



meezan
Wealth Management

MEEZAN WEALTH MANAGEMENT

www.meezanwealth.com

By Bony D.

Presentation

Date

Indonesian Muslim
Association

Assalamu Alaikum

BRIEF BACKGROUND SUMMARY

- Banking industry experience over 30 years - **Syariah & Non-Syariah Financing knowledge.**
- Conventional banking - ANZ Sydney, Standard Chartered, HSBC, Westpac (Chief Rep Exec in Indonesia), and Director at Citibank Indonesia.
- Alhamdulillah, Hijrah to Syariah Finance 8 years ago - 2015 - Bank Muamalat Indonesia Tbk.
- Today, so many **mis-information & misconception** about Syariah Finance.
- Exacerbated further with those non practicing & limited understanding of how the Syariah finance system works but making comments that makes the Ummat more confuse.
- Da'wah to help Ummat better understand Syariah Finance, allowing better planning & decision.

COMPREHENSIVE ISLAMIC FINANCIAL SOLUTIONS FOR WEALTH CREATION

- **Islamic Finance**
- **Islamic Superannuation**
- **Islamic Investment**
- **Islamic Pension**
- Financial Advice & Retirement Planning
- Risk Protection
- Tax Accounting
- Property Advice
- Islamic Wills

**Served 5,000+ Muslim clients
with 13-year Industry experience**

**Offering Sharia'h compliant
financial products**

**Fastest Finance Processing &
No Waiting Period**



meezan
Wealth Management

**One-Stop-Shop in Islamic
Financial services**

Superior client service

**In house Financial Adviser &
Investment Portfolio Manager**

Highly Qualified

**BACHELOR IN
BUSINESS**
(Accounting & Finance)

**DIPLOMA IN
FINANCIAL
SERVICES**
(RG146)

**ADVANCED
DIPLOMA IN
FINANCIAL
PLANNING**

**DIPLOMA OF
FINANCE &
MORTGAGE
MANAGEMENT**

Certificate IV in
**FINANCE &
MORTGAGE
BROKING**

Certification in
**SELF-MANAGED
SUPER FUND
INVESTMENTS &
STRUCTURES**

Certificate in
**LISTED PRODUCTS
ADVISER (ASX) &
LISTED SECURITIES**

Cert Iv in
**REAL ESTATE
AGENT & SALES
PERSON**

WHERE IS YOUR SUPER TODAY?

Regular Super Investing



Swine



Tobacco



Gambling



Media



Interest



Alcohol



Banks



Armaments

On Average 23% of your super is invested in Riba/Interest

Islamic Super Investing



Utilities



Telecommunication



Manufacturing



Technology



Natural Resources



Halal Cash



Healthcare



Infrastructure

We only invest in large, listed assets. We will not invest in private projects , (too small, too risky and unregulated)

How is the Super Halal?

Your money will only be allocated to investments that have been screened by Ideal Ratings (as per AAOIFI Shari'ah standards) as being Shariah-compliant and certified by ISRA as being Sharia-compliant investments. This means investments that are governed by the requirements of Shariah law and the principles of Islam.

We finance & Refinance



Established Home



SMSF



Construction



Home & Land

HOW IS IJARAH FINANCE DIFFERENT TO BANKS?

The transaction type Meezan finance uses is called:

‘Ijaarah Muntaha Bi Tamleek’ or for short, **‘Ijaarah’** based contract system

Or **‘Shared Equity Rental Scheme’**.

What does this mean?

This means that both the Funder/Investor/Meezan finance and the Customer enters into a property purchase, together, with the Customer contributing 20% deposit. This deposit applied towards the purchase price of the property and the Funder/Investor/Meezan Finance purchase the remaining 80%.

Immediately, the Title will be in the Customer's name (via Wakala Agreement) and the Funder/Investor will hold a caveat or mortgage over the Title.

The Customer will then pay the funder 'Rental repayments' (as the Funder allows the Customer usage of the entire property), whilst also purchasing the property back off the Funder/Investor.

All funding is investment based and non-bank related – this is what differentiates Meezan Syariah Finance from conventional banks or other Syariah providers who receive funding from ANZ, Macquarie Bank or Pepper Money.

Compliant Sources of
funding

Compliant transactions
(contracts)

Compliant and fair
ownership structures

Compliant
repayment structure

4 Pillars of Sharia-Compliance Guaranteed

1. Compliant Sources of funding



What does this mean?

