

Islamic Microfinance Agenda

Pre-Conference Workshops

30 January 2012



Workshop A: How to Reach Scale in Islamic Microfinance

9.00 – 12.00

Workshop Leader: Alberto Brugnoli, Chief of the Board, ASSAIF



Alberto G Brugnoli, a former director with Merrill Lynch Bank, is an independent Islamic finance adviser. In the mid 1980's he pioneered some of the first murabaha and mudharaba transactions ever done in Europe. In 1997 he released 'Pilot Project Genoardo,' a seminal study for the establishment of a Mediterranean development bank based on Shariah-compliant principles. This was followed in 2006 by the first real estate Shariah-compliant transaction ever done in Italy and a project for the rehabilitation of the Syrian landfills using Islamic finance instruments. In September 2011 he has successfully structured the debut syndicated Islamic facility in the Russian Federation. Muslim.net of al-Jazeera Publishing has just named this transaction as "Europe Deal of the Year"

He is the founder and Chairman of the Board of ASSAIF (www.assaif.org) possibly the oldest European think tank on Islamic Finance focusing at present on local sustainable development, social design, accountancy and monetary issues. It also offers professional consultancy and training in legal, fiscal, administrative, financial engineering and marketing areas related to Islamic finance. ASSAIF works with governments, central banks, public and private institutions, local and regional authorities, professional practices and investors.

Alberto regularly chairs some of the major Islamic finance forums worldwide and gives presentations in Arabic, Italian, French and English. He is now chairing the Advisory Council of the World Congress of Muslim Philanthropists that will convene in Kuala Lumpur in April 2012.

Workshop B: Top Tips on Developing Sharia Compliant Products

13.00 – 16.00

Workshop Leader: Mohammed Khaled, Regional Representative, CGAP



Based in Ramallah Palestine, Mohammed works to deepen CGAP's engagement in the Middle East and North Africa (MENA) region, collaborating with regional partners on issues such as technology, policy, and funding for microfinance. Mohammed has over 25 years of experience in developing and managing innovative projects that empower women and the poor. Beginning as a practitioner in 1994 when he began Save the Children/US Group Guaranteed Lending and Savings Program which was spun off later as FATEN, the first MFI in Palestine, Mohammed has been playing different roles in the microfinance sector such as serving as the founding director and a senior trainer of Sanabel, the Microfinance Network of Arab Countries; Managing Partner of Microserve, a microfinance consulting firm. He has also been working as a consultant and an advisor for several donors in the region including the Rockdale Foundation, Grameen Foundation/U.S. (later Grameen-Jameel), AGFUND, and UNDP. A Palestinian national and an American citizen, Mohammed speaks Arabic and English.

Islamic Microfinance Agenda

Conference Day 1 Agenda

31 January 2012



08.00 Registration and Coffee

09.00 Welcome From Conference Chair

Mohammed Khaled, Regional Representative, CGAP

09.10 Create A Conceptual Framework In Which To Understand Islamic Microfinance

Zubair Mughal, Chief Executive Officer, Al-Huda Centre of Islamic Banking and Economics

PREPARING THE INFRASTRUCTURE FOR ISLAMIC MICROFINANCE

09.50 Ensuring Access To Finance For Unbanked Muslims Through Islamic Microfinance

Yasir Tariq, General Manager, Islamic Microfinance Network

10.30 Morning Refreshments And Speed Networking

11.30 Assessing The Role Of The Islamic Development Bank In Advancing Islamic Microfinance

Wasim Ahmed Abdulwahab, Senior Country Specialist, Islamic Development Bank

12.00 Lunch

13.00 Working Group: Advancing Islamic Microfinance In Practice

CONSTRUCTING SCALABLE ISLAMIC MICROFINANCE BUSINESS MODELS

13.45 Exploring The Islamic Microfinance Models Available: Consider Murabaha, Salam, Istisna And Ijarah

Dr Millat-e-Mustafa, Evaluations Specialist, Islamic Relief Worldwide

14.15 Islamic Microfinance In Practice: Uncovering The Solutions To Your Implementation Challenges

Farhat Abbas Shah, Founder and Chief Executive Officer, Farz Foundation

14.45 Afternoon Refreshment Break

15.30 Top Tips From The First Purely Islamic Microfinance Bank And Lessons Learnt

Mohammed Al-Lai, Chief Executive Officer, Al-Amal Microfinance Bank

16.00 Gauging How The Introduction Of Multiple Islamic Microfinance Products Have Been Received By Clients

Farida Tariq, Founder and Chief Executive Officer, Centre for Women Co-Operative Development

16.30 Chair's Closing Remarks

Mohammed Khaled, Regional Representative, CGAP

19.00 Networking Dinner

Please reconfirm your place at the registration desk.

Islamic Microfinance Agenda

Conference Day 2 Agenda

1 February 2012



08.30 Registration and Coffee

09.10 Welcome From Conference Chair

Mohammed Khaled, Regional Representative, CGAP

09.20 The Case of Islamic Microfinance In Sudan

Abubakr Ibrahim M. Hussein, Director, Development Studies and Research Institute, University of Khartoum

09.50 Al-Salsabil for Sustainable Development Fund

Alberto Brugnoli, Founder, ASSAIF

10.30 Morning Refreshments

OVERCOMING THE OPERATIONAL CHALLENGES OF ISLAMIC MICROFINANCE

11.00 How To Ensure That Your Products Are Authentically Islamic, And How To Convince Your Clients

Shahid Mohammad, President, Naymet

11.30 Working Group: Next Year's Conference Topics

12.00 Lunch

EXPANDING ISLAMIC MICROFINANCE PRODUCT DEVELOPMENT

13.00 Comparing Murabaha And Joualla In Iraq: Which Works Best In Practice?

Muhammad Junaid, Team Leader, Sustainable Microfinance, Tijara, USAID

13.45 Extending the Product Line For Islamic Products: Focus On The Farz Foundation's Halal Business Product

Farhat Abbas Shah, Founder and Chief Executive Officer, Farz Foundation

14.30 Afternoon Refreshment Break

15.30 The Future For Islamic Microfinance: How Far Are We From A More Mainstream Adoption Of Islamic Microfinance Products?

*Julia Assaad, General Manager, Grameen-Jameel Microfinance
Ulanbek Termichikov, CEO, Kompanion Financial Group*

16.30 Close Of Conference And Chair's Closing Remarks

Mohammed Khaled, Regional Representative, CGAP