

Innovative Solution for Poverty Reduction

Workshop- Ankara June - 2013

Financial Inclusion, Entrepreneurship & Business Development

Innovation In Islamic Microfinance Business

Bank of Khartoum

Bank of Khartoum

- The oldest banking institution in Republic of Sudan
- Established in 1913 as Barclays Bank,
- The Bank is celebrating this year the Diamond Jubilee
- In 2009, the bank created an Islamic microfinance unit and has launched its product in 2011 as a retail product.

Islamic Microfinance at BOK

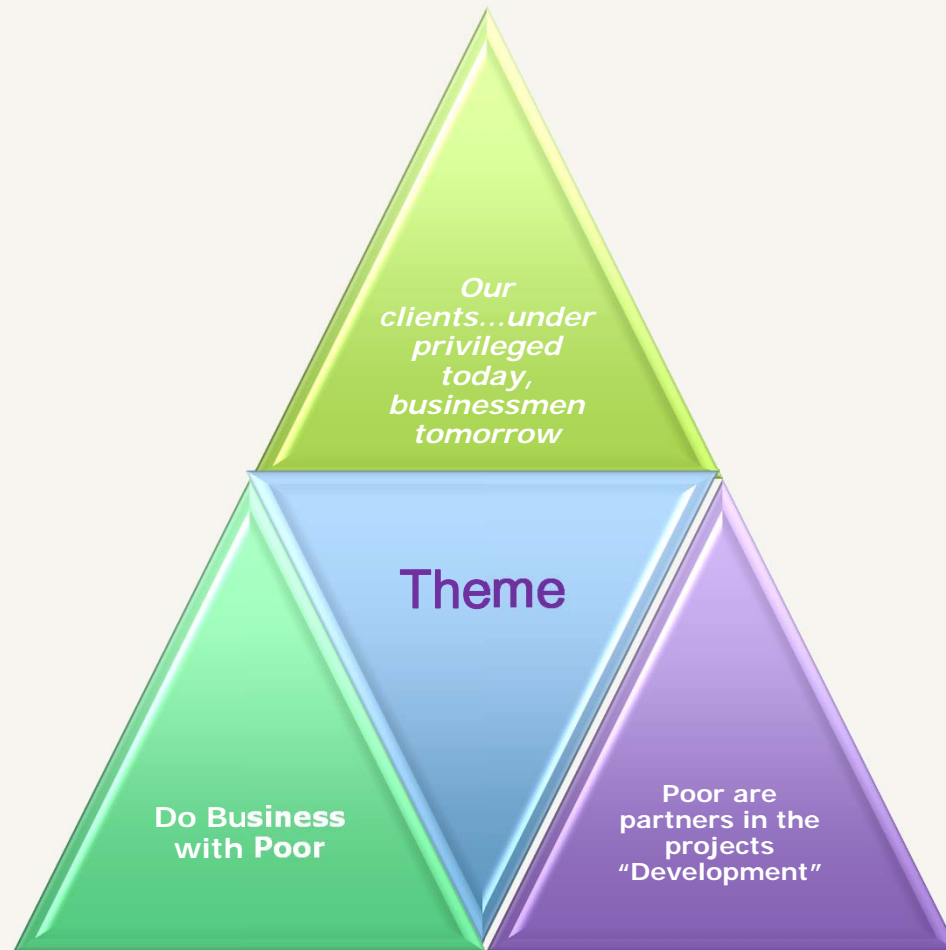
- In October 2009, the Islamic Microfinance unit of Bank of Khartoum was founded in collaboration with Islamic Development Bank in Jeddah and IBF Group Consulting Company with the support and supervision of the Central Bank of Sudan
- The unit is now rendering Islamic microfinance services.
- Bank of Khartoum succeeded to establish an Islamic private microfinance institution **IRADA**; as a subsidiary.

Institution's Message

Participate in sustainable economic development of Sudan low-income segment via Islamic microfinance Excellence service under fairly various partnerships.

