

# Islamic Finance

Revised & Updated Edition of Meezan Bank's  
Guide to Islamic Banking

[www.hirafoundation.com](http://www.hirafoundation.com)

Dr. Muhammad Imran Ashraf Usmani



**Meezan Bank**  
The Premier Islamic Bank

Maktaba Ma'ariful Quran  
(Quranic Studies Publishers)

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Written by  
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Karachi - Pakistan

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## PREFACE

In the last few years, the world has witnessed a significant growth in Islamic Banking and Finance and has recognized the importance of Islamic Banking system as one of the most viable and sustainable banking system. Especially after the last financial crises of the world, where most of the big conventional banks failed to sustain their existence, the steady performance of Islamic Financial Institutions has shown the strength and significance of this system to the masses.

Few years back, Islamic Banks could only facilitate limited financial requirements of the customers but now solution is provided for almost all financing needs of the customers. This encouraging growth of Islamic Banking system now requires robust research in the field of Product Development and other related fields like Risk Management etc, to capitalize this rising demand and emerge as a system of first choice for the whole world.

In order to rise to the level of becoming the financial system of first choice, Islamic Bank now need to focus on developing products and services that are unique in their nature rather than matching products and services of Conventional Banking system. This will give Islamic Financial system the real strength that is inherent in the modes of Islamic Banking and Finance. All this cannot be achieved without seeking and aligning knowledge about the Islamic Finance with the rapidly changing financial requirements of the society.

A need was felt that literature about Islamic Financial concepts should be available in such a language that is easily comprehensible by the masses and that literature must not only be a theoretical literature but also takes into account the recent developments in the financial world.





In this book, which is an updated version of my previous book-Meezan Bank Guide to Islamic Banking, an effort has been made to bridge the gap between the theoretical Concepts of Islamic Banking and Finance and their practical applications which would enable a reader to grasp the concepts in a convenient manner.

Following additions have been made in this version:

- 1) The arabic text of all the Quranic Ayahs and Hadiths that were mentioned in the previous edition has been added in this book.
- 2) An effort has been made to include the sources of Hadiths or Fiqh rulings to add to the credibility of the information available in the book.
- 3) To ensure uniformity, all the translations of the Quranic verses have been replaced with the translation from "The Noble Quran" only written by my father Justice Mufti Taqi Usmani.
- 4) The text of the old chapters have been updated and revised wherever it was required.
- 5) New chapters on emerging fields in Islamic Banking and Finance such as Risk Manangement for Islamic Banks, Treasury Operations, Import-Export Financing, Tawarruq, Takaful, Guarantees have been added in the book to discuss shariah concepts applicable to all these recent developments.
- 6) A new chapter on "Shariah Audit" has been added in the book to discuss the unique nature and scope of audit in the field of Islamic Banking and Finance.
- 7) Guidelines for accounting treatment of major modes like Murabaha, Ijarah and Istisna have been added in the book.



I am grateful to all team members who helped me prepare this book and gave me some very good suggestions. I am also grateful to Mr. Ahmed Ali Siddiqui, Mr. Shayan Ahmed Baig and Mr. Fayyaz ur Rehman Khan from Product Development and Shariah Compliance Department of Meezan Bank Limited for their efforts in development of this updated version.

In the end, I pray to Allah Subhanahu Wa Ta'ala to accept all our efforts in His cause, and give us the guidance and ability for such humble efforts in future as well so as to free the world from Riba and revive Islamic values all over the world-Ameen!

Dr. Muhammad Imran Ashraf Usmani

Safar 1436 AH

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## **Specific Learning Objectives (SLOs)**

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### **Part 1: Islamic Banking-Introduction, Background & Global Scenario**

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**By the end of this part, you should be able to:**

- Explain the concept of Islamic Shariah (Covered in Chapter 1)
- Explain the importance of Shariah in Islamic banking (Covered in Chapter 1)
- List the sources of Shariah (Covered in Chapter 1)
- Describe the concept of lawful and unlawful as per Shariah (Covered in Chapter 1)
- Explain the concept of free and fair market system in Islam (Covered in Chapter 3)
- Reading Material - Discuss the global scenario of Islam banking and its impact on traditional banking practices (Covered in Chapter 20) + Reading Material
- Explain the architecture of an Islamic Financial system and discuss its effectiveness (Covered in Chapter 2)
- Differentiate between Islamic Economic and Finance System and Capitalism and Socialism (Covered in Chapter 2)
- Explain the concept of wealth in Islam (Covered in Chapter 2)
- Explain the objectives of wealth distribution in Islam (Covered in Chapter 3)
- Describe the Factors of Production in Islam and their compensations (Covered in Chapter 2)





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**Part 2: Concept of Riba, Gharar and Qimar and Other Prohibited Activities**

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**By the end of this part, you should be able to:**

- Define Riba in the light of Quran and Hadith (Covered in Chapter 4)
  - Explain the various types of Riba (Covered in Chapter 5)
  - Discuss the point of view of Islamic banking on interest (Covered in Chapter 4 and 5)
  - Differentiate between the concepts of Gharar and Qimar and explain why these are prohibited under Islamic Shariah (Covered in Chapter 30)
  - Describe the other activities that are termed as prohibited under Islamic finance (Covered in Chapter 30)
- 

**Part 3: Islamic Law of Contract**

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**By the end of this part, you should be able to:**

- Define the Islamic Law of Contract (Covered in Chapter 6)
- Explain the basic elements of an Islamic contract (Covered in Chapter 6)
- Explain the scenarios under which an Islamic contract is termed void or valid (Covered in Chapter 6)
- Analyze the scenarios under which an Islamic contract is termed void or valid (Covered in Chapter 6)
- Define Uqood Muawadha and explain its importance in Islamic Law of Contract (Covered in Chapter 6)
- Define Uqood Ghair Muawadha and explain its importance in Islamic Law of Contract (Covered in Chapter 6)



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**Part 4: Islamic Law of Sale**

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**By the end of this part, you should be able to:**

- Differentiate between the concepts of Bai Batil, Bai Fasid and Bai Makrooh (Covered in Chapter 8)
- Analyze the prohibited transactions under Islamic law of sale and purchase (Covered in Chapter 8)
- Explain the concepts of subject matter, price, delivery and possession under Islamic law of sale and purchase (Covered in Chapter 7)
- Describe the concepts of Khiyar and discuss the conditions under which Khiyar can be exercised (Covered in Chapter 9)
- Describe the concept of Iqala and discuss the conditions under which it can be exercised (Covered in Chapter 9)

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**Part 5: Comparison of Islamic and Conventional Banking**

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**By the end of this part, you should be able to:**

- Differentiate between the concept of Islamic and conventional banking (Covered in Chapter 20)
- Differentiate between the governing principles and business model frame works of Islamic and conventional banking (Covered in Chapter 20)
- Discuss the product level differentiation among the various products offered by Islamic and conventional banks (Covered in Chapter 20)
- Differentiate between the conceptual difference that exist in the



documentation requirements of Islamic and conventional banking (Covered in Chapter 20)

- Differentiate the nature of relationship between customer and bank under Islamic banking (Covered in Chapter in 20)
  - Explain the concept of risk and reward under Islamic Shariah (Covered in Chapter 20)
- 

## **Part 6: Categories of Islamic Modes**

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**By the end of this part, you should be able to:**

- Identify the categories of Islamic modes of financing (Covered in Chapter 20)
- List the characteristics of Trade based Islamic modes (Covered in Chapter 20)
- List the characteristics of Participation based Islamic modes (Covered in Chapter 20)
- List the characteristics of Rental based Islamic modes (Covered in Chapter 20)
- Analyze the factors on which Trade based, Rental based and Participation based modes differ (Covered in Chapter 20)
- Difference between a disclosed agent and a non-disclosed agent (Covered in Chapter 6)
- Explain the concept of 'Wakalatul Istismar Contract (Portfolio Management)' under Islamic Shariah (Covered in Chapter 6)
- Differentiate among Waadah (unilateral promise), Muawadah (bilateral promise) and Aqd (contract) (Covered in Chapter 6)





- Describe the handling of Trade finance under Islamic banking (Covered in Chapter 24 and 25)
- Describe Amanat under Islamic Banking – guarantee, mortgage, liquidated damages, letter of guarantee, collateral (Covered in Chapter 31)

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## Part 7: Islamic Products

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**By the end of this part, you should be able to:**

### **Murabaha**

- Explain the concept of Murabaha and describe its variants as a financing mode used in Islamic financing (Covered in Chapter 4)
- Explain the characteristics and essentials of Shariah compliant Murabaha (Covered in Chapter 13)
- Explain the practical steps for Murabaha transactions (Covered in Chapter 13)
- Discuss the scope and application of Murabaha transactions (Covered in Chapter 13)
- Discuss the common issues and mistakes that occur while dealing with Murabaha transactions (Covered in Chapter 13)
- Differentiate between Murabaha based financing and conventional bank lending (Covered in Chapter 13)
- Describe the possible risks Islamic banks may face while dealing in Murabaha transactions (Covered in Chapter 13)
- Analyze the scenarios where Islamic banks may face non compliance risk in Murabaha transactions (Covered in Chapter 13)



- Analyze the scenarios where Islamic banks may face risks while dealing in Murabaha transactions (Covered in Chapter 13)

### **Ijarah**

- Explain the concept and basic rules governing Ijarah (Covered in Chapter 17)
- Discuss the rights and obligations of lessor and lessee (Covered in Chapter 17)
- Recall the important conditions of Ijarah/lease (Covered in Chapter 17)
- Explain the concept of Ijarah Muntahia Bitamleek (Covered in Chapter 17)
- Distinguish Islamic Ijarah from conventional leasing (Covered in Chapter 17)
- Illustrate lease as a mode of Islamic financing (Covered in Chapter 17)
- Discuss the salient conditions of an Ijarah agreement (Covered in Chapter 17)

### **Musharakah**

- Explain the concept and characteristics of Musharakah (Covered in Chapter 10)
- Describe the types and basic rules of Musharakah (Covered in Chapter 10)
- List the conditions for termination of Musharakah (Covered in Chapter 10)
- State constructive liquidation of Musharakah (Covered in Chapter 10)



- Describe the types of security/collateral used under Musharakah financing (Covered in Chapter 10)
- Describe the handling of profit/loss distribution under Musharakah financing (Covered in Chapter 10)
- Discuss the problems and risks for banks while dealing with Musharakah financing (Covered in Chapter 10)
- Analyze the scenarios for possible problems and risks that may exist for banks while dealing with Musharakah financing (Covered in Chapter 10)

### **Diminishing Musharakah**

- Explain the concept of Diminishing Musharakah (Covered in Chapter 12)
- Explain the basic features of Diminishing Musharakah based on Shirkat ul Milk (Covered in Chapter 12)
- Describe all steps involved in a Diminishing Musharakah Transaction (Chapter in Chapter 12)
- Explain the concept of lease rentals in Diminishing Musharakah (Covered in Chapter 12)
- Explain Unilateral promise and transfer of ownership title under Diminishing Musharakah transactions (Covered in Chapter 12)
- Discuss the role of Diminishing Musharakah as a financing mode under Islamic banking (Covered in Chapter 12)

### **Mudarabah**

- Explain the concept and characteristics of Mudarabah (Covered in Chapter 11)





- Describe the handling of profit/loss distribution under Mudarabah (Covered in Chapter 11)
- Difference between Mudarabah and Musharakah (Covered in Chapter 11)
- Explain the conditions of Mudarabah termination (Covered in Chapter 11)
- Describe how Mudarabah for banking system (Covered in Chapter 11)
- Discuss the scope of Mudarabah for banking system (Covered in Chapter 11)
- Identify the problems and risks for Islamic banks providing Mudarabah based financing (Covered in Chapter 11)
- Analyze the scenarios for possible problems and risks that may exist for Islamic banks providing Mudarabah based financing (Covered in Chapter 11)

### **Salam**

- Explain the concept, background and purpose of Salam (Covered in Chapter 14)
- List the rules for a valid Salam contract (Covered in Chapter 14)
- Differentiate between Salam and Murabaha contract/ agreement (Covered in Chapter 14)
- Describe the underlying conditions for taking of Salam goods (Covered in Chapter 14)
- Explain the concept of Parallel Salam (Covered in Chapter 14)
- Differentiate between the application of Salam and Parallel Salam (Covered in Chapter 14)



- Describe the possible risks that can arise while dealing in Salam contracts (Covered in Chapter 14)
- Discuss the scope and potential of Salam in global Islamic banking practice (Covered in Chapter 14)

### **Istisna**

- Explain the concept and basic rules governing a valid Islamic Istisna (Covered in Chapter 15)
- Explain the concept of payment in Istisna (Covered in Chapter 15)
- Differentiate between Salam and Istisna contract (Covered in Chapter 15)
- Define Parallel Istisna (Covered in Chapter 15)
- Differentiate between the application of Istisna and Parallel Istisna (Covered in Chapter 15)
- Explain the application of Istisna in Islamic corporate finance (Covered in Chapter 15)
- Describe the possible risks that can arise while dealing in Istisna contracts (Covered in Chapter 15)
- Analyze the scenarios for possible risks that can arise while dealing in Istisna contracts (Covered in Chapter 15)

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### **Part 8: Liability products of Islamic banks**

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**By the end of this part, you should be able to:**

- Explain the concept of deposit (liability) management in Islamic Banks (Covered in Chapter 21)
- Differentiate the handling of deposits between Islamic and conventional banks (Covered in Chapter 21)



- Describe the profit calculation mechanism and weightages assignment method as used in liabilities management in Islamic banks (Covered in Chapter 21)
- 

### **Part 9: Concept of Takaful (Islamic Insurance)**

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**By the end of this part, you should be able to:**

- Recall the basic concept and characteristics of Takaful (Covered in Chapter 30)
  - Differentiate between Insurance and Takaful (Covered in Chapter 30)
  - List the popular models of Takaful being used by Islamic banks today (Covered in Chapter 30)
- 

### **Part 10: Overview of Securitization and Sukuk**

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**By the end of this part, you should be able to:**

- Define the concept of securitization (Covered in Chapter 27)
- Define securitization of Musharakah, Mudarabah & Ijarah (Covered in Chapter 27)
- Define liquidity management through securitization (Covered in Chapter 26 and 27)
- Explain the concept of Sukuk al Ijarah (Covered in Chapter 27)
- Illustrate the concept of corporate finance transactions under the Islamic banking (Covered in Chapter 22 and 23)
- Discuss the methodology of assets and fund management as per Islamic banking (Covered in Chapter 28)



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**Part 11: Introduction of AAOIFI standards**

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**By the end of this part, you should be able to:**

- Recall salient features of accounting standards of various modes
- Define AAOIFI
- Explain the adaptation of AAOIFI (Accounting and Auditing Organization for Islamic Finance Institutions) Standards by ICAP (Institute of Chartered Accountants of Pakistan)
- List the Shariah standards adopted by Pakistan
- Discuss the Islamic banking framework given by the SBP



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## CHAPTER 1

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### ISLAMIC ECONOMIC SYSTEM

#### Introduction

The Islamic Economic system is a system which is in conformity with the rules of Shariah. Shariah can be explained as a "Pathway to be followed" and can further be explained as a set of divine injunctions and laws that regulates every aspect of human beings in their individual and collective lives. All aspects of individual and collective life of a human beings can be divided into five categories. Thus, Shariah provides a pathway to be followed in all these five categories.

The five categories are:

- 1) Beliefs (Aqaid) (عقائد)
- 2) Acts of Worship (Ibadaat) (عبادات)
- 3) Dealing with others (Muamlaat) (معاملات)
- 4) Manners (Ikhlaiyat) (اخلاقيات)
- 5) Economics (Maishat) (معيشة)

**The nature of Shariah rulings are as follows**

- 1) Halaal - All those acts that are permitted and declared lawful by Shariah.
- 2) Haraam - All those actions that are prohibited and declared unlawful by Shariah and their impressibility is derived from either the Holy Quran or Hadiths Mutawatir or Ijma. Sunnah e Mutawaatirah as the strongest narrations of the Holy Prophet ﷺ in terms of their narrators, i.e. the narrators are in such a large number that it is impossible for all of them to have agreed on a false issue.
- 3) Faraiz - All those actions that are declared mandatory by either Quran or Sunnah e Mutawaatirah or Ijma.
- 4) Wajibaat - All those actions that are declared mandatory on Muslims



by the narrations which are not as strong in terms of narrators as Sunnah Mutawaatirah.

- 5) Sunnah - All those actions that are recommended to be performed by Muslims, based upon the association of those actions with Holy Prophet ﷺ.
- 6) Nawafil (All those actions that are made optional and reward able on Muslims by Shariah).

### Sources of Shariah

The rules and regulations laid down by Islamic Shariah are derived from the following sources:

- 1) Quran
- 2) Hadiths
- 3) Ijma
- 4) Qiyas
- 5) Ijtihad

### Quran

Quran is the word of Allah Ta'ala revealed over Prophet Muhammad ﷺ. The Holy Quran is the primary source of knowledge and Shariah rulings for Muslims. The injunctions mentioned in the Holy Quran are mandatory to follow and anyone who denies express injunctions of the Holy Quran is regarded as Non-Muslim. Most of the injunctions mentioned in the Holy Quran are prescriptive in nature such as Order for offering Salah but information about method and other descriptive information about offering Salah may be obtained from other sources of Shariah such as Sunnah:

وَاصِغُوا لَهُمْ سَوَاءً أَنْ تَسْمَعُوا مِنْهُمْ (سورة انفطار آية ١)

*"And obey Allah and His Messenger, if you are believers." (8:1)*

### Sunnah

Sunnah is defined as a word spoken or act done or rectified by the Holy



Prophet ﷺ. The Sunnah provides detailed information about the code of conduct for every spheres of life and is also considered as Divine Revelation. The details about Sunnah are preserved in the form of Ahadiths. On the basis of clear injunctions of Holy Quran, Sunnah can thus be regarded as the second source of Islamic Shariah after Quran e.g. Rules for Riba al Fadal has been extracted from Sunnah.

### Ijma

Ijma means consensus of scholars of Ummah on a particular issue. It is one of the most authoritative sources of Islamic Shariah since it encompasses the unanimous opinion of the scholars of a particular era over the interpretation of Quran and Hadiths on some particular issue. The status of Ijma as an authoritative source of Shariah has also been ascertained from the following saying of Holy Prophet ﷺ:

"My Ummah shall never be combined on an error."

### Qiyas

Qiyas means to apply a recognized rule of Shariah expressly mentioned in the Holy Quran and Sunnah, to a similar thing or situation by way of analogy.

### Ijtihad

Ijtihad literary means "Utmost Effort" and technically it means to exert utmost effort to discover the ruling of Shariah regarding a particular situation. The practice of Ijtihad has been duly endorsed by the Prophet Muhammad ﷺ in following narration:

"When the Holy Prophet ﷺ intended to send his companion Mu'adh رضي الله عنه, to Yemen as a ruler and as a judge, He asked him: How will you adjudicate a matter when it will come to you?"



He said, "I shall decide on the basis of Allah's Book (the Holy Quran)."

The Holy Prophet ﷺ asked, "If you do not find it in Allah's Book (what will you do)?"

He said: "then, on the basis of the Sunnah of Allah's Messenger".

"If you do not find it even in the Sunnah of Allah's Messenger (what will you do)?" The Holy Prophet ﷺ asked.

He replied: "I shall make Ijtihad on the basis of my understanding and will not spare any effort (to reach the truth)."

On this, the Holy Prophet ﷺ tapped the chest of Hazrat Mu'adh ؓ with happiness and said, "Praise be to Allah, who has let the messenger of the messenger of Allah to do what pleases Allah's messenger". (Abu Dawood, Hadith No. 3592).

It is an important and often misunderstood question whether the doors of Ijtihad are still open or not. For all those issues where there are clear injunctions of Holy Quran, Sunnah and Ijma, Ijtihad cannot be done on those issues. Ijtihad can only be done on those new issues and situations where no explicit injunctions of Shariah are available or there are some meticulous changes that require further exploration of the issue by the Scholars.

It is also important to note that Ijtihad is not merely one's own opinion based on rational judgment but it is indeed the result of



un-biased and utmost effort of Mujtahid on the basis of principles laid down by Shariah and it must not contradict with any clear defined rule of Islamic Shariah. On the basis of complex nature of Ijtihad, not every scholar can perform Ijtihad but only the most learned, senior and the pious of the scholars are eligible for the role of Mujtahid who have indepth knowledge and understanding of Quran, Tafasir, Arabic, Background of the revelation of verses of Quran, Ahadiths, Usool e Fiqh etc.

### **Introduction of Islamic Economics**

One of the forms of capitalism, that has been flourishing in non-Islamic societies of the world is the interest-based investment. There are normally two participants in such transactions. One is the Investor who provides capital as on loan against interest and the other is the Manager who runs the business. The investor has no concern whether the business runs into profit or loss, he automatically gets an interest (Riba) in both outcomes at a fixed or variable rate on his capital. Islam prohibits this kind of business and the Holy Prophet ﷺ enforced the ruling, not in the form of some moral teaching, but as the law of the land in Islam.

It is very important to know the definition and forbiddence of Riba and the injunctions relating to its unlawfulness in all respects. On one hand, there are severe warnings of the Qur'an and Sunnah against it and on the other, it has become an integral part of the world economy today. The desired liberation from Riba seems to be infested with difficulties as the problem is very complex, detail oriented and has to be taken up in all possible aspects.

First of all, we have to deliberate into the correct interpretation of the Quranic verses on Riba and what has been said in authentic ahadith and then determine what Riba is in the terminology of the Quran and Sunnah, which transactions it covers, what is the





underlying wisdom behind its prohibition and what sort of harm it brings to the society. We will start by looking at the economic philosophy of Islam vis-a-vis interest.

### **The economic philosophy of Islam vis-a-vis Interest**

The economic philosophy of Islam has no concept of Riba because according to Islam, Riba is that curse in society, which causes wealth to accumulate among handful of people and it results inevitably in creating monopolies, opening doors for selfishness, greed, injustice and oppression.

In an interest based economy, deceit and fraud prosper in the world of trade and business. Islam, on the other hand, primarily encourages highest moral ethics such as universal brotherhood, collective welfare and prosperity, social fairness and justice. Due to this reason, Islam renders Riba as absolutely haram and strictly prohibits all types of interest based transactions. The prohibition of Riba in the light of economic philosophy of Islam can be explained vis-a-vis distribution of wealth in a society.

### **Distribution of wealth**

The distribution of wealth is one of the most important and most controversial subjects concerning the economic life of man, which has given birth to global revolutions in today's world and has affected every sphere of human activity from international politics down to the private life of the individuals. For many a centuries now, this question has not only been the center of fervent debates, but also of armed conflicts. The fact, however, remains that whatever has been said on the subject without seeking guidance from Divine Revelation and relying merely on human reason has had the sole and inevitable result of making the confusion worse confounded.

## **Islamic perspective of distribution of wealth**

Here we convey the point of view of Islam regarding distribution of wealth as extracted from the Holy Qur'an, the Sunnah and the writings of the Shariah research scholars. But before explaining the point, it is imperative to clarify certain basic principles which distinguish the Islamic point of view about economics from the non-Islamic point of view.

### **1. The importance of the economic goals**

No doubt, Islam is opposed to monasticism, and views the economic activities of man quite lawful, meritorious, and some times even necessary and obligatory. It acknowledges the economic progress of man, and considers a lawful and righteous livelihood an obligation on every individual. Notwithstanding all this, it is no less a truth that it does not consider "economic activity" to be the basic purpose of man, nor does it view economic progress as the be-all and end-all of human life.

Many misunderstandings about Islamic economics arise just from the confusion between the two facts i.e. considering economics as the ultimate goal of life and further considering it as a necessity in order to have a prosperous life through lawful means. Even human logic can comprehend to show that an activity being lawful, or meritorious or necessary is different from it being the ultimate goal of human life and the center of thought and action. It is, therefore, very essential to make this distinction as clear as possible at the very outset. In fact, the profound, basic and far-reaching difference between Islamic economics and materialistic economics can be summarized as:

According to materialistic economics:

"Livelihood is the fundamental problem of man



and economic developments are the ultimate end of human life."

While according to Islamic economics:

"Livelihood is necessary and indispensable, but cannot be the true purpose of human life."

So, while we find in the Holy Quran, the disapproval of monasticism and the order to:

وَابْتَغُوا مِنْ فَضْلِ اللَّهِ (سورة الجمعة آية ١٠)

*"Seek the grace of Allah."* (62:10)

At the same time, we also find in the Quran to restrain from the temptations of worldly life. And all these worldly things in their totality have been designated as "Ad-Dunya" ("the mean") - a term which, in its literal sense, does not have a pleasant connotation.

Apparently, one might feel that the two commands are contradictory, but the fact is that according to the Quranic view, all the means of livelihood are no more than just stages of man's journey, his final destination lies beyond them. The success in this ultimate destination is achieved by good intentions and through rightful means of earning livelihood in this world.

The real problem of man and the fundamental purpose of his life is the attainment of these-two goals. But one cannot attain them without traversing the path of this world. So, all those things too which are necessary for his worldly life, become essential for man. It comes to mean that so long as the means of livelihood are being used only as a path leading towards the



final destination, they are the benevolence of Allah, but as soon as man gets lost in the mazes of this pathway and allows himself to forget his real destination, the very same means of livelihood turn into a "temptation" or into a "trial":

وَاَعْمَلُوا الْاٰمَالَ حُمُقًا ۚ اُولٰٓئِكَ هُمُ الرِّفَثَةُ (سورة الانفال آية ٢٨)

*"And be aware that your possessions and your children are but a trial."* (8:28).

The Holy Quran has enunciated this basic truth very precisely in a brief verse:

وَابْتَغِ فِىْهَا لِنَفْسِكَ اِلٰهًا ۚ اِنَّكَ اِلٰهًا ۚ اِلٰهًا ۚ (سورة القصص آية ٢٤)

*"And seek the (betterment of the) Ultimate Abode with what Allah has given to you."* (28:77)

This principle has been stated in several other verses too. This attitude of the Holy Quran towards "the economic activity" of man and its two aspects would be very helpful in solving problems of man in Islamic economics.

## 2. The real nature of wealth and property

The other fundamental principle, which can help solve the problem of the distribution of wealth, is the concept of 'wealth' in Islam. According to the illustration of the Holy Quran, 'wealth' in all its possible forms is a thing created by Allah, and is, in principle His "property". Allah delegates the right of His property over a thing, which accrues to man, to Him. The Holy Quran explicitly says:

وَالْوَهْدُ مِنْ قَبْلِ اللّٰهِ الَّذِى السَّخَّرَ (سورة النور آية ٣٣)



*"Give to them from the property of Allah which He has bestowed upon you." (24:33)*

According to the Holy Quran, the reason for this philosophy is that all a man can do is invest his labor into the process of production. But Allah alone, and no one else, can cause this endeavor to be fruitful and actually productive. Man can do no more than sow the seed in the soil, but to bring out a seedling from the seed and make the seedling grow into a tree is the work of someone other than man. The Holy Quran says:

أَفَرَأَيْتُمْ مَا تَحْنَثُونَ ﴿٦٣﴾ إِنَّا نَحْنُ الرَّازِقُونَ ﴿٦٤﴾ (سورة الواقعة آية ٦٣-٦٤)

*"Well, tell Me about that (seed) which you sow:[63] Is it you who grow it, or are We the One who grows?[64]" (56:63-64)*

And in another verse:

أَوَلَمْ يَرَوْا أَنَّا خَلَقْنَاهُمْ مِمَّا يَتْلُونَ ﴿٧١﴾ إِنَّا نَحْنُ مُخْلِصُونَ ﴿٧٢﴾ (سورة يس آية ٧١-٧٢)

*"Did they not see that We have created for them cattle, among things made (directly) by Our hands, and then they become their owners?" (36:71)*

All these verses throw ample light on the fundamental point that "wealth", no matter what its form, is in principle "the property of Allah", and it is He who has bestowed upon man the right to exploit it. So Allah has the right to demand that man should subordinate his exploitation of this wealth to the commandments of Allah.

Thus, man has the "right of property" over the things he exploits,

but this right is not absolute or arbitrary or boundless, it carries along with it certain limitations and restrictions, which have been imposed by the real Owner of the 'wealth'. We must spend it where Allah has commanded it to be spent, and refrain from spending it where Allah has forbidden. This point has been clarified more explicitly in the following verse:

وَابْتَغِ فِيمَا آتَاكَ اللَّهُ الْآخِرَةَ وَالْأُولَىٰ نَحْنُ نَقْصِفُكَ مِنَ الدُّنْيَا وَأَخْلَصْنَا خَصْلَ اللَّهِ إِلَيْكَ  
وَلَا تَبْغِ فسادًا فِي الْأَرْضِ إِنَّ اللَّهَ لَا يُحِبُّ الْمُفْسِدِينَ ﴿٢٨﴾ (سورة القصص آية ٢٨)

*"And seek the (betterment of the) Ultimate Abode with what Allah has given to you, and do not neglect your share from this world, and do good as Allah did good to you, and do not seek to make mischief in the land." (28:77)*

This verse fully explains the Islamic point of view on the question of property. It places the following guidelines before us:

- (1) Whatever wealth man possesses has been given by Allah.
- (2) Man has to use it in such a way that his ultimate purpose should be to seek the bounties and blessings of Allah in this world and hereafter.
- (3) Since wealth has been given by Allah, its use by man must necessarily be subject to the commandment of Allah.

Now, the Divine Commandment has taken two forms:-

- a) Allah may command man to convey a specified production of "Wealth" to another man. This Commandment must be obeyed, because Allah has done good to you, so He may command you to do





good to others – “do good as Allah has done good to you.”

b) He may forbid you to use this “wealth” in a specified way. He has every right to do so because He cannot allow you to use “wealth” in a way which is likely to produce collective ills or spread disorder on the earth.

This is what distinguishes the Islamic point of view on the question of property from the Capitalist and Socialist point of view. Since the mental background of Capitalism is (theoretically or practically) materialistic, it gives man the unconditional and absolute right of property over his wealth, and allows him to employ it, as he likes. But the Holy Quran has adopted an attitude of disapprobation towards this theory of property, in quoting the words of the nation of Hazrat Shu'aib عليه السلام. They used to say:

أَصُولُكُمْ تَأْمُرُكُمْ أَنْ تَذَرُوكَ صَٰغِبِينَ آبَاءَؤُنَا وَأَنْ تَفْعَلَ فِي أَمْوَالِنَا مَا نَحِبُهَا (سورة اهود: آية ٨٤)

*"Does your Salah (prayer) command you that we should forsake what our fathers used to worship or that we should not deal with our wealth as we please?" (11:87)*

These people used to consider their property as really theirs or "Our property", and hence the claim of "doing what we like" was the necessary conclusion of their position. But the Holy Quran has, in the chapter "Light" substituted the expression "Our possessions" for the term "the property of Allah", and has thus struck a blow at the very root of the Capitalistic way of thinking. And at the same time, by adding the qualification "what Allah has bestowed upon you", it has cut the roots of Socialism as well, which starts by denying man's right to private property. Similarly,





*"thus they acquired the right property over them."*

- a verse in the Chapter "Seen", explicitly affirms the right to private property as a gift from Allah.

### **Difference between Islam, Capitalism and Socialism**

Now we are in a position to draw clear boundary lines that separate Islam, Capitalism and Socialism from one another. Capitalism affirms an absolute and unconditional right to private property, whereas Socialism totally denies the right to private property.

But the truth however, lies between these two extremes - i.e. Islam admits the right to private property but does not consider it to be an absolute and unconditional right that is bound to cause "disorder on the earth".

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## CHAPTER 2

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### FACTORS OF PRODUCTION IN ISLAM

To better understand the Factors of Production in Islam, we now compare the factors of production in other economic systems including Capitalism and Socialism.

#### The Capitalist View

In order to understand the Islamic point of view fully, it would be better to have a look at the system of the distribution of wealth that is obtained under the capitalist economy. This theory can be briefly stated like this:

*"Wealth should be distributed only among those who have taken part in producing it, and who are described in the terminology of economics as the factors of production."*

According to the Capitalistic economy, these factors are four:

1. **Capital:** which has been defined as "the produced means of production" - In other words, a commodity which has already undergone one process of human production, and is again being used as a means of another process of production.
2. **Labor:** It is defined as, any exertion on the part of man.
3. **Land:** which has been defined as "natural resources" (i.e. those things which are being used as means of production without having previously undergone any process of human production).



- 4. Entrepreneur, or Organization:** The fourth factor that brings together the other three factors, exploits them and bears the risk of profit and loss in production.

Under the Capitalist economy, the wealth produced by the co-operation of these four factors is distributed over these very four factors as: one share is given to Capital in the form of interest; the second share to Labor in the shape of wages, the third share to Land in the shape of rent (or revenue), and the fourth share (or the residue) is reserved for the Entrepreneur in the form of profit.

### **The Socialist View**

On the other hand, under the Socialist economy, capital and land instead of being private property, are considered to be national or collective property. So, the question of interest or rent (or revenue) does not arise at all under the philosophy of this system. Under the Socialist system, the entrepreneur too is not an individual but the state itself. So profit as well is out of the question here - at least in theory. Now, there remains only one factor namely labor. And labor alone is considered to have a right to wealth under the Socialist system, which it gets in the shape of "Wages".

Let it be made clear that we are here concerned only with the basic philosophy or theory of socialism, and not with its present practice, for the actual practice in socialist countries is quite different from this theory.

### **The Islamic View**

The Islamic system of the distribution of wealth is different from both the Capitalist and Socialist economic system. From the Islamic point of view, there are two kinds of people who have right to wealth:



### 1) Primary Right to Wealth

The Primary right denotes the right to wealth which is directly in consequence of participation in the process of production. In other words, primary right is for those factors of production that have contributed in the process of producing some kind of wealth.

### 2) Secondary Right to Wealth

The Secondary right holders are those who have not directly contributed in the process of production, but it has been made obligation upon the producers to make them co-sharers in their wealth. e.g. Beneficiaries of Sadaqat-ul-Wajibaat.

### Islamic Theory

The primary right to wealth is enjoyed by the factors of production, but the factors of production as per Islamic theory are not specified or technically defined, nor is their share in wealth determined in exactly the same way as is done under the Capitalist system of economy. In fact, the two ways are quite distinct. From the Islamic point of view, the actual factors of production are three instead of four i.e.

1. **Capital:** It is defined as the means of production that cannot be used in the process of production until and unless during this process, it is either wholly consumed or completely altered in form and which, therefore, cannot be let or leased (for example, liquid money or food stuff etc). The share of capital is in the form of profit and not interest.
2. **Land:** That is, those means of production, that are used in the process of production in a way that their original and external form remains unaltered, and which can hence be let or leased (for example, land houses, machines etc). Its





share is in the form of rent.

3. **Labor:** That is, human exertion, whether of the bodily organs or mind or heart. This exertion thus includes organization and planning too. The share of labor comes in the form of wages. As in the case of Mudarabah (Islamic mode of partnership), the compensation of labor is in the form of profit.

Whatever "wealth" is produced by the combined action of these three factors would be primarily distributed over these three factors.

### Socialism and Islam

As we said, the Islamic system of the distribution of wealth is different from both Socialism and Capitalism both. The distinction between the Islamic economy and the Socialist economy is quite clear. Since Socialism does not admit the idea of private property, wealth under the Socialist system is distributed only in the form of wages. On the contrary, according to the Islamic principles of the distribution of wealth, which we have outlined above, all the things that exist in the universe are in principle the property of Allah Himself. Then, the larger part of these things have been given equally to all men as a common trust. It includes fire, water, earth, air, light, wild grass, hunting, fishing, mines, un-owned and un-cultivated lands etc., which are not the property of any individual, but a common trust. Every human being is the beneficiary of this trust, and is equally entitled to its use.

