



IFIBAF

Overview

Hamburg/Germany

2017



IFIBAF at a glance

- IFIBAF is a Germany based Islamic advisory and consultancy firm, operating since 2006 out of Frankfurt with an extensive network within the main Islamic banking markets (i.e.: Middle East, Malaysia & North Africa).
- IFIBAF's senior management and staff presents long-term experience in Banking & Finance within large scale projects. With more than 30 years of hands on experience as a banking subject matter experts (functional / technical).
- IFIBAF has structured in the past Sharia'h compliant products for several international financial institutions. IFIBAF is an exclusive Sharia'h advisor for certain financial institutions within the GCC.
- IFIBAF staff have done worldwide several organizational business process improvement projects.

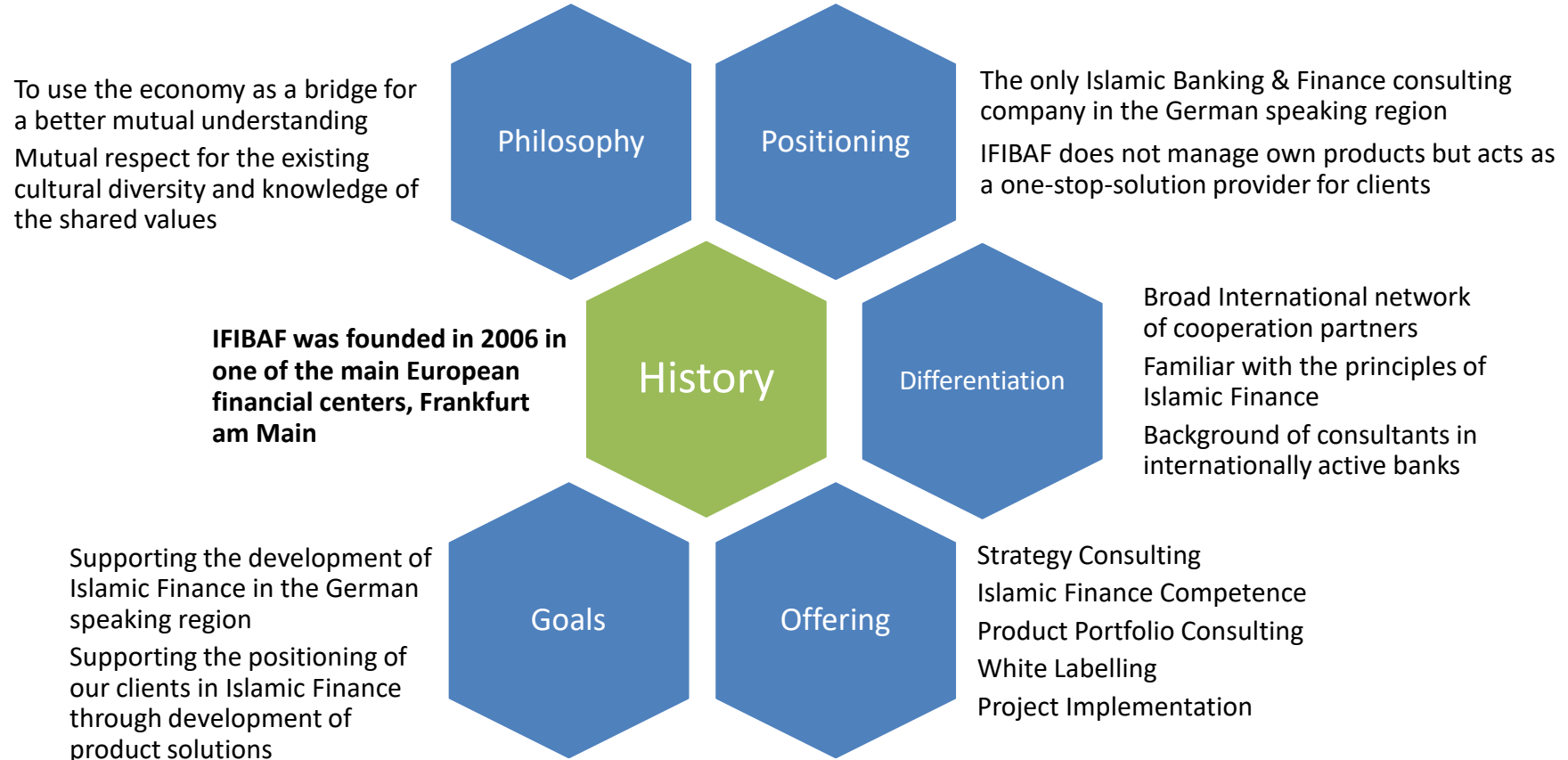


Global Presence, Locally Active...





