

# Islamic Finance Workshops

10th - 11th September 2005  
Le Royal Meridien Beach Resort and Spa, Dubai, UAE

## Workshop 1

### Introductory Workshop

10th September 2005

- ◆ The principles and objectives of Islamic Finance
- ◆ Structure and certification of products
- ◆ Key institutions and their responsibilities
- ◆ How to gain credibility and trust in the market

## Workshop 2

### Global Sukuk Workshop

11th September 2005

- ◆ Are you aware of Sukuk - the Islamic bond?
- ◆ The structure of Sukuk
- ◆ Would you benefit from new sources for funds?
- ◆ The arguments for issuing Sukuk
- ◆ What are the experiences so far?



## WORKSHOP DIRECTOR

*Michael Gassner*



- ◆ Internationally recognised consultant on Islamic Finance
- ◆ Editor of the "IslamicFinance.de – Executive News"
- ◆ Speaker at international conferences, such as 6th Harvard Forum on Islamic Finance

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IBC Gulf Conferences

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# Islamic Finance Workshops

## Introductory Workshop

10th September 2005

### OVERVIEW

Islamic Finance is known to be a growth industry. At IslamicFinance.de we identify each month new banks or branches operating in this sector worldwide including in the West. However, a formal education in Islamic Finance is rare. Many financial professionals working inside the industry gained their experience in the conventional sector.

This one-day workshop aims to teach the principles and objectives of Islamic Finance. It gives an insight into the structure, certification and role of Shariah Boards as well as a short overview about the key institutions and their responsibilities.

### PROGRAMME

#### SESSION 1:

##### Islam, Economics and Finance

- ◆ Key issues in Islam
- ◆ Islam, economics and finance

#### SESSION 2:

##### Non-profit Islamic Finance Branches and Applications

- ◆ Takaful (Mutual or co-operative insurance)
- ◆ Money lending (interest free)

#### SESSION 3:

##### Profit-oriented Fixed Income Modes and Applications

- ◆ Murabaha, Tawarruq
- ◆ Ijara
- ◆ Istisnaa

#### SESSION 4:

##### Profit-oriented Equity Modes and Applications

- ◆ Musharaka
- ◆ Mudaraba
- ◆ Screening criteria

#### SESSION 5:

##### Specific contracts used for financial products

- ◆ Salam, Arbutun, Kafalah
- ◆ Opportunities for and obstacles to Hedge Funds

#### SESSION 6:

##### Key institutions and their role

- ◆ Accounting and Auditing  
Organisation for Islamic Financial Institutions

- ◆ International Financial Services Board
- ◆ Islamic Development Bank
- ◆ Organisation of Islamic Conference
- ◆ International Islamic Rating Agency
- ◆ Liquidity Management Centre
- ◆ International Islamic Financial Market
- ◆ General Council for Islamic Banks and Financial Institutions

#### SESSION 7:

##### Shariah Boards and their role

#### SESSION 8:

##### Product reviews - Case studies

- ◆ Stock market fund
- ◆ Real estate fund
- ◆ Sukuk structure



### ABOUT THE WORKSHOP DIRECTOR

**Michael Saleh Gassner** works as a consultant for Islamic Finance in Cologne, Germany. He studied business administration at University Siegen after receiving a degree in banking from the Chamber of Commerce. Mr Gassner is editor of the "IslamicFinance.de – Executive News"; one of the leading monthly publications of the industry based on the research of the consulting practice. He consults financial institutions in regard to structuring and marketing products and offers training worldwide. He is a frequent speaker at conferences, such as 6th Harvard Forum on Islamic Finance and has published a number of articles inside and outside Germany about related subjects.

