# **The World's Leading Islamic Finance News Provider**

## IFN OMAN Report 2018

























**NO/MURA** 









(=) **RED**money



## Value-driven, Value-added

AMJ is a globally-ranked, top-tier national law firm that has advised and assisted clients in Oman and the region for over 30 years.

Our dedicated Islamic Finance team has been at the forefront of Oman's Islamic Finance industry since 2011 advising on regulatory frameworks and innovative, 'first to market' transactions. Fully integrated with the firm's top-ranked banking and finance and capital markets practices, this award-winning team of international and Omani lawyers has a capability unrivalled in the market to advise on your:

- sukuk issuances and programmes;
- structured products and securitisation;
- Shariah-compliant product development;
- fund structuring and establishment;
- large-scale Islamic financings;
- regulatory and governance issues.



Al Busaidy Mansoor Jamal & Co. Barristers and Legal Consultants

www.amjoman.com





**Keynote Address** 

#### **REPORTS**

8

6

#### Oman: So far so good

Oman has had a tough year as prolonged tepid oil prices continue to drag the economy. But VINEETA TAN observes that there are bright spots of light for the Shariah finance sector nonetheless.

#### 10 Shariah compliant REITS to boost Oman's Islamic finance industry

Issued in early January, the Omani Capital Market Authority (CMA)'s regulation accommodating REITs is expected to have multiple impacts on the country's Islamic finance industry, capital market and real estate sector. MARC ROUSSOT reports.

#### CASE STUDY

### 12 Golden Group's Sukuk: Oman's largest Islamic corporate program

History was made in Oman this month as Golden Group established its Sukuk program, the largest corporate Sukuk program in the Middle Eastern country. The first tranche, worth OMR50 million (US\$129.66 million), gained immense response, particularly from the GCC region. Speaking to Mohsin Shaik Sehu Mohammed, the senior executive manager of investment banking and capital markets at Maisarah Islamic Banking Services, the lead manager of the paper, DURGAHYENI MOHGANA SELVAM brings you the exclusive.

#### FORUM OVERVIEW

14	Speakers' List	
20	Companies' List	
22	Overall Evaluation	
24	Testimonials	

## **Islamic Finance** *news*

Group Managing Editor	Lauren McAughtry lauren.mcaughtry@REDmoneygroup.com
Editor	Vineeta Tan vineeta.tan@REDmoneygroup.com
Senior Contributions Editor	Sasikala Thiagaraja sasikala.thiagaraja@REDmoneygroup.com
Senior Copy Editor	Kenny Ng kenny.ng@REDmoneygroup.com
Senior Journalist	Marc Roussot marc.roussot@REDmoneygroup.com
Journalist	Durgahyeni Mohgana Selvam durgahyeni.selvam@REDmoneygroup.com
Head of Production	Hasnani Aspari hasnani.aspari@REDmoneygroup.com
Senior Production Manager	Norzabidi Abdullah zabidi.abdullah@REDmoneygroup.com
Senior Graphic Designer	Eumir Shazwan Kamal Bahrin eumir.shazwan@REDmoneygroup.com
Associate Publisher	Steve Stubbs steve.stubbs@REDmoneygroup.com
Finance Manager	Fatimah Omar fatimah.omar@REDmoneygroup.com
Managing Director	Andrew Tebbutt andrew.tebbutt@REDmoneygroup.com
Managing Director	Andrew Morgan

#### Published By: (=) **RED**MONEY

& Publisher

- MALAYSIA Suite 22-06, 22<sup>nd</sup> Floor Menara Tan & Tan 207. Jalan Tun Razak 50400 Kuala Lumpur, Malaysia Tel: +971 4 427 36 28 Tel: +603 2162 7800 Fax: +603 2162 7810
- UAF PO Box 126732, 3rd Floor, X2 Tower, Jumeirah Lake Tower (JLT), Jumeirah Bay, Dubai, UAE Fax: +971 4 431 4614

andrew.morgan@REDmoneygroup.com

**LONDON** Level 1. Devonshire House, 1 Mayfair Place, London W1J 8AJ, UK

www.lslamicFinanceNews.com

### Omani optimism



Personally, Oman has to be one of my most favorite markets to cover. The enthusiasm for Islamic finance in the Sultanate is almost unparalleled and, coupled with a great thirst for innovation, ingenuity and improvement, we have seen Oman rise rapidly in stature in the regional league of Islamic finance in a relatively short period of time.

The GCC nation continues to test the market with new products, and while it is relentless in pushing the boundaries as it plays catch-up with its peers, it stays true to its resolve of doing things right and not to compromise the principles of

Shariah for the sake of expediency and expansion.

The proof is, after all, in the pudding. From banking to Takaful to Sukuk, the Sultanate has managed to maintain healthy double-digit growth since the formal introduction of Shariah compliant finance less than a decade ago. This is, of course, greatly facilitated by strong support from the regulators.

Yet, it isn't always hunky-dory. While regulators are open to feedback and steadfast in supporting market players, industry participants are at times worried about whether the relatively stringent regulatory infrastructure could be flexible and adaptive enough to steer the industry to the next phase of growth, particularly in the evolving era of fintech. There are still bureaucratic kinks to iron out in order to optimize market efficiency.

Nonetheless, judging from the continuous participation, support and level of engagement we have received at IFN Oman Forum over the last few years, from all sectors and stakeholders across different levels of management, we can rest assured that the lines of communication between regulator and market participants are open and they share a strong common commitment to advancing the Islamic finance agenda in Oman.

