

IFN SEMINARS

ISLAMIC REAL ESTATE INVESTMENT SEMINAR

IN ASSOCIATION WITH

ashurst

6th November 2015, LONDON

HIGHLIGHTS

- The Islamic investor's profile and emerging global real estate markets
- How do Shariah-compliant real estate transactions differ from the traditional and what legislations and tax structures in Europe and the UK affect these transactions?
- An overview of the structures used in Islamic real estate transactions
- Key considerations in structuring Islamic real estate funds
- The trends and opportunities in the global and the UK real estate markets

Visit www.REDmoneyevents.com or call +603 2162 7800 for more information

INTRODUCTION

Remaining as one of the most vital asset classes in the industry, the real estate and property sector continues to indicate healthy growth prospects. This positive outlook is supported by the maintained level of investments in real estate assets across the globe, particularly in the UK and the US.

This 1-day seminar, delivered by senior Islamic real estate deal-makers, will look at global real estate trends and opportunities and tackle the value proposition Shariah-compliant deals bring to this dynamic market.

What to expect?

- A review of key real estate investment markets in the GCC, Europe, Africa and Asia
- Understanding the basis for utilizing the various Shariah - compliant principles in structuring real estate transactions
- Key considerations for global RE investors: regulations, requirements and incentives in new markets
- Case studies: An analysis of real estate transactions across the globe in residential, commercial and mixed developments

Why you should attend?

The real estate investment continues to evolve with the entrance of new high potential markets, new regulations and the introduction of innovative structures and assets. This seminar will bring global real estate to London featuring real estate investment experts from key markets. Should you be a real estate practitioner, investor or a lawyer involved in structuring real estate transactions, Shariah-compliant or otherwise, this one-day seminar has something for you. Use this opportunity to assess the potential of what Islamically structured transactions have to offer the market.

REDmoney Group

REDmoney Group's latest offering, IFN Seminars, takes Islamic finance to new and developing markets and tackles the industry's most innovative and imperative topics. These high-level, practitioner-led events offer practical insights on technical and strategic aspects of Islamic finance to dealmakers, regulators and intermediaries in core and developing Shariah-compliant markets. Leveraging on our highly regarded Forums and Training courses, these seminars offer the same exceptional quality of speakers in a small-group setting allowing delegates the opportunity to interact with our panel of highly experienced industry leaders in an event format that is intended to provide comprehensive knowledge on the very latest issues and trends.

REDmoney Group is the foremost global provider of specialized Islamic financial media services across three core divisions of events, publishing and training. Established in 2004, the firm has offices in Dubai and Kuala Lumpur: offering an unrivalled multi-channel service across the full spectrum of the global financial markets. The outward-facing arms of the REDmoney publishing and events portfolio are supported by REDmoney Training, which provides access to industry-leading expertise from the best in the field.

REDmoney Group covers the full range of global markets: from emerging Islamic economies across Africa and Asia to industry leaders such as Malaysia and the GCC along with developed nations in Europe and the Americas seeking to enter the sector. The company offers unequalled access to the elite of the industry: with relationships built up over a decade of trusted communication with market leaders to provide a detailed network covering every aspect of Islamic financial services.

AGENDA

09.00 – 9.15

Welcome remarks

Abradat Kamalpour – Partner, Ashurst

09:15-10:00

The Global Real Estate Market and the Islamic Investor

- An overview of emerging real estate investment markets
- How are investors diversifying their portfolio between residential, commercial and industrial real estate assets?
- The relationship between economic climate, currencies and real estate investment potential
- Co-investment by asset manager/deal sponsor in real estate deals: Will this be a long-term trend?

Moderator: Abradat Kamalpour – Partner, Ashurst

Panellists:

Philip Churchill - Founder & Managing Partner, 90 North Real Estate Partners

Jean Philippe Besse – Founder, Parisian Real Estate Advisor, France

Paul Devonshire - Director, Pramerica Real Estate Investors, Germany

10:00- 10:45

Investor Profile: Who is Buying UK/European Real Estate?

- Has the profile of Islamic investors evolved in recent years? What are Russian and other new investors looking for in real estate investments?
- Where are GCC investors headed?

