

# New Contracts

Unit	Client	Product/Service	Platform
Istisharat	Economy Bank - Baghdad	ICBS	Oracle/Windows
Istisharat	International Smart Card - Baghdad	ICBS	Oracle/Windows
Istisharat	Middle East & Africa Bank - Beirut	ICBS	Oracle/Windows

**Economy Bank – Baghdad** selected ICBS in November 2008. The actual launching of the project was delayed because of several local factors. The agreement has been signed on March 2010 and the project has now been launched with a projected going live during the 1st quarter 2011. Economy Bank has acquired ICBS Core, Central Modules, Branch modules, Inward/Outward transfers, Letters of Guarantee, Swift and ATM Interfaces and Central Bank third parties solutions interfaces as well as Administrative modules (Payroll, Fixed Assets, Purchase orders and Stock control). See picture

**International Smart Card (ISC) – Baghdad** is a credit card issuer with 1.2 million card holders to date and a projected 3 million cardholders within 18 months. Salaries of public sector employees (Civil servants and Government owned institutions) are paid through ISC credit cards. Shareholders of ISC include the two most important banks in Iraq: Al Rashid and Al Rafidain, in addition to private investors. ISC acquired ICBS Core, Loans, Utility bills payments and corporate salaries, Interface with third parties systems. In addition to ICBS licensing, ISC outsourced to us the hosting and facilities management of the IT platform.

**Middle East & Africa Bank (MEAB) – Beirut**, an ICBS user on AS 400 platform since more than 7 years, reconfirmed its ICBS selection after a competitive bid. The latest ICBS version web enabled on Oracle will replace the older version. All ICBS modules will be deployed. Going live is projected on December 2010.

# Deployment

- In Iraq:**

**Mosul Bank – Mosul** went live with the Phase 1 modules: Core, Credit Facilities, Interest Calculation, Local Authorities requirements, Dynamic Operations Engine, Checkbooks and Checks Handling, Standing Instructions, Bills Management, Loans, Foreign Exchange, Money Market, Inward/Outward Transfers and Letters of Guaranty.

- In Lebanon:**

**Ahli Investment – Beirut** went live with ICBS Core, Dynamic Operations Engine, Interest Calculation and Local Authorities Requirements.

**Middle East Capital Group (MECG) – Beirut** went live with the ICBS Core, Dynamic Operations Engine, Shares and Bonds.

**The First National Bank (FNB) – Beirut** has decided to process its Consumer Credit Portfolio by Credit Finance Corporation (CFC) – Beirut that it has lately acquired. CFC operations are handled by ICBS. ICBS is also present in MECG, another FNB subsidiary.

The Sehnaoui group of companies : **Uteco, MSF, Sehnaoui Plant, IMAR, MEA, SP Offshore and Syrum** have deployed in live mode all IMAD modules.



From left to right: Mr. Ali Abdullah (IT Manager - Economy Bank), Mr. Raji Challita (Software Manager - BML Istisharat), Mr. Samim Ubaid (Board Member - Economy Bank) and Mr. Joe Faddoul (C.E.O. - BML Istisharat)

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## International Rating

The annual rating for the banking systems published in the UK (IBS Sales League Table 01/01/2009 to 31/12/2009) confirms our position in Tier one.

ICBS is ranked 10th out of 32 Universal Banking systems and 13th out of 74 systems in all categories.

The ranking of some of our usual competitors in Universal Banking is as follows: SAB2i 10th, Equation-Mysis 12th, Delta-Banque 12th, Bankmaster 14th.

## Partnership

An ICBS Distribution Agreement has been signed in Paris on February 9<sup>th</sup> 2010 with **RS Softlab – Moscow**, the leading Russian company for banking software. RS Softlab will distribute ICBS in Russia and the CIS territories. RS Softlab is already the Distributor in Russia and the CIS territories of LIRIS, our Life Insurance system.

As part of our alliances strategy and in order to complement our ICBS offering with peripheral systems, BML Istisharat has launched a partnership with **IMTF**, a worldwide leading provider of Electronic Document Management solutions.

IMTF is based in Fribourg (Switzerland) and has been recognized in this field for more than 23 years. IMTF solutions are present in Europe, Southeast Asia and now in the Middle East.

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## Insight

### New recruits:

Jacques Alouan (B.Sc. in Computer Science, NDU - Louayzé) joined our ERP Unit as Operations Manager on January 2nd, 2010.



Jacques Alouan

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BML ISTISHARAT INFOEL INFOEL FINANCIAL SYSTEMS  
SAL - BEIRUT S.A. - PARIS INC. LOS ANGELES



Quality ISO 9001



CERT-0034008



## ICBS

for

## ECONOMY BANK

- Baghdad -

## INTERNATIONAL SMART CARD

- Baghdad -

and

## MIDDLE EAST & AFRICA BANK

- Beirut -

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