# Kazakhstan Ijara Company

Islamic leasing and Murabaha Installments based on Sharia principles





# MANAGEMENT OF THE COMPANY

## **GULALI ZUBANOV**

**Kic** Kazakhstan

**General Director** 



## **MARGARITA AGABEKOVA**

Deputy General Director







Our experienced team is committed to delivering high-quality projects on time and within budget.

## **COMPANY OVERVIEW** 2013 25+ Employees

Established Year





# **Company's Shareholders**

معهد البنك الإسلامي للتنمية Islamic Development Bank Institute











# aktif/bank

# Al Hilal Leasing Company

## **ProFile.** kz

### **Islamic Corporation for Development** of Private Sector (ICD) – 36%

ICD is a multilateral organization with an authorized capital of \$2.0 billion. Its shareholders include the Islamic Development Bank, 51 member countries, and five public financial institutions. ICD serves as the primary sponsor of Islamic leasing companies operating in 13 different countries.

### Aktif Yatirim Bankasi AS (Turkey) -14%

Aktif Bank is the largest investment bank in Turkey. The bank operates in retail banking, investment banking, and regional banking areas. With a very innovative approach to retail business and new-generation products, it has been awarded by many international business clubs.

## **COMPANY'S SHAREHOLDERS Eurasia Swiss Holding AG** (Switzerland) - 7% Eurasia Swiss Holding AG is the national distributor of John Deere in Kazakhstan and Kyrgyzstan. John Deere is one of the largest manufacturers of agricultural machinery in the world.

### **ProFile.kz LLP (former Zaman Leasing** LLP) - 18%

The company has been present in the Kazakhstani leasing sector since 2011. It focuses on providing leasing financing to the corporate and SME sectors. The company is a partner of ICD in many leasing companies established in post-Soviet countries.

# Al Hilal Leasing Compamy (Republic of Kazakhstan) – 14% Al Hilal Leasing is a company established by UAE investors. The company focuses on providing leasing financing to the corporate and SME sectors, based on Sharia principles.

### **Kolon World Investment Co. Limited** (Hong Kong) – 11%

Kolon is one of the largest conglomerates in South Korea, pioneering in the textile and chemical industries. Over the years, it has diversified its specialties into different areas such as chemicals, construction, and other industries. This diversification has led to rapid growth and contributed significantly to the development of the Korean economy.

# **MAIN PRODUCTS**



Financial leasing - Ijara MAWSUFAH DHIMMAH

Instalment sales - Standard Murabaha and Murabaha for purchasing of inventories



# Kazakhstan Ijara Company

## Assets subject to the Leasing

• Commercial real estate
<ul> <li>Machinery and equipment</li> </ul>
• Vehicles
• Special machinery
Agricultural machinery
• Industrial equipment
• Industrial equipment
<ul> <li>Medical equipment</li> </ul>
• Inventory



## Main Market Segmentation

**Transportation sector Manufacturing sector Medical Services Sector** Construction **Road construction** Food & Storage **Commercial Real Estate** Mining sector **Railroad sector** Agriculture • FMCG

## **KIC Leasing target clients**

06



Legal entities, individual entrepreneurs, and peasant farms

02 standing, and a good reputation

03 generation

04 at least 2 years)

05 assessed on a case-by-case basis

production or trade facility in alcohol and tobacco



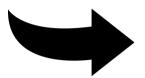
- Companies with a strong business background, market
- Companies with solid financial reports and positive cash
- Companies that are not startups (must have a track record of
- Companies with less than 2 years of track records may be
- KIC do not provide leasing services to the legal entities and individual entrepreneurs, that have activity in gambling,



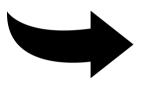
# **Conditions for Financial Leasing**



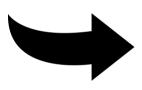
Maturity: 12+ months



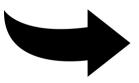
Advance payment by client: from 20% of the leasing object cost



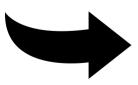
KIC profit margin: individually



Processing fee: 1% from lease amount Full coverage of insurance of the leased asset over the leasing term



Installation of GPS equipment with a vehicle monitoring and tracking system, KIC should have controlling and monitoring rights



Leasing amount from 100,000 USD to 2,000,000 USD (\*) (\*) Upper limit can be increased depending on the project and customer's financial position









## **CONDITIONS FOR MURABAHA**

- Maturity: up to 24 months
- Availability period: up to 12 months
- KIC profit margin: individually
- Processing fee: 1% from financing amount
- raw materials and supplies

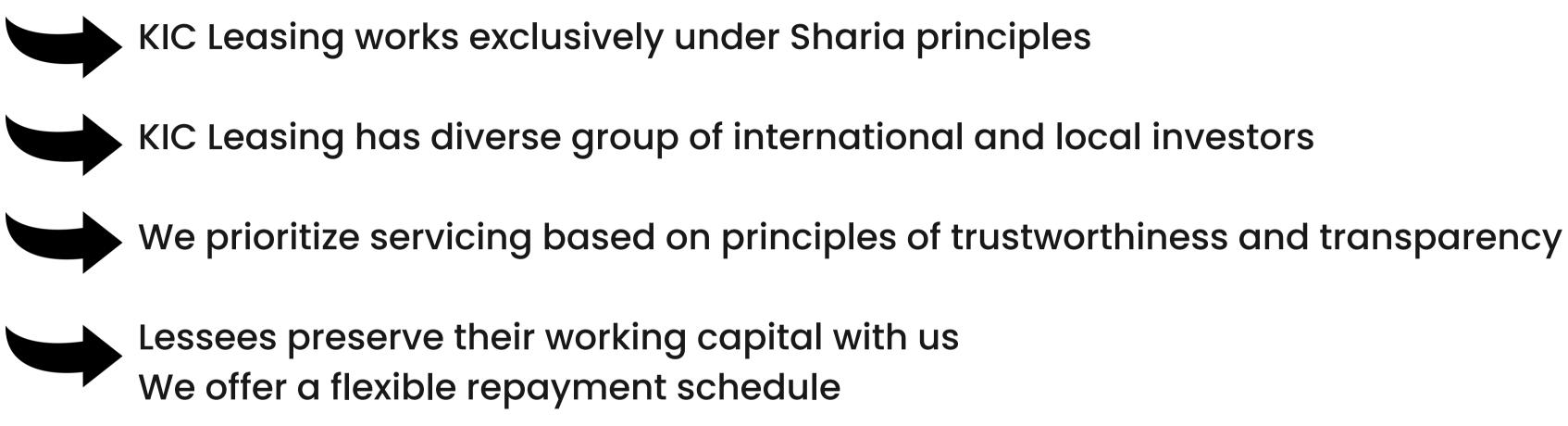
• Instalment amount from 100,000 USD to 2,000,000 USD (\*) (\*) Upper limit can be increased depending on the project and customer's financial position

• Murabaha assets: machinery, equipment, commercial real estate

• Additional collateral covering at least 120% of the amount of purchased

• Full coverage of insurance of the leased asset over the Instalment term

# **KIC Leasing Benefits**



In Ijara (leasing) transactions, no additional collateral is required



Possibility of partial subsidizing of margin through the DAMU Fund





## **Contact us**











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