

Islamic Finance *training*

 A REDmoney Product

ONE DAY ISLAMIC CAPITAL MARKETS WORKSHOPS

16th & 17th August 2006, The Crowne Plaza Mutiara Hotel, Kuala Lumpur

As part of the Malaysian Islamic Finance Issuers and Investors Forum 2006 (www.MalaysianIslamicFinance.com), we will hold 2 one-day, separately bookable training workshops. Both sessions are conducted by your conference moderator, **Mr Abdulkader Thomas**, and will closely reflect issues likely to be discussed during the panel discussions of the main conference. Why not attend both and complete your technical understanding of important issues raised during the conference? The sessions will be attended by similarly-minded individuals and are certain to be highly beneficial for issuers, investors and intermediaries alike.

Workshop A:

Latest Structuring Issues in the Islamic Capital Market: Sukuk & Derivatives, 16th August

Introduction to Primary Underlying Principles of Islamic Finance as applied in the Capital Markets

- Questions of riba & gharar
- Possession, Ownership

Capital Markets & Securitization

- Types of Sukuk and comparison with conventional bonds and Asset Backed Securities
- Overview about recent issues of Sukuk and the market demand/subscription
- Overview of market growth, demand factors, and absence of secondary markets

Legal, Tax and Infrastructure Concerns for the Islamic Capital Markets

- Offering requirements for placements in the Middle East
- Trust and SPV rules, absence thereof
- Regulatory developments and differences from jurisdiction to jurisdiction.
- Structural problems in the different key markets
- Role of the Ratings Agencies

Case Study: Syndicated Transactions v. Sukuk

- Analysis of typical syndicated Islamic lease

- Analysis of typical sukuk al ijara
- Comparison to sukuk al musharaka
- Whither the BBA?
- Discussion of market opportunities and challenges

Question & Answers

Islamic Principles applied to Future Flow and Revolving Syndication

- Structural Headaches
- Market needs and Prospective Solutions

Case Study: Canadian Gas

- Future flow components
- Challenges in Cross Board Placement
- Team Exercise
- Comparison to other forms of sukuk

Al Intifa'a - Ijara Derivative

- Zam Zam Tower logic and structure, comparison to basic ijara
- Flexibility of application

Derivatives: An Under-Explored Frontier

- Risk Dispersion/Hedging v. Arbitrage
- Key Financial Instruments
- Futures, Forwards, Options, Warrants & Arbut
- Strategies

Wrap-Up and Q&A

Workshop B:

Global Islamic Funds Structuring with an emphasis on Real Estate, 17th August

Introduction to Primary Underlying Principles of Islamic Finance as applied in the Capital Markets

- Questions of riba & gharar
- Possession, Ownership

Core Organizing Concepts

Examining the principles of Islamic investing when applied to real estate

- Musharaka v. Mudaraba
- Important rules to carry forward
- Leverage

What are Sukuk?

- Definition of Sukuk
- Shariah Basis of Sukuk
- Why they matter

Practical Islamic Funds Issues

Assessing the composition and selection of Shariah advisor

- Separating marketing and distribution functions
- Selecting and using appropriate benchmarks
 - REITs?
 - Local market indices?

Determining the distribution channels and fee structures

- Matching Expectations
- Understanding where each party expects to make money

- Insights to key investment styles for Islamic property investors

Leveraging Challenges

- Leveraging & Yield
- Leveraging for Tax Management
- Shariah Leveraging; Shariah/Conventional Leveraging in the same deal
- How might Sukuk affect this problem

Musharaka v. Ijara for Leveraging

- The Traditional Master Lease Leveraging Structure: Sunnyside Apartments
- Developments with Musharaka – Gold Sukuk, DMCC
- Gold Sukuk dmcc as a an alternative to istisna'a

UK Logistics – Murabaha Still Works

- Tax challenges
- Matching investor goals to UK realities

Expert Workshop Leader

Abdulkader Thomas

President & CEO, SHAPE™ Financial Corp. (www.shapefinancial.com), Arlington, Virginia and Kuwait. Consultants to the US and international financial community in matters relating to Shariah compliant financial structuring; sub-advisor to the global securities industry with respect to Sukuk and other forms of Islamic transactional issuance; and Islamic banking training resource. Clients include University Bank of Ann Arbor, Salam Financial Corp. of Toronto, Siraj Capital, Ltd. of Jeddah, First Investment of Kuwait, Qatar Consulting of Doha, Khazaen Venture Capital of Kuwait, Taj Capital of Toronto, and others.

Abdulkader has 25 years of diversified financial services experience. A graduate of the Fletcher School of Law & Diplomacy in international trade, Abdulkader earned a BA with honors in Arabic & Islamic Studies from the University of Chicago.

Based in Kuwait, Abdulkader has worked in Bahrain, New York, London, Washington, D.C., and Los Angeles. His areas of activity have included trade finance, real estate finance, securities, and Islamic finance at Citibank, Credit Lyonnais, Sumitomo Bank, Ltd., The United Bank of Kuwait, and MEF Money/Guidance Financial Group.

Abdulkader is responsible for shepherding the first US banking regulatory approvals of Islamic financial instruments for Ijarah wa Iqtina and Murabahah. More recently Abdulkader secured regulatory approval for an Islamic profit sharing deposit to be applied in the US. Abdulkader also structured the first REIT of REIT's structured to allow Muslims to invest in listed US REIT's whilst complying with Shariah. Abdulkader has also been involved in the structuring of inbound foreign investment for both the US and the UK. Abdulkader has included supervising marketing and consumer demographics in conjunction with new business launches.

- leveraging issues

Asian Market Developments

- The Korean and Japanese silent partnership approaches – a good match up to mudaraba?
- What are the optimal offshore hubs?
- Do REITs make sense – Singapore, Malaysia, Japan,...
- Taking advantage of the rich Malaysian tool kit

REITs, Hedges and other Exotica

- What makes a conventional REIT acceptable to Islamic investors?
- What would constitute an Islamic REIT, is there one, is it so difficult?
- What are the tools available to mitigate rate and currency risk

Wrap-up and Q&A

3 EASY WAYS TO REGISTER

- 1 By Email: info@islamicfinancetraining.com
- 2 By Fax : +603 2141 5033
- 3 By Post: Suite A, Level 7, Bangunan Angkasa Raya,
Jalan Ampang, 50450, Kuala Lumpur, Malaysia

I would like to register the following workshop:

- Workshop A (IK0046)
- Workshop B (IK0047)
- Workshop A & B

1st Delegate: (Mr./Mrs./Ms).....

Position:.....

Tel:.....Fax:.....

Email:.....

2nd Delegate: (Mr./Mrs./Ms).....

Position:.....

Tel:.....Fax:.....

Email:.....

Price

US\$850 per person for each workshop. Attend both for the special price of US\$1600 per person.

Method of Payment

Payment can be made by cheque or telegraphic transfer in US\$ or RM. A confirmation will be sent once payment is received. Please note that attendance is not confirmed until payment has been made in full.

By Cheque: Please make cheques payable to **Red Money Sdn Bhd**

By Telegraphic Transfer (T/T):

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Jalan Tun Razak, 50400 Kuala Lumpur, Malaysia

Please send your T/T advice with your registration form to us either by post or fax.

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