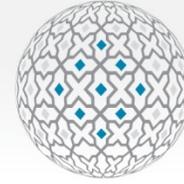


Ijara Management Company (IMC)

Introduction

WIBC- Bahrain
23rd NOV.2010

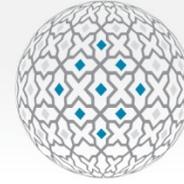
◆ About IMC



الإجارة
IjARA
إدارة وخدمات
MANAGEMENT
COMPANY

Ijara Management Company(IMC) is the 100% subsidiary of The Islamic Corporation for the Development of the Private Sector (ICD). ICD is a multilateral organization, affiliated with the Islamic Development Bank (IDB) Group. Its shareholders are the IDB, 50 Islamic member countries, and 5 public financial institutions from member countries.

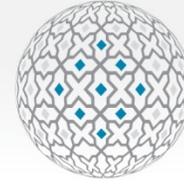
◆ The Kipling Method (5W1H)



- ◆ Rudyard Kipling used a set of questions to help trigger ideas and solve problems and immortalized them in the poem:

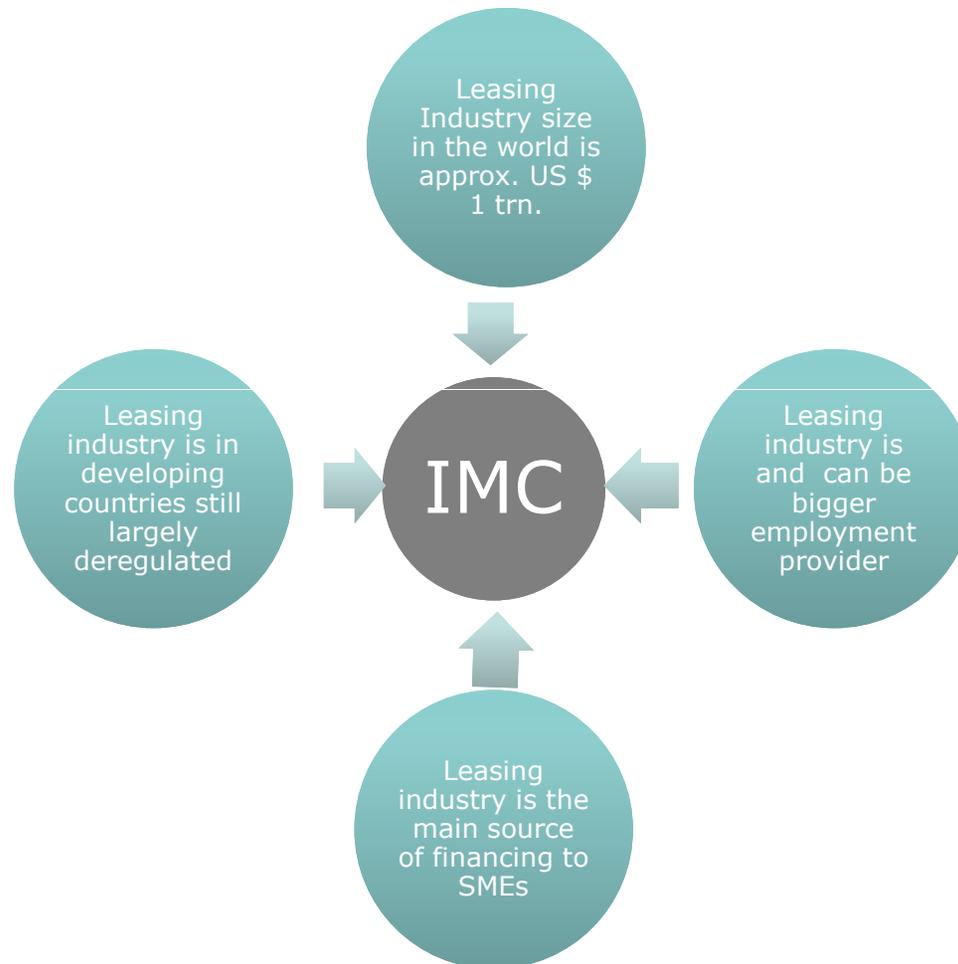
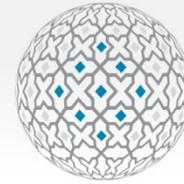
I have six honest serving men
They taught me all I knew
I call them **What** and **Where** and **When** And **How** and **Why** and
Who

◆ 5W1H

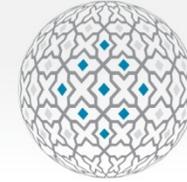


- ◆ Why IMC ?
- ◆ What will IMC do ?
- ◆ Where IMC will operate from ?
- ◆ When will IMC broaden its objectives ?
- ◆ Who IMC will work with ?
- ◆ How IMC will bring value ?

◆ Why IMC



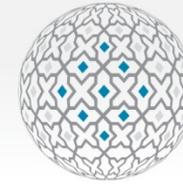
◆ Why IMC



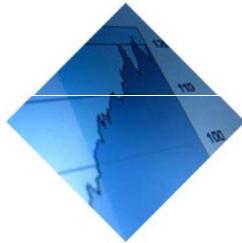
ICD, which is private sector arm of IDB recognised the weaknesses and opportunities in this segment and decided to set up management company which will effectively address the weaknesses and exploit the opportunities.

With these objectives in mind, IMC was born. Now we will see what will IMC do.

