



Newsletter Q1: 2019

LIRIS Life for TALA Algeria - Via Infoelsa Paris

TALA (TAAMINE Life Algérie), a Life insurance company specialized in the insurance of individuals, is a subsidiary of:

- Compagnie Algérienne des Assurances Transport (CAAT) - also a customer of Infoelsa for CIRIS (General business Insurance),
- Fonds National d'Investissement
- Banque Extérieure d'Algérie (BEA)

TALA started its activity in 2001 and currently is operating through:

- Its own network of fourteen (14) branches in Algeria
- Its mother company network
- A large network of agents
- Partnership with "Banque Extérieure d'Algérie", "Banque de Développement Local", "CNEP Banque" for its bancassurance business.



TALA acquired LIRIS Life Insurance solution from Infoelsa – Paris to manage its various activities, streamline its operations while enhancing its customers' services; In this context, Mrs. Samar Salloum, BML Istisharat Assistant Director - Insurance, proceeded to Paris in February 2019 to assist Infoelsa Paris team delivering a comprehensive training to TALA representatives.

LIBANK acquires ICBS Mobile Banking

Levant Investment Bank SAL, ICBS customer since its foundation in 2012, has quickly established itself as a distinguished international investment bank with a strong global network of clients and services.

Since its inception, LIBANK prioritized the development of its reach and services in international markets, in the Middle East, the GCC, the UK, and Latin America. This year, LIBANK decided to extend its services by offering mobility to its customers. ICBS Mobile Banking (m-

ICBS) was selected after a thorough evaluation of several solutions. The implementation will start in May and expected to complete in July 2019.



Presence in Dubai

BML Technology LLC, parent company of BML Istisharat and the group's subsidiaries, will be soon participating in addressing the GCC market and delivering customers' support from Dubai.

In a first phase, BML Technology colleagues will be located in the Palladium Tower – JLT.

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Regulatory & Compliance

Open Banking – PSD2

BLOM Bank – France: To comply with PSD2 Open banking requirements, BML Istisharat provided BLOM Bank – France with the required ICBS and e-ICBS (BML Istisharat e-Banking solution) On line Accounts information and Payments of APIs to implement PSD2 facilities through the Bank's selected gateway supplier (Advahoo - Romania) for Authentication and Authorization APIs.



Nevertheless, to globally address its customers' requirements with a standard PSD2 solution, BML Istisharat is extending its partners network with Open Bank solutions providers. In this context BML Istisharat is in the process of finalizing a mutual distributorship agreement with **NETInfo PLC – Cyprus**. (See page 5 Partnership and networking news).

Central Bank Iraq



ACH/ RTGS: As per previous newsletters, BML Istisharat, developed and is implementing a set of APIs to integrate ICBS with **CBI on line payment system** directly or through third party gateways (Progressoft® or Smart Clear®) and this in accordance with Banks' preferences.

Risk Reporting (CBS): BML Istisharat made available an additional module allowing ICBS Iraqi Customers supplying Central Bank of Iraq (CBI) with the required data extract.

Optimum Invest SAL– Further Automation



Optimum Invest is a boutique financial company serving its clients through: Institutional Conventional and Islamic fixed income brokerage, Asset management, Corporate finance advisory and Wealth management covering local, GCC, North African, North American, Asian, and European equity markets. Optimum Invest services are targeted to local, GCC, and international financial institutions, corporations, family offices, private clients.

Optimum invest, an ICBS user since its foundation in 2004, is , continually adopting new modules and releases, as and when needed, to answer the market needs and keep up -to-date with the latest technology.

To further automate its activities and services, Optimum Invest acquired in March 2019, additional set of ICBS Money market and Capital market modules handling investments & Repo operations.

New Deployments

BLOM Development Bank - Beirut (BDB - Islamic subsidiary of BLOM Bank group) completed in February 2019 the upgrade to ICBS Oracle Islamic Edition latest version.

BLOM Bank France – Paris (BLOM Bank group) completed in March 2019 the upgrade to ICBS Oracle latest version. This step marks the first phase in upgrading all BLOM Bank France entities to this version, whereby UAE, Romania and UK will follow according to a deployment plan set by the Bank group.

APS Bank Malta – Valetta: Completed the integration of its new Omni Channels with ICBS using a set of BML Istisharat APIs. After a short period of soft launch, APS Bank will be extending these new services to all its customers.

Fransa Invest Bank - Beirut (**Fransabank Group**): Reuters Datascope price feeding integration.

El Bank – Beirut (Subsidiary of **Bank of Sharjah** in Lebanon) moved Swift Trade Finance SRG 2018 in production.

Directorate of Banking Technology (DOBT) -Erbil completed the deployment of ICBS the following banks: Zanko, Nishtiman, Sarban, Qalat, Dedawan.

Other Newly Awarded Projects

International Bank of Somalia - Mogadishu: Mobility devices and digital banking integration.

