ICIEC at a Glance: 25th Year Edition
Although the movement of goods, services and investment around the world is no contemporary phenomena, we are in a unique period of global interconnectedness. The world feels smaller than it did 25 years ago as technology has advanced and—as people’s imaginations are captured—so too has their appetite for new investments and trade.

At the same time, the need for more sophisticated instruments—beyond financing—to facilitate trade and investment is ever-growing. In this context, the Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC) seeks to do more than provide credit and political risk insurance; ICIEC aims to have an impact on Member Countries (MC). In particular, aligning with the IsDBG’s broader goals of Organization of Islamic Cooperation (OIC) growth and development, ICIEC’s instruments are designed to generate positive outcomes in terms of member country development, export sector growth, human development, and Islamic financial sector growth. Since inception, ICIEC has insured a volume of business of US$ 42 billion in trade transactions and US$ 10 billion in foreign direct investments.

Nevertheless, as in any journey in life, we faced many challenges and obstacles, the most daunting of which was the lack of awareness among the business communities in our Member Countries of risk mitigation tools and their critical role in oiling the machinery of international trade and investment. Yet, it is with great pride that I have witnessed ICIEC succeeded in developing a strong customer base and creating a network of reinsurance support from the private market, Export Credit Agencies and other multilateral institutions. ICIEC has also successfully put into place a strong institutional infrastructure: an innovative product suite, organizational processes, procedures and regulations, a multiskilled and diverse professional staff, and a state-of-the-art in-house built insurance management system.

Based on this strong foundation, we have achieved and maintained over the past eleven years an Aa3 rating from Moody’s (on a standalone basis). In addition, over the last 25 years we have developed extensive and mutually beneficial relations with the international credit and political risk insurance industry. ICIEC is a full member of the Berne Union, the association of the major private, public and multilateral export credit and political risk insurance companies in the world, which brings together 82 providers of political and credit insurance solutions to businesses across the globe. Additionally, ICIEC is a co-founder (along with Dhaman) of the Aman Union, which is a forum for Muslim and Arab countries’ export credit agencies.

Through our unique Shari’ah-compliant products and services, and collaboration with a vibrant and active private sector, ICIEC has successfully continued to facilitate the expansion of trade and investment flows among member countries of the OIC and the rest of the world. Along the way, we have been able to support thousands of exporters in our Member Countries to venture into new markets and have worked closely with individual and corporate investors as well as project financiers in Member Countries.

Oussama Abdul Rahman KAISSI
Chief Executive Officer
Islamic Development Bank (IsDB/the Bank) is a multilateral Islamic financial institution established to foster socio-economic development in member countries and Muslim communities in non-member countries. The Bank commenced operations in 1975 and provides development financing and other assistance in compliance with Shari’ah. The Bank has experienced significant growth and has now evolved into the IsDB Group comprising six Group Members.

IsDB Vision
By the year 1440H, the Islamic Development Bank will have become a world-class development bank, inspired by Islamic values of comprehensive human development in the Muslim world and help restore its dignity.

IsDB Mission
To promote comprehensive human development, with a focus on the priority areas of alleviating poverty, improving health, promoting education, improving governance and prospering the people.

IsDB is rated AAA by:

Islamic Research & Training Institute (IRTI)
Provides training, research, advisory and capacity building for development of the Islamic Financial Service Industry.

The Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC)
Provides political and commercial risk insurance and reinsurance solutions. ICIEC is rated Aa3 by Moody's.

Islamic Corporation for the Development of the Private Sector (ICD)
Provides project finance solutions to develop the private sector in member countries. ICD is rated AA by Fitch, Aa3 by Moody's and A+ by S&P.

International Islamic Trade Finance Corporation (ITFC)
Provides financing and capacity building to encourage intra-trade across OIC member countries. ITFC is rated A1 by Moody’s and AA- by IIRA.

