



MICHAEL GASSNER

ISLAMIC FINANCE.de Consultancy

ISLAMIC FINANCE

Introductory Workshop 6th Sep 2005

- *What are the principles and objectives of Islamic Finance?*
- *How products are structured and how certified?*
- *Which are the key institutions and their responsibilities?*
- *How to gain credibility and trust in the market?*



**Venue: London Capital Club,
United Kingdom**

Organizer: *MICHAEL GASSNER Consultancy,
Cologne/Germany*

In association with the
Leasing Life Islamic Leasing Seminar

LEASINGLIFE
SEMINARS

BACKGROUND

Islamic Finance is a rapidly growing industry. Each month new banks are founded, new Islamic bonds are issued, and more and more European banks and financial institutions are involved. What is this market about, what is the basis it works on? Could you benefit from it? Explorer the opportunities with this introductory workshop. If you have specific cases or products which you would like to discuss we welcome that you provide the material ahead of the course to include and discuss it.

THE PROGRAMME

This 1-day workshop will provide you an in-depth understanding of the concepts, reasoning and market acceptance of Islamic financial products. You will receive a manual with the keywords

and their definitions taught by case studies to be solved in class. You will be enabled to discuss with law firms and Shariah scholars to work on a structure and follow up with own proposals.

Morning Session

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| 08.30 | Welcome note & coffee |
| 09.00 | Islam, Economics and Finance <ul style="list-style-type: none">▪ Key issues about Islam▪ Islam, Economics and Finance |
| 10.00 | Non-profit Islamic Finance Branches and Applications <ul style="list-style-type: none">▪ Takaful (Mutual or co-operative insurance), e.g. Solidarity, Bahrain▪ Money lending (interest-free), e.g. JAK Medlembank, Sweden |
| 10.30 | Profit-oriented Fixed Income Modes and Applications <ul style="list-style-type: none">▪ Murabaha, Tawarruq▪ Ijara▪ Istisnaa |
| 11.00 | Question & Answers – Coffee Break |
| 11.30 | Profit-oriented Equity Modes and Applications <ul style="list-style-type: none">▪ Musharaka▪ Mudaraba▪ Screening criteria |
| 12.00 | Specific contracts used for financial products <ul style="list-style-type: none">▪ Salam, Arbun, Kafalah▪ Opportunities for and obstacles to Hedge Funds |
| 12.30 | Lunch |

Afternoon Session

- 14.00 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
- 14.30 Shariah Boards and their role
- 15.00 Coffee Break
- 15.15 Product reviews – Case studies
- Stock Market fund
 - Real Estate Fund
 - Sukuk Structure
- 16.00 Offering Islamic financial services in European legislation: Hamid Yunis, Taylor Wessing
- Islamic Window, banking license
 - Legal cases: Enforcement issues
- 16.30 Question & Answers to the afternoon session
- 17.00 – 17.30 Closing

THE PARTICIPANTS

This workshop is targeting a wide range of financial professionals, public authorities and journalists. All departments of financial institutions can take benefit: Retail bankers, Fixed Income, Real

Estate Finance, Corporate Finance, Investment-banking, Islamic Finance, Leasing and Asset Finance, Structured Finance and all its service providers like software companies.

SPEAKER FACULTY



Michael Gassner

born 1969 is specialised consultant on Islamic Finance and finalised his studies in business administration at the University of Siegen. He worked as banker

and independent financial advisor. He writes frequently about related issues in leading industry magazines and is the founding editor of the industry's newsletter "IslamicFinance.de - Executive News". Also he speaks frequently on conferences, among those is the 6th Harvard Forum on Islamic Finance 2004. Languages: German, English, Arabic, French.

PUBLICATIONS & SPEECHES

"An obvious gap in the market",
in: Islamic Banking & Finance, October 2003

"Islamic Finance - Wachstumsmarkt für deutsche Banken",
in: Die Bank, November 2003

"Arabische Immobilieninvestoren",
in: Immobilienmanager, March 2004.

