

3rd Islamic Wealth Management Event

24–25 APRIL 2007

Mandarin Oriental Hotel du Rhone
Geneva, Switzerland



■ Are you working in private banking with Muslim clients?

■ Are you an investment or service product provider?

■ Or do you simply manage your own assets according to Islam?

■ Seminar

■ Workshops

■ Exhibition

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

Event organised by Michael Gassner Consultancy Ltd.

www.islamicwealthmanagement.com



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Encore Management S.A.



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This year's event
will be carbon
neutral

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Email: gassner@islamicfinance.de

 **Michael Gassner**
CONSULTANCY LTD.

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 strategic reorientation of south-south investments, and, of course, the increasing relevance of compliance with Islamic religious requirements.

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! Still numerous gaps do exist, while first movers close them step by step.

As an enjoyable extra to the highly interesting educational sessions of the 3rd 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 3rd 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. Other financial capitals like Dubai, Bahrain and Singapore do increase the competitive pressure on Geneva.

The 3rd 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, FEBRUARY 2006

“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

Private Client Professionals (Green Badge)

- 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 (red badge)

- 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 (yellow badge)

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

Others (blue badge)

- Compliance
- Senior bank managers
- Regulators

Note: Colour-coded badges simplify networking sessions

Topics for IWM 2007

Islamic Financial Planning

How families can plan their estate in line with Islamic requirements; what is the role of trusts and IPOs in this context?

Traditional Asset Classes

How to create a core and satellite strategy for a Muslim client by choosing first class Islamic investment funds? What are the trends in the markets Muslim investors are looking at: The local GCC markets and the China story?

Philanthropy – How to increase the impact of giving?

Philanthropy is a core subject of Islam. The panel discussion focusing on how to increase the impact of giving, with insights from dedicated private bankers, advisors on entrepreneurial Philanthropy and aspects from the Islamic point of view.

Alternative Asset Classes

New asset classes coming to the market – among them carbon allowances. What is in there for the high net worth investor, how this markets functioning and can be trading them Sharia compliant? What is going on regarding the boom of GCC Private Equity and could a Sharia compliant Asian oriented hedge fund offer Alpha?

Market Strategy

What strategies can Private Banks follow in regard to the GCC markets and Islamic Wealth Management? Should clients be served onshore or offshore?

Testimonial

“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

Program - Main Seminar:

Tuesday, 24 April 2007

9:00 Opening Remarks from the Chairman

*Professor Mahmood Faruqui, Vice-Chairman,
Institute of Islamic Banking & Insurance*

9:15–10:45 Islamic Financial Planning

Inheritance Planning – the Islamic Perspective, can and if so, how a Muslim plans inheritance in line with Sharia?

Trevor Norman, Volaw, Jersey confirmed

Criteria given by the private banker: Turning the family business in a trust or going IPO, *Dr Salah Malaikah, Rusdbank, Kuala Lumpur and Jeddah*

Asset Allocation Programs – Strategy Portfolios in an Islamic context

John Sandwick, Encore Management SA, Geneva, confirmed

11:00–12:45 Traditional Asset Classes

Islamic Funds – How to select the best Islamic offer with suggestions

Mark J. Smyth, CEO, Failaka, Chicago, confirmed

Where do the GCC markets turn out to be?

Tarek Fadlallah, Author of the famous 2005 report

“The Great Arabian Bubble”, Bahrain invited

Investment destination China – what can be offered to Muslim clients?

Michelle Yuan Menager-Xu, teaches at IFM, Geneva, Senior Financial

Consultant at Ruiji-Regis, Shanghai, China, confirmed

14:00–15:30 Panel Discussion:

Philanthropy – How to increase the impact of giving?

Maximillian Martin, UBS Philanthropy Services, Zurich, confirmed

Count Albrecht Matuschka, Matuschka Group, Frankfurt

Michael Saleh Gassner, Michael Gassner Consultancy Ltd., London

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. Colour-coded badges facilitate successful networking.



Wednesday, 25 April 2007

9:00 **Opening Remarks by the Chairman**

9:15–11.15 **Alternative Asset Classes**

Carbon Allowance – a new asset class?

Anthony Hobley, Chairman, London Climate Change Services, London , confirmed

How to structure Sharia compliant Carbon Allowance Investment Products?

Michael Saleh Gassner, MD, Michael Gassner Consultancy Ltd., London

Private Equity in the GCC – Insides into families, funds and their interaction

Daniel Schenker, Swicorp Group, Geneva/Riyadh

Hedge funds in Asia, is there Alpha ? An Islamic hedge fund case study

Olivier Mivelaz, Founder Swiss-Asia Mashriq Alternative Fund, Singapore

11:30–12.30 **Market Strategy**

Market perspective, client needs and resulting business models – lecture and Q&A

Victor Aerni, Boston Consulting Group, confirmed

14.00–15.30 **Panel Discussion:**

Serving the Clients from Switzerland or GCC?

Saadat Muzaffar, Head of International Wealth Management, Dubai Islamic Bank, Dubai, confirmed; NN, Faisal Private Bank, Geneva, confirmed

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. Colour-coded badges facilitate successful networking.

This program may be subject to changes.

Optional Workshops

23 April 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 marketing, publishing 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.

Part I - Islam, Economics and Finance

- Key issues about Islam
- Islam, Economics and Finance
- Non-profit Islamic Finance Branches and Applications
- Profit-oriented Fixed Income Modes and Applications
- Profit-oriented Equity Modes and Applications

Part II - Specific Institutions and Procedures

- Key institutions and their role
- Sharia Boards and their role

Part III - Structures behind Wealth Management Products

- Stock Market fund, Real Estate Fund, Structured Products,
- Islamic Hedge Funds, Sukuk Fund,
- “Money Market” Fund
- Questions & Answers



27 April Investment Destination China by Michelle Xu

Michelle Yuan Menager-Xu graduated from University of Lausanne, Switzerland. She has both Master degrees in Actuarial Science and in Banking & Finance. Michelle has been working in various consulting and insurance firms, reinsurance companies in Switzerland and China. When she was at Swiss Reinsurance Company in Zurich, Switzerland, she was in charge of business in China Region (Mainland, Hong Kong, Taiwan and Macao), including risk management, reserve issues and various insurance and bank-insurance product pricing.

Currently, Michelle is teaching at GIHE (Glion Institute of High Education), Glion, Switzerland. Michelle is also the managing director of Regis Consulting firm (www.ruiji-regis.com). Regis is a leading consulting firm based in Shanghai, China. Michelle is an associate of Swiss Actuarial Society Michelle is also a well known financial columnist in China, she writes on weekly basis for China Securities, the main finance newspaper in China. Her last book – China Financial Markets has just published in November 2006.

Part I

- Summary of the criteria for Sharia compliant investments

Part II - Brief review on Chinese finance markets developments

- Introduction to major Chinese financial markets:
- Funds, equity market, commodity market, credit market, forex market, and fixed income market
- Opportunities in these major markets

Part III - Current Chinese market situation

- excess liquidity and foreign trade surplus
- excess liquidity and interest rates
- Central banks current policies

Part IV - On-shore versus Off-shore markets

- Investment in the on-shore financial markets, such as forex, bonds, stocks:
Restrictions by Chinese regulation for on-shore financial markets
- Investments in the off-shore markets
ND products like NDF, NDIRS
H-shares, red-chips share or those ADR

Part V - Alternative Opportunities

- VC or private equity or other forms, to invest in
- real estates, M&A, become the share-holder of unlisted companies
- Question & Answers

About The Organiser

Michael Gassner Consultancy Ltd., is among the leading consulting companies in the field of Islamic Finance. The firm focuses its business model on three pillars: 1) publishing a newsletter and supporting media, 2) marketing advice, since there are a number of specific issues in getting products to the client with regard to strategy, 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.

Sponsors



Encore Management S.A., Lead Sponsor

Encore Management S.A. was founded in 1998 to serve private clients in the management of their family long-term savings, whether through portfolio investments, private equity, or real estate. The firm has established deep institutional relationships in Switzerland, in particular working in partnership with UBS S.A., the world's largest asset management bank. Encore's principles are bankers of long standing in the Swiss private banking and asset management businesses. The company remains very active in the Islamic banking space, and has frequently promoted increased transparency and Sharia-compliant securities development through conferences and both print and electronic media. Encore's wholly owned subsidiary-Encore Fund Management Co. Ltd.-was created to manage the new Sanad Sukuk Fund.



Sanad Sukuk Fund, Silver Sponsor

Sanad Investment Company Ltd.-or the Sanad Sukuk Fund-is the first GCC-oriented diversified Sukuk fund in the world. It will provide both stable income and liquidity for Muslim investors. It closes the significant market gap for Muslim investors in their asset allocation by finally providing a bond-like investment vehicle that is fully Sharia-compliant. The Sanad Sukuk Fund will invest not less than 75% in Sukuk and a maximum of 25 % in Sharia-compliant credit syndications, with a focus on the GCC countries. Expanding the Sukuk market by creating a Sukuk fund will lead directly to increased economic development in the GCC region. The fund is being domiciled in the Cayman Islands along with the fund manager Encore Fund Management Co. Ltd., a wholly owned subsidiary of Encore Management S.A. in Geneva, Switzerland. The Sanad Sukuk Fund targets institutional and individual investors of all kinds. More information on the Sanad Sukuk fund can be found at the fund's website, www.sanadfund.com.



About Carbonfund.Org, Partner For Offsetting The Carbon Emissions

Carbonfund.org is a national non-profit organization leading the fight against climate change. Carbonfund.org educates the public about the dangers of climate change and makes it easy and affordable for individuals, businesses and organizations to reduce their climate impact. Carbonfund.org is reducing the threat of climate change by promoting cost-effective carbon reductions and supporting renewable energy, energy efficiency and reforestation projects globally that reduce and offset carbon dioxide emissions. Carbonfund.org works with over 100 corporate and non-profit partners including the National Wildlife Federation, Dell, IMD, Lancôme, Ovation Travel Group and Working Assets. Learn more at www.carbonfund.org.

Why Sponsor?

Are you seeking to get your name out to Muslim asset-holders? The 3rd 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.

Media Partners:

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- Islamic Banking & Business
- Al Bank wa Al Mustathmir
- EU Bankers
- Islamica
- IFIS
- Islamic Conferences Group
- IslamicFinance.de – Executive News
- Mustathmirun [Investors]
- Private Banker International
- Privatebanking.info
- Brooklyn Bridge -TBLI Group
- Wealthbriefing.com

Registration Form

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

Michael Gassner Consultancy Ltd.

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Phone: +44 207 868 1717, Fax: +44 207 868 1817, Email: gassner@islamicfinance.de

Event prices:

Please register us for the main seminar on 24/25 April 2007

An advance reservation discount price of GBP 990 is available until 5th April, after which a standard price of GBP 1,290 will be charged. (All prices are plus VAT where applicable)

You may register for one or both of the following optional workshops. The advance registration price for each workshop is GBP 690, valid until 5th April, after which the standard price of GBP 950 will apply. (All prices are plus VAT where applicable)

23 April, Introductory Workshop Islamic Finance by Michael Gassner

26 April, Investment Destination China by Michelle Xu

Please register us for the networking arena with exhibition on
24/25 April 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. Please provide the precise address for invoicing purposes.

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 accommodation

Mandarin Oriental Hôtel du Rhône

<http://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 3rd Islamic Wealth Management Event 2007. 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 GBP 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