On the other hand, there are certain things where the right to private property must be recognized in order to establish the practicable and natural system of economy. If the Socialist system is adopted and all capital and land are totally surrendered to the state, the ultimate result would only be that, we would be

liquidating a large number of smaller Capitalists and putting the huge resources of national wealth at the disposal of a single big Capitalist - the state, which can deal with this reservoir of wealth quite arbitrarily, thus would lead to the worst form of the concentration of wealth. Moreover, it produces another great evil. Since Socialism deprives human labor of its natural right to individual choice and control, compulsion and force becomes indispensable in order to make use of this labor, which has a detrimental effect on its efficiency as well as on its mental health. All this goes to show that the Socialist system injures two out of the three objects of the Islamic theory of the distribution of wealth i.e. the establishment of a natural system of economy, and securing for everyone what rightfully belongs to him.

These being the manifold evils inherent in the unnatural system of the Socialist economy, Islam has not chosen to put an end to private property altogether, but has rather recognized the right to private property in those things of the physical universe which are not held as a common trust. Islam has, thus, given a separate status to Capital and to Land, and has at the same time made use of the natural law of "supply and demand" too in a healthy form. Hence Islam does not distribute wealth merely in the form of wages, as does Socialism, but in the form of profit and rent as well. But, along with it, Islam has also put an interdiction on the category of "Interest", and prescribed a long list of the people who have a secondary right to wealth. It has thus eradicated the great evil of the concentration of wealth, which is an essential characteristic inherent in Capitalism, an evil, which Socialism claims to remedy. This is the fundamental distinction of the Islamic view of the distribution of wealth, which sets it apart from Socialism.

### **Capitalism And Islam**

It is equally essential to understand fully the difference that exists





between the Islamic view of the distribution of wealth and the Capitalist point of view. This distinction being rather subtle and complicated, we will have to discuss it in greater detail.

By comparing and contrasting the brief outlines of the Islamic and the Capitalist systems of the distribution of wealth, we arrive at the following differences between the two systems:

1. The entrepreneur, as a regular factor, has been excluded from the list of the factors of production, and only three factors have been recognized, instead of four. But this does not imply that the very existence of the entrepreneur has been denied. What it does mean is just that the entrepreneur is not an independent factor, but is included in any one of the three factors.
2. It is not "interest" but "profit" that has been considered as the "reward" for Capital.
3. The factors of production have been defined in a different manner in Capitalism and Islam. Capitalism defines "Capital" as "the produced means of production." Hence, Capital is supposed to include machinery etc. as well, besides money and foodstuff. But the definition of "Capital" that we have presented while discussing the Islamic view of the distribution of wealth, includes only those things which cannot be utilized without being wholly consumed, or, in other words, which cannot be let or leased - for example, money. Machinery is to be excluded from "Capital", according to this definition.
4. All those things which do not have to be wholly consumed in order to be used have been brought under "Land". Hence, machinery too falls under this category.



5. The definition of "Labor" too has been generalized so as to include mental labor and planning.

Let us now go into the details of this discussion. Under the Capitalist system, the most important characteristic of the entrepreneur (which entitles him to "profit") is supposed to be that he bears the risk of profit and loss in his business. From the Capitalist point of view, "profit" is a kind of reward for his courage to enter into a commercial venture where he alone will have to bear the burden of a possible loss, while the other three factors of production will remain immune from loss, for Capital would get the stipulated interest, Land the stipulated rent and Labor the stipulated wages.

On the other hand, the Islamic point of view insists that the ability to take the risk of a loss should, in reality, be inherent within the Capital itself, and that no other factor should be made to bear the burden of this risk. Consequently, the Capitalist, in so far as he takes the risk, is an entrepreneur too, and the man who is an entrepreneur is a Capitalist as well. Now, there are three ways in which Capital (in general) can be invested in a business venture:

### Ways of Capital Investment

1. **Private business:** The man who invests Capital may himself run the business without the help of any partners or shareholders. In this case, the return which he gets may be called "profit" from the legal or popular point of view; but, in economic terms, this "reward" would be made up of (i) "profit", in as much as Capital has been invested, and (ii) "wages", as earnings of management.
2. **Partnership:** The second form of investment is that several





persons may jointly invest capital, jointly manage the business and jointly bear the risk of profit and loss. In the terminology of the Fiqh, such a venture is called "Shirkat-ul-Aqd" or Partnership in contract.

According to the terminology of Islamic economics, in this case too all the partners will be entitled to "profit" in so far as they have invested capital and also entitled to "wages" in so far as they have taken part in the management of the business. Islam has sanctioned this form of business organization too. This form was quite common before the time of the Holy Prophet ﷺ until he permitted people to retain it, and since then there has been a consensus of opinion on its permissibility.

### **3. Co-operation of Capital and Organization (Mudarabah)**

The third form of investment is that one person may invest Capital while another may manage the business, and each may have a share in the profit. In the terminology of Fiqh, it is called "Mudarabah". According to the terminology of Islamic economics, in this case, the person who invests his capital ("Rabb-ul-Mal") will get his share in the form of "profit", while the person who has actually managed the business will get it in the form of "wages". But if the person who has been managing the business ("Mudarib") eventually suffers a loss in the business, his labor will go wasted just as the capital of the investor would go wasted.

This form of business organization too is permissible in Islam. The Holy Prophet ﷺ made such an agreement with Hazrat Khadijah رضي الله عنها before their marriage. Since then, there has been a complete consensus of opinion on this among the jurists of Islam.



### Money Lending Business

The fourth form of investing Capital, which has ever since been practiced in non-Islamic societies is the money-lending business. As per this business, one person lends out capital in the form of a debt, and a second person puts in his labor; if there is a loss, it has to be borne by labor, but regardless of profit or loss, interest does accrue to Capital in any case. Islam has interdicted this form of investment.

يَا أَيُّهَا الَّذِينَ آمَنُوا اتَّقُوا اللَّهَ وَارْتَضُوا رِبَاكُمْ قَبْلَ أَنْ تُسَلِّمُوا ۚ (سورة البقرة آية ٢٧٨)

*"O you who believe, fear Allah and give up what still remains of riba, if you are believers." (2:278)*

The Holy Quran also says:

فَإِنْ لَمْ تَفْعَلُوا فَمَا تَكُونُوا جَرِيدًا ۚ وَإِنْ تَعُدُّوا نِعْمَةَ اللَّهِ وَمِنْكُمْ ۚ (سورة البقرة آية ٢٧٩)

*"But if you do not (give it up), then listen to the declaration of war from Allah and His Messenger. However, if you repent, yours is your principal. Neither wrong, nor be wronged." (2:279)*

In these two verses, the phrases "what is still due to you from the interest" and "you shall have the principal" makes it quite explicit that Allah does not condone the least quantity of interest, that "giving up the interest" implies that the creditor should get back only the principal. Thus, one can clearly see that Islam considers every rate of interest to be totally inadmissible.

In the pre-Islamic period, certain Arab tribes used to carry on their trade with the help of money borrowed on the basis of interest from other tribes. Islam puts an end to such transactions



altogether, Ibn Juraij رحمہ اللہ says:

"In the pre-Islamic period, the tribe of Banu Amr bin Auf used to take interest from the tribe of Banu-al-Mughira, and the Banu-al-Mughira used to pay this interest. When Islam came, the later owed a considerable amount of money to the former". And further on: "The Banu-al-Mughira used to pay interest to the Banu Thaqif."

Let it be understood that the position of every Arab tribe was like that of a joint company, carrying on trade with the joint Capital of its individual members. So, when a tribe would borrow collectively from another tribe, it would usually be for the purposes of trade. The Holy Quran has prohibited even this practice.

Thus, under the Islamic system of economy, if a man wants to lend his money to a businessman to invest in business, he will first have to decide clearly whether he wishes to lend this money in order to have a share in the profit, or simply to help the businessman with his money. If he means to earn the right to a share in the profit by lending his money, he will have to adopt the mode of "partnership" (Musharakah) or that of "Co-operation" (Mudarabah) then, where he too will have to bear the responsibility of profit or loss as well. If there is eventually a profit in the enterprise, he shall have a share in the profit; but if there is a loss, he shall have to share the loss too proportionate to his investment.

On the other hand, if he is lending his money to another person by way of help, then he must necessarily regard this help as no more than help, and must forgo all demand for a "profit". He will be entitled to get back only as much money as he has lent out.





Islam considers it not only unjust but also meaningless that he should fix a rate of "interest" and thus place all the burden of a possible loss on the debtor.

This discussion makes it clear that Islam places the responsibility of "taking the risk of loss" on Capital. The man who invests capital in a risk-bearing business enterprise shall have to take this risk.



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## CHAPTER 3

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### THE OBJECTIVES OF THE DISTRIBUTION OF WEALTH IN ISLAM

If we consider the injunctions of the Holy Quran, it would appear that the system for the distribution of wealth laid down by Islam envisages three objects:

#### a) The establishment of a practicable system of economy

The first object of the distribution of wealth is that it would be the means of establishing in the world a system of economy which is natural and practicable, and which, without using any compulsion or force, allows every individual to function in a normal way according to his ability, his aptitude, his own choice and liking, so that his activities may be more fruitful, healthy and useful. And this cannot be secured without a healthy relationship between the employer and the employee, and without the proper utilization of the natural force of supply and demand. That is why Islam does admit these factors. A comprehensive indication of this principle is to be found in the following verse:

لَخَلْقُكُمْ سَمَائِيَّتُهُمْ قِيَمَتُهُمْ فِي الْحَيَاةِ الدُّنْيَا وَرَفَعْنَا بَعْضَهُمْ قَوْفًا بَعْضًا  
فَازْجِرْ كِلَيْتُهُمْ بَعْضَهُمْ بِبَعْضٍ يَوْمَئِذٍ (سورة الزخرف آية ٣٢)

*"We have allocated among them their livelihood in the worldly life, and have raised some of them over others in ranks, so that some of them may put some others to work." (43:32)*

The condition of "proper utilization" has been assumed because it is possible to make an improper use of forces, and it has been the case under Capitalism. Islam has struck at the very root of such an improper use and has thus eradicated the unbridled



exploitation of private property.

### **Free and Fair Market System in Islam**

Islam gives a basic freedom to enter into any type of business or transaction provided that the business or transaction is permissible (Halal) and does not violate any of the ordain of Islam. Just as Islam does not restrict any one from entering into any Halal economic transaction, similarly Islam also does not lay any imposition on price determination in an economy and recognizes the market forces of supply and demand in determining the prices and does not restrict any particular level of profit margin to be charged but infect encourages moral ethics to be followed in determining the price.

In general, Islam does not encourage the interference of state or any of the stakeholder in determining the prices in an economy. If some of the players of the market are manipulating some of the market forces, then the state is required to interfere and regularize the market.

During the caliphate of Hazrat Umer Farooq رضي الله عنه, one trader was selling goods at a price much lower than the market. The Caliph ordered the trader either to raise the price up to the market level or leave the market. The reason for this order was to regularize the market and safeguard the interest of other traders who are following the free market prices. In the same manner, state can also interfere in cases where some of the stakeholders are involved in Hoarding and artificially manipulating the market.

### **b) Enabling every one to get what is rightfully due to them**

The second object of the Islamic system of the distribution of wealth is to enable everyone to get what is rightfully theirs. In Islam, the concept and criteria of this right is somewhat different from what it is in other systems of economy. Under materialistic



economic systems, there is only one way of acquiring the right to "wealth", and that is a direct participation in the process of production.

In other words, only those factors that have taken a direct part in producing wealth are entitled to a share in "wealth", and no one else. On the contrary, the basic principle of Islam in this respect is that "wealth" is the property of Allah Himself and He alone can lay down the rules as to how it is to be used. So according to the Islamic point of view, not only those who have directly participated in the production of wealth but those to whom Allah has made it obligatory upon others to help, are the legitimate sharers in wealth.

Hence, the poor, the helpless, the needy, the paupers and the destitute - they too have a right to wealth, for Allah has made it obligatory on all those producers of wealth among whom wealth is in the first place distributed that they should pass on to them some part of their wealth. And the Holy Quran makes it quite explicit that in doing so they would not be obliging the poor and the needy in any way, but only discharging their obligation, for the poor and the needy are entitled to a share in wealth as a matter of right. Says the Holy Quran:

وَالَّذِينَ فِي أَمْوَالِهِمْ حَقٌّ مَّعْشُورٌ ۖ لِّلسَّائِلِ وَالْمَغْرُومِ ﴿٢٤﴾ (سورة المعارج ٢٤-٢٥)

*"And those in whose riches there is a specified right[24] for the one who asks and the one who is deprived,[25]" (70:24-25)*

In certain verses, this right has been defined as the right of Allah, which has also been mentioned in the following verse:





وَأُولَئِكَ يَوْمَ تَصْرَفُ (سورة الانعام ١٤١)

*"And pay its due on the day of harvest." (6:141)*

The words "right" and "due" in these verses makes it clear that participation in the process of production is not the only source of the right to "wealth", and that the needy and the poor have as good a right to "wealth" as its primary owners. Thus Islam proposes to distribute wealth in such a manner that all those who have taken part in the production of wealth should receive the reward for their contribution and then all those too should receive their share whom Allah has given a right to "wealth".

### c) Eradicating the concentration of wealth

The third object of the distribution of wealth, which Islam considers to be very important, is that wealth, instead of becoming concentrated in a few hands, should be allowed to circulate in the society as widely as possible, so that the distinction between the rich and the poor should be narrowed down as far as is natural and practicable. The attitude of Islam in this respect is that it has not permitted any individual or group to have a monopoly over the primary sources of wealth, but has given every member of the society an equal right to derive benefit from them.

Mines, forests, un-owned barren lands, hunting and fishing, wild grass, rivers, seas, spoils of war etc., all these are primary sources of wealth. With respect to them, every individual is entitled to make use of them according to his abilities and his labor without anyone being allowed to have any kind of monopoly over them.

عَلَىٰ لَا يَكُونَ دُولَةً لِّأَنتِ لَا غِيَا وَمَشْكُورَ (سورة الحشر آية ٤)

*"So that this wealth should not become confined only to the rich amongst you." (59:7)*

Beyond this, wherever human intervention is needed for the production of wealth and a man produces some kind of wealth by deploying his resources and labor, Islam gives due consideration to the resources and labor thus deployed, and recognizes man's right of property in the wealth produced. Every one shall get his share according to the labor and resources invested by him.

لَحْنُ قَسْمَانِيَهُمْ قَعِيْسُهُمْ فِي الْحَيَاةِ الدُّنْيَا وَرَفَعْنَا بَعْضَهُمْ فَوْقَ بَعْضٍ  
دَرَجَاتٍ يَخَوِّذُ بَعْضُهُمْ بَعْضًا سَجَرًا يَا (سورة الزمر آية ٣٢)

*"We have allocated among them their livelihood in the worldly life, and have raised some of them over others in ranks, so that some of them may put some others to work." (43:32)*

But, in spite of this difference among social degrees or ranks, certain injunctions have been laid down in order to keep this distinction within such limits as are necessary for the establishment of a practicable system of economy, so that wealth should not become concentrated in a few hands.

Of these three objects of the distribution of wealth, the first distinguishes Islamic economy from Socialism, the third from Capitalism, and the second from both at the same time.

## PROHIBITION OF RIBA IN QUR'AN AND HADITH

## Riba.

Riba was not prohibited abruptly, rather its prohibition was established in a gradual manner. Four verses that were revealed in order to prohibit riba gradually are stated in the following lines as per the sequence of their revelation.

## 1. First Revelation (Surah al-Rum, verse 39)

وَمَا آتَيْتُم مِّن رِّبَا يَرْبُوا فِي أَمْوَالِ النَّاسِ فَلَا يَرْبُوا عِنْدَ اللَّهِ وَمَا آتَيْتُم مِّن زَكَاةٍ يُرِيدُونَ  
وَجْهَ اللَّهِ وَقَوْلَكُم مَّالُكُمْ الْمُنْعِقُونَ ﴿٣٩﴾ (سورة روم آیت ۳۹)

*"Whatever Riba (increased amount) you give, so that it may increase in the wealth of the people, it does not increase with Allah; and whatever zakah you give, seeking Allah's pleasure with it, (it is multiplied by Allah, and) it is such people who multiply (their wealth in real terms)." (30:39)*

- This Surah was revealed in Makkah.
- Although this verse does not prohibit riba directly, as explained by some commentators of the Holy Quran, but it simply says that riba does not increase with Allah and it does not carry any reward in the life hereafter. On the other hand, giving out charity is a greater gesture that Allah appreciates.
- In this verse, the word Riba does not mean interest or usury. But the word riba here means a gift offered by someone to a person with the intention that the latter will give a greater gift or greater benefit to the former.





- If the word *riba* is taken to mean usury than there is no specific prohibition against it in this verse. However, there is subtle indication to the fact that Allah does not favor this practice.

## 2. Second Revelation (Surah al-Nisa', verse 161)

وَأَخْبِصْهُمُ الزُّبُرَ وَقَدْ نَهَوْا عَنْهُ وَأَكْلِهِمْ أَمْوَالَ النَّاسِ بِالْبَاطِلِ ۚ وَأَعْتَدْنَا لِلْكَافِرِينَ مِنْهُمْ  
عَذَابًا أَلِيمًا (سورة النساء: ١٦١)

*"And for their charging Riba (usury or interest) while they were forbidden from it, and for their devouring of the properties of the people by false means. We have prepared, for the disbelievers among them, a painful punishment," (4:161)*

- The ayah was revealed before the 4th year of Hijra. It was revealed in answer to the argumentation of the Jews who came to the Holy Prophet ﷺ and asked him to bring down a book from heavens like the one given to them by Prophet Musa عليه السلام.
- Riba in this verse, undoubtedly, refers to usury or interest.
- It lists the evil deeds of the Jews and mentions that they used to take Riba, which was prohibited for them, however from this verse, we cannot ascertain that it was also prohibitive for Muslims.
- But we can infer though that it would be a sinful act for the Muslims as well otherwise, they had no reason to blame the Jews for this practice. So, the prohibition of *riba* for Muslims is still not explicitly mentioned in the verse.

### 3. Third Revelation (Surah Al 'Imran, verses 130-132)

يَا أَيُّهَا الَّذِينَ آمَنُوا لَا تَأْكُلُوا أَمْوَالَكُمْ بَيْنَكُمْ بِالرِّبَا مَضَاعَ وَتُضَاعَفَ ۚ وَاتَّقُوا اللَّهَ لَعَلَّكُمْ تُفْلِحُونَ ۝  
وَأَطِيعُوا أَمْرَ اللَّهِ وَأَطِيعُوا أَمْرَ الرَّسُولِ ۚ إِنَّكُمْ لَعِنْدَهُ تَرْجُونَ ۝  
(سورة آل عمران آیت ۳۰-۳۲)

*"O you believe, do not eat up the amounts acquired through Riba (interest), doubled and multiplied. Fear Allah, so that you may be successful, [130] and fear the fire that has been prepared for the disbelievers. [131] Obey Allah and the Messenger, so that you may be blessed."* [132]

- This verse was revealed sometime in the 2nd year after Hijra. As it was revealed somewhere around the time of the battle of Uhud which took place in the 2nd year after Hijra.
- This verse clearly prohibits the practice of Riba for the Muslims.
- The reason behind this verse's revelation was that the invaders of Makkah had financed their army by taking usurious loans to arrange arms against Muslims and it was feared that the Muslims might follow the same practice, so in order to prevent the Muslims from this approach, this verse was revealed.

### 4. Fourth Revelation (Surah al-Baqarah, verses 275-281)

الَّذِينَ يَكُونُونَ لَكُمْ يَتِيمًا فِي مَالِهِمْ فَلَا حَقَّ عَلَيْهِمْ أَنْ تُضَاعَفَ عَلَيْهِمْ ذُنُوبُهُمْ وَاللَّهُ مُتَجَدِّدُ ذُنُوبِهِمْ لِمَا كَانُوا يَفْعَلُونَ ۝  
يَا أَيُّهَا الَّذِينَ آمَنُوا لَا تَكُونُوا كَالَّذِينَ هُمْ يَجْعَلُونَ بَيْنَهُمْ وَمَالَهُمْ عَلَيْهِمْ حَقٌّ وَلَا يَسْعَوْنَ فِي الْمَالِ ۚ إِنَّهُمْ لَكَاذِبُونَ ۚ  
يَا أَيُّهَا الَّذِينَ آمَنُوا لَا تَكُونُوا كَالَّذِينَ هُمْ يَجْعَلُونَ بَيْنَهُمْ وَمَالَهُمْ عَلَيْهِمْ حَقٌّ وَلَا يَسْعَوْنَ فِي الْمَالِ ۚ إِنَّهُمْ لَكَاذِبُونَ ۚ  
يَا أَيُّهَا الَّذِينَ آمَنُوا لَا تَكُونُوا كَالَّذِينَ هُمْ يَجْعَلُونَ بَيْنَهُمْ وَمَالَهُمْ عَلَيْهِمْ حَقٌّ وَلَا يَسْعَوْنَ فِي الْمَالِ ۚ إِنَّهُمْ لَكَاذِبُونَ ۚ  
(سورة البقرة آیت ۲۷۵-۲۸۱)



*"Those who take riba (usury or interest) will not stand but as stands the one whom the demon has driven crazy by his touch. That is because they have said: "Sale is but like riba", while Allah has permitted sale, and prohibited riba. So, whoever receives an advice from his Lord and desists (from indulging in riba), then what has passed is allowed for him, and his matter is up to Allah. As for the ones who revert back, those are the people of Fire. There they will remain forever. [275]*

*Allah destroys riba and nourishes charities, and Allah does not like any sinful disbeliever. [276]*

*Surely those who believe and do good deeds, and establish Salah(prayer) and pay Zakah will have their reward with their Lord, and there is no fear for them, nor shall they grieve.[277]*

*O you, who believe, fear Allah and give up what still remains of riba, if you are believers. [278]*

*But if you do not (give it up), then listen to the declaration of war from Allah and His Messenger. However, if you repent, yours is your principal. Neither wrong, nor be wronged. [279]*

*If there is one in misery, then (the creditor should allow) deferment till (his) ease, and that you forgo it as alms is much better for you, if you really know. [280]*

*Be fearful of a day when you shall be returned to Allah, then every person shall be paid, in full, what he has earned, and they shall not be wronged." [281]*

Now these verses elaborate the severity of the prohibition of Riba.



- After the victory of Makkah, the Holy Prophet ﷺ declared as void all the amounts of Riba that were due at that time.
- Tribe of Thaqif who were the inhabitants of Taaif came to Holy Prophet ﷺ and embraced Islam and also entered into a treaty with him in which they signified that all the riba payable by the tribe of Thaqif will be void but the amount of Riba that is to be received by the people of Thaqif will not be void.
- The Holy Prophet ﷺ instead of signing the treaty simply wrote a sentence that Banu- Thaqif will have the same rights as the Muslims have
- Banu Ibn-al-Mughirah declined to pay interest on the ground that Riba was prohibited in Islam. The matter was placed before the Holy Prophet ﷺ on which, this holy verse was revealed and Banu-Thaqif surrendered and said we have no power to wage war against Allah.

## Prohibition of Riba in Hadith

### A. General

1. 

عن جابر رضي الله عنه قال: لعن رسول الله عليه وسلم آكل الربا وموكله وكاتبه وشاهديه وقال هم سواء  
[رواه مسلم ج ٢ ص ٢٩ باب لعن آكل الربا وموكله وكاتبه وشاهديه]

*Narrated by Jabir رضي الله عنه: "The Prophet ﷺ cursed the receiver and the payer of interest, the one who records it and the two witnesses to the transaction and said: "They are all alike [in guilt]."*

2. 

"أولها الجهالة موضع، أو ربا اضح ربا غلب بن عبد الصلح فأنه موضع كله"  
[رواه مسلم في كتاب الطهارة، باب حجة النبي صلى الله عليه وسلم، ج ٢ ص ١٠٠ حديث رقم ١٠٠]



Jabir ibn 'Abdallah" رضي الله عنه, giving a report on the Prophet's ﷺ Farewell Pilgrimage, said: The Prophet ﷺ, addressed the people and said "All of the riba of Jahiliyyah is annulled. The first riba that I annul is our riba, that accruing to 'Abbas ibn 'Abd al-Muttalib [the Prophet's ﷺ uncle]; it is being cancelled completely."

3. 'عن عبد الله بن حنظلة غسيل اللانكة قال: قال رسول الله صلى الله وسلم: درهم ربا أو أكله الرجل وهو يعلم أشد من ستة وثلاثين زنيعة. رواه أحمد بن حنبل في مسنده. وروى الشيخان في شعب الإيمان عن ابن عباس. وروى أبو داود قال: من نبت لحمه من السمك قال له لؤي بن [مشكوة مصابيح: كتاب البيوع باب الربا جلد ثامن حديث رقم 242]

Narrated by 'Abdallah ibn Hanzalah" رضي الله عنه,: The Prophet ﷺ, said: "A dirham of riba which a man receives knowingly is worse than committing adultery thirty-six times" (narrated in Musnad-e-Ahmed and Ad-Daruqutni). Bayhaqi has also reported the above hadith in Shu'ab al-iman with the addition that "Hell befits him whose flesh has been nourished by the unlawful."

4. 'عن أبي هريرة قال: قال رسول الله صلى الله عليه وسلم: أقيت ليلة أسري لي خلق يربطونهم كالببؤات فيها خبأت تری من غارت يعضونهم فقلت من هؤلاء يا محمد قال هؤلاء الكفار [أروا ابن ماجه كتاب التجارة باب القبط في الربا جلد ثامن حديث رقم 243]

Narrated by Abu Hurayrah رضي الله عنه, The Prophet ﷺ said: "On the night of Ascension, I came upon people whose stomachs were like houses with snakes visible from the outside. I asked Gabriel who they were. He replied that they were people who had received interest."

5. 'عن أبي هريرة وهو عن النبي صلى الله عليه وسلم: الربو سبعون حوبا يسرها أن يتكح الرجل أمه [أروا ابن ماجه كتاب التجارة باب القبط في الربا جلد ثامن حديث رقم 244]

Narrated by Abu Hurayrah رضي الله عنه, The Prophet ﷺ said: "Riba has seventy segments, the least serious being equivalent to a man committing adultery with his own mother."

6. عن أبي هريرة رضي الله عنه قال: قال رسول الله صلى الله عليه وسلم: لياتين على الناس زمان لا يفيي منهم أحد لا أكمل الربا قن لم يأكله أهابه بخارو. قال ابن عيسى: أهابه من غيابه.  
[أبو داود: 4600، كتاب البيوع، باب في اجتناب الشبهات، 115، 116، 117، 118، 119، 120، 121، 122، 123، 124، 125، 126، 127، 128، 129، 130، 131، 132، 133، 134، 135، 136، 137، 138، 139، 140، 141، 142، 143، 144، 145، 146، 147، 148، 149، 150، 151، 152، 153، 154، 155، 156، 157، 158، 159، 160، 161، 162، 163، 164، 165، 166، 167، 168، 169، 170، 171، 172، 173، 174، 175، 176، 177، 178، 179، 180، 181، 182، 183، 184، 185، 186، 187، 188، 189، 190، 191، 192، 193، 194، 195، 196، 197، 198، 199، 200، 201، 202، 203، 204، 205، 206، 207، 208، 209، 210، 211، 212، 213، 214، 215، 216، 217، 218، 219، 220، 221، 222، 223، 224، 225، 226، 227، 228، 229، 230، 231، 232، 233، 234، 235، 236، 237، 238، 239، 240، 241، 242، 243، 244، 245، 246، 247، 248، 249، 250، 251، 252، 253، 254، 255، 256، 257، 258، 259، 260، 261، 262، 263، 264، 265، 266، 267، 268، 269، 270، 271، 272، 273، 274، 275، 276، 277، 278، 279، 280، 281، 282، 283، 284، 285، 286، 287، 288، 289، 290، 291، 292، 293، 294، 295، 296، 297، 298، 299، 300، 301، 302، 303، 304، 305، 306، 307، 308، 309، 310، 311، 312، 313، 314، 315، 316، 317، 318، 319، 320، 321، 322، 323، 324، 325، 326، 327، 328، 329، 330، 331، 332، 333، 334، 335، 336، 337، 338، 339، 340، 341، 342، 343، 344، 345، 346، 347، 348، 349، 350، 351، 352، 353، 354، 355، 356، 357، 358، 359، 360، 361، 362، 363، 364، 365، 366، 367، 368، 369، 370، 371، 372، 373، 374، 375، 376، 377، 378، 379، 380، 381، 382، 383، 384، 385، 386، 387، 388، 389، 390، 391، 392، 393، 394، 395، 396، 397، 398، 399، 400، 401، 402، 403، 404، 405، 406، 407، 408، 409، 410، 411، 412، 413، 414، 415، 416، 417، 418، 419، 420، 421، 422، 423، 424، 425، 426، 427، 428، 429، 430، 431، 432، 433، 434، 435، 436، 437، 438، 439، 440، 441، 442، 443، 444، 445، 446، 447، 448، 449، 450، 451، 452، 453، 454، 455، 456، 457، 458، 459، 460، 461، 462، 463، 464، 465، 466، 467، 468، 469، 470، 471، 472، 473، 474، 475، 476، 477، 478، 479، 480، 481، 482، 483، 484، 485، 486، 487، 488، 489، 490، 491، 492، 493، 494، 495، 496، 497، 498، 499، 500، 501، 502، 503، 504، 505، 506، 507، 508، 509، 510، 511، 512، 513، 514، 515، 516، 517، 518، 519، 520، 521، 522، 523، 524، 525، 526، 527، 528، 529، 530، 531، 532، 533، 534، 535، 536، 537، 538، 539، 540، 541، 542، 543، 544، 545، 546، 547، 548، 549، 550، 551، 552، 553، 554، 555، 556، 557، 558، 559، 560، 561، 562، 563، 564، 565، 566، 567، 568، 569، 570، 571، 572، 573، 574، 575، 576، 577، 578، 579، 580، 581، 582، 583، 584، 585، 586، 587، 588، 589، 590، 591، 592، 593، 594، 595، 596، 597، 598، 599، 600، 601، 602، 603، 604، 605، 606، 607، 608، 609، 610، 611، 612، 613، 614، 615، 616، 617، 618، 619، 620، 621، 622، 623، 624، 625، 626، 627، 628، 629، 630، 631، 632، 633، 634، 635، 636، 637، 638، 639، 640، 641، 642، 643، 644، 645، 646، 647، 648، 649، 650، 651، 652، 653، 654، 655، 656، 657، 658، 659، 660، 661، 662، 663، 664، 665، 666، 667، 668، 669، 670، 671، 672، 673، 674، 675، 676، 677، 678، 679، 680، 681، 682، 683، 684، 685، 686، 687، 688، 689، 690، 691، 692، 693، 694، 695، 696، 697، 698، 699، 700، 701، 702، 703، 704، 705، 706، 707، 708، 709، 710، 711، 712، 713، 714، 715، 716، 717، 718، 719، 720، 721، 722، 723، 724، 725، 726، 727، 728، 729، 730، 731، 732، 733، 734، 735، 736، 737، 738، 739، 740، 741، 742، 743، 744، 745، 746، 747، 748، 749، 750، 751، 752، 753، 754، 755، 756، 757، 758، 759، 760، 761، 762، 763، 764، 765، 766، 767، 768، 769، 770، 771، 772، 773، 774، 775، 776، 777، 778، 779، 780، 781، 782، 783، 784، 785، 786، 787، 788، 789، 790، 791، 792، 793، 794، 795، 796، 797، 798، 799، 800، 801، 802، 803، 804، 805، 806، 807، 808، 809، 810، 811، 812، 813، 814، 815، 816، 817، 818، 819، 820، 821، 822، 823، 824، 825، 826، 827، 828، 829، 830، 831، 832، 833، 834، 835، 836، 837، 838، 839، 840، 841، 842، 843، 844، 845، 846، 847، 848، 849، 850، 851، 852، 853، 854، 855، 856، 857، 858، 859، 860، 861، 862، 863، 864، 865، 866، 867، 868، 869، 870، 871، 872، 873، 874، 875، 876، 877، 878، 879، 880، 881، 882، 883، 884، 885، 886، 887، 888، 889، 890، 891، 892، 893، 894، 895، 896، 897، 898، 899، 900، 901، 902، 903، 904، 905، 906، 907، 908، 909، 910، 911، 912، 913، 914، 915، 916، 917، 918، 919، 920، 921، 922، 923، 924، 925، 926، 927، 928، 929، 930، 931، 932، 933، 934، 935، 936، 937، 938، 939، 940، 941، 942، 943، 944، 945، 946، 947، 948، 949، 950، 951، 952، 953، 954، 955، 956، 957، 958، 959، 960، 961، 962، 963، 964، 965، 966، 967، 968، 969، 970، 971، 972، 973، 974، 975، 976، 977، 978، 979، 980، 981، 982، 983، 984، 985، 986، 987، 988، 989، 990، 991، 992، 993، 994، 995، 996، 997، 998، 999، 1000]

*Narrated by Abu Hurayrah رضي الله عنه. The Prophet ﷺ said: "There will certainly come a time for mankind when everyone will take riba and if he does not do so, its dust will reach him."*

7. عن أبي هريرة رضي الله عنه قال: قال رسول الله صلى الله عليه وسلم: أربعة حق على الله أن لا يدخلهم الجنة ولا يذوقهم نعيمها: من الخمر، وأكل الربى، وأكل مال اليتيم بغير حق، والعق لوالديه.  
[أرداه الحاكم في المستدرک فی کتاب البيوع ج ١ ص ١٠٠ حديث محمود ٢٢٠]

*Narrated by Abu Hurayrah رضي الله عنه. The Prophet ﷺ said: "Allah would be justified in not allowing four persons to enter paradise or to taste its blessings: he who drinks habitually, he who takes riba, he who usurps an orphan's property without right, and he who is undutiful to his parents."*

### B. Riba an Nasiyah

1. "لا ربا الا في النسيئة"  
[الجامع الصحيح للبخاري في كتاب البيوع، باب الدينار بالدينار نسيئة، جلد محمود ص ٥٤]

*Narrated by Usamah ibn Zayd رضي الله عنه. The Prophet ﷺ said: "There is no riba except in Nasiyah [Deferment]."*

In another narration:

- "لا ربا فيما كان يدا بيد"  
[اصحح لمسلم في كتاب المساقاة، باب لطاء، مثلاً، ج ٣ ص ٢٨٠ حديث محمود ١٠٠]

*"There is no riba in hand-to-hand [spot] transactions."*





2. "عن ابن مسعود رضي الله عنه قال: قال رسول الله صلى الله عليه وسلم: الربو أو ان تكثر في أن عاقبتك تصير أن قل -  
[بروَاه احمد - ج ٣ ص ٤٠٠ حديث صحيح ٢٥٢٣]"

*Narrated by Abdullah Ibn Mas'ud رضي الله عنه The Prophet ﷺ said: "Even when interest is much, it is bound to end up into paltriness."*

3. "عن انس قال: قال رسول الله صلى الله عليه وسلم: إذا أقرض أحدكم قد صافأهني إليه طبق فلا يقبله، و  
حماه على رابه فلا يركبها إلا أن يكون بينهما قبل ذلك -  
[السنن الكبرى للبيهقي كتاب الموع، باب على قرض جر منفعة فهو ربا، جلد ٥ ص ٢٢٠ حديث ١٠٩٣]"