On that note, it is our delight to be launching the second edition of the IFN Oman Report - and we look forward to producing many more in the years to come.

Most sincerely,

Vineeta Tan Editor Islamic Finance news

## Dentons. The world's largest global elite law firm.\*

We are at the forefront of innovation in Islamic Finance and work closely with key industry stakeholders. We have been "on the ground" in the Middle East for half a century. Clients use us for our unrivalled Shari'ah local knowledge and international expertise across the Middle East, Europe and Asia. Our Islamic finance team is a leader in its field. We offer a full range of services in domestic and international Islamic Finance law advice. Our Shari'ah solutions are world class, offering practical experience and expertise across a wide range of industry sectors.



To learn more about how we can support your needs, please contact:

#### **Qasim Aslam**

Head of Islamic Finance – Middle East T +971 4 4020 901 qasim.aslam@dentons.com

#### Sadaf Buchanan

Partner and Co-head of Banking and Finance – Middle East T +968 2457 3028 sadaf.buchanan@dentons.com

The Middle East office locations includes: Abu Dhabi, Amman, Beirut, Cairo, Doha, Dubai, Jeddah, Muscat and Riyadh.

### DENTONS

#### dentons.com

@ 2018 Dentons. Dentons is a global legal practice providing services worldwide through its member first and affiliates. Please see dentons.com for legal Notices.

\*Acritas Global Elite Law Firm Brand Index 2013-2017.

#### IFN OMAN REPORT 2018 KEYNOTE ADDRESS

MULTILATERAL STRATEGIC PART

(=) REDmoney seminars

IFNFINT

H.E TAHIR SALIM AL AMRI – Executive President, Central Bank of Oman

It is an honor for me to address IFN Oman Forum 2018. At the outset, I appreciate and thank the organizers on the initiative of organizing this event regularly.

events

I am pleased to know that IFN has proposed to use this forum to highlight the Islamic banking sector's achievements so far and also discuss the key issues faced by the Islamic banking and finance industry. I am sure that the participants, coming with diverse backgrounds and experiences, will contribute to the discussions immensely and suggest viable solutions to the issues and challenges such as building and further improving a true image of Shariah-based banking and standardization of practices, products and services offered by Islamic banking institutions in a harmonious way so as to inspire market confidence.

It may be of interest, in the aforementioned context, to note Oman's Islamic banking initiative and its performance over the past five years.

As many of you would already know:

- 1. Oman opened its doors to Islamic banking in May 2011 with the announcement to allow a faith-based banking system as a parallel approach, and Islamic banks/windows formally started their operations in 2012/2013.
- 2. Over five years, the Islamic banking sector in the Sultanate has been performing well with two fully- fledged

Islamic banks and Islamic banking windows of six conventional banks.

- 3. The number of Islamic banking branches has increased to 76 and these are well spread out in various parts of the country.
- 4. As of December 2017, Islamic banking has secured a 12.1% market share in assets, a 12.9% share in terms of financing and a 13.8% share in terms of customer deposits.

I truly believe that achieving these results over such a short span of time is quite encouraging and congratulate the banks and windows on the same.

It has to be conceded that the impressive growth, hitherto, has been possible due to many factors including a low base and the ready availability of certain market segments. The growth rate is tapering and this would mean that a greater and diversified business thrust is necessary – both in finance and funding.

I believe that, for Oman, the development of human resources with essential skills and knowledge of Shariah compliant banking and the meaningful innovation in Islamic banking products and services are two of the key challenges that need our focus.

Competing with established conventional banks for business besides needing to ensure Shariah compliance is a big task for the fully-fledged Islamic banks and Islamic banking windows in Oman. They need to realize that in order to achieve this, Islamic banking institutions need to avoid the mere replication of the conventional banking approach and be innovative in their products and services.

**IFH FORUM** 

New innovation in Islamic banking is, again, something very sensitive and needs to be managed carefully; merely replacing interest with profit is not the kind of innovation we are looking for. Our focus should be to improve the efficiency of the processes and solutions for sectors that are key to the growth of the economy as a whole.

The Central Bank of Oman is rigorously working with concerned authorities to refine the required elements of the existing legal and other infrastructures and I am very positive that we have the full support from all parts of the government and we are progressing in the right direction.

Let me conclude by expressing my appreciation to all the participants and respondents for their efforts in making this forum possible. I look forward to the sharing of discussions/deliberations at this forum for the betterment of the Islamic finance industry. I also wish IFN all success in its efforts to promote Islamic banking and finance globally.

Thank you.

## trowers & hamlins



### Trowers & Hamlins has a strong market understanding, helping you achieve creative, practical and cost efficient solutions, quickly.

We have been consistently recognised as a preeminent advisor on Islamic finance transactions in Oman since they were first practiced. From the incorporation of the first Islamic bank in Oman, Bank Nizwa, to the Government of Oman Sukuk, Trowers has been at the forefront of many of Oman's most significant Islamic finance transactions.

Trowers & Hamlins is one of a few firms in the world which offer a complete range of Islamic finance services. We are approached by a range of market participants from all over the globe due to our expertise in the development and combination of Islamic finance structures and our substantial experience in providing creative solutions to the most complex Islamic finance issues.