Islamic Solidarity Fund for Development (ISFD)
Provides financial support to enhance the productive capacity and sustainable means of income for the poor.
ICIEC is a Unique International Financial Institution

Established in 1994 in Jeddah - Saudi Arabia as a multilateral institution and member of the Islamic Development Bank Group

Owned by AAA rated Islamic Development Bank and 45 countries which are members of the Organization of Islamic Cooperation

Authorized Capital Islamic Dinar (ID) 400 million (equivalent to USD 556 million) (1 ID=USD 1.39).

Rated Aa3 by Moody’s with a Stable Outlook.

Pioneer of Shari’ah compliant export credit and investment insurance and reinsurance solutions.

Our Vision
To be recognized as the preferred enabler of trade and investment for sustainable economic development in Member Countries.

Our Mission
To facilitate trade and investment between member countries and the world through Shari’ah-compliant risk mitigation tools.

ICIEC Strategy
• To enhance economic development in member countries and ensure financial sustainability.
• To be the preferred enabler of economic and social development in member countries, using trade credit and investment insurance solutions as a tool.
ICIEC Mandate is to Expand Commercial Transactions and Encourage Investment Flows into OIC Member Countries

**ICIEC at a glance...**

**Mandate**

ICIEC mandate is to promote cross-border trade and foreign direct investment (FDI) in its member countries.

ICIEC serves its mandate by providing risk mitigation & credit enhancement solutions to member countries’ exporters selling to buyers across the world, and to investors from across the world investing in member countries.

ICIEC also supports international exporters selling to member countries, if the transactions are for capital goods or strategic commodities.

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**Credit Insurance**

To facilitate member countries’ exports to the rest of the world.

To facilitate import of strategic and capital goods by member countries from non-member countries.

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**Investment Insurance**

To facilitate the flow of foreign direct investment into member countries.

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**Intra-OIC Cooperation**

Facilitate trade, investment and information sharing between OIC member countries.
ICIEC added value...

**BANKS & FINANCIAL INSTITUTIONS**

- **Credit Insurance solutions**
  - **Value:**
    - Protects balance sheet against losses due to commercial and non-commercial risks.
    - Reflects capital adequacy. Minimizes non-performing assets.
    - Enhances business volume.
    - Helps in structuring Shari'ah compliant financial facilities.
    - Reflects better Bank of International Settlement (BIS) insolvency ratio.

- **Investments Insurance solutions**
  - **Value:**
    - Protects balance sheet against losses due to non-commercial risks.
    - Attracts additional project capital.
    - Enables policy holders to penetrate high-risk market.

*“the Aa3 rating from Moody’s is indicative of the level of confidence placed in ICIEC risk management environment”*
**ICIEC added value...**

**CORPORATES**

**Credit Insurance solutions**

**Insurance of Supplier Credit**

**Value:**
- Protects balance sheet against non-payment of export receivables.
- Enhances the competitiveness.
- Increases international sales by offering flexible payment terms to overseas customers.
- Offers customers open account credit terms while protecting the insured against credit risk.
- Provides access to working capital facilities from banks by assigning the insurance policy to the banks as security.

**Political Risk Insurance for Equity Investments Project Finance**

**Value:**
- Protects balance sheet against losses due to non-commercial risks.
- Attracts additional project capital.
- Enables policy holders to penetrate high-risk markets.

**EXPORT CREDIT AGENCIES**

**Member country ECA’s can...**

- Receive capacity building support
- Utilize joint marketing and technical assistance
- Access to credit information services

**ICIEC additional value**

- Technical assistance for establishing an ECA in Member Countries.
- Help ECAs in non-Member Countries to cover projects in Member Countries.
ICIEC added value...

Mitigation of Political & Commercial Risks

Creating synergy with IsDB Group:
(A and B loan structures IsDB, ITFC, ICD) to mobilize resources from international lenders

Creating re-insurance capacity:
from the private market (Lloyd's market, corporate reinsurers)

Credit Enhancement:
ICIEC's Aa3 rating helps Member Countries in reaching a broader base of international finance with longer terms (up to 20 years)

Dispute resolution:
ICIEC's early involvement in a dispute between the investor and the Member Country may prevent it to escalate into a claim situation
ICIEC trade & investment insurance solutions...

