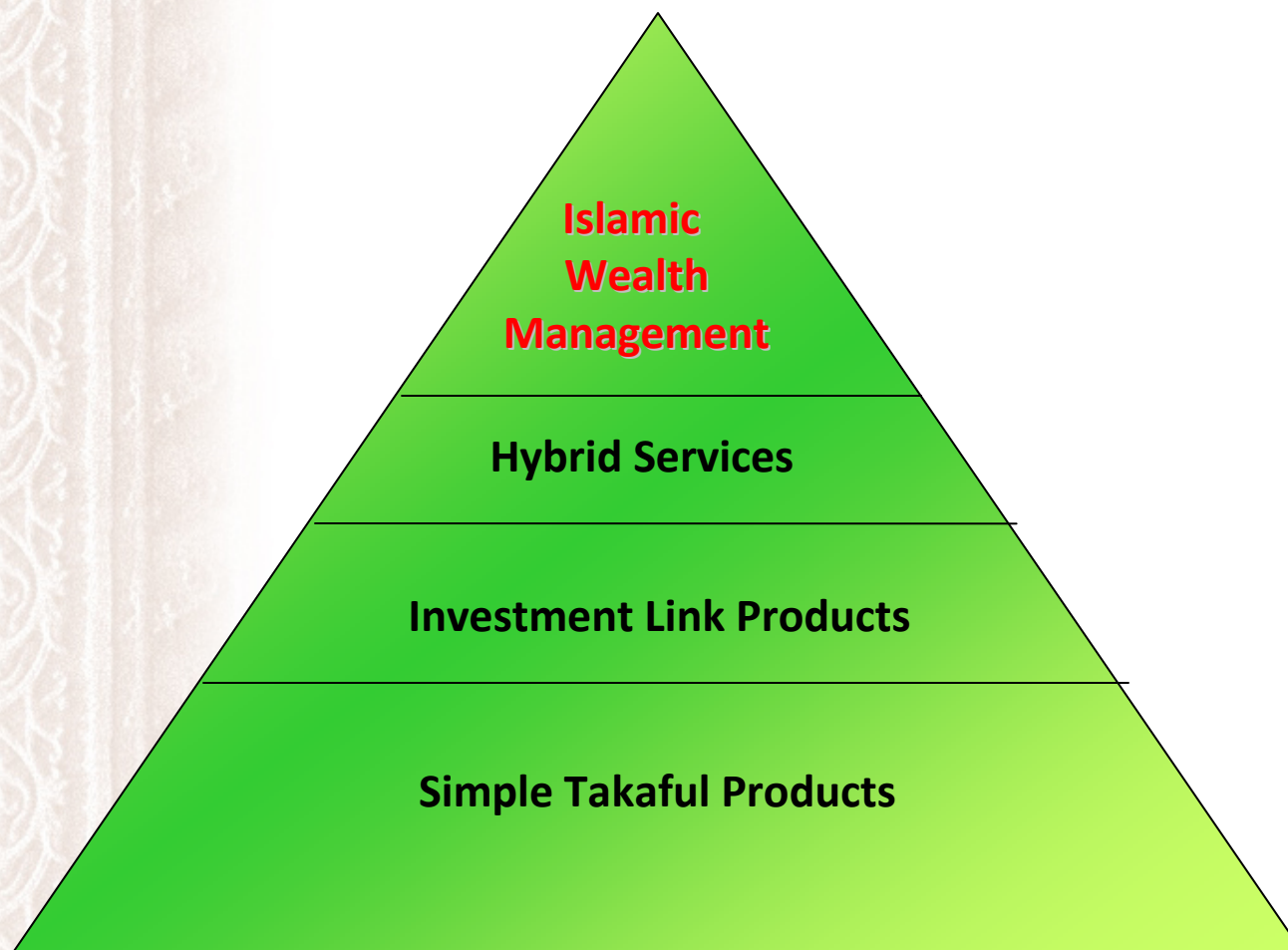




# ***Takaful, the backbone of Islamic Wealth Management***

**Dr. Zaha Rina Zahari**  
**Independent Non- Executive Director**  
**MAA Takaful Berhad**

# Takaful Solutions Evolution



- “Wealth management has evolved rapidly over the past three years. Transparency, globalization and the growth of an entrepreneurial culture have led high net-worth clients to demand a new type of private bank. Such a bank needs a global presence, innovative investment ideas and strong investment banking capabilities.”
- Private banks have never had it so good. Every region in the world offers a growth opportunity. Clients want an ever-increasing array of products and services. This leads to intense competition, evident in *Euromoney's* latest annual private banking survey. But is further consolidation inevitable?