IFIBAF





Advisory Competencies of IFIBAF

Sharia'h Compliant Banking – from concept to implementation		
	Strategic Advisory	Product Portfolio Consulting
Sharia'h Competence	<ul style="list-style-type: none"> Assisting in understanding the conceptual framework of Islamic banking/finance to fulfill the requirements for conducting Sharia'h compliant business. Sharia'h auditing and reporting to Sharia'h Board for annual statements of Sharia'h compliance. 	Advisory role on development of Sharia'h compliant products - new and/or making existing products Sharia'h compliant if possible.
White Labelling	Identification of cooperation partners for institution	Identification of specialist for designing products which enhance the existing product portfolio
Implementation	<ul style="list-style-type: none"> If required, setting up a Sharia'h Supervisory Committee/Board for the institution. Advisory on defining different distribution channels for different product lines 	<ul style="list-style-type: none"> Presenting the products to Sharia'h Board and obtaining approvals. Advisory on marketing, communications and distribution strategies for Islamic products and ongoing Sharia'h compliance Sharia'h auditing and reporting to Sharia'h Board for annual statements of Sharia'h compliance Providing general training on Sharia'h compliance and customized training/sales coaching for specific products.



Expertise

Advisory Expertise				
Strategic Advice	Market Analysis	Certification	Product Development	Training
<ul style="list-style-type: none"> • IFIBAF offers strategic advice from development and conception to certification of Sharia’h compliant products • IFIBAF and its co-operating partners offer an international network in defining market trends for Islamic banking and finance business 	<ul style="list-style-type: none"> • Market research and screening • Definition of target groups, evaluation of customer needs • Screening of market and product competitors as well as distribution channels • Feasibility studies 	<ul style="list-style-type: none"> • Access to Shariah Scholars • Legal and official verdict (Fatwa) by qualified Scholars on the basis of the Islamic sources in accordance with AAOIFI (the Accounting and Auditing Organization of Islamic Financial Institution) Sharia’h Standards • The Sharia’h supervisory board guarantees the Islamic conformity of investment products and solutions • Sharia’h supervision with product conceptualization, generally in collaboration with a business and a legal team 	<ul style="list-style-type: none"> • Development of product related selling stories • Organizing the underlying assets of a product • Structuring of Sharia’h compliant products & solutions • Providing technical support regarding the development of Sharia’h compliant products 	<ul style="list-style-type: none"> • Sales oriented product coaching / Islamic Banking workshop modules according to the needs of the client • Developing market support (eg. Customer seminars) • Preparation of marketing & sales material • Conducting training for the sales force • After sales support



The idea behind

- IFIBAF combines its strengths in Islamic finance and long-lasting expertise in Swiss Wealth Management to advise clients in setting-up or enhancing their existing Islamic Banking Franchise
- Our extensive network allows us to offer our clients unique or bespoke product solutions which are sharia'h compliant. We can whitelabel these solutions so that our client achieves maximum marketing value from it
- We leverage our extensive network and our proven expertise across different asset classes (both liquid and non liquid) for the benefit of our clients
- Our clients want to increase the “share of wallet” of their existing onshore and offshore clients. This is achievable through a consistent product portfolio strategy which supports up-selling



For individual clients: Why choosing IFIBAF?

- Extensive network in Liechtenstein and Switzerland for offshore booking options with Banks or External Asset Managers.
- Competence to structure asset protection solutions which are tailored to client specific solutions (legal advice and implementation from renowned law firms in Switzerland or Liechtenstein).
- Bespoke sharia'h compliant product solutions managed by “best-in-class” asset managers independently from banks. Products can be booked with any bank.
- IFIBAF maintains a broad network in Switzerland, Germany and UK for direct investment opportunities.
- IFIBAF will not act as External Asset Manager to individual clients on a permanent basis. We prefer to find the best equipped Asset Manager to serve our client needs.



IFIBAF

Zaid el-Mogaddedi – Managing Director



- Mr. el-Mogaddedi is founder and MD of the Institute for Islamic Banking and Finance (IFIBAF) in Frankfurt, Germany.
- Mr. el-Mogaddedi has been working in the German Financial Services industry for the last 25 years.
- He worked for well known German Insurance companies in the field of financial planning and he was Head of Insurance Products and Services in a prestigious Swiss commercial bank in Frankfurt, where he was responsible for the Evaluation, setup and implementation of the new Business areas, Bancassurance and Mortgage (private and institutional clients) and the conception of a private banking-related insurance consulting approach with focus on inheritance planning, private and company pension schemes, as well as tax optimization.
- Significantly he also published many technical papers on the topic of Islamic Finance and lectures not only about Islamic Finance but also about “Ethics and Moral in the economy”.