ICIEC is the only multilateral export credit and investment insurance Corporation in the world that provides Shari’ah-Compliant insurance and reinsurance solutions.

TRADING & INVESTMENT INSURANCE SOLUTIONS

- **Banks & Financial Institutions**
  - Credit Insurance solutions
  - Investments Insurance solutions
- **Corporates**
  - Credit Insurance solutions
  - Investments Insurance solutions
- **Export Credit Agencies (ECAs)/Insurers**
  - Export Credit and Investment Reinsurance

TAKAFUL BUSINESS MODEL

- Managing the Shareholders Fund by Investing the capital
- Managing Insurance Operations (contributions and claims) on behalf of Policyholders
- Repayment (Surplus)
- Qard Hasana (Deficit)
- Contributions
- Surplus
- Policyholder
- Shareholder
ICIEC member countries and shareholding

ICIEC Supports Trade & Investment Flows in **45 Member Countries**

**Top 10 shareholders**

<table>
<thead>
<tr>
<th>Country</th>
<th>Percentage</th>
</tr>
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<tbody>
<tr>
<td>IsDB</td>
<td>52%</td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>20.80%</td>
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<tr>
<td>Iran</td>
<td>3.47%</td>
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<tr>
<td>Kuwait</td>
<td>2.60%</td>
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<tr>
<td>UAE</td>
<td>2.60%</td>
</tr>
<tr>
<td>Egypt</td>
<td>2.32%</td>
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<tr>
<td>Kazakhstan</td>
<td>2.25%</td>
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<tr>
<td>Morocco</td>
<td>1.73%</td>
</tr>
<tr>
<td>Qatar</td>
<td>1.73%</td>
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<tr>
<td>Turkey</td>
<td>1.73%</td>
</tr>
</tbody>
</table>

**Other shareholders**

<table>
<thead>
<tr>
<th>Country</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Iraq</td>
<td>0.17%</td>
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<tr>
<td>Jordan</td>
<td>0.17%</td>
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<tr>
<td>Lebanon</td>
<td>0.17%</td>
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<tr>
<td>Oman</td>
<td>0.17%</td>
</tr>
<tr>
<td>Albania</td>
<td>0.09%</td>
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<tr>
<td>Benin</td>
<td>0.09%</td>
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<tr>
<td>Brunei Darussalam</td>
<td>0.09%</td>
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<tr>
<td>Cameroon</td>
<td>0.09%</td>
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<tr>
<td>Chad</td>
<td>0.09%</td>
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<tr>
<td>Comoros</td>
<td>0.09%</td>
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<tr>
<td>Djibouti</td>
<td>0.09%</td>
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<tr>
<td>Gabon</td>
<td>0.09%</td>
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<tr>
<td>Guinea</td>
<td>0.09%</td>
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<tr>
<td>Mali</td>
<td>0.09%</td>
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<tr>
<td>Mauritania</td>
<td>0.09%</td>
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<td>Mozambique</td>
<td>0.09%</td>
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<tr>
<td>Niger</td>
<td>0.09%</td>
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<tr>
<td>Palestine</td>
<td>0.09%</td>
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<tr>
<td>Senegal</td>
<td>0.09%</td>
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<tr>
<td>Suriname</td>
<td>0.09%</td>
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<tr>
<td>Syria</td>
<td>0.09%</td>
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<tr>
<td>Uganda</td>
<td>0.09%</td>
</tr>
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</table>
ICIEC Performance Highlights...

Since inception, ICIEC has insured over **USD 51 billion** in trade and investment.