**(EUROMONEY)**



# Who's Who In Wealth Management

## (Just At Time Of Credit Crisis)

- According to Euromoney's annual Private bank and wealth management rankings, which consider assets under management, profitability, ratio of clients to relationship managers and services offered, global private banking assets under management are up over 128% year on year.
- Best private bank for ultra high net worth (\$30m+) 2008. This table displays results of one category of the Private banking awards

Rank 08	Company	Rank 07
1.	Citigroup	1
2.	Goldman Sachs	2
3.	UBS	3
4.	Credit Suisse	5
5.	JPMorgan	4
6.	Morgan Stanley	8
7.	Merrill Lynch	9
8.	HSBC	6
9.	Pictet & Cie	7
10.	Deutsche Bank	11

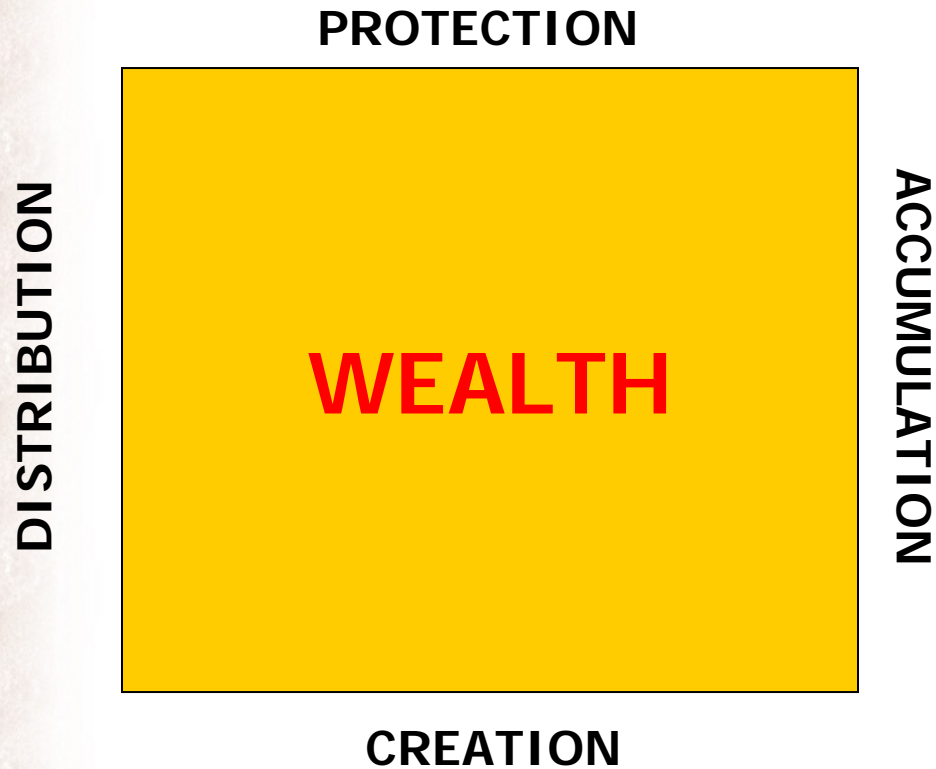
# The Report...

- The five largest private banks in the United States as of June 30, 2008, are as follows (listed by assets):[5]
- [Merrill Lynch](#) (\$1.05 trillion)
- [Citi Global Wealth Management](#) (\$843 billion)
- [Bank of America Global Wealth](#) (\$653.2 billion)
- [Wachovia](#) (\$551 billion)
- [Morgan Stanley Global Wealth Management](#) ((\$423 billion)

## What About The Future?

- Uncertain
- Despite Credit Crisis affecting the above institutions and all major institutions in the West, the potential for Islamic Wealth Management remains strong according to most observers

