

IFN FORUM

ASIA

2014

26th & 27th May 2014

Kuala Lumpur Convention Centre (KLCC)

POST-FORUM ANALYSIS REPORT

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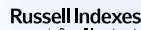
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A successful first day at the IFN Asia Forum

The 2014 IFN Asia Forum commenced on the 26th May in Kuala Lumpur, welcoming over 700 delegates to the industry's biggest annual event. The forum was inaugurated with an opening keynote address delivered by Professor Dr Rifaat Abdel Karim, CEO of the International Islamic Liquidity Management Corporation (IILM), providing an overview of the industry and IILM's role in addressing liquidity to stimulate the Sukuk market. In his speech, Dr Rifaat highlighted issues of financial stability and economic justice and opportunities in the infrastructure sector, as well as his expectations of a continued and sustainable increase in issuances over the coming years.

The first session of the day gathered industry heavyweights to provide their views and projections of the Islamic finance landscape in 2015. The panel included Badlisyah Abdul Ghani, CEO of CIMB Islamic; Mohammad Kamran Wajid, CEO of Emirates Financial Services and Emirates NBD Capital; Rafe Haneef, CEO of HSBC Amanah; Wasim Akhtar Saifi, CEO of Standard Chartered Saadiq; and Mohammad Faiz Azmi, the executive chairman of PwC, as the moderator.

On the back of increased participation in the Islamic finance sphere and new upcoming markets, 2015 was forecast to be "an exciting year". The heightening trade volumes between Africa and the GCC were emphasized as an opportunity for the industry, as well as the need to bridge the gap between Asia and the Middle East. In terms of the Islamic debt capital market, international issuances are expected to exceed domestic offerings in the long run. Nonetheless, issues such education and prejudice against Islamic finance still remain vital areas to be addressed for the harmonization and continual advancement of the industry.

The second keynote address was delivered by Khaled Mohammed Al Aboodi, CEO of the Islamic Corporation for the Development of the Private Sector (ICD), the private sector arm of the IDB. In his speech Khaled elucidated on the dearth of financing



instruments and facilities for the private sector and the lack of new long-term financing products available thereto. (See IFN cover story Volume 11 Issue 21).



The regulatory roundtable discussed various issues surrounding the industry's regulatory environment. One of the highlights of the discussion was the potential of Hong Kong's upcoming Sukuk paving inroads into mainland China, as pointed out by Daryl Ho, the head of market development at the Hong Kong Monetary Authority. The harmonization of Shariah standards through consistency and clarity was also a point of debate during the regulatory session. As a start, it was suggested that regulators could work towards establishing standardization for Sukuk structures.

During the presentation segment, Jawad Ali, the managing partner at King & Spalding, critically analyzed the true meaning of industry innovation and its vital correlation to the



objectives of Islamic finance. In a discussion on Sukuk and Asian Islamic capital markets, panel members provided valuable views both for and against the case of further innovation; on what, exactly, could and should be considered innovation in the area of Sukuk; and where, if at all, further innovation within the market could make an impression. Khalid Howladar, the global head of Islamic finance at Moody's, made the bold claim that no innovation was needed in the Sukuk market at the moment. Instead, the industry needs to focus on the basics to develop critical mass and increase supply to meeting the expanding demand.

The Asian Issuers Roundtable saw the meeting of industry goliaths discuss the success factors of the most prominent deals: namely Sukuk issuances from Khazanah Nasional, Cagamas and FWU Global Takaful Solutions.

Sohail Jaffer, the deputy CEO of FWU, revealed that there are a number of corporates in Europe currently highly reliant on bank funding; and while these companies have tangible assets, the problem lies in the fact that they lack the expertise to build the alternative financing route. He suggested that governments should form a specialized advisory group to assist these corporates to access an alternative financing base and tap outside the European market, which could potentially open up the European market to Sukuk issues.

In the final session of the issuer's day, distinguished market players engaged in a lively discussion on resolving key



regulatory, risk and Shariah issues facing the industry. A resounding consensus among our panel of experts concluded that the Islamic finance and banking industry needs to be treated on par with its conventional counterpart; and needs to grow in

strength and depth to be able to mold itself a separate regulation akin to Basel III. Regulations must produce the same end results for Islamic financial institutions as they do conventional, but at the same time, recognize that the underlying structures are different.⁽²⁾

IFN Asia Forum day 2: Ending on a high note



The Investors Day of the IFN Asia Forum 2014 kicked off with the first session of the day which brought together key practitioners from the asset management industry to express their views on investment strategies on a five-year route.

The main theme of the dialogue was the apparent lack of trust in the global finance scene, emphasized by Nicholas Kaiser, the chairman and chief investment officer of US-based Saturna Capital. The 'passporting' of funds and accessibility into foreign markets were also highlighted as a fundamental necessity for the continual development of Islamic funds. Catering to investor demand as well as investor education in asset diversification remains an essential key to unlocking the growth potential of the market segment.

Moderated by Noripah Kamso, the former advisor to CIMB Islamic, the subsequent session of the forum featured the shifting trends and winning strategies for Islamic funds. Among the tactics suggested were: to leverage on the growth of the middle class, the upgrade of Qatar and the UAE to emerging market status and the high potential of ETFs. Mushtaq Ahmad Ibrahim, CEO of KFH Asset Management, highlighted that it is high

time that the industry breaks the myth that Shariah compliant investments are only available to Muslims.

The industry also needs to move away from private equities, fixed income and tangible assets for diversification. Green technology was pointed out as an upcoming area for socially responsible and Shariah compliant investments. The panel of speakers also emphasized that sovereign funds should allocate a portion of their portfolio to Islamic investments as a means of catapulting the market segment to competitive levels.

In a comprehensive presentation, Dr Amat Taap Manshor, CEO of the Finance Accreditation Agency, deliberated on the shortage of talent in terms of both numbers and quality. He explained that there is a dire need for setting international benchmarks and proper structures for learning standards, quality of education and certified qualifications.

In a focus on Shariah compliant funds in Asia, the panel of speakers came to a consensus that real estate had maintained its position as the industry's most popular alternative asset class. Abdulkader Thomas, CEO of Shape Financial, predicted that Islamic asset managers may soon be in a position to fill a gap in the market for investors that is not being met by conventional private bankers in terms of alternative products.

In terms of challenges facing the market segment, Jamaluddin Nor Mohamad, the director of Islamic and alternative markets at Bursa Malaysia, pointed out that currency and the facilitation of cross-border transactions are among the limiting factors for expansive investment in Asia from the West.

Moving on to the Takaful sector, various aspects of advancing Asia's Takaful industry were debated. Azim Mithani, CEO of Prudential BSN Takaful Malaysia, highlighted that the industry is still building in capacity and



developing governance, although the industry has now reached a maturity of 30 years.

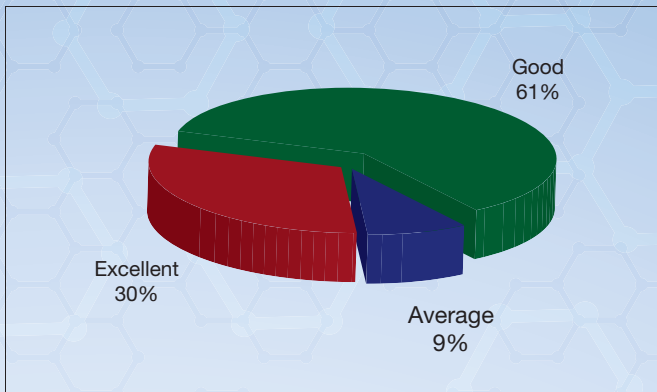
Despite Family Takaful outpacing the compound annual growth rate of conventional insurance by 20%, innovation in the industry remain scarce. Albert Wiseman Paterson, the president director of SunLife Financial in Indonesia, particularly highlighted that talent shortage could pose as a setback for Takaful operators in Indonesia if legislation requiring the spin-off of Indonesia's 17 Takaful windows into standalone entities were to be passed.

The final session of the two-day forum discussed the developments in the Islamic interbank and wholesale lending market. Regardless of the contentious status of commodity Murabahah, the view of the speakers, was that the structure is here to stay. Tom Guest, the associate director of Eiger Trading Advisors, opined that the strength and utility of structures other than the commodity Murabahah, in particular repos, can recreate a secondary market for Sukuk. A suggestion that was brought up by Cassim Docrat, the director of DDCAP (DIFC), was a collaboration with the IDB, to host a debate regarding the idea of the establishment of a banker's acceptance system for OIC countries. (2)

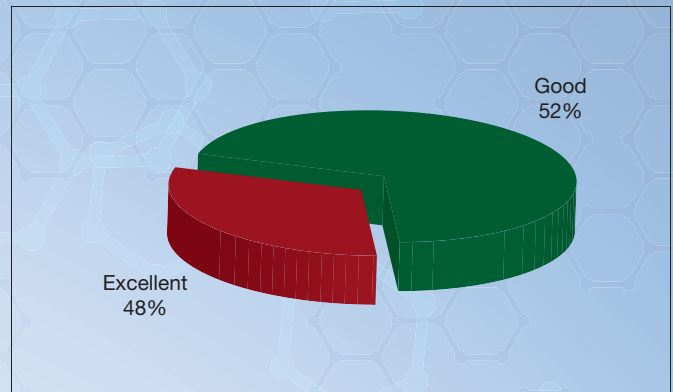


ISSUERS DAY: OVERALL EVALUATION

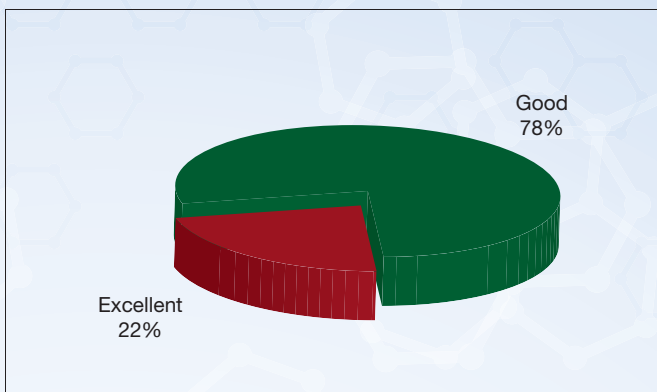
Pre-Event Contact Evaluation



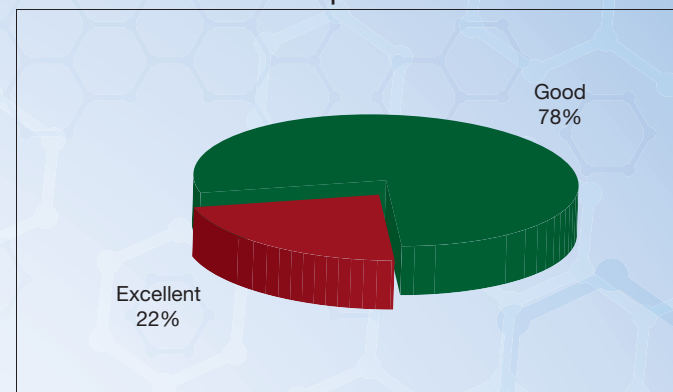
Venue & Facilities



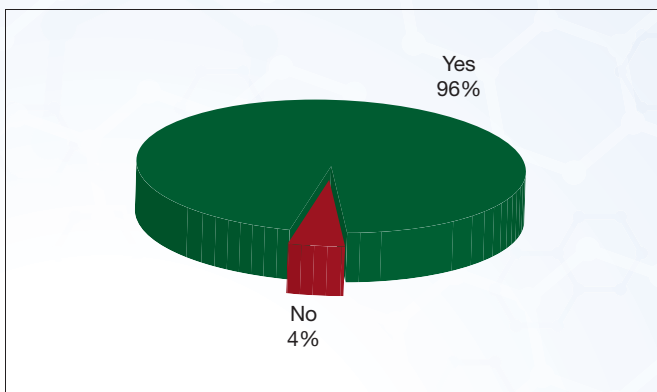
Overall evaluation of the event



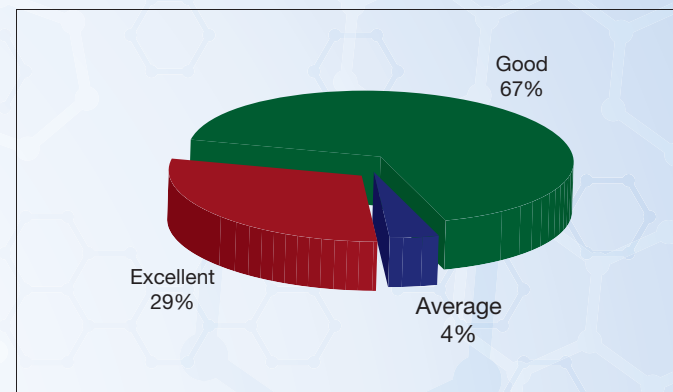
Overall evaluation of the speakers



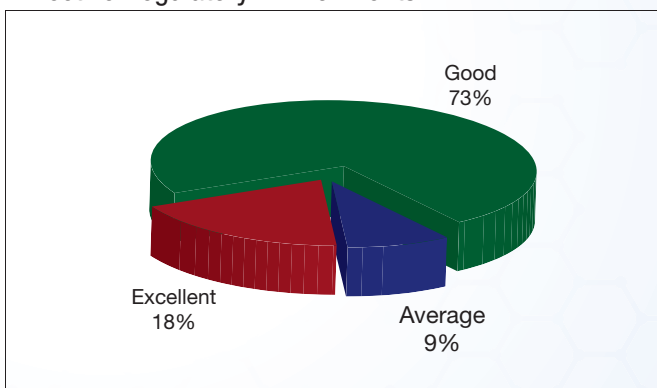
Delegates who would like to attend IFN Asia Forum 2015



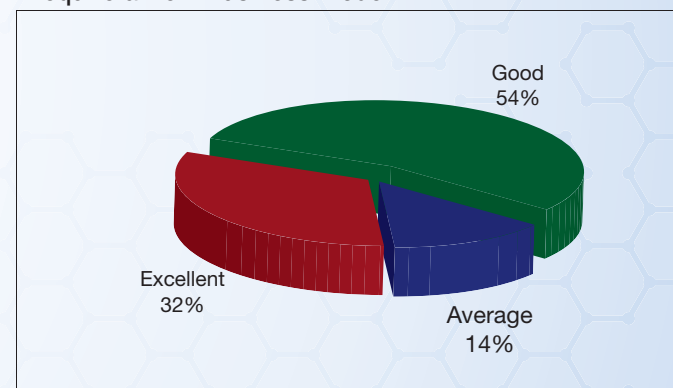
Industry Titans Roundtable: Islamic Finance 2015



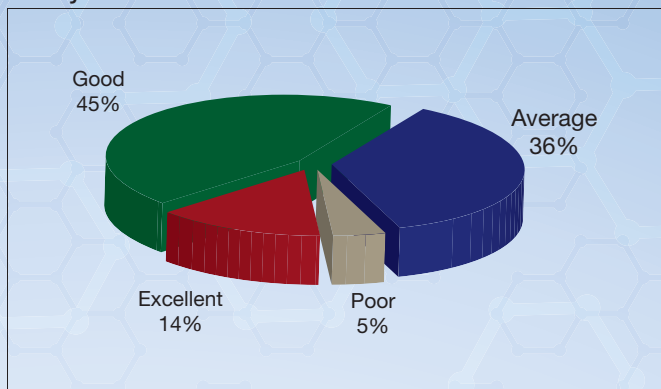
Asian Regulatory Roundtable: Driving Growth through Effective Regulatory Environments



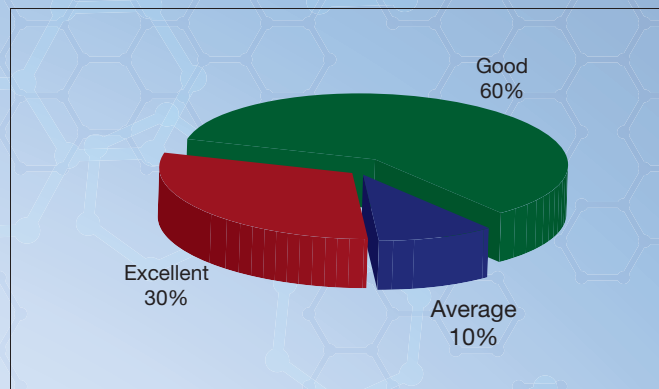
Presentation: Will Innovation in Islamic Finance Require a New Business Model?



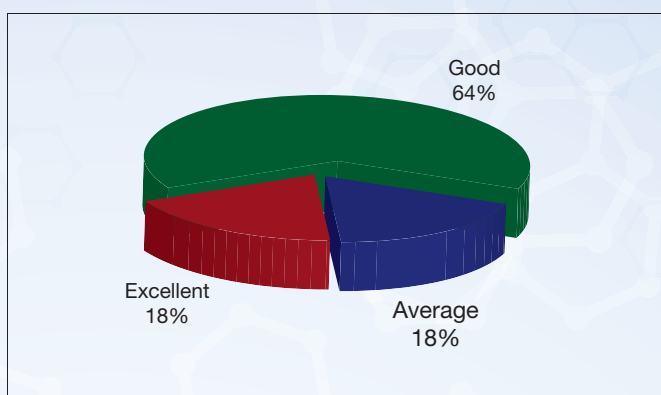
Launch of Islamic Banking Intelligence: The First Comprehensive Global Islamic Banking Data Base and Analytical Dashboard



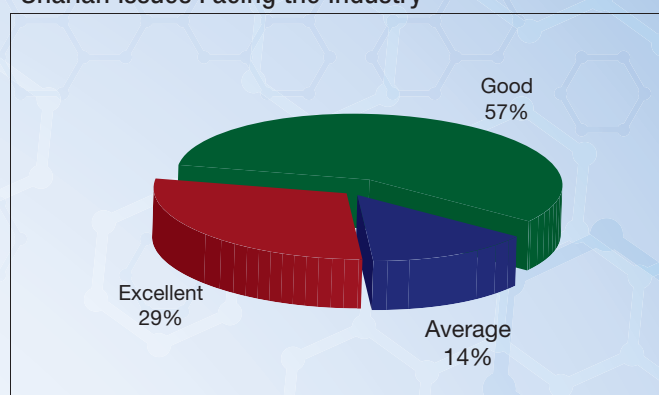
Sukuk and the Asian Islamic Capital Market: The Challenge to Innovate



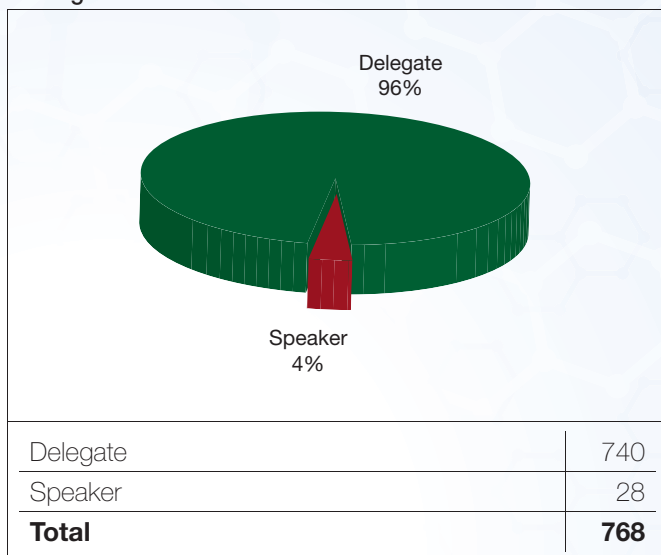
IFN Asia Issuers Roundtable



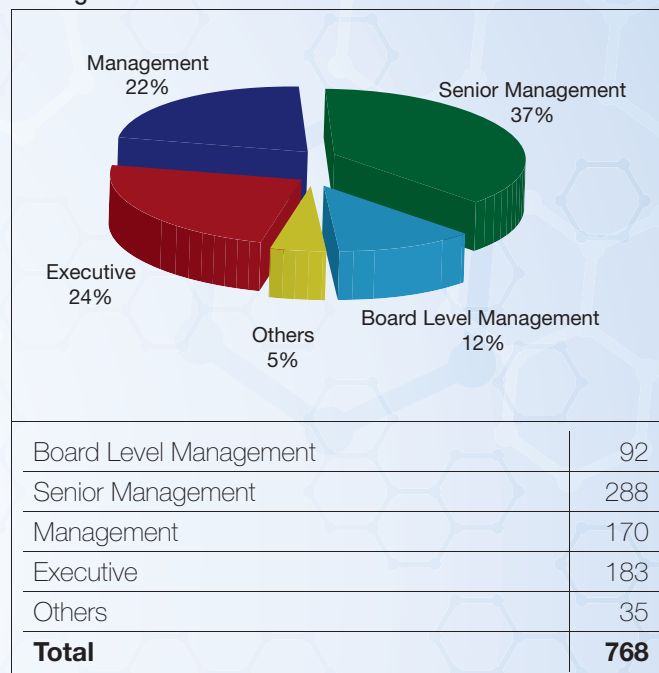
Enabling Growth: Resolving Key Regulatory, Risk and Shariah Issues Facing the Industry



Delegate Count Breakdown



Delegate Job Title Breakdown

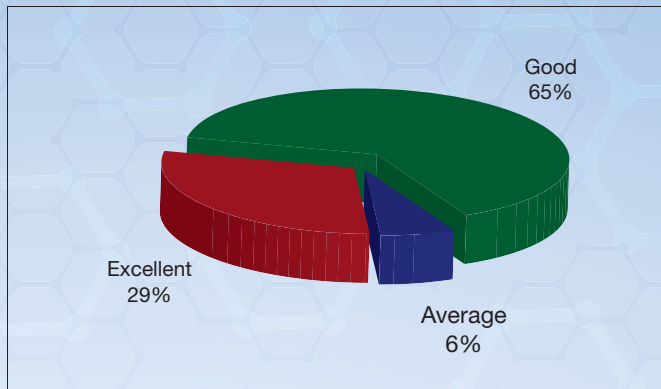


ISSUERS DAY: DELEGATES

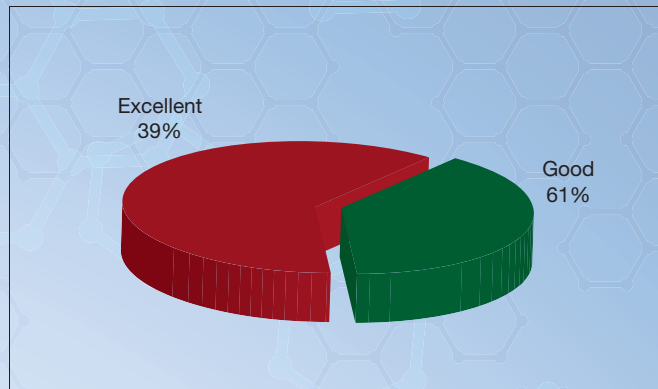
1MDB Real Estate | AAM Commodities | AAOIFI | Abdullah Chan | Ableace Raakin | Abu Dhabi Islamic Bank | Accounting Research Institute | ACME Venture Tech Resources | ACR ReTakaful | Adnan Sundra & Low | AFC Merchant Bank | Affin Islamic Bank | Afschrift | Ahmad Zaki Resources | AIA AFG Takaful | Al Hilal Bank | Al Iman Schools | Al Rajhi Bank Malaysia | Al 'Aqar Healthcare | Aleghwan | AlfaSec Advisors | Aliph Global Capital | Alkhair International Islamic Bank | Alliance Islamic Bank | Alpha One Ventures | Amana Capital | AmanahRaya Investment Management | AmBank Group | AmlInvestment Bank | AmlInvestment Services | AmlIslamic Bank | AmlIslamic Funds Management | Ann Joo Resources | Arendt & Medernach | Arris Consulting | Arris Venture | Arus Capital | Asian Finance Bank | Asian Islamic Investment Management | Asre Danesh Afzar (ADA) | Astral Asia | ASM Investment Services | Asset Publishing & Research | Atarek Kamil Ibrahim & Co | Authority Monetary Brunei Darussalam | Azmi & Associates | Bank CIMB Niaga | Bank Islam Malaysia | Bank Islam Trust Company | Bank Kerjasama Rakyat | Bank Muamalat | Bank Muamalat Indonesia | Bank Negara Malaysia | Bank OCBC NISP | Bank of Tokyo-Mitsubishi — MUFG | Bank of Tokyo-Mitsubishi UFJ | Bank Pertanian Malaysia | Berjaya Corporation | Berjaya Sompo Insurance | BIMB Investment Management | Bloomberg News | BNP Paribas Investment Partners | BNP Paribas Malaysia | Bosna Bank International | Bureau Veritas | Bursa Malaysia | Cagamas | Cameron Singapore | Can-one Berhad | Capital TV | Celadon Capital | Century Sunshine Group | Chartered Institute for Securities & Investments (CISI) | China Securities Co | China Securities (International) Finance | Christopher & Lee Ong | Christopher Joseph & Associates | CIFIA | CIMB Bank | CIMB Group | CIMB Investment Bank | CIMB Islamic Bank | CIMB-Principal Asset Management | CIMB-Principal Islamic Asset Management | Citibank | CMO Asia | Cognito Asia | Consolsys | Cosmopoint | CPG Research and Advisory | Craft Writing | CSI Leasing Malaysia | Cyberview | Cypark Resources Berhad | Dahabshil Bank International | DDCAP | Denko | Deutsche Bank | Deutsche Trustees | Dewan Bandaraya Kuala Lumpur | Drake University | Dubai Finance Services Authority (DFSA) | DXN & Wealth Consultant | Eastspring Al-Wara' Investments | Eastspring Investments | Eiger Trading Advisors | Ekuiti Nasional | Elit Consultancy | Embassy of France | Embassy of IR Iran | Embassy of Japan | Embassy of the Russian Federation | Emirates Financial Services | Emirates NBD Capital | Employees Provident Fund | Energie Agentur | Ernst & Young | Etiqa Insurance & Takaful | EXIM Bank of Malaysia | Expedient Equity Two | EZMCOM | Federal Board of Revenue, Government of Pakistan | Federation of Investment Managers Malaysia | Felda Global Ventures Capital FIC Group International | Finaelis | Finance Accreditation Agency | FinanceAsia | Fine line Technology Malaysia | First Habib Modaraba | FKH Holdings | Fortune 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Malaysia | Universiti Teknologi MARA | Universiti Utara Malaysia | University of Malaya | University of Nottingham | University of Warwick | Wiley | World CSR Day | World Vest Base | Zaid Ibrahim & Co | ZICOlaw Shariah Advisory Services

INVESTORS DAY: OVERALL EVALUATION

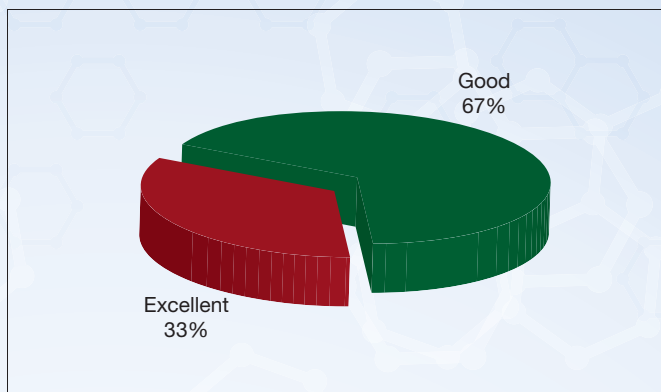
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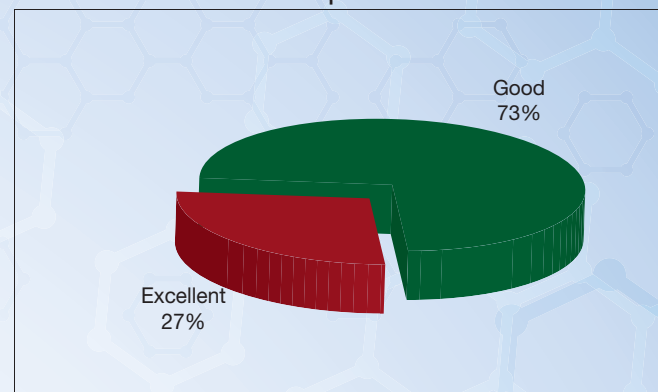
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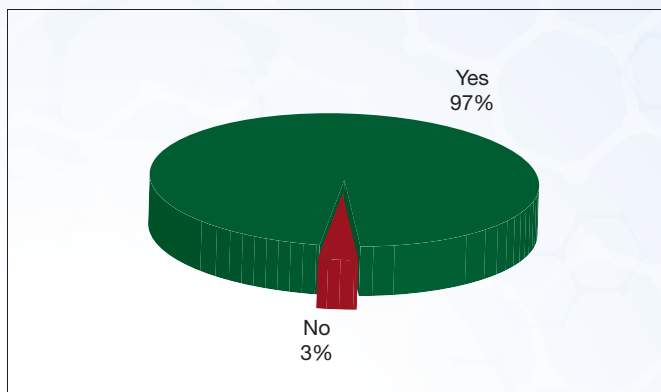
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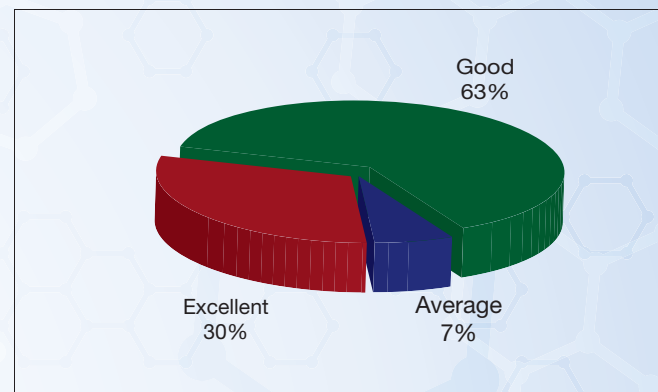
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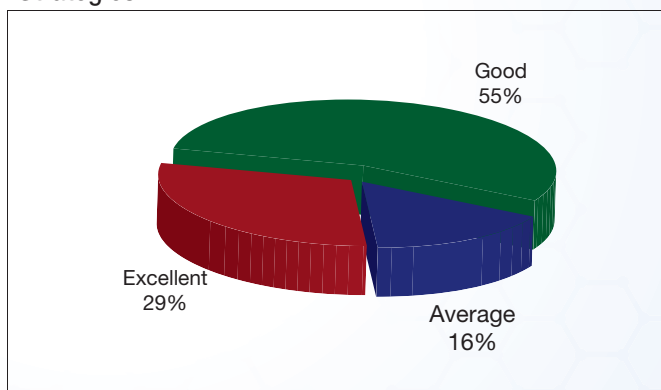
Delegates who would like to attend IFN Asia Forum 2015



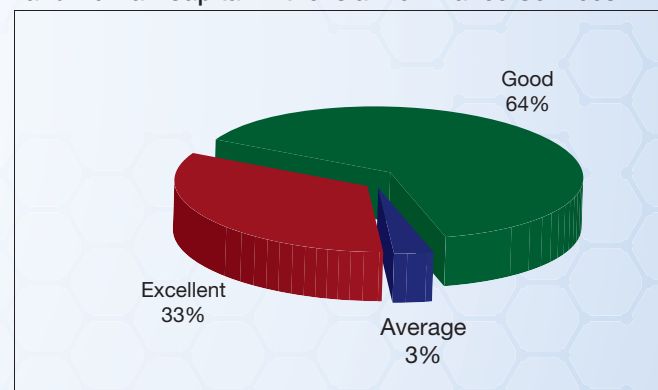
Investment Titans: The Islamic Investment Strategy: A Five-Year Plan



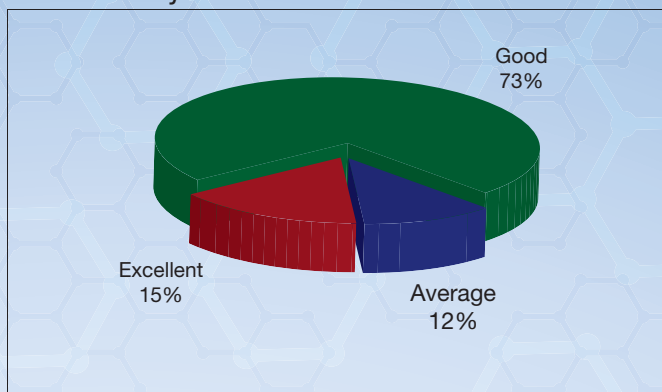
Investors Roundtable: Shifting Trends and Winning Strategies



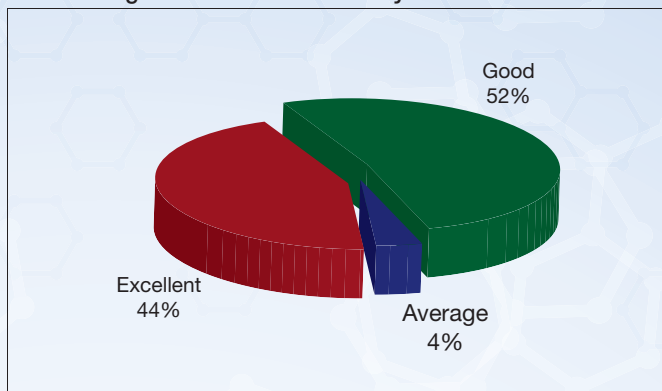
Presentation: What Initiatives Exist to Develop Talent and Human Capital in the Islamic Finance Services?



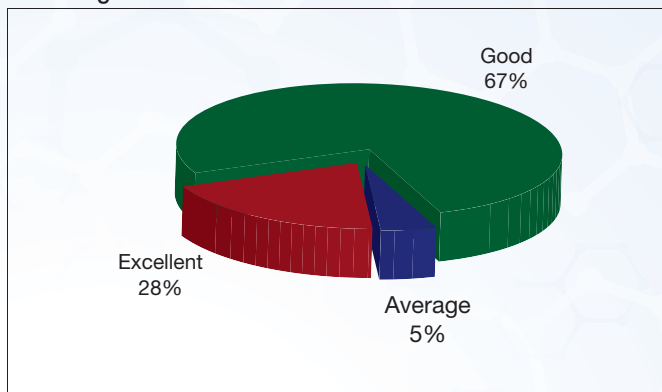
Islamic Investments and Funds in Asia: Developing Growth in Key Sectors and New Asset Classes



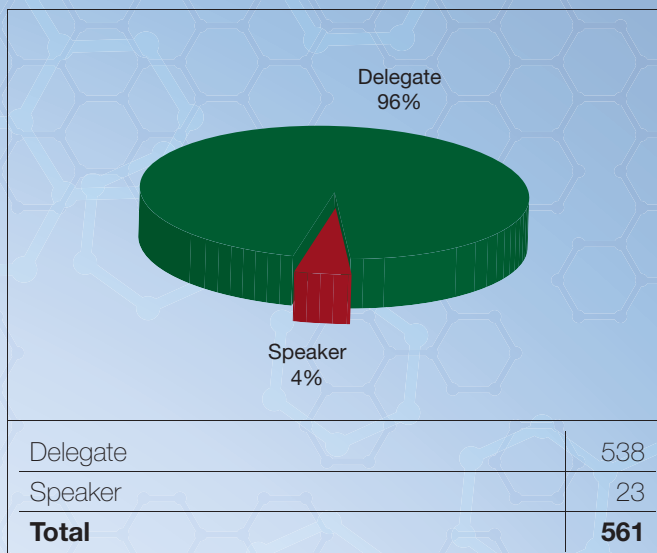
Advancing Asia's Takaful Industry



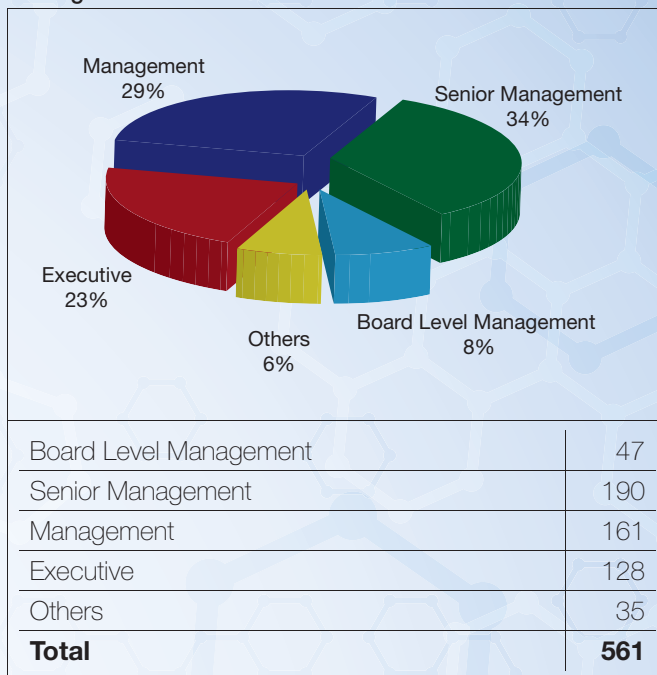
Developments in the Islamic Interbank and Wholesales Lending Market



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INVESTORS DAY: DELEGATES

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TESTIMONIALS

An eye opener for me. Good. Keep it up — continue educating, sharing information and updates on the Islamic market.

.....
Muhammad Ibrahim, Senior Manager, Khazanah National

Good organizing.

.....
Sharifah Harun, Senior Manager, MIDF Amanah Asset

Well done, good job. Made us aware of the current issues in the Islamic banking and finance industry. We also got to know the opinions of international players.

.....
Najwa Aqilah Mansol, Lawyer, Messrs Othman Hashim & Co

Excellent choice of speakers, panelists and moderators

.....
Nasser Yassin, General Manager, Kudrat Maritime Malaysia

The exposure discussed/presented by the panelists is very realistic, widely discussed and well-explained.

.....
Sumaiyah Abdul Latib, Legal Officer, Othman Hashim & Co

Good forum.

.....
Loke Wai How, Manager, KL Communications Centre

Solution to deal with conventional Shariah compliance. How to work about to better and faster results with the regulators so that companies can concentrate more on innovation and product structuring.

.....
Clement Lopez, Associate/ Consultant, A2A Capital Services

Excellent explanations and insights by industry experts.

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Zul Asrin Masran, Manager, Otopos Network

An excellent conference

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Salihin Ramli, Executive Chairman, SCG Capital Group

This forum has always been widely covered and recognized in the investment community regionally. Please keep it up.

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Muhammad Sany Mohamed Zainudin, Manager, MIDF Amanah Asset Management

Excellent! Well organized. Different views gained from different speakers from different countries around the world. This has given a strategic direction in the future on Islamic finance business.

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Sharifatul Memewati, Assistant Vice President, Sime Darby Plantation

Very interesting and beneficial forum for us as investors of Islamic instruments.

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Jasmin Jaafar, Senior Manager, UEM Group

Good choice of panelists. Everyone gave interesting views.

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Irmayanti Samsudin, Manager, UEM Group

Great. It brings the values and respect towards an alternative banking business.

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Arokianathan Joseph, Principal, Joseph & Co

Good job. Bravo.

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Patrick Ong, Consultant, Hong Guan

IFN Asia Forum 2014 is more relaxed and enjoyable than last year. The sessions were allocated a great deal of time. Keep up the good work!

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Adlin Sulliana Suhaimi, Senior Executive, Malaysian Institute & Accountants

This forum is relevant to those who are interested in knowing the current trend, challenges and direction of the Sukuk industry.

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Norhashimah Mohd Nor, Senior Manager, Bank Islam Malaysia

Excellent. First time attending this conference; very enlightening, very informative, full exposure on Islamic finance perspective.

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Sharifatul Memewati, Assistant Vice President, Sime Darby Plantation

Congratulations on the successful arranging of IFN Asia Forum 2014. Your dedicated efforts for promoting Islamic finance are greatly appreciated. Once again congratulations.

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Muhammad Shoaib Ibrahim, Managing Director & CEO, First Habib Modaraba