"Regulatory Framework of Germany - Opportunities for Sharia'a compliant financial products", Speech delivered on the occasion of the 6th Harvard Forum on Islamic Finance, 9th of May 2004.

Panellist on the LeasingLife Conference "Islamic Leasing"
in May 2004 in London.

"Islamic Finance: Short in Gambling, Long in Trade",
in: Swiss Derivatives Review, July 2004

"A market that awaits products"
in: Islamic Banking & Finance, September 2004

"Islamic Banking - Expansion in Europa"
in: Die Bank, Oktober 2004

"Germany and Islamic Finance: Market Opportunity, Regulation and Solutions", Speech held on the Islamic Finance Retail Seminar in London on 22nd November 2004

Panellist on the LeasingLife Conference "Operating Leasing"
on 24th November, 2004 in London.

"How to Structure a Sukuk"
in: Banker Middle East, February 2005

"Islamic Mortgage"
in: Zeitschrift für den Langfristigen Kredit, June 2005



Hamid Yunis

Hamid joined the firm as a partner in the finance & projects department. Having initially trained as a corporate finance lawyer, since the mid-1990s,

Hamid has been involved in the successful structuring and negotiation of a number of major projects and project financed transactions, both in a domestic UK context and also internationally and in a diverse range of industries and sectors.

Hamid's projects work experience also includes acting on a number of PFI/PPP transactions in different industries inc-

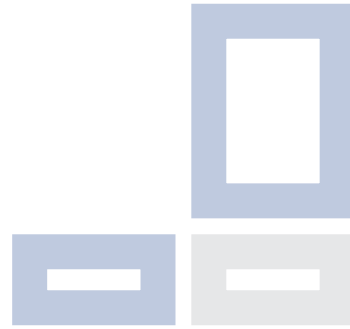
cluding healthcare, infrastructure, utilities (particularly water and waste water) and transportation. Included in these transactions were the successful conclusion of various pathfinder transactions and the implementation of new and innovative financing proposals. Hamid's clients range from sponsors (contractors and FM providers), financiers (both equity and debt) and government bodies.

In November 2004, Hamid was in appointed by the Financial Sector Reform and Strengthening (FIRST) Initiative, to advise a leading international standard setting body on its work relating to a "best practice" Corporate Governance standard for Islamic Financial Institutions. This is part of FIRST's technical assistance programme.

REGISTRATION FORM

Ways to send us the form:

Post *MICHAEL GASSNER Consultancy*
Kyffhaeuserstr. 8
50674 Cologne/Germany
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SEMINAR PRICES

Seminar: Introductory Workshop.
Early discount price for booking till 30th of July 2005: £ 699.
Standard Prices: £ 849.

Bundle Price: Just book the workshop today for £ 749 and attend the Islamic Leasing Seminar for £ 350 (total savings: £ 150).

Just book the workshop today and attend Leasing Life's Islamic Leasing Seminar for £ 350.

Team discounts for members of the same company apply for three delegates 10 % and for five and more 15 %. If the delegate is unable to attend he/she has to cancel three weeks ahead of the date

or otherwise the full charge would apply. The price does not include VAT if applicable. Your booking is reserved after receiving the payment.

PAYMENT METHOD

By Cheque made payable to *MICHAEL GASSNER Consultancy* or by Direct Transfer (Please quote IW London) to *MICHAEL GASSNER Consultancy* Account Number 372 11 07 01, German Bank Code (BLZ) 380 707 24

Swiftcode: DEUTDEDBXXX
IBAN: DE11 3807 0724 0372 110701,
Deutsche Bank AG, Bonn.
Please indicate whether you need an invoice and to whom it shall be addressed.

DELEGATE DETAILS

Mr Mrs Miss Dr Other

First Name Family Name

Position/Job Title E-Mail

Organisation

Address

Postcode City Country

Phone Fax