Oman Development Bank - (Muscat): Upgrade to ICBS Oracle latest version. Project launching in April and to complete in August 2019.

Caisse de Dépôts et de Gestion (CDG) - Rabat: Launched the upgrade to ICBS Oracle latest version including the new integration with the "Kingdom General Treasury" bonding / guarantees portal integration. Go Live on the new version to completed in June 2019.

Kettaneh Group - Beirut: Launched and upgrade project to IMAD (ERP) latest version.

Mosul Bank - Baghdad : Integration with CBI on line payment system through Progressoft © Gateway.

Economy Bank - Baghdad , **Erbil Bank** and **Al Qurtas Bank** - Erbil: CBS - Central Bank of Iraq (CBI) risk reporting data extract

IBL Bank, MEAB Bank and Invest Bank— Lebanese Ministry of Finance (MOF) e-Payment integration APIs.

Trainings

Algerian Gulf Life Insurance Company (AGLIC): As part of the implementation of LIRIS Life Insurance at AGLIC and know how transfer, Samar Salloum Assistant Director & Rony Awad - Operations Manager Insurance proceeded to Algeria to deliver a first phase of training covering LIRIS configuration functionality.



Finance Bank - Beirut: As part of the Bank's **Core banking replacement project**, Finance Bank team attended training sessions on ICBS banking and IMAD (ERP) modules.

Training was administrated by Youssef Abou Haidar Senior Project Leader - ERP, Dany Maroun - Product Manager and . Walid Atmeh - Assistant Director - Banking.

Bank of Syria and Overseas (BSO) IT representatives attended a training on BML Istisharat ICBS Banking solution latest version in accordance with the ICBS upgrade implementation plan.

The training was administrated by Walid Atmeh - Assistant Director Banking.

Recruitments



Mr. Fadi Abi Aad, who has a long experience with BML Istisharat (since 1987) rejoined us as a Management Consultant, and will be responsible of BML Process Improvement initiative as well as our ERP Department (IMAD). Mr. Abi-Aad was initially part of our products design and developments before heading a number of projects in Lebanon and abroad.

Fadi holds a Software Engineering degree (USJ-ESIB), a Post Graduate degree in Telecommunication Network (USJ-ESIB) and an Executive MBA (ESCP). He is also PMP and ITIL certified.

Mr. Khattar Khattar, Bachelor of Engineering in Computer & Communication from NDU, joined our R&D Java development team as a programmer.



Regulatory & Compliance

Central Bank of Lebanon



CDR - Risk Reporting

BML Istisharat upgraded its ICBS - CDR data exchange module to comply with Banque Du Liban (BDL) CDR 5.0 declaration requirements allowing ICBS Lebanese Customers (Banks and Financial institutions) complying with the latest standards.

MOF —Lebanon



E-Payment

Following Lebanese Ministry Of Finance (MOF) release of its "E-payment Gateway, BML Istisharat undertook the development of the required integration APIs allowing Banks complying with the defined security and payment processes. The processes are to be implemented in a first phase to settle income and customs taxes and which would be followed by payments to cadaster registration and ultimately utility companies' services.

Salaries Income Taxes e-Declarations

Development of a set of procedures to help IMAD (ERP) HR/ Payroll solution customers declaring employees' income tax in accordance with Ministry Of Finance (MOF) directives.

Partnerships

Smart Technologies Ltd

BML Istisharat established a partnership agreement with **Smart Technologies Ltd. based in Malta**, for the distribution of BML Istisharat Core banking (ICBS) and Insurance Solutions (CIRIS: General Business and (LIRIS Life Insurance).



Established since 2008, Smart Technologies Ltd. is one of the leading IT companies in Malta that provides IT equipment leasing and outsourcing.

Following Samir Tyan - Head of Business Development and Samar Salloum Assistant Director - Insurance visit to Malta during the first week of March, a distributorship agreement was reached with STL on March 29th 2019.

Users Group, Networking and Partnerships

APS Bank - Malta: A delegation consisting of Messrs. Anthony Buttigieg - Head of Banking and Jonathan Caruana - CTO, visited BML Istisharat new offices in Beirut during the first week of March 2019 to share the Bank's **master plan for 2019-2020** and get more details about BML Istisharat roadmap, new projects.

The visit was also an opportunity to strengthen **ICBS users group relationship**, hence sharing mutual expertise and respective innovation action plans regarding **Digital Banking and Open Banking** through individual meetings with **Bank of Beirut, IBL Bank and LGB Bank**.

Representation in West African States: Raji Challita - General Manager undertook a visit to **Dakar - Senegal** during the first week of January 2019 to **explore market opportunities, recruit possible partners** and collect recommendations from market influencers and potential prospects.

Visits to the UAE: Tony Faddoul, Walid Atmeh, Elie Bitar Assistant Directors - Banking and Raji Challita - General Manager undertook a series of visits to ICBS UAE customers and partners to exchange mutual and respective plans and roadmaps.