One of the distinct advantages of being a subsidiary of a comprehensive Asset Management and Wealth Advisory firm, Meezan Finance can source funds from internal investment pools available.

This enables us to be more compliant

This enables us to be more competitively priced



2. Compliant transactions (contracts)

HOW IS IJARAH FINANCE DIFFERENT TO BANKS?

- Similar transactions & money flow – Buyer / Financier & Funder / Seller
- Legal Syariah Marriage (**Allah's Blessings**) vs. De-Facto Relationship (**Allah's Curse**)
- Different is '**THE AKAD**' OR '**THE AGREEMENT**'
- ISLAMIC PROPERTY RIGHTS CONCEPT :

1. HAQ OF THE PHYSICAL PROPERTY

2. HAQ OF THE “MANFAAT” / “UTILISATION” OF THE PROPERTY

Renting Is Halal – Pay for the Utilisation Rights, BUT NOT Property Rights

Rent-To-Own is Halal – Pay for the Utilisation & also for Property Rights

Financier Replacing Position Of Property Owner

HOW IS IJARAH FINANCE DIFFERENT TO BANKS?

- **IJARAH AGREEMENT (Islamic Leasing) – Asset Based Transaction** vs. **Conventional Loan Interest Agreement – Money Based Transaction**
- The main difference between buying a property through a Conventional bank and through Meezan Finance is that **no exchange of money is taking place and thus no interest is being charged or paid.**
- The Arabic term **Ijarah** means **Leasing**. Hence the property is purchased on behalf of the client and the client leases/renting it from the financier by the mode of regular rental repayments, with the view of taking legal ownership of the property once the payment terms have been met.
- **RENT-TO-OWN – 2 Repayment Components: To Reduce Loan & To Pay Rent**



Sharia Certified

Our Sharia Standards Comply with Global Islamic Standards



مجمع الفقه الإسلامي الدولي

International Islamic Fiqh Academy, Jeddah
KINGDOM OF SAUDI ARABIA



• Australian Law

Our home Finance is accredited with **The Mortgage and Finance Association of Australia** and all our Ijarah products comply with **The National Consumer Credit Protection Act 2009 (NCCP)**.

• Sharia Law

While maintaining the Australian credit law, our products are also **COMPLIANT WITH THE SHARIA LAW.**

3. Compliant & fair ownership structures



Title to your property is in your name from day one.



We simply hold a mortgage caveat over the title to ensure that we can recoup our funds in the event of a default.



You can sell the property when you wish. Your only obligation will be to pay us whatever is left owing on that date.



We do not take a share of any profits that are gained on the property sale.

4. Compliant repayment structure

How Does Ijarah Work?

- Meezan Ijarah structure enables to allow the title to the property to be held in the client's name.
- Each repayment comprises two components; a rental charge (Ijarah) for you to live in the house and a principal payment to reduce the loan & acquire our share of equity in the property.
- As you make more loan repayment, the loan outstanding reduces, the rental component decreases, and the equity component increases until the property is purchased outright or you sell/refinance.