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Mounsif Chtaiti – Director



- With almost 15 years of experience in the financial services industry, thereof 10 years as a management consultant/project manager.
 - Mr. Chtaiti gained hands-on experience during assignments within leading banks, asset manger, financial services provider, insurance companies and reinsurer.
 - Mainly in the field of business process reengineering, project management, product structuring and regulatory requirements.
 - Mr. Chtaiti coordinates the IFIBAF activities in Europe and the MENA Region.
 - He is responsible for the Dubai Office in the UAE.
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Abdellatif Naciri – Director Business Development: MENA region



- Mr. Naciri is a certified Islamic banking and Sharia'h professional from the Council of Islamic Banks and Financial Institutions in Bahrain and the International Sharia'h Research Academy in Malaysia. He holds two bachelor degrees in Accounting and Finance from University Ibnou Zhor in Morocco and Marketing from the European Federation of Schools in Switzerland.
- His experience stems back more than 7 years in sales, business development and consulting within the financial services industry. He started his career as a Banker in the leading bank in North Africa Attijariwafa Bank in Morocco. Then, he moved to UAE to manage sales and marketing of retail banking products with Mashreq Bank.
- Also, he worked for an Islamic finance consulting company in Dubai to spearhead both consulting and advisory business development team in GCC and African regions.
- Mr. Naciri has been involved with a consulting team in designing the concept of establishing a full-fledge Islamic banking project in East Africa as well as restructuring the Islamic banking products of a leading Islamic bank in Kenya.



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Jürgen Bewernick – Director Business Development: Switzerland



- Jürgen Bewernick is a Senior Banker with a long lasting track record in Investment Banking and Wealth Management. Jürgen is based in Zurich.
 - He worked in Investment Banking for more than 13 years, specialized in cross border Mergers & Acquisitions as well as complex financing structures for international companies. He advised a number of top-tier Private Equity firms on acquisitions and LBO structures.
 - He subsequently gained substantial experience in strategy development for international private banks in Switzerland as well as an interim manager for Swiss based private bank.
 - Jürgen set-up his own business as a Corporate Finance advisor and conducted advisory projects for major banks in the field of private equity and re-organization. He further advises on M&A, fund raisings and product developments (including Islamic Finance).
 - Further, Jürgen is a Board Member of a Swiss based firm providing a specialized outsourcing service to banks.
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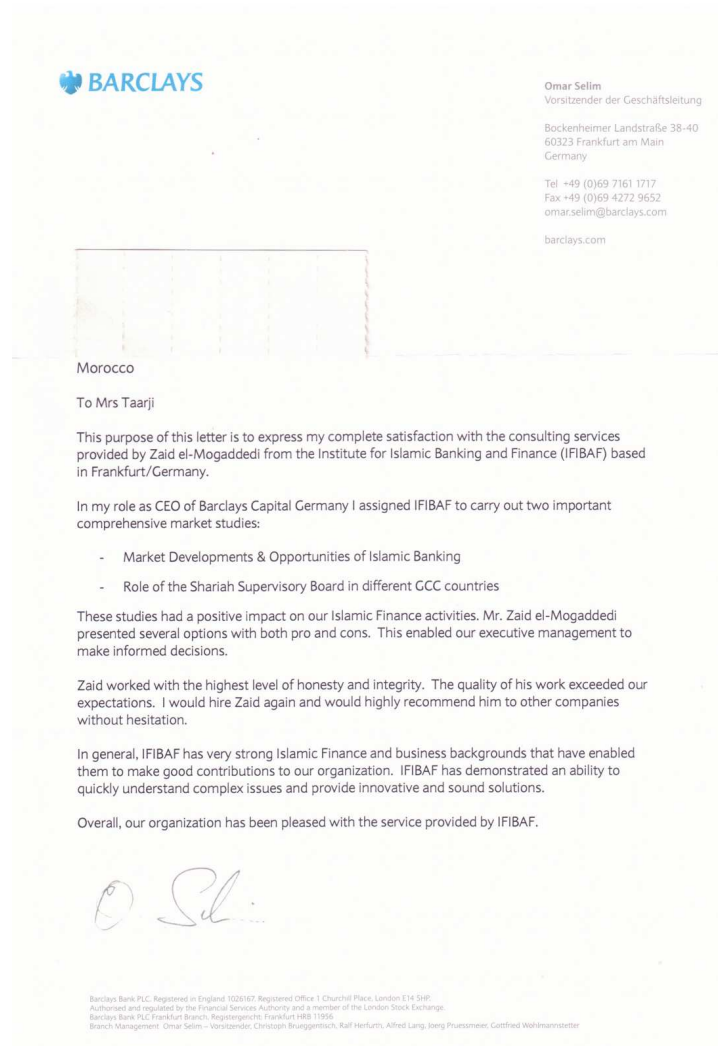
Thomas Schwarze – Director Business Development: Switzerland



- Thomas Schwarze is a Senior Banker with a long lasting track record in Wealth Management and Corporate Advisory. Thomas is based in Zurich.
 - He worked for leading Swiss private banks in Wealth Management for more than 13 years. He specialized in Wealth Management products, entrepreneur advisory as well as in strategic development of new markets and client segments.
 - He subsequently gained substantial experience in cross-border regulations in Germany, Switzerland and UK and supported the establishment of a FSA level-A bank in UK.
 - Thomas set-up his own advisory company and advised buyers from the Middle East in acquisition of a small Swiss Private Bank regarding regulatory filing, strategy and business development.
 - Further, Thomas is a Board Member of a Swiss based firm providing a specialized outsourcing service to banks.
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Letter of reference:





Disclaimer

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