

Murabahah Master Agreement

In-Depth Understanding of the Agreement and Its Relationship to the Commodity Murabahah House

Tuesday, 1 December 2009, 9.00am – 5.00pm
Crowne Plaza Mutiara Hotel, Kuala Lumpur

Programme Overview

The Corporate *Murabahah* Master Agreement (CMMA), a standard document for deposit taking between financial institutions and corporate clients, was launched recently in a move to boost the Islamic money market. The launch, viewed by many as timely, is set to unlock the vast potential of the domestic Islamic money market. The adoption of the CMMA for corporate deposits is expected to result in cost and resource savings for both Islamic banks and corporations as it will help eliminate the need for corporate customers to vet through each and every agreement proposed by different Islamic financial institutions on the same product.

In line with the CMMA, Bursa Malaysia has also recently launched the Commodity *Murabahah* House (CMH) which saw some RM200 million worth of transactions on the first day of trading. The CMH, called Bursa Suq Al-Sila', provides Islamic financial institutions with an alternative to *syariah*-based financing using commodity as the underlying asset.

LexisNexis® has specially designed this programme for lawyers and bankers to learn about CMMA and CMH as the seminar will cover the legal issues and in-depth understanding of both CMMA and CMH.

Conference Programme

OPENING ADDRESS

Invest Malaysia: Launch of the Commodity Murabahah House and Its Link to the Introduction of the Corporate Murabahah Master Agreement

Norfadelizan Abdul Rahman
Vice President
Head of Bursa Malaysia Islamic Services
Islamic Markets Division
BURSA MALAYSIA

Theory and Practice of Murabahah

- Concept and historical perspective of *Murabahah*
- Price and profit in *Murabahah*
- Conditions for *Murabahah*
- *Murabahah* in Islamic banking
- Comparison of *Murabahah* as practised by Islamic banks and interest-based loans
- Reasons behind *Murabahah*'s popularity
- *Tawliyah* or non-profit sale
- *Murabahah* in Practice

Theory and Practice of Tawarruq

- Definition of *Tawarruq*
- Do's and Don't's of *Tawarruq*
- Classical *Tawarruq*
- Modern *Tawarruq*
- Applied *Tawarruq*
- *Tawarruq* in Practice

Interbank Murabahah Master Agreement (IMMA) and the Master Agency Agreement

- **MODEL I:** Two Party Relationship – Bank and customer
- **MODEL II:** Three Party Relationship – (Bank – vendor) and customer
- **MODEL III:** Three Party Relationship – Bank and (customer – vendor) or Banking *Murabahah*

Corporate Murabahah Master Agreement

- Drafting the Agency Agreement
- Execution stage documentation
- Securities in *Murabahah*
- *Murabahah* in imports
- Practical issues in *Murabahah*

Mohd Johan Lee

Managing Partner
J. LEE & ASSOCIATES

Understanding the Role of the Commodity Murabahah House

- Commodity *Murabahah* and *Tawarruq*
- Commodity *Murabahah* in financing
- Commodity *Murabahah* in deposit
- Features of the Commodity *Murabahah* House
- Transactional flow

Asharul Huzairi Mohd Mansor

Assistant Vice President
Head, Product Development
Bursa Malaysia Islamic Services
Islamic Markets Division
BURSA MALAYSIA

Key Benefits

- Reviewing the launch of the Corporate *Murabahah* Master Agreement and Commodity *Murabahah* House; and its future both in Malaysia and globally
- Examining the theory and practice of *Murabahah* and *Tawarruq*
- Gaining insight on the Interbank *Murabahah* Master Agreement (IMMA) and the Master Agency Agreement
- Drafting and understanding the Corporate *Murabahah* Master Agreement
- Linking Commodity *Murabahah* House with the Corporate *Murabahah* Master Agreement

