

“Islamic finance has reached Zurich through the IIFF event, this is a fantastic development!”

Syed M. Nadeem, *Risk Analysis Manager*  
Emirates Islamic Bank, UAE

29 October – 1 November 2007 • World Trade Centre, Zurich, Switzerland

## Key Contributions From Over 40 Outstanding Speakers:

**Dr. Seyed Mohammad Hossein Adeli**  
Former Governor  
The Central Bank of Iran, Iran  
Chairman & CEO  
Ravand Institute for Economic & International Studies, Iran

**Dr. Abbas Mirakhor**, Executive Director  
International Monetary Fund (IMF), USA

**Jamie Orchard**, Chief Operating Officer and  
Managing Director Legal and Regulatory  
QFC Regulatory Authority, Qatar

**Omar Daouk**, Assistant Vice President – SHUAA  
Asset Management  
SHUAA Capital, UAE

**Dr Natalie Schoon**, Head of Product Development  
Bank of London and The Middle East plc (BLME),  
UK

**Mohamed Boulif**, Chief Executive Officer  
Al Maalya Global Islamic Financial Services,  
Belgium

**Jacques Tripou**, Regional Head of Corporate  
Banking and Global Head of Islamic Banking,  
BNP Paribas, Bahrain

**Salman Ashraf**, Global Head of Islamic Distribution  
Deutsche Bank, UAE

**John A. Sandwick**, Managing Director  
Encore Management S.A., Switzerland

**Andreas Knörzer**, Managing Director & Head –  
Sarasin Sustainable Investment  
Bank Sarasin, Switzerland

**Saqib Rashid**, Vice President – Investment  
Abraaj Capital, UAE

**Ramzi Abukhadra**, Managing Director  
JPMorgan Private Bank, Bahrain

**Mohammad Faiz Azmi**, Partner and Global Islamic  
Leader  
PricewaterhouseCoopers, Malaysia

**Naveed Ahmad**, Head of Investments and Product  
Development Wealth Management  
Dubai Islamic Bank, UAE

**Gérard Al-Fil**, Financial Journalist – Moneycab  
Islamic Finance Swiss Correspondent, UAE

**Kavilash Chawla**, Principal  
Nur Advisors LLC, USA

**Jon Winslade**, Senior Relationship Manager  
SAM Indexes GmbH, Switzerland

**Ijlal A Alvi**, Chief Executive Officer  
IIFM, Bahrain

**Nathif Adam**, Head of Investment and International  
Banking  
Sharjah Islamic Bank, UAE

**Rushdi Siddiqui**, Global Director  
Dow Jones Islamic Indexes, USA

**Assoc. Prof. Dr. E. Rabiah Adawiah**  
International Islamic University, Malaysia

**Hari Bhambra**, Independent Consultant  
DIFC, UAE

**Rakesh Patnaik**, Head – Real Estate Investment  
Funds  
Global Investment House, Kuwait

**Ruggiero Lomonaco**, Head of Islamic Investor  
Products  
ABN AMRO Bank N.V., UK

**Imran Mufti**, Legal Counsel  
Islamic Advisory Group, UAE

**Khairul Nizam**, Director – Technical Development  
AAOIFI, Bahrain

**Anouar Hassoune**, Associate Director  
Standard & Poor's, France

**Abrar Mir**, Managing Partner  
NBD Sana Capital, UAE

**Albrecht Matuschka**, Managing Director  
Matuschka Gruppe, Germany

**Iftikhar Rafi**, Associate Director – Structured  
Finance  
UBS, UK

**Saadat Muzaffar**, Head International Wealth  
Management  
Dubai Islamic Bank, UAE

**Khalid Howladar**, Vice President – Middle East and  
Islamic, Structured Finance  
Moody's Investors Service, UK

**Nabil Triki**, Executive Partner, Managing Director  
Private Equity  
Swicorp, Tunisia

**Michael McMillen**, Partner  
Dechert LLP, USA

**Rafe Haneef**, Islamic Banking  
Citibank, Malaysia

**Mahmoud Atalla**, Director – HSBC Private Equity &  
Head  
HSBC Amanah Principal Investments, UK

**Mohammed Abdel-Haq**, Managing Director  
HSBC Private Bank, UK  
Global Head, Amanah Private Banking, UK

**Andrew Coats**, Partner  
Clifford Chance LLP, UK

**Liza Mohd Noor**, Chief Operating Officer  
RAM Rating Agency, Malaysia

**Mas'od Mazlan**, Assistant Director - Group Asset  
Management  
CIMB Islamic, Malaysia

KEYNOTE



**Dr. Seyed Mohammad Hossein Adeli**  
Former Governor  
The Central Bank of Iran,  
Iran  
Chairman & CEO  
Ravand Institute for  
Economic & International  
Studies  
Iran

KEYNOTE



**Dr. Abbas Mirakhor**  
Executive Director  
International Monetary  
Fund (IMF)  
USA



**Jamie Orchard**  
Chief Operating Officer and  
Managing Director Legal and  
Regulatory  
QFC Regulatory Authority  
Qatar