*Narrated by Anas ibn Malik رضي الله عنه The Prophet ﷺ said: "When one of you grants a loan and the borrower offers him a dish, he should not accept it; and if the borrower offers a ride on an animal, he should not ride, unless the two of them have been previously accustomed to exchanging such favours mutually."*

4. "عن انس رضي الله عنه عن النبي صلى الله عليه وسلم إذا أقرض الرجل فلا يأخذ هدي به أو لا يتخارى في  
لأبيه هكذا في المتن -  
[مشكاة المصابيح، باب الموع، ج ٥ ص ٢٢٠ حديث صحيح ١٠٩٣]"

*Narrated by Anas ibn Malik رضي الله عنه The Prophet ﷺ said: "If a man extends a loan to someone he should not accept a gift."*

5. "عن أبي بردة بن أبي موسى قال: أئوت المدينة فلقيت عبد الله بن سلام فقال: أنتك بارض الربا في ذلك إذا  
كان لك على رجل حق فأهني إليك حمل ثوب أو حمل شعير أو حمل قبت فلا تأخذها منها -  
[بروَاه البخاري باب عتاق عبد الله بن سلام، ج ٥ ص ٣٩٠ حديث صحيح ٢٠٩٣]"

*From Abu Burdah ibn Abi Musa رضي الله عنه came to Madinah and met 'Abdallah ibn Salam who said, "You live in a country where riba is rampant; hence if anyone owes you something and presents you with a load of hay, or a load of barley, or a rope of straw, do not accept it for it is riba."*

6. "عن فضال بن عبيد بن قرض جر منفعة فهو وجه من وجوه الربا - [بروَاه البيهقي في السنن الكبرى، ج ٥ ص ٢٢٠ حديث صحيح ١١٠١]"

*Fadalah ibn 'Ubayd said that "The benefit derived from any loan is one of the different aspects of riba."*







4. "عن أبي سعيد بن خزيمة رضي الله عنه أن رسول الله صلى الله عليه وسلم جعل رجلًا من خيبر يبيع جنينًا بقليل من ثمن الجنين الذي كان يبيع رسول الله صلى الله عليه وسلم. قال: «من يبيع جنينًا بقليل من ثمن الجنين الذي كان يبيع رسول الله صلى الله عليه وسلم؟» قال: «لا والله يا رسول الله! إنما يبيع الصاع من ثمن الجنين. وأما غيره فلا يبيع. قال رسول الله صلى الله عليه وسلم: لا تأكلوا من ثمن الجنين. ما داموا قد يبيعوا له جنينًا بقليل من ثمن الجنين الذي كان يبيع رسول الله صلى الله عليه وسلم؟»
- [رواه الشيخان صحيح البخاري في باب: ما كان في الصدقات والمواهب، ج ٢ ص ٢٠٠، حديث رقم ١٢٠٠، وصحيح مسلم في باب: بيع الجنين، ج ٢ ص ١٢٠، حديث رقم ١٢٠٠]

*Narrated by Abu Sa'id رضي الله عنه and Abu Hurayrah رضي الله عنه. A man employed by the Prophet ﷺ in Khayber brought for him "Janeeb" [dates of very fine quality]. The Prophet ﷺ asked him, "Are all the dates of Khayber like that?" The man replied, "No, I swear Allah, O Prophet of Allah, We exchange one sa' [a unit of measurement] of this kind of dates for two or three [of the other kind of dates]". The Prophet ﷺ replied, "Do not do so. Sell all the dates (no matter they are of fine quality or not) for darahim and then use the darahim to buy janeeb." The Prophet ﷺ then said that "the ruling of the things that are exchanged by weight is same as that."*

5. "عن أبي سعيد رضي الله عنه قال: قال جابر بن عبد الله رضي الله عنه: قال رسول الله صلى الله عليه وسلم: «من يبيع هذا؟» قال: «كان يبيعنا عمر بن عبد الله رضي الله عنه صاعين بصاع فقال: «أؤدع عين الربا: عين الربا لا تفعل ولكن إذا أردت أن تشترى فبيع الصاع ببيع آخر ثم اشتره»
- [متفق عليه في مشكاة المصابيح، باب الربا، الفصل الأول، ج ٢ ص ١٢٠، حديث رقم ١٢٠٠]

*Narrated by Abu Sa'id رضي الله عنه: Bilal رضي الله عنه brought to the Prophet ﷺ some "Barni" [good quality] dates whereupon the Prophet ﷺ asked him where these were from. Bilal رضي الله عنه replied, "I had some inferior dates which I exchanged for these - two sa's for a sa'." The Prophet ﷺ said, "Oh no, this is exactly riba. Do not do so, but when you wish to buy, sell the inferior dates against something [cash] and then buy the better dates with the price you receive."*

6. "عن فضالة بن عبيد قال: اشترت يوم عيد ثلاثة بائني عشر دينارًا فيها ذهب وخرز ففصلتها فوجدت فيها أكثر من ثلثي عشر دينارًا. فذكرت ذلك للنبي صلى الله عليه وسلم فقال: «لا تأكل حتى تقض»
- [رواه مسلم في باب: بيع القلادة فيها خرز وذهب، ج ٢ ص ٢٠٠، حديث رقم ١٢٠٠، وأبو داود في باب: حبة السيف تأكل بالذهب، ج ٢ ص ١٢٠، حديث رقم ١٢٠٠، وابن ماجه في باب: ما جاء في شراء القلادة فيها ذهب وخرز، ج ٢ ص ١٢٠، حديث رقم ١٢٠٠]
- والذي سألني في باب بيع القلادة فيها خرز وذهب، ج ٢ ص ٢٠٠، حديث رقم ١٢٠٠



Narrated by Fadalah ibn 'Ubayd al-Ansari رضي الله عنه: On the day of Khayber I bought a necklace of gold and pearls for twelve dinars. On separating the two, I found that the gold itself was equal to more than twelve dinars. So I mentioned this to the Prophet ﷺ who replied, "It [jewellery] must not be sold until the contents have been valued separately."

7. "عن أبي أمامة رضي الله تعالى عنه عن النبي صلى الله عليه وسلم قال: من شفع لأخيه شفعة فأهدى به هدية عليها فقبلها، فقد آتى باباً عظيماً من أبواب الربا."  
[رواه أبو داود في باب في الهدية تفضاء الحاجة، ج ٢ ص ٢٥٥، حديث صحيح ٢٢٤٢]

Narrated by Abu Umamah رضي الله عنه: The Prophet ﷺ said: "Whoever makes a recommendation for his brother and accepts a gift offered by him has entered in one of the largest gates of riba."

8. "عن أنس بن مالك عن النبي صلى الله عليه وسلم قال: من شفع لأخيه شفعة فأهدى به هدية عليها فقبلها، فقد آتى باباً عظيماً من أبواب الربا."  
[الجامع الصغير للسيوطي تحت لقطة المن، ج ١ ص ١٠٠، حديث صحيح ٢٢٤٢، حديث صحيح ٢٢٤٢، حديث صحيح ٢٢٤٢، حديث صحيح ٢٢٤٢]

Narrated by Anas ibn Malik رضي الله عنه: The Prophet ﷺ said: "Deceiving a mustarsal [an unknowing entrant into the market] is riba."

9. عن عبد الله بن أبي أوفى: قال رسول الله صلى الله عليه وسلم: الناجش أكل بها غنائم.  
[أبو داود البخاري في كتاب الشهادات، باب قول الله تعالى: إن الذين يشترون بيعهم الله خسراناً، ج ١ ص ١٠٠]

Narrated by 'Abdallah ibn Abi Awfa رضي الله عنه: The Prophet ﷺ said: "A najish [one who serves as an agent to bid up the price in an auction] is a taker of riba, a treacherous."

**RIBA AND ITS TYPES****Definition of Riba (Interest)**

The word "Riba" means excess, increase or addition. According to Shariah terminology, it implies any excess compensation without due consideration (consideration does not include time value of money).

This definition of Riba is derived from the Quran and is unanimously accepted by all Islamic scholars.

**Classification of Riba**

There are two types of Riba, identified to date by the scholars namely 'Riba An Nasiyah' and 'Riba Al Fadl'.

**Riba An Nasiyah**

'Riba An Nasiyah' is defined as excess, which results from predetermined interest (sood) which a lender receives over and above the principal (Ras ul Maal) in any loan transaction. This is the real and primary form of Riba. Since the verses of the Holy Quran has directly rendered this type of Riba as haram, it is also called "Riba Al Quran." Similarly, since only this type was considered as Riba in the dark ages, so it has earned the name of "Riba Al Jahiliyyah" as well.

The meaning of Riba has been clarified in the following verses of Quran:

يَا أَيُّهَا الَّذِينَ آمَنُوا اتَّقُوا اللَّهَ بَرُّوا صِبْغِي مَنْ تَرَبَّوْا إِن كُنْتُمْ مُؤْمِنِينَ ﴿٢٤٨﴾ فَإِن لَّمْ تَفْعَلُوا فَأْزَنُوا بِعَرْبِ مِنَ اللَّهِ وَرَسُولِهِ  
وَأَن تُبْعَدَ فَتَكْفِرَ زُرَّتْ أَمْوَالُكُمْ لَا تُغْلِبُوهَا وَلَا تَطْلُمُونَهَا ﴿٢٤٩﴾ وَإِن كَانَ ذُو عُسْرٍ فَمُتَّعَةٌ إِلَى مَعْرُوفٍ وَأَن تَصْنَعُوا  
خَيْرَ لَّكُمْ إِن كُنْتُمْ تَعْلَمُونَ ﴿٢٥٠﴾ وَتَقْوَايَا مَا تَرْجُونَ فِيهِ إِلَى اللَّهِ فَتُؤْتَىٰ كُلُّ نَفْسٍ بِمَا كَسَبَتْ وَهُمْ لَا يُظْلَمُونَ ﴿٢٥١﴾  
(سورة البقرة آيت ٢٤٨-٢٥١)



*"O you who believe, fear Allah and give up what still remains of riba, if you are believers. [278] But if you do not (give it up), then listen to the declaration of war from Allah and His Messenger. [279] However, if you repent, yours is your principal. Neither wrong, nor be wronged. [279] If there is one in misery, then (the creditor should allow) deferment till (his) ease, and that you forgo it as alms is much better for you, if you really know. [280] Be fearful of a day when you shall be returned to Allah, then every person shall be paid, in full, what he has earned, and they shall not be wronged." [281] (2:278-281)*

These verses clearly indicate that the term Riba means any excess compensation over and above the principal amount in any loan transaction, however, the Quran has not altogether forbidden all types of excess; as it is present in trade as well, where it is permissible. The excess that is rendered haram in Quran is a special type termed as Riba. In the dark ages, the Arabs used to accept Riba as a type of sale, which mistakenly is also being understood in the present era as well. Islam has categorically made a clear distinction between the excess in capital resulting from sale and excess resulting from interest. The first type of excess is permissible but the second type is forbidden and rendered Haram.

لَئِنْ أَتَيْتُمْ قُلُوبَ النَّاسِ بِشَيْءٍ مِّنَ الرِّبَا وَأَخْرَجْتُمُوهُنَّ مِثْلَ رِيبَا  
(سورة البقرة آيت ٢٧٥)

*"That is because they have said: "Sale is but like riba", while Allah has permitted sale, and prohibited riba." (2:275)*

Imam Abu Bakr Jassas Razi رحمته الله has outlined a comprehensive legal definition of Riba An Nasiyah in the following words:

"هو القرض المشروط فيه الاجل وزيادة مال علي المستقرض." [أحكام القرآن للجصاص ج ١ ص ١٤١]



*"That kind of loan where specified repayment period and an amount in excess of capital is predetermined."*

One of the ahadith quoted by Ali ibn Abi Talib رضي الله عنه says:

*"عن عمارة الأحملي قال سمعت عليا يقول قال رسول الله صلى الله عليه وسلم كل قرض جر منفعة فهو ربا"*  
[مسند الحارثي: ١/١٠١، ح ١٠١، ح ١٠٢، ح ١٠٣]

*Ali Ibn Abi Talib رضي الله عنه narrated that the Holy Prophet ﷺ said, "Every loan that draws interest is Riba."*

The famous Sahabi Fazala Bin Obaid رضي الله عنه has also defined Riba in similar words:

*عن فضالة بن عبيد صاحب النبي صلى الله عليه وسلم أنه قال كل قرض جر منفعة فهو ربا من وجوه الربا*  
[السنن الكبرى للبيهقي: ١٠/٢٠٢، ح ٢٠٢، ح ٢٠٣]

*"Every loan that draws profit is one of the forms of Riba."*

The famous Arab scholar Abu Ishaq az Zajja رحمته الله also defines Riba in the following words:

*"كل قرض يؤخذ به أكثر منه"*

*"Every loan that draws more than its actual amount."*

Riba An Nasiyah refers to the additional premium which is paid to the lender in return for his waiting as a condition for the loan and is technically the same as interest. The prohibition of Riba An Nasiyah is one of those issues which have been confirmed in the revealed laws of all Prophets (عليه السلام). Some of the old testaments has rendered Riba as haram (See Exodus 22:25, Leviticus 25:35-36, Deutronomy 23:20, Psalms 15:5, Proverbs 28:8, Nehemiah 5:7 and Ezakhriel 18:8,13,17 & 22:12).



The Quran has also stated the prohibition of Riba in various verses and has warned those who persist in practicing it of a war which is certain to be declared on them by Allah Himself and His messenger and has seriously threatened those engaged as writer, witness and dealer in Riba transactions. These verses and ahadith will be discussed at length in a separate chapter 6 of this book.

According to the above definition of Riba An Nasiyah, the giving and taking, paying and receiving of any excess amount in exchange for a loan at an agreed rate is included in interest regardless of whether its being at a high or low rate. It has been proven through ahadith that the Holy Prophet ﷺ paid excess at the time of loan repayment but since this excess was not agreed therefore, it cannot be called interest. This clarifies that the word "draws" in the hadith definition "Every loan that draws interest is Riba." Taking paying and receiving of excess amount, as a pre agreed term/condition in the loan contract. Due to this, Imam Abu Bakr Jassas رحمه الله has added the word "pre-determined" to the definition. The fact that Riba An Nasiyah is categorically haram has never been disputed in the Muslim community.

In short, the Riba (interest) of today considered to be the pivot of human economy and features in discussions on the problem of interest is nothing but this Riba, whose unlawfulness in terms of shariah is proved on the authority of the seven verses of the Quran, of more than forty ahadith and of the consensus of the Muslim community.

### **Wisdom behind the prohibition of Riba An Nasiyah**

Although no specific reason has been pointed out in the Holy Quran or in the narration of the Holy Prophet ﷺ for the prohibition of Riba however, various malfunctions are apparent as a result



of indulgence in Riba based activities, which are as follows:

First of all, must realize that there is nothing in the entire creation of the world, which has no goodness or utility at all. But it is commonly recognized in every religion and community that things which have more benefits and less harms are called beneficial and useful. Conversely, things that cause more harm and less benefits are taken to be harmful and useless. Even the noble Quran, while declaring liquor and gambling to be haram, proclaimed that they do hold some benefits for people but the curse of sins they generate is far greater than the benefits they yield. Therefore, these cannot be called good or useful; on the contrary, taking these to be acutely harmful and destructive, it is necessary that they must be avoided.

The case of Riba An Nasiyah is not different. Here, the consumer of Riba does have some casual and transitory profits apparently coming to him, but its curse in this world and in the Hereafter is much too severe as compared to this benefit. Those who indulge in Riba suffer such a spiritual and moral loss that it virtually takes away the great quality of being 'human' from him. An intelligent person who compares things in terms of their profit and loss, harm and benefit can hardly include things of casual benefit with an everlasting loss in the list of useful things. Similarly, no sane and just person will say that personal and individual gain which causes loss to the whole community or group is useful. In theft and robbery for example, the gain of the gangster and the take (loot) of the thief is all too obvious but it is certainly harmful for the entire community since it ruins its peace and sense of security.

### **Riba Al Fadl**

The second classification of Riba is Riba Al Fadl. Since the



Riba Al Fadl actually means that excess which is taken in exchange of specific homogenous commodities and encountered in their hand-to-hand purchase & sale as explained in the famous hadith:

[illegible]

The Prophet ﷺ said, "Sell gold in exchange of equivalent gold, sell silver in exchange of equivalent silver, sell dates in exchange of equivalent dates, sell wheat in exchange of equivalent wheat, sell salt in exchange of equivalent salt, sell barley in exchange of equivalent barley, but if a person transacts in excess, it will be usury (Riba). However, sell gold for silver anyway you please on the condition it is hand-to-hand (spot) and sell barley for date anyway you please on the condition it is hand-to-hand (spot)."

### Amwaaal-e-Ribawiiyyah

This hadith enumerates in the six (06) different commodities namely:


- 1) Gold
- 2) Silver
- 3) Dates
- 4) Wheat
- 5) Salt
- 6) Barley

These six commodities can only be bought and sold in equal quantities and on spot. An unequal sale or a deferred sale of



these commodities with similar commodities will constitute Riba. These six commodities in fiqh terminology are called "**Amwaal-e-Ribawiyah**". Does this hadith apply only to the items mentioned in it? Does it concern sales of barley or wheat but not rice? Of dates but not raisins? A complete legal definition differs in every fiqh. Scholars such as Taoos and Qatada hold that Riba Al Fadl includes these specified types only, however a majority of Islamic scholars believe that some other commodities should also be included. In order to determine other commodities that are to be included in the Amwaal-e-Ribawiyah, some fiqhs hold that the characteristics which are common amongst these items can be used as basis/illat for Riba Al Fadl. An illat is the attribute of an event that entails a particular divine ruling in all cases possessing that attribute; it is the basis for applying analogy. Ribawi goods are therefore goods that exhibit one of the efficient causes that results in the activation of the rules of Riba. Various schools define these causes differently:

#### **Imam Abu Hanifa**

Imam Abu Hanifa  sees only two common characteristics namely:

- 1) Weight or Volume
- 2) Exchange is between similar commodities

Meaning all these six goods are sold by either weight or volume. Therefore, all those commodities, which are measured through either the units of weight or the units of volume and are exchanged against the same commodity, will fall under the rules of Riba Al Fadl.

#### **Imam Shafi**

The two characteristics observed by Imam Shafi are:



- 1) Medium of Exchange
- 2) Eatable (Edible)

Therefore, this law will apply on everything edible or having the natural ability of becoming a medium of exchange (currency).

### Imam Maalik رحمہ اللہ

Imam Maalik رحمہ اللہ identified the following two characteristics:

- 1) Eatables (Edibles)
- 2) Preservable

### Imam Ahmad Bin Hanbal رحمہ اللہ

Three citations have been related to him:

- i) First citation conforms to the opinion of Imam Abu Hanifa رحمہ اللہ
- ii) Second citation conforms to the opinion of Imam Shafi رحمہ اللہ
- iii) Third citation includes three characteristics at the same time i.e. edible, weight and volume.

***However, all schools of thought are unanimous that if one of the two characteristics are found then tafazul i.e. difference in quantity is allowed, but Nasiyah i.e. credit / deferred sale is not allowed.***

### Wisdom behind the prohibition of Riba Al Fadl

The prohibition of Riba Al Fadl is intended to ensure justice and remove all forms of exploitation through 'unfair' exchanges and to close all back-doors to Riba An Nasiyah because in the Islamic Shariah, anything that serves as a means to the unlawful is also unlawful.





### The laws of Riba Al Fadl

After closely analyzing the meaning and interpretation of the above ahadith and their explanation in further ahadith along with issues raised in reference work of Hanafi fiqh, the following rules and laws governing Riba Al Fadl have been derived:

1. It is evident that the exchange of homogeneous commodities will only be required if they differ in quality and characteristic e.g. different genus of rice and wheat, superior quality gold and inferior quality gold, mineral salt and sea salt etc. The exchange of any of these six commodities with itself, but differing in types/quality (which is called barter in modern terminology), even when considering market rate, is prohibited in unequal amount. The reason being that by exchanging these commodities in unequal amounts, there is a fear of developing the rationale in a person eventually leading to interest (sood) based earnings and illegal benefits. Such transactions might also lead to defrauding. As a step to prevent this state, the Shariah has made it a law that exchange of any of these six commodities with itself but differing in quality, is allowed in only one of the following forms:
  - a) Any difference in value/quality should be ignored and the commodities should be exchanged in equal amounts (equal weight and volume).
  - b) Instead of direct exchange of commodities of the same kind, a person should sell his commodity against cash at the market value and buy someone else's commodity in exchange of cash proceeds at the market value.
2. One of the ways of transacting commodities of the same kind



is that a person has a raw material and someone else has a product made of that material and both decide to exchange their product. In this case, one has to see whether:

- a) The characteristics of the product have been totally changed by the industry: For e.g. the remarkable changes that transform raw cotton into cloth or iron into machinery. In this case, it is permissible to transact lesser amount of cloth against greater amount of raw cotton or raw iron having more weight against machinery having lighter weight.
  - b) Little difference has been made to its original form after its formulation: For e.g. gold which changes its shape in the form of jewelry. In this case, the Shariah holds that such a transaction should not happen in the first place or if it does, the exchange should be in equal weights in order to discourage unfair deals. Another alternative would be to sell gold against cash and the cash proceeds are used to buy the needed jewelry. The reason for the impermissibility of the former transaction is the fact that it is not possible in a barter transaction, except for an expert, to visualize the fair equivalent of one commodity in terms of all other goods. Hence, the equivalent may be established only up to an approximate value thus leading to some injustice to one party or the other. The use of money could therefore help reduce the possibility of an unfair exchange.
3. Different commodities can be unequally exchanged but deferred payment is not allowed. For e.g. one kg wheat can

be sold against two kg date or one gram of gold can be exchanged against four grams of silver on the condition that they are spot transactions.

The general condition of sale, however, that needs to be borne in mind while making a sale transaction is that the goods are specified in addition to the cash aspect of the transaction. The correct way of specifying is that gold and silver should be under the possession of the sellers or delivered at the place of contract.

This rule applies to only exchange of gold and silver, however, other goods can be exchanged against each other.

For e.g. Suleman made a spot sale of one kg wheat to Farhan with two kg salt against future delivery after having identified their goods, this transaction is allowed in Shariah. However, if Zaid was selling one tola of gold to Bakar against forty tola of silver, then it is necessary that both take delivery of their purchased goods at the place of contract because without delivery, goods cannot be specified.

To sum up, the Hanafi jurists maintain that in case of commodities that weigh or measure, it is illegal to transact unequally or on credit if the transaction is between two similar commodities. But in case of different commodities, unequal exchange is legal but credit remains illegal; the transaction in this case too should be spot.

### **Commercial Interest and Usury**

In the 17th century, two new technical terms of interest emerged after the establishment of banking system, namely:





1. **Tijarti Sood (Commercial Interest):** Interest paid on loan taken for productive and profitable purposes.
2. **Sarfi Sood (Usury):** Interest paid on loan taken for personal need and expenses.

### **The Background of Both Types**

The present day conventional banking system, which has given interest the moral and legal license, is the backbone of the prevalent capitalism.

When Muslim countries became subjugated to the West in their economic field, some westernized Muslims in the 19th century, on one side, saw the increasing progress of the west in trade and industry and on the other side saw the shattering economic condition of fellow Muslims states. They also became conscious of the fact that banking is inevitable in the field of trade and industry, not only on national, level but also internationally as well. This prompted them to say that only usury is haram (illegal) but not commercial interest because rendering commercial interest haram would pose irresolvable problems to their way up to industrialization and economic progress. They only included usury in the term "Riba" as categorically prohibited in the Holy Quran and sunnah and freed commercial interest from it, calling it totally different from the western concept of interest. Therefore, it was concluded by them that the prohibition of Riba in the Holy Quran and sunnah was restricted to usury only, while commercial interest was considered perfectly Islamic.

There are two schools of thought on this issue. A detailed analysis of their arguments is discussed as under:

## 1. First School

This school presents two arguments to support their point that only usury (not commercial interest) is prohibited in Islam:

### Argument 1

"Riba as practiced during the days of the Prophet ﷺ was only Usury."

### Counter argument

This claim is totally groundless, since Islam when prohibiting something does not only prohibit one form of it that is prevalent, but even all forms that might erupt in future. The changed state does not change the ruling e.g. Quran has prohibited the following:

- a) **Liquor (Khamar):** During the time of Prophet ﷺ, its form and the way of production was totally different from that of the present day liquor, but the ruling remains unchanged even though the form has changed.
- b) **Pork (Khinzeer):** Irrespective of how clean the present day breeding of pigs in high class farms may be, pork will stay prohibited and cannot be rendered halal (legal) in Islam.
- c) **Corruption/Immorality (Al Fahsha):** Although a lot of sophisticated ways have been developed of this evil from the time of Quranic revelations prohibiting it however, the ruling stands forever.

The same applies to interest and gambling as well. By claiming that it was in a different form during Prophet's ﷺ time does not change its ruling. The ruling remains unchanged just as in the case of Khamar, Khinzeer and Al Fahsha.



## Argument 2

"Commercial interest did not exist in the days of Prophet ﷺ"

### Counter argument

This claim is also incorrect. If one glances through the Islamic and pre Islamic history of Arabia, it is evident that the type of interest at that time was not restricted to usury only, but infact loans were granted for commercial and profitable purposes as well. To quote some examples:

"كانت بنو عمرو بن عامر يأخذون الربا من بني المغيرة فكانت بنو المغيرة يدينون لهم في الجاهلية. فجاء الإسلام وحلهم عليهم ما كان كثير".  
"فتح القدير للشوكاني تحت قوله تعالى: "وذرُوا مَا بَقِيَ مِنَ الرِّبَا إِن كُنْتُمْ مُؤْمِنِينَ" [٢: ٢٧٥]

*"The tribe of Umro bin Aamir used to take interest from the tribe of Mughairah. At the advent of Islam, Mughairah owed heavy interest to Umro bin Aamir."*

In this narration, the transaction of interest between 2 tribes of Arabia have been pointed out who actually operated as trading companies; both tribes were very wealthy. Could it be that two wealthy tribes transacted interest just for personal need and expenses? The interest was simply commercial!

- a) The history of the city of Ta'if tells us that it a) History of the city of Ta'if tells us that it was only second to Makkah in trade (their main exports being liquor, raisins, currants, wheat, wood etc) and industry (major being leather and dyeing). The tribe of 'Saqeef' (Jewish tribe) advanced cash on interest, not only to the natives of Ta'if, but to the business community of Makkah as well e.g. the tribe of Mughairah were their permanent customer. This advancement, which was not only restricted to cash but also to commodities between the wealthy tribes of Taif and Makkah who were usually traders





and businessmen. This was only for their commercial purposes and not for their consumption and personal needs. One of the ways of receiving interest was to double the principle amount plus interest in case of non payment of loan and this practice was applied to both cash as well as commodities. They had become accustomed to it.

At the time of signing the peace treaty with the people of Ta'if, the Prophet ﷺ imposed these two conditions:

- i) Total elimination of interest based transactions.
  - ii) Giving up of interest owed to and from them.
- b) The practice of making two trade trips, one to Yemen in the winters and the other to Syria in the summer was started by the tribe of Quraish of Makkah. These trips proved to be very profitable especially since being custodians of Kaa'ba, Quraish were looked at with respect, granted special concessions and protected in transit which was a necessity at that time. This way business & trade became their only means of livelihood. Investment became the order of the day in which women also took part and its circulation flourished and multiplied.

With this background in mind, one can easily visualize that the city of Makkah more or less became the clearing house or the banking city and accustomed to their related amenities. It was only natural that interest (riba) was one of them. Since they advanced cash for commercial purposes and charged compound interest incase of default by the traders, and this earning of interest was their trade, they argued when Qura'n rendered interest haram (illegal) that the transaction of interest based loans is a type of trade in which the return on capital can be earned as in the case of rent received from



assets. They could not differentiate between excess in shape of profit during a trade and excess in the shape of interest at the time of repayment of loan.

- c) Therefore in pre Islamic days, we see that Syyidna Abbas Ibn Abdul Muttalib ﷺ and Syyidna Khalid Ibn Waleed ﷺ formed a company with joint capital whose prime business was cash advancement on interest. Similarly, Syyidna Usman ﷺ was one of the wealthy businessmen who lent money on interest.

There were many other traders dealing full time in interest and extending a network of interest based transactions.

- d) The way Syyidna Zubair Ibn Awwaam ﷺ, who was famous for his trustworthiness, operated was quite similar to that of the modern banking system. People used to deposit with him their capital as Amanah (trust or security). However, Syyidna Zubair ﷺ used to make it clear to the depositors that he would accept the deposits as a 'loan' and not as 'security' (Amanah). Because he knew that he would not be fully liable according to Shariah in case these Amanaat got destroyed but in case of having them as a loan, he will be fully liable to pay them back. He was afraid that in case of losing any deposited amount, his image as the trustworthy caretaker would be damaged. He therefore used the term 'loan' for such deposits to ensure guaranteed payment so that he enjoys everyone's confidence in him. Another reason for using the word 'loan' was to legalize trading and earning profits on such deposits. Because if he got those deposits as Amanah, he could not utilize them for his business, as it is not permissible in Shariah to use Amanah.

This clearly shows that borrowing in those days was not only for consumption purposes but for commercial purposes as well. Syyidnna Zubair رضي الله عنه left a will with his son Syyidnna Abdullah Ibn Zubair رضي الله عنه before he died, to sell his property to repay the loan, if required. The total amount calculated after his death for repayment by his son was 22 lacs. It is obvious that a rich Sahabi such as Syyidnna Zubair رضي الله عنه did not owe this loan of 22 lacs out of any need; rather it was an investment of securities that was circulating in trade.

### Another Clear Argument

Syedna Abu Hurairah رضي الله عنه narrated that the Prophet ﷺ said,

"مَنْ لَمْ يَدَعْ مَخَابَرَةَ فَلَمَاتَ بِحَرْبٍ مِنَ اللَّهِ وَرَسُولِهِ"  
[في صحيحين ج ١٥ ص ٢١١، حديث نمبر ٥٢٠٠]

*"He who does not abandon Mokhabara, will be caught in a war against Allah and His Prophet Muhammad ﷺ."*

In this narration, Prophet ﷺ has rendered Mokhabara illegal just like riba and has declared a war against those who indulge in it just like riba.

### What is Mokhabara

Mokhabara is a division of crop by agreement between the landlord and cultivator in which the landlord gives his land to the cultivator for cultivation purposes in order to get his pre-agreed amounts of the crop irrespective whether the production is low or high. For e.g. "A" lends his land to "B" for cultivation on the condition that he will get a predetermined portion on each crop e.g. 5 mounds. Such a transaction is called Mokhabara.

The Prophet Muhammad ﷺ had called Mokhabara a form of riba. Now one should think over whether he referred to usury





as the form of *riba* or he referred to commercial interest. It is similar to commercial interest as both *Mokhabara* and commercial interest are used for productive businesses. Whereas in the case of usury, the borrower uses the loan for personal use and not productive purposes.

To sum up, Prophet ﷺ included *Mokhabara* in *riba* that has no similarity with usury, rather with commercial interest. The fact that during Prophet's time, the dealing in commercial interest was common is proven and also that this form is totally prohibited in Islam.

## 2. Second School

This group presents two arguments justifying their point of view that are mentioned below:

### Argument

This argument is based on the Quranic verse

يَا أَيُّهَا الَّذِينَ آمَنُوا لَا تَأْكُلُوا أَمْوَالَكُمْ بَيْنَكُمْ بِالْباطِلِ إِلَّا أَنْ تَكُونُوا بَيْنَكُمْ فُرَاشًا مُتَّفَقًا (سورة النساء: ٢٩)

*"O you who believe, do not devour each other's property by false means, unless it is trade conducted with your mutual consent. Do not kill one another. Indeed, Allah has been Very-Merciful to you."* [29]

In the above verse, Quran has prohibited "Wrongful devouring" which will only arise if the consent of one of the parties is absent and naturally the party who is devouring consents, the other party never consents; he only gives in since he has no other option. So we come to the conclusion that if the consent and satisfaction of both parties is present in a deal, it cannot be called "Wrongful devouring" as per this verse. According to this logic,



commercial interest is permissible since the mutual consent of both parties is present.

**Counter argument:**

This argument is of superficial nature. Mutual consent is not the criteria to evaluate a situation in Islam. Would the act of adultery be allowed if the condition of mutual consent is fulfilled? Similarly, mutual consent is present in commercial interest and gambling too but in spite of that, it has been prohibited. Therefore, no such criteria exists in the legality of any transaction that both parties approve; rather the approval should be on the transaction, which has not been prohibited by Shariah.

Therefore, the transactions should not be judged through the mutual consent of the parties. The criterion should rather be the underlying nature of the transaction. Since, lending of money with the stipulation of excess amount in return is explicitly prohibited; therefore mere mutual consent of the parties will not affect the intrinsic impermissible nature.

**Simple and Compound Interest**

Interest can be classified into two types:

- Simple Interest (Sood-e-Mufrad)
- Compound Interest (Sood-e-Murakkab)

**Definition of Simple Interest**

Simple interest is the interest paid on the original principal only. For instance, for a loan of Rs 10,000, interest will only be calculated on Rs 10,000. If Interest rate is 10% per annum then at the end of the year, interest will be Rs 1,000 and in the next year, interest will be calculated only on Rs 10,000 which was the initial principal of loan.



### Definition of Compound Interest

Compound interest arises when interest is added to the principal, so that, from that moment on, the interest that has been added also earns interest. This addition of interest to the principal is called "compounding." For instance, for a loan of Rs 10,000, If interest rate is 10% per annum then at the end of the year, the interest will be Rs 1,000 and in the next year, interest will be calculated on Rs 11,000 which is the initial principal of loan plus the interest accrued over the final principal of loan.

During the pre-Islamic era, when a borrower failed to pay back the principal and interest charged on him, then the lender used to extend the loan on the condition that the interest will also become part of the loan (essentially Compound Interest). The following verses of Quran were revealed in order to stop the people from such practices:

يَا أَيُّهَا الَّذِينَ آمَنُوا أَوْفُوا بِالْعُقُوبِ إِنَّكُمْ كُنْتُمْ عَلَىٰ رِيبٍ مِّنْهُ وَلَٰكِنَّ أَكْثَرَهُمْ لَا يَعْلَمُونَ  
 يَا أَيُّهَا الَّذِينَ آمَنُوا لَا تَأْكُلُوا أَمْوَالَكُمْ بَيْنَكُمْ بِالرِّبَا أَضْعَافًا مُّضَاعَفَةً تَلْجَأُونَ إِلَىٰ رِيبٍ مِّنْهُ وَلَٰكِنَّ أَكْثَرَهُمْ لَا يَعْلَمُونَ

*"O you believe, do not eat up the amounts acquired through Riba (interest), doubled and multiplied. Fear Allah, so that you may be successful." [130]*

To eradicate this abominable practice of the period of ignorance, this verse was revealed. By mentioning the practice of taking interest in a doubled and multiplied manner, it was condemned and declared unlawful in view of its adverse impact on the community and the selfishness that it bred. It does not mean that if there is interest without it being doubled and multiplied (i.e. if there is simple interest, in today's jargon), then it is lawful. In Surah Al Baqarah (The Cow) and Surah An Nisa (The Women), the prohibition of interest in its entirety and in absolute terms is clearly mentioned, no matter interest is doubled and multiplied or not.