Institution's Strategic Vision

**One of the top ten Islamic
microfinance Institutions.**



بنك الخرطوم
Bank of Khartoum

Sudan's Premier Bank

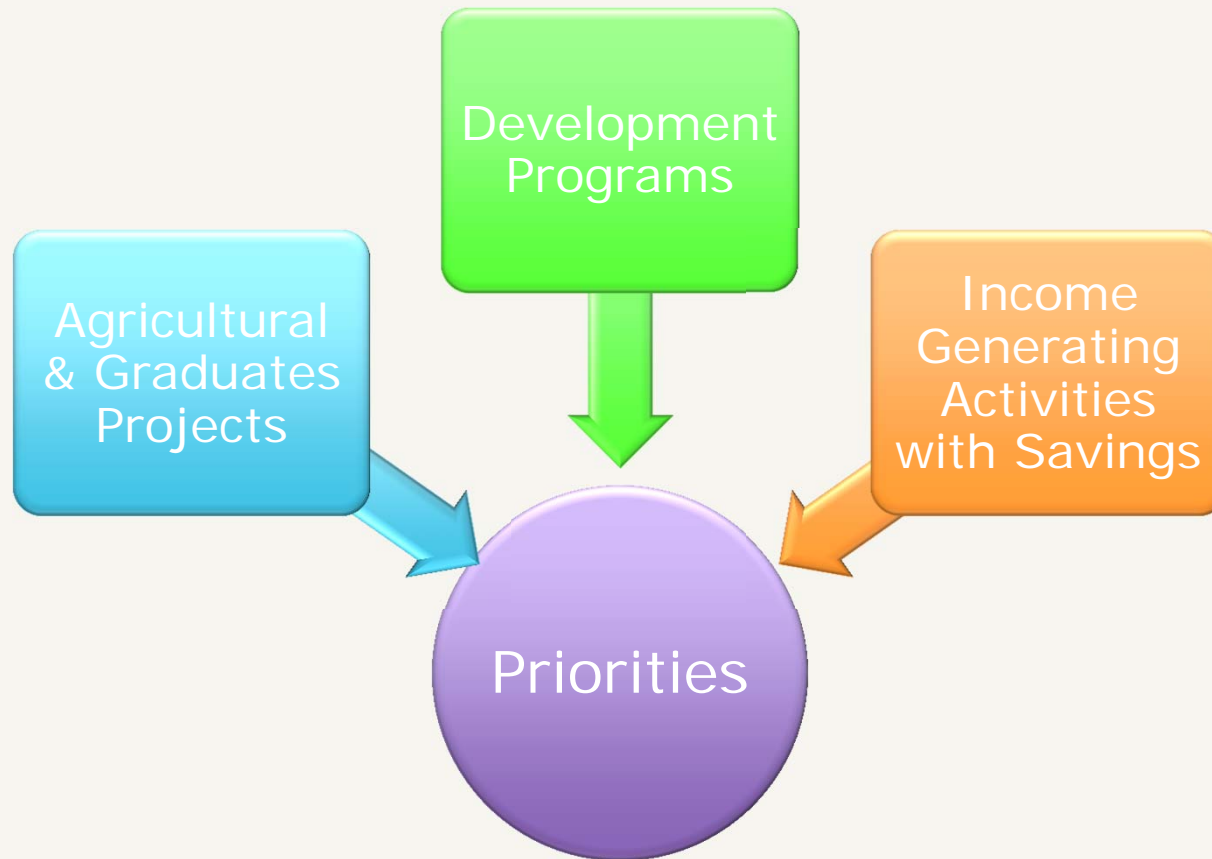
Strategic Trends

Business Inclusion Trend



EQUALIZATION

Strategic Directions



Targeted Groups

Individuals:

poor with all segments

25%

Productive Families :

Each Family around 3 members

% 5

Solidarity Groups:

Individuals with mutuality.

Productive Unions:

Mutuality under one productive activity

% 60

Agencies :

working entities on behalf of the institution Mudaraba, Wikala...

