



Newsletter Q1-Q2: 2020

International Smart Card - Iraq adopts ICBS to extend the automation of its digital services



International Smart Card (ISC), a leading electronic payment services company in Iraq, issues and acquires payment cards (QiCard and international schemes, such as MasterCard). QiCard, ISC's flagship solution, is widely used for the distribution of pensions, social welfare aid, employee salaries with more than **7 million issued cards, 6,000 points of service, 12 partners banks** including Al Rafidain, Al Rashid and ICBS customers: Mosul Bank and Economy Bank.

ISC strategy is based on the implementation of an integrated systems for all day-to-day transactions in all sectors where it can be applied in various remote and urban areas of Iraq.

Accordingly, **ISC adopted ICBS** (BML Istisharat banking Solution) to further automate a number of its services especially in the field of lending, deposits, bills payments and corporate salaries processing.

ICBS acquired solution is meant to fully integrate with ISC merchants front end portal, other external stakeholders and other back office solutions.

Nasik Islamic Bank - Iraq: ICBS aggressive implementation process against all challenges !



Despite the unfortunate lockdown taking place in both countries, **Nasik Islamic Bank** and **BML Istisharat** project team are joining efforts to implement **ICBS Islamic** according to an aggressive implementation plan.

Phase 1 of Islamic ICBS implementation encompassing ICBS core, branch operations, payments / remittances and financing is planned to complete by end of July 2020 allowing bank to go into production in August.

For this purpose the project team has deployed configuration and training environments on Oracle Cloud and working closely in remote online team-work approach to meet the common target.

Following phases are set to implement additional financing products and ICBS modules and features including: Trade Finance modules, Administrative modules, Digital delivery channels (internet and mobile banking) as well as integration with ATM/POS switch, National Payment system (ACH/RTGS) and SWIFT.



Cloud Support as part of our Social Responsibility

While everyone across the world continues to navigate the uncertainty of COVID-19, BML is committed to supporting its customers business throughout the course of this pandemic and to provide continuity of service at all times.

We are all following daily developments closely to prioritize the health and wellbeing of our employees, colleagues and families while keeping our organization moving forward.

Our pandemic plan consists of shifting our development and support centers to the Cloud with flexible working options.

Employee travel wise, we have limited non-essential travel and we will be working virtually with our customers where physical meetings are not advisable and will continue to work around the clock so that services and products run as smoothly as possible

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Compliance Integration World-Check One Refinitiv (ex Tomson Reuters)

BML Istisharat, with the support of Refinitiv technical team, undertook the integration of its ICBS core banking with World-Check One API offering to ICBS customers the facility to online check names against sanctions lists and raise compliance cases at different levels including Customers Onboarding, KYC, Outgoing Transfers, Beneficiary, Incoming Transfers Ordering.

Partnerships

Unity Software Solutions



BML Istisharat established a partnership with **Unity Software Solutions FZ LLC**, headquartered in **Dubai**, with their research and development center in India and support center in Bahrain, for the distribution of BML solutions: **Banking, Insurance and ERP**.



Unity is a leading financial technology company with core expertise in Payment Solutions. **ICBS** is already integrated with Unity's UAE Immediate Payment Instruction (IPI) service gateway.

ICBS AML Solution Launching

Building on its integration with Refinitiv's World-Check One for compliance filtering, and with the objective to offer to its customers an **Integrated AML solution**, BML Istisharat launched the development of an AML module offering both filtering and reporting functionality.



Al Qurtas Islamic Bank was the first to adopt the filtering sub-module which is currently implemented.



While **Economy Bank** ordered the full module to comply with the Iraqi regulatory requirements (AML / CFT office).

BML will deliver and implement the solution in phases starting with the immediate delivery of the filtering part followed by the reporting part in Q4 2020.

APS Bank - Malta Direct SEPA participant

In accordance with its expansion strategy and with the support of BML Istisharat, APS Bank Malta upgraded from Indirect to become a Direct SEPA participant establishing a direct link with the central Clearing and Settlement System (CSM) hence improving its customers services.



Also APS Bank assigned to BML Istisharat the development of a dynamic configurable on boarding scoring system.

