



MICHAEL GASSNER

ISLAMIC FINANCE.de Consultancy

2nd ISLAMIC WEALTH MANAGEMENT EVENT

28/29th March 2006

Mandarin Oriental Hôtel du Rhône – Geneva, Switzerland

- **Seminar**
- **Workshops**
- **Exhibition**

- 1. Are you working in private banking with Muslim clients?**
- 2. Are you an investment or service product provider?**
- 3. Or do you simply manage your own assets according to Islam?**

*Come join us at the beautiful Mandarin Oriental Hôtel du Rhône,
Geneva, Switzerland*



Organizer:

Michael Gassner Consultancy

Lead Sponsor:

Encore Management S.A.

Silver Sponsors:

TILP PLLC Limited

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Endorsed by:

Institute of Islamic Banking

and Insurance

www.islamicwealthmanagement.com

Office / Fax + 49 7000 4277 637

Email gassner@islamicfinance.de

WELCOME NOTE



Dear financial professional,

Islamic wealth is growing at a fast pace, driven by major sustainable trends: High oil revenues, a stronger movement toward investments in local markets, and, of course, the increasing relevance of compliance with Islamic religious requirements. Major shifts can be expected, not least of which is the transfer of wealth from first to second generations, including female heirs.

Learn more about the tremendous wealth management opportunities offered by this growth industry. Learn about new solutions for the specific needs of Muslim families, who even today face very substantial challenges. Of course, in every challenge lie significant opportunities from which you can benefit. Stay ahead of your competitors – be the first to learn of these solutions!

As an enjoyable extra to the highly interesting educational sessions of the 2nd Islamic Wealth Management Event, why not extend your stay and further enjoy Geneva's wonderful panoramas! You may plan your additional holidays online at: www.lake-geneva-region.ch. A tour of lovely Geneva can be an appropriate addition to the information-packed seminar.

Join us in Geneva and find out why the 2nd Islamic Wealth Management seminar is essential to private bankers managing Muslim wealth, and for all bankers & service providers who serve this dynamic & growing community of investors.

Best regards,



Michael Saleh Gassner

BACKGROUND

“We estimate there is not less than \$200 billion in Muslim-owned assets under management in Geneva alone, probably the largest concentration of Muslim wealth anywhere in the world.” John A. Sandwick, Encore Management S.A.

Geneva’s status as the world’s capital of asset management remains unchallenged. With over a hundred years of private banking, Geneva enjoys its number-one position in private wealth management among global financial capitals.

Geneva, and indeed much of Switzerland, are home to substantial amounts of Muslim-owned assets. Yet, despite the rich traditions and advanced technology of banking in Switzerland there remains a substantial gap in the delivery of Islamic financial products and solutions.

The 2nd Islamic Wealth Management seminar in Geneva will explore new solutions and strategies for private bankers and asset managers in Switzerland and beyond. The event will enable industry professionals to meet Islamic banking experts and investment product providers to discuss the current status of the Islamic wealth management industry.

Providers of Islamic investment products will also be able to meet one-on-one with client advisors, both from banks and the independent asset management community. Client advisors are the first means of outreach for Muslim investors, who demand more from their asset managers, in particular in the selection of assets for private accounts. Meeting managers directly through Geneva networks differs substantially from the Middle East, where most bankers don’t provide third-party products to their clients. In such networks, developing a branding strategy is almost impossible. Geneva thus offers an alternative sales network.

Bringing private bankers and asset managers together with Islamic investment product providers is one of three core aims of the Islamic Wealth Management Event in Geneva. The second important benefit is the transmission of key fields of knowledge. Third, the possibility for networking opportunities has been greatly improved in order to share ideas and make new business associations. Sponsors and speakers are alerted to these opportunities by the organizer, who will forward participants’ requests before the event is held.

WHO SHOULD ATTEND?

“The magnitude of philanthropic donations in Muslim communities is estimated to total between \$250 billion and \$1 trillion annually.” USAID, Zakat, The Muslim World Series, September 2005

“Islamic Banking assets are expected to grow to more than \$1,000 billion by 2013”, General Council for Islamic financial Institutions in February 2006.