**Saadat Muzaffar**  
Head International Wealth  
Management  
Dubai Islamic Bank  
UAE



**Mohammed Abdel-Haq**  
Managing Director  
HSBC Private Bank, UK  
Global Head  
Amanah Private Banking  
UK

## Reasons Why You Should Attend IIFF Europe:

- ✓ Explore the emerging role of conventional financial institutions in the development of Islamic finance in Europe
- ✓ Review internal and external infrastructure issues before embarking on the road to conversion from conventional to Islamic
- ✓ Explore alternative Islamic asset classes
- ✓ Examine new ideas, challenges and opportunities to further develop the already expanding Islamic finance industry
- ✓ Learn about the major strides that have been made in widening the scope of Islamic retail finance
- ✓ Benefit from interactive roundtable discussions
- ✓ Understand the role of regulators, exchanges and industry organisations from a practitioner's perspective

*Plus!*

## Two Powerful Workshops!

- ✓ **Sukuk: Understanding The Structuring, Execution And Legal Issues**
- ✓ **Structured Islamic Finance And Investment Products**

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9:00	Chairman's Opening Remarks	<b>IIFM Approach And Impact On Integration Of Islamic Financial Services Industry With Mainstream European Banking Sector</b> <ul style="list-style-type: none"><li>Need and acceptability of global unified documentation, products and procedures</li><li>Levels of standardisation in Islamic capital and money market</li></ul> <b>Ijlal A Alvi</b> , Chief Executive Officer <i>IIFM</i> , Bahrain
9:10	<b>Keynote Address:</b>  <b>Dr. Seyed Mohammad Hossein Adeli</b> , Former Governor <i>The Central Bank of Iran</i> , Iran Chairman & CEO <i>Ravand Institute for Economic &amp; International Studies</i> , Iran Dr. Adeli is an economist as well as a diplomat and academic. He served as the Governor of The Central Bank of Iran for a full five-year term, where he is credited for having spearheaded major reforms in Iran's financial sector. In addition, Dr Adeli served as advisor to Iran's Minister of Oil. He was Deputy Foreign Minister for Economic Affairs from 1999 to 2004. Furthermore, he was appointed as Iran's Ambassador to Japan, Canada, and most recently to the United Kingdom.	<b>Overview Of AAOIFI's International Islamic Finance Standards</b> <ul style="list-style-type: none"><li>Adoption of AAOIFI's standards</li><li>How AAOIFI's standards support the international Islamic finance industry</li></ul> <b>Khairul Nizam</b> , Director – Technical Development <i>AAOIFI</i> , Bahrain
9:45	<b>New Thinking And Strategies For Islamic Wealth Management And Private Banking In Europe</b> <ul style="list-style-type: none"><li>Looking into Islamic private banking and the recent developments in this area</li><li>Market opportunities and challenges</li><li>The future of Islamic private banking in Europe</li></ul> <b>Mohammed Abdel-Haq</b> , Managing Director <i>HSBC Private Bank</i> , UK Global Head, <i>HSBC Private Bank</i> , UK  Islamic wealth management is an industry undergoing change. There is a slow but steady expiration of the old Swiss private banking model in the Arab world. Every month sees the introduction of a new asset management firm somewhere in the region. These new firms and many existing ones are increasingly taking market share from Swiss providers of wealth management services. One of the main reasons for this is the inevitable shift from traditional to Islamic security selection demanded by clients. This session will look into: <ul style="list-style-type: none"><li>Offering a complete line-up of Islamic products, not selling the same structured products</li><li>Providing truly conforming Islamic asset management, not just randomly assembling pieces or trying to convince clients they don't need Islamic principles of investing</li></ul> <b>John A. Sandwick</b> , Managing Director <i>Encore Management S.A.</i> , Switzerland	12:30 Lunch For Speakers And Delegates
	<b>Regional Perspective On Wealth Management – Understanding The Needs Of HNWI Clients</b> <b>Saadat Muzaffar</b> , Head International Wealth Management <i>Dubai Islamic Bank</i> , UAE  <b>Islamic Private Banking – Where Is The Money Going And How To Capture It?</b> <ul style="list-style-type: none"><li>The regional boom in wealth management – sustainability</li><li>Invest in the region or diversify to international markets?</li><li>Who is winning the asset gathering battle – boutiques vs. the diversified banks</li><li>HNWI and institutions, where to capture the larger part of the pie?</li></ul> <b>Ramzi Abukhadra</b> , Managing Director <i>JPMorgan Private Bank</i> , Bahrain  <b>Challenges Facing Product Development Within The Islamic Wealth Management And Private Banking Platform</b> <ul style="list-style-type: none"><li>Innovative products within wealth management and private banking (hedge funds, Shari'ah wrappers, income producing products – Sukuks, real estate)</li><li>White labeling vs. distribution and which is a more profitable model</li><li>The cost of creating Islamic funds for wealth management and private banking</li></ul> <b>Naveed Ahmad</b> , Head of Investments and Product Development Wealth Management <i>Dubai Islamic Bank</i> , UAE	2:00 <b>Exploring Swiss Banks' Approach Towards Islamic Finance</b> <ul style="list-style-type: none"><li>Discussing Shari'ah compliant products banks have in their pipeline,</li><li>Managing and dealing with manpower problems and the plans to acquire Islamic banks</li></ul> <b>Gérard Al-Fil</b> , Financial Journalist – Moneycab <i>Islamic Finance Swiss Correspondent</i> , UAE