**Business Insured over the past 5 years**

<table>
<thead>
<tr>
<th>Year</th>
<th>FII</th>
<th>MT</th>
<th>ST</th>
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<tbody>
<tr>
<td>2014</td>
<td>430.5</td>
<td>576.8</td>
<td>2916.5</td>
</tr>
<tr>
<td>2015</td>
<td>1004.8</td>
<td>265.3</td>
<td>3861.3</td>
</tr>
<tr>
<td>2016</td>
<td>1302.4</td>
<td>353.4</td>
<td>3597.4</td>
</tr>
<tr>
<td>2017</td>
<td>903.1</td>
<td>196.7</td>
<td>431.3</td>
</tr>
<tr>
<td>2018</td>
<td>1298.2</td>
<td>44.7</td>
<td>157.8</td>
</tr>
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</table>

Over **ICIEC 25 years** it has paid upwards of **USD 82 million** in claim.
ICIEC has supported a variety of sectors in member countries over the past 25 years.

- **Agriculture**: US$ 1.3 billion
- **Energy**: US$ 15.5 billion
- **Infrastructure**: US$ 3.7 billion
- **Manufacturing**: US$ 17.1 billion
- **Health**: US$ 512.8 Million
- **Trade**: US$ 3.8 Million
- **Services**: US$ 4.5 billion
- **Others**: US$ 5.9 billion
- **Construction**: US$ 2.3 billion
The Board of Governors approves the Article of Agreement establishing the Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC) at the 6th IsDBG Annual Meeting held in Tripoli (Libya) in Sha'ban 1412H (February 1992).

On 23rd Safar 1415H (1st August 1994), ICIEC was established as a multilateral export credit and investment insurance entity, with initial membership of 18 countries and authorized capital of ID 100 million (about USD 140 million).

ICIEC officially commences business on 22nd Muharram 1416H (1 July 1995) after the appointment of its inaugural manager and senior professional officers.

Moody's Investors Service assigns ICIEC an Aa3 "Insurer Financial Strength" rating. For the first time, Business Insured surpasses the USD 1 billion mark to reach USD 1.42 billion (USD 1.33 billion in Trade & USD 0.09 billion in Investment insurance).

ICIEC introduces the Specific Transaction Policy and the Re-Insurance Facility Agreement, which proved very popular.

The Board of Governors amends the Articles of Agreement authorizing ICIEC to provide Political Risk Insurance (PRI) to cover investors from non-member countries investing into member countries.
ICIEC commences operations with three products, namely, the Comprehensive Short-term Policy (CSTP), Bank Master Policy (BMP), and Supplementary Medium-Term Policy (SMTP).

ICIEC launches its Foreign Investment Insurance (FII) Policy, a product that took several years to develop.

The Board of Governors amends the Articles of Agreement authorizing ICIEC to cover exports to any destination in the world.

ICIEC joins Coface insurance industry credit alliance.

ICIEC signs its first Reinsurance Treaty with Atradius, the Dutch state-owned ECA.

ICIEC launches the Documentary Credit Insurance Policy (DCIP).
First CEO appointed with full authority to manage the business of the Corporation.

ICIEC becomes a full member of the Berne Union, an association of ECAs primarily from the Organization of Economic Cooperation and Development (OECD).

ICIEC and Dhaman launch AMAN Union (a grouping of ECAs in Islamic and Arab Countries with similar objectives to the Berne Union).

ICIEC’s Representative Office in Dubai is registered with Dubai International Finance Centre (DIFC) and becomes operational.

ICIEC received the award for “Most Innovative Islamic Financing Transaction”.

ICIEC maintained its Aa3 rating for the tenth consecutive year.

ICIEC won the “Global Islamic Export Credit & Political Risk Insurance Award 2017”.

Dr. Bandar Hajjar was elected as the new President of IsDB Group.

ICIEC membership reaches 44 countries, comprising 19 Arab countries, 16 African countries and 9 Asian and other countries.

ICIEC won the “Global Islamic Export Credit & Political Risk Insurance Award 2016”.

ICIEC won the “Global Islamic Export Credit & Political Risk Insurance Award 2018”.

Business Insured reaches USD 52 billion (comprising USD 42 billion in Trade & USD 10 billion in Investment Insurance). ICIEC membership reaches 45 countries with the admission of Suriname.
ICIEC Insurance Management System implemented for remote access to Insurance Operations information and transaction processing.