PRIVATE CLIENT PROFESSIONALS

Client advisors, Private bankers, Islamic bankers, Independent asset managers, Family offices, Portfolio managers, Trust & estate practitioners, Client relationship managers, Brokers, Islamic finance professionals, Fund distributors, Division heads: Middle East, Islamic finance, Wealth management, Private banking, Philanthropy & charity, Private clients, Financial planning advisors, Investment consultants

INVESTMENT PRODUCT PROVIDERS

Portfolio allocation, Islamic bankers, Structured products, Derivatives, 3rd-party funds selection, Investment bankers, Fund managers, Real estate professionals, Insurance companies, Business development, Sales & marketing managers, Equities trading, Alternative investments

CONSULTANTS & SERVICE PROVIDERS

Lawyers, Accountants, Tax consultants, Trustees, Strategy consultants, Islamic finance consultants

OTHERS

Compliance, Senior bank managers, Regulators

TOPICS FOR ISLAMIC WEALTH MANAGEMENT 2006

Family Offices

Family offices are taking over important functions from banks for Muslim investors, but still face difficulties in sourcing sharia-compliant products to create efficient portfolios according to modern portfolio theory.

Fixed income alternatives for Muslim investors

Which alternatives are available to the Muslim high-net-worth individual in the effort to replace bonds? Who are the players working on these instruments, and what are their merits and critiques?

Absolute return products

The hype for hedge funds has reached Islamic finance. In 2006 a number of players are seeking to offer sharia-compliant absolute-return products. This seminar will review them and will offer the opportunity to discuss them directly with suppliers.

Poverty alleviation

Poverty alleviation – Philanthropy or investment opportunity? is the title of one of the sessions. Is poverty alleviation a topic of concern for investments? Microfinance could be a possible strategy to gain returns and reduce poverty while holding assets with a non-correlated risk/return profile. Market experts will provide insights about how to invest and how to implement these strategies.

PROGRAM – MAIN SEMINAR

Tuesday, 28 March 2006

- 08.45 Opening Remarks from the Chairman
- 09.00 Keynote Address
Professor Mahmood Faruqui, Vice-Chairman,
Institute of Islamic Banking & Insurance
- 09.00 – 10.45 Islamic Financial Planning
Case Study on Trusts for Family Offices, NN
Last Will & Tax Considerations for Wealthy Muslims, Harald Reisen,
Ernst & Young
Basics of Zakat Calculation, Monzer Kahf
- 11.00 – 12.45 Traditional Asset Classes
Sales Channels and Access to Compliant Investments,
Michael Gassner
GCC Equity Markets, Faisal Hasan, Global Investment House
Survey of Islamic Real Estate Market Trends,
Jan Dührkoop, IVG Real Estate
- 14.00 – 15.30 Panel Discussion: Poverty Alleviation –
Philanthropy or Investment Opportunity?
Microfinance as an Asset Class, Dirk Brouwer, Catalyst
Microfinance Investors
Islamic Microfinance – How to Set It Up, a Case Study of Mali,
Konrad Elsässer, Fides
Islamic Microfinance – Application in Aceh, Liam Collins,
Grameen Foundation
- 16.00 – 18.00 Networking Arena & Exhibition
An open forum for delegates and registered financial
professionals, as well as high-net-worth individuals.
Participation is subject to free-of-charge arena registration.
Color-coded badges facilitate successful networking.

Wednesday, 29 March 2006

- 09.00 Opening Remarks by the Chairman
- 09.15 – 10.15 Alternative Asset Classes
Islamic Managed Accounts, Markus Hermanek, GAFM
Islamic hedge funds – Why a fund for funds? Ali Shahadat,
SDK Asset Management
- 10.30 – 12.30 Alternative capital markets?
Sukuk, Islamic bonds – Tradable but not traded, Michael Gassner
Liquid capital – Benchmarked returns, Geert Bossuyt,
Deutsche Bank AG, London
An alternative path to constant returns, Eric Meyer, Shariah Capital
- 14.00 – 15.30 Panel Discussion: Family Offices – Best Practices, Client Acquisition &
Differences
Requirements of Saudi & Arabian Gulf Clients, John A. Sandwick,
Encore Management S.A.
Litigation – A service requirement for family offices, Detlef Zawatzki,
Tilp law firm
Family Offices – How to balance the needs and goals of various family
members, Lisa Gray, graymatter STRATEGIES LLC
- 15.30 – 15.45 Summary by the Chairman
- 16.00 – 18.00 Networking Arena & Exhibition
An open forum for delegates and registered financial professionals,
as well as high-net-worth individuals. Participation requires
free-of-charge arena registration. Color-coded badges facilitate
successful networking.

