

GAZPROMBANK - INVEST

Beirut

ECONOMY BANK

Baghdad

MANSOUR BANK

Baghdad

select

ICBS

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IMAD

for

SIGMA ME (Saab, Seat)

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2008: New Names accounts

7 for ICBS

1 for CIRIS

2 for IMAD



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New Contracts

Unit	Client	Product/Service	Platform
Istisharat	Gazprombank - Invest Lebanon - Beirut	ICBS	Oracle/Windows
Istisharat	Economy Bank Baghdad	ICBS	Oracle/Windows
Istisharat	Mansour Bank Baghdad	ICBS	Oracle/Windows
Istisharat	Sigma ME Beirut	IMAD	Oracle/Windows

Gazprombank is a subsidiary of Russia's giant oil and gas dominant operator Gazprom. The Lebanon subsidiary just started its operations.

Economy Bank for Investment and Finance is a privately owned Iraqi bank. This contract was obtained through our regional partner Eastnets.

Mansour Bank for Investments is also a privately owned Iraqi bank. The contract was obtained through our Distributor in Iraq Al Daleel Integrated Solutions (Ex Al Rahmania).

Economy Bank and **Mansour Bank** are respectively, the 4th and 5th Iraqi banks to adopt ICBS.

Sigma ME is the exclusive dealer of Saab and Seat cars in Lebanon. Sigma is the 4th auto dealership in Lebanon to select IMAD, now positioned as a best seller in the automotive industry. Sigma ME has acquired the full suite of IMAD – Auto: Financial, Logistics, Auto Showroom, Garage/After sales and Administrative modules.

Deployment

- **Emirates Lebanon Bank (Beirut)** went live with ICBS – Import Letters of Credits.
- **IBL Bank – Erbil** and **IBL Bank – Limassol** went live with ICBS in Iraq and Cyprus.

2008 Briefs

The new name accounts are:

1.For ICBS :

- Gazprombank Invest (Lebanon) – Beirut
- Emirates Lebanon Bank – Beirut
- Al Mawarid Financial Services – Beirut
- IBL Bank (Cyprus) – Limassol
- National Bank of Iraq – Baghdad
- Economy Bank for Investment – Baghdad
- Mansour Bank – Baghdad

2.For CIRIS :

- Al Amana Cooperative Insurance – Riyadh

3.For IMAD :

- Sigma ME – Beirut (Saab, Seat)
- Manalco – Beirut, Damascus, Dubai

Export represented:

80% for ICBS

93% for CIRIS/LIRIS

28% for IMAD

Overall, export represented 80% from the company's sales figure.

Seminars

BML Istisharat solutions were presented at the HP/Aptec conference Business Critical Solutions 2009 in Dubai on October 23rd, 2008.

This special one-day seminar, addressing different vertical markets, grouped the major HP partners in the Middle East and key independent solutions providers.

Maya Achkar, Area Manager, Toni Nasr, Assistant Product Manager - Insurance and Youssef Matta, Head of Marketing – ERP, represented BML Istisharat.

Client Training

The Manalco team has followed 10 training sessions on several IMAD modules (General Accounting, Stock Management, Invoicing and Purchase Order). Training was administered by Albert Kawkabani, Product Manager and Michel Iliovits, Assistant Product Manager.

Internal Training

MM. Jad Chalhoub, Analyst Programmer, Georges Anbar, Confirmed Programmer, and Elie Moussa, Programmer in the Insurance Unit attended a Dot.Net track training at Formatech training center: "Introduction to Programming Microsoft.Net" from October 20th till November 10th, 2008 and "Core Data Access Development with Visual Studio 2005" from December 3rd till December 15th, 2008.

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R-Style Softab	-Moscow	AI Daleel(ADIS)	-Baghdad
Adaptsys	-Kuala Lumpur	Amwal Banking &	-Damascus
GBM	-Dubai	Financial Solutions &	-Riyadh
Eastnets	-Dubai	Orion Solutions &	
		Services	

Insight

New recruits:

Walid Andary joined our company as Assistant Product Manager within the IMAD ERP team on December 15th, 2008. Walid holds a Business Computing degree from the Lebanese Technical Institute.



Walid Andary



Charbel Aoun

Charbel Aoun joined our company as Project Leader for CIRIS – Non Life Insurance team on October 1st, 2008. Charbel holds a Business Computing license from La Sagesse University.

Elie Moussa Jr. has been recruited as a Programmer for LIRIS – Life Insurance team on October 20th, 2008. Elie has a Business Computing license from Notre Dame University (NDU) and followed an 8 weeks training program with us in the summer of 2008.



Elie Moussa Jr.



Cosette Baabdaty

Cosette Baabdaty has been recruited as a Programmer for ICBS – Banking team on October 20th, 2008. Cosette holds a Masters in Computer Science from the Lebanese University.

Julien Salloum has been recruited as Programmer for ICBS - Banking team on November 24th, 2008. Julien has a Computer Science License from the Lebanese University and followed an 8 weeks training program with us in the summer of 2008.



Julien Salloum



Joey Faddoul

Joey Faddoul has been recruited as an Administrative Assistant on November 1st, 2008. Joey holds an AAS degree in Business from the Excelsior College – New York.

People

• **Born:**

Marc Elio Honein, son of Mario Honein, Assistant Operations Manager in the Insurance unit, on October 14th, 2008 (See picture).



Marc Elio Honein

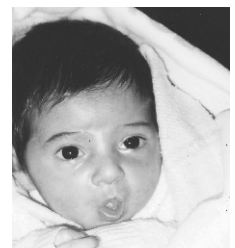
Yasmina El Hindy, daughter of Samia El Hindy, Customer Support in the Insurance unit, on December 19th, 2008 (See picture).



Mireille Hayek & Elie Abi Hanna

• **Married:**

Mireille Hayek, Chief Accountant, with Elie Abi Hanna on October 5th, 2008 (See picture).



Yasmina El Hindy