% 10

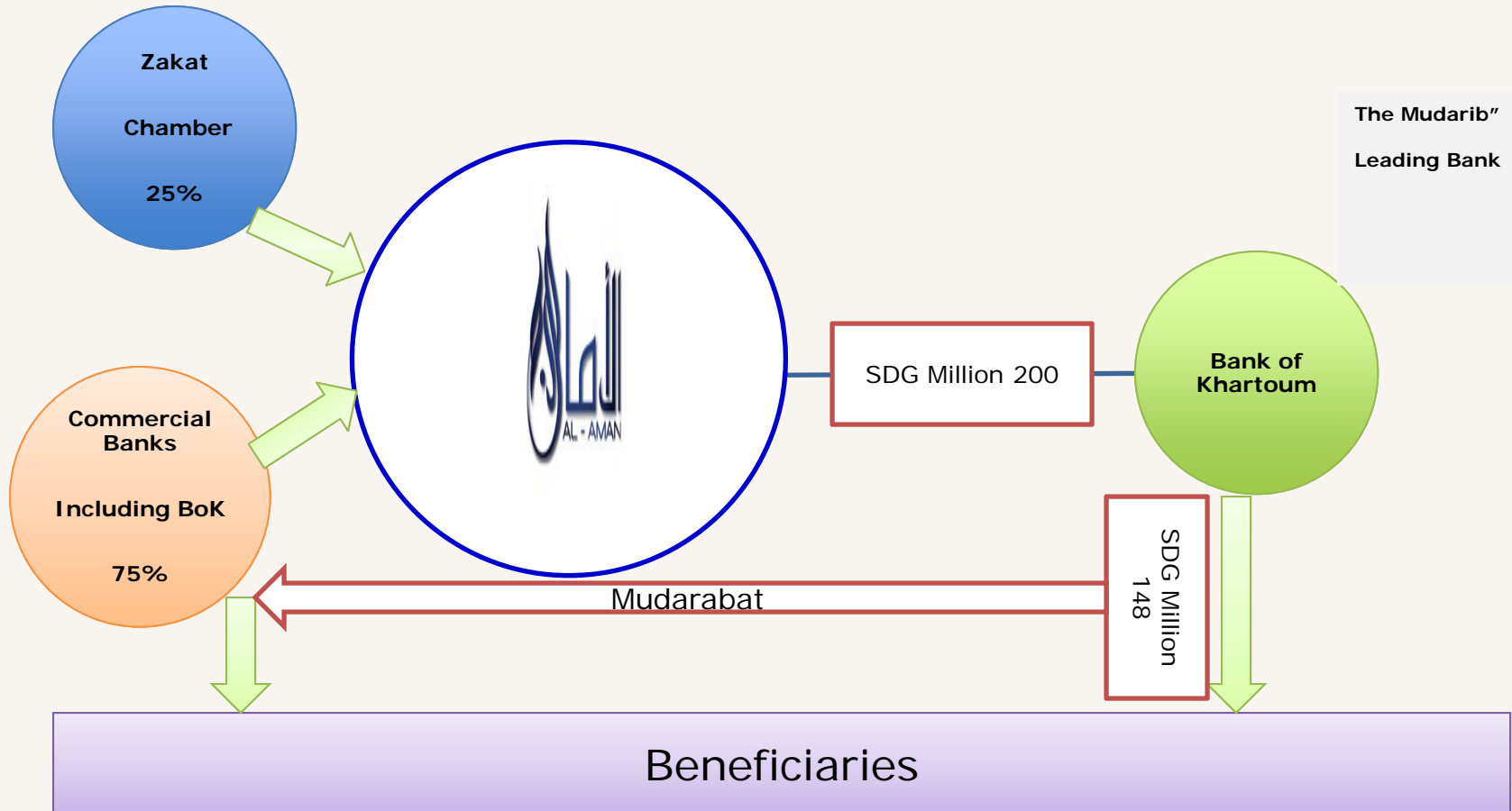


بنك الخرطوم
Bank of Khartoum

Sudan's Premier Bank

Al Aman Syndicate

Resources Attraction



We Are Strong In

1

Strategic
Vision

2

Intelligent
Islamic
Microfinance
MIS

3

Wide
Geographical
OUTREACH

5

Projects'
infrastructure
Finance

6

Strategy of