ICIEC received the Award of «Excellence for Outstanding Contribution to the Provision of Islamic Export Credit and Investment Insurance».

ICIEC becomes a full member of the Islamic Financial Services Board (IFSB).
ICIEC launches Contract Frustration Policy.
The Board of Governors increase the authorized capital of ICIEC to ID 400 million (USD 600 million).

Subscribed Capital reaches ID 230 million (USD 345 million), of which ID 101 million (USD 152 million) is paid up.

Mr. Oussama Abdul Rahman KAISSI appointed as Chief Executive Officer.

ICIEC received the Award of “Best ECA in MENA Region for 2013”.

ICIEC Insurance Management System implemented for remote access to Insurance Operations information and transaction processing. ICIEC received the Award of «Excellence for Outstanding Contribution to the Provision of Islamic Export Credit and Investment Insurance».
<table>
<thead>
<tr>
<th>Activities</th>
<th>Outputs</th>
<th>Outcomes</th>
<th>impacts</th>
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</thead>
<tbody>
<tr>
<td>Credit Insurance Solutions</td>
<td>Infrastructure development facilitated</td>
<td>Export Sector Development</td>
<td>OIC Economic Growth</td>
</tr>
<tr>
<td>Investment insurance Solutions</td>
<td>Export transactions Supported</td>
<td>Shari'ah-compliant Financial Sector Development</td>
<td></td>
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<tr>
<td>Credit &amp; Investment Inward Re-insurance</td>
<td>FDI insured</td>
<td>Member Country Development</td>
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<td></td>
<td>Financial partnerships forged</td>
<td>Intra-OIC trade and investments promoted</td>
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<td></td>
<td>OIC Trade Finance leveraged</td>
<td>OIC Trade Finance leveraged</td>
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<td></td>
<td>Private resources mobilized through partnership</td>
<td>Private resources mobilized through partnership</td>
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<td></td>
<td></td>
<td>Human Development</td>
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<tr>
<td></td>
<td></td>
<td>• Employment created or sustained</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Enhanced infrastructure</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Access to basic social service</td>
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ICIEC Support for the Sustainable Development Goals ...

“ICIEC acts as a catalyst for private sector capital to be mobilized and directed towards achievement of the SDGs”

ICIEC’s mandate to support sustainable economic development of its Member Countries. It also contributes to Islamic Development Bank Group’s (IsDBG) -10Year Strategy (2025–2015) which is aligned to the SDGs

SDG 2: End hunger, achieve food security and improved nutrition and promote sustainable agriculture
ICIEC has supported over USD 1.3 billion in trade and investment in the agricultural sector since inception

SDG3: Ensure healthy lives and promote well-being for all at all ages
ICIEC has insured upwards of USD 512.8 million in trade and investment in the health sector since inception

SDG7: Ensure access to affordable, reliable, sustainable and modern energy for all
ICIEC has supported USD 15.5 billion in trade and investment related to energy since inception

SDG 8: Promote inclusive and sustainable economic growth, employment and decent work
ICIEC has insured over USD 6.5 billion for imports, exports outward and inward investment in LDMCs and USD 2.47 billion in labour-intensive industries among all its member countries since inception

SDG9: Build resilient infrastructure, promote sustainable industrialization and foster innovation
ICIEC has supported USD 3.7 billion in trade and investment related to infrastructure since inception

SDG 17: Revitalize the global partnership for sustainable development
ICIEC has established some 70 partnerships with, inter alia, ECAs, reinsurers, banks and other multilaterals
1. **Project**: Support for the Agricultural Sector in Sudan
2. **Risk covered**: Expropriation
3. **Insurance duration**: 2 years
4. **Percentage of cover**: 95%
5. **ICIEC covered amount**: EUR 199.5m
6. **Development impact**: Project supports the expansion of the Sudanese agricultural sector, increasing production and improving the welfare of farmers.
ICIEC Sample of Underwritten Projects