Since the aforementioned verse prohibits the compound interest only, some people misinterpret it even today that compound interest alone is forbidden in Islam, not the simple interest. They fail to see that there is absolute prohibition of simple interest in a number of other Quranic verses. The reason that the above verse specifically uses the words "doubled and multiplied interest" is to highlight the shameful aspect of compound interest and not to limit the scope of riba only to compound interest. This is similar to Allah's command "Do not bargain on My orders for paltry gains in this world."

The reason for mentioning paltry gains is that even if all conceivable material goods and luxuries of this world are obtained in exchange for ignoring Allah's commands, even then this is a paltry gain. It does not obviously mean that it is prohibited to obtain paltry gains but permissible to obtain (by one's standard or judgment) a hefty price. Similarly, in the Ayat under consideration, the mention of doubling and redoubling is to condemn the shameful practice rather than limit its permissibility.

### Revelations on Simple and Compound Interest

Verses on absolute prohibition of Simple and Compound Interest:

"يَا أَيُّهَا الَّذِينَ آمَنُوا اتَّقُوا اللَّهَ وَارْتَضُوا الْإِبْرَاقَ مِنَ الرِّبَا إِن كُنْتُمْ مُؤْمِنِينَ فَإِن لَّمْ تَفْعَلُوا فَأْزَلْنَا بِكُمْ مِنَ اللَّهِ حَرْبًا مِّنْ أَلَدِّ بَشَرٍ ذَلِكَ بِمَا كُنْتُمْ تَكْفُرُونَ" (سورة البقرة: 278)

*"O you who believe, fear Allah and give up what still remains of riba, if you are believers.[278] But if you do not (give it up), then listen to the declaration of war from Allah and His Messenger. However, if you repent, yours is your principal. Neither wrong, nor be wronged."* [279]

The above two verses demand to abandon the amount of riba



and directs that only the principal amount should be paid back, nothing in excess. The second verse explains that any excess on principal, no matter how insignificant, is cruel.

The following hadith also proves that both simple and compound interest are forbidden:

”ألا إن كل ربا كان في الجاهلية موهوب عنكم كله، لكم رؤوس أموالكم لا تظلمون ولا تظلمون وأول ربا موضوع ربا العباس بن عبد المطلب موهوب عنكم“  
 [تفسير ابن أبي عمير: قوله تعالى: فكم رؤوس أموالكم ربح موهوب عنكم حديث محمد، ١٠٩٢]

*“Listen! all Riba liable to you in the pre-Islamic days have been completely eliminated. You have to pay back the principal amount only. Neither hurt someone nor get hurt by someone. And the first riba to be completely eliminated is of Abbas bin Mutalib ؓ.”*

The above evidence proves that the claim that 'only compound interest is prohibited and any riba less than that is allowed in Islam' is wrong. Any amount in excess of the principal fixed in the contract of a loan is called Riba An Nasiyah.

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## CHAPTER 6

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### ISLAMIC CONTRACT

We will start our discussion of Islamic Contract with three terminologies of the Islamic Jurisprudence which are pertinent to be understood at the outset of this chapter. They are:

- 1) Unilateral Promise (Wa'da)
- 2) Bilateral Promise (Muwa'adah or Muahaidah)
- 3) Contract (Aqd)

#### 1. Unilateral Promise (Wa'da)

It refers to a unilateral undertaking or promise extended by one person to another in which he promises to execute a contract in future. E.g. to sell or buy something in future. Since it is a unilateral promise, no question of future sale arises, as future sale is not allowed in Islam.

For e.g. 'A' promises to sell his car to 'B' within the next three months for Rupees Two Hundred and Fifty Thousand (Rs. 250,000), this is a unilateral undertaking or Wa'da.

#### Enforceability

- Wa'da is enforceable under the present law enforced.
- According to Imam Abu Hanifa رحمہ اللہ, Wa'da is not enforceable by law (Qada'an) but there is a moral obligation (Diyanat'an) on the promisor. However, some of the Hanafi jurist argue that some of the promises can be made enforceable under the doctrine of necessity.
- According to Imam Malik رحمہ اللہ, Wa'da is enforceable by law.





- The consensus (Ijma) of present day Scholars is that Wa'da is enforceable by law until and unless the promisor is not in a position to fulfill his/her promise. In this case, if it is not due to any of his negligence then he has to make good the loss to the promisee. For example, in case here, 'A' promises to sell a horse to 'B' and the horse dies without any negligence on part of 'A', then no damages are due on 'A' for 'B'. But if it is due to his negligence then he has to make good the actual loss to the promisee. This will be the case where 'A' promises to sell a horse to 'B' for Rs. 10,000 within the next month and subsequently sells it to 'C' before the month elapses. This is willful act of the promisor that leads to his inability to fulfill his promise to the promisee, therefore, the promisor needs to compensate the promisee.

Consider another example 'A' has promised to purchase a Horse from 'B' for Rs 10,000/-. As a result of promise to purchase by 'A', 'B' has purchased a horse for Rs 8,000/- from the market to sell it to 'A' for Rs 10,000/. On the promised date of purchase, 'A' refused to purchase the Horse from 'B'. As a result of breach of promise by 'A', the horse was sold by 'B' in the market for Rs 7,500/- at a loss of Rs 500/. This loss of Rs 500/-, being the actual loss as a result of breach of promise by 'A', can be claimed by 'B' from 'A'.

## **2. Agreement (Muwa'adah or Mu'ahadah)**

- It means bilateral undertaking (Mutual promise) or agreement.
- According to majority of the present day Scholars of Islamic Jurisprudence, Muwa'adah is not allowed in situations where Aqd is not allowed (e.g. forward contracts), and thus is not enforceable by law. This view is adapted by majority of Islamic Financial Institutions of present day and even by AAQIFI.



- According to some Scholars of the Sub-continent (followers of Hanafi School), Muwa'adah is enforceable by law, however, Muwa'adah of transactions like short-selling of currencies or shares is not allowed.

### 3. Contract (Aqd')

An Aqd' or contract is a bilateral agreement that is executed between two or more parties.

**Example:**

Contract of Sale, Contract of Marriage etc.

#### **Types of Aqd'**

- 1) Uqood e Mu'awadah (Compensatory Contract)
- 2) Uqood e Ghaer Mu'awadah (Non Compensatory Contract)

#### **Uqood e Mu'awadah (Compensatory Contract)**

These are compensatory contract where one person sells something to someone else for a price or compensation, for example, sale of a pen by 'A' to 'B' for Rs. 50/-.

#### **Uqood e Ghaer Mu'awadah (Non Compensatory Contract)**

These are non-compensatory contract where one person gives something to someone else without any compensation for example a contract of loan gift.

#### **Essentials of Aqd'**

Four essential elements are required to constitute a valid Aqd.

- 1) Mutaa'qidain (Contractors)
- 2) Alfaz e Aqd (Wording of Contract)
- 3) Ma'qood Alaih (Subject Matter)



#### 4) Ma'qood Bi'hi (Consideration)

##### **Mutaa'qidain (Contractors)**

The contractors must not be mahjoor i.e. restricted to make a contract. Islamic Shariah identifies three types of people as mahjoor.

- An insane person
- A child not mature enough to understand the nature of transaction
- A slave not permitted by his master to enter into a contract

##### **Alfaz e Aqd (Wording of Contract)**

Alfaz e Aqd should be absolute and immediate and non-contingent to a future event as a future contract is not allowed in Islam. Also the wordings should be unconditional. If the wordings of the contract are conditional, the condition must adhere to the following rules of Islamic jurisprudence.

##### **Basic Rules for the Validity of Conditions in Contract:**

There are four basic rules for judging the validity of conditions in a contract:

- 1) A condition which is not against the contract, is a valid condition.
- 2) A condition, which seems to be against the contract, but it is in the market practice, that type of condition is permissible unless its voidness is proven with the clear injunctions of the Holy Quran and Sunnah. For example, 'A' buys an air conditioner on a condition that the seller will provide him



five-year guarantee and one year free service. This type of condition does not invalidate the contract.

- 3) A condition that is against the contract and not in the practice of market but it is in favor of one of the contractors, this type of condition is void. For example, if 'A' says he sells a car with a condition that he will use it on a fixed date every month, this contract will be void.
- 4) A condition, which is against the contract, not in the market practice, and not in favor of any contractor, is not a void condition. For example, undertaking to give charity in case of wilful default by the defaulting party.

Now a question arises what is the ruling of void condition, whether it invalidates the contract or not? The answer lies in detail about the impacts of void condition. Sometimes a void condition invalidates the contract and sometimes it does not invalidate the contract, however, the condition itself is annulled.

To elaborate this, Islamic jurists and scholars have written that the compensatory contracts (Uqood-e-Mu'awadah) like sale, purchase, lease agreements become void by putting a void condition. However, non-compensatory (voluntary) contracts (Uqood Ghair Mu'awadah) like contracts of loan (Qard-e-Hasanah), do not become void because of void condition, however, the void condition, itself becomes ineffective. For example, if 'A' gives to 'B' a loan with a condition of premium at the time of repayment, this condition of interest is void. However, this condition does not invalidate the contract, therefore all transaction done by this borrowed money, will be valid. But the condition of interest itself is revoked; therefore 'B' is not liable for the payment of interest.

**Ma'qood Alaih (Subject Matter)**

The subject matter should exist, should be valuable, usable under Shariah, capable of ownership & title and delivery & possession. Also, it should be specified, quantified and the seller must have its title and risk at the time of the sale. For example, a certain mobile phone.

**Ma'qood Bihi (Consideration)**

It should be quantified, specified and ascertained at the time of executing the Contract. For example, a price of Rs. 300/-. It should be noted that Ma'qood Bihi (consideration) is not required for Uqood Ghair Mu'awadah.

**Other Issues in Aqd**

We will discuss two more issues in Aqd' here.

- 1) Safqatain fi Safqatin (Two contracts in one contract)
- 2) Tawkeel fil Aqd' (Agency contract)

**Safqatain fi Safqatin (Two contracts in one contract)**

It means accumulation or mixing up of two different contracts in such a manner that execution of one becomes contingent on execution of another. This is not allowed by the Holy Prophet ﷺ in Hadith and it renders a contract void. This is the reason why hire purchase contract is not allowed in Islam.

**Tawkeel fil Aqd' (Agency or Wakalah contract)**

It means the appointment of an agent (Wakil) on behalf of a contractor to carry out a contract or trade on behalf of the principal. There are two types of wakalah contracts:

- 1) First one in which all the rights and obligations are passed on



to the principal (Muwakkil) from the contractor, for example, that of Nikkah (Contract of marriage). Therefore, if a person 'A' makes 'B' his agent to marry him with a lady 'C' then 'B' is not responsible for any rights, responsibilities and benefits, if Nikkah (Marriage) is between 'A' and 'C'. Hence, lady 'C' can only claim for her dowry (Mehr) and other expenses from 'A' directly and not from 'B'.

2) Second one in which the rights and obligations remains with the agent. For example, if 'A' appoints 'B' as his agent and 'B' buys a car from 'C' for Rs. 500,000/- on credit and does not disclose this to 'C' that he is acting as an agent for 'A' then 'C' can claim his money from only 'B'. However, if 'B' discloses this then 'C' can claim his money from 'A' as well.

### **Wakalah Istithmar (Investment Agency)**

It means the transaction in which one party appoints another party as its agent to carry out a trade transaction on behalf of the principal. The difference between the Wakalah Istithmar Contract and Mudarabah Contract is that in Mudarabah Contract, both the parties share in the profit arising out of the trade transaction whereas in Wakalah Istithmar contract, the Wakeel is only given a fee for his services by the principal and does not share in the profit.

In the classical books of fiqh it is called "Ijaratul Ashkaas". The remuneration of the agent can be fixed, lump sum or on commission basis.



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## CHAPTER 7

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### ELEMENTS OF A VALID SALE

A valid sale has four essential elements

#### 1. Contract or Transaction (Aqd)

##### 1.1 Offer & acceptance (Ijab-o-Qabool)

The term "Offer" means that one person proposes to either sell his commodity to another person or buy from him and "Acceptance" means that the person who has been offered gives his approval of the proposal. Offer and acceptance are always done in past tense e.g. "I have sold" or "I have purchased" etc. There are two ways of doing it:

##### i) Oral/Verbal (Qauli)

By saying or expressing. The offer (Ijaab) and Acceptance (Qabool) should be communicated orally/verbally between the parties in such a manner that the transaction is executed spontaneously. E.g. one can say "I have sold" but one cannot say "I shall sell to you".

##### ii) Implied (Isharaa)

By indicating. This of two types.

##### a) Credit Sale (Istijrar)

Example settlement of the bill at the end of the month.

##### b) Hand to Hand Sale (Taati)

Exchange of Money with goods without uttering Ijab-o-Qabool for procedure adopted in various supermarkets and departmental stores.



## **1.2 Buyer & Seller (Muta'aqiain)**

Both must be:

- i) **Sane:** Should be mentally sound at the time of making contract.
- ii) **Mature:** Should be adult, however, in case of minor, he must understand the nature of the transaction.

## **1.3 Conditions of contract (Sharaet-e-Aqd)**

### **1.3.1 Sale must be non-contingent.**

The delivery of the sold commodity to the buyer must be certain and should not depend on a contingency or chance. For example, 'A' sells his stolen car to 'B' who purchases it in the hope that he will manage to recover it. The sale is void.

#### **(a) Unconditional contract**

The sale must be unconditional. For example 'A' buys a car from 'B' with a condition that 'B' will employ his son in his firm. The sale is conditional and hence invalid.

#### **(b) Under reasonable conditions**

The conditions of sale should not go against the contract for instance, 'A' tells 'B' to deliver the goods within a month, the sale is valid.

#### **(c) Under unreasonable condition but in market practice**

If a sale is under unreasonable condition but is in market practice and not against the teachings of Quran and sunnah, the sale is valid. For eg. 'A' buys a refrigerator from 'B' with a condition that 'B' undertakes its free service for 2 years. The condition being recognized as a part of the transaction, is valid and the sale is lawful in Shariah.

**(d) Sale must be immediate**

The sale must be immediate and absolute. Thus a sale attributed to a future date or a sale contingent on a future event is void. If the parties wish to affect a valid sale, they will have to affect it afresh when the future date comes or the contingent event actually occurs.

For example, 'A' says to 'B' on the first of January: "I sell my car to you on the first of February". The sale is void, because it is attributed to a future date." Similarly, if 'A' says to 'B': "If x party wins the elections, my car stands sold to you", the sale is void because it is contingent on a future event, which may or may not occur. However, in some specific cases, promise to sell on a future date, may be allowed.

**2. Goods for Sale or subject matter (Mabee')**

The following conditions regarding subject matter must be fulfilled:

**2.1 Existence**

The subject matter of sale must exist at the time of sale. Thus, a thing which has not yet come into existence or which can not be delivered/possessed now cannot be sold. If a non-existent thing has been sold, even with mutual consent, the sale is void according to shari'ah. Eg. 'A' sells the unborn calf of his cow to 'B'. The sale is void. This rule does not apply in Bai Salam and Bai Istisna.

**2.2 Valuable**

The subject of sale must be a property of value. Thus a thing having no value according to the usage of trade such as a leaf or a stone on a roadside cannot be sold or purchased.





### **2.3 Usable**

The subject of sale should not be a thing which is not used except for a haram purpose, like pork, wine etc.

### **2.4 Capable of ownership/title**

The subject matter should not be anything, which is not capable of ownership/title, for example, sea or sky.

### **2.5 Capable of delivery/possession**

Sale of any thing that due to non existence is not capable of being delivered is void. For instance, a chair which is not yet prepared cannot be delivered or possessed since it does not exist.

### **2.6 Specific and quantified**

The subject matter of sale must be specifically known and identified either by pointing out the asset or by detailed specification that can distinguish it from other things, which are not sold. For instance, there is a building comprising of a number of apartments built in the same pattern. 'A', the owner of the building says to 'B', "I sell one of these apartments to you"; 'B' accepts the offer. The sale is void unless the apartment intended to be sold is specifically identified or pointed out to the buyer.

### **2.7 Seller must have title and risk**

The subject matter of sale must be in the ownership of the seller at the time of sale. Thus what is not owned by the seller cannot be sold. If he sells something before acquiring its ownership and risk, the sale is void. For example, 'A' sells to 'B' a car which is presently owned by 'C' but 'A' is hopeful that he will buy it from 'C' and shall deliver it to 'B' subsequently. The sale is void, because the car was not owned by 'A' at the time of sale. The speculation in shares without acquiring ownership and risk is another example.



### 3. Price (Thaman)

#### 3.1 Quantified (Maloom)

The measuring unit of the price should be known e.g. currency etc.

#### 3.2 Specified & certain (Muta'aiyan)

For a sale to be valid, the price should be ascertained and specified such as the total amount in rupees etc. If the price is uncertain, the sale is void. For example, 'A' says to 'B': "If you pay within a month, the price is Rs.50/- but if you pay after two months, the price is Rs 55/- 'B' agrees." The price in this case is uncertain and therefore the sale is void unless anyone of the two alternatives is agreed upon by the parties at the time of sale.

### 4. Delivery or possession (Qabza)

The subject of sale must be in the physical or constructive possession of the seller when he sells it to another person.

#### 4.1 Physical (Haqiqi)

For example, 'A' has purchased a car from 'B'. 'B' has not yet delivered it to 'A' or to his agent. Therefore, 'A' cannot sell the car to 'C'. If 'A' sells it before taking its delivery from 'B', the sale is void.

#### 4.2 Constructive (Hukmi)

"Constructive possession" means a situation where the possessor has not taken the physical delivery of the commodity, yet the commodity has come into his ownership and all the rights and liabilities of the commodity are passed on to him, including the risk of its destruction. For example, 'A' has purchased a car from 'B', 'B' after identifying the car has placed it in a garage to which 'A' has free access and 'B' has allowed him to take the delivery from that place whenever he wishes. Thus the risk of the car has passed on to 'A'. The car is in the constructive possession of 'A'. If 'A' sells the car to 'C' without acquiring physical possession, the sale is valid.





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## CHAPTER 8

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### SALE

Sale (Bai) is commonly defined in Shari'ah as "the exchange of a thing of value by another thing of value with mutual consent". For example "the sale of a commodity in exchange for cash".

#### 1. Valid Sale (Bai Sahih)

A sale becomes valid if the following elements are present along with all other necessary conditions:

- Contract Aqd
- Subject Matter (Mabee')
- Price (Thaman)
- Possession or delivery (Qabza)

#### 2. Void/Non Existing Sale (Bai Baatil)

Sale will be void if any one of the conditions of offer and acceptance (1.1) [Referred to elements of valid sale Chapter 7], conditions of Buyer & Seller (1.2) and good for sale or subject matter (2.1 - 2.5) are not complied with. In a void sale, the buyer does not have title to the subject matter and seller does not have title to the price.

#### 3. Existing sale but void due to defect (Bai Fasid)

Sale will exist but will be void due to defect if the conditions of contract (1.3), subject matter conditions (2.6 & 2.7) and conditions of price (3.1 & 3.2) are not complied with. However, if the defect is rectified, the sale becomes valid. In a fasid sale, the buyer should not possess the subject matter. If possessed with the consent of the seller, title or ownership will pass to the buyer but usage of subject matter will be impermissible. He must return the goods



to the seller.

#### 4. Valid but disliked sale (Bai Makrooh)

A sale will be valid but Makrooh when the transaction is complete and one gets possession of the goods but is disliked e.g. sale after Juma Azaan, sale after hoarding or where a third party intervenes to buy something which was under negotiation of sale between other parties.

#### Types of Sale

Following are the common types of sale:

1. **Bai Musawamah:** It refers to a normal sale in which cost price is not known to the buyer.
2. **Bai Murabaha:** It refers to a sale in which cost of the goods and profit amount is known to the buyer.
3. **Bai Muqayada:** It refers to a barter sale excluding currency sale.
4. **Bai Surf:** It refers to the sale of gold, silver and currency.
5. **Bai Salam:** It is a kind of sale in which full payment is in advance spot while the delivery of the good is deferred to a future date.
6. **Bai Istisna:** It refers to a sale in which commodity is sold before it comes into existence. It is basically an order to manufacture.
7. **Bai Muajjal:** It refers to a sale in which delivery of goods is at spot while payment of price is deferred to a future date.

Cost is unknown in Bai Muajjal.

8. **Bai Taulia:** It is the type of sale where sale price is equal to the cost of goods.
9. **Bai Waddiyah:** It is the type of sale where sale price is less than the cost of goods.

### Prohibited Sale Transactions

Some of the major types of sale transactions that are prohibited by Shariah are as follows:

#### 1) Short Selling (Qabl as Qabza-Sale before possession)

It is the type of sale where the subject matter is sold by the seller without getting its possession is prohibited as per the following Hadiths of Prophet ﷺ:

حدثني أبو الوليد حدثنا شعبة حدثنا عبد الله بن زهارة قال سمعت ابن عمر رضي الله عنهما يقول قال النبي صلى الله عليه وسلم من ابتاع طعاما فلا يبعه حتى يقبضه  
[صحيح البخاري، الجزء ١، ص ١٠٠]

"Whoever purchases food stuff, should not sell it until he takes its possession." (Bukhari)

Short selling in currency markets, equity markets, commodity markets in the current world scenario falls under the same category.

#### 2) Sale of Debt (Bai al Dain)

Dain means "debt" and Bai' means sale. Bai'-al-dain, therefore, connotes the "sale of debt". If a person has a debt receivable from a person and he wants to sell it at a discount (as normally happens in the bill of exchange), it is termed in Shariah as Bai'-al-dain. The traditional Muslim jurists (fuqaha') are unanimous





on the point that Bai'-al-dain is not allowed in Shariah. In fact, the prohibition of Bai-al-dain is a logical consequence of the prohibition of "riba" or interest. A "debt" receivable in monetary terms corresponds to money, and every transaction where money is exchanged from the same denomination of money, the price must be at par value.

Similarly debt cannot be traded at face value since it includes greater degree of Gharar as the party to whom the debt is sold is not certain about the delivery of currency since the original debtor may default. Therefore, debt can not be sold, however, it can only be assigned at face value and with recourse i.e assigner of debt will be liable to fulfill its obligations even if the original debtor defaults in paying its obligations.

### **3) Bai Al Kali Bil Kali**

It is referred as a Sale Transaction where both the subject matter and the price are deferred after the execution of Sale Contract. This type of sale is also not allowed since either price or delivery of the subject matter can be deferred at a time but both these elements cannot be deferred in a single Sale transaction. It should be noted that this ruling is restricted to the condition that both price and the sold commodity are fungible i.e. they can be replaced with exact replica if they are destroyed.

### **4) Bai al Innah (Buy Back)**

A contract of sale, where a person sells an asset on credit and then buys back at a less price for cash. This transaction is prohibited since it creates a back-door for earning profit over a loan transaction. For example: 'A' asks a loan of \$10 from 'B'. 'B', instead of asking for interest on this loan applies a contrivance. He sells an article to 'A' for \$12 on credit and then buys back from him the same article for cash at \$10.

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## CHAPTER 9

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### KHIYARS

The term khiyar refers to an option or right of the buyer & seller to rescind a contract of sale.

There are five khiyars in a sale contract which are as follows:

- a. **Khiyar-e-Shart (Optional condition):** At the time of sale, buyer or seller can put a condition that either party has an option to rescind the sale within the specific number of days (such as 4 days). This option is called "Khiyar-e-Shart."

Specification of the days is necessary for this Khiyar. Within this period, either party has the right to rescind/terminate the sale without any reason. If the buyer puts the condition, it is called Khiyar-e-Mushtari (option of buyer) and when put by the seller, it is called Khiyar-e-Bai (option of seller). This Khiyar is non transferable to the heirs.

- b. **Khiyar-e-Roiyyat (Option of inspecting goods):** Here the goods can be returned after inspection, if they are not up to the specifications. This applies automatically to all contracts. For example, 'A' buys machinery from 'B' without seeing. However, 'A' has the option to return the machinery after inspection.
- c. **Khiyar-e-Aib (Option of defect):** Where the goods can be returned if found defective. It is the responsibility of the seller to supply the goods free of defect or point out the defect to the buyer. The seller is not allowed to hide the defect of the goods because it constitutes as fraud. In one of the hadiths,



Prophet ﷺ has stated:

“He is not amongst us who indulges in fraud.”

Therefore, the buyer has the right to return the good in case where presence of a deficiency is considered a defect in the market practice and which depreciates the value of the goods. For example, 'A' buys batteries from 'B'. However, 'A' has the option to return them to 'B' if the batteries are found to be defective or not in working condition.

- d. **Khiyar-e-Wasf (Option of quality):** This option is available where the seller sells the goods by specifying a certain quality which is absent in the goods. For example, 'A' buys a car from 'B' who has specified automatic transmission in the car. However, when 'A' uses the car, he finds the transmission to be manual. Therefore, he has the right to return the car to 'B' in the absence of that specific quality.
- e. **Khiyar-e-Ghaban (Option of price):** Where the seller sells the goods at a price which is far expensive than the market price and the market price is not known to the buyer, a buyer has the right to return it to the seller. For example, a Parker pen is sold to 'A' by 'B' at a price of Rs.500/-. However, after the sale, 'A' discovers its market price to be Rs. 250/-. In this case, "A" has the option to return the pen to 'B'.

### **Iqala (Recession of Contract)**

Where the parties freely consent to rescind the contract i.e. each party will give back the consideration received by it at the time of execution of contract.

Neither the buyer nor the seller has the sole right to rescind





the contract after execution of a contract. Often the buyer wants to rescind the contract after buying goods. In this case, it is necessary that he gets the consent of the seller. Therefore, this mutual agreement between buyer and seller to rescind the contract is called "Iqala."

In one of the narrations, Prophet ﷺ has stated;

"He who does the Iqala (rescinding of the contract) with a Muslim who is not happy with his transaction, Allah will forgive his sins on the Day of Judgment."

However, it may be noted that the price of the goods being returned under Iqala will remain unchanged.

## CHAPTER 10

### MUSHARAKAH

#### Hadiths-e-Qudsi

"عن أبي هريرة رضي الله تعالى عنه قال: قال رسول الله صلى الله عليه وسلم: يقول الله تعالى: أنا ثالث الشريكين ما لم يحميا  
[مسند أبي داود: ج ٢ ص ١٤١، حديث: ٢٠٠٠]

"أحدهما صاحبه."

"Allah Subhan-o-Tallah has declared that He will become a partner in a business between two Mushariks until they indulge in cheating or breach of trust (Khayanah)."

In another Hadiths-e-Qudsi, it is stated:

عن أبي حنبل التيمي عن أبيه قال قال رسول الله صلى الله عليه وسلم: "يُدْنِي اللهُ يَدَيْ الشَّرِيكَيْنِ مَا لَمْ يَحْمِيَا أَحَدُهُمَا صَاحِبَهُ فَيُؤَا  
[مسند الإمام فضيل: ج ٢ ص ٢٢٠، حديث: ٢٠٠٠]

عَان أَحَدُهُمَا صَاحِبَهُ بِشَيْءٍ عَدُوًّا"

"Allah's hand is with both the partners unless any one of them indulge in cheating and when any one of them indulges in cheating than Allah takes back his hand from both the partners."

#### Definition and classification of Musharakah

The literary meaning of Musharakah is "sharing". The root of the term "Musharakah" in Arabic comes from the word 'Shirkah', which means 'being a partner'. It is used in the same context as the term "shirk" meaning "partner to Allah".

Under Islamic jurisprudence, Musharakah means "a joint enterprise formed for conducting some business in which all partners share the profit according to a specific ratio while the loss is shared according to the ratio of the contribution". It is an ideal alternative for the interest based financing with far reaching



effects on both the production and distribution of wealth in the economy. The connotation of this term is limited than the term "Shirkah", more commonly used in the Islamic jurisprudence. For the purpose of clarity in the basic concepts, it is pertinent at the outset to explain the meaning of each term, as distinguished from the other. "Shirkah" means "Sharing" and in the terminology of Islamic Fiqh, it has been divided into two kinds:

### 1) Shirkat-ul-Milk (Partnership by joint ownership)

It means joint ownership of two or more persons in a particular property. This kind of "Shirkah" may come into existence in two different ways:

**a) Optional (Ikhtiari):** At the option of the parties. For example, if two or more persons purchase equipment, it will be owned jointly by both of them and the relationship between them with regard to that property is called "Shirkat-ul-Milk Ikhtiari". Here, this relationship has come into existence at their own option, as they themselves have opted to purchase the equipment jointly.

**b) Compulsory (Ghair Ikhtiari):** This comes into existence automatically without any effort/action taken by the parties. For example, after the death of a person, all his heirs inherit his property, which comes into their joint ownership as a natural consequence of the death of that person.

There are two more types of Joint ownerships (Shirkat-ul-Milk)

- Shirkat-ul-Ain
- Shirkat-ul-Dain

A property in shirkat-ul-milk is jointly owned but not divided,



is called "Musha." Undivided asset can be utilized in the following manner:

**a) Mushtarik Intifa' (Mutual Utilization):** Mutually or jointly using an asset alternatively under circumstances where the partners or joint owners are on good terms.

**b) Muhaya (Alternate Utilization):** Under this arrangement the owners will fix the number of days within a specific time interval for each partner to get usufruct of the asset. For example one may use the product for 15 days and then the other may use it for the rest of the month.

**c) Taqseem (Division):** This refers to division of the jointly owned asset. This may be applied in cases where the asset that is owned can be divided permanently. For example, jointly taking a 1,000 sq. yards plot and making a house on 500 sq. yards by each of the two owners.

**d)** Under a situation where the partners are not satisfied with alternate utilization arrangement, the property or asset jointly held can be sold off and proceeds be distributed between the partners.

## 2) Shirkat-ul-Aqd (Partnership by contract)

This is the second type of Shirkah, which means, "a partnership effected by a mutual contract". For the purpose of brevity, it may also be translated as "joint commercial enterprise." Shirkat-ul-Aqd" can further be classified into three kinds:

**(i) Shirkat-ul-Amwal (Partnership in capital):** where all the partners invest some capital into a commercial enterprise.



**(ii) Shirkat-ul-Aamal (Partnership in services):** where all the partners jointly undertake to render some services for their customers, and the fee charged from them is distributed among them according to an agreed ratio. For example, if two people agree to undertake tailoring services for their customers on the condition that the wages so earned will go into a joint pool which shall be distributed between them irrespective of the size of work each partner has actually done, this partnership will be a shirkat-ul-aamal which is also called Shirkat-ut-taqabbul or Shirkat-us-sanai or Shirkat-ul-abdan.

**(iii) Shirkat-ul-Wujooh (Partnership in goodwill):** The word Wujooh has its root in the Arabic word Wajahat meaning goodwill. Here, the partners have no investment at all. They purchase commodities on deferred price, by getting favorable credit terms because of their goodwill and sell goods at spot. The profit so earned is distributed between them at an agreed ratio.

Each of the above three types of Shirkat-ul-Aqd are further divided into two types:

- a) **Shirkat-Al-Mufawada (Capital, Labor & Profit at par):** All partners share capital, management, profit, risk & reward in absolute equality. It is a necessary condition for all four categories to be shared amongst the partners; if any one category is not shared in absolute equality, then the partnership becomes Shirkat-ul-'Ainan. Every partner who shares equally is a Trustee, Guarantor and Agent on behalf of the other partners.
- b) **Shirkat-ul-Ainan:** A more common type of Shirkat-ul-Aqd where capital, management or profit ratio is not equal in all respect.

All these modes of "Sharing" or partnership are termed as "Shirkah" in the terminology of Islamic Fiqh, while the term "Musharakah" is not found in the books of Fiqh. This term (i.e. Musharakah) has been introduced recently by those who have written on the subject of Islamic modes of financing and it is normally restricted to a particular type of "Shirkah", that is, the Shirkat-ul-Amwal, where two or more persons invest some of their capital in a joint commercial venture. However, sometimes it includes Shirkat-ul-Aamal also where partnership takes place in the business of services.

It is evident from this discussion that the term "Shirkah" has a much wider sense than the term "Musharakah" as is being used today. The latter is limited to "Shirkat-ul-Amwal" only i.e. all the partners invest some capital into a commercial enterprise, while the former includes all types of joint ownership and those of partnership.

#### **Rules & Conditions of Shirkat-ul-Aqd**

The common conditions of Shirkat-ul-Aqd are three which are as follows:

- a) **The existence of Muta'qidain (Partners):** There should be atleast two living (alive) partners in the contract.
- b) **Capability of Partners:** The partners must be sane and mature and capable of entering into a contract. The contract must take place with free consent of the parties without any fraud or misrepresentation.
- c) **The presence of the commodity:** This means the price and commodity itself.

There are also three special conditions which are as follows:





- a) **The commodity of partnership should be capable of an Agency:** As each partner is responsible for managing the project, therefore he will directly influence the overall profitability of the business. As a result, each member in Shirkat-ul-Aqd should duly qualify as legally being eligible of becoming an agent and of carrying on business. For example, 'A' has written a book and owns it, 'B' cannot sell it unless 'A' appoints 'B' as his agent.
- b) **The rate of profit sharing should be determined:** The share of each partner in the profit earned should be identified at the time of the contract. If however, the ratio is not determined before hand, the contract becomes void (Fasid). Therefore, identifying the profit share is necessary.
- c) **Profit & Loss Sharing:** All partners will share in the profit as well as the loss. By placing the burden of loss solely on one or a few partners makes the partnership invalid. A condition for Shirkat-ul-Aqd is that the partners will jointly share the profit. However, defining an absolute value of profit is not permissible, therefore only a percentage of the total return is allowed.

### The basic rules of Musharakah

Musharakah or Shirkat-ul-Amwal is a relationship established by the parties through a mutual contract. Therefore, it goes without saying that all the necessary ingredients of a valid contract must be present here also. For example, the parties should be capable of entering into a contract; the contract must take place with free consent of the parties without any duress, fraud or misrepresentation, etc. But there are certain elements, which are peculiar to the contract of "Musharakah". They are summarized here:



### 1) Basic rules of Capital

The capital in a Musharakah agreement should be:

- a) **Quantified (Ma'loom):** Meaning how much money is invested.
- b) **Specified (Muta'aiyan):** Meaning specified in terms of currency.
- c) **Not necessarily be merged:** The mixing of capital is not required.
- d) **Not necessarily be in liquid form:** Capital share may be contributed either in cash/liquid or in the form of commodities. In case of a commodity, the market value of the commodity shall determine the share of the partner in the capital.

### 2) Management of Musharakah

The normal principle of Musharakah is that every partner has a right to take part in its management and to work for it. However, the partners may agree upon a condition that the management shall be carried out by one of them, and no other partner shall work for the Musharakah. But in this case the sleeping partner shall be entitled to the profit only to the extent of his investment, and the ratio of profit allocated to him should not exceed the ratio of his investment, as discussed earlier.

However, if all the partners agree to work for the joint venture, each one of them shall be treated as an agent of the other in all matters of business. Any work done by one of them in the normal course of business shall be deemed as authorized by all the partners.

### 3) Basic rules of distribution of Profit

1. The ratio of profit for each partner must be determined in respect of the actual profit earned by the business and not



in proportion to the capital invested by him. For example, if it is agreed between them that 'A' will get 1% of his investment, the contract is not valid.