# Current wealth management concepts in conventional banks

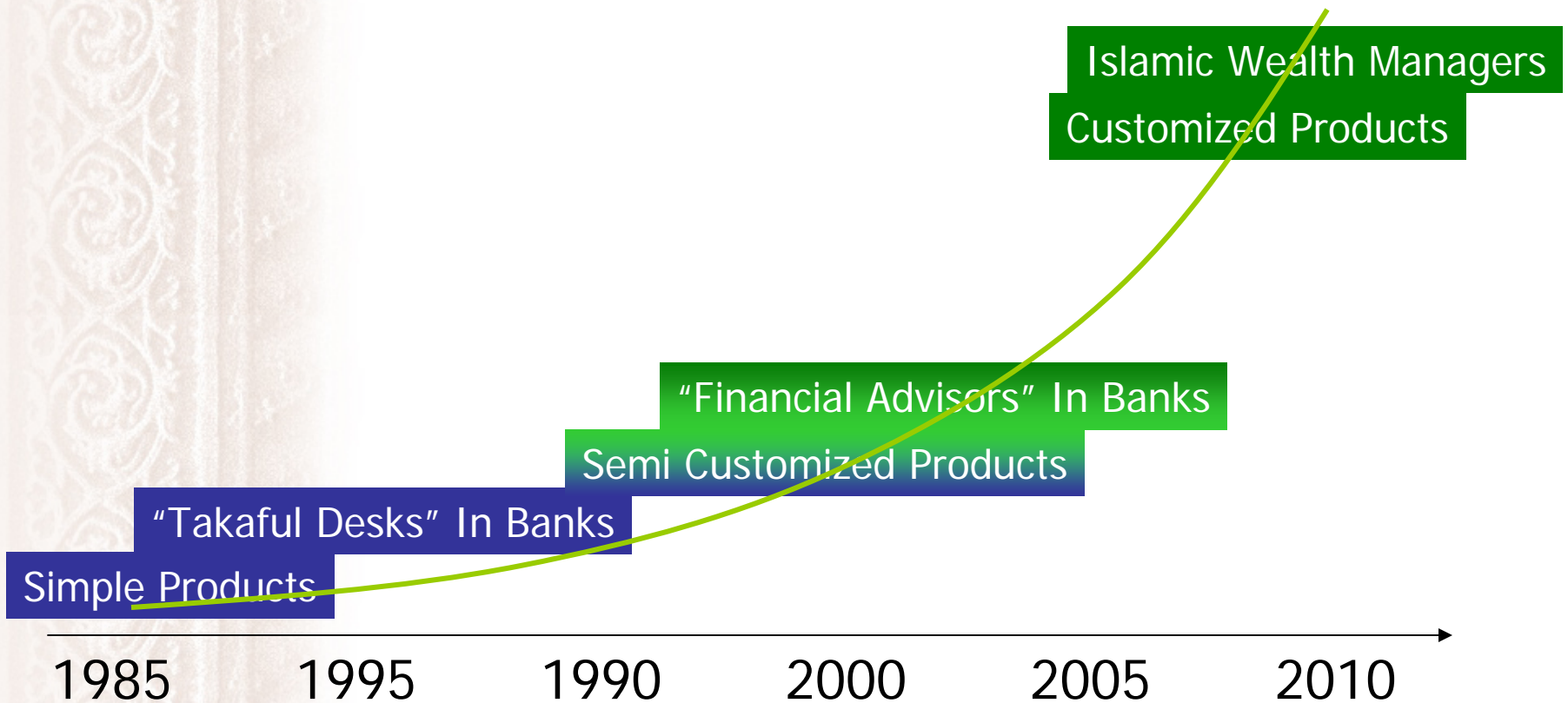




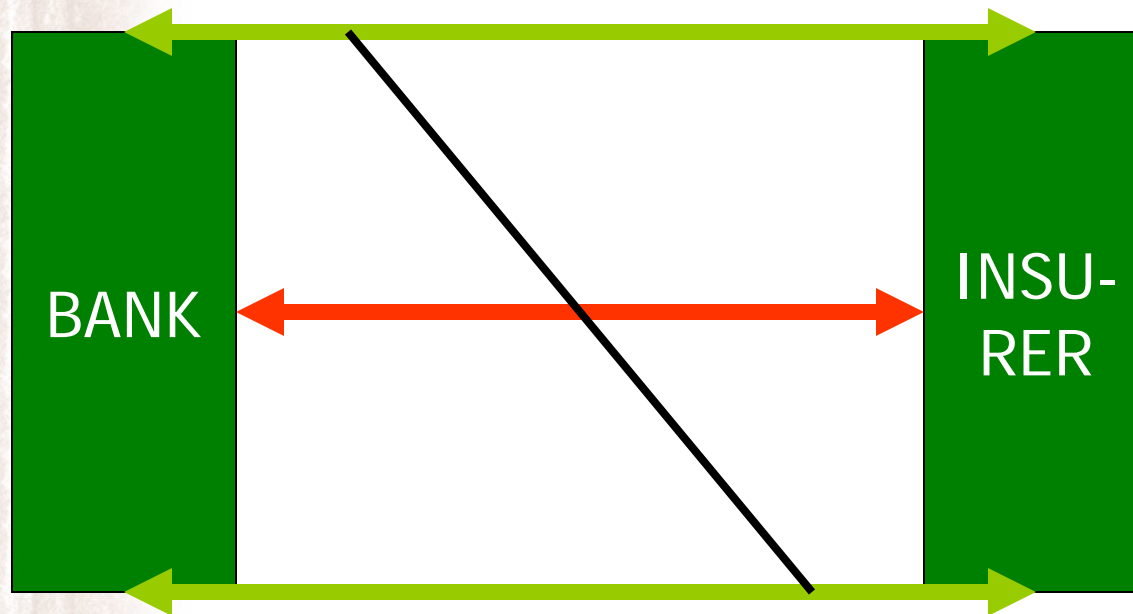
MAA Takaful  
(731996-41)

# Trend In Islamic Banking

## -From Bankatakaful To Islamic Wealth Management

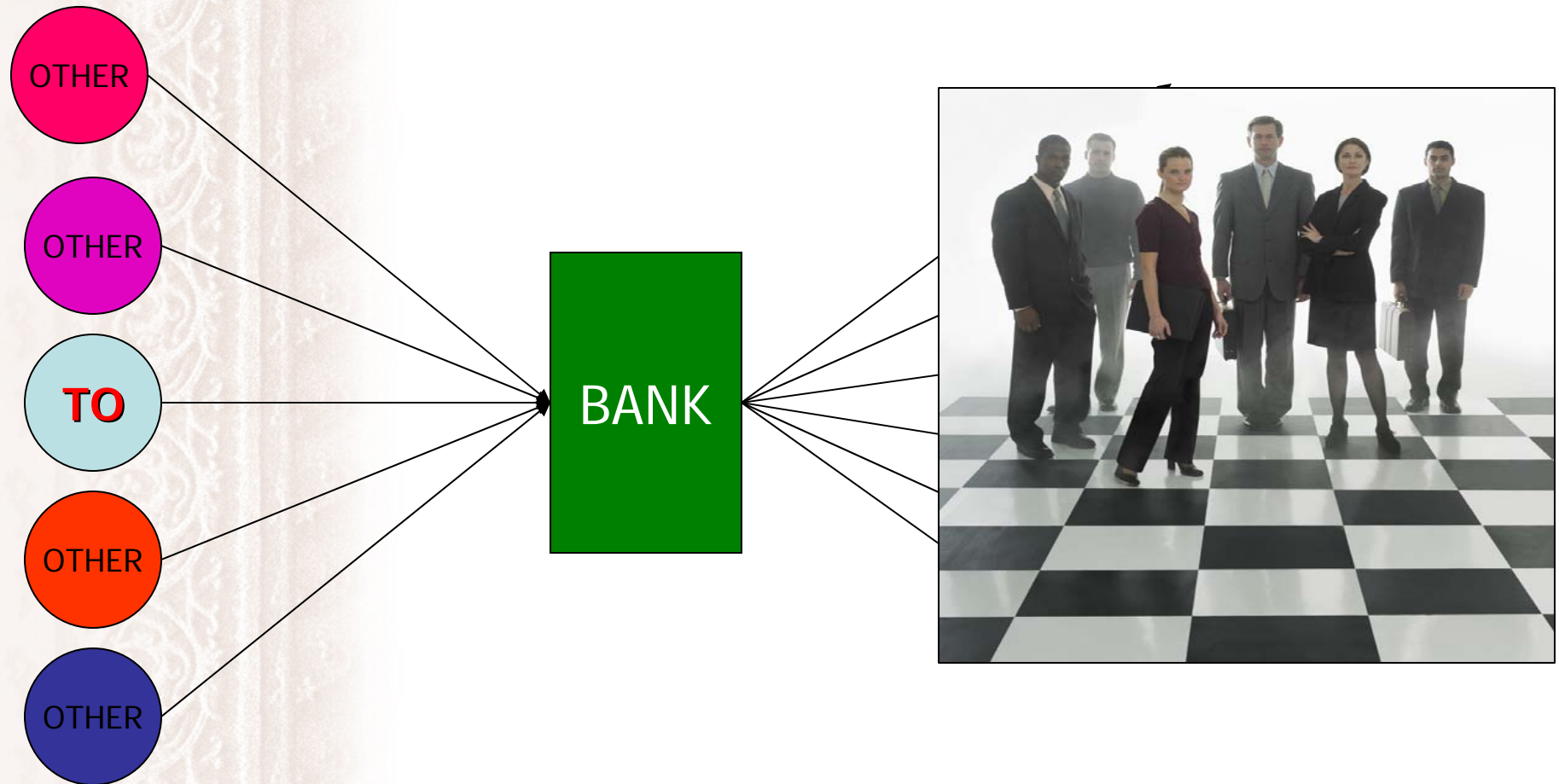


# Bankatakaful Model

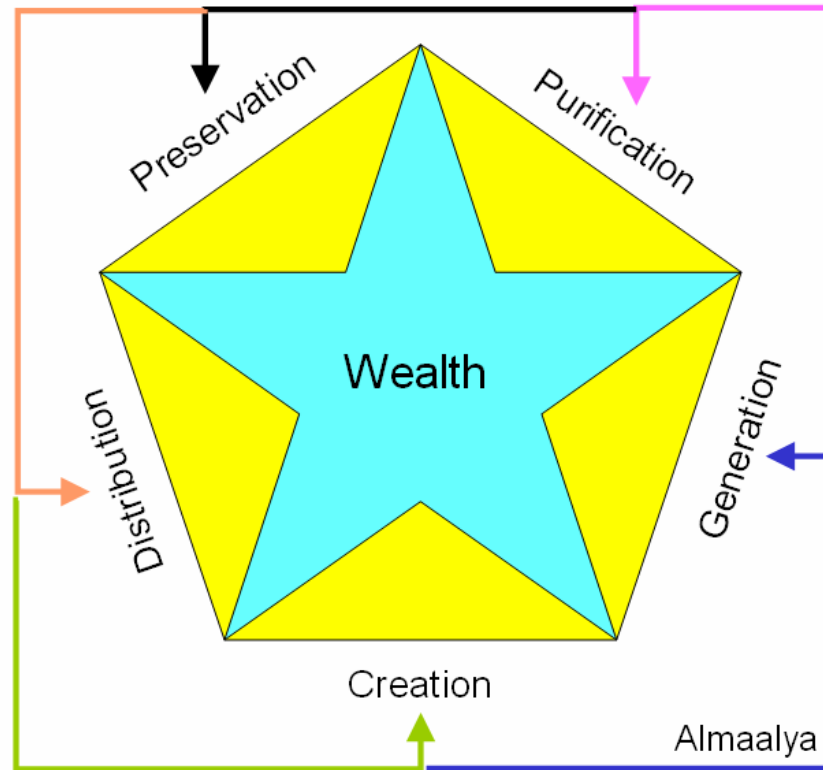


# The Islamic Wealth Management Model

## Model



# Islamic Wealth Management Concept



# Islamic Wealth Management

## as a growth catalyst

- Wide range of Products/Services under One roof
- Islamic Financial Tools



# Strategies & Challenges

- Lack of investment instruments
- Sukuk, sukuk, sukuk
- Innovative shariah-compliant instruments
- Social business



# Islamic Wealth Management Backbone?

- Warren Buffet's Model
- Takaful Funds Under Management

## Mega-rich Gates hears footsteps

WORLD'S 10 RICHEST BILLIONAIRES

1



2





# Thank You

**MAA Takaful Berhad**  
**No12, 15<sup>th</sup> Floor, Menara MAA**  
**Jalan Dewan Bahasa**  
**50460 Kuala Lumpur**  
**Malaysia**

**Tel: 03-2146 8000**  
**Fax:03-2143 0033**  
**[www.maatakaful.com.my](http://www.maatakaful.com.my)**