11:00	Networking Break For Speakers And Delegates	2:20 <b>Putting Together Unique Alternative Forms Of Investment In Europe – Exploring The New Islamic Alternative Asset Management Class And Allocations</b> <ul style="list-style-type: none"><li>Private equity</li><li>Venture capital</li><li>REITs/IPO's</li><li>Islamic certificates to take exposure to alternative asset classes like private equity, commodities, REITs, IPOs and hedge funds</li><li>Importance of accessing liquid Islamic investment products</li><li>How to source comprehensive product offering of Islamic investments</li><li>Importance of transparent pricing and performance updates</li><li>MENA real estate outlook for European investors</li><li>Case study MENA/GCC real estate fund</li><li>Successfully investing in infrastructure and growth capital fund – a lucrative Islamic vehicle</li><li>The impact of the growth and development of Islamic finance on private equity</li><li>Leveraging advantages offered by Islamic finance to optimise private equity deal structures</li><li>Shari'ah compliance in alternative assets: private equity, real estate and hedge funds</li><li>The product development challenge: case studies in product development in Shari'ah compliant alternative assets</li><li>The fit and relevance of international private equity as a Shari'ah compliant asset class for Islamic investors</li><li>The global Islamic finance market</li><li>Current composition of Islamic investment portfolios</li><li>Alternative Islamic asset classes</li><li>Diversification benefits</li></ul> <b>Saqib Rashid</b> , Vice President – Investment <i>Abraaj Capital</i> , UAE <b>Abrar Mir</b> , Managing Partner <i>NBD Sana Capital</i> , UAE <b>Nabil Triki</b> , Executive Partner, Managing Director Private Equity <i>Swicorp</i> , Tunisia <b>Ruggiero Lomonaco</b> , Head of Islamic Investor Products <i>ABN AMRO Bank N.V.</i> , UK <b>Rakesh Patnaik</b> , Head – Real Estate Investment Funds <i>Global Investment House</i> , Kuwait <b>Iftikhar Rafi</b> , Associate Director – Structured Finance <i>UBS</i> , UK <b>Mahmoud Atalla</b> , Director – <i>HSBC Private Equity</i> & Head – <i>HSBC Amanah Principal Investments</i> , UK
11:30	<b>Integrating Islamic Finance In The Mainstream European Banking Sector: The Need For Regulation, Standardisation And Transparency</b> <ul style="list-style-type: none"><li>Ensuring credibility through standardisation and transparency</li><li>National legal frameworks governing Islamic finance</li><li>Examining the changing landscape for Islamic finance regulation in Europe</li><li>Most of the Islamic finance regulatory bodies are based in the Middle East with a few emerging in Asia. How will this landscape change given the growth and expansion of Islamic finance in Europe?</li><li>Regulatory/Basel II and standardisation issues</li><li>Standardisation and Pillar III</li><li>Market disclosure and the emphasis for standardisation and transparency and where is it coming from?</li></ul> <b>Hari Bhambra</b> , Independent Consultant <i>DIFC</i> , UAE <b>Jamie Orchard</b> , Chief Operating Officer and Managing Director Legal and Regulatory <i>QFC Regulatory Authority</i> , Qatar  <b>Basel II And Its Impact On Islamic Financial Institutions</b> <ul style="list-style-type: none"><li>Identifying key points of IFSB's capital framework and exploring the challenges banks have in applying IFSB</li><li>Addressing key issues associated with Basel II</li><li>Looking into particular issues for Islamic banks</li></ul> <b>Mohammad Faiz Azmi</b> , Partner and Global Islamic Leader <i>PricewaterhouseCoopers</i> , Malaysia <b>Dr. Natalie Schoon</b> , Head of Product Development <i>Bank of London and The Middle East plc (BLME)</i> , UK	4:00 Networking Break For Speakers And Delegates
		4:30 <div><div>Back By Popular Demand</div><b>Thought Leaders Panel</b> <b>Appealing To A Broader Customer Base – The Future Of Islamic Finance In Europe</b> Don't leave too early or you will miss one of the highlights of the International Islamic Finance Forum. This highly interactive special session is popular and sometimes controversial with provocative and challenging questions and debates. The aim is to continually reinforce advances and openness in Islamic finance. Short contributions and as many questions as can be accommodated are welcomed.<ul style="list-style-type: none"><li>Will Europe, and more specifically Switzerland, be able to maintain its advantage in managing the Muslim assets?</li><li>What measures need to be taken to ensure that Europe will not fall behind emerging Islamic finance markets like Singapore, Dubai or New York for Islamic wealth management?</li></ul></div>
		5:15 Chairman's Closing Remarks
		5:30 Close Of Forum Day Two