2. It is not allowed to fix a lump sum amount for anyone of the partners or any rate of profit tied up with his investment. Therefore, if 'A' & 'B' enter into a partnership and it is agreed between them that 'A' shall be given Rs.10,000/- per month as his share in the profit and the rest will go to 'B', the partnership is invalid.
3. If both partners agree that each one will get percentage of profit based on his capital proportion, whether both take part in the management of the business or not, it is allowed.
4. It is also allowed that if an investor is working, his profit share (%) could be more than his capital share (%) irrespective of whether the other partner is working or not. For example, if 'A' & 'B' have invested Rs.1,000/- each in a business and it may be agreed that only 'A' will work will get 2/3rd of the profit while 'B' will only get 1/3rd. Similarly, if the condition of work is also imposed on 'B' in the agreement, then the proportion of profit for 'A' can be more than his investment.
5. If a partner has put an express condition in the agreement that he will not work for the Musharakah and will remain a sleeping partner throughout the term of Musharakah, then his share of profit cannot be more than the ratio of his investment. However, Hanbali school of thought considers fixing the sleeping partners profit share more than his investment share to be permissible.
6. It is allowed that if a partner is not working, his profit share



can be established as less than his capital share.

7. If both are working partners, the share of profit can differ from the ratio of investment. For example, 'Zaid' & 'Bakar' both have invested Rs.1,000/- each. However, Zaid gets 1/3rd of the total profit and Bakar gets 2/3rd, this is allowed. This opinion of Imam Abu Hanifa رحمته الله is based on the fact that capital is not the only factor for profit distribution but also labor and work. Although the investment of two partners is the same but in some cases, quantity and quality of work might differ.

#### 4) Basic rules of distribution of Loss

All scholars are unanimous on the principle of loss sharing in Shariah, based on the saying of Syyedna Ali Ibn Talib عليه السلام that is as follows:

"الوفية على المال والبيع عني ما اضطلحو عليه" إفتى عبد الرزاق جرحه رحمه الله

"Loss is distributed exactly according to the ratio of investment and the profit is distributed according to the agreement of the partners."

Therefore, the loss is always subject to the ratio of investment. For example, if 'A' has invested 40% of the capital and 'B' has invested 60%, they must suffer the loss in the same ratio as of their investment proportion, not more, not less. Any condition contrary to this principle shall render the contract invalid.

#### 5) Powers & Rights of Partners in Musharakah

After entering into a Musharakah contract, partners have the following rights:



- a) The right to sell the mutually owned property since all partners are representing each other in Shirkah and all have the right to buy & sell for business purposes.
- b) The right to buy raw material or other stocks on cash or credit, using funds belonging to Shirkah, to put into the business.
- c) The right to hire people to carry out business, if needed.
- d) The right to deposit money and goods of the business belonging to Shirkah as depositor trust where and when necessary.
- e) The right to use Shirkah's fund or goods in Mudarabah.
- f) The right of giving Shirkah's funds as hiba (gift) or loan. If one partner for purpose of investing in the business has taken a Qard-e-Hasana, then paying it becomes liable on both.

## **6) Termination of Musharakah**

Musharakah will stand terminated in the following cases:

1. If the purpose of forming the Shirkah has been achieved. For example, if two partners form a Shirkah for a certain project such as buying a specific quantity of cloth in order to sell it and the cloth is purchased and sold with mutual investment, the rules are simple and clear in this case. The distribution of profit will be as per the agreed rate, whereas in case of loss, each partner will bear the loss according to his ratio of investment.
2. Every partner has the right to terminate the Musharakah at any time after giving his partner a notice that will cause the

Musharakah to end. For dissolving this partnership, if the assets are liquidated, they will be distributed between the partners on the following basis:

- a) If there is no profit and no loss to the assets, they will be distributed on pro rata basis.
  - b) In case of loss as well, all assets will be distributed on pro rata basis.
3. In case of the death of any one of the partners or any partner becoming insane or incapable of effecting commercial transaction, the Musharakah stands terminated.
  4. In case of damage to the share capital of one partner before mixing the same in the total investment and before affecting the purchase, the partnership will stand terminated and the loss will only be borne by that particular partner. However, if the share capital of all partners has been mixed and could not be identified singly, then the loss will be shared by all and the partnership will not be terminated.

### **Termination of Musharakah without closing the business**

If one of the partners wants termination of the Musharakah, while the other partner or partners like to continue with the business, this purpose can be achieved by mutual agreement. The partners who want to run the business may purchase the share of the partner who wants to terminate his partnership, because the termination of Musharakah with one partner does not imply its termination between the other partners. However, in this case, the price of the share of the leaving partner must be determined by mutual consent. If there is a dispute about the valuation of the share and the partners do not arrive at an agreed





price, the leaving partner may compel other partners on the liquidation or on the distribution of the assets themselves.

The question arises whether the partners can agree, while entering into the contract of the Musharakah, on a condition that the liquidation or separation of the business shall not be effected unless all the partners or the majority of them wants to do so. And that a single partner who wants to come out of the partnership shall have to sell his share to the other partners and shall not force them on liquidation or separation.

This condition may be justified, especially in the modern situations, on the ground that the nature of business, in most cases today, requires continuity for its success. The liquidation or separation at the instance of a single partner only may cause irreparable damage to the other partners.

If a particular business has been started with huge amounts of money which has been invested in a long-term project, and one of the partners seeks liquidation in the infancy of the project, it may be fatal to the interests of the partners, as well as to the economic growth of the society, to give him such an arbitrary power of liquidation or separation. Therefore, such a condition seems to be justified, and it can be supported by the general principle laid down by the Holy Prophet ﷺ in his famous hadith:

"المسلمون على شروطهم إلا شرعوا حرم حلالاً أو حلالاً حراماً" [المعجم الكبير 5/ 46، صحيح]

"All conditions agreed upon by the Muslims are upheld, except a condition which allows what is prohibited or prohibits what is lawful".

### Dispute Resolution

There shall be a provision for adjudication by a Review Committee

to resolve any difference that may arise between the bank and its clients (partners) with respect to any of the provisions contained in the Musharakah Agreement.

### Security in Musharakah

In case of Musharakah agreement between the Bank and the client, the bank shall in its own right and discretion, obtain adequate security from the party to ensure safety of the capital invested/ financed as also for the profit that may be earned as per profit projection given by the party. The securities obtained by the bank shall, also as usual, be kept fully insured at the party's cost and expenses with Takaful (Islamic Insurance). The purpose of this security is to utilize it only in case of damage or loss of the principal amount or earned profit due to the negligence of the client.

### The difference between interest based financing and Musharakah

Interest Based Financing	Musharakah
A fixed rate of return on a loan advanced by the financier is predetermined irrespective of the profit earned or loss suffered by the debtor.	Musharakah does not envisage a fixed rate of return. The return is based on the actual profit earned by the joint venture.
The financier cannot suffer loss.	The financier can suffer loss, if the joint venture fails to produce fruits.

### Issues Relating to Musharakah

Musharakah is a mode of financing in Islam. Following are some issues relating to the tenure of Musharakah, redemption in Musharakah and the mixing of capital in conducting Musharakah.



## Liquidity of Capital

A question commonly asked in the operation of Musharakah is whether the capital invested needs to be in liquid form or not. The answer as to whether the contract in Musharakah can be based on commodities only or on money, varies among the different schools of thought in Islam. For example, if 'Zaid' and 'Bakar' agree to invest Rs.1,000/- each in a garment business and both keep their investments with themselves. Then, if 'Zaid' buys cloth with his investment, will it be considered belonging to both Zaid and Bakar or only to Zaid? Furthermore, if the cloth is sold, can Zaid alone claim the profit or loss on the sale? In order to answer this question, the prime consideration should be whether the partnership becomes effective without mixing the two investments profit or loss. This issue can be resolved in the light of the following schools of thought of different fiqhs:

Imam Malik رحمہ اللہ is of the view that liquidity is not a condition for the validity of Musharakah. Therefore, even if a partner contributes in kind to the partnership, his share can be determined on the basis of the evaluation according to the prevalent market price at the date of the contract. However, Imam Abu Hanifa رحمہ اللہ and Imam Ahmad رحمہ اللہ do not allow capital of investment to be in kind. The reason for this restriction is as follows:

- Commodities contributed by one partner will always be distinguishable from the commodities given by the other partners, therefore, they can not be treated as homogenous capital.
- If in case of redistribution of share capital to the partners, tracing back each partner's share becomes difficult. If the share capital was in the form of commodities then redistribution cannot take place because they may have been



sold by that time.

Imam Shafi رحمہ اللہ has an opinion dividing commodities into two:

- **Dhawat-ul-Amthal (Homogenous Commodities)**

Commodities which if destroyed can be compensated by similar commodities in quality and quantity. Example rice, wheat etc.

- **Dhawat-ul-Qeemah (Heterogeneous Commodities)**

Commodities that cannot be compensated by similar commodities, like animals.

Imam Shafi رحمہ اللہ is of the view that commodities of the first kind may be contributed to Musharakah in the capital while the second type of commodities cannot be a part of the capital. In case of Dhawat-ul-Amthal, redistribution of capital may take place by giving each partner the similar commodities he had invested earlier, the commodities need to be mixed so well together that the commodity of one partner can not be distinguished from commodities contributed by the other.

The illiquid goods can be made capital of investment and the market value of the commodities shall determine the share of the partner in the capital. It seems that the view of Imam Malik رحمہ اللہ is more simple and reasonable and meets the need of the modern business therefore this view can be acted upon.

We may therefore conclude from the above discussion that the share capital in a Musharakah can be contributed either in cash or in the form of commodities. In the latter case, the market value of the commodities shall determine the share of partner in the capital.



## Mixing of the Capital

According to Imam Shafi رحمہ اللہ the capital of partners should be mixed so well that it cannot be discriminated and this mixing should be done before any business is conducted. Therefore, partnership will not be completely enforceable if any kind of discrimination is present in the partners' capital. His argument is based on the reasoning that unless both investments will be mixed, the investment will remain under the ownership of the original investor and any profit or loss on trade of that investment will be entitled to the original investor only. Hence such a partnership is not possible where the investment is not mixed.

According to Imam Abu Hanifa رحمہ اللہ, Imam Malik رحمہ اللہ and Imam Ahmed bin Hunbul رحمہ اللہ, the partnership is complete only with an agreement and the mixing of capital is not important. They are of the opinion that when two partners agree to form a partnership without mixing their capital of investment, then if one partner bought some goods for the partnership with his share of investment of Rs.100,000/-, these goods will be accepted as being owned by both partners and hence any profit or loss on sale of these goods should be shared according to the partnership agreement.

However, if the share of investment of one person is lost before mixing the capital or buying anything for the partnership business, then the loss will be borne solely by the person who is the owner of the capital and will not be shared by other partners. However if the capital of both had been mixed and then a part of whole had been lost or stolen, then the loss would have been borne by both.

Since in Hanafi, Maliki and Hanball schools of thought mixing of the capital is not important, therefore, a very important present

day issue is addressed with reference to this principle. If some companies or trading houses enter into partnership for setting up an industry to conduct business, and they need to open LC for importing the machinery. This LC reaches the importer through his bank. Now when the machinery reaches the port and the importing companies need to pay for taking possession, the latter need to show those receipts in order to take possession of the goods.

Under Shafi school of thought, the imported goods cannot become the capital of investment but will remain in the ownership of the person opening the LC because, at the time of opening the LC, the capital has not been mixed and without mixing the capital, Musharakah cannot come into existence. Under this situation, if the goods are lost during shipment, the burden of loss will fall upon the opener of the LC, even though the goods were being imported for the entire industry. This is because even though a group of companies had asked for the machinery or imported goods, the importers had not mixed their capital at the time of investment.

Contrary to this, since the other three schools of thought believe that partnership comes into existence at the time of agreement rather than after the capital has been mixed, therefore, the burden of loss will be borne by all. This has two advantages:

- a) In case of loss the burden of loss will not fall upon one partner rather, it will be shared by all partners of the firm.
- b) If the capital is provided at the time of the agreement, it stays blocked for the period during which the machinery is being imported. While if the capital was not kept idle till the actual operation could be conducted with the machinery, the same





capital could have been used for something else as well.

This shows that the decision of the three combined schools of thought is better equipped to handle the current import export situation.

### **Tenure of Musharakah**

For conducting a Musharakah agreement, questions arise pertaining to fixing the period of the agreement. For fixing the tenure of the Musharakah following conditions should be remembered:

- a) The partnership is fixed for such a long time that at the end of the tenure no other business can be conducted.
- b) Can be for a very short time period during which partnership is necessary and neither partner can dissolve the partnership.

Under the Hanafi school of thought, a person can fix the tenure of the partnership because it is an agreement and an agreement may have a fixed period of time. In the Hanbali school of thought, the tenure can be fixed for the partner as it is an agency agreement and an agency agreement in this school can be fixed. The Maliki school however says that Shirkah cannot be subjected to a fixed tenure. Shafi school like the Maliki consider fixing the tenure to be impermissible. Their argument is that fixing the period will prohibit conducting the business at the end of that period which in turn means that the fixing will prevent them from conducting the business.

### **Uses of Musharakah / Mudarabah**

These modes can be used in the following areas (or can replace them according to Shariah rules)

**Asset Side Financing**

- Short/medium/long - term financing
- Project financing
- Small and medium enterprises setup financing
- Large enterprise financing
- Import financing
- Import bills drawn under import letters of credit
- Inland bills drawn under inland letters of credit
- Bridge financing
- LC with margin (for Musharakah)
- Export financing (Pre-shipment financing)
- Working capital Financing
- Running accounts financing / short term advances

**Liability Side Financing**

- For current/ saving/mahana amdani/ investment accounts (Deposit giving Profit based on Musharkah/Mudarbah - with predetermined ratio)
- Inter- Bank lending / borrowing
- Term Finance Certificates & Certificate of Investment
- T-Bill and Federal Investment Bonds / Debenture.
- Securitization for large projects (based on Musharkah)
- Certificate of Investment based on Murabaha (e.g: Meezan Riba Free)
- Islamic Bank Musharakah bonds (based on projects requiring large amounts - profit based on the return from the project).

**Risks in Musharkah Financing**

Some of the measure risks and problems that are being faced by Islamic Banks in extending Musharkah or Mudarbah based financing are as follows:

- 1) **Business Risk:** In Musharakah Financing, the bank is sharing



the business risk with the customer since the return in Musharakah financing is dependant on the actual performance of the business. The bank should make a feasibility study of the business of the customer and should prudently evaluate all the risks of any business before making Musharakah financing decisions, since exposure of bank is on the business performance and not on the customer, unless and until fraud or negligence is established on part of the customer.

- 2) **Risk of Proper Book Keeping:** Another problem in Musharakah transaction is lack of transparent book keeping practices adopted by various companies due to taxation reasons. Due to this lack of transparency, it is difficult to evaluate the actual performance of any business since it is not completely portrayed in the disclosed accounts of the company and in the absence of such information, it is difficult to enter into a Musharakah arrangement with the customer.
- 3) **Customer Mindset:** In Musharakah financing the actual profits and loss of the business are shared between the partners therefore if the business performs higher than the expectation then it will generate higher profits. If high profits are generated by the business then Bank will also be getting high profits as per the profit sharing arrangement but many customers are hesitant in providing profit that is more than the average market benchmark rate of financing.
- 4) **Dishonesty:** Another apprehension against musharakah financing is that the dishonest clients may exploit the instrument of musharakah by not paying any return to the financiers. They can always show that the business did not earn any profit by manipulating the records of the company. Indeed, they can claim that it has suffered a loss in which case





not only the profit, but also the principal amount will be jeopardized.

**5) Operational Risk:** Success of Musharakah depends upon better management of the factors of operational risks, which include:

- a) Control over management
- b) Transparency in income
- c) Commitment by management

Islamic Banks can take following steps for proper management of Operational risks in Musharakah.

By appointing bank's representatives in:

- Company's BOD
- Finance
- Internal audit

These representatives should be given proper authority & will be directly reporting to Bank's management.

**6) Credit Risk:** In Musharakah, the Musharik bank is exposed to similar credit risks if some amount is payable by customs under the Musharkah Agreement, as other banks, which include: Risk of default and Party risk.

Credit risk can be mitigated by:

- Proper evaluation of the customers financial position
- Any Shariah Compliant security can be taken to secure



the bank against any dishonesty or act of negligence by the customer.

- Evaluation of customers credit history
- Past relationship with bank.

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**MUDARABAH**

This is a kind of partnership where one partner gives money to another for investing in a commercial enterprise. The investment comes from the first partner who is called "Rab-ul-Maal" while the management and work is an exclusive responsibility of the other, who is called "Mudarib" and the profits generated are shared in a predetermined ratio.

**Types of Mudarabah**

There are two (2) types of Mudarabah namely:

**1) Al Mudarabah Al Muqayyadah (Restricted Mudarabah)**

Here, the Rab-ul-Maal may specify a particular business or a particular place for the mudarib to carryout the business, in which case, he shall invest the money in that particular business or place. This is called "Al Mudarabah Al Muqayyadah" (Restricted Mudarabah).

**2) Al Mudarabah Al Mutlaqah (Unrestricted Mudarabah)**

However, if Rab-ul-maal gives full freedom to the Mudarib to undertake whatever business he deems fit, this is called "Al Mudarabah Al Mutlaqah" (Unrestricted Mudarabah). However, the Mudarib cannot, without the consent of Rab-ul-Maal, lend money to anyone. The Mudarib is authorized to do anything, which is normally done in the course of business. However, if Mudarib wants to have an extraordinary work, which is beyond the normal routine of the traders, he cannot do so without express permission of Rab-ul-Maal. He is also not authorized to:

- a) Appoint another Mudarib or a partner
- b) Mix his own investment in that particular Mudarabah





without the consent of the Rab-ul Maal.

All conditions of offer and acceptance are applicable to both the parties. The Rab-ul-Maal can execute a Mudarabah contract with more than one person through a single transaction. This means that the Rab-ul-Maal can offer his money to 'A' and 'B' both so that each one of them can act for him as Mudarib and the capital of the Mudarabah shall be utilized by both of them jointly.

### **Difference between Musharakah and Mudarabah**

	<b>Musharakah</b>	<b>Mudarabah</b>
1.	All partners invest in the business.	Only the Rab-ul-Maal invests in the business.
2.	All partners have the right to participate in the management of the business and work for it.	The Rab-ul-maal has no right to participate in the management which is carried out by the Mudarib only.
3.	All partners share the loss proportionately, to the extent of the ratio of their investment.	Only the Rab-ul-maal bears the loss because the Mudarib does not invest anything. However, this is subject to a condition that the Mudarib has worked with due diligence.
4.	As soon as the partners mix up their capital in a joint pool, all the assets become jointly owned by all of them according to the proportion of their respective investment. All partners benefit from the appreciation in the value of the assets even if profit has not accrued through sales.	The goods purchased by the Mudarib are solely owned by Rab-ul-maal and the Mudarib can earn his share in the profit only if he sells the goods of the business in a profitable manner.



## Investment

In Mudarabah, the Rab-ul-maal provides the capital investment and the Mudarib looks after the management. Therefore, the Rab-ul-maal should hand over the agreed investment to Mudarib and leaves everything to Mudarib with no interference from his side but he may:

- a) Oversee the Mudarib's activities and
- b) Work with the Mudarib if the Mudarib consents

Here, the question arises, in what form should the Mudarabah capital be? Can non-liquid assets like equipment, land etc. form capital investments?

The basic principle is that the capital in Mudarabah is valid just the way it is in Shirkah, which according to Hanafi fiqh should be in liquid form. But, according to the other scholars, equipment and land etc. can also be included as capital investment. However, all the scholars are unanimous on the following:

"Assets other than cash can be used as an intermediate step. However, this is subject to the determination of the exact value of the assets before they are used for the Mudarabah. If the assets are not correctly evaluated, the Mudarabah is not valid."

## Mudarabah Expenses

The Mudarib shares profit of the Mudarabah as per the agreed rate with the Rab-ul-Maal, but his expenses like meals, clothing, conveyance and medical are not borne by Mudarabah. However, if he is traveling on a business trip and is overstaying the night, then the aforementioned expenses shall be covered from the capital of Mudarabah. If Mudarib goes for a journey which constitutes Safar-e-Sharai (more than 48 miles), but does not



overstay the night, his expenses will not be borne by Mudarabah.

All expenses which are incidental to the Mudarabah's function like wages of employees/workers or commissions in buying/selling etc have to be paid by the Mudarabah. However, all the expenses can be included in the cost of commodities which Mudarib sells in the market. For example, if the Mudarib is selling ready made garments then the stitching, dyeing, washing expenses etc. can be included by the Mudarib in the total cost of the garments.

If the Mudarib manages the Mudarabah within his city, he will not be allowed any expenses, but only his due profit share. Similarly, if he keeps an employee, this employee will not be allowed any expenses, but his salary.

If the Mudarabah agreement becomes invalid (Fasid) due to any reason, the Mudarib's status will be that of an employee, meaning:

- a) Whether he is traveling or doing business in his city, he will not be entitled to any expense such as meal, conveyance, clothing, medicine etc.
- b) He will not be sharing any profit and will just get Ujrat-e-Misl (prevalent remuneration) for his job.

### **Distribution of Profit & Loss**

It is necessary for the validity of Mudarabah that the contracting parties agree, right at the beginning, on a definite proportion of the actual profit to which each one of them is entitled. The Shariah has prescribed no particular proportion; rather it has been left to the partners' mutual consent. They can share the profit in equal proportions and they can also allocate different proportions for the Rab-ul-Maal and Mudarib. However, in such cases where the parties have not predetermined the ratio of



profit, the profit will be shared at the ratio of 50:50.

The Mudarib and the Rab-ul-Maal cannot allocate a lump sum amount of profit for any party nor can they determine the share of any party at a specific rate tied up with the capital. For example, if the capital is Rs.100,000/-, they cannot agree on a condition that Rs.10,000/- out of the profit will be the share of the Mudarib, nor can they say that 20% of the capital will be given to Rab-ul-Maal. However, they can agree that 40% of the actual profit will go to the Mudarib and 60% to the Rab-ul-Maal or vice versa.

It is also allowed that different proportions could be agreed for different situations. For example, the Rab-ul-Maal can say to the Mudarib "If you trade in wheat, you will get 50% of the profit and if you trade in flour, you will have 33% of the profit". Similarly, he can say "If you do the business in your own town, you will be entitled to 30% of the profit and if you do it in another town, your profit share will be 50%".

Apart from the agreed proportion of the profit (as determined in the above mentioned manner), the Mudarib cannot claim any periodical salary or a fee or remuneration for the work done by him for the Mudarabah.

All schools of Islamic Fiqh are unanimous on this point. However, Imam Ahmad rahimahullah has allowed for the Mudarib to draw his daily expenses for food only from the Mudarabah Account. The Hanafi jurists restrict this right of the Mudarib only to a situation where Mudarib is on a business trip outside his own city. In this case, he can claim his personal expenses for accommodation and food, etc. but he is not entitled to get anything as daily allowances when he is in his own city.

If the business has incurred loss in some transactions and has



gained profit in others, the profit shall be used to offset the loss in the first instance, then the remainder (if any) shall be distributed between the parties according to the agreed ratio.

The Mudarabah becomes void (Fasid) if the profit is fixed in any way. In this case, the entire amount (Profit + Capital) will be of Rab-ul-Maal's. The Mudarib will just be an employee earning Ujrat-e-Misl (market equivalent salary/wages). The remaining amount will be called Profit. This profit will be shared in the agreed ratio.

### Roles of the Mudarib

<b>Ameen (Trustee)</b>	Responsible for safeguarding the investments, except in the case of natural calamities.
<b>Wakeel (Agent)</b>	To make purchases from the funds provided by the Rab-ul-Maal.
<b>Shareek (Partner)</b>	Sharing in any profit from the business.
<b>Dhamin (Liable)</b>	To provide for the loss suffered by the Mudarabah due to any act of negligence on his part.
<b>Ajeer (Employee)</b>	When the Mudarabah gets Fasid due to any reason, the Mudarib is entitled to only the salary, Ujrat-e-Misl.

### Termination of Mudarabah

The Mudarabah will stand terminated when the period specified in the contract expires. It can also be terminated any time by either of the two parties by giving notice. In case the Rab-ul-Maal



has terminated the services of the Mudarib, the latter continue to act as Mudarib until he is informed of the termination and all his previous acts will remain a part of the Mudarabah.

If all assets of the Mudarabah are in cash form at the time of termination, and some profit has been earned on the principal amount, it shall be distributed between the parties according to the pre-agreed ratio. However, if the assets of the Mudarabah are not in cash form, they will then be sold and liquidated so that the actual profit may be determined.

All loans and payables of the Mudarabah will be recovered. Before termination the provisional profit earned by Mudarib and Rab-ul-Maal will also be taken into account and when total capital is drawn, the principal amount invested by Rab-ul-Maal will be given to him and the balance will be called profit which will be distributed between Mudarib and Rab-ul-Maal at the agreed ratio.

If no balance is left, then the Mudarib will not get anything. If the principal amount is not recovered fully, then the profit shared by the Mudarib and Rab-ul-Maal during the term of the Mudarabah will be withdrawn to pay the principal amount to the Rab-ul-Maal. The balance will be profit, which will be distributed between the Mudarib and the Rab-ul-Maal. In this case too if no balance is left, Mudarib will not get anything.

### **Uses of Musharakah / Mudarabah**

These modes can be used in the following areas (or can replace them according to Shariah rules):



**Asset Side Financing**

- Short/medium/long-term financing
- Project financing
- Small and medium enterprises setup financing
- Large enterprise financing
- Import financing
- Import bills drawn under import letters of credit
- Inland bills drawn under inland letters of credit
- Bridge financing
- LC without margin (for Mudarabah)
- Export financing (Pre-shipment financing)
- Working capital financing.

**Liability Side Financing**

- For current /saving/mahana amdani/investment accounts (deposit giving profit based on Musharakah / Mudarabah - with predetermined ratio)
- Inter- Bank lending / borrowing
- Term Finance Certificates & Certificates of Investment
- T-Bill and Federal Investment Bonds / Debenture.
- Securitization for large projects
- Certificates of Investment based on Murabaha (e.g: Meezan Riba Free).

### **DIMINISHING MUSHARAKAH**

#### **The concept of Diminishing Musharakah**

Another form of Musharakah, developed in the near past, is the 'Diminishing Musharakah'. According to this concept, a financier and his client participate either in the joint ownership of a property or an equipment, or in a joint commercial enterprise. The share of the financier is further divided into a number of units and it is understood that the client will purchase the units of the share of the financier one by one periodically, thus increasing his own share until all the units of the financier are purchased by the client so as to make him the sole owner of the property, or the commercial enterprise, as the case may be.

The Diminishing Musharakah based on the above concept has taken different forms in different transactions. Some examples are given below:

1. It has been used mostly in home financing. The client wants to purchase a house for which he does not have adequate funds. He approaches the financier who agrees to participate with him in purchasing the required house. For instance, 20% of the price is paid by the client and 80% of the price by the financier. Thus, the financier owns 80% of the house while the client owns 20%. After purchasing the property jointly, the client uses the house for his residential purposes and pays rent to the financier for using his share in the property. At the same time, the share of financier is further divided into eight equal units, each unit representing 10% ownership of the house. The client promises to the financier that he will purchase one unit after every three months.



Accordingly, after the first term of three months, the client purchases one unit of the share of the financier by paying 1/10th of the price of the house. This reduces the share of the financier from 80% to 70%. Hence, the rent payable to the financier is also reduced to that extent. At the end of the second term, he purchases another unit thereby increasing his share in the property to 40% and reducing the share of the financier to 60% and consequently reducing the rent to that proportion as well. This process goes on in the same fashion until after the end of two years, the client purchases the entire share of the financier reducing the share of the financier to 'zero' and increasing his own share to 100%.

This arrangement allows the financier to claim rent according to his proportion of ownership in the property and at the same time allows him periodical return of a part of his principal through purchases of the units of his share.

2. 'A' wants to purchase a taxi to use it for offering transport services to passengers and to earn income through fares recovered from them, but he is short of funds. 'B' agrees to participate in the purchase of the taxi, therefore, both of them purchase a taxi jointly. For instance, 80% of the price is paid by 'B' and 20% is paid by 'A'. After the taxi is purchased, it is employed to provide transport to the passengers whereby the net income of Rs. 1,000/- is earned on daily basis. Since 'B' has 80% share in the taxi, it is agreed that 80% of the fare will be given to him and the rest of 20% will be retained by 'A' who has a 20% share in the taxi. It means that Rs. 800/- is earned by 'B' and Rs. 200/- by 'A' on daily basis. At the same time the share of 'B' is further divided into eight units. After three months 'A' purchases one unit from the share of 'B'. Consequently, the share of 'B' is reduced to 70% and share of 'A' is increased to 30% meaning thereby that as from that



date 'A' will be entitled to Rs. 300/- from the daily income of the taxi and 'B' will earn Rs. 700/-. This process will go on until after the expiry of two years, the whole taxi will be owned by 'A' and 'B' will take back his original investment along with the income distributed to him in the above mentioned way.

3. 'A' wants to start the business of ready-made garments but lacks the required funds for that business. 'B' agrees to participate with him for a specified period, say two years. 40% of the investment is contributed by 'A' and 60% by 'B'. Both start the business on the basis of Musharakah. The proportion of profit allocated for each one of them is expressly agreed upon. But at the same time, 'B's share in the business is divided into six equal units and 'A' keeps purchasing these units on gradual basis until after the end of two years 'B' comes out of the business, leaving its exclusive ownership to 'A'. Apart from the periodical profits earned by 'B', he gains the price of the units of his share which, in practical terms, tend to repay to him the original amount invested by him.

Analyzed from the Shariah point of view, this arrangement is composed of different transactions which come to play their role at different stages. Therefore, each one of the foregoing three forms of Diminishing Musharakah is discussed below in the light of the Islamic principles:

#### **Home Financing on the basis of Diminishing Musharakah**

The proposed arrangement is composed of the following transactions:

1. To create joint ownership in the property (Shirkat-ul-Milk).
2. Giving the share of the financier to the client on rent.



3. Promise from the client to purchase the units of share of the financier.
4. Actual purchase of the units at different stages.
5. Adjustment of the rentals according to the remaining share of the financier in the property.

### Steps in detail of the arrangement

- i) The first step in the above mentioned arrangement of Diminishing Musharakah is to create a joint ownership in the property. It has already been explained in the beginning of this chapter that 'Shirkat-ul-Milk' (joint ownership) can come into existence in different ways including joint purchase by the contracting parties. All schools of Islamic jurisprudence have expressly allowed this type of contract. Therefore, no objection can be raised against creating this form of joint ownership.
- ii) The second part of the arrangement is that the financier leases his share in the house to his client and charges rent from him. This arrangement is also permissible because there is no difference of opinion among the Muslim jurists in the permissibility of leasing one's undivided share in a property to his partner. If the undivided share is leased out to a third party, its permissibility is a point of difference between the Muslim jurists.

Imam Abu Hanifa رحمہ اللہ and Imam Zufar رحمہ اللہ are of the view that the undivided share cannot be leased out to a third party, while Imam Malik رحمہ اللہ, Imam Shafi'i رحمہ اللہ, Abu Yusuf رحمہ اللہ and Muhammad Ibn Hasan رحمہ اللہ hold that the undivided share can be leased out to any person. But so far, as the property is



leased to the partner himself, all of them are unanimous on the validity of 'Ijarah'.

- iii) The third step in the aforesaid arrangement is that the client purchases different units of the undivided share of the financier. This transaction is also allowed. If the undivided share relates to both land and building, the sale of both is allowed according to all the Islamic schools. Similarly, if the undivided share of the building is intended to be sold to the partner, it is also allowed unanimously by all the Muslim jurists. However, there is a difference of opinion if it is sold to a third party.

It is clear from the foregoing three steps that each one of the transactions mentioned above is allowed, but the question is whether these transactions may be combined in a single arrangement. The answer is that if all these transactions have been combined by making each one of them a condition to the other, then this is not allowed in Shariah, because it is a well settled rule in the Islamic jurisprudence that one transaction cannot be made a pre-condition for another.

However, the proposed scheme suggests that instead of making two transactions conditional to each other, there should be a one sided promise from the client, firstly, to take share of the financier on lease and pay the agreed rent, and *secondly, to purchase different units of the share of the financier of the house at different stages*. This leads us to the fourth step, which is the enforceability of such a promise.

- iv) It is generally believed that a promise to do something creates only a moral obligation on the promisor, which cannot be enforced through courts of law. However, there are a number of Muslim jurists who declare that promises are enforceable,





and the court of law can compel the promisor to fulfill his promise, especially, in the context of commercial activities. Some Maliki and Hanafi jurists can be cited, in particular, who have declared that the promises can be enforced through courts of law in cases of need.

The Hanafi jurists have adopted this view with regard to a particular sale called 'bai-bilwafa'. This bai-bilwafa is a special arrangement of the sale of a house whereby the buyer promises to the seller that whenever the latter gives him back the price of the house, he will resell the house to him. This arrangement was in vogue in the countries of Central Asia, and the Hanafi jurists have declared that if the resale of the house to the original seller is made a condition for the initial sale, it is not allowed. However, if the first sale is affected without any condition, but after affecting the sale the buyer promises to resell the house whenever the seller offers to him the same price, this promise is acceptable and it creates not only a moral obligation, but also an enforceable right of the original seller. The Muslim jurists allowing this arrangement have based their view on the principle that "the promise can be made enforceable at the time of need".

Even if the promise has been made before affecting the first sale, after which the sale has been affected without a condition, it is also allowed by certain Hanafi jurists.

One may raise an objection that if the promise of resale has been taken before entering into an actual sale, it practically amounts to putting a condition on the sale itself, because the promise is understood to have been entered into between the parties at the time of sale, and even if the sale is without an express condition, it should be taken as conditional because a promise in an express term has preceded it.

This objection may be addressed by the fact that there is a big difference between putting a condition in the sale and making a separate promise without making it a condition. If the condition is expressly mentioned at the time of sale, it means that the sale will be valid only if the condition is fulfilled, meaning thereby that if the condition is not fulfilled in the future, the present sale will become void. This makes the transaction of sale contingent on a future event, which may or may not occur. It leads to uncertainty (Gharar) in the transaction, which is totally prohibited in Shariah.

Conversely, if the sale is without any condition, but one of the two parties has promised to do something separately, then the sale cannot be held contingent or conditional with fulfillment of the promise. It will take effect irrespective of whether or not the promisor fulfills his promise. Even if the promisor backs out of his promise, the sale will remain effective. The most the promisee can do is to compel the promisor through a court of law to fulfill his promise and if the promisor is unable to fulfill the promise, the promisee can claim actual damages he has suffered because of the default. This makes it clear that a separate and independent promise to purchase does not render the original contract conditional or contingent. Therefore, it can be enforced.

On the basis of this analysis, Diminishing Musharakah may be used for Home Financing with the following conditions:

- a) The agreement of joint purchase, leasing and selling different units of the share of the financier should not be tied-up together in one single contract. However, the joint purchase and the contract of lease may be joined in one document whereby the financier agrees to lease his share, after joint purchase, to the client. This is allowed because, as explained





in the relevant chapter, Ijarah can be affected for a future date. At the same time, the client may sign one-sided promise to purchase different units of the share of the financier periodically and the financier may undertake that when the client will purchase a unit of his share, the rent of the remaining units will be reduced accordingly.

- b) At the time of the purchase of each unit, the sale must be affected by the exchange of offer and acceptance at that particular date.
- c) It will be preferable that the purchase of different units by the client is affected on the basis of the market value of the house as prevalent on the date of purchase of that unit, but it is also permissible that a particular price is agreed in the promise of purchase signed by the client as it is a "Shirkat ul Milk" transaction and the partnership is only over the assets and not in the business.

