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U N D E R W R I T I N G

..following the Path

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Future Outlook and Market Potential for Shariah Compliant Insurance Products for Europe's Islamic Real Estate and Property Sector

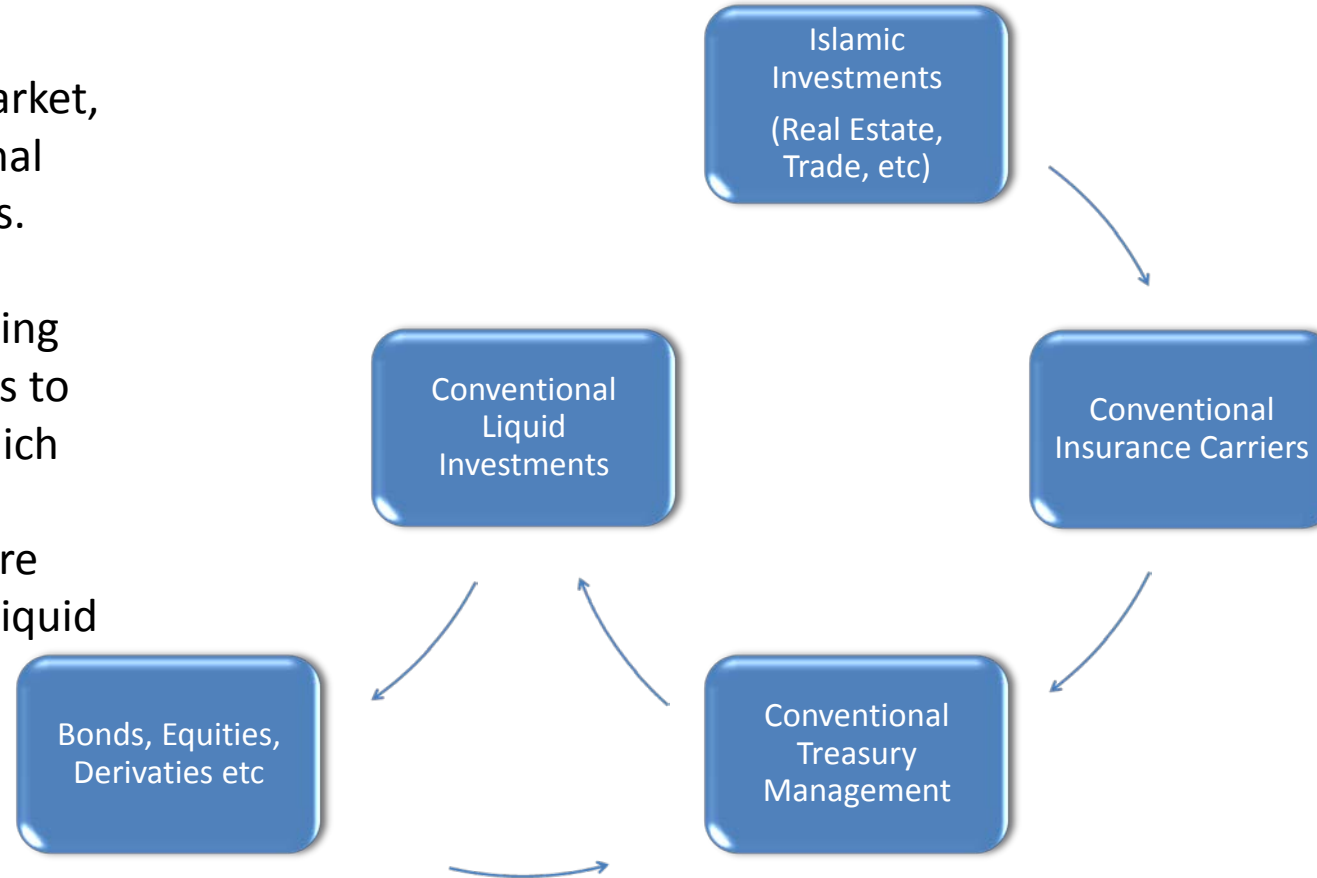
Richard Bishop
CEO Cobalt Underwriting

The Opportunity

- The Islamic finance sector now has assets of over US\$1 trillion and is growing at 10 – 15% annually, yet the vast majority of transactions are backed with conventional insurance
- The global Shariah-compliant insurance industry is underdeveloped in comparison to conventional markets
- Up until now there has been a void in the global Shariah-compliant insurance industry, due to a lack of meaningful underwriting capacity for commercial risks, particularly for those associated with investment related assets or trade activities

The Current Islamic Cycle – a broken process!