Due to unforeseen circumstance, the program may change.

OPTIONAL WORKSHOPS

27 March Introductory Workshop Islamic Finance

by Michael Saleh Gassner



Born in 1969, Mr. Gassner is a specialized consultant on Islamic finance. He completed his studies in business administration at the University of Siegen and has worked both as a banker and an independent financial advisor. Mr. Gassner writes frequently about related issues in leading industry magazines and is the founding editor of the industry's newsletter IslamicFinance.de – Executive News. Main consulting fields include structuring, marketing and training on all matters related to Islamic banking & finance. He speaks frequently at conferences, among them the 6th Harvard Forum on Islamic Finance 2004 and the Arab Banking Summit in Frankfurt. He is also Head of Islamic Finance for the International Bankers Forum. Mr. Gassner speaks German, English, Arabic & French.

This one-day workshop is held frequently in various cities. It covers basic principles and objectives of Islamic finance, gives insight into a number of product structures and familiarises participants with the concept of a sharia board, and names the relevant institutions as well as relevant multinational bodies active in the Islamic banking space. Participants will understand how products are structured and gain an overall understanding of the subject.

27 March Shariah-Compliant Asset Management

by Professor Dr. Monzer Kahf



Professor Kahf has more than 30 years experience in Islamic finance, banking and economics. He is currently a consultant, trainer, lecturer and expert on Islamic finance at the OIC Fiqh Academy, Jeddah, Saudi Arabia. He served as a professor of Islamic Economics & Banking in the graduate program of Islamic economics and banking, Yarmuk University, Jordan, and for 15 years was a Senior research economist and Head of research at the Islamic Research & Training Institute (IRTI) of the Islamic Development Bank (IDB) in Jeddah. He provides expert opinions in various courts as well as hosting Internet-based dialogue on Islamic banking & finance.

About the Workshop

This one-day workshop on Islamic compliance in asset management provides a comprehensive, highly interactive and practical coverage of sharia requirements in asset management. The workshop is designed for professionals who are interested in Islamic asset management and Islamic capital markets. It provides an opportunity to develop skills and knowledge necessary to compete effectively in this rapidly growing market.

Why should you attend?

- Understand one of the most rapidly growing financing methodologies in the world's capital markets
- Obtain know-how on Islamic asset management and its new market opportunities
- Enhance your knowledge of Islamic financing principles as a new and expanding market
- Improve your knowledge on Islamic asset management

Who should attend?

The workshop is designed for executives from Islamic banks and banks in general, asset management companies and advisors and lawyers who deal with Islamic asset management and Islamic financing in general. It will provide invaluable information particularly to: risk managers, asset managers, financial marketing personnel, financial controllers, project finance managers, business development managers, corporate finance managers, sharia and legal advisors of Islamic banks and Islamic finance companies.

30 March Family Offices

by Lisa Gray



Lisa Gray works with investors and their financial and investment advisors and consultants to facilitate higher-level relationships. She has 17 years' experience in the wealth management industry and is the founder and managing partner of graymatter STRATEGIES LLC. From 1988 through 1999, she served as a financial advisor with Union Planters IBG (now Vining Sparks IBG), Morgan Keegan & Company, Inc., and PaineWebber, Inc. (now UBS). After becoming an independent financial journalist in 2001, she formed graymatter

in 2002 with the purpose of guiding wealth advisors to higher quality consulting practices.

In 2004, she developed the firm's proprietary Wealth Optimization Consulting™ concept which stresses the influence of family dynamics and governance on wealth management decision making. The concept is outlined in her book, *The New Family Office: Innovative Strategies for Consulting to the Affluent*. Ms. Gray has served on the CFA Institute's editorial board for financial writers and has been a member of the Investment Management Consultants Association, the CFA Institute, and the Memphis Society of Financial Analysts.

Ms. Gray emphasizes the importance of ongoing investor and advisor education in her work and is a sought-after resource for the family office and financial services industries on family office-related matters. She is a frequent author on family office and wealth management topics and is a panelist, speaker, and media resource as well as a consultant.