For more information please contact:

#### Salman Ahmed (Partner and Head of Islamic Finance, MENA)

- t +973 39 44 1077
- e sahmed@trowers.com

#### Jeremy Ingham (Partner and Head of International Finance, MENA)

- m +973 3911 5997 (Bahra
- m +968 9273 0951 (Oman)
- d +96824682919

#### Elias Moubarak (Partner, Head of Debt Finance, UAE)

+971 4 302 5106

î î

emoubarak@trowers.com

Trowers & Hamlins is the first foreign law firm to be granted a Qualified Foreign Law Firm (QFLF) licence in Malaysia.

#### - trowers.com

## Oman: So far so good

*Oman has had a tough year as prolonged tepid oil prices continue to drag the economy. But there are bright spots of light for the Shariah finance sector nonetheless.* 

#### **Regulatory environment**

Oman has been consistently enhancing its Islamic finance regulatory infrastructure since issuing the royal decree authorizing Islamic finance in May 2011.

Islamic banking falls under the purview of the Central Bank of Oman (CBO) while Islamic capital market activities and Takaful are under the Capital Market Authority (CMA). Both the regulators are ardent supporters of Shariah finance: the CBO released the Islamic Banking Regulatory Framework (IBRF) in 2012 and established a dedicated Islamic banking department in 2015 while the CMA in 2016 issued several regulations including the Takaful Law and rules for issuing Sukuk.

#### Banking and finance

Out of the 22 banks in Oman, two are fully Shariah-based: Bank Nizwa and Alizz Islamic Bank, while six operate Islamic banking windows: Al Yusr (Oman Arab Bank), Meethaq Islamic Banking (Bank Muscat), Sohar Islamic (Bank Sohar), Muzn Islamic Banking (National Bank of Oman), Al Hilal Islamic Banking (Ahli Bank) and Maisarah Islamic Banking Services (Bank Dhofar).

As at the end of the first half of 2017, Islamic banking assets accounted for 11.6% of the Sultanate's total banking assets at OMR3.6 billion (US\$9.33 billion). On a year-on-year basis, Islamic financing activities increased 33.33% to OMR2.8 billion (US\$7.25 billion) from OMR2.1 billion (US\$5.44 billion) in 2016. Total Islamic banking deposits also saw a surge, up 50% to OMR2.7 billion (US\$6.99 billion).

However, there are concerns that this positive momentum cannot be sustained as a result of weaker economic growth, tight liquidity conditions and the reduction in the government's capacity to support the country's banks. In September, Moody's Investors Service downgraded its outlook on Oman's banking system from stable to negative; while there are no significant differences in how economic shocks would impact Islamic and conventional banks, the Shariah banking sector is, however, exposed to higher provisioning charges given their recent rapid expansion, which limits the seasoning of their portfolio in a weakened economic environment.

The Omani banking industry is expected to experience a lower deposit growth, a drop in credit growth to 5% this year from 10.1% in 2016 and an increase in nonperforming loans to around 3% of gross loans by the end of the year from 2.1% in March. Moody's projects Islamic banking assets should reach 14-16% of Omani banking assets by 2020 from 1.5% in March 2013. Islamic windows continue to command the larger chunk of the business.

Nonetheless, Islamic banks are making good progress: Bank Nizwa in August launched wealth management services for high-net-worth clients. It also secured first-time ratings from Moody's. Alizz on the other hand upped its digital strategy, overhauling its mobile app this year. Alizz in the first half of the year was exploring merger opportunities with United Finance Company; however, discussions fell through as the two could not come to a consensus on the sale.

#### Islamic capital market

Like the banking segment, the Islamic capital market is also growing apace. As at the end of 2016, Shariah capital market value reached approximately OMR3.65 billion (US\$9.45 billion), representing 20.8% of the total capital market value, according to the CMA. Islamic equities took the lion's share of the capital market at OMR3.3 billion (US\$8.54 billion) representing 21.58% of the total market capitalization of shares listed on the Muscat Securities Market; Sukuk outstanding stood at OMR329.48 million (US\$853.01 million), 16.29% of the total market value of the fixed income market; and Islamic investment funds' assets under management hit OMR18.75 million (US\$4.54 million), representing 8.47% of the total assets under management of investment funds.

This figure does not include the additional sovereign Sukuk issuances issued outside of Oman, totaling US\$2.5 billion thus far, and the latest Meethaq Sukuk facility of OMR44.61 million (US\$115.49 million) that was issued in May 2017.

As far as Sukuk are concerned, the country has issued three sovereign Sukuk — one local currency paper and two US dollar facilities. The first one was sold in 2015, a OMR250 million (US\$647.22 million) paper, followed by a US\$500 million six-year dollar private Sukuk issuance in July 2016. The latest one in May 2017 raised US\$2 billion.

The corporate segment is looking promising: aside from Meethaq's maiden paper issued under its OMR100 million (US\$258.84 million) program, Golden Group is also understood to be in the final stages of launching a OMR200 million (US\$517.73 million) Sukuk program while Oman Electricity Transmission Company is reportedly mulling a benchmark-sized US dollar Sukuk. Mohammed Al Barwani Holding and Tilal Development Company are the only two other non-sovereign Sukuk issuers in the country, issuing a US\$76 million Sukuk Wakalah in 2016 and a OMR50 million (US\$129.53 million) Ijarah facility in 2013 respectively.

#### Takaful

Unlike their banking counterparts, insurance operators are prohibited from offering Islamic products on a window basis. There are currently two Islamic insurers: Al Madina Takaful and Takaful Oman Insurance which entered the Takaful space in 2014; and there are talks about a third player entering the market — Oman United Insurance, which has received board approval to convert its business to be in full compliance with the Shariah.