David Jones – Partner, Ashurst

Dr. Faisal Baassiri - Partner, Faisal Adnan Baassiri Law Firm

Torsten Böhler - Managing Director, ABACUS Emerging Markets

10:45-11:15

Coffee & Networking

11:15-11:45

Presentation: Tax Structures & Legislation Affecting Shariah-compliant Real Estate Transactions in the UK and key European Markets

Simon Swann – Partner, Ashurst

Paul Miller – Partner, Ashurst

11:45-12:25

Structures: What Should Determine The Structure Used in Real Estate Transactions?

- An overview of permissible structures
- Why are some structures favoured in certain jurisdictions over others?
- Legal & tax issues
- Shariah considerations

Rachid Ouaich – Managing Director, eethiq Advisors, Luxembourg

12:25-13:30

Luncheon

13:30-14:10

Europe Regulatory Update: An Analysis of Regulations Affecting Real Estate Transactions in Key European Markets

Jamie Chapman – Partner, Ashurst

14:10-15:00

The UK Real Estate Market

- Achieving high yield returns in UK real estate transactions
- Opportunities in the urban regeneration projects
- Prospects for the UK's private rental sector

Anouar Adham – Group Chief Executive Officer, Elite International Assets

SPEAKER



Abradat Kamalpour

Partner
Ashurst

Abradat Kamalpour is a finance partner at Ashurst in London. He has extensive experience in securitization, debt capital markets and structured finance transactions. Abradat is the head of the Emerging Markets and Islamic Finance Desk of the Securities and Derivatives Group. Abradat has one of the leading emerging market practices in the market and is CEO and the founder of the New Silk Road Forum.

Abradat has been at the forefront of structuring Islamic-compliant capital markets and securitization transactions, transforming non-compliant structures into instruments acceptable to Islamic investors and has recently been ranked in Band 1 for banking and finance (Islamic finance) by Chambers UK 2010 and named as a leading individual in Islamic finance by Legal 500 2009. He is also ranked as one of the world's top 25 pre-eminent Islamic finance practitioners in Expert Guides, Best of the Best 2009 and was named a leading lawyer by Islamic Finance news (2009). Abradat was also included in The Lawyer's Hot 100, 2008 of the 100 legal professionals to watch as well as being a key member of the team that won the Euromoney award for Best Global Islamic Finance Legal Advisor 2006-2007.

Abradat graduated with a Bachelor of Laws (Hons) degree from Monash University and from RMIT University with a Bachelor of Construction Management (Hons) degree. He has been a partner at Ashurst since 2008.



Anouar Adham

Group CEO

Elite International Assets

Anouar co-founded Elite, an international company with offices in London, Paris and Doha that helps GCC investors acquire European assets as well as helping European companies expand in the GCC. Anouar has extensive experience with international banks in Europe, Southeast Asia and the Middle East. His last position was with the strategic department team of the Qatar Financial Center in Doha. Prior to that Anouar was the head of asset management for QIB (UK), based in London, managing the asset management activity for QIB globally, creating and promoting innovative products including the biggest Sukuk fund in the market at the time.

Anouar was also involved with the establishment of an Islamic asset management company in Malaysia for BNP Paribas, when he was working in Singapore. Anouar has an Executive MBA from Imperial College London, is a chartered financial analyst and holds the IFQ qualification.



David Jones

Partner
Ashurst

David Jones is a partner and the head of the real estate investment team at Ashurst in London. David graduated from Exeter University and has been a partner at Ashurst since 2003.

David has market-leading experience in real estate investments in both the UK and continental European markets with a particular focus on international real estate mergers and acquisitions. He acts for some of the biggest names in the global real estate investment market on inward investment of foreign capital into European real estate, including advising on corporate real estate transactions, sales and purchases of high value commercial real estate, joint ventures and international tax structuring. David is also highly experienced in all aspects of international sale and leaseback, leasehold liability transfers, development and urban regeneration transactions.