### **Diminishing Musharakah for services**

The second example given earlier for Diminishing Musharakah is the joint purchase of a taxi for using it as a hired vehicle to earn income. This arrangement consists of the following elements:

- a) Creating joint ownership in a taxi in the form of Shirkat ul-Milk. As already stated, this is allowed in Shariah.
- b) Musharakah in the income generated through the services of the taxi. It is also allowed, as mentioned earlier in this chapter.
- c) Purchase of different units of the share of the financier by the client. This is again subject to the conditions already explained in the case of Home financing. However, there is a slight difference between Home financing and the



arrangement suggested in this second example. The taxi, when used as a hired vehicle, normally depreciates in value over time, therefore, depreciation in the value of the taxi must be kept in mind while determining the price of the different units of the share of the financier.

### **Diminishing Musharakah in Trade**

The third example of Diminishing Musharakah as given above is that the financier contributes 60% of the capital for starting a business of ready-made garments, for example. This arrangement is composed of two elements only:

- 1) In the first place, the arrangement is simply a Musharakah whereby two partners invest different amounts of capital in a joint enterprise. This is obviously permissible subject to the conditions of Musharakah already spelled out earlier in this chapter.
- 2) Secondly, it entails the purchase of different units of the share of the financier by the client. This may be in the form of a separate and independent promise by the client. The requirements of Shariah regarding this promise are the same as explained in the case of Home financing with one very important difference. Here the price of units of the financier cannot be fixed in the promise to purchase, because if the price is fixed before hand at the time of entering into Musharakah, it will practically mean that the client has ensured the principal invested by the financier with or without profit, which is strictly prohibited in the case of Musharakah.

Therefore, there are two options for the financier about fixing the price of his units to be purchased by the client.

- One option is that he agrees to sell the units on the basis



of valuation of the business at the time of the purchase of each unit. If the value of the business increases, the price will be higher and if it decreases the price will be lower. Such valuation may be carried out in accordance with the recognized principles through the experts, whose identity may be agreed upon between the parties when the promise is signed.

- The second option is that the financier allows the client to sell these units to any body else at whatever price he can, but at the same time he offers a specific price to the client, meaning thereby that if he finds a purchaser of that unit at a higher price, he may sell it to him, but if he wants to sell it to the financier, the latter will be agreeable to purchase it at the price fixed by him before hand.

Although, both these options are available according to the principles of Shariah, the second option does not seem to be feasible for the financier, because it would lead to injecting new partners in the Musharakah which will disturb the whole arrangement and defeat the purpose of Diminishing Musharakah in which the financier wants to get his money back within a specified time period. Therefore, in order to implement the objective of Diminishing Musharakah, only the first option is practical.

#### Uses:

- All Purchase of Fixed Assets.
- Home Financing.
- Plant & Factory Financing.
- Car / Transport Financing.
- Project Financing of fixed assets.

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## Chapter 13

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### MURABAHA

Murabaha is one of the most commonly used modes of financing by Islamic Banks and financial institutions.

#### Definition

Murabaha is a particular kind of sale where the seller expressly mentions the cost of the sold commodity, and sells it to the buyer by adding some profit thereon. Thus, Murabaha is not a loan given on interest; it is a sale of a commodity for hand to hand/deferred price.

The Bai' Murabaha in banks involves the purchase of a commodity by a bank on behalf of a client and its resale to the latter on cost-plus-profit basis. Under this arrangement, the bank discloses its cost and profit margin to the client. In other words, rather than advancing money to a borrower, which is how the system would work in a conventional banking agreement, the Islamic bank will buy the goods from a third party and sell those goods to the customer at a pre-agreed price.

Murabaha is a mode of financing as old as Musharakah. Today in Islamic banks world-over, approximately 66% of all investment transactions are through Murabaha .

#### Difference between Murabaha and Sale

A simple sale in Arabic is called "Musawamah" - a bargaining sale without disclosing or referring to what the cost price is. However, when the cost price is disclosed to the client, it is called "Murabaha". A simple Murabaha is one where there is cash payment i.e. payment is made at the time of sale. "Murabaha





Mua'jjal" is one on deferred payment basis i.e. payment is made after few days of sale.

### Differences between Murabaha and Conventional Financing

	Conventional Financing	Murabaha
1.	Qard based contract	A sale transaction
2.	Compensation in the form of interest, since any benefit over loan is interest	Compensation in the form of price of goods
3.	Bank does not assume the ownership and risk of the assets	The ownership and risk of the asset are borne by the bank
4.	Charges penalty in case of late payment	No penalty can be charged in case of late payment

### Basic Rules for Murabaha

Following are the rules governing a Murabaha transaction:

1. The subject of sale must exist at the time of the sale. Thus, anything that does not exist at the time of sale cannot be sold and its non-existence makes the contract void.
2. The subject matter must be in the ownership of the seller at the time of sale. If the seller sells something that he himself has not acquired, then the sale becomes void.
3. The subject of sale must be in physical or constructive possession of the seller when he sells it to another person. Constructive possession means a situation where the possessor has not taken physical delivery of the commodity, yet it has come into his ownership and all rights and liabilities of the commodity are passed on to him, including the risk of its destruction.

4. The sale must be instant and absolute. Thus, a sale attributed to a future date or a sale contingent to a future event is void. For example, 'A' tells 'B' on 1st of January that he will sell his car on 1st of February to 'B', the sale is void because it is attributed to a future date.
5. The subject matter should be a property of value. Thus, a good having no value cannot be sold or purchased.
6. The subject of sale should not be a thing used for an un-Islamic purpose.
7. The subject of sale must be specifically known and identified to the buyer. For Example, 'A' the owner of an apartment building says to 'B' that he will sell an apartment to 'B'. Now the sale is void because the apartment to be sold is not specifically mentioned or pointed to the buyer.
8. The delivery of the sold commodity to the buyer must be certain and should not depend on a contingency or chance.
9. The certainty of price is a necessary condition for the validity of the sale. If the price is uncertain, the sale is void.
10. The sale must be unconditional. A conditional sale is invalid unless the condition is recognized as a part of the transaction according to the usage of the trade.

### **Step by step Murabaha Financing**

Five steps needs to be followed in Murabaha Financing:

1. The client and the institution sign an overall agreement whereby the institution promises to sell the commodity and



the client promises to buy it from time to time at an agreed rate of profit added to the cost. This agreement may specify the limit up-to which the facility may be availed.

2. An agency agreement is signed by both the parties in which the institution appoints the client as his agent for purchasing the commodity on its behalf.
3. The client purchases the commodity on behalf of the institution and takes possession as the agent of the institution.
4. The client informs the institution that it has purchased the commodity and simultaneously makes an offer to purchase it from the institution.
5. The institution accepts the offer and the sale is concluded whereby ownership as well as risk is transferred to the client.

All the above conditions are necessary to affect a valid Murabaha. If the institution purchases the commodity directly from the supplier, it does not need any agency agreement.

The most essential element of the transaction is that the commodity must remain in the risk of the institution during the period between the third and the fifth stage. The above step or transaction is the only way by which this transaction is distinguished from an ordinary interest-based transaction.

### **Practical Example**

"ABC & Co" is a manufacturer and exporter of rice. The company purchases paddy rice from local suppliers and after processing the rice, the company exports it to different countries. The company has a working capital requirement of Rs. 100 Million



for purchase of paddy rice from the suppliers. The company approaches an Islamic Bank for granting finance facility of Rs 100 million.

Islamic Bank offers the facility of Murabaha to the customer through which the Bank and the Customer signs a Master Murabaha Agreement to sell and purchase Paddy rice on Murabaha basis from time to time, as per the conditions of the Agreement. Upon requirement for the purchase of paddy rice, the customer gives an order to the bank to supply paddy rice worth of Rs. 10 million to the company on Murabaha basis. Upon receipt of the request from the Customer, the Bank authorizes the Customer to purchase the paddy rice as an agent of the Bank from the market. The Customer negotiates the deal with the Unique Rice Trader (a supplier) and intimate the Bank to make Pay Order in the name of Unique Rice Trader. Bank then issues a Pay Order in the name of Unique Rice Trader, which can either be paid directly by the bank to the supplier or the Bank may hand over the Pay Order to the Customer to provide it to Unique Rice Trader on behalf of the Bank.

Upon receipt of payment, Unique Rice Trader supply the rice to the Customer (the agent of the bank). Immediately upon the receipt of paddy rice, the agent (Customer) intimates the bank about the receipt of rice worth Rs. 10 million from the supplier and simultaneously offers to purchase the same rice from the Bank for Rs. 11 million with deferred payment of 6 months. The Bank, after verifying the genuineness of the transaction and ensuring that all the basic rules of sale are being fulfilled, accepts the offer of customer. With the acceptance of the Bank, the ownership and risk of the rice transfers to the customer and the same rice can now be used by the customer.



However, if the same customer would have approached some conventional Interest based bank for financing the same transaction, then the Conventional bank would have granted a loan of Rs. 10 million for a period of 6 months with an interest amount of Rs. 1 million.

Apparently, the end result of both the transactions look similar, where customer ends up paying same amount of money but the underlying transaction for the first transaction is a Sale based Contract, which is allowed in Islam, whereas the contract of Conventional Bank is a loan Contract for which any sort of compensation is impermissible in Islam.

### **Issues in Murabaha**

Following are some of the issues in Murabaha financing:

#### **1) Securities against Murabaha**

Payments accruing from the sale are receivables and for this, the client may be asked by the bank to furnish a security. The security may be in the form of a mortgage or hypothecation or some kind of lien or charge.

#### **2) Guaranteeing the Murabaha**

The seller can ask the client to furnish a third party guarantee. In case of default on payment, the seller will have recourse to the guarantor who will be liable to pay the amount guaranteed to him. There are two issues relating to this:

- a) The guarantor cannot charge a fee from the original client.
- b) However, the guarantor can charge for any documentation expenses.

### 3) Penalty for default

Another issue with Murabaha is that if the client defaults in payment of the price on the due date, the additional price cannot be changed nor can penalty fees be charged. In order to avoid the adverse consequences, an alternative is that the client may be asked to undertake that if he fails to pay installment on its due date, he will pay certain amount to charity. For this purpose, the bank may maintain a charity fund and disbus charity from it under the directions of Shariah board of the bank.

### 4) Rollover in Murabaha

Murabaha transaction cannot be rolled over for a further period once the old contract ends. It should be understood that Murabaha is not a loan rather the sale of a commodity, which is deferred to a specific date. Once this commodity is sold, its ownership transfers from the bank to the client and it is therefore no more a property of the seller. Now what the seller can claim is only the agreed price and therefore there is no question of affecting another sale on the same commodity between the same parties.

### 5) Rebate on Early Payments

Sometimes the debtors want to pay earlier than maturity to get discounts. Majority of Muslim scholars including the major schools of thought consider this to be un-Islamic. However, if the Islamic bank or financial institution gives somebody a rebate on its own, without stipulating it in the contract of Murabaha, it is not objectionable especially if the client is needy. This should not be made a regular practice and in no way forms a part of the contract.





## **6) Calculation of cost in Murabaha**

The Murabaha can only be affected when the seller can ascertain the exact cost he has incurred in acquiring the commodity he wants to sell. If the exact cost cannot be ascertained then Murabaha cannot take place. In this case, the sale will take place as Musawamah i.e. sale without reference to the cost.

## **7) Subject matter of the Murabaha**

All commodities cannot be the subject matter of Murabaha because certain requirements need to be fulfilled. For instance, the shares of a lawful company can be sold or purchased on Murabaha basis because according to the principles of Islam, the shares represent ownership into assets of the company provided all other basic conditions of the transaction are fulfilled. A buy back arrangement or selling without taking their possession is not allowed at all.

Murabaha is not permissible for items that cannot become the subject of sale.

## **Basic mistakes in Murabaha Financing**

Some basic mistakes that can be made in practical implementation of the concept are as follows:

1. The most common mistake is to assume that Murabaha can be used for all types of transactions and financing. This mode can only be used when a commodity is to be purchased by the customer. If funds are required for some other purpose, Murabaha cannot be used.
2. The document in Murabaha signed for obtaining funds is for a specific commodity and therefore it is important to certify

(ensure) the subject matter of the Murabaha.

3. In some cases, the sale of the commodity to the client is affected before the commodity is acquired from the supplier. This occurs when the various stages of the Murabaha are skipped and the documents are signed altogether. It is important to remember that Murabaha is a package of different contracts and they come into play one after another at their respective stages.
4. It has been observed in some financial institutions that Murabaha is applied on already purchased commodities. This is not permitted in Shariah and can only be affected on commodities that have not yet been purchased.
5. Both the customer and the Bank staff must be properly educated. Lack of awareness about Islamic financing modes may cause Shariah non-compliance issues.

### **Risk Management of Murabaha Financing**

Some of the major risk and their mitigants are as follows:

#### **1) Product Specific Risk**

In Murabaha Financing, an Islamic Bank should assume the risk of destruction or loss of the assets prior to its sale to the Customer.

#### **Mitigant**

- i) Takaful coverage for the Murabaha assets.
- ii) Another tool for managing this risk is to minimize the time of ownership by selling the asset to the customer immediately after acquiring the assets.



## **2) Credit Risk**

It is the risk pertaining to the default or delay of customer in paying its obligations.

### **Mitigant**

- i) Any Shariah Compliant security can be taken to cover the risk of non-payment or delay in payment.
- ii) Robust evaluation of customer's business performance and Industry outlook.
- iii) Matching the Murabaha financing with the cash cycle of the customer. For example, if a customer sells its goods in the market for a credit of 90 days, then tenure for Murabaha financing must be kept around 90 days.

## **3) Shariah Non-Compliance Risk**

This is the risk of Non-compliance of basic Shariah requirements for a Murabaha transaction, which results in the reduction of the income of the bank as non-compliant income may lead to loss of bank's income as banks cannot accept or recognize income from a non shariah compliant transactions.

### **Mitigant**

- i) Proper Training of Bank employees and the customer.
- ii) Implementing strong control measures in the bank through policy making.
- iii) Implementing a system of Shariah Audit and Compliance.
- iv) Development of easy to understand process flow for each Murabaha financing.

## **Variants of Murabaha Financing**

On the basis of requirements of customer, numerous variants of Murabaha can be developed. Some of them are as follows:



**1) Advance Payment Murabaha**

In this type of Murabaha structure, bank makes an advance payment to the supplier of assets and sells these assets to customer upon receiving its delivery.

**2) Credit Payment Murabaha**

In this type of Murabaha structure, bank sells the assets to its customer which the bank has purchased on credit from the supplier i.e. outflow of funds is made by the bank after certain time of execution of Murabaha sale with the customer and financing is booked prior to the disbursement of funds by bank.

**3) Murabaha Pledge**

In this type of Murabaha structure, bank keeps the same goods as pledge which the bank has sold to the customer through a Murabaha transaction.

**4) Murabaha Spot**

In this type of Murabaha structure, the bank does not immediately sell the asset to the customer but keeps the asset in its inventory. The assets held in the inventory of the bank are sold to the customer, as per his requirement against spot payment.

**Uses of Murabaha**

Murabaha is being used in following scenarios globally for Short / Medium / Long Term Finance:

- Raw material
- Inventory
- Equipment
- Asset financing



- Import financing
- Export financing (Pre-shipment)
- Consumer goods financing
- House financing
- Vehicle financing
- Land financing
- Shop financing
- PC financing
- Tour package financing
- Education package financing
- All other services that can be sold in the form of package (i.e. services like education, medical etc. as a package).

### **Bai' Muajjal**

Bai' Muajjal is the Arabic acronym for "sale on deferred payment basis". The deferred payment becomes a loan payable by the buyer in a lump sum or installment (as agreed between the two parties). In Bai' Muajjal, all those items can be sold on deferred payment basis which come under the definition of capital where quality does not make a difference but the intrinsic value does. Those assets do not come under the definition of capital where quality can be compensated for by the price and Shariah scholars have an 'Ijmah' (consensus) that demanding a high price in deferred payment in such a case is permissible.

### **Conditions for Bai' Muajjal**

The Conditions for Bai' Muajjal are as follows:

1. The price to be paid must be agreed and fixed at the time of the deal. It may include any amount of profit without any qualms about riba.
2. Complete/total possession of the subject in question must be given to the buyer, while the deferred price is to be treated

as debt against the buyer.

3. Once the price is fixed, it cannot be decreased in case of early payment, nor can it be increased in case of default.
4. In order to secure the payment of price, the seller may ask the buyer to furnish a security either in the form of mortgage or in the form of a tangible item.
5. If the commodity is sold in installments, the seller may put a condition on the buyer that if he fails to pay any installment on its due date, the remaining installments will become due immediately.

### **Accounting Treatment of Murabaha Transactions**

Since Murabaha is a Sale transaction and not a loan transaction therefore, the accounting treatment of Murabaha must also be different from the loan transaction. Following are the major points which should be considered while devising accounting treatment of Murabaha transactions.

#### **1) Profit Recognition**

In a loan transaction, interest income is accrued and recognized by the banks from the date of loan disbursement, but in case of Murabaha transactions, the income can be recognized by the bank only after the asset has been sold to the customer, even though the bank has made advance payment to the supplier or to his agent.

#### **2) Inventory**

The goods purchased by Islamic Banks, before being sold to the customer, must be recorded in the balance sheet of the bank as inventory of the bank. Cost of inventories should comprise all





costs of purchases and other costs incurred in bringing the inventories to their present location and condition.

### 3) Murabaha Receivables

Unlike a loan transaction, the Murabaha receivable shall be disclosed as Trade debts. A sample of accounting entries that can be used to record Murbaha transactions are as follows:

1. At the time of payment to the client for the purchase of goods on behalf of bank or directly to the supplier by the bank, the transaction will be accounted for as follows:

January 01, 2011:

Dr Advance Against Murabaha	XXXX	
Cr Pay Order / Party Account		XXXX

2. When bank receives the possession of the goods , the following entries would be passed:

Dr Inventory	XXXX	
Cr Advance against Murabaha		XXXX

3. When the purchased goods are sold by the bank to the customer on Murabaha basis, the following entries would be passed:

Dr Murabaha Financing	XXXX	
Dr Murabaha Profit Receivable	XXXX	
Cr Inventory		XXXX
Cr Deferred Murabaha Income		XXXX

4. If the bank has sold the goods on 12 months deferred period, then at the end of each month, bank may recognize 1/12th

of the income as Income on Murabaha financing. At this stage, following entries would be passed:

Dr Deferred Murabaha Income	XXXX	
Cr Income on Murabaha Financing		XXXX

And so on. This entry will be passed at the end of EACH month till maturity.

In case, the bank does not receive the possession of the goods by the month end and therefore could not execute Murabaha sale with the customer, the bank will not accrue income for the month and the above mentioned entry # 4 would NOT be passed.

Apart from this, entries number 2, 3 and 4 will also not be passed since bank has not yet possessed the goods.

If the bank receives the goods in the next month, then the entries from 1 to 3, as mentioned above will be passed. At the month end, accrual for the two months would be booked by the bank as per entry number 4, since bank did not book income for the preceding month.

5. On maturity of Murabaha transaction i.e. at the time of receiving of final payment, following entry would be passed:

January 01, 2012:

Dr Party Bank A/c	XXXX	
Cr Murabaha Financing		XXXX
Cr Murabaha Profit Receivable		XXXX

Note: The Accounting entries are based upon the usual practice of Meezan Bank Limited and may vary from bank to bank.

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## Chapter 14

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### SALAM

In Salam, the seller undertakes to supply specific goods to the buyer at a future date in exchange of an advanced price fully paid at spot. The payment is at spot but the supply of purchased goods is deferred.

#### Purpose of use:

- This mode of financing can be used by the modern banks and financial institutions especially to finance the agricultural sector.
- To meet the needs and requirements of small farmers who need financing to grow their crops and to feed their families until the time of harvest. When Allah's messenger declared Riba as haram, the farmers could not take usurious loans. Therefore, the Holy Prophet ﷺ allowed them to sell their agricultural products in advance.
- To meet the need of traders for import and export business. Under Salam, it is allowed to sell the goods in advance so that after receiving cash price, they can easily undertake the aforesaid business. Salam is beneficial to the seller as he receives the price in advance and it is beneficial to the buyer also as normally the price in Salam is lower than the price in spot sale.

The permissibility of Salam is an exception to the general rule that prohibits forward sale and therefore it is subject to strict conditions, which are as follows:





### Conditions for Salam

The conditions for Bai Salam are as follows:

- 1) It is necessary for the validity of Salam that the buyer pays the price in full to the seller at the time of affecting the sale. In the absence of full payment, it will be tantamount to sale of a debt against a debt, which is expressly prohibited by the Holy Prophet ﷺ. Moreover, the basic wisdom for allowing Salam is to fulfill the "instant need" of the seller. If the full price is not paid in advance, the basic purpose of Salam will not be achieved.
- 2) Only those goods can be sold through a Salam contract in which the quantity and quality can be exactly specified e.g. precious stones cannot be sold on the basis of Salam because each stone differs in quality, size, weight and their exact specification is not possible.
- 3) Salam cannot be effected on a particular commodity or for a product of a particular field or farm e.g. Supply of wheat of a particular field or the fruit of a particular tree since there is a possibility that the crop may get destroyed before delivery and given such possibility, the delivery remains uncertain.
- 4) All details in respect to quality of goods sold must be expressly specified leaving no ambiguity, which may lead to a dispute.
- 5) It is necessary that the quantity of the commodity is agreed upon in absolute terms. It should be measured or weighed in its usual measure only, meaning what is normally weighed cannot be quantified and vice versa.
- 6) The exact date and place of delivery must be specified in the contract.



- 7) Salam cannot be affected in respect of items, which must be delivered at spot. For example, if gold is purchased in exchange of silver, it is necessary that the delivery of both commodities be simultaneous, thus gold or silver cannot become the subject matter of Salam if the price is paid in the form of gold/silver.
- 8) The commodity for Salam contract should be available in the market at the time of delivery. This view is as per the rulings of Shaafi, Maliki and Hanbali schools of thought.
- 9) The time of delivery should be at least fifteen (15) days to one month from the date of agreement. Price in Salam is generally lower than the price in spot sale. The Salam period should be long enough to affect the prices. But Hanafi Fiqh did not specify any minimum period for the validity of Salam. It is all right to have an earlier date of delivery if the seller consents to it.
- 10) Since price in Salam is generally lower than the price in spot sale; the difference in the two prices may be a valid profit for the Bank.
- 11) A security in the form of a guarantee, mortgage or hypothecation may be required for a Salam in order to ensure that the seller delivers.
- 12) The seller at the time of delivery must deliver commodities and not money to the buyer who would have to establish a special cell for dealing in commodities.

### Benefits

There are two ways of using Salam for the purpose of financing:



- 1) After purchasing a commodity by way of Salam, the financial institution can sell it through a parallel contract of Salam for the same date of delivery. The period of Salam in the second parallel contract is shorter and the price is higher than the first contract. The difference between the two prices shall be the profit earned by the institution. The shorter the period of Salam, the higher the price and the greater the profit. In this way, institutions can manage their short term financing portfolios.
2. The institution can obtain a promise to purchase from a third party. This promise should be unilateral from the expected buyer. The buyer does not have to pay the price in advance. When the institution receives the commodity, it can sell it at a pre-determined price to a third party according to the terms of the promise.

### **Conditions of Parallel Salam**

1. In an arrangement of parallel Salam, there must be two different and independent contracts;
  - i) one, where the bank is a buyer and
  - ii) the other in which it is a seller.

The two contracts cannot be tied up and performance of one should not be contingent on the other. For example, if 'A' has purchased from 'B' 1,000 bags of wheat by way of Salam to be delivered on 31 December, 'A' can contract a parallel Salam with 'C' to deliver to him 1,000 bags of wheat on 31 December. But while contracting Parallel Salam with 'C', the delivery of wheat to 'C' cannot be conditioned with taking





delivery from 'B'. Therefore, even if 'B' does not deliver wheat on 31 December, 'A' is duty bound to deliver 1,000 bags of wheat to 'C'. He can seek whatever recourse he has against 'B', but he cannot rid himself from his liability to deliver wheat to 'C'.

Similarly, if 'B' has delivered defective goods, which do not conform to the agreed specifications, 'A' is still obligated to deliver the goods to 'C' according to the specifications agreed with him.

2. A Salam arrangement cannot be used as a buy back facility where the seller in the first contract is also the purchaser in the second contract. Even if the purchaser in the second contract is a separate legal entity, but owned by the seller in the first contract; it would not be tantamount to a valid parallel Salam agreement.

For example, 'A' has purchased 1,000 bags of wheat by way of Salam from 'B' - a joint stock company. 'B' has a subsidiary 'C', which is a separate legal entity but is fully owned by 'B'. 'A' cannot contract the parallel Salam with 'C'. However, if 'C' is not wholly owned by 'B', 'A' can contract parallel Salam with it, even if some share-holders are common between 'B' and 'C'.



### Risk Mitigation in Salam

Some of the risks that are present in Salam Financing for Banks are as follows:

	RISKS	DETAILS	MITIGANTS
1.	<b>Delivery Risk</b>	Delay in delivery of goods from the customer.	i) Wait until the goods are available. ii) Bank can cancel the contract and recover the Salam Price iii) Bank can agree on replacement of goods provided that the market value of the replaced goods does not exceed the market value of the original goods that were subject matter of Salam.
2.	<b>Quality Risk</b>	The Customer delivers defected /inferior goods.	The Bank has the right to reject the delivery or bank can accept the delivery at discounted price.
3.	<b>Price Risk</b>	Market price of the subject matter decreases after Bank enters into Salam agreement.	Parallel Salam or promise to purchase from a third party will mitigate the risk.
4.	<b>Storage Risk</b>	The goods once delivered by Customer will be at Bank's risk before the same are sold to the ultimate purchaser.	i) Obtain Takaful coverage for Salam goods ii) Minimize the time duration between acceptance of delivery under Salam and delivery to the ultimate purchaser.

**ISTISNA'****Introduction**

Istisna' is a sale transaction where a commodity is transacted before it comes into existence. It is an order to a manufacturer to manufacture a specific commodity for the purchaser. The manufacturer uses his own material to manufacture the required goods.

In Istisna', price must be fixed with the consent of all parties involved. All other necessary specifications of the commodity must also be fully settled.

**Cancellation of contract**

After giving prior notice, either party can cancel the contract before the manufacturing party has begun its work. Once the work starts, the contract cannot be cancelled unilaterally.

**Difference between Istisna' and Salam**

The difference between Istisna' and Salam is as follows:

<b>Istisna</b>	<b>Salam</b>
The subject matter must be an item which needs to be manufactured.	The subject may be anything that may or may not need manufacturing.
The price does not necessarily need to be paid in full in advance. It is not necessary to pay the full price even at delivery either. It can be deferred to any time according to the agreement of the parties. The payment may also be made in installments.	The price has to be paid in full in advance.
The time of delivery does not have to be fixed.	The time of delivery is an essential part of the contract.
The contract can be cancelled before the manufacturer starts the work.	The contract cannot be cancelled unilaterally.



**Difference between Istisna' and Ijarah:**

The difference between Istisna and Ijarah is as follows:

<b>Istisna</b>	<b>Ijarah tul Ashkhaas</b>
The manufacturer uses his own material or obtains it to make the ordered goods.	The material is provided by the customer and the manufacturer uses only his labor and skill, i.e. his services are hired for a specified fee.
The purchaser has a right to reject the goods after inspection as Shariah permits somebody who purchases a thing not seen by him, to cancel the sale after seeing it. The right of rejection only exists if the goods do not conform to the specifications agreed upon between the parties at the time of contract.	Right of rejection of goods after inspection does not exist.

**Time of delivery**

As pointed out earlier, it is not necessary in Istisna' that the time of delivery is fixed. However, the purchaser may fix a maximum time for delivery which means that if the manufacturer delays the delivery after the appointed time, he will not be bound to accept the goods or to pay the price.

In order to ensure that the goods are delivered within the specified period, some modern agreements of this nature contain a penalty clause to the effect that in case the manufacturer delays the delivery after the appointed time, he shall be liable to pay a penalty which shall be calculated on a daily basis. Can such a penal clause be inserted in a contract of Istisna' according to



Shariah? Although the classical jurists seem to be silent about this question while they discuss the contract of Istisna', yet they have allowed a similar condition in the case of Ijarah. They say that if a person hires the services of a person to stitch his clothes, the fee may be variable according to the time of delivery. The hirer may say that he will pay Rs. 100/- in case the tailor stitches the clothes within one day and Rs. 80/- in case he prepares them after two days.

On the same analogy, the price in Istisna' may be tied up with the time of delivery, and it will be permissible if it is agreed between the parties that in the case of delay in delivery, the price shall be reduced by a specified amount per day.

#### **Istisna' as a mode of financing**

Istisna' could be used as a mode of financing in the following manner:

- Istisna' may be used to provide financing for house financing. If the client owns a land and seeks financing for the construction of a house, the financier may undertake to construct the house on the basis of an Istisna'. If the client does not own the land and wants to purchase that too, the financier can provide him with a constructed house on a specified piece of land. The financier does not have to construct the house himself. He can either enter into a parallel Istisna' with a third party or hire the services of a contractor (other than the client). He must calculate his cost and fix the price of Istisna' with his client that allows him to make a reasonable profit over his cost.

The payment of installments by the client may start right from the day when the contract of Istisna' is signed by the parties. In order to secure the payment of installments, the title deeds of



the house or land, or any other property of the client may be kept by the financier as a security until the last installment is paid by the client. The financier will be responsible to strictly conform to the specifications in the agreement for the construction of the house. The cost of correcting any discrepancy would have to be borne by him.

- Istisna' can also be used for financing working capital requirements of a manufacturer. The bank will order the manufacturer to manufacture certain specified goods and pays the Istisna price to the customer. Upon manufacturing the goods, the customer will deliver the goods to the bank. After taking possession of the goods, buyer will sell the goods in the market at the same price and for this purpose, the bank may sale the goods directly or may appoint same agent (including the customer) to sell their goods in the market.
- Istisna' may also be used for similar projects like installation of an air conditioner plant in the client's factory, building a bridge or a highway etc.
- The modern BOT (Built, Operate and Transfer) agreements may be formalized through an Istisna' agreement as well. So, if the government wants to build a highway, it may enter into an Istisna' contract with the builder. The price of Istisna' maybe the right of the builder to operate the highway and collect Toll Taxes for a specific period.

### **Working Capital Financing Using Istisna**

Islamic Bank can also finance the Working Capital requirements of the Company through the mode of Istisna in the following manner.



- i) When customer requires funds for its fulfilling its working Capital requirements, then the Islamic Bank will places an order to manufacture to the customer to provide finished goods of certain specifications.
- ii) After placing the order, the bank may make the payment of Istisna Price at lump sum or in installments.
- iii) After the finished goods are ready for delivery, the bank would receive the goods from the customer.
- iv) After receiving the goods the bank will sell the goods in the market, either directly or through some agent, to recover its cost price and earn some profit from the transaction.

#### **Uses of Istisna'**

- House financing
- Financing of plant / factory / building
- Booking of apartments
- BOT arrangements
- Construction of buildings and plants

#### **Accounting Treatment of Istisna Transactions**

Following points must be considered while developing Accounting treatment for Istisna transactions:

##### **1) Profit Recognition**

If bank has placed an "Order to Manufacture" to the customer to provide assets of certain specifications, then income will only be recognized by the bank once the bank has received the delivery of the goods and has also sold these goods in the market.



## 2) Inventory

The goods that are delivered by the customer, as per the bank's Order to Manufacture, will be recorded in the balance sheet of the bank as the inventory of the bank.

### Example

A sample of accounting entries that can be used to record Istisna transactions is as follows:

1) At the time of payment of Istisna price to the customer i.e. at the time of making Order to Manufacture, following entries would be passed:

January 01, 2011

Dr Advance Against Istisna	xxxx	
Cr Pay Order / Party Account		xxxx

2) When bank receives the possession of the goods, the following entries would be passed:

Dr Inventory	xxxx	
Cr Advance against Istisna		xxxx

3) When the received goods are sold by the bank in the market, the following entries would be passed.

Dr Istisna Financing	xxxx	
Cr Inventory		xxxx

4) At the month end, following entries would be passed to record the income:

Dr Istisna Profit Recievable	xxxx	
Cr Income on Istisna Financing		xxxx

And so on. This entry will be passed at the end of EACH month till maturity.

In case the bank does not receive the possession of the goods by month end and therefore could not sell the goods in the market, then bank will not accrue income for the month and the above mentioned entry would NOT be passed. Apart from this, entries number 2, 3 and 4 will also not be passed since bank has not yet possessed the goods.

If the bank receives the goods in the next month then entries from 1 to 3, as mentioned above will be passed. At the month end accrual for the two months would be booked by the bank as per entry number 4, since bank did not book income for the preceding month.

5) On Maturity of Istisna transaction i.e. at the time of receiving of final payment, following entry would be passed:

Dr Party Bank A/c	xxxx*
Cr Istisna Financing	xxxx
Cr Istisna Profit Receivable	xxxx

\*The Accounting entries are based upon practice of Meezan Bank Limited (MBL) and may vary from bank to bank.





### Risk Mitigation in Istisna:

Some of the risks that are present in Istisna Financing for Banks are as follows:

	RISKS	DETAILS	MITIGANTS
1	<b>Delivery Risk</b>	Delay in delivery of goods from the manufacturer to bank.	Istisna price can be reduced on daily basis to penalize the manufacturer.
2	<b>Non-performance</b>	The Manufacturer may not be able to manufacture the goods during assigned time and refuses to carry on the responsibility further.	Bank can terminate the Istisna agreement and demand the price back from the manufacturer. Alternatively, the price may be paid by Bank in installments after being satisfied with the performance.
3	<b>Quality Risk</b>	The Manufacturer delivers defected/ inferior goods.	Bank has the right to reject the goods and demand the price back.
4	<b>Price Risk</b>	Market price of the subject matter decreases after bank enters into Istisna agreement.	Parallel Istisna or promise to purchase from a third party will mitigate the risk.
5	<b>Storage Risk</b>	The goods once delivered by Manufacturer will be at Bank's risk before the same are sold to the ultimate purchaser.	This may be covered through Takaful of the goods and by minimizing the time duration between acceptance of delivery under Istisna and delivery to the ultimate purchaser.

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## CHAPTER 16

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### ISTIJRAR

Istijrar means purchasing goods time to time in different quantities. In Islamic jurisprudence, Istijrar is an agreement where a buyer purchases something from time to time; each time there is no offer or acceptance or bargain. There is one master agreement where all the terms and conditions are finalized. There are two types of Istijrar:

- Whereby the price is determined after all the transactions of purchase are complete.
- Whereby the price is determined in advance but the purchase is executed from time to time.

The first kind is relevant with the Islamic mode of financing. This kind is permissible with certain conditions.

- 1) In the case where the seller discloses the price of goods at the time of each transaction; the sale becomes valid only when the buyer possesses the goods. The amount (price) is paid after all transactions have been completed.
- 2) If the seller does not disclose each and every time to the buyer the price of the subject matter, but the contractors know that it is being sold at market value and the market value is specified and determined in such a manner that it does not vary and does not lead to differences of the contractors, then the sale would be void.
- 3) If at the time of possession, the price of the subject matter



was unknown or the contractors agree that whatever the price shall be, the sale will be executed. However, if there is significant difference in the market price and the agreed price, it may cause conflict. In such a case, at the time of possession, the sale will not be valid, rather the sale will be valid at the time of settlement of the payment.