Other Newly Awarded Projects in brief

Jan 2020, MEAB Bank - Lebanon: e-payment integration, compliance with new central bank individual accounts FX rates specificity.

Jan 2020, Mosul Bank for Development and Investment - Iraq: data extract for central bank of Iraq CBS System.

Feb 2020, Union Bank of Iraq - Iraq: API's ACH/RTGS interface.

Feb 2020, National Bank of Iraq - Iraq: ICBS Payables and suppliers Management module.

Mar 2020, Libano-Suisse Insurance Lebanon and Libano-Suisse Takaful Egypt: BML Istisharat Insurance solutions Integration with BSynchro CRM and Sales Portal .

Apr 2020, Caisse de Dépôt et Gestion - Morocco: Digitalization of guarantees issued by branches and external stakeholders.

Jun 2020, Levant Investment Bank - Lebanon: Additional ICBS modules and channels:

- Checkbooks & Clearing checks handling,
- Draft checks (Banker's checks),
- ICBS e-Banking

Jun 2020, Union Bank of Iraq - Iraq: KYC / FATCA sub module.

Jun 2020, International Bank of Somalia - Somalia: e-payment integration services.



ICBS helping Bank's meeting regulators ad-hoc instructions in time of Crisis

ICBS flexibility and extended parametric features helped banks across various countries meeting promptly their respective regulators various instructions meant to grant their loan customers additional facilities postponing payments with or without accruals, with or without additional interests.



Answering a Gartner's CBS survey supplement, BML Istisharat was able to share ICBS capability in supporting Negative interest rates and payments postponements.

New Deployments



National Bank of Iraq - Baghdad, Iraq:

- KYC, FATCA & CRS regulatory compliance,
- Trade Finance: Import and Export bills for collection



Invest Bank - Beirut, Lebanon: completed the upgrade to ICBS Oracle Latest version in addition to the deployment of ICBS APIs / Web services e-payment integration deployment.



Plus International Medical Center - Abu Dhabi, UAE: went Live with the ERP Module: Inventory Management.



Al Qurtas Islamic Bank for Investment and Finance and Erbil Bank for Investment and Finance - Iraq: delivery of m-ICBS Mobile banking solution.



International Bank of Somalia - Mogadishu, Somalia launched in production its mobile banking using ICBS APIs Web services.



Algerian Gulf Life Insurance (AGLIC) - Algiers: went live with LIRIS Travel Product modules in March 2020.



Rony Awad - Product Manager- Insurance, on site supporting the Go Live of the Travel Products

Synergy / Partnerships

OMA Emirates LLC

In accordance with its continuous expansion of its market reach, BML Istisharat is constantly looking for additional collaborations and is expanding its partners' network.

BML Istisharat and OMA Emirates LLC launched a cooperation process aiming to:

- Integrate their respective products
- Mutually market each other solutions.

In this context, Mr. Tony Faddoul - Assistant Director Banking, visited OMA Emirates HQ in Sharjah during Feb 2020, to launch the integration process of ICBS Core Banking with OMA nano switch solution.



OMA Emirates LLC is a technology-centric company, committed to providing solutions in the area of Card Personalization, Payment Issuance, Acquiring and Digital Banking.

Annual IBSI Sales League Table (SLT) - June 12, 2020

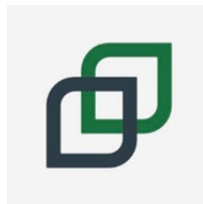


BML Istisharat was featured in the IBS SLT 2020 across two categories Universal Banking Systems and Islamic Banking Systems.

IBS Intelligence Sales League Table (SLT) is the global barometer for sales performance of Universal Banking, Wholesale Banking, Retail Banking, Private Banking, Lending, Digital Banking Channels, CRM, Payments & Cards, Compliance & Risk Management, Investment & Fund Management, Customer Loyalty Systems, digital-only banking platforms and Islamic Banking suppliers.

IBSI Sales League Table 2020 available upon Request

Customers' Training & Visits



Al Nasik Bank for Investment and Finance - Iraq: As part of the implementation of Islamic ICBS, Mr. Walid Atmeh - Assistant Director - Banking, conducted a training on the following ICBS modules: Security, Core Engines, Customer Information System, Customers and GL Accounting, Islamic Financing, Inward & Outward Transfer modules while Mr. Youssef Abou Haidar - Senior Project Leader, ERP Unit conducted the training and the fixed assets and payroll modules.



More Capital - Lebanon: As part of the implementation process More Capital project team attended a training on ICBS Nucleus, Treasury and Capital Market Module conducted by Mr. Hady Haddad - Senior project leader.



Erbil Bank - Iraq : A training was conducted by Jihad Chaker - Assistant Director - Banking, on a set of ICBS modules, including ICBS Loans, Central Bank Data Extract (CBS), ATM interface.



Levant Investment Bank (LiBank) - Lebanon: A training on ICBS checks and clearing module was conducted by Mr. Elie Bitar - Assistant Director - Banking, assisted by Ms. Carine Haddad - Customer Support, Banking Unit.



Oman Development Bank - Oman: BML Istisharat colleague Mr. Walid Atmeh - Assistant Director- Banking, visited in Jan & Feb 2020 Oman Development Bank (ODB) - Muscat to support in the upgrade to ICBS latest version.



National Bank of Iraq - Iraq: BML Istisharat colleagues (Messrs. Hady Haddad - Senior Project leader - Banking Unit & Abed Al Jamal - Analyst programmer) visited in Jan & Feb 2020 National Bank of Iraq in Amman to support in the functional upgrade project and the Omni channel web service implementation.



Commercial Bank of Kuwait - Kuwait: Our Colleague Mr. Elie Bitar - Assistant Director - Banking participated in ICBS Treasury Modules workshops meetings.

ICBS on IBM Cloud

After having completed ICBS availability process on Oracle Cloud Marketplace and successfully installed it on Amazon Web Services (AWS), BML team completed in June 2020 the installation of ICBS on IBM Cloud platform configuring IBM Power Systems virtual servers with Power VM hypervisor and running IBM AIX.

Events and Sponsorships

MEFTECH 2020 - Riyadh, KSA

BML Istisharat, represented by its CEO Mr Raji Challita and Mr Samir Tyan Business Development Manager, sponsored at the Meftech 2020, the Middle East's longest running Banking, Finance & Financial Technology event, that took place in Riyadh, KSA on the 25 - 26 Feb 2020, at the Ritz Carlton Hotel.



Recruitments

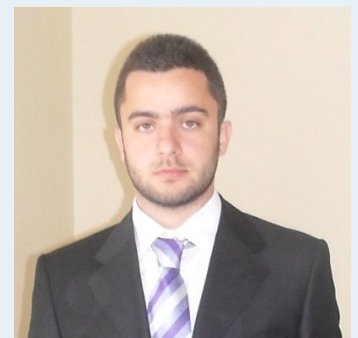
Chady Assaf, Master's degree in Mathematics & Computer Science from the Lebanese University, joined our R&D Java Development Team as Senior Supervisor Programmer.

Internal Training

In an effort to improve its client support, BML Istisharat is working on upgrading its support platform, and it will be deployed in July 2020.

As part of the preparation BML Technical Staff, have participated, in January, to internal training sessions to get familiar with the features and flow of the new version.

The sessions were presented by Mr. Fadi Abi-Aad - Management Consultant, who is managing this internal project. As feedback of those sessions, slight modifications were injected in the upcoming new version.



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

Insights:

Wedding:

Best wishes to our colleague Mr. Elie Chamy - Senior Support officer- Banking unit, on his marriage with Pascale Maasry on 24/05/2020.



Newborn:

Congratulations to our colleague Mrs. Nada Sayegh Said, Product Manager - Banking unit, on her newborn baby Mia, on 8/04/2020.

Necrology:

We are sorry to announce the loss of Mr. Joseph Faddoul, Father of our colleague Mr. Antoine Faddoul, Assistant Director - Banking, and a distance relative of Mr. Joe Faddoul founder of BML, on 24/12/2019.

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