◆ What will IMC Do



Act as a regulator to ensure that all leasing companies under its umbrella will follow the best corporate governance.

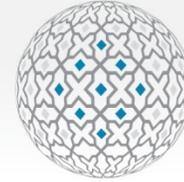


Best Financial indicators, i.e. Debt equity, provisioning policy, ROE, etc. Ensure good economic policies and prudent measures in terms of what to promote in terms of investment .



Best operational indicators, i.e. productivity per employee, profitability per employee, increased customer and employee satisfaction.

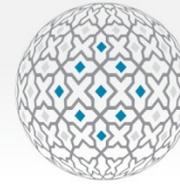
◆ What will IMC Do



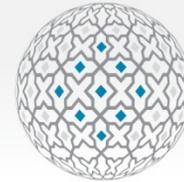
IMC will ensure –

- ◆ Quick start up time and reduce start up costs resulting in huge savings in pre incorporation stage.
- ◆ Best international policies and practices are implemented in the start up companies.
- ◆ State of the art technology in terms of software and hardware.
- ◆ Uninterrupted operations by setting up centralised disaster recovery sites and back up centers.
- ◆ New products are developed based on Shari'a principles for the developing markets.
- ◆ Career path and growth for the employees of the leasing companies under its management.
- ◆ Best returns to its shareholders & other stakeholders.

◆ Where will IMC Operate



◆ When will IMC Broaden its Objectives



Key objective is to set up successful Ijara companies in all ICD member countries.



To conduct feasibility studies and do equity placements.



To set up successful Ijara companies even in non ICD member countries.



To restructure existing loss making Ijara companies.

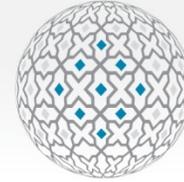


To convert conventional companies into Shari'a compliant Ijara companies.



To work with various regulators and governments to establish leasing laws to enable Ijara companies to grow and add value to the economy.

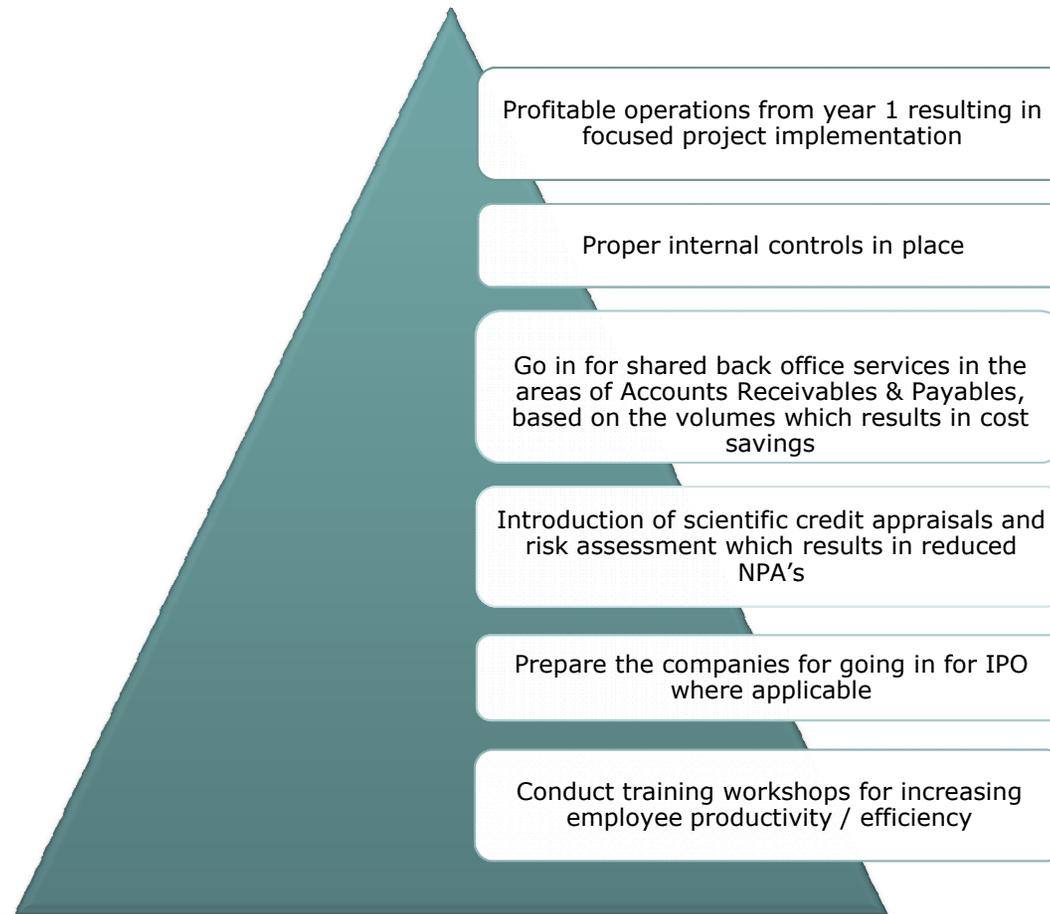
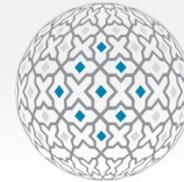
◆ Who will IMC work with

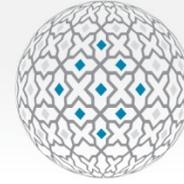


IMC will associate with –

- Companies to be sourced based on ICD mandate and investment policy.
- Projects which should be a development impact on the economy.

◆ How will IMC bring Value





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