Empowering
the poor

4

Intelligent
Modules
Applications

Implementation Methods



بنك الخرطوم
Bank of Khartoum

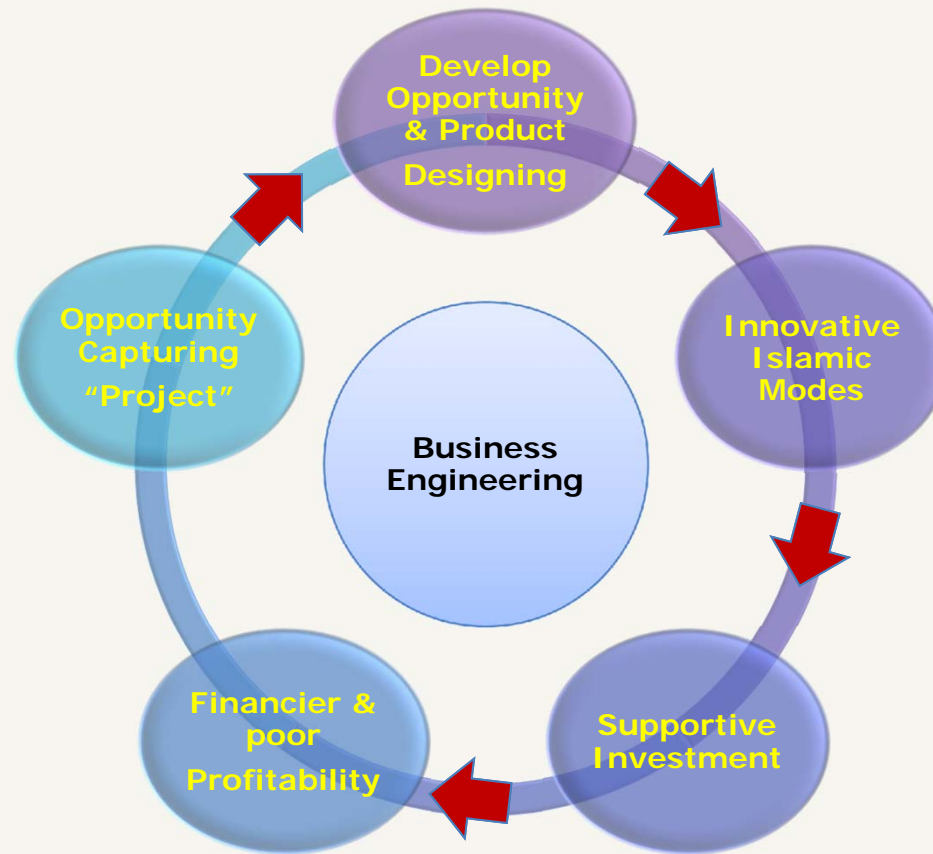
7/22/2013

Sudan's Premier Bank

Partners



Business Engineering



Applications of Innovation Islamic Microfinance

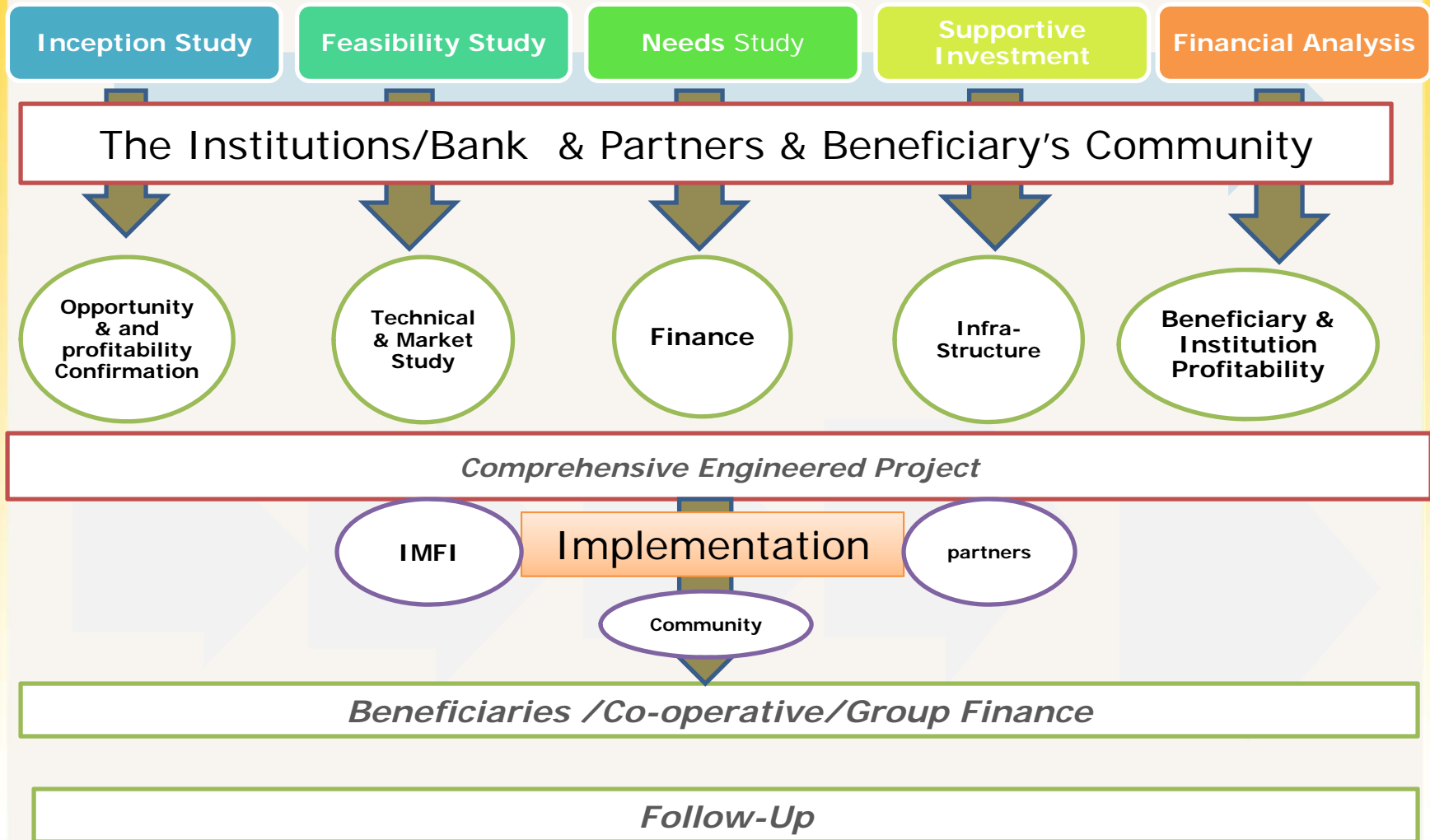