Simplified P & R Repayment Concept

	Principal	Annual Repay	EOY P Bal	Rent 7%		Principal	Annual Repay	EOY P Bal	Rent 7%
1	300,000.00	10,000.00	290,000.00	21,000.00	1	300,000.00	10,000.00	290,000.00	21,000.00
2	290,000.00	10,000.00	280,000.00	20,300.00	2	290,000.00	10,000.00	280,000.00	20,300.00
3	280,000.00	10,000.00	270,000.00	19,600.00	3	280,000.00	10,000.00	270,000.00	19,600.00
4	270,000.00	10,000.00	260,000.00	18,900.00	4	270,000.00	10,000.00	260,000.00	18,900.00
5	260,000.00	10,000.00	250,000.00	18,200.00	5	260,000.00	25,000.00	235,000.00	18,200.00
6	250,000.00	10,000.00	240,000.00	17,500.00	6	235,000.00	10,000.00	225,000.00	16,450.00
7	240,000.00	10,000.00	230,000.00	16,800.00	7	225,000.00	10,000.00	215,000.00	15,750.00
8	230,000.00	10,000.00	220,000.00	16,100.00	8	215,000.00	10,000.00	205,000.00	15,050.00
9	220,000.00	10,000.00	210,000.00	15,400.00	9	205,000.00	10,000.00	195,000.00	14,350.00
10	210,000.00	10,000.00	200,000.00	14,700.00	10	195,000.00	25,000.00	170,000.00	13,650.00
11	200,000.00	10,000.00	190,000.00	14,000.00	11	170,000.00	10,000.00	160,000.00	11,900.00
12	190,000.00	10,000.00	180,000.00	13,300.00	12	160,000.00	10,000.00	150,000.00	11,200.00
13	180,000.00	10,000.00	170,000.00	12,600.00	13	150,000.00	10,000.00	140,000.00	10,500.00
14	170,000.00	10,000.00	160,000.00	11,900.00	14	140,000.00	10,000.00	130,000.00	9,800.00
15	160,000.00	10,000.00	150,000.00	11,200.00	15	130,000.00	25,000.00	105,000.00	9,100.00
16	150,000.00	10,000.00	140,000.00	10,500.00	16	105,000.00	10,000.00	95,000.00	7,350.00
17	140,000.00	10,000.00	130,000.00	9,800.00	17	95,000.00	10,000.00	85,000.00	6,650.00
18	130,000.00	10,000.00	120,000.00	9,100.00	18	85,000.00	10,000.00	75,000.00	5,950.00
19	120,000.00	10,000.00	110,000.00	8,400.00	19	75,000.00	10,000.00	65,000.00	5,250.00
20	110,000.00	10,000.00	100,000.00	7,700.00	20	65,000.00	25,000.00	40,000.00	4,550.00
21	100,000.00	10,000.00	90,000.00	7,000.00	21	40,000.00	10,000.00	30,000.00	2,800.00
22	90,000.00	10,000.00	80,000.00	6,300.00	22	30,000.00	10,000.00	20,000.00	2,100.00
23	80,000.00	10,000.00	70,000.00	5,600.00	23	20,000.00	10,000.00	10,000.00	1,400.00
24	70,000.00	10,000.00	60,000.00	4,900.00	24	10,000.00	10,000.00	-	700.00
25	60,000.00	10,000.00	50,000.00	4,200.00	25	-	-	-	-
26	50,000.00	10,000.00	40,000.00	3,500.00	26	-	-	-	-
27	40,000.00	10,000.00	30,000.00	2,800.00	27	-	-	-	-
28	30,000.00	10,000.00	20,000.00	2,100.00	28	-	-	-	-
29	20,000.00	10,000.00	10,000.00	1,400.00	29	-	-	-	-
30	10,000.00	10,000.00	-	700.00	30	-	-	-	-

Key Features



Both Variable and Fixed rate available



Online access to finance account



Unlimited additional repayments



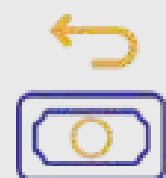
Offset account facility



Online access to Offset Account



Pay off the loan at any time



Redraw facility available



Bpay and Net transfer to external accounts

Additional Features

- Finance rates are competitive to the banks LVR-90% Online access
- Debt consolidation
- Fixed or Variable rates
- Comply with Sharia law
- Salary Credit account
- Repay weekly, Fortnightly or monthly
- Comply with Australian Law
- NO waiting periods
- Redraw Facility
- Additional repayments*
- Finance up to \$2,000,000
- NO ongoing fees

PRODUCT DESCRIPTION AND KEY ATTRIBUTES

Product Features	Prime Sharia Owner Occupied	Prime Sharia Investment	Prime Sharia Construction Owner Occupied	Prime Sharia Construction Investment
Rent Type	Variable	Variable	Variable	Variable
Payment Options	Principal and Rent or Rent only for an agreed period	Principal and Rent or Rent only for an agreed period	Principal and Rent; or Rent only during construction phase (max 12 months)	Principal and Rent; or Rent only during construction phase (max 12 months)
Redraw	Variable	Variable	Variable	Variable
Minimum Finance Size	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000
Maximum Finance Size (subject to LVR and postcode policy)	\$2,500,000	\$2,500,000	\$1,500,000	\$1,500,000
Minimum LVR (subject to postcode eligibility criteria)	90%	90%	90%	90%
Additional payments without penalty	Yes	Yes	Yes	Yes
Offset facility	Yes	Yes	Yes	Yes
Visa debit card	Yes	Yes	Yes	Yes



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Dream Home

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the most Vital
asset with **Meezan
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