Health Sector

1. Project: Adana Hospital, Turkey
2. Risk covered: Non-honouring of Sovereign Financial Obligation Coverage
3. Insurance duration: 15 years
4. Percentage of cover: 95%
5. ICIEC covered amount: EUR 47m
6. Development impact: Improve access to higher quality medical services. Project employed 3,000 workers during construction. Hospital employs 5,000 doctors, nurses, health officers and administrative staff. Projected to serve 2.2 million patients within 1 year.
1. **Project**: Blaise Diagne International Airport, Senegal

2. **Risk covered**: Financing Facility Insurance Policy covering expropriation, war & civil disturbance and breach of contract risk

3. **Insurance duration**: 15 years

4. **Percentage of cover**: 95%

5. **ICIEC covered amount**: EUR 50m

6. **Development impact**: Supporting intra-OIC trade from Turkey to Senegal. The airport is expected to host 10 million passengers by 2035. AIBD has 50,000 tons cargo capacity, facilitating a significant increase in the export of goods from Senegal.
ICIEC Sample of Underwritten Projects

Manufacturing Sector

1. **Project:** Tosyali Iron Steel Factory Project, Algeria
2. **Risk covered:** Equity investment insurance policy cover against political risks
3. **Insurance duration:** 5 years
4. **Percentage of cover:** 90%
5. **ICIEC covered amount:** USD 450m
6. **Development impact:** Supporting Intr-OIC investment. Project supports Algeria to improve its balance of payments and to diversify its economy. Project will create thousands of direct and indirect jobs.
   Algeria will transform from a steel importing to a steel exporting country.
1. **Project**: Waste-to-Energy (WtE) Project, Sharjah, UAE
2. **Risk covered**: Non-Honoring of Sovereign Financial Obligations
3. **Insurance duration**: 17 years
4. **Percentage of cover**: 95%
5. **ICIEC covered amount**: USD 32.5m
6. **Development impact**: Member Country development through sustainable energy generation; positive environmental impact with an estimated net reduction of 460,000 CO2-e per year and reduction of waste disposed to landfill, as well as local employment.
ICIEC Sample of Underwritten Projects

Trade Sector

1. **Project**: Export of freight locomotives from Kazakhstan to Azerbaijan
2. **Risk covered**: Non-payment of Azerbaijan State Railways
3. **Reinsurance Duration**: 7 years
4. **Percentage of cover**: 90%
5. **ICIEC covered amount**: USD 21 mil.
6. **Development impact**: Cooperation with the national ECA of Kazakhstan, supporting intra-OIC trade and securing jobs both in Kazakhstan and Azerbaijan.
ICIEC awards and contribution to Islamic Finance...

“ICIEC is a pioneer in the field of Shari’ah compliant credit and political risk insurance and reinsurance.”

As a takaful credit and political risk insurer, ICIEC has over the past quarter century pioneered a new form of export credit and investment insurance based entirely on Islamic financing, investment and insurance principles. One of ICIEC’s long-standing and core instruments is its Bank Master Policy instrument. The main purpose of the Bank Master Policy is to facilitate the provision of Islamic Finance to exporters in need of working capital.
ICIEC organizational chart...

BOARD OF DIRECTORS

THE CHIEF EXECUTIVE OFFICER (CEO)

OFFICE OF THE CEO

INTERNAL AUDIT

BUSINESS DEVELOPMENT
- Middle East & North Africa (MENA) Region
- Sub-Saharan Africa & Europe (SSAE) Region
- Asia Region
- Cooperation & Partnership

UNDERWRITING
- Insurance Operations (Commercial Risk)
- Underwriting Support
- Insurance Operations (Sovereign Risk)

FINANCE & IT
- Finance
- Information Technology
- Treasury Investment

LEGAL
- Legal Services
- Claims & Recovery
- Compliance

CORPORATE SERVICES
- Risk Management
- Strategic Planning & Communications
- Reinsurance
- Human Capital & Administration
GLOBAL PRESENCE

ICIEC HEAD QUARTERS
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P.O. Box 15722, Jeddah 21454  
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“Future Offices Riyadh, Saudi Arabia & Cairo, Egypt”