The validity will relate to the time of possession. Therefore the ownership of the buyer in the subject matter will be proved from the time of possession. After the payment of price, the buyer's usage of the subject matter will be valid from the time of the possession.

### **Uses of Istijrar**

The concept of Istijrar can be applied in Murabaha in the following manner:

The bank may use the concept of Istijrar for purchase of goods from suppliers and then to sell them on the basis of Istijrar with some amount of profit on deferred payment basis. This product will work suitably when the bank purchases the goods directly from the supplier and then sells them to the buyer. As in this case, the goods will be in the ownership as well as in the risk of the bank till it sells them to the buyer, so that makes the contract of sale valid and earning profit on such a transaction will be permissible (Halal).

Conversely, if the bank appoints the buyer as its agent to procure the goods, and he purchases them from time to time and utilize them, then it would not be possible to ascertain the point at which the ownership and the risk of the goods passed to the buyer. In order to make a Istijrar a viable product, following mechanism may be used:



- 1) The bank enters into an Istijar agreement with the purchaser to sell different commodities to the extent of some specified (say X amount) limit on a cost plus some profit basis.
- 2) The purchaser sends a purchase requisition letter to request the purchase of specified commodities.
- 3) Simultaneously or just after signing the Istijar agreement with the purchaser, the bank agrees with the supplier either to purchase the goods on normal spot / credit payment basis or the bank may also enter into a parallel Istijar agreement to purchase the goods on market prices whereby, the payment may be made in advance or after the delivery.
- 4) After receiving the purchase requisition from the customer, the bank sends a purchase requisition letter to the supplier to order him to deliver the goods to the bank or its authorized representative or ask him to deliver them to the purchaser's premises on bank's behalf. After taking possession of the goods and making the supplier its agent to deliver the goods to the customer, the goods will remain in the ownership and risk of the bank.

It should be noted that a template purchase requisition letter should be prepared in such a way that it completely mentions the specifications of the goods. A confirmation letter should also be sent from the supplier to the bank and then from the bank to the purchaser describing all details of the goods and their prices, in order to avoid any ambiguity in the subject matter as well as in the price that may lead to any dispute.

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## CHAPTER 17

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### IJARAH (LEASING)

"Ijarah" is a term of Islamic fiqh. Lexically, it means "to give something on rent". In the Islamic jurisprudence, the term "Ijarah" is used for two different situations.

- 1) In the first place, it means "to employ the services of a person on wages given to him as a consideration for his hired services." The employer is called "Mustajir" while the employee is called "Ajir", while the wages paid to the Ajir are called their "Ujrah".

#### Example

If 'A' has employed 'B' in his office as a manager on a monthly salary, 'A' is the Mustajir, and 'B' is the Ajir. Similarly, if 'A' has hired the services of a porter to carry his baggage to the airport, 'A' is the Mustajir while the porter is an Ajir and in both cases, the transaction between the parties is termed as "Ijarah-tul-Ashkhas".

- 2) The second type of Ijarah relates to the usufructs of assets and not to the services of human beings. 'Ijarah' in this sense means "to transfer the usufruct of a particular property to another person in exchange for a rent claimed from him." In this case, the term 'Ijarah' is analogous to the English term 'leasing'. Here, the lessor is called 'Mujir', the lessee is called 'Mustajir' and the rent payable to the lessor is called 'Ujrah'. However, there are many differences between leasing contract of Conventional Bank and Ijarah, which will be discussed in detail.



## **Basic Rules**

The basic rules of Ijarah are as follows:

### **Transferring of usufruct not ownership**

In leasing, the owner transfers its usufruct to another person for an agreed period, at an agreed consideration.

### **Subject matter of lease**

The subject matter of lease should be valuable, identified and quantified.

### **All consumable things cannot be leased out**

The corpus of the leased property remains in the ownership of the seller, and only its usufruct is transferred to the lessee. Thus, anything which cannot be used without consuming, cannot be leased out. For example money, wheat etc.

### **All liabilities of ownership is borne by lessor**

As the corpus of the leased property remains in the ownership of the lessor, so all the liabilities emerging from the ownership shall be borne by the lessor.

### **Period of lease**

- The period of lease must be determined in clear terms.
- It is necessary for a valid lease that the leased asset is fully identified by the parties.

### **Lease for specific purpose**

The lessee cannot use the leased asset for any purpose other than the one specified in the lease agreement. However, if no such purpose is specified in the agreement, the lessee can use it for whatever purpose it is used in the normal course.



**Lessee as Ameen**

- The lessee is liable to compensate the lessor for every damage to the leased asset caused by his misuse or negligence.
- The leased asset shall remain in the risk of the lessor throughout the lease period in the sense that any damage or loss caused by the factors beyond the control of the lessee shall be borne by the lessor.

**Lease of jointly owned property**

- A property jointly owned by two or more persons can be leased out and the rental shall be distributed between all joint owners according to the proportion of their respective shares in the property.
- A joint owner of a property can lease his proportionate share only to his co-sharer and not to any other person.

**Determination of Rental**

- The rental must be determined at the time of contract for the whole period of lease.
- It is permissible that different amounts of rent could be fixed for different phases during the lease period, provided the amount of rent for each phase is specifically agreed upon at the time of affecting the lease. If the rent for a subsequent phase of the lease period has not been determined or has been left at the option of the lessor, the lease is not valid.
- The determination of rental on the basis of the aggregate cost incurred in the purchase of the asset by the lessor, as normally done in financial leases, is not against the rules of Shariah if both parties agree to it, provided all other conditions



of a valid lease prescribed by the Shariah are fully adhered to.

- The lessor cannot increase the rent unilaterally and any agreement to this effect is void.
- The rent or any part thereof may be payable in advance before the delivery of the asset to the lessee, but the amount so collected by the lessor shall remain with him as 'on account' payment and shall be adjusted towards the rent after its being due.
- The lease period shall commence from the date on which the leased asset has been delivered to the lessee.
- If the leased asset has totally lost the function for which it was leased, the contract will stand terminated.
- The rentals can be used on or benchmarked with some Index as well. In this case, the ceiling and floor rentals can be identified for validity of lease.

### **Lease as a mode of financing**

Lease is not originally a mode of financing. It is simply a transaction meant to transfer the usufruct of an asset from one person to another for an agreed period against an agreed consideration. However, certain financial institutions have adopted leasing as a mode of financing instead of long term lending on the basis of interest.

This transaction of financial lease may be used for Islamic financing, subject to certain conditions. It is not sufficient for this purpose to substitute the name 'interest' for 'rent' and replace the name 'mortgage' for 'leased asset'. There must be a substantial difference between leasing and an interest-bearing loan. That will be possible

only by following all the Islamic rules of leasing, some of which have been mentioned earlier.

To be more specific, some basic differences between the contemporary financial leasing and the actual leasing allowed by the Shariah are indicated below:

	Conventional Leasing	Ijarah
1.	The asset to be leased is not owned by the bank.	The asset to be leased is owned by the bank.
2.	The bank is not responsible for any loss to the asset.	The bank bears all the risk of loss of asset if such loss is not caused by the negligence of the customer.
3.	Rent is charged and demanded prior to delivery of the asset.	No rent can be charged and demanded prior to the delivery of the asset.
4.	The conventional lease agreements give unilateral right to bank to terminate the Lease Agreement without any reason.	Since Ijarah is a binding agreement therefore, neither party can terminate it without mutual consent unless if there is a breach of contract by either party.
5.	Penalty on late payment is charged.	Penalty on late payment cannot be charged.

### The commencement of lease

Unlike the contract of sale, the agreement of Ijarah can be effected for a future date. Hence, it is different from Murabaha. In most cases of the 'financial lease', the lessor i.e. the financial institution purchases the asset through the lessee himself. The lessee purchases the asset on behalf of the lessor who pays its price to the supplier, either directly or through the lessee.

In some lease agreements, the lease commences on the very day on which the price is paid by the lessor, irrespective of whether the lessee has effected payment to the supplier and taken delivery of the asset or not. It may mean that lessee's liability for the rent





starts before the lessee takes delivery of the asset. This is not allowed in Shariah, because it amounts to charging rent on the money given to the customer, which is nothing but interest, pure and simple.

### **Rent should be charged after the delivery of the leased asset**

The correct way, according to Shariah, is that the rent will be charged after the lessee has taken the delivery of the asset, and not from the day the price has been paid. If the supplier has delayed the delivery after receiving the full price, the lessee should not be liable for the rent of the period of delay.

### **Relationship between contracting parties**

It should be clearly understood that when the lessee himself has been entrusted with the purchase of the asset intended to be leased, there are two separate relations between the institution and the client, which come into operation one after the other. In the first instance, the client is an agent of the institution to purchase the asset on latter's behalf. At this stage, the relation between the parties is nothing more than the relation of a principal and his agent. The relation of lessor and lessee has not yet come into operation.

The second stage begins from the date when the client takes delivery from the supplier. At this stage, the relation of lessor and lessee comes to play its role. These two capacities of the parties should not be mixed up or confused with each other. During the first stage, the client cannot be held liable for the obligations of a lessee. In this period, he is responsible to carry out the functions of an agent only. But when the asset is delivered to him, he is liable to discharge his obligations as a lessee.

### **Difference between Murabaha and leasing**

In Murabaha, as mentioned earlier, the actual sale should take place after the client takes delivery from the supplier and the previous agreement of Murabaha is not enough for effecting the actual sale. Therefore, after taking possession of the asset as an agent, he is bound to give intimation to the institution and make an offer for the purchase from him. The sale takes place after the institution accepts the offer.

The procedure in leasing is different and a little shorter. Here, the parties need not affect the lease contract after taking delivery. If the institution, while appointing the client as its agent, has agreed to lease the asset with effect from the date of delivery, the lease will automatically start on that date without any additional procedure. There are two reasons for this difference between Murabahah and Leasing:

- a) It is a necessary condition for a valid sale that it should be affected instantly. Thus, a sale attributed to a future date is invalid in Shariah. But leasing can be attributed to a future date. Therefore, the previous agreement is not sufficient in the case of Murabaha, while it is quite enough in the case of leasing.
- b) The basic principle of Shariah is that one cannot claim a profit or a fee for a property the risk of which was never borne by him. Applying this principle to Murabaha, the seller cannot claim a profit over a property, which never remained under his risk for a moment. Therefore, if the previous agreement is held to be sufficient for affecting a sale between the client and the institution, the asset shall be transferred to the client simultaneously when he takes its possession, and the asset shall not come into the risk of the seller even for a moment.



That is why the simultaneous transfer is not possible in Murabaha, and there should be a fresh offer and acceptance after the delivery.

In leasing, however, the asset remains under the risk and ownership of the lessor throughout the leasing period, as the ownership has not been transferred. Therefore, if the lease period begins right from the time when the client has taken delivery, it does not violate the principle mentioned above.

### **Expenses consequent to ownership**

- As the lessor is the owner of the asset and he has purchased it from the supplier through his agent, he is liable to pay all the expenses incurred in the process of its purchase and its import to the country of the lessor, for example, expenses of freight and customs duty etc.
- The lessor can, of course, include all these expenses in his cost and can take them into consideration while fixing the rentals, but as a matter of principle, he is liable to bear all these expenses as the owner of the asset. Any agreement to the contrary, as is found in the traditional financial leases, is not in conformity with Shariah.

### **Lessee as Ameen/Liability of the parties in case of loss to the asset**

As mentioned in the basic principles of leasing, the lessee is responsible for any loss caused to the asset by his misuse or negligence. He can also be made liable to the wear and tear, which normally occurs during its use. But he cannot be made liable to a loss caused by the factors beyond his control. The agreements of the traditional 'financial lease' generally do not differentiate between the two situations. In a lease based on the Islamic principles, both the situations should be dealt differently.



### Variable Rentals in Long Term Leases

In the long-term lease agreements, it is mostly not in the benefit of the lessor to fix one amount of rent for the whole period of lease, because the market conditions change from time to time. In this case, the lessor has two options:

- (a) He can contract lease with a condition that the rent shall be increased according to a specified proportion (e.g. 5%) after a specified period (like one year).
- (b) He can contract lease for a shorter period after which the parties can renew the lease at new terms and by mutual consent with full liberty to each one of them to refuse the renewal, in which case, the lessee is bound to vacate the leased property and return it back to the lessor.

These two options are available to the lessor according to the classical rules of Islamic Fiqh. However, some contemporary scholars have allowed, in long-term leases, to tie up the rental amount with a variable benchmark, which is so well known and well defined that it does not leave room for any dispute. For example, it is permissible according to the scholars to provide in the lease contract that in case of any increase in the taxes imposed by the government on the lessor, the rent will be increased to the extent of same amount.

Similarly, it is allowed by the scholars that the annual increase in the rent be tied up with the rate of inflation. Therefore, if there is an increase of 5% in the rate of inflation, it will result in an increase of 5% in the rent as well.

Based on the same principle, some Islamic banks use the rate of interest as a benchmark to determine the rental amounts. They



want to earn the same profit through leasing as is earned by the conventional banks through advancing loans on the basis of interest. Therefore, they want to tie up the rentals with the rate of interest and instead of fixing a definite amount of rental, they calculate the cost of purchasing the lease assets and want to earn through rentals an amount equal to the rate of interest.

So in this case, the agreement provides that the rental will be equal to the rate of interest or to the rate of interest plus something. Since the rate of interest is variable, it cannot be determined for the whole lease period. Therefore, these contracts use the interest rate of a particular country (like LIBOR) as a benchmark for determining the periodical increase in the rent. This arrangement has been criticized on the following two grounds:

- a) The first objection raised against it is that, by subjecting the rental payments to the rate of interest, the transaction is rendered akin to an interest based financing. This objection can be overcome by saying that (as fully discussed in the case of Murabaha), the rate of interest is used as a benchmark only. So far as other requirements of Shariah for a valid lease are properly fulfilled, the contract may use any benchmark for determining the amount of rental.

The basic difference between an interest based financing and a valid lease does not lie in the amount to be paid to the financier or the lessor. The basic difference is that in the case of lease, the lessor assumes the full risk of the corpus of the leased asset. If the asset is destroyed during the lease period, the lessor will suffer the loss. Similarly, if the leased asset loses its usufruct without any misuse or negligence on the part of the lessee, the lessor cannot claim the rent, while in the case of an interest-based financing, the financier is entitled

to receive interest, even if the debtor did not at all benefit from the money borrowed. So far as this basic difference is maintained (i.e. the lessor assumes the risk of the leased asset), the transaction cannot be categorized as an interest-bearing transaction, even though the amount of rent claimed from the lessee is equal to the rate of interest.

It is thus clear that the use of the rate of interest merely as a benchmark does not render the contract invalid as an interest-based transaction. It is, however, advisable at all times to avoid using interest even as a benchmark, so that an Islamic transaction is totally distinguished from an un-Islamic one, having no resemblance to interest whatsoever.

- b) The second objection to this arrangement is that the variations of the rate of interest being unknown, the rental tied up with the rate of interest will imply 'Jahalah' and 'Gharar' which is not permissible in Shariah. It is one of the basic requirements of Shariah that the parties must know the consideration in every contract when they enter into it. The consideration in a transaction of lease is the rent charged from the lessee, and therefore it must be known to each party right at the beginning of the contract of lease. If we tie up the rental with the future rate of interest, which is unknown, the amount of rent will remain unknown as well. This is the Jahalah or Gharar, which renders the transaction invalid.

Responding to this objection, one may say that the Jahalah has been prohibited for two reasons:

- It may lead to dispute between the parties. This reason is not applicable here, because both parties have agreed with mutual consent upon a well-defined benchmark that will serve as a





criterion for determining the rent, and whatever amount is determined, based on this benchmark, will be acceptable to both parties. Therefore, there is no question of any dispute between them.

- The second reason for the prohibition of *Jahalah* is that it renders the parties susceptible to an unforeseen loss. It is possible that the rate of interest, in a particular period, increases to an unexpected level in which case the lessee will suffer.

It is equally possible that the rate of interest zooms down to an unexpected level, in which case the lessor may suffer. In order to meet the risks involved in such possibilities, it is suggested by some contemporary scholars that the relation between rent and the rate of interest is subjected to a limit or ceiling. For example, it may be provided in the base contract that the rental amount after a given period, will be changed according to the change in the rate of interest, but it will in no case be higher than 15% or lower than 5% of the previous monthly rent. It will mean that if the increase in the rate of interest is more than 15%, the rent will be increased only up to 15%. Conversely, if the decrease in the rate of interest is more than 5%, the rent will not be decreased to more than 5%.

In our opinion, this is the moderate view, which takes care of all the aspects involved in the issue.

### **Penalty for Late Payment of Rent**

In some agreements of financial leases, a penalty is imposed on the lessee in case he delays the payment of rent after the due date. This penalty, if meant to add to the income of the lessor,



is not warranted by the Shariah. The reason is that the rent after it becomes due, is a debt payable by the lessee, and is subject to all the rules prescribed for a debt. A monetary charge from a debtor for his late payment is exactly the *riba* prohibited by the Holy Quran. Therefore, the lessor cannot charge an additional amount in case the lessee delays payment of the rent.

### **Penalty of late payment is given to charity**

In order to avoid the adverse consequences, an alternative may be resorted to. The lessee may be asked to undertake that, if he fails to pay rent on its due date, he will pay certain amount to a charity. For this purpose, the financier/lessor may maintain a charity fund where such amounts may be credited and disbursed for charitable purposes, including advancing interest-free loans to the needy persons. The amount payable for charitable purposes by the lessee may vary according to the period of default and may be calculated at per annum basis. The agreement of the lease may contain the following clause for this purpose:

"The Lessee hereby undertakes that, if he fails to pay rent at its due date, he shall pay an amount calculated at a certain percentage (%) per annum to the charity Fund maintained by the Lessor which will be used by the Lessor exclusively for charitable purposes approved by the Shariah and under no circumstances form part of the income of the Lessor."

This arrangement, though does not compensate the lessor for his opportunity cost of the period of default, yet it may serve as a strong deterrent for the lessee to pay the rent promptly.



### **Termination of Lease**

If the lessee contravenes any term of the agreement, the lessor has a right to terminate the lease contract unilaterally. However, if there is no contravention on the part of the lessee, the lease cannot be terminated without mutual consent. In some agreements of the 'financial lease', it has been noticed that the lessor has been given an unrestricted power to terminate the lease unilaterally whenever he wishes, according to his sole discretion. This is again contrary to the principles of Shariah. In some agreements of the 'financial lease', a condition has been found to the effect that in case of the termination of lease, even at the option of the lessor, the lessee shall pay the rent of the remaining lease period.

This condition is obviously against Shariah and the principles of equity and justice. The basic reason for inserting such conditions in the agreement of lease is that the main concept behind the agreement is to give an interest-bearing loan under the ostensible cover of lease. That is why every effort is made to avoid the logical consequences of the lease contract.

Naturally, such a condition cannot be acceptable to Shariah. The logical consequence of the termination of lease is that the lessor should take the asset back. The lessee should be asked to pay the rent as due up to the date of termination. If the termination has been effected due to the misuse or negligence on the part of the lessee, he can also be asked to compensate the lessor for the loss caused by such misuse or negligence. But he cannot be compelled to pay the rent of the remaining period.

### **Insurance of the leased assets**

If the leased property is insured under the Islamic mode of Takaful, it should be at the expense of the lessor and not at the expense



of the lessee, as is generally provided in the agreements of the current 'financial leases'.

### **The residual value of the leased asset**

Another important feature of the modern 'financial lease' is that after the expiry of the lease period, the corpus of the leased asset is normally transferred to the lessee. As the lessor already recovers his cost along with an additional profit thereon, which is normally equal to the amount of interest which could have been earned on a loan of that amount advanced for that period, the lessor has no further interest in the leased asset. On the other hand, the lessee wants to retain the asset after the expiry of the leased period.

For these reasons, the leased asset is generally transferred to the lessee at the end of the lease, either free of any charge or at a nominal token price. In order to ensure that the asset will be transferred to the lessee, sometimes the lease contract has an express clause to this effect. Sometimes this condition is not mentioned in the contract expressly; however, it is understood between the parties that the title of the asset will be passed on to the lessee at the end of the lease term. This condition, whether it is express or implied, is not in accordance with the principles of Shariah. It is a well-settled rule of Islamic jurisprudence that one transaction cannot be tied up with another transaction so as to make the former a pre-condition for the other. Here, the transfer of the asset at the end has been made a necessary condition for the transaction of lease that is not allowed in Shariah.

The original position in Shariah is that the asset shall be the sole property of the lessor, and after the expiry of the lease period, the lessor shall be at liberty to take the asset back, or to renew



the lease or to lease it out to another party, or sell it to the lessee or to any other person. The lessee cannot force him to sell it to him at a nominal price, nor can such a condition be imposed on the lessor in the lease agreement. But after the lease period expires, and the lessor wants to give the asset to the lessee as a gift or to sell it to him, he can do so by his free will.

However, some contemporary scholars, keeping in view the needs of the Islamic financial institutions have come up with an alternative. They say that the agreement of *Ijarah* itself should not contain a condition of gift or sale at the end of the lease period. However, the lessor may enter into a unilateral promise to sell the leased asset to the lessee at the end of the lease period. This promise will be binding on the lessor only. The principle, according to them, is that a unilateral promise to enter into a contract at a future date is allowed whereby the promisor is bound to fulfill the promise, but the promisee is not bound to enter into that contract. It means that he has an option to purchase, which he may or may not exercise. However, if he wants to exercise his option to purchase, the promisor cannot refuse it because he is bound by his promise.

Therefore, these scholars suggest that the lessor, after entering into the lease agreement, can sign a separate unilateral promise whereby he undertakes that if the lessee has paid all the amounts of rentals and wants to purchase the asset at a specified mutually acceptable price, he will sell the leased asset to him for that price. Once the lessor signs this promise, he is bound to fulfill it and the lessee may exercise his option to purchase at the end of the period, if he has fully paid the amounts of rent according to the agreement of lease.





### **Leasing for permissible (Halal) or impermissible usage**

It is a brief abstract of an article written by grand Mufti of Pakistan, "Mufti Muhammad Shafi" about leasing or selling a property/asset that could be used for Haram purposes. Its brief description is as follows:

- a) If a person sells or leases such property or goods that cannot be used but for Haram purpose, then its contract of sale or lease would be invalid and the seller or lessor would be sinner.
- b) If a person sells or leases such a property or goods that can be used in Halal or Haram both purposes, and the seller/lessor does not know the exact purpose of the buyer/lessee of purchase or getting on lease, then it would be Halal to sell or lease.
- c) If a person sells or leases such a property or goods that can be used in Halal or Haram both purposes and the seller/lessor knows that he would use it only for Haram purpose, then the contract of Sale/Lease would be valid, however, the buyer/lessee would commit a sin of Karaha (Karahat/disliking). It means that the seller or lessor should avoid to sell or lease them to that person.

Now a question arises that what kind of Karaha would be involved here, "Al Karaha Al Tahreemiyyah" or "Al Karaha Al Tanzihiiyyah"? (The first one means it is so detested or disliked that it has been very near to Haram. And the second one means that it is not so disliked as the former one, but it is not preferable).

To answer this question, Islamic jurists opined that if a property that is being sold or leased can be used for the both Haram and Halal purposes, but their manufacturing or building is more





suitable for Haram purpose, then it would be Makrooh Al Tahreemi to be sold and leased, otherwise, it would be "Makrookh Al Tanzeehi" (the second kind).

Based on these principles, if the property is built in such a manner that it would be more suitable to use it for theatre purposes, then it is not preferable to sell or lease them, otherwise, it would be an act of sin.

However, if any property can be used for the both purposes equally, and seller or lessor knows that the buyer or lessee would use it for Haram purpose, then its sale or lease would be valid, but not preferable. Therefore, the buildings or land should not be sold or leased to a party that uses it for haram purposes, in any above mentioned two scenarios.

### **Accounting Treatment of Ijarah**

Following general guidelines must be followed while developing accounting treatment for Ijarah transactions:

- 1) The asset that is given on lease, must be recorded in the balance sheet of the Bank.
- 2) Ijara Income can not be recognized by the Bank before the execution of Ijarah Agreement with the customer.
- 3) Ijarah income will be recognized over the term of Ijarah on Straight line basis.
- 4) Costs, including depreciation, incurred in earning the Ijarah (lease) income are recognized as an expense.

**IJARAH WA IQTINA  
(LEASING AND PROMISE TO GIFT)**

In Islamic Shariah, it is allowed that instead of sale, the lessor signs a separate promise to gift the leased asset to the lessee at the end of the lease period, subject to his payment of all rentals. This arrangement is called "Ijarah wa Iqtina."

It has been allowed by a large number of contemporary scholars and is widely acted upon by the Islamic Banks and Financial Institutions. The validity of this arrangement is subject to two basic conditions:

- a) The agreement of Ijarah itself should not be subjected to signing this promise of sale or gift but the promise should be recorded in a separate document.
- b) The promise should be unilateral and binding on the promisor only. It should not be a bilateral promise binding on both parties because in this case, it will be a full contract affected to a future date, which is not allowed in the case of sale or gift.

**Sub-Lease**

If the leased asset is used differently by different users, the lessee cannot sub-lease the leased asset except with the express permission of the lessor. If the lessor permits the lessee for subleasing, he may sub-lease it. All the recognized schools of Islamic jurisprudence are unanimous on the permissibility of the sub lease, if the rent claimed from the sub-lessee is equal to or less than the rent payable to the owner / original lessor.



However, the opinions are different in case the rent charged from the sub-lessee is higher than the rent payable to the owner.

Imam Shafi رحمہ اللہ and some other scholars allow it and hold that the sub lessor may enjoy the surplus received from the sub-lessee. This is the preferred view in the Hanbali School as well. On the other hand, Imam Abu Hanifah رحمہ اللہ is of the view that the surplus received from the sub-lessee in this case is not permissible for the sub-lessor to keep and he will have to give that surplus in charity. However, if the sub-lessor has developed the leased property by adding something to it or has rented it in a currency different from the currency in which he himself pays rent to the owner/the original lessor, he can claim a higher rent from his sub-lessee and can enjoy the surplus.

Although the view of Imam Abu Hanifah رحمہ اللہ is more precautionary which should be acted upon to the best possible extent, in cases of need, the view of Shafi and Hanbali schools may also be adopted as there is no express prohibition in the Holy Quran or in the Sunnah against the surplus claimed from the lessee. Ibn Qudamah رحمہ اللہ has argued for the permissibility of surplus on forceful grounds.

### **Assigning of the Lease**

The lessor can sell the leased property to a third party whereby the relation of lessor and lessee shall be established between the new owner and the lessee. However, the assigning of the lease itself (without assigning the ownership in the leased asset) for a monetary consideration is not permissible.

The difference between the two situations is that in the latter case, the ownership of the asset is not transferred to the assignee, but he becomes entitled to receive the rent of the asset only.



This kind of assignment is allowed in Shariah only where no monetary consideration is charged from the assignee for this assignment. For example, a lessor can assign his right to claim rent from the lessee to his son, or to his friend in the form of a gift. Similarly, he can assign this right to any one of his creditors to set off his debt out of the rentals received by him. But if the lessor wants to sell this right for a fixed price, it is not permissible, because in this case, the money (the amount of rentals) is sold for money, which is a transaction subject to the principle of equality. Otherwise it will be tantamount to a *riba* transaction, hence prohibited.

### **How to Operate Islamic Leasing as a mode of financing**

The lease purchase or lease that ends with possession is a new mode innovated by the Islamic banks. What distinguishes this transaction is that the bank does not hold assets on its own, instead, it purchases the asset on request from its customer who is interested to own an asset through lease that ends with possession. At the end of the lease period, ownership is transferred to the lessee.

The bank mostly calculates total rentals on the basis of the cost of asset plus the profit. Rentals are payable over a period of time as agreed between the bank and the customer. In practice, there are two basic ways, through which the asset becomes the property of the lessee at the end of the lease period:

- 1) A lease contract with a promise to grant the asset to the lessee after paying all the rental installments. The grant must be obtained in a separate contract.
- 2) A lease contract with a promise to sell the asset to the lessee in exchange for a nominal or actual price. The lessee pays at the



end of the lease period in addition to paying all the rental installments agreed upon.

### **The Practical Steps of a Lease Purchase Operation**

The following are the practical steps of a lease purchase operation:

#### **1. The purchase contract of assets**

**The bank:** In pursuance of the customer's desire to draw a contract of lease ending with ownership, the bank purchases the asset from the seller, pays the price and gets its possession.

**The seller:** Agrees on the sale, signs the bill and agrees with the bank about the place of delivery.

#### **2. Delivery and receipt of the commodity**

**The seller:** Delivers the asset to the bank directly or to any party designated by the bank in the contract.

**The bank:** Authorizes its customer to receive the asset and demands a notification of arrival and satisfaction of the required specifications.

#### **3. The lease contract**

**The bank:** Leases the asset to the customer and promises customer the possession of the asset if he pays all the rental installments (a promise to grant or a promise to sell for a nominal or actual price).

**The lessee:** pays the rental installments at the agreed upon periods.

#### **4. Transfer of ownership**

**The bank:** At the end of the lease period and after the lessee pays all the installments due, the bank assigns the asset to the benefit of the lessee as a grant or sale as promised.

**The lessee:** Ownership of the asset transfers to the lessee.

### Areas of Applications

The Islamic banks use the lease with option to purchase especially real estate, computers, machinery and equipment. By so doing, the Islamic banks give their customers the freedom of choice to acquire the assets they need from the sources they select in the light of their experience and personal evaluation.

The lessee in this case enjoys the possession and use of the asset during the lease period and it is certain that ownership of the asset will be transferred to him at the end of the lease period. The bank also, retains the ownership of the asset and it assigns it to the lessee only on receipt of rental installments agreed upon.

### The Islamic Bonds Market - Possibilities and Challenges

Bonds are long-term debt obligations that are secured by a specified asset or a promise to pay. In effect, a bond investor has lent money to the bond issuer. In return, the issuer of that bond promises to pay interest and to repay the principal on maturity. The certificate itself is evidence of a lender-creditor relationship. It is a "security" because unlike a car loan or a home improvement loan, the debt can be bought and sold in the open market. In fact, a bond is a loan, which is intended to be bought and sold.

It is clear from this definition that in the conventional system of bond issuance and trading, the issue of interest is at the centre of any transaction. In contrast, in the Islamic financial system, usury and interest are the first elements to be avoided. However, this does not mean that the door of debt financing or, more generally, the possibility of bonds issuance and trading is closed to Islamic finance. However, it is also important to note that beside the rejection of the obvious system of interest in bond trading, the Islamic alternative must also avoid any transaction of debt and credit on future basis, which may result in usury and interest.





Considering the fact that bond issuance and trading are important means of investment in the modern economic system, Muslim jurists and economists are striving to find the Islamic alternative. However, to meet the various demands of investors, Islamic bonds and certificates should be diversified. Therefore, some of these bonds can be traded in the secondary market while the trade of others is limited to the primary market because they can be exchanged only at face value.

### **Ijarah Bonds**

Ijarah is a contract in which a party purchases and leases out a fixed asset required by the client for a rental fee. The duration of the rental and the fee are agreed in advance and the ownership of the asset remains with the lessor. Hence, the relationship between the parties differs from that of a debtor-creditor relationship as it is based on buyer-seller of an asset.

Ijarah bonds, on the other hand are securities of equal denomination of each issue, representing physical durable assets that are tied to an Ijarah contract as defined by shari'ah. The basic feature of Ijarah bonds is that they represent leased assets, i.e. without relating the bond holders to any common organisation, company or institution. For instance, an aircraft leased to an airline can be represented in bonds and owned by a thousand different bondholders, each of them, individually and independently, presenting his bond(s) to the airline company and collecting the periodic rent without having to have any relation with other bondholders. In other words, the Ijarah bondholders are not the owners of the shares in a company that owns the leased aircraft, but simply a sharing owner, who only owns one thousandth or more of the aircraft itself.

In a second example, let us assume that a group of investors



bought an office building and divided up the ownership rights into many certificates of equal face value. The group may rent out the whole building for the next ten years, then sell these certificates to the public. A buyer of such a certificate is acquiring a share in the ownership of the office building, and an equal share in the net income from it for the term of the lease. Such certificates could be easily traded in the market. Moreover, their generation of steady rental income renders them even less risky than common stocks. This is because in common stocks both annual net income and capital gains or losses are variable, whereas in rent sharing certificates part of the future income stream is the contractually fixed rental payments.

There may be multiple forms of Ijarah bonds depending on the nature of the asset and the method and procedure of issuance of the bonds. Thus, besides the simple forms of Ijarah bonds mentioned above, more sophisticated forms of Ijarah bonds can be considered by including financial intermediaries.

- Let us suppose that the Ministry of Defense needs a training field to be used for one of its training programs. A suitable piece of land in a suitable location is needed. The Ministry of Defense resorts to an Islamic bank to prepare an issue of Ijarah bonds that allow the Ministry to acquire the needed plot. The Islamic bank buys the plot for 10 million dinars and rents it to the Ministry of Defense for 900,000 dinars a year. At the same time, the bank issues 1,000 Ijarah bonds, each bond representing 1,000th of the plot and entitling its owner to 900 dinars per year as rent. The Ijarah contract has a period of ten years after which the contract will be renewed perpetually for term of ten years. The Islamic bank has an issuance commission of, say, 5% as premium above the purchase price of the land i.e., the bank sells the bonds at 10,500 dinars each.





In this form of Ijarah bonds, the bondholders own the land that is rented and they are entitled to the rent at the above-mentioned rate.

### **Characteristics of Ijarah Bonds**

The characteristics of Ijarah bonds stem from its nature and from the contractual relationship defined in the Ijarah contract governing it. These can be summarized as follows:

- 1) Ijarah bonds are securities representing the ownership of well defined existing and well-known assets that are tied up to a lease contract. This means that Ijarah bonds can be traded in the market at a price determined by market forces. This includes *inter alia*, the general market conditions in the economy and in the financial market, the opportunity cost (current and expected return on new financing), prices of real investment assets and economic trends in the specific market related to securities and Ijarah bonds, etc. The Ijarah bonds are also subject to risks related to the ability and desirability of the lessee to pay the rental installments. Moreover, these are also subject to real market risks arising from potential changes in asset pricing and in maintenance and assurance costs.
- 2) Furthermore, the expected net return on some forms of Ijarah bonds may not be completely fixed and determined in advance, since there might be some maintenance and insurance expenses that are not perfectly determined in advance. Consequently, in such cases, the amount of rent given in the contractual relationship represented by the bond represents a maximum return subject to deduction of this kind of maintenance and insurance expenditure.



- 3) Ijarah bonds are completely negotiable and can be traded in the secondary markets. Subject to market conditions, these bonds will offer a high degree of liquidity and therefore, have both the characteristics and necessary conditions for functioning as successful securities.
- 4) Ijarah bonds offer a high degree of flexibility from the point of view of their issuance management and marketability. The central government, municipalities, awqaf or any other asset users, private or public can issue the bonds. Additionally, they can be issued by financial intermediaries or directly by users of the leased assets. It should be noted that Ijarah bondholders as owners bear full responsibility for what happens to their property. They are also required to maintain it in such a manner that the lessee may derive as much usufruct from it as possible.

### **Agreements in Issuance of Ijarah Bonds**

The issuance of Ijarah bonds involves three basic agreements with respect to sale, purchase and the lease of assets. These are as follows:

#### **1. Asset Purchase Agreement**

Ownership title of the airport building is transferred to the State Bank of Pakistan (SBP) so that the ownership benefits from the asset pass on to the SBP. The SBP issues Ijarah bonds and buyers of these bonds sign an agreement whereby the proportionate ownership in the building is transferred to them.