- At present, the cycle is broken. Islamically financed assets are insured by the conventional market, thus supporting the conventional banking and investment sectors.
- One of the great challenges facing the Islamic insurance industry is to find suitable investments in which to invest Shariah-compliant premiums: at the moment, there remains a lack of highly rated, liquid instruments in which to invest



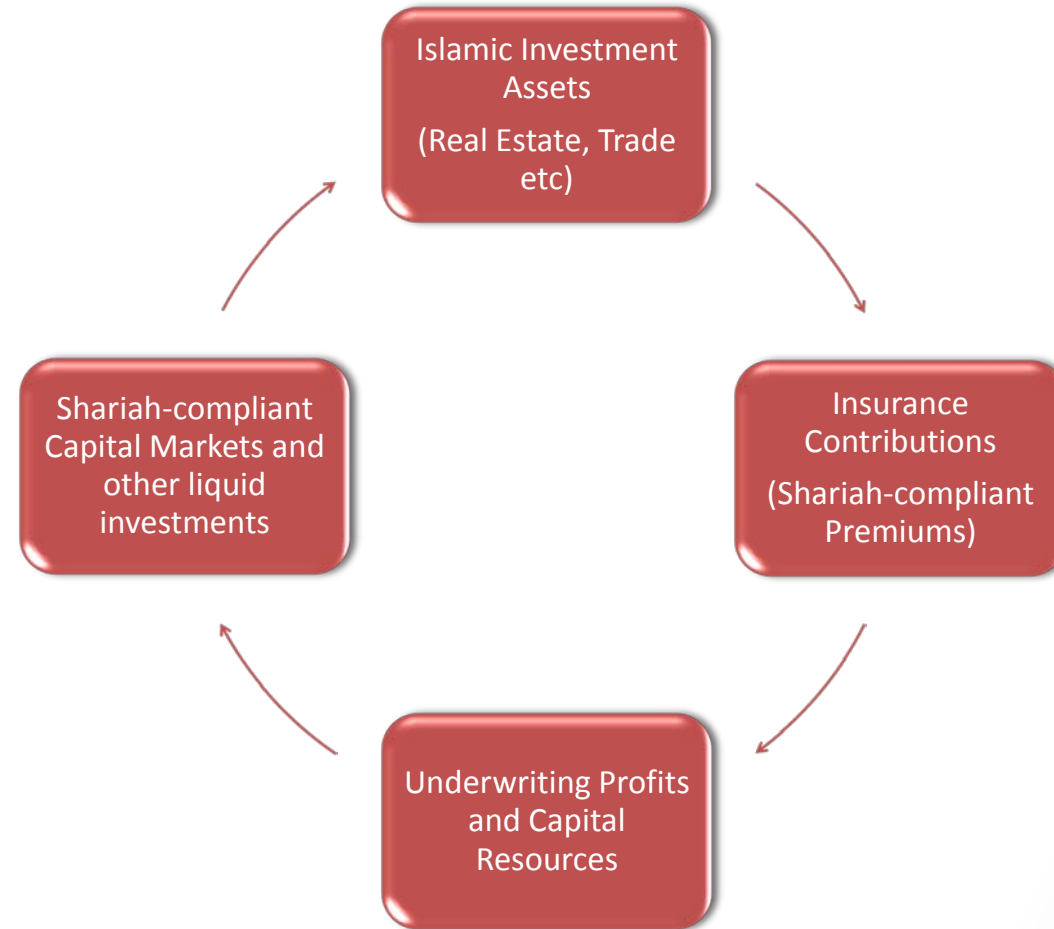
Cobalt Underwriting

- The world's first Underwriting Agency providing commercial Shariah-compliant insurance and reinsurance cover to a global clientele
 - Located in the City of London and authorised by the FCA
 - Shariah Supervisory Board chaired by Sheikh Nizam Yaquby
 - Backed by Capita, a leading provider of outsourced business processes and Bank of London and The Middle East
 - Capacity that is at least S&P "A" rated
- Initial focus will be on Real Estate, Construction Projects, Sukuk assets, risks associated with Trade and Project Finance.

By generating significant premium flows, the global carriers involved will require an Islamic investment response.

The Islamic Cycle – a self sustaining process

- There is, therefore, enormous potential for the Islamic Finance industry to develop products for this new global Shariah-compliant insurance sector.
- The challenge will be to provide liquid, highly rated investment products that bear comparison to their conventional counterparts.
- As European Real Estate continues to perform well, it is for the Islamic Finance industry to harness this as part of the solution to this opportunity.



Richard Bishop

Richard has worked both in the UK and internationally, and has wide experience of all commercial classes of insurance including the use of Alternate Risk Finance and Captives in global insurance programmes. This experience has been gained over a career spanning 30 years that include working both as a broker and underwriter.

He has worked for diverse organisations that include multinational insurance broker Marsh and training initially with a Lloyd's underwriting agency as Marine Cargo and Specie underwriter. Richard was previously Managing Director of one of the UK's large regional insurance brokerages and has specific expertise in Professional & Financial risks together with both broking and underwriting experience of Marine Transit and Commercial Real Estate.

Richard has combined his knowledge of innovating new products and solutions from the global insurance markets with Shariah expertise and knowledge gained from working closely with providers of Islamic Financial services to form London's first Underwriting Agency providing Shariah-compliant insurance and reinsurance solutions for Islamically financed commercial and corporate risk exposures throughout the globe.

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