Dr. Faisal Baassiri

Partner

Faisal Adnan Baassiri Law
Firm in association with
Ashurst LLP

Dr Faisal Baassiri is the managing partner of Ashurst's Jeddah office and graduated with a PhD in law from Université Panthéon-Assas (Paris II) in 2003.

Dr Faisal joined Ashurst in January 2013 through an association agreement. Prior to this, he was the head of legal at SEDCO, a large Saudi, Shariah compliant wealth management company.

Dr Faisal is a Saudi qualified lawyer and has extensive experience advising Saudi national and international companies on corporate, disputes, employment, real estate, funds and securities matters in Saudi Arabia.

SPEAKER



Jamie Chapman
Partner
Ashurst

Jamie Chapman is a partner in the real estate development team at Ashurst in London and graduated with a Bachelor of Laws degree from Dundee University. He has been a partner at Ashurst since 2007.

Jamie has considerable experience in relation to all forms of commercial real estate acting for a variety of clients including developers, real estate funds, local authorities and transport undertakings. He has particular expertise in real estate development work and major infrastructure and regeneration projects. He also has expertise in setting up Shari'ah compliant real estate funds and the management and investment of the same, and dealing with real estate elements of major railway projects.



Jean Philippe Besse
Founder
Parisian Real Estate
Advisor, France

Jean-Philippe has 20 years of professional experience, including at Axa Group in Paris and New York and the co-founding of La Française des Placements – which subsequently became a leading French boutique in asset management.

In 2007, he became the head of international business development of La Française des Placements, which then merged to become La Française. From 2011, Jean-Philippe's focus has been on Middle Eastern business development, leading La Française to create the first Shariah compliant French OPCI dedicated to a Kuwaiti bank.

Jean-Philippe founded Parisian Real Estate Advisor in 2013, with the ambition to be the leading French real estate advisor for GCC investors.



Paul Devonshire
Executive Director
Prudential Real Estate
Investors (PREI)

Paul Devonshire is an executive director at Prudential Real Estate Investors (PREI) and a member of the European Business Development and Client Relations group. Based in Munich, Paul founded and is responsible for business development and client relations with Middle East clients. Paul has 24 years of real estate experience and he has been with Prudential for 14 years. Prior to joining PREI in 1999, for three years Paul served as the director of marketing for Europe and the Middle East for a US asset management advisor based in Zurich. Between 1990 and 1996, based in Vienna, Frankfurt, and Dusseldorf, he was responsible for all international business for a leading German real estate advisor. Paul has a Bachelor's degree in estate management, is a chartered surveyor, and has an MBA from the University of Warwick Business School in the UK. Fluent in English and German, he is a visiting associate fellow at Warwick Business School, University of Warwick. He has previously served as a member of the European Management Committee, as well as a board member on conventional and Shariah compliant funds active globally.



Paul Miller
Partner
Ashurst

Paul Miller is a tax partner in London, specializing in UK and international tax planning. His practice focuses on structured financial products, real estate funds, investment funds and real estate transactions.

Paul has considerable experience in advising on the tax and accounting interactions of financial products and fund structures. He is a member of the Stamp Taxes Practitioners Group, the Chartered Institute of Tax's stamp duty working group and HMRC's IAS 39 working group.

Paul is also the co-author of 'The Taxation of Corporate Debt and Derivatives'.

SPEAKER



Philip Churchill
**Founder & Managing
Partner**
*90 North Real Estate
Partners*

Starting his career with Citigroup, Philip moved into real estate over 15 years ago and has specialised in real estate investment management since. With transactions conducted exceeding GBP2 billion (US\$2.81 billion), Churchill has extensive practical knowledge in the due diligence and structuring of acquisitions across the UK, the US and continental Europe as well as a wide range of sectors and investment strategies. Before establishing 90 North, Churchill was the executive vice-president and the head of real estate at Shari'ah compliant Gatehouse Bank in London. He established the team and built assets under management. Churchill spent four years as the managing director and the head of investment management, Europe at HDG Mansur, fund manager for the Shari'ah compliant HSBC Amanah Global Properties Income Fund. Churchill started his career with Citigroup in banks' risk management and moving into Citigroup Property Investors, launching and investing two European Shari'ah compliant real estate funds.



Rachid Ouaïch
Managing Director
*eethiq Advisors,
Luxembourg*

Rachid Ouaïch is a co-founder and the managing director of EETHIQ ADVISORS. Since 2007, he has been heading the European activities of Wafra Capital Partners managing the operations of several real estate Shariah compliant products, with assets under management of about EUR1.5 billion (US\$1.65 billion). Across Europe, in Turkey and the Middle East, there are around 30 real estate investments that have been Islamically structured and managed under Rachid's supervision, making his team of professionals, one of the few in Europe that can claim hands-on practice in this innovative and complex industry. Rachid is also the chairman of the Islamic Finance Professionals' Association, a Luxembourg not-for-profit association that aims at connecting professionals active in the field of Islamic finance. Prior to founding EETHIQ ADVISORS and working for Wafra Capital Partners, Rachid had worked for seven years at PwC (Luxembourg) where he started the asset management – Islamic finance practice.



Simon Swann
Partner
Ashurst

Simon Swann is a partner in the tax department at Ashurst in London. He graduated with a Master of Arts degree from St Anne's College, Oxford and has been a partner at Ashurst since 2010.

He advises on all forms of corporate tax with a particular emphasis on real estate taxes. From 2003 to 2004, he was seconded to the then Inland Revenue Stamp Taxes Policy & Statute team to develop and implement stamp duty land tax and in 2008 Simon was seconded to the property structured finance division of RBS. A regular speaker at SDLT conferences, Simon is also a member of the Stamp Taxes Practitioners Group.

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Exclusive Lead Partner:

US\$20,000

☐

- Prime positioned logo on all promotional activities
- 10 invitations for your colleagues and clients
- 50% discount on any additional delegate places
- Full coverage on the Seminar website including biography and hyperlinked logo
- Prime positioned signage throughout the Seminar
- Prime positioned logo on the front cover of the Seminar documentation
- Table-top space in the breakout area during the Seminar
- Logo on buntings throughout the Seminar
- Guaranteed prime session participation
- One exclusive seat-drop during the Seminar
- Full delegate list within one week post Seminar
- Post-Seminar questionnaire results

Associate Partner:

US\$8,500

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- 25% discount on any additional delegate places
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- Table-top space in the breakout area during the Seminar
- Guaranteed prime session participation
- One exclusive seat-drop during the Seminar
- Full delegate list within one week post Seminar
- Post-Seminar questionnaire results

Partner:

US\$5,000

☐

- Logo on all promotional activities
- 2 invitations for your colleagues and clients
- Coverage on the Seminar website including biography and hyperlinked logo
- Branding throughout the Seminar: Seminar Guide Cover, Buntings,
- Table-top space in the breakout area during the Seminar
- Delegate list within one week post Seminar
- Post-Seminar questionnaire results

Stationary Sponsor:

US\$5,000

☐

- Exclusive sponsor of branded note paper / pad and pencil / pen placed on every desk at Forum

Delegate Pack Sponsor:

US\$5,000

☐

- Exclusive sponsor of a branded Delegate Pack handed to each key-note, moderator, panelist and delegate

Badges & Lanyard:

US\$3,500

☐

- Exclusive branding on all Badges and Lanyards worn by all Speakers, Presenters and Delegates

The sponsor / Delegate will arrange for the payment in one installation of US\$_____ exclusive of all taxes to REDmoney, within 30 days of invoice or before the event taking place (whichever is sooner).

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Name:		Signature for Sponsor:	
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One Sponsor One Logo Policy: Each sponsor is only entitled to one logo. Permission from the organizer is required to display additional corporate brands and to disseminate alternatively branded marketing materials.

By signing this contract you are bound by our cancellation policy of no refunds. Your account will be credited for future events in the same calendar year. However, for cancellations of less than one month prior to the event taking place, no refund or credit will be offered. If you so wish to cancel your sponsorship (howsoever arising), the entire amount due will be payable to **REDmoney Sdn Bhd / REDmoney Limited**.

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BOOKING DETAILS

I am booking:	Pricing	Early Bird	IFN Subscribers
<input type="checkbox"/> 1 delegate	US\$ 1,250	US\$ 1,000	US\$ 937
<input type="checkbox"/> 2 delegates	US\$ 2,375	US\$ 1,900	US\$ 1,781
<input type="checkbox"/> 3 delegates	US\$ 3,375	US\$ 2,700	US\$ 2,531
<input type="checkbox"/> 4 delegates	US\$ 4,250	US\$ 3,400	US\$ 3,188
<input type="checkbox"/> 5 delegates and more	US\$ 5,000	US\$ 4,000	US\$ 3,750

Available Discounts

Early Bird: Registrations received on or before 9th October 2015, will receive a 20% discount. No discount shall be given to registrations received after this cut-off date.

Discount for Active Subscribers of Islamic Finance news: If you are a current IFN subscriber, you shall receive a flat 25% discount. Please tick here ☐

Loyalty Program: 50% discount on other seminars attended within a 12-month period and non-transferrable. Please tick here ☐

DELEGATE DETAILS

Name	Job Title	Email address	Telephone
1 _____	/ _____	/ _____	/ _____
2 _____	/ _____	/ _____	/ _____
3 _____	/ _____	/ _____	/ _____
4 _____	/ _____	/ _____	/ _____
5 _____	/ _____	/ _____	/ _____

WHO TO INVOICE AND CONTACT?

Please tell us who we should invoice. It is also helpful for us to have the name of an administrator with whom we can liaise directly.

Contact person for invoicing: _____ Job Title: _____
Email: _____ Tel: _____ Fax: _____
Contact person to send administration details: _____
Job Title: _____ Email: _____ Tel: _____

Payment can be made by cheque or bank transfer. A notification will be sent to you once payment has been received.

I wish to pay by: Cheque/bankers draft ☐ Telegraphic transfer ☐ Credit Card ☐

Please note all telegraphic transfer fees, taxes and levies (domestic or otherwise) shall be borne by the sponsoring organization.

Payment made by foreign cheque will be charged additional bank fees of 1% of the invoice amount.

APPROVING MANAGER

To process your registration we require the name and signature of a manager who is authorized by your organization to approve training expenditure.

Name: _____ Job Title: _____
Organization name: _____ Email: _____ Tel: _____

Authorizing signature _____ (mandatory)

Yes, I have read and understood the booking and cancellation policy below.

SEND US YOUR REGISTRATION!

By email: safreena.sairee@redmoneygroup.com By fax: +603 2162 7810

You may also book online at <http://www.REDmoneyevents.com>

Please call us on: +603 2162 7800 or +603 2162 7802 if you require assistance.

Our address is: REDmoney, Suite 22-06, 22nd Floor, Menara Tan & Tan, 207, Jalan Tun Razak, 50400 Kuala Lumpur

Booking, Payment and Cancellation Policy – important, please read carefully

By completing, signing and sending us this registration form you are confirming delegate places on the seminar. You are also confirming your understanding of our Booking, Payment and Cancellation Policy.

Cancellation: If delegates cannot attend the seminar replacement participants are always welcome. Otherwise delegates must request in writing (letter, fax or email) to cancel registration/s or transfer to a different seminar at least 21 days before the seminar start date to be eligible for a refund, less a 5% administration fee. Delegates who cancel within 21 days of the seminar start date, or who do not attend, are liable to pay the full seminar fee and no refunds will be given. Instead fees will be converted to a IFN Seminars voucher equivalent to the original fee, less a 15% administration charge. This voucher is transferable within your organization and must be redeemed within one year of issue or become void. If a seminar is postponed for whatever reason delegate bookings will be automatically transferred to the new seminar date. Delegates who wish to transfer to a different seminar will be subject to the same terms as above and charged the difference in seminar fees. No refunds or seminar vouchers will be issued for a no-show.

Payment Terms: All seminars fees are to be received before the seminar start date. REDmoney shall receive the full seminar fee with no deductions of any description. All telegraphic transfer fees, taxes and levies (domestic or otherwise) shall be borne by the sponsoring organization.

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Seminar Venue: Full details of the venue will be sent to you upon registration.

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