### WHO SHOULD ATTEND THIS WORKSHOP?

- ◆ Corporate Financiers
- ◆ Investment Bankers
- ◆ Corporate and Commercial Bankers
- ◆ Private Bankers
- ◆ Analysts
- ◆ Portfolio Managers
- ◆ Consultants
- ◆ Lawyers
- ◆ Structured and Asset Financiers
- ◆ Financial Engineers
- ◆ Sales and Marketing professionals
- ◆ Corporate Treasurers and CFOs

# Islamic Finance Workshops

## Global Sukuk Workshop

11th September 2005

### OVERVIEW

Islamic bonds, Sukuk, are one of the major issues nowadays in Islamic Finance. It is clearly demand driven; from the Treasury of the Islamic banks as well as from Private Clients:

- Islamic Bankers have to manage their capital adequacy with a liquid instrument
- Private Clients are needing a fixed income variant for an efficient portfolio

The Sukuk market will therefore grow, from last year nearly US\$ 7 bn new issues, to at least US\$ 100 bn in five years time. The strong and confirmed need for such products is outstanding.

This course is designed to learn the lessons from major cases, to study their structures, the reasons behind it and receive a common understanding of the current market situation. It addresses a number of different functions in banks, sovereigns and corporates which will strengthen the discussion inside the class and highlighting different aspects and viewpoints.

### PROGRAMME

#### SESSION 1:

##### Introduction and overview to Islamic Finance

- ◆ Islam, Economics and Finance
- ◆ Islamic finance modes in a 'nutshell'

#### SESSION 2:

##### Securitisation

- ◆ Types of Sukuk and comparison with conventional bonds and Asset backed securities
- ◆ Overview about recent issues of Sukuk and the market demand/subsription

#### SESSION 3:

##### Offering, Legal and Tax

- ◆ Offering requirements for placements in the Middle East
- ◆ Legal concerns in Europe
- ◆ Usage of Special Purpose Vehicles and tax considerations

#### SESSION 4:

##### Case study: Sukuk of Saxony-Anhalt

- ◆ Capital market strategy of Saxony-Anhalt
- ◆ Issuers point of view
- ◆ Structure and market feedback

#### SESSION 5:

##### Case Study: Sukuk of Qatar

- ◆ Structure
- ◆ Market acceptance
- ◆ Reasoning

#### SESSION 6:

##### Case study: Corporate Sukuk of Tabreed

- ◆ New opportunities for corporates
- ◆ Benefits for corporates in issuing Islamic bonds
- ◆ Market acceptance

#### SESSION 7:

##### Case study: Construction and Development: SKS/Tagung Power, Malaysia

- ◆ Sukuk for project finance
- ◆ Structure and market acceptance
- ◆ Reasoning

#### SESSION 8:

##### Case study: Islamic Development Bank; Mixed Asset Case

- ◆ Structure and market acceptance
- ◆ Reasoning

### WORKSHOP DOCUMENTATION

Participants receive a sturdy ring binder containing all the lecture notes and illustrations supporting the lectures providing an invaluable reference source after the workshop. Workshop fees includes lunch and refreshment breaks each day.

### WHO SHOULD ATTEND THIS WORKSHOP?

- ◆ Bank Treasurers
- ◆ Corporate Financiers
- ◆ Investment Bankers
- ◆ Corporate and Commercial Bankers
- ◆ Private Bankers
- ◆ Analysts
- ◆ Portfolio Managers
- ◆ Consultants
- ◆ Lawyers
- ◆ Structured and Asset Financiers
- ◆ Financial Engineers
- ◆ Sales and Marketing professionals
- ◆ Corporate Treasurers and CFOs
- ◆ All Islamic Finance professionals

### DO YOU WANT THIS COURSE TAILORED TO YOUR NEEDS?

Do you have a large team of executives who would benefit from training in this area or in other areas? Why not consider an in-house training course, conducted at your premises, at a time of your choice. Such a course can be pitched at a level to suit your staff and can be customised to examine your company's confidential projects and data. We shall be happy to discuss with you about on-site training on a variety of technical or business topics.

For more information, please call **Louise Mathis** at  
Tel: (+971 4) 336 9992  
Fax: (+971 4) 336 0116 or  
e-mail: [mathis.louise@ibc-gulf.com](mailto:mathis.louise@ibc-gulf.com)



# Islamic Finance Workshops

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## Registration & Enquiry Form

Workshop 1: E5422-MG  
Workshop 2: E5423-MG

Remember to quote the Seminar code when contacting IBC →

Please send me further information

(Please complete Information Request Section)

YES! I want to register for:

The course price includes Documentation, Certificate of Attendance, lunch and all refreshment breaks.

Event	Price	No of Delegates
<input type="checkbox"/> Workshop1	Dhs3,499/US\$ 953	
<input type="checkbox"/> Workshop2	Dhs3,499/US\$ 953	
<input type="checkbox"/> Workshop 1&2 package 15% discount	Dhs 5,948/US\$ 1,620	
<input type="checkbox"/> I am unable to attend this workshop but please, reserve me _____ set(s) of workshop papers at UAE Dhs. 1,835/ US\$ 500		
<input type="checkbox"/> Please send me your Future Events Calendar		

**Your Details** (Please photocopy this page if more than 3 delegates)

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E-mail:

2nd Delegate: (Mr/Mrs/Ms)

Position:

Tel: Fax:

E-mail:

3rd Delegate: (Mr/Mrs/Ms)

Position:

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### Payment Method:

Payments may be made by Bank Transfers, Demand Drafts or Credit Cards. UAE Companies may pay by cheque also.

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**Bank Transfer:** Dirham transfers to IBC Gulf Conferences, account No: 020-111878-001 and US\$ transfers to IBC Gulf Conferences, account No: 020-111878-211 with HSBC Bank Middle East, Main Branch, P.O.Box 66, Dubai (Swift Code: BBMEAEAD) Please include the invoice number, the event code E5422/5423 and the delegate's surname in the transfer instructions

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### INFORMATION REQUEST

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For a brochure on any of the following conferences please ✓ boxes and Fax to Sarita Singh on:

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- 4th Middle East Petrochemicals**  
17 - 19 September 2005, Dubai, UAE  
[www.ibcgulf.com](http://www.ibcgulf.com)
- Competitive Pricing Strategies for the Chemical, Petrochemical & Oil Products Sectors Seminar**  
18 - 19 September 2005, Dubai, UAE  
[www.ibcgulf.com](http://www.ibcgulf.com)
- 2nd International Conference Iranian Gas Exports to India & Pakistan**  
28 - 29 September 2005  
New Delhi, India  
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- Outsourcing Middle East & Asia 2005 Conference**  
14 - 15 November, 2005, Dubai, UAE  
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29 - 30 November 2005, Tehran, Iran
- Eastern Mediterranean Gas Forum**  
12 - 13 December 2005, Amman, Jordan  
[www.ibcgulf.com](http://www.ibcgulf.com)

### 5 EASY WAYS TO REGISTER

**PHONE**  
(+971 4) 336 2992



**MAIL**  
The Bookings Department  
IBC Gulf Conferences PO Box 15078 Dubai, UAE



**FAX**  
Sarita Singh (+971 4) 336 0116



**E-MAIL**  
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**ON-LINE**  
[www.ibcgulf.com](http://www.ibcgulf.com)

### Discount

Workshop 1&2 package 15% discount Dhs 5,948/US\$ 1,620

### Workshop Dates, Venue and Accommodation Information

10th - 11th September 2005

Le Royal Meridien Beach Resort and Spa, Dubai, UAE

Tel.: +971 4 399 5555 Fax: +971 4 399 5263

All fees include lunch, refreshments and workshop papers. Payment is required prior to the event.

### Workshop Reference

Please quote your workshop reference in all correspondence with IBC.

- Workshop 1: 5422
- Workshop 1: 5423

### Reduced Rate Hotel Accommodation

To book your accommodation please contact, The Dusit Dubai, indicating that you are attending the IBC Islamic Finance Workshops.

It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the identity of the speakers.

### Visa into the UAE

G.C.C Nationals, Western European, North American, Australasia and some South East Asian Nationals do not require a visa to enter the UAE. Other nationalities need to fax a copy of their passport (relevant pages) to the hotel and credit card payment to facilitate visa processing. It takes about 2-3 days or a week depending on the nationality. Further visa information can be obtained from your local UAE Embassy or the IBC Customer Service Hotline: +971 4 336 2992

### Cancellation Policy

If you should cancel before 26th August 2005, you will receive a refund less a service charge of UAE Dhs. 485. We regret that no refunds can be made for cancellations received after 26th August 2005. Substitutions are welcome at any time.

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