Enhancing Advisor/Family Client Relationships through Wealth Optimization Consulting™. Only by discovering the individual as well as the collective values and generational perspectives of a family may advisors adequately address the scope of a family's wealth management needs. A new approach to family office-level

service, Wealth Optimization Consulting™, developed by Lisa Gray, president and CEO of USA-based graymatter STRATEGIES LLC, shows the often overlooked connection between family dynamics and wealth management decision making. It provides efficient tools advisors may use to develop higher quality relationships with their clients and educates families in selecting appropriate advisors for their wealth. The highly customized approach enables advisors to identify the specific needs of Muslim families of wealth and develop a strategic allocation based on those needs.

30 March Intercultural Training

by ICUnet.AG

ICUnet is short for "InterCULTural NETwork". This means using global networks for your international business activities. By working with us, your company also joins us in a world-wide intercultural network. At the same time it means "I see you" – visioning the world is our motto. We accompany you in your vision of international success. Our Mission: Support global players as well as small and medium-sized companies in taking advantage of the chances of growing globalization and help to improve mutual understanding between different cultures.

Effective communication and negotiation techniques in the Arab Gulf region differ radically from our Western habits. The Intercultural Awareness Workshop "Arab Gulf Countries" gives valuable insights into the Arab way of conducting banking by means of a variety of interactive methods supported by two bicultural experienced trainers.

TESTIMONIALS

"A flexible program that allowed points to be debated as they arose, leading to greater interaction between all participants, and hence a fuller understanding of the issues that had been raised."

Trevor Norman, Volaw Trust Company

"Learning of Islamic Finance concepts & their working models, in today's banking and in depth analysis of their real life applications in Wealth management."

Saadat Muzaffar, Head of Global Wealth Management, Dubai Islamic Bank

ABOUT THE ORGANISER

Michael Gassner Consultancy, is among the leading consultants in the field of Islamic Finance. The firm focusses its business model on three pillars: 1) structuring and development advice, which supports financial institutions in developing Islamic financial products and getting them certified, 2) marketing advice, since there are a number of specific issues in getting products to the client with regard to communication, sales channel selection and technical work like roadshows; and last but not least 3) training, which is provided in-house and in public forums around the world. The firm is known for the frequent contributions of its founder in speaking at conferences and for its outstanding industry newsletter, which is distributed to a broad cross-section of the Islamic financial scene online via www.islamicfinance.de.

SUPPORTER

Endorsed by: Institute of Islamic Banking & Insurance, London

The Institute of Islamic Banking & Insurance [IIBI] was founded in 1990 by late Mr Muazzam Ali, its founder Chairman. Mr Ali was a vice chairman of Darul Maal Islami, a pioneering Islamic financial institution, and the objective of IIBI was to provide an independent forum in London for bankers, lawyers, & academics to interact, discuss, conduct research and discover new horizons in the emerging universe of Islamic finance. IIBI provided the first graduates to work in Islamic finance. It is a premier International independent center with a track record of publications, training, diploma and executive development programs, lectures, conferences & events. Its diploma-holders span from Malaysia to South Africa, from Nigeria to North America. Prof Mahmood Faruqi is the Vice Chairman of IIBI. (There is no chairman). He was co-director with the late chairman, on Islamic banks boards, and is guiding the Institute to meet the 21st century challenges for the Islamic financial industry in UK & Europe.

SPONSORS

Lead Sponsor: Encore Management S.A.

Encore Management S.A. is an independent asset management company based in Geneva, Switzerland. It was founded in 1998 to provide customized asset management services to families, including real estate, corporate finance and estate planning, in addition to traditional portfolio management services. Encore has led numerous efforts since 1999 to expand Islamic wealth management as a core service for clients who request this service.

Silver Sponsor: TILP PLLC Limited, Silver Sponsor

TILP is a leading international investor protection law firm, focusing on shareholder and investor protection through securities litigation in Europe and the United States. TILP is composed of two business units: TILP International and TILP Deutschland. TILP has offices in the U.S., the Middle East and Germany and is headed by Mr. Alexander Reus in the United States, Mr. Detlef Zawadzki in the UAE, and by well-known investor protection lawyer Mr. Andreas Tilp in Germany.