Visits to Baghdad Region: Samir Tyan - Business Development Manager, Samar Salloum - Assistant Director and Rony Awad - Operations Manager Insurance, Walid Atmeh and Tony Faddoul Assistant Directors - Banking undertook a series of visits to Baghdad to listen to Customers, Prospects and Partners' needs, collect their feedback, address latest market requirements and share BML Istisharat roadmap, projects and products brought enhancements.

Visits to Erbil Region: During the first 2 weeks of March 2019, Jihad Chaker - Assistant Director - Banking and Raji Challita - General manager undertook a visit to ICBS customers in Erbil and met potential partners to share the latest information about IST BML group structure, roadmap and new projects and in particular BML Technology LLC - Dubai, BML Istisharat - Beirut and BML Iraq - Erbil.



Users Group, Networking and Partnerships

Swiss Re—Nadwa Event: Samar Salloum - Assistant Director Insurance attended **Swiss Re's premier client event in the Middle East** which took place on Tuesday, February 26th, 2019 in Dubai.

It was an opportunity to participate in a range of knowledge information exchange and dialogue sessions on topics impacting business in the Middle East region and latest trends in the digital consumer landscape, the Internet of Things and new Insurtech models.



Reorganization and Internal Transformation

During January 2019, a series of management meetings, preparation and SWOT analysis sessions took place to share the company's mission, vision and objectives, review the overall strategy, refine the roadmaps and spread awareness and action plans among the various teams: Development, Operation, Support, Sales and Marketing teams. The main objectives were:

- Increase Revenues by acquiring new customers
- While raising existing ones' loyalty and satisfactions

The global action plan was presented in a plenary session, on January 25th 2019, by Raji Challita – General Manager assisted by Fadi Abi Aad – ex Lebanon PMI chapter head and Hady Haddad PMP certified. The action plan addressed various aspects:

- Products functional and technical roadmap
- Quality of services and customers support (SLA)
- Change management
- Corporate identity and image
- Marketing strategy and commercial sales



Partnerships

NETinfo PLC

NETinfo is a versatile and innovative technology company that has been enabling digital transformation strategies for banks and financial institutions since 2000. In recent years, Forrester has consistently recognized NETinfo as one of the top providers of mobile banking and digital banking solutions. For more info:

<https://netinfo.eu/>

NETinfo

In accordance with its strategy to globally address its customers' requirements including a standard Open Banking / PSD2 solution, BML Istisharat is extending its partners network with specialized partners with proven solutions and successful implementation records.

In this context BML Istisharat is in the process of finalizing a mutual distributorship agreement with **NETinfo PLC–Cyprus**.

BML Istisharat

A recognized global software vendor, providing financial solutions since 1972.

Accumulating achievements, international recognitions and success stories towards its customers' satisfactions in more than 35 countries in the North America, Europe, Africa the Middle East, Russia and South East Asia.

Main Activities

Development, marketing and support of own applications software geared towards:

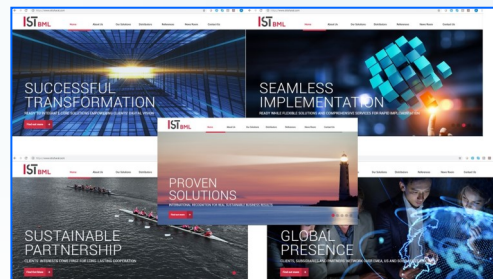
- Banks / Financial Institutions: (ICBS) and (Islamic ICBS)
- General Business Insurance companies (CIRIS), Life Insurance companies (LIRIS) and Takaful
- Industries, Manufacturing and Distribution companies (IMAD) Enterprise Resource Planning
- Oracle © products sales and support

Corporate Image and Identity News

BML Istisharat New Website

We are pleased to announce the launch of our New Website: www.istisharat.com

BML Istisharat have engaged Koein, a digital and a web design company in Lebanon with more than 13 years of experience in the market, to reengineer and modernize its website. Our new website aims to provide a clear message about who we are and our solutions, with easy navigation to access information. Furthermore, it aims to offer interactive and dynamic interactions with existing customers, partners and potential prospects worldwide.



Press & Articles Appearances

- **Fintech Futures** website "news section" mentioning **BML Istisharat** awarded contract for the implementation of its Insurance and reinsurance system (LIRIS) at **Algerian Gulf Life Insurance Company (AGLIC)**.

<https://www.bankingtech.com/2018/11/bml-istisharat-in-new-insurtech-and-banking-tech-projects/>

- **APS Bank** website article dated 26/03/2019 "**APS Bank further enhances its Core Banking System**" by adopting ICBS workflow KYC, FATCA and CRS Solution. <https://www.apsbank.com.mt/en/news-details/499>

FINTECH FUTURES



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