As at the end of 2016, gross direct Takaful premiums represented 9.3% of total insurance premiums at OMR42.06 million (US\$108.89 million). The government's decision to make medical insurance cover mandatory for all residents beginning January 2018 is expected to boost the Takaful sector as well.





## Presenting Meethaq SME. Complete solutions for SME Success.

To help you succeed in today's marketplace, Meethaq brings you a range of Shari'a compliant products and services to let you grow and excel.

#### Shari'a Compliant Financing solutions

- Working Capital Financing
- Term & Project Financing
- Trade Services

www.meethaq.om

f 🔰 🔘 🖸

**%** 2465 6666

• Contract Financing



New dedicated SME Portal accelerateSME

www.meethaq.accelerateSME.om





Tailored Shari'a compliant financing solutions



Dedicated Account Relationship Managers



Sector specific seminars & conferences

## Shariah compliant REITS to boost Oman's Islamic finance industry

Issued in early January, the Omani Capital Market Authority (CMA)'s regulation accommodating REITs is expected to have multiple impacts on the country's Islamic finance industry, capital market and real estate sector.

The CMA's REIT regulation was a long-awaited one by market players as real estate has always been a key asset class in the GCC. In addition, Shariah compliant REITs create an avenue for investors to park their money in a market that experiences a lack of Shariah compliant options. Consequently, a number of players have been showing interest in the setup of such vehicles.

"As an Islamic finance window, we have received interest from our clients with regards to setting up their own REITs. We have been exploring REITs with them even before the guidelines were issued. At the moment, we do not have any specific timeline on launching a REIT but it is in our plan to advise our clients to establish one," shares Sohail Niazi, the chief Islamic banking officer at Maisarah.

Sylvain Vieujot, the chairman of Equitativa, the manager of UAEbased Emirates REIT, also told IFN that he is currently looking at Oman. But no decision has been taken yet. "We like to venture into regions where REIT regulations are new and where we believe that we can have good results," Vieujot says.

The main investor base will come from the GCC as they understand the market and are comfortable with the Omani rial denomination. Investors in Europe and Asia will be keen if the REIT is listed in dual currency where it is much more liquid

#### Investments and investors

Two asset classes, healthcare and education, are expected to benefit from the REIT regulation as both are generally a good fit with Islamic finance. "If the government entities would like to privatize some of their assets, they can do it within these two sectors," shares Sohail.

Besides Omanis themselves, foreign investors are expected to tap the REIT market. They will mainly come from GCC member states, particularly Qatar, considering the ongoing political crisis that has impacted Qatari investors' ability to invest in GCC countries other than Oman, believes Asad Qayyum, the head of Islamic finance at legal firm Al Busaidy Mansoor Jamal & Co. Oman's REIT market is also attractive to Asian investors, especially those from India. "The main investor base will come from the GCC as they understand the market and are comfortable with the Omani rial denomination. Investors in Europe and Asia will be keen if the REIT is listed in dual currency where it is much more liquid," adds Sohail.

However, it remains uncertain how successful REITs, both conventional or Shariah-compliant, will be as the regulation itself as well as recent restrictions from the Ministry of Housing may hamper the development of this segment.

"Only constructed land may be owned by a REIT, thus it is not allowed for a REIT to own unbuilt land. Additionally, all REITs can own only commercial, residential/commercial, industrial and touristic real estate; they cannot own agricultural land, nor can they own a residential complex unless the size of its area is less than 10,000 square meters. Furthermore, REITs that are not entirely Omani-owned cannot own real estate in certain regions of Oman," details Asad.

However, the law firm anticipates that this situation will change as the need for economy diversification presses the government toward adopting a more open policy in terms of direct foreign investments in certain 'protected' sectors of the economy, such as real estate.

"Consequently, and until this situation changes, we are of the view that foreign investments' contribution to the development of Shariahcompliant REITs and the real estate sector will remain relatively moderate," shares Asad.

#### Side effects

From a broader perspective, the development of Islamic REITs in Oman will have a positive impact on the Islamic finance industry as a whole, predict market players. In order to fund their development, REITs will have to obtain Islamic financing. Alternatively, managers may raise funds by issuing Sukuk, hence, increasing Oman's capital market activities.

Shariah compliant REITs will also have to obtain Islamic insurance to cover their assets, projects and activities, leading to a boost in the country's Takaful market.









## Thank you! With your support, we scale new heights of success.

These awards reflect our commitment to you: our customers, our stakeholders and the society. Because we could not be the best without you.

Our previous awards & recognitions: Best Islamic Community Support Bank 2017 by Global Financial Market Review | Best Islamic Bank in Oman 2016 by Middle East Banking Awards | Islamic Bank of the Year - Oman 2016 by The Banker | Islamic Bank of the Year - Oman 2015 by The Banker | Best Islamic Window - Maisarah, Oman 2015 by International Finance Magazine | Best Islamic Bank Oman 2015 by Global Banking & Finance Review | Best Islamic Community Support Bank 2014 by Global Financial Market Review | Best Islamic Window in Oman 2013 by Global Financial Market Review | Best Islamic Bank Review | Best Islamic Community Support Bank 2014 by Global Financial Market Review | Best Islamic Window in Oman 2013 by Global Financial Market Review | Best Islamic Bank Review | Best Bank Review | Bank Revi



77 🖓 www.maisarah-c

## Golden Group's Sukuk: Oman's largest Islamic corporate program

History was made in Oman this month as Golden Group established its Sukuk program, the largest corporate Sukuk program in the Middle Eastern country. The first tranche, worth OMR50 million (US\$129.66 million), gained immense response, particularly from the GCC region. Speaking to Mohsin Shaik Sehu Mohammed, the senior executive manager of investment banking and capital markets at Maisarah Islamic Banking Services, the lead manager of the paper, IFN brings you the exclusive.