Empowering The Poor

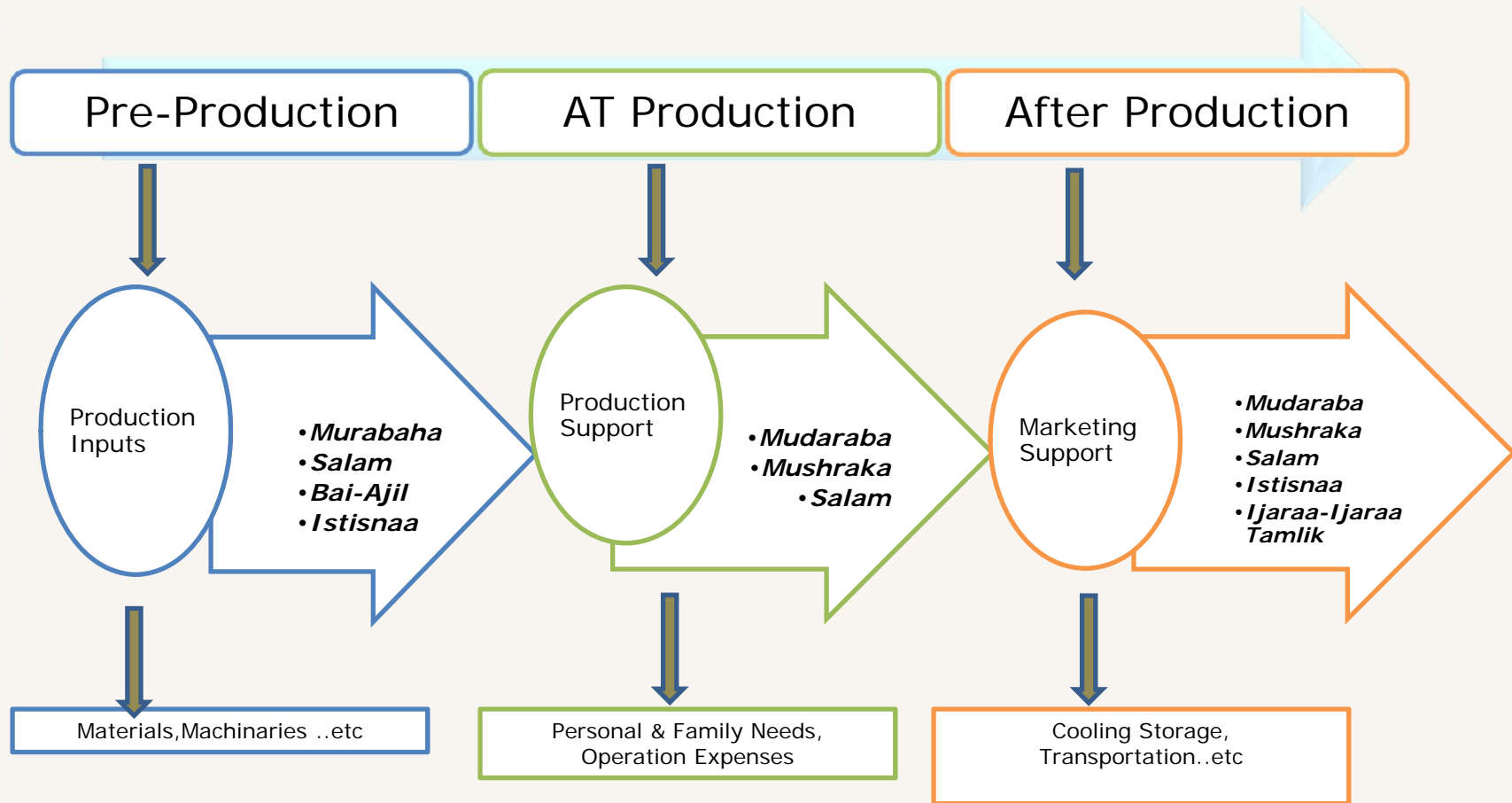


Market Inclusion Business

Concept of the Business/Project Engineering



Application of Innovative & Integrated Islamic Modellees



Islamic Microfinance Business Development

Models



Model 1

Innovative Islamic Microfinance Models “Projects”

Cooperative societies
Family collective projects: Greenhouses project

Beneficiaries: 125 families / 625 beneficiaries

Funding type: collaborative family solidarity funding

Funding size: 9 million Sudanese pounds (1.5 million dollars)

Financing mode: Mudarabah

Key features of the financing product:

Products: (tomato / cucumber / Flowers / strawberry)

Income beneficiary: 500 pounds per month during the funding and 1,500 Sudanese pounds after the funding and it increases according to production

First Mudarabah contract directly with beneficiaries for a period of three years and it finances direct and supporting investments – Product’s diversity – Supporting investment – Capacity building

Model 2

Cooperative associations

Project resettlement Moringa and Jatropa

Beneficiaries: 150 families / 4 beneficiaries per family / 600 beneficiaries

Funding type: family and solidarity funding

Funding: 7 million Sudanese pounds (1.2 million dollars)

Partners: BOK / Al Ichraqa Company / Cooperative associations

Financing mode: Salam

Features of the financing product: the first Salam contract for 3 years and 3 agricultural cycles in 1 decade

Products: farms / Moringa / Jatropa / Livestock / Vegetables...

Beneficiary income: 1,000 Sudanese pounds per month during the funding and 2,000 Sudanese pounds after funding

Approach features – contribution to the resettlement of the product with the beneficiaries – contracting distinction – product diversity – supporting investment – capacity building



Sudan's Premier Bank

Model 3

Linking farmers to markets

Number of associations funded: 878 male & female Associations

Beneficiaries: 67,600 farmers

Funding type: solidarity groups

Fund Size: USD 3.5 million.

Finance mode: Salam .

Key features of the financing product: Financing Mode / Marketing / Technical support / Partners diversity / Associations financing

Products: Sesame / millet / corn / Sudanese bean



Greenhouses Project





Moringa & Jatropha Bio Project



Thank You



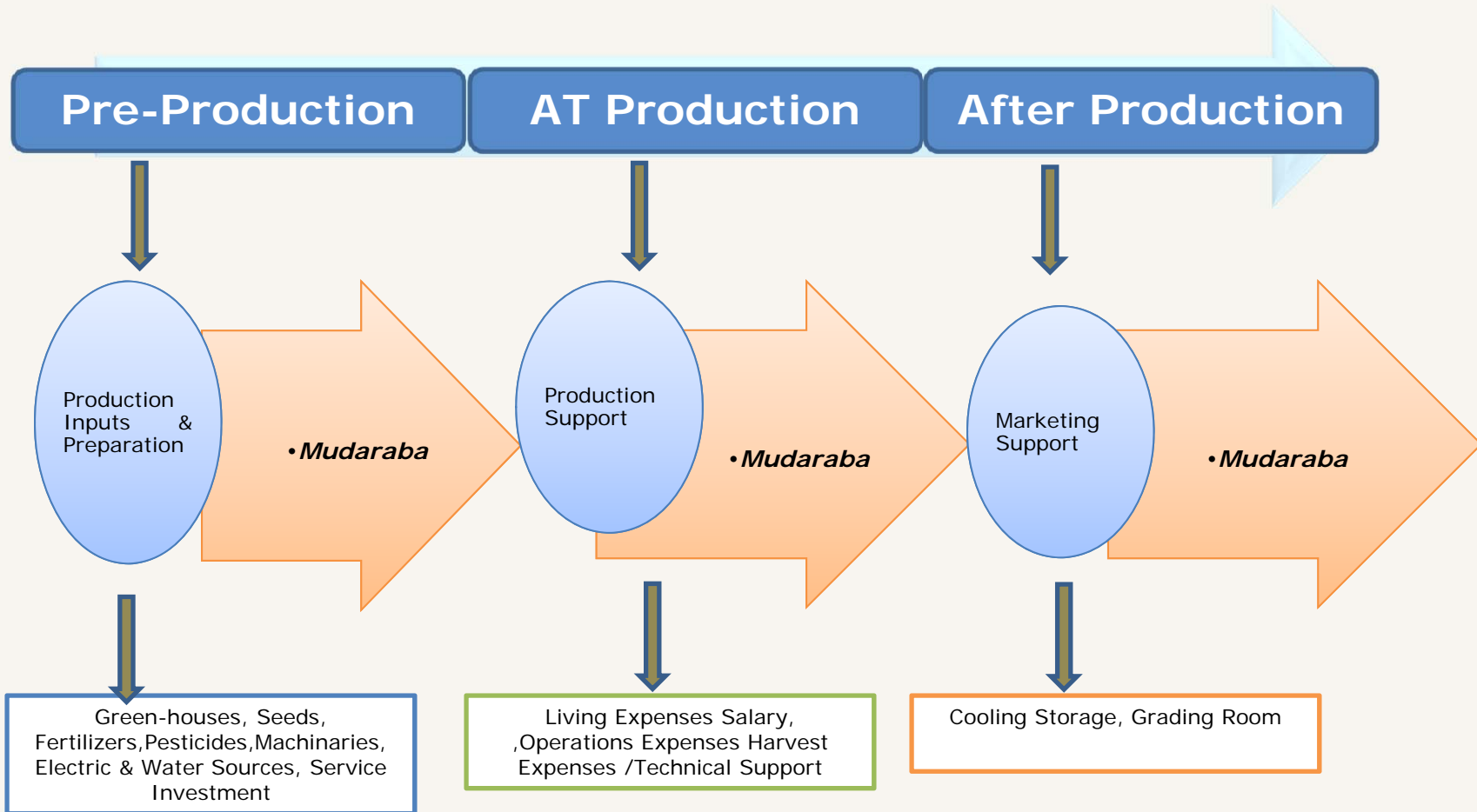
بنك الخرطوم
Bank of Khartoum

7/22/2013

Sudan's Premier Bank

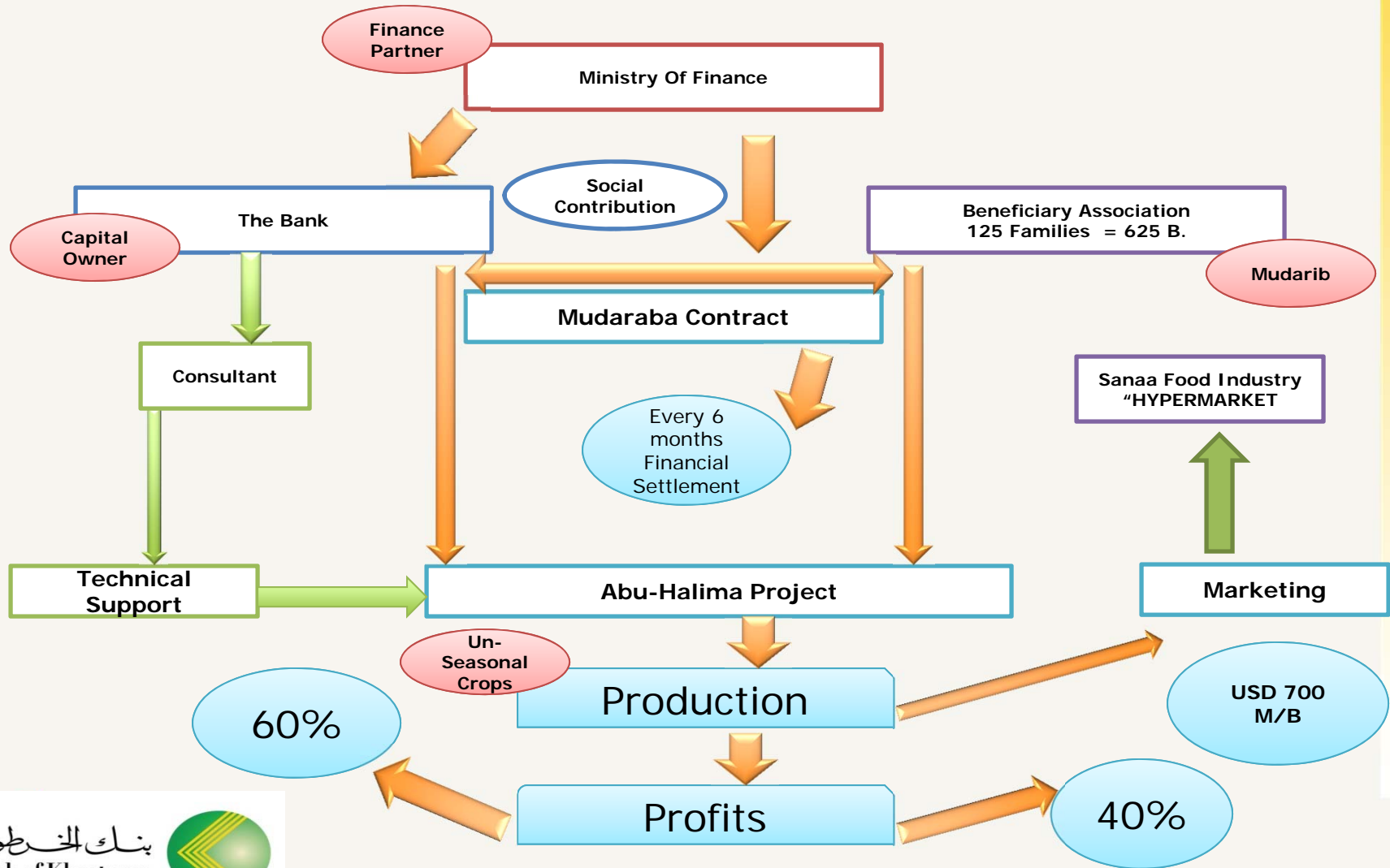
Model 1

Greenhouses Project Finance & Model Components (Abu-Halima)



