Chief Executive Officer*

Delphi Risk Management Limited, London

Panelists:

Jal Othman, *Advocate & Solicitor*

Shook Lin & Bok

Zakariya Othman AlHaj, *Industry Analyst*

Smart Investor

5.20 End of Conference

**COMPELLING REASONS
WHY YOU SHOULD ATTEND:**

- ♦ **Discover** the latest developments and future trends in the Islamic banking and finance industry
- ♦ **Understand** the underlying concept of Islamic project financing
- ♦ **Examine** the benefits in investing in Islamic funds in accordance to the profit and loss sharing principle
- ♦ **Gain** an insight on the Sukuk structure and successful issuance of Islamic bonds in Malaysia
- ♦ **Acquire** innovative and effective strategies in marketing Islamic financial products in capturing the right target audience
- ♦ **Enrich** your knowledge on the latest in Intellectual Capital and its importance in Islamic capital funding
- ♦ **Update** yourself with shariah and legal issues and its implications in structuring Islamic banking tools
- ♦ **Address** critical factors of risk management in Islamic finance and strategies to mitigate these risks
- ♦ **Identify** the role of ratings in Islamic capital markets and means of enhancing credit ratings
- ♦ **Discover** the latest growth of Islamic mutual funds and unit trusts and its impact on Malaysian capital market
- ♦ **Unique** opportunity to learn from top bankers in Malaysia including AmBank Group and Affin Bank on the latest market opportunities and product innovation.
- ♦ **Have your questions answered and obtain professional advice from local and international leaders in the field!**

WHO SHOULD ATTEND:

- ♦ Chief Executive Officers / Managing Directors / General Managers
- ♦ Heads of Islamic Banking / Islamic Finance / Islamic Insurance
- ♦ Heads of Global Islamic Finance
- ♦ Heads of Capital Markets
- ♦ Heads of Investment banking
- ♦ Finance Directors / Treasurers
- ♦ Business Development Directors
- ♦ Regional / International Marketing Directors
- ♦ Corporate Lenders and Borrowers
- ♦ Auditors and Tax Advisors
- ♦ Accountants
- ♦ Regulators and Government Officials
- ♦ Investment Bankers/ Advisors
- ♦ Lawyers & Corporate Legal Counsels
- ♦ Shariah Consultants

Keep Abreast with the Latest Developments, Challenges and Opportunities in Islamic Banking & Finance

During 2002, the market share of Islamic banking assets of the total banking system increased to 8.9% from 8.2% in the previous year. The share of Islamic financing rose to 8.1% from 6.5%, while Islamic deposits grew to 10.2% from 9.5% previously.

Total assets of the Islamic banking sector increased 15.5% to RM 9.1 billion as at end-2002.

(Source : Bank Negara Malaysia Annual Report, The Star, 27 March 2003)

In view of the tremendous opportunities in Islamic financial market globally and in Malaysia, *The Asia Business Forum* is proud to present you this practical and timely 2-day Conference on '**Islamic Banking and Finance**' specially developed to provide an update on the latest progress and new opportunities in the Islamic banking and finance industry.

Come and tap into the expertise of *Hijrah Strategic Advisory Group* and *Smart Investor* who will help you develop innovative marketing strategies of Islamic financial products and how to effectively communicate them to the market. *Asia Unit Trusts Berhad, Aseambankers Malaysia Berhad, Marditech Corporation Malaysia* and *Malaysia Venture Capital Management Berhad (MAVCAP)* will share with you their knowledge, expertise and valuable experiences on a wide array of critical issues pertaining to Islamic finance including unit trusts, Islamic capital funding, venture capital and Islamic private debt securities.

With the growing importance of Syariah uniformity on differing Syariah opinions and issues, we have specially gathered legal advisors from *Zaid Ibrahim, Mohamad Illiyas & Co., Shook Lin & Bok* and *Kadir, Andri Aidham & Partners* to address your legal and shariah compliancy questions.

This is a **NOT-TO-BE-MISSED** event! Come and reap the extensive networking benefits of meeting and sharing ideas with the leading bankers and financiers, industry experts and legal advisors. Attend this timely conference and gather information on financial opportunities available for the development and future growth of your organization. Capitalize on the unique features of Islamic financing to achieve significant competitive edge.

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Hear valuable advice from key industry players:

- Featuring AmBank Group's broad range of Islamic banking and financing products and services, hear from **Ahmad Zaini Othman**, *Senior General Manager, AmBank Group* on the Al-Musyarakah share financing model and the challenges and opportunities to banks.
- Hear from **Fauziah Yusof**, *Vice President Islamic Banking, Affin Bank Berhad*, on a comparative analysis between Islamic and conventional financing.
- Established in line with Malaysia's Financial Sector Master Plan (FSMP), **Mustapha Hamat**, *Chief Executive Officer, Islamic Banking and Finance Institute Malaysia (IBFIM)* will enlighten you on IBFIM's efforts in enhancing the development and advancement of Islamic banking and finance industry in Malaysia.
- With CIMB's success in closing five Islamic Sukuk deals last year alone, **Badliyah Abdul Ghani**, *Head of CIMB Islamic, Commerce International Merchant Bankers Berhad* will share an insight on the Sukuk structure and key success strategies in reaching out to the global market.
- Islamic banking has unique systemic risk characteristics. Learn from **Warren Edwardes**, *Chief Executive Officer, Delphi Risk Management Limited, London*, who will analyze the various risks in Islamic financing and how to effectively manage them.
- With Malaysia gaining world recognition as a leader in takaful, hear from **Dato' Mohd Fadzli Yusof**, *Chief Executive Officer, Takaful Malaysia* on the latest strategies in developing the takaful industry and the need for a common standard of operation for takaful operators.
- With the commitment in providing quality ratings and comprehensive research services, hear from **Zaiton Mohd Hassan**, *President / Executive Director, Malaysian Rating Corporation Berhad* on ratings of Islamic capital market instruments and implications of rating on the development of the capital market

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<input type="checkbox"/> 2-Day Conference	US\$1,295	US\$1,395

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Attn: Ms Rosaleen Sebastian, Sales Account Executive

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