The five-year issuance has many unique characteristics. It has 100% security coverage mortgaged in the favor of Sukukholders, with the obligor providing a negative pledge with an additional 20% (of the issuance amount)-worth of real estate assets. This is to ensure the security coverage is well-buffered if the valuation of the mortgaged asset falls. The negative pledge will provide a cushion if there is a shortfall on the mortgage to ensure full security for the entire duration of the tenor.

The facility also carries a personal guarantee. "The chairman of Golden Group, Salim Ahmed Al Ghazali, provided his personal guarantee for this transaction. We rarely see a personal guarantee in any Sukuk issuance," Mohsin told IFN.

Structured under the principle of Wakalah due to the nature of Golden Group's business, Mohsin says that the Wakalah structure resonates better with Golden Group in terms of usage of the proceeds. The privately placed Sukuk facility was well accepted by investors at a profit rate of 6.5% per annum.

Being the maiden facility of Golden Group, the company was overwhelmed by the nature of the transaction especially during the period of due diligence. "However, with the good management team, they managed the whole process cycle of this issuance," Mohsin expounded. The paper also managed to tap investors from various classes such as banks, insurance companies, government agencies, family offices and high-net-worth individuals from Oman and the GCC region, where liquidity is a challenge.

Mohsin shares with IFN that the Sukuk market in Oman, although relatively younger than its neighbors in the region, is on the right track where growth is concerned; and more demand for papers is expected subject to better pricing and robust regulations.

Mohsin believes that the country's Islamic debt capital market is poised for healthy development with more issuances of US dollar Sukuk as the investor base will be wider.



#### Golden Group's Sukuk Program — OMR200 million (US\$518.64 million) Tranche — OMR50 million (US\$129.66 million) OLDEN GROUP HOLDING 5th February 2018 Issuer and obligor Golden Sukuk Program: OMR200 million Tranche: Size of issue OMR50 million Mode of issue Private placement Purpose To construct hotels in Oman under the brand name of Rotana & Mercure Five years Tenor Profit rate 6.5% per annum Payment Semi-annual Currency Omani riyal Maturity date 5th February 2023 Sole bookrunner, lead Maisarah Islamic Banking Services manager principal

advisor and Shariah advisor	
Governing law	Oman
Legal advisor(s)/counsel	Trowers & Hamlins
Listing	Muscat Securities Market
Underlying assets	Real estate assets
Rating	'omBBB+' by Capital Intelligence
Structure	Wakalah
Tradability	Yes
Investor breakdown	Banks, insurance companies, government institutions, corporates, family offices, high-net-worth individuals from Oman and the GCC



**Commodity Murabaha Services** 

Automated Casa Solutions

**Bespoke Trading Solutions** 

24/7 Commodity Trading Platform

Market Leading FinTech

### **Contact Information**

+44 (0) 203216 2500 islamicproductgroup@eigertrading.com

Tim Openshaw Director of Sales and Marketing tim.openshaw@eigertrading.com

### **Award-Winning Islamic Financial Services**



FT1000: Europe's Fastest Growing Companies Best Islamic FinTech Company (KL)



Best Islamic FinTech Company (UAE)

www.eigertrading.com

#### IFN OMAN REPORT 2018 POST-FORUM REPORT

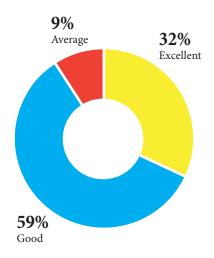
#### **Keynote Address**



H.E TAHIR SALIM AL AMRI - Executive President, Central Bank of Oman

#### Economic Development in Oman — Driving Growth through Islamic Banking, Capital Markets and Takaful

Through a respected panel, we offer an analysis of Islamic banking, finance and investment in Oman and how the recent and future development of Islamic retail banking, capital markets and Takaful can promote economic growth and expansion in the Sultanate.





Moderator:

KARL JACKSON — Director, Africa, India and Middle East, Risk Advisory Services, EY

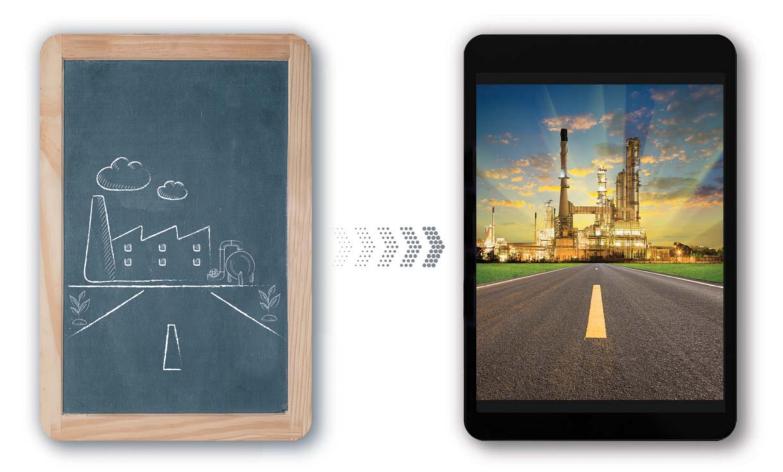
#### Panelists:

AHMAD AL MAMARI — Vice-President, Insurance Sector, Capital Market Authority, Sultanate of Oman
HASAN JUNAID NASIR — Head of Islamic Banking, Alhilal Islamic, Ahli Bank
GAUTAM DATTA — CEO, National Takaful Company – Watania
KHALID AL KAYED — CEO, Bank Nizwa
MOHAMED SAID AL ABRI — Vice-President, Capital Market Sector, Capital Market Authority, Sultanate of Oman

SULAIMAN AL HARTHY — Deputy CEO, Meethaq Islamic Banking



## **IC** THE **DEVELOPMENT**



ICD helps private sector businesses to finance projects by providing a wide range of Sharia compliant services



Tel.: (966-12) 636 1400 Website: www.icd-ps.org in (E) 🔠 (f) <sub>#icb\_Ps</sub>

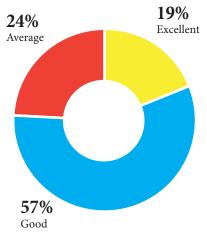
#### Sukuk, Capital Markets and Investment Banking in Oman



*Moderator:* **QASIM ASLAM** — Partner, Head of Islamic Finance – Middle East, Dentons

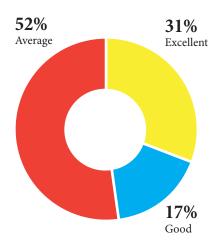
#### Panelists:

ASAD QAYYUM — Senior Associate, Al Busaidy, Mansoor Jamal & Co ATA UR RAHIM HANAFI — Head, Corporate Islamic Banking, Sohar Islamic MOHAMAD NORANUAR SAJARI — Head, Shariah Structuring, Bank Nizwa MOHSIN SHAIK SEHU MOHAMMED — Head of Investment Banking and Capital Markets, Maisarah Islamic Banking Services SALMAN AHMED — Partner, Trowers and Hamlins In a significant year that has seen sovereign, bank and corporate Sukuk issuance, what is next for the Sultanate's Islamic capital markets? What factors play a role in successful deals and what more needs to be done to compete with conventional corporate finance options? How can largescale projects in Oman be financed using Shariah compliant structures and what can we expect to see from the Omani equity capital markets?



#### Investment Funds, Real Estate Finance and REITs in Oman

We ask a panel to discuss the Shariah compliant investment management environment in Oman, with a particular focus on the new REITs regulatory framework and what it means for the burgeoning real estate investment market.





*Moderator:* **JEREMY INGHAM** — *Partner, Trowers and Hamlins* 

#### Panelists:

**KEMAL RIZADI ARBI** — *Expert/Advisor, Capital Market Authority, Sultanate of Oman* **MOHAMMED JALALUDDIN** — *Director and Vice-Chairman, Islamic and Ansar Cooperative Housing Corporation* 

SAIFUDDIN AHMED - Head of Asset Management, Almadina Investment

**TREVOR NORMAN** — Director, VG

**ZULHILMY KAMARUDDIN** — Director, Group Client Coverage, Group Wholesale Banking, RHB Investment Bank





## Intermediary services & systems technology to connect the global Islamic financial market

DDCAP Group is positioned as a market intermediary and financial technology and systems solutions provider to the Islamic financial services industry, extending value-added services to its global institutional clients across a diverse range of products and asset classes. DDCAP provides services through its subsidiaries:

### **DDGI Limited**

- Technology and systems solutions
- Strategic partner to private and public sector in developing Islamic financial infrastructure
- Direct investment in Islamic financial sector opportunities

### **DD&Co Limited**

- Islamic financial market intermediary
- Commodity and asset facilitator
- Associate Trade Member of the London Metal Exchange
- Affiliate Member of the London Platinum and Palladium Market



DDCAP Group's award winning Sharia'a compliant financial technology



DDCAP Group 8-10 Grosvenor Gardens London, SW1W 0DH United Kingdom t: +44 207 863 1250 e: ddgi@ddcap.co.uk Thomson Reuters Messenger: DDCAP



DDCAP (DIFC) Limited Suite 39, Level 3, Gate Village 4, P.O. Box 506683, Dubai United Arab Emirates t: + 9714 401 9844 e: ddcapdifc@ddcap.com

### www.ddcap.co.uk

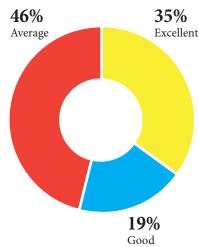
#### Preparing for the Future: Financial Technology in Oman and GCC Region



Moderator: VINEETA TAN — Editor, Islamic Finance news

#### Panelists:

CHITRAJIT CHAKRABARTI — VP International Business, Monami Tech DAVID TESTA — Executive Director, DDCAP Group MANAR ABBAS — Head of Product Development, IFAAS MUGHEES SHAUKAT — Head, Islamic Finance, College of Banking and Financial Studies SALAH ALMAJTHOOB — Managing Director, Jeyad Advisory SALMAN KABANI — Head of Market Risk, Operational Risk and Strategy, Bank Nizwa What does the advancement of technology mean for financial institutions in Oman and the Gulf region? We assess the latest developments in fintech and analyze likely industry shifts, regulation and developments in product and delivery channels.



## **GLOBAL INDUSTRY ONE PUBLICATION**

Established in 2004, **Islamic Finance** *news* covers all realms of Islamic finance, providing professionals around the globe with a vehicle to educate and understand the market, the players, the individuals and perhaps more importantly, the benefits over and comparisons with the conventional banking system.

Published every Wednesday, Islamic Finance news is the industry's leading, e-newsletter providing over 25,000 individuals with unrivaled editorial coverage of the global Islamic financing market.

Request for a complimentary trial subscription by emailing *subs@islamicfinancenews.com* or simply call +603 2162 7800 (*KL*), +9714 427 3628 (*Dubai*).



www.islamicfinancenews.com



## Opening doors to world class hariah investment opportunities

At award-winning<sup>1</sup> Nomura Islamic Asset Management, we aim to provide a global range of Shariah investment solutions to meet your investment objectives.

With our worldwide network, expertise, and capabilities, we aspire to be at the forefront of Shariah investment as the leading Islamic Fund Manager trusted by institutional and retail investors alike.

#### For more info, please visit www.nomura-asset.com.my

Nomura Asset Management group is a signatory of the United Nations' Principles for Responsible Investing (UNPRI), and Nomura Asset Management Malaysia is a member of the Islamic Financial Services Board (IFSB)

<sup>1.</sup> Best Islamic Fund Manager 2016 and Best Islamic Fund Manager 2017 by the Global Islamic Finance Award (GIFA)

This material was prepared by Nomura Asset Management Malaysia Sdn Bhd (748695-A) (NAMM) and Nomura Islamic Asset Management Sdn Bhd (838564-T) (NIAM) for information purposes only. This material is NOT to be construed as a recommendation or an offer to sell or solicitation of an offer to buy any particular investment. Whilst the contents in this material is believed to be correct and not misleading, no representation is made to that effect and all information herein are subject to change without notice. NAMM and NIAM makes no warranty, representation or assurance on the accuracy, completeness, reliability or fitness for purpose of this material. In no event is NAMM and/or NIAM acting in an advisorial capacity to you and you are solely responsible for any decisions and actions you may elect as a consequence of receiving this information. NO PART OF THIS MATERIAL MAY BE COPIED, PHOTOCOPIED OR DUPLICATED IN ANY FORM, BY ANY MEANS, OR REDISTRIBUTED WITHOUT THE CONSENT OF NAMM AND/OR NIAM.

#### IFN OMAN REPORT 2018 SPEAKERS' LIST

Name	Job Title	Company Name
AHMAD AL MAMARI	Vice-President, Insurance Sector	Capital Market Authority, Sultanate of Oman
ASAD QAYYUM	Senior Associate	Al Busaidy, Mansoor Jamal & Co
ATA UR RAHIM HANAFI	Head, Corporate Islamic Banking	Sohar Islamic
CHITRAJIT CHAKRABARTI	VP International Business	Monami Tech
DAVID TESTA	Executive Director	DDCAP Group
GAUTAM DATTA	CEO	National Takaful Company – Watania
H.E ABDULLAH SALIM AL- SALMI	Executive President	Capital Market Authority
H.E TAHIR SALIM AL AMRI	Executive President	Central Bank of Oman
HASAN JUNAID NASIR	Head of Islamic Banking, Alhilal Islamic	Ahli Bank
JEREMY INGHAM	Partner	Trowers and Hamlins
KARL JACKSON	Director, Africa, India and Middle East, Risk Advisory Services	EY
KEMAL RIZADI ARBI	Expert/Advisor	Capital Market Authority, Sultanate of Oman
KHALID AL KAYED	CEO	Bank Nizwa
MANAR ABBAS	Head of Product Development	IFAAS
MOHAMAD NORANUAR SAJARI	Head, Shariah Structuring	Bank Nizwa
MOHAMED SAID AL ABRI	Vice-President, Capital Market Sector	Capital Market Authority, Sultanate of Oman
MOHAMMED JALALUDDIN	Director and Vice-Chairman	Islamic and Ansar Co-operative Housing Corporation
MOHSIN SHAIK SEHU MOHAMMED	Head of Investment Banking and Capital Markets	Maisarah Islamic Banking Services
MUGHEES SHAUKAT	Head, Islamic Finance	College of Banking and Financial Studies
QASIM ASLAM	Partner, Head of Islamic Finance – Middle East	Dentons
SAIFUDDIN AHMED	Head of Asset Management	Almadina Investment
SALAH ALMAJTHOOB	Managing Director	Jeyad Advisory
SALMAN AHMED	Partner	Trowers and Hamlins
SALMAN KABANI	Head of Market Risk, Operational Risk and Strategy	Bank Nizwa
SULAIMAN AL HARTHY	Deputy CEO	Meethaq Islamic Banking
TREVOR NORMAN	Director	VG
VINEETA TAN	Editor	Islamic Finance news
ZULHILMY KAMARUDDIN	Director, Group Client Coverage, Group Wholesale Banking	RHB Investment Bank



## **Islamic Solidarity Fund for Development**

The Poverty Reduction Arm of the Islamic Development Bank Group



#### IFN OMAN REPORT 2018 COMPANIES' LIST

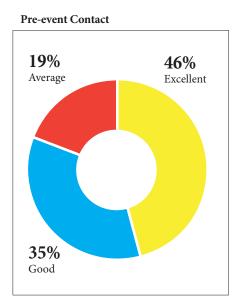
Addleshaw Goddard Ahli Bank Al Alawi & Co Al Busaidy, Mansoor Jamal & Co Al Hassan Al Hilal Islamic - Ahli Bank Al Madina Investment Al Marzooqi Advocates Al Roya Daily Newspaper Al Salam Bank Al Yusr-Oman Arab Bank Al-Hashmi Law Alizz Islami Bank Almutarjim Legal Translation Alsalam Bank Bahrain Aman Finance American International Group Amjaad Holding Arendt & Medernach Asaas Bank Dhofar Bank Muscat Bank Nizwa Bank Sohar Saog BGC Partners Dubai Bloom Business Strategies BSA Capital Market Authority Central Bank of Oman **CIP** Services Clyde & Co Curtis, Mallet-Prevost DDCAP Dentons Desert Technologies EY Global Advocacy & Legal Counsel Gulf of Potassium Mining IFAAS Injaz Development International Finance Solution Associate International Islamic Liquidity Islamic & Ansar Co-operative Housing Corporation Islamic Finance College of Banking and Financial Studies Islamic Finance Navigator Jaiz Bank Jeyad Advisory

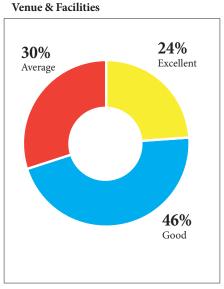
KFH Capital Investment Company

**KPMG** Oman Kuwait Finance House (Bahrain) Maisarah for Islamic Banking MB Holding Meethaq Islamic Banking Group Ministry of Defence Pension Fund Mohanlal Arjun Pawani & Co Monami Tech Muscat Clearing & Depository Muscat Daily Muzn Islamic Banking National Bank of Oman National Takaful Company - Watania Nawa Investment Nomura Islamic Asset Management Oman Arab Bank Oman Gas Company Oman Shipping Company Oman Telecommunications Company Oxford Business Group Pak Oman Investment Company Petroleum Development Oman **OInvest** Reliable International Automotive **RHB** Investment Bank S&P Global Ratings SA Legal Seven Seas Group Sezad Snowhite Sohar Islamic -Bank State General Reserve Fund Suhail Bahwan Group Taam Petroleum Tawreeq Holdings Thawani The Business Year Zubair Corporation **Trowers & Hamlins** Truadvise Consulltants UKM Malaysia United Global Line United Power Company

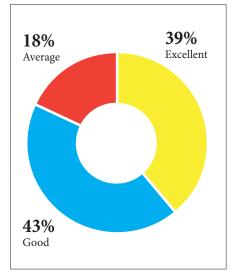
VG Jersey

#### IFN OMAN REPORT 2018 OVERALL EVALUATION

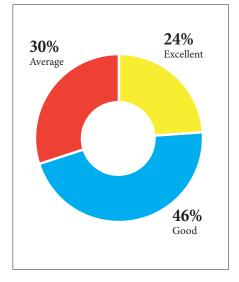




#### **Overall Evaluation of the Event**



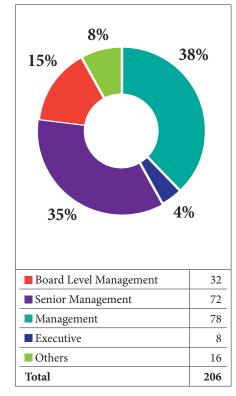
Overall Evaluation of the Speakers



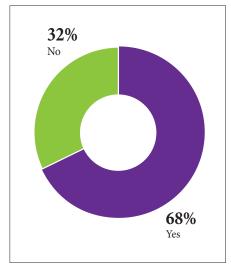


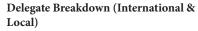
Delegate Breakdown

Delegate Job Title Breakdown



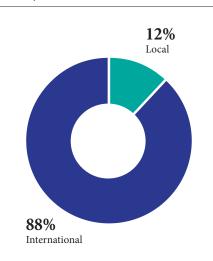
Delegates Who Would Like to Attend IFN Oman Forum 2019





86%

Delegates



#### **IFN OMAN REPORT 2018**

**TESTIMONIALS** 



We were very pleased with the attendance of all the major banks and fintechs from India, Pakistan, Iran, and Bahrain that participated. It was a small setup but one of the very well-organized and compact ones. On behalf of Monami Tech, we appreciate the exposure and hope to be considered for speaking opportunities in the future



CHITRAJIT CHAKRABARTI VP International Business, Monami Tech





Thanks and appreciation for the excellent organization of the forum. It was also our pleasure to participate in the prestigious event. We look forward to 2019's edition too





**KHALID AL KAYED** CEO, Bank Nizwa





Thanks for having me at this very high-profile event and allowing me to speak and learn and share views at the dialogue. I am sure IFN Events will be followed in the future and participants will be waiting for it

#### SULAIMAN HAMAD AL HARTHI

Deputy CEO — Islamic Banking ,Islamic Banking Group BankMuscat



## 5 YEARS OF BRINGING ISLAMIC BANKING VALUES #CloserToYou

#### Financial solutions that match your lifestyle and values

At Bank Nizwa, we are driven by the belief that Islamic finance is about making a difference to the lives of our customers, and serving as a positive corporate role model in society.



Call 800 700 60 | Visit www.banknizwa.om

Follow us on