Who Should Attend

- Lawyers
- Legal Counsel
- Bankers

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About the Speakers

Norfadelizan bin Abdul Rahman has 19 years of investment banking, treasury and corporate experiences. Prior to his current position, he was Head of Product Development for Islamic Capital Markets at Bursa Malaysia where he was responsible with the development of Shari'ah-compliant products and infrastructure for the Exchange. Prior to joining Bursa, he was Head of Derivatives for RHB Investment Bank, Senior Manager Treasury of Tenaga Nasional Berhad, Head of Treasury Sales at AM Investment Bank, Senior Manager Derivatives at AM Investment Bank and Floor/Trading Manager of AM Futures. His vast experience in the financial markets was derived from his extensive involvement as a trader in various markets ranging from the money market, forex, bond/sukuk, futures to OTC derivatives markets. Norfadelizan was also involved in structuring Shari'ah-compliant wealth management (structured) products for funds and Takaful-linked instruments. He has advised several listed companies in the areas of treasury, market risk management and structured products. He frequently conducts training sessions and provides advisory services in the field of Islamic Capital Market and Islamic Derivatives. Norfadelizan received his MBA from Charles Sturt University of Australia and obtained his first degree in Business Administration (Hons) from the International Islamic University of Malaysia.

Mohd Johan Lee is the managing partner of J. Lee & Associates, a medium-size legal firm in Malaysia. He graduated with LLB (Hons) Degree from International Islamic University Malaysia ranking among the tops of his year. He also holds a Master of Comparative Laws degree and

a post-graduate Diploma in *Shariah* and Legal Practice. He is currently a qualified member of the Chartered Institute of Arbitrators, UK as well as a registered mediator. He is an advocate and solicitor of the High Court of Malaya. Proficient in English, Malay, Mandarin, he is also a qualified *Shariah* practitioner of the *Shariah* court. At present he is also attached with the law faculty of Macquarie University, Australia as a doctorate candidate in corporate and commercial law. He has also been a part-time tutor and lecturer in the law faculty of International Islamic University Malaysia since 1999 for both undergraduate and postgraduate law programmes.

Asharul Huzairi Mohd Mansor has 12 years of corporate experience, having served in various financial services organisations from banking, unit trust management company, venture capital management corporation and Shari'ah advisory institution. He was instrumental in the conceptualisation of Bursa Suq al-Sila'. Prior to joining Bursa Malaysia, he was the Managing Consultant at Islamic Banking and Finance Institute Malaysia, a dedicated human capital and business development institution for Islamic finance under the purview of Bank Negara Malaysia. He was involved in the structuring and provision of Shari'ah Advisory for the first Islamic Plantation REIT, Al-Hadharah Boustead Reit as well as more than 70 Shari'ah-based funds in Malaysia. His expertise covers Shari'ah funds advisory, Shari'ah stock screening and compliance verification exercise. He obtained a Bachelor of Economics (Hons) degree from the International Islamic University Malaysia in 1996.

Registration Form (Please read booking conditions)

YES! I would like to register for: *MURABAHAH MASTER AGREEMENT*

PRICE

Regular Fee **RM 990**

Closing date of registration: 27 November 2009

DELEGATE DETAILS

DELEGATE 1 Mr / Ms / Mrs / Dr

Name	
Position	Department
Email	Phone

DELEGATE 2 Mr / Ms / Mrs / Dr

Name	
Position	Department
Email	Phone

CONTACT PERSON

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VENUE


Crowne Plaza Mutiara Hotel
Jalan Sultan Ismail, (at Raja Chulan Monorail Station)
50250 Kuala Lumpur, Malaysia
Tel: 03 2148 2322

HOW TO REGISTER:

Please send your completed registration form details by:

 **Fax:** 03 7882 3505  **Call:** 03 7882 3560

 **Mail:** LexisNexis, T1-6, Jaya 33, 3 Jalan Semangat, Seksyen 13, 46100 Petaling Jaya, Selangor

 **Email:** christine.kong@lexisnexis.com

Please include a contact phone number so we may confirm your booking details

BOOKING CONDITIONS

1. Registrations will be confirmed upon receipt of your completed Registration Form.
2. Full payment must be made before the date of the conference.
3. If you are unable to attend the conference, a substitute delegate is welcome at no extra charge. Alternatively, your registration can be credited to a future conference within the next 12 months.
4. For cancellations received in writing more than 3 weeks prior to the conference, a full refund less MYR 100 admin charge will be made. Regrettably, no refund can be made less than 3 weeks prior to the event and the amount will remain payable in full. A complete set of conference documentation will be given.
5. All speakers and topics are correct at the time of printing. LexisNexis reserves the right to substitute speakers and cancel or alter the content and timing of the programme for reasons beyond its control.
6. Where group discounts are offered, delegates must sign up collectively.