TILP represents private and institutional investors from the United States, the Middle East and Europe in U.S. and European securities (class) actions, settlements or alternative litigation means, in order to recover securities fraud related losses. TILP Deutschland is also representing clients with banking, insurance and investment law issues. TILP represents clients with assets under management of cumulatively more than \$200 billion. For further information, please visit www.tilp.com.

Silver Sponsor: IVG Immobilien AG

With 16 bn. EUR Assets under Management – thereof 3.3 bn. EUR on behalf of the own portfolio – IVG is one of the leading real estate asset managers worldwide and among the major listed European real estate companies. With branches in all major European real estate markets IVG pursues a clear strategy in its core activities of portfolio management, project development and real estate funds:

- Focus on office properties and business parks in major European cities and growth regions
- Exploitation of cyclical differences between real estate markets
- Upgrading of the existing real estate portfolio
- Specialized Real Estate Funds and closed-ended funds, which is also possible with a Shariah-compliant structuring.

WHY SPONSOR?

Are you seeking to get your name out to Muslim asset-holders? The 2nd Islamic Wealth Management Event gives you unrivalled cost-effective and dedicated marketing exposure, and will increase your brand recognition among key players in the Islamic banking & wealth management communities. Sponsorship also develops relationships through enhanced and supported networking and positions and profiles your firm as an industry leader in the Islamic wealth management industry.

OPTIONS FOR SPONSORING

Three levels of sponsorships are available. Only one sponsor will be permitted for the Platinum level, two for Gold, and four for Silver sponsorships. All packages are designed to support generation of leads & exposure to the Islamic wealth management community, whether through physical attendance at the event or through widely-distributed invitations, brochures, online content, and media coverage. Additional free registration is available to sponsors.

Lunch Sponsor, Gala Dinner, and Networking Arena are supplementary opportunities which are exclusive to a dedicated sponsor. Please feel free to contact Michael Saleh Gassner for further information on the opportunities available.

MEDIA PARTNERS

Banco, Banque & Finance, The Banker, Al Bank wa Al Mustathmir, Business Monitor, Dinar Standard, EurekaHedge, Gowwealthy.com, IFIS, Insight, Islamic Conferences Group, IslamicFinance.de – Executive News, Middle East in Europe, Mustathmirun, Turkish Time, Wealthbriefing.com, TheWealthNet



REGISTRATION FORM

Send your registration form via post, fax, or by e-mail to:

Post MICHAEL GASSNER Consultancy
Kyffhaeuserstr. 8
50674 Cologne/Germany
Office +49 (0) 7000 42 77 637
Fax +49 (0) 7000 42 77 637
Email gassner@islamicfinance.de

EVENT PRICES

Please register us for the main seminar on 28/29 March

An advance reservation discount price of 1490 € is available until 20 February, after which a standard price of 1790 € will be charged. All prices are plus VAT where applicable.

You may register for one or all of the following optional workshops. The advance registration price for each workshop is 990 €, valid until 20 February, after which the standard price of 1190 € will apply.

27 March, Introductory Workshop Islamic Finance by Michael Gassner

27 March, Sharia Compliant Asset Management by Monzer Kahf

30 March, Family Offices by Lisa Gray

30 March, Intercultural Training by ICUnet.AG

Please register us for the networking arena with exhibition on 28-29 March

4.00 to 6.00 pm, free of charge for financial professionals (please provide company name) or high net-worth individuals.

Prices do not include VAT if applicable. Your booking will be reserved after reception of payment. We recognize the importance of team education and thus support members of the same company by offering a 15% discount for three or more delegates.

Central banks, regulators and non-profit organizations (no further advance reservation discounts) can apply for a 50 % reduction of registration prices. The number of discounted places is limited.

HOTEL ACCOMMODATIONS

Mandarin Oriental Hôtel du Rhône, www.mandarinoriental.com/geneva/

The event fees do not include hotel accommodations. For special rates, please make your booking directly with the hotel and state that you are attending the 2nd Islamic Wealth Management Event 2006. Please book early to avoid disappointments.

CANCELLATION

If you are unable to attend personally, a substitute representative will be welcome. In the event that this is not possible, a 200 € service fee will be charged for cancellations. Registrations cancelled less than 7 days before the event must be paid in full.

PERSONAL DETAILS

First Name Family Name

Position E-Mail

Organisation

Address

Phone Fax

2nd ISLAMIC WEALTH MANAGEMENT EVENT
MICHAEL GASSNER Consultancy 2006