

# World Islamic Banking Conference 2008

Creating the Next Generation of Islamic Finance Solutions:  
The Product Innovation Imperative

Sameer Abdi, Partner – Islamic Financial Services

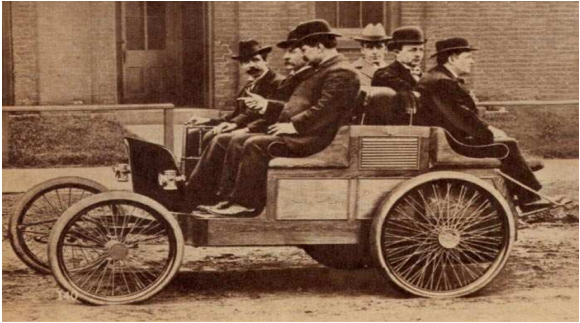
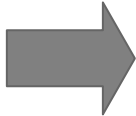


# When it comes to innovation, Islamic finance is still at an early evolutionary stage...

**Carriage**

evolved into

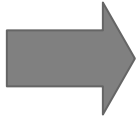
**Early Auto**



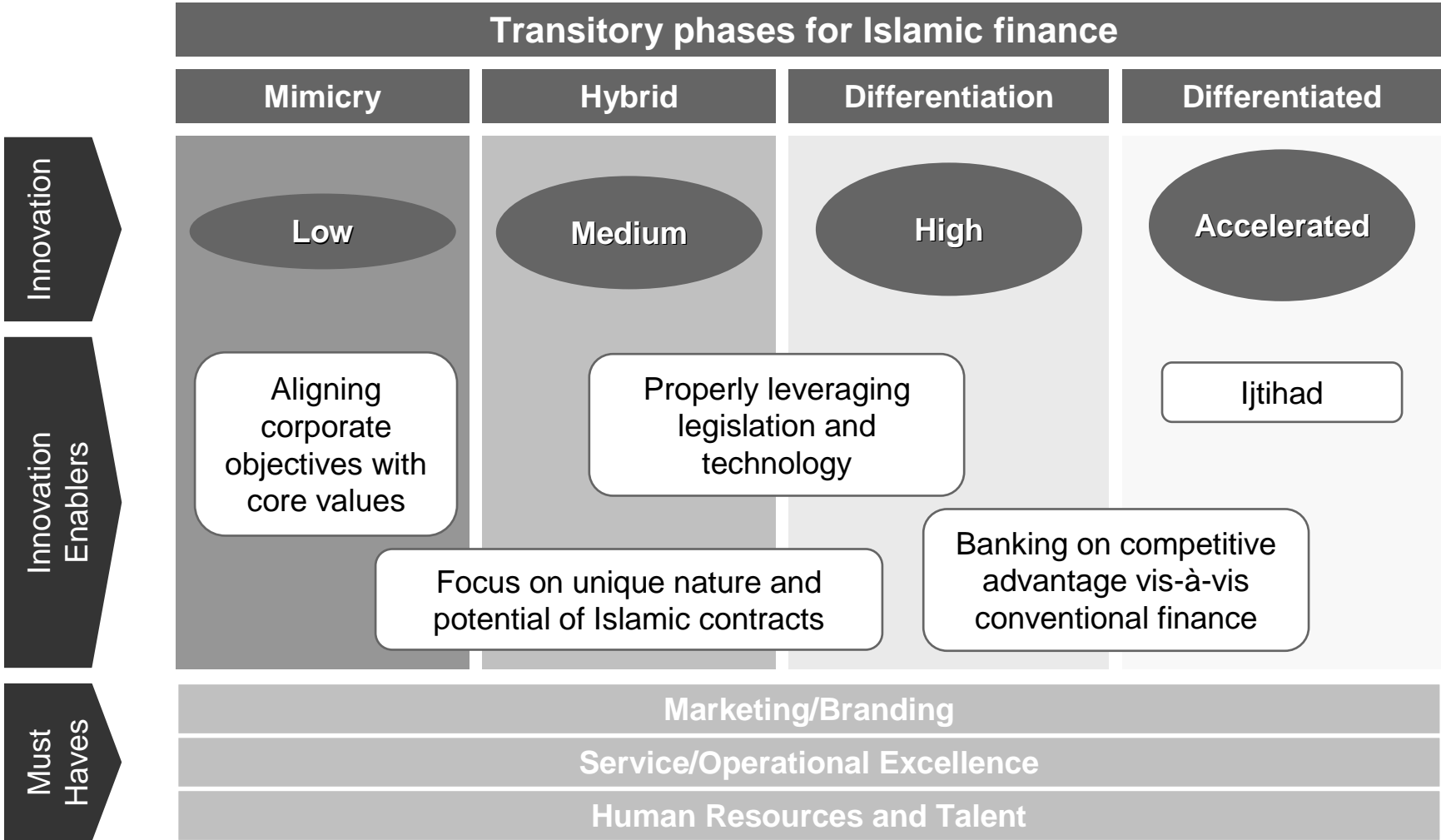
**Wooden Bridge**

evolved into

**Early Steel Bridge**



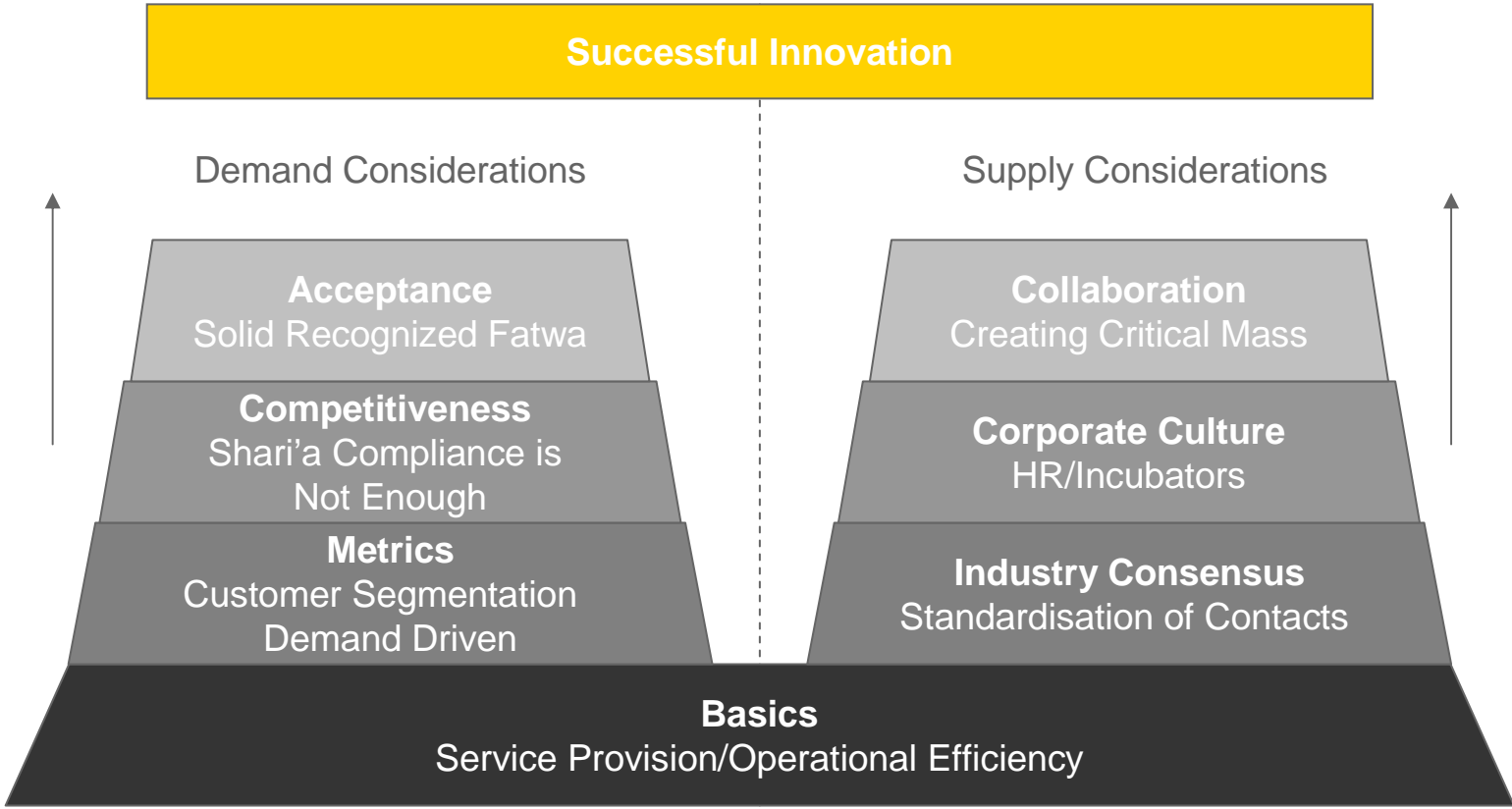
# Developing hybrids and creating differentiation is the next logical step

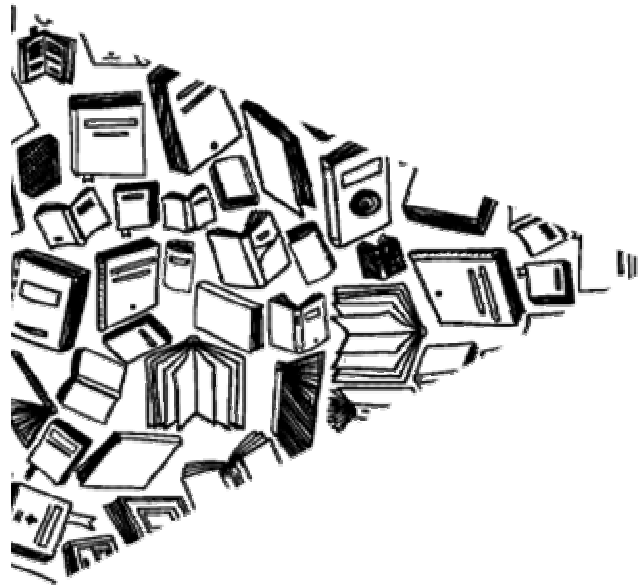


# Thus far, the big-ticket segments have received the most attention

Broad Banking Segments				
Investment	Wholesale	SME	Mass Market Retail	Low Income Retail
Relative Degree of Existing Innovation				
High	High	Low	Medium	Low
Examples				
Investment Funds	Sukuk (Syndicated Loans)		Consumer Finance	Micro-finance
Structured Products	Term Financing		Islamic Credit Cards	
Hedging Solutions	Working Capital		Takaful	
	Asset-Backed Securitization			
	Treasury / ALM (Profit Centre)			

# For a player to be a successful innovator, a number of factors need to be satisfied





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