

Regional Conference

2006

ISLAMIC WEALTH MANAGEMENT

Marina Mandarin, Singapore

23rd & 24th January 2006

ATTEND THIS HIGHLY INFORMATIVE EVENT WHICH WILL EMPOWER YOU TO:

- *Gain invaluable insights* on the latest developments & growth opportunities in the Islamic Wealth Management Industry
- *Evaluate* the benefits of open investment architectures
- *Learn* how to increase product capabilities and product innovation
- *Develop* Islamic wealth management centers
- *Implement* effective branding strategies to differentiate from your competitors
- *Examine* zakah for financial institutions
- *Review* the increasing importance of integrated compliance and risk management
- *Discuss* the challenges on allocating investment portfolios for Shariah-compliant customers
- *Understand* the shariah requirement for wealth management
- *Contrast* the Shariah Law with the conventional Legal system
- *Ascertain* geographical concentration of Shariah compliant investment opportunities including the consideration of economic and political risk factors
- *Assess* the different types of asset classes

"...The skilful design and manufacture of Shari'ah compliant wealth management and financial planning programmes is, however, just the beginning of the process. Packaging and delivering such programmes into the customer's hands by providing an efficient and positive experience is one of the keys to initial and longer-term customer satisfaction..."

Sohail Jaffer, FWU Group
Banker Middle East, Sept '05

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Dr. Angelo Venardos
Executive Director
Heritage Fiduciary Services

Paul McNamara
Managing Editor
CPI Financial

DinarStandard SM

DAY 1

23 JAN 2006

16.30	CASE STUDY: ABC ISLAMIC BANK - FROM CONVENTIONAL BANKING TO ISLAMIC BANKING ⇒ What are the opportunities of Conventional bank in Islamic banking ⇒ How to proceed to convert conventional bank into an Islamic one? ⇒ Shariah regulation for conversion Hesham Mohamed Assistant General Manager ABC Islamic Bank
17.00	Closing Remarks
17.15	End of Day 1

11.30	ROADMAP TO BUILDING ISLAMIC WEALTH MANAGEMENT CENTERS FOR ISLAMIC BANKS OR ISLAMIC DIVISIONS OF CONVENTIONAL BANKS ⇒ Why roadmap? ⇒ The nature of the roadmap ⇒ The function of Islamic wealth management centers ⇒ The spiritual dimension of Islamic wealth management centers ⇒ The physical dimension of Islamic wealth management centers ⇒ The intellectual dimension of Islamic wealth management centers Azman Ismail Managing Director Al-Maalya Global Finance Services President Islamic Financial Planners Association
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DAY 2

24 JAN 2006

08.30	Registration and Morning Coffee
09.00	Welcome & Opening Address
09.10	PRODUCT INNOVATION AND RAISING THE BAR EXCELLENCE IN ISLAMIC WEALTH MANAGEMENT ⇒ Global wealth management industry overview, key challenges and opportunities ⇒ Product innovation and growing investor access to multiple asset classes ⇒ Product origination, structuring and packaging to suit different investor needs/risk profiles ⇒ Evolution of Islamic Wealth Management and export to international financial centers ⇒ Building product capabilities and developing effective strategies to manage innovation and return on R&D investment Sohail Jaffer Partner FWU Group
09.50	ISLAMIC FINANCIAL PLANNING AND WEALTH MANAGEMENT - A SHARIAH PERSPECTIVE ⇒ How Islam views the money and wealth ⇒ Financial planning and juristic discussions ⇒ Shariah compliant template for financial planning both the instruments and attitude ⇒ Challenges and prospects of Shariah compliant financial planning Dr. Mohd Daud Bakar President & CEO International Institute of Islamic Finance
10.30	Morning Refreshments
11.00	ZAKAH FOR ISLAMIC FINANCIAL INSTITUTIONS ⇒ Zakah: A Pillar of Islam ⇒ Zakah: Corporate or individual? ⇒ Corporate role of Zakah ⇒ Calculation of Zakah: On shareholders, depositors, special reserve funds, investment portfolios ⇒ What is subject to Zakah? General principles, deductions, special issues, the rate ⇒ Effects of taxes on Zakah calculation: •Effect of Income tax, Effect of Asset tax, Deductibility if Zakah from Tax/ tax base: the justice issue ⇒ Calculation of Zakah for: •Depositors in current accounts, Depositors of unrestricted investments, Depositors of restricted investments, Special reserve funds, Investment portfolios, Shareholders, Insurance policy holders ⇒ Zakah distribution Dr. Monzer Kahf Independent Consultant

12.00	Networking Luncheon
13.30	ISLAMIC ESTATE PLANNING ⇒ Estate administration procedure ⇒ The Faraid Laws as its Law of Succession for Muslim ⇒ Will writing planning for Muslim ⇒ Creating Trust in Islamic Environment Rafie Bin Omar General Manager, Sales and Marketing Amanah Raya Berhad
14.00	DIVERSIFIED SHARIAH COMPLIANT PORTFOLIOS ⇒ Mandates for professional management for long-term portfolios ⇒ Different categories of assets ⇒ Traditional western portfolio management ⇒ Show where current shariah compliant assets would fit into a traditionally managed portfolio management ⇒ Identify gaps in the existing shariah compliant assets and recommend alternative structures and securities that might overcome the gaps John A. Sandwick Managing Director Encore Management S.A.
14.30	INTERACTIVE PANEL DISCUSSION - CHALLENGES IN DEVELOPING WEALTH MANAGEMENT CENTERS <i>The panellists will discuss on the key considerations in the implementation of wealth management centers as well as critical success factors and ways to overcome obstacles</i> Moderator: John A. Sandwick, Managing Director, Encore Management S.A.
15.00	Afternoon Refreshments
15.30	BENEFITS OF OPEN INVESTMENT ARCHITECTURE ⇒ Definition and scope of open investment architecture ⇒ Wealth management approaches to open architecture ⇒ Advent of multimanager funds/portfolios ⇒ Benefits for private clients Sohail Jaffer Partner FWU Group