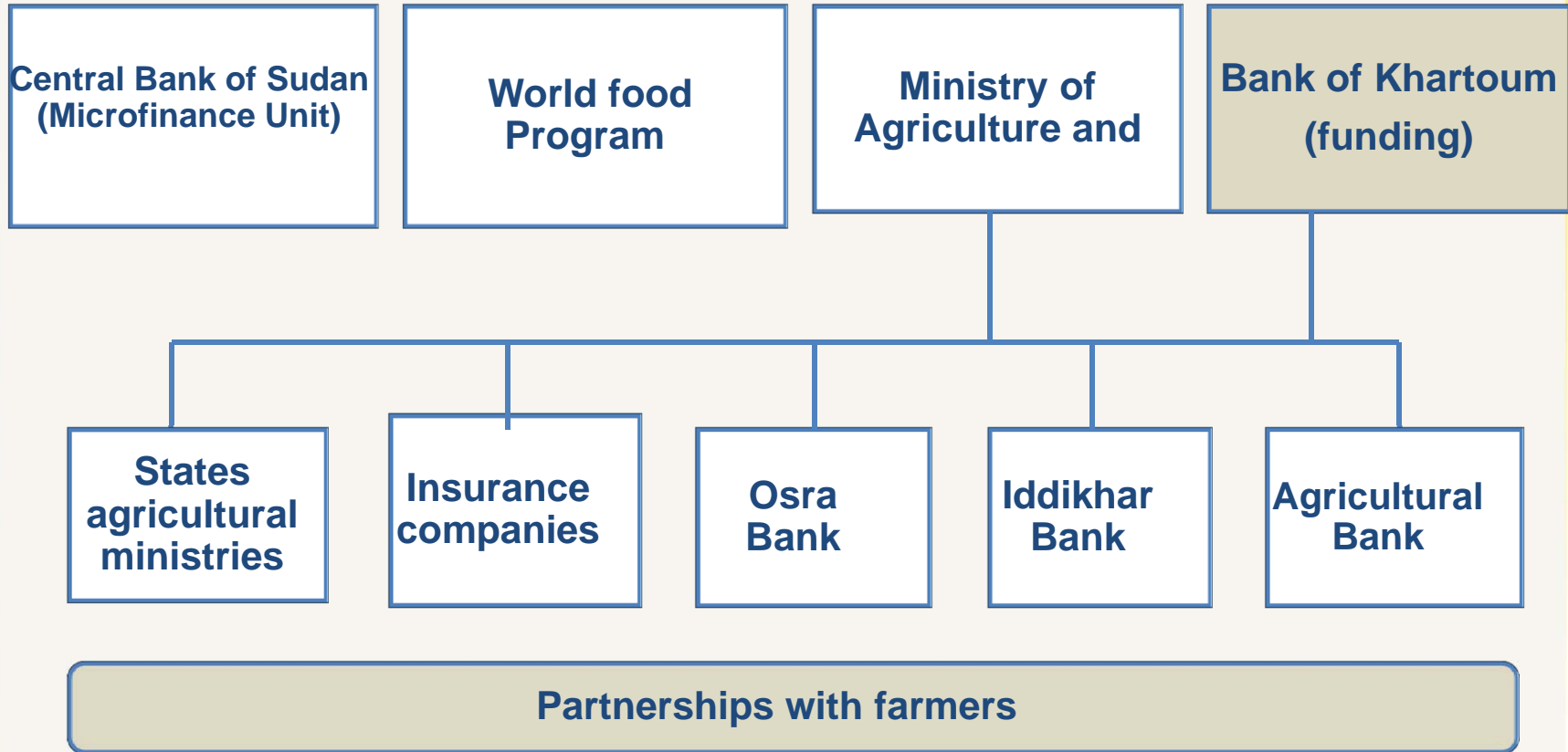
Model 1

Green Houses Project Islamic Microfinance Mudaraba Application



Model 2

Linking Farmer To Market



Model 3

Bio Moringa & Jatropha