#### **2. Lease Rental Agreement**

The State Bank of Pakistan may lease the building from the bondholders for its use at the mutually agreed rental.



### **3. Asset Sale Agreement**

The lessee, through this agreement, agrees to purchase the leased asset whose ownership is represented by the Ijarah bonds, at a fixed price on maturity of the Ijarah, from the holders.

### **Conclusion**

The issuance of Ijarah bonds serve as a good source of medium and long term investment and are issued in the capital markets to mobilize short term deposits for the development of long term infrastructure projects. Since the yield is predetermined and the underlying asset is tangible and secured, the Ijarah bonds can be traded in the secondary market.

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## CHAPTER 19

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### TAWARRUQ

Tawarruq means "to buy on credit and sell at spot value." This transaction is now a days being used by many Islamic banks for liquidity management and as a mode of financing especially for personal financing and credit cards.

The following list summarizes a research paper by my honorable father 'Justice Muhammad Taqi Usmani', which describes his point of view regarding this mode of financing:

- 1) Tawarruq is an arrangement whereby a person, in need of liquidity, purchases a commodity from a seller on credit at a higher price. The person who acquires commodity in this way is called 'Mutawarriq'.
- 2) The difference between "Inah" and "Tawarruq" is that "Mutawarriq" sells the commodity to a third party, while in "Inah" the buyer resells it to the same seller from whom he had bought the commodity.
- 3) There are two versions reported from Imam Ahmad Ibn Hanbal رحمہ اللہ about the permissibility of 'Tawarruq'. Majority of the Hanbali jurists have preferred the version according to which 'tawarruq' is permissible. However, Ibn Taimiyyah رحمہ اللہ and Ibn Qayyim رحمہ اللہ have held 'Tawarruq' as impermissible.
- 4) The Shafi'i jurists have allowed 'Inah', and therefore it seems that 'Tawarruq' is permissible with them with a greater force.
- 5) Maliki jurists are very strict about 'Inah', but it appears from





their books that they do not see a problem in 'Tawarruq'.

- 6) Some Hanafi jurists of later days have held that 'Tawarruq' is 'Inah', hence makrooh. But majority of the Hanfi jurists have preferred the view of Ibn-ul-Humam رحمہ اللہ that 'Inah' is restricted to the situation where the commodity comes back to the original seller but where the commodity is sold in the market, the transaction is valid and permissible. However, lending money (without interest) is more preferable.
- 7) Thus, the preferred view in all the four schools of Islamic fiqh is that Tawarruq is permissible. However, lending (without interest) is more advisable.
- 8) This is the position with regard to the original concept of Tawarruq, but the ruling may change if the transaction is infiltrated by some other elements.
- 9) If the bank appoints the Mutawarriq himself as its agent to purchase the commodity on behalf of the bank, then to sell it to himself, this transaction is invalid. However, if the bank appoints him as an agent only for the purchase of a commodity on behalf of the bank, then once it is purchased, the bank itself sells it to Mutawarriq through a proper contract with offer and acceptance, the transaction is valid, but not advisable.
- 10) If the 'Mutawarriq' after purchasing the commodity from the bank, appoints the bank his agent to sell it in the market and this agency is stipulated in the contract of sale as a condition, the transaction is not valid. However, if the agency was not a condition in the sale contract, and it has been affected after unconditioned sale, the transaction is valid, but not advisable.



- 11) If 'Tawarruq' is carried out through the international commodity exchange, it is vulnerable to many violations of Shariah, because many conditions of a valid Islamic sale may be lacking.
- 12) However, if all the condition of a valid sale are properly observed, the transaction may be valid, but its extensive use is not advised.

Note: This Chapter is based on the arabic article are written by Justice (Retd) Mufti Muhammad Taqī Usmani Sb. The name of the Paper is الصكوك تطبقها المعاصرة

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## CHAPTER 20

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### ISLAMIC BANKING FRAMEWORK - COMPARISON WITH CONVENTIONAL BANK

#### **Islamic Banking & Finance - Global growth trends**

Islamic Banking and finance growth has generated considerable interest in the financial world in recent years. The concept of Islamic banking has received encouraging response from different corners of the globe as one discovers its ideological dimensions and practical significance.

Given its ability to offer innovative financial solutions for basic financial needs in under-served markets especially in the Muslim world and to meet complex financial requirements of the modern times, it is seen as a socially responsible and ethical banking model with considerable growth potential. In the Muslim world and increasingly in the West, significant segments of the institutional and retail markets are choosing Islamic finance for their financing and investment needs. Islamic financial system also draws its strength from its being asset backed nature and directly linkage to the real economic transactions and avoidance of any element of interest and speculative activity.

#### **Understanding the difference**

When we look at the differences between Islamic Financial Institutes and the Interest-based conventional Institutes, we find out that the differences are on three levels:

1. Conceptual and Socio-religious level
2. Business model and Governing framework
3. Product Level Implementation

Without a clear understanding of these differences, some people,





even experts tend to make a common mistake of equating Islamic banks with other conventional banks with mere change of name.

### Key differences between Islamic banks & conventional interest based banks

ISLAMIC BANKS (IB)	CONVENTIONAL BANKS (CB)
<b>At Conceptual &amp; Socio-Religious level</b>	
<ul style="list-style-type: none"> <li>- IB are not money lending institutes but they work as a trading/ investment house.</li> <li>- IB work under the socio-religious guidelines that prohibit charging and paying interest and avoid all impermissible transactions like gambling, speculation, short selling &amp; Sale of debts &amp; receivables.</li> <li>- IB do not permit financing to industries that cause harm to the society such as alcohol, tobacco etc.</li> </ul>	<ul style="list-style-type: none"> <li>- Conventional Interest based banks (CB) are in the business of lending &amp; borrowing money based on interest.</li> <li>- In CB, we see no such restrictions. Interest is the back-bone of this system and short selling, sale of debts and speculative transactions are common.</li> <li>- In CB, all type of industries are financed, only businesses deemed illegal by the law of the land are not supported.</li> </ul>
<b>At Business Model &amp; Governing Framework</b>	
<ul style="list-style-type: none"> <li>- IB business model is based on trade, thus IB need to actively participate in trade and production process and activities.</li> <li>- IB have a strong Shariah governing framework in terms of Shariah Advisor and/or Shariah Supervisory Board, which approves the transactions and product in the light of the Shariah rulings.</li> </ul>	<ul style="list-style-type: none"> <li>- Generally CB do not involve themselves in trade and business as they act only as money lenders.</li> <li>- In CB, no such framework is present and actually it is a key litmus test to judge the claim of those who fails to see differences between IB and CB.</li> </ul>
<b>Product Level Implementation</b>	
<ul style="list-style-type: none"> <li>- Islamic banking products are usually asset backed and involve trading of assets, renting of asset and participation on profit &amp; loss basis.</li> <li>- IB recognize loan as non commercial and exclude it from the domain of commercial transactions. Any loan given by IB must be interest free.</li> </ul>	<ul style="list-style-type: none"> <li>- CB treat money as a commodity and lend it against interest as its compensation.</li> <li>- In CB, almost all the financing and deposit side products are loan based.</li> </ul>

In a Conventional Bank, the relationship between the bank and the customer is that of creditor and debtor and any benefit available to either party falls under the ambit of interest since it is a gain on Debt/Loan. In Islamic Banking, the relationship between bank and customer differs as per the modes of Finance and the nature of the facility.

- In Sale Based transaction modes, Islamic Banks and the customer assume the role of Seller and Buyer respectively and any benefit available to either party is profit on Sale Transaction.
- In Rental based modes, the relationship between Islamic bank and customer is that of Lessor and Lessee respectively and any benefit available to bank is in the form of Rent.
- In Participation based modes, the relationship between Islamic Bank and Customer is that of partnership and the gain taken by either party is Profit on Musharakah.
- In Service based modes, the relationship between Islamic Banks and Customer is of Mustajir (Service Provider) and Ajeer (To whom service is given) respectively and Islamic Bank gets remuneration in the form of fees (Ujrat).

A Comparison of differences in roles between customer and Bank in an Islamic and Conventional Bank is highlighted in the following table:

Nature of roles between Bank and Customer				
	Conventional Bank		Islamic Bank	
	Role (Bank-Customer)	Compensation	Role (Bank-Customer)	Compensation
Deposit	Debtor-Creditor	Interest	Mudarib-Rab ul Maal	Profit on Mudarabah
Finance	Creditor-Debtor	Interest	Seller- Buyer	Price (Thaman)
			Lessor-Lessee	Rent
			Partners	Profit
			Agent-Principal	Fee

As evident from the table above, Conventional Banks only gets compensation in the form of "Interest". They do not assume risk of any trade based activities whereas, according to Islamic Shariah, "No gain can be taken without Risk", therefore, when Islamic Bank gets compensation (reward) in the form of price or rent or profit in participation, it assumes full risk of the asset in a Sale/Rent transaction and full risk of the performance of business and its assets in a participation based transaction.

### **Product Wise Comparison of Conventional Bank and Islamic Bank**

The conventional banking, which is interest based, performs the following major activities:

1. Deposit creation
2. Financing
3. Agency services
4. Issuing letter of Guarantees (LGs)
5. Advisory services
6. Other related services

We will now look at a comparison of these activities with Islamic concept of banking:

### **Deposits (The Liability side)**

#### **Deposit of Conventional Bank - Qard (loan) not Amanah (Trust)**

The common misconception regarding "Deposit" is that, it is a form of "Amanah" (security/trust). However, according to Shariah definition, deposit has more resemblance to qard (loan) than Amanah. This conclusion is based on the fact that in Islam, an item is termed as Amanah if it bears all the features of Amanah. Deposits cannot be termed Amanah, as they do not have two of its special features, i.e.





- Amanah cannot be used by the bank for its business or benefit.
- The bank cannot be liable in case of any damage or loss to the Amanah resulting from circumstances beyond its control.

Whereas in banks, deposits are primarily placed to earn profit, which is only possible when the bank uses these deposits to invest in other business. Hence, deposits do not fulfill the first condition of Amanah, which says that it should not be used by the caretaker for his own business or benefit.

Secondly, the bank is held 100% responsible for these deposits in all circumstances, even in case of loss or damage to the bank. This feature releases deposits from the ruling of Amanah where the assets will not be returned in case of any damage to the asset resulting from circumstances beyond caretaker's control. According to this justification, all three kinds of deposits namely current accounts, fixed deposits and saving accounts are not Amanah. They are all governed by Qard.

One school of thought says that only fixed deposit and saving accounts fall under the laws of Qard but current account is governed by Amanah. However, this is also not correct because the bank is as much liable to current account holders as it is to PLS account holders and is called the "guarantor" in fiqh terminology. Due to this feature, current account is also governed by qard.

The depositors are not interested in terminology but the end-result of holding an account. Therefore, if a bank does not offer security to the assets, the depositors under normal circumstance will never keep their assets at such a bank. Similarly if the depositors are told that the status of their account will be that



of Amanah and in case of any loss to the assets, (without any negligence of the bank), the assets will not be returned to them, no one would put their assets in the bank. Therefore, the bank provides the security to the assets, which the depositors themselves want.

We therefore conclude that the main intention of the depositors is not to put the assets in banks as amanah, rather as qard by having collateral security by appointing the bank as guarantor.

#### **Example of Sayyidnna Zubair bin Awwam ؓ**

Hazrat Zubair bin Awwam ؓ was famous and well known for his honesty and trustworthiness. Prominent people used to leave with him their properties in trust. Based on their needs, they would also withdraw all or part of their properties. It has been reported in Al Bukhari and Tabaqaat-e-Ibn-e-Saad in respect of Hazrat Zubair bin Awwan ؓ that "he declined to accept such property as Amanah (trust) but rather accepted them as Qard (loan)".

The reason for this action on his part was his fear that the property may be lost and it may be suspected that he was negligent in its safekeeping. As such, he decided to consider it a loan so that the depositor felt more comfortable. Another reason for it was that it could become possible for him to employ these funds for trading and earn profit out of them. The loan amount calculated at 2.2 million Dirhams at the time of his death by his son Syedna Abdullah bin Zubair ؓ was specified as Qard, not Amanah. He also used the term loan while instructing his son before his death "Son, dispose off my property to settle the loans".

#### **Conclusion**

From the above discussion, we come to the conclusion that all





three forms of bank deposits are governed by the law of Qard as a consequence of which the account holder may withdraw only the assets deposited. Any increase on it will be interest.

It has already been discussed in the chapter of commercial interest that if the purpose of the lender is business or security and not providing financial assistance, then to get an excess amount is also interest, which is prohibited in Islam just like usury. It is also clear that there is a consensus of Muslim scholars on the point that the transactions in Fixed Deposit and Savings Account are prohibited because the bank pays excess to their account holders over their actual capital, which is interest.

The Islamic Fiqh Academy Jeddah in their second session has further endorsed such transactions as interest based transaction. Therefore, it is illegal for a Muslim to keep their deposits in such accounts. As far as the current account is concerned, the bank does not pay any excess (interest) over the actual capital, therefore, holding such an account is allowed.

To sum up the above discussion, it is concluded that profit given on fixed deposit and savings accounts by Conventional Bank is interest and therefore prohibited. However, if the banking system is based on Islamic principles, Musharakah/Mudarabah can play a very important role. As far as deposits are concerned, Musharakah/Mudarabah is the only instrument through which money can be received from customers meaning that every depositor will become a partner in bank's business through their deposited money. The methodology of Musharakah/Mudarabah based Deposit structure is discussed in detail in the Chapter titled "Musharakah in Bank Deposits".





## Finance Activities

The asset side of any bank involves Financing activities of the Bank. In Conventional Banks, the asset side comprises of loans given to financing entities with different names like Lease, Running Finance, Term Finance etc, while the difference among them is only in treatment of security or amortization. Since all the financing products are based on loan, therefore the compensation obtained by Conventional Banks from these Financing products falls under the ambit of "Benefit driven from a Loan Transaction", which is Riba.

## Asset side of Islamic Banks

The asset side of Islamic Banks reflects different products which are based on one of the following modes, which are also discussed in detail in other chapters of this book:

- 1) Sale Based Modes:** Under these modes, an Islamic Bank instead of providing loans, sell asset to the customer and gets the compensation in the form of Price which includes profit of the Bank as a result of the Sale transaction. It is important for any Sale based mode that Islamic Bank must sell the asset to the customer after acquiring the asset and assuming all its risk. Examples of Sale Based modes are Murabaha, Musawama, Salam, Istisna, Istijrar etc.
- 2) Participation Based Modes:** In Participation based modes, Islamic Bank enters into a partnership agreement with the customer over their business and shares the profit or loss as per the actual performance of the business. Examples of Participation based modes are Musharakah and Mudarabah.
- 3) Rental Based Modes:** In Rental based modes, Islamic Bank acquires the asset and after assuming its ownership and risk, give the asset on rent to the customer for a definite period.



Islamic Bank takes its compensation in the form of rent for the usage of the asset by the customer. Examples of Rental based modes are Ijarah, Diminishing Musharakah etc.

### **Agency Based transactions**

A bank under Islamic Shariah can act as an agent (on Al-Wakalah basis) of the customer and can carry out the transaction on his behalf. Moreover, it can charge agency fee for the services. The agency fee can be charged in the following cases:

- Payment / receiving of cash on behalf of the customer
- Inward bill of collection
- Outward bill of collection
- LC opening and acceptance
- Collection of export bills / bills of exchange. In this case, the undertaking or guarantee commission and take-up commission can be Islamized. Bank will charge an agency fee for accepting the bills, which is bought at face value.
- Underwriting and Initial Public Offering (IPO) services.

One major difference between Islamic Bank and Conventional Bank under this category is that Islamic Bank can only carry out such transactions which are Shariah Compliant.

### **Role of the Bank as Guarantor**

The bank or financial institution gives a guarantee on behalf of its customer but according to Shariah, guarantee fee cannot be charged since the act of guaranteeing is a Non-Compensatory Contract and fees cannot be charged for any Non-Compensatory Contract. However, a fee can be charged if some additional services are provided to the customer. Some of the common types of Guarantees issued by Banks are as follows:



- Bid Bonds
- Performance Guarantee
- Shipping Guarantee

### **Advisory Services**

Most of the advisory services provided by the financial institutes can be carried out easily in compliance with Shariah as long as the nature of business is halal. These includes;

- Financial advisory services
- Privatization advisory services
- Equity placement
- Merger & acquisition advise
- Venture capital
- Trading (Capital market operations)
- Cash & portfolio management advice
- Brokerage services (Purchase & buying of share of companies involved in halal business, a fee could be charged for it).

Other allowed Islamic financial services and products are:

- Remittance
- Zakat deduction
- Sale & purchase of foreign currency
- Sale & purchase of travelers checks (local & foreign currency)
- ATM services
- Electronic online transfer
- Telegraphic transfer (of cash)
- Demand draft
- Pay order
- Lockers & custodial services
- Syndicate funds arrangements services (non-interest or markup based) for some fee
- Opening of bank account (current & non-interest or no-



- markup)
- Clearing facility
- Sales & purchase of shares/stock (of companies involved in halal activities)
- Collection of dividends
- Electronic banking window
- Telephone banking

### **New Challenges for the Industry**

With all its success and growth – Islamic Banking Industry is still in its childhood stage and there is a long way to go. This industry has to overcome many challenges in order to achieve a larger market share and sustain its growth.

Some of the challenges that the Islamic banking industry faces today includes:

- Lack of awareness and skepticism at different levels – including investors, bankers, regulators, researchers & customers.
- Being a new industry, a major challenge in its growth is the worldwide shortage of trained Human Resource in Islamic banking & finance.
- Limited number of Shariah Scholars that create over-reliance and raise questions about Shariah compliance of the institutes involved.
- Focus efforts needed for New Product Development & Research.
- Solutions for Liquidity Management & creation of Islamic Inter-bank Market.



- Absence of a separate Regulatory, Legal & Risk Management framework to cater the specific need of Islamic banking Institutes.

**MUSHARAKAH IN BANK DEPOSITS**

An important value of an Islamic society is mutual dealing. It also refers to deposits in banks. The operation of fixed deposits and savings account in Islamic banks will be different from conventional banks because the Islamic banks will be based on Musharakah (combination of Shirkah & Mudarabah) in which like conventional banks, people will invest in two ways:

- 1) Participation in setting up the bank like any other company by joint investment and the participants will be called the "shareholders". They will have a partnership (Shirkah) effected by a mutual contract since they have used their capital and deed on the bank; and
- 2) Participation by opening their accounts in fixed deposit and savings account and participants will be called the "account holders". These will not be the actual owner or shareholders of the bank - rather partners in profit only, meaning that they will have a contract of Mudarabah.

The status of the bank or the shareholders will be that of a 'Mudarib' and the account holders will be 'Rab-ul-Maal.' The contract known as Musharakah will be a combination of Shirkah and Mudarabah. This is the reason why the profit ratio of depositors is less than the actual shareholders and the depositors will also have no voting power or the right of management because they are not involved in the deed but have only supplied the capital. This kind of dual relationship is not uncommon in Islamic Fiqh. Therefore, if the Mudarib (Bank or the shareholders) wants to merge his assets with the assets of depositor, it is





allowed in which case, he will be regarded as the owner of half of the assets and Mudarib of the other half. This has already been discussed at length in chapter 13 on Musharakah.

In the previous chapter, following facts have been established:

- 1) The actual status of deposits is debt and not amanah.
- 2) The excess paid on loan is interest, not profit.
- 3) If a bank is operating on Islamic principles, the bank and the depositor will have a partnership through a contract of Shirkah or Mudarabah in which case, the depositor's capital will not be regarded as loan.
- 4) The shareholders will act as Rab-ul-mal as well as Mudarib.
- 5) The depositors will only act as Rab-ul-mal.
- 6) Fixed deposit and-saving account will be converted into Mudarabah account where the distribution of profit for each partner will be determined in proportion to the actual profit accrued to the business and not according to a fixed ratio or in proportion to the capital invested by him. Fixing lump sum amount is not allowed or any rate of profit tied up with any investment.
- 7) The entire set up of the bank is on Musharakah basis where the relationship of the bank and shareholders is through partnership agreement (Shirkah) because they are participating in labor as well as investment and the relationship between the bank and depositors is only that of Mudarabah because depositors have only invested without participating in labor.

Therefore, this combination of Shirkah and Mudarabah is called 'Musharakah' in modern terminology.

### **Distribution of Profit Under Musharakah Agreement**

The distribution of profit will be done according to the rules of Musharakah. Before we begin the summary of the distribution of profit, it is appropriate to mention here that the conventional banks do not pay interest to current account holders. Therefore, there is no need to convert the operation of current account into any Islamic mode of financing. However, the distribution of profit to the rest of the partners and account holders will be made on the following rules governing Musharakah:

"It is not a condition for the final distribution of profit that all assets are liquid - rather the profit and loss is calculated on the basis of evaluation of assets. In case of loss, each partner shall suffer the loss exactly according to the ratio of his investment and in case of profit; the profit will be distributed according to the agreed ratio between the partners. It should be taken into account that both parties are free to determine any ratio of profit of the bank as the manager (Mudarib), therefore, it can be agreed mutually that Rab-ul-maal will have a higher profit margin and Mudarib lower. However, as a shareholding partner, the share of profit of the Mudarib cannot be less than the ratio of his investment since he is the sole provider of labor. The same rule will apply on the operation of Islamic Banks on the basis of Musharakah. The actual shareholders apart from being the manager are also shareholding partners; their ratio of profit cannot be less than their ratio of investment.



However, their ratio of profit as Mudarib can be determined at whatever rate they please."

### Illustration

Suppose the total investment of the bank is Rs. 15 Million in which the depositors have invested Rs. 10 Million on Mudarabah basis and the shareholders as Mudarib have invested Rs. 5 Million. This means that one third ( $1/3$ ) share of the total capital belongs to the shareholders and two third ( $2/3$ ) to the depositors. The role of Mudarib in the  $2/3$ rd capital raised by depositors is played by the shareholders, therefore their ratio of profit as manager (Mudarib) can be agreed between themselves through mutual consent but their ratio of profit, as shareholders cannot be less than  $1/3$ rd. If their share is agreed at less than  $1/3$ rd, it would mean that the depositors' share has exceeded  $2/3$ rd although it has been established that they will not be managing the bank and their share of profit will not exceed their ratio of investment. If it has been agreed in the above example that the shareholders as managing partners will get  $1/3$ rd of the profit and the rest  $2/3$ rd will be distributed equally between depositors and shareholders as per the Mudarabah contract between them, then if for e.g. the profit amount is Rs. 1.5 Million, then the shareholders will get its share on the basis of  $1/3$  i.e. Rs. 0.5 Million as the investor (Rab-ul-mal) and half of the  $2/3$ rd profit i.e. Rs. 0.5 Million as the manager (Mudarib) whereas, the other half of the  $2/3$ rd profit will go to the depositor as Rab-ul-maal.

The above procedure can be adopted to run the bank on the principles of Musharakah.

### Term Deposit Certificates

In case the bank issues a Term Deposit Certificate on the above mentioned basis, it may have following salient features:





- It should be noted that to issue a negotiable instrument or certificate for the secondary market, it is essential to have at least 10% Ijarah assets or any other fixed assets in the portfolio of investment.
- The maturity options available to the customers under this scheme range from one month to a maximum of five years or more.

### **Profit Distribution Mechanism**

In all types of accounts (Term Deposit Certificates or Saving accounts), the following procedure of profit distribution would be adopted to make it Shariah compliant:

- The Investors (Deposit Holders) invest into the pool of Shariah compliant assets of bank on the basis of Mudarabah.
- The investors are Rab-ul-Maal and the bank is Mudarib (working partner).
- Profit is shared by the both parties in accordance with the ratios of profit.
- In case of loss, it would be shared by the both parties pro rata basis.
- A ratio of profit is fixed for the both parties at the time of investment.
- The ratio of profit is based on gross profit (after deduction of indirect expenses at actual).
- After deduction of the indirect expenses, the remaining profit



is shared with the investors and the bank on pre-agreed fixed ratios. The profit of the bank is called Mudarib's profit and the profit of the Depositor is called Rab-ul-Maal or Investor's profit.

- The Investor's profit is sub divided into various ratios/weightages on the basis of following procedure:
  - 1) A specific weightage will be allocated to the different types of investors/depositors, according to the maturity and/or investment profiles, at the beginning of each quarter.
  - 2) Distribution/Declaration of profit at the end of each quarter will be done in accordance with the pre agreed weightages.
  - 3) In case the bank also invests in the pool of assets, a specific weightage would also be assigned to it and the bank would become a partner/investor as other investors/depositors.
  - 4) At the end of each period/quarter the profit is distributed/declared according the pre agreed weightages.
  - 5) The investors are allowed to redeem their investment any time by selling their share to the bank at the value agreed at the time of redemption. (A minimum period can be set by the bank before which no redemption would be allowed).

### **Running Musharakah Account on the Basis of Daily Products**

Many financial institutions finance the working capital of an enterprise by opening a running account for them from where the clients draw different amounts at different intervals, but at the same time, they keep returning their surplus amounts. Thus, the process of debit and credit goes on up to the date of maturity



and the interest is calculated on the basis of daily products. Can such an arrangement be possible under the Musharakah or Mudarabah modes of financing? Obviously, being a new phenomenon, no express answer to this question can be found in the classical works of Islamic Fiqh. However, keeping in view the basic principles of Musharakah, the following procedure may be suggested for this purpose:

- A certain percentage of the actual profit must be allocated for the management.
- The remaining percentage of the profit must be allocated for the investors.
- The loss, if any, should be borne by the investors only in exact proportion of their respective investments.
- The average balance of the contributions made to the Musharakah account calculated on the basis of daily products shall be treated as the share capital of the financier.
- The profit accruing at the end of the term shall be calculated on daily product basis, and shall be distributed accordingly.

If such an arrangement is agreed upon between the parties, it does not seem to violate any basic principle of the Musharakah. However, this suggestion needs further consideration and research by the experts of Islamic jurisprudence. Practically, it means that the parties have agreed to the principle that the profit accrued to the Musharakah portfolio at the end of the term will be divided based on the average capital utilized per day, which will lead to the average of the profit earned by each rupee per day. The amount of this average profit per rupee per day will be multiplied





by the number of the days each investor has put his money into the business, which will determine his profit entitlement on daily product basis.

Some contemporary scholars do not allow this method of calculating profits on the ground that it is just a conjectural method, which does not reflect the actual profits really earned by a partner of the Musharakah. Because the business may have earned huge profits during a period when a particular investor had no money invested in the business at all, or had a very insignificant amount invested, still, he will be treated at par with other investors who had huge amounts invested in the business during that period. Conversely, the business may have suffered a great loss during a period when a particular investor had huge amounts invested in it. Still, he will pass on some of his loss to other investors who had no investment in that period or their size of investment was insignificant.

This argument can be refuted on the ground that it is not necessary in a Musharakah that a partner should earn profit on his own money only. Once a Musharakah pool comes into existence, all the participants, regardless of whether their money is utilized or not in a particular transaction earn the profits accruing to the joint pool. This is particularly true of the Hanafi School, which does not deem it necessary for a valid Musharakah that the monetary contributions of the partners are mixed up together. It means that if 'A' has entered into a Musharakah contract with 'B', but has not yet disbursed his money into the joint pool, he will still be entitled to a share in the profit of the transactions effected by 'B' for the Musharakah through his own money. Although his entitlement to a share in the profit will be subject to the disbursement of money undertaken by him, yet the fact remains that the profit of this particular transaction *did not*



accrue to his money, because the money disbursed by him at a later stage may be used for another transaction.

### Example

Suppose 'A' and 'B' entered into a Musharakah to conduct a business of Rs. 100,000/- They agreed that each one of them shall contribute Rs. 50,000/- and the profits will be distributed by them equally. 'A' did not yet invest his Rs. 50,000/- into the joint pool. 'B' found a profitable deal and purchased two air conditioners for the Musharakah for Rs. 50,000/- contributed by himself and sold them for Rs. 60,000/-, thus earning a profit of Rs. 10,000/-. 'A' contributed his share of Rs. 50,000/- after this deal. The partners purchased two refrigerators through this contribution which could not be sold at a greater price than Rs. 48,000/- meaning thereby that this deal resulted in a loss of Rs. 2,000/- Although the transaction effected by 'A's money brought loss of Rs. 2,000/- while the profitable deal of air conditioners was financed entirely by 'B's money in which 'A' had no contribution, yet 'A' will be entitled to a share in the profit of the first deal. The loss of Rs. 2,000/- in the second deal will be set off from the profit of the first deal reducing the aggregate profit to Rs. 8,000/- only. This profit of Rs. 8,000/- will be shared by both partners equally. It means that 'A' will get Rs. 4,000/-, even though the transaction effected by his money has suffered a loss.

The reason is that once the parties enter into a Musharakah contract, all the subsequent transactions effected for Musharakah belong to the joint pool, regardless of whose individual money is utilized in them. Each partner is a party to each transaction by virtue of his entering into the contract of Musharakah.

A possible objection to the above explanation may be that in the above example, 'A' had undertaken to pay Rs. 50,000/- and it





was known before hand that he would contribute a specified amount to the Musharakah. But in the proposed running account of Musharakah where the partners are coming in and going out every day, nobody has undertaken to contribute any specific amount. Therefore, the capital contributed by each partner is unknown at the time of entering into Musharakah, which should render the Musharakah invalid.

The answer to the above objection is that the classical scholars of Islamic Fiqh have different views about whether it is necessary for a valid Musharakah that the capital is pre-known to the partners. The Hanafi scholars are unanimous on the point that it is not a pre-condition. Al-Kasani رحمہ اللہ, the famous Hanafi jurist, writes:

"According to our Hanafi School, it is not a condition for the validity of Musharakah that the amount of capital is known, while it is a condition according to Imam Shafi رحمہ اللہ. Our argument is that Jahalah (uncertainty) in itself does not render a contract invalid, unless it leads to disputes. And the uncertainty in the capital at the time of Musharakah does not lead to disputes, because it is generally known when the commodities are purchased for the Musharakah, therefore, it does not lead to uncertainty in the profit at the time of distribution."  
(Badai-us-sanai v.6 p.63)

It is, therefore, clear from the above discussion that even if the amount of the capital is not known at the time of Musharakah, the contract is valid. The only condition is that it should not lead to the uncertainty in the profit at the time of distribution. Distribution of profit on daily product basis fulfills this condition.



It is true that the concept of a running Musharakah where the partners at times draw some amounts and at other times inject new money and the profits are calculated on daily products basis is not found in the classical books of Islamic Fiqh. But merely this fact cannot render a new arrangement invalid in Shariah, so far as it does not violate any basic principle of Musharakah. In the proposed system, all the partners are treated at par. The profit of each partner is calculated on the basis of the period for which his money remained in the joint pool. There is no doubt in the fact that the aggregate profits accrued to the pool are generated by the joint utilization of different amounts contributed by the participants at different times. Therefore, if all of them agree with mutual consent to distribute the profits on daily products basis, there is no injunction of Shari'ah which makes it impermissible; rather, it is covered under the general guidelines given by the Holy Prophet in his famous hadith, as follows:

"المسلمون على شروطهم الا شرطا حرمه حلالا أو احل حراما" (المعجم الكبير ج ١ ص ١٠٠ حديث ١٠٠)

- .. *"Muslims are bound by their mutual agreements unless they hold a permissible thing as prohibited or a prohibited thing as permissible."*

If distribution on daily products basis is not accepted, it will mean that no partner can draw any amount nor can he inject new amounts to the joint pool. Similarly, nobody will be able to subscribe to the joint pool except at the particular dates of the commencement of a new term. This arrangement is totally impracticable on the deposit side of the banks and financial institutions where the accounts are debited and credited by the depositors many times a day.

The rejection of the concept of the daily products will compel



them to wait for months before they deposit their surplus money in a profitable account. This will hinder the utilization of savings for development of trade and industry, and will keep the wheel of financial activities jammed for long periods. There is no other solution for this problem except to apply the method of daily products for the calculation of profits, and since there is no specific injunction of Shari'ah against it, there is no reason why this method should not be adopted.

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## CHAPTER 22

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### PROJECT FINANCING

The concept of Musharakah and Mudarabah is based on some basic principles. As long as these principles are fully complied with, the details of their application may vary from time to time. Let us have a look at these basic principles before touching the details:

#### **Basic Principles of Musharakah & Mudarabah for Project Financing**

1. Financing through Musharakah and Mudarabah does never mean the advancing of money. It means participation in the business and in the case of Musharakah, sharing in the assets of the business to the extent of the ratio of financing.
2. An investor/financier must share the loss incurred by the business to the extent of his financing.
3. The partners are at liberty to determine, with mutual consent, the ratio of profit allocated to each one of them, which may differ from the ratio of investment. However, the partner who has expressly excluded himself from the responsibility of work for the business cannot claim more than the ratio of his investment.
4. The loss suffered by each partner must be exactly in the proportion of his investment.

Keeping in view these basic principles, Project Financing is discussed below.

In the case of project financing, the traditional method of





Musharakah or Mudarabah can be easily adopted. If the financier wants to finance the whole project, the form of Mudarabah can come into operation. If investment comes from both sides, the form of Musharakah can be adopted. In this case, if the management is the sole responsibility of one party, while the investment comes from both, a combination of Musharakah and Mudarabah can be brought into play according to the rules already discussed.

Since Musharakah or Mudarabah would have been affected from the very inception of the project, no problem with regard to the valuation of capital should arise. Similarly, the distribution of profits according to the normal accounting standards should not be difficult. However, if the financier wants to withdraw from the Musharakah, while the other party wants to continue the business, the latter can purchase the share of the former at an agreed price. In this way, the financier may get back the amount he has invested along with a profit, if the business has earned a profit. The basis for determining the price of his share shall be discussed in detail in later chapter (See chapter Working Capital Financing).

On the other hand, the businessman can continue with his project, either on his own or by selling the first financier's share to some other person who can substitute the first financier. Since financial institutions do not normally want to remain partner of a specific project for good, they can sell their share to other partners of the project as aforesaid. If the sale of the share on one time basis is not feasible for the lack of liquidity in the project, the share of the financier can be divided into smaller units and each unit can be sold after a suitable interval. Whenever a unit is sold, the share of the financier in the project is reduced to that extent, and when all the units are sold, the financier totally comes out of the project.



### Financing of a single transaction

Musharakah and Mudarabah can be used more easily for financing a single transaction. Apart from fulfilling the day to day needs of small traders, these instruments can be employed for financing imports and exports. An importer can approach a financier to finance him for that single transaction of import alone on the basis of Musharakah or Mudarabah. The banks can also use these instruments for import financing. If the letter of credit has been opened without any margin, the form of Mudarabah can be adopted, and if the L/C is opened with some margin, the form of Musharakah or a combination of both will be relevant. After the imported goods are cleared from the port, their sale proceeds may be shared by the importer and the financier according to a pre-agreed ratio.

In this case, the ownership of the imported goods shall remain with the financier to the extent of the ratio of his investment. This Musharakah can be restricted to an agreed term, and if the imported goods are not sold in the market up to the expiry of the term, the importer may himself purchase the share of the financier, making himself the sole owner of the goods. However, the sale in this case should take place at the market rate or at a price agreed between the parties on the date of sale, and not at pre-agreed price at the time of entering into Musharakah. If the price is pre-agreed, the financier cannot compel the client / importer to purchase it.

Similarly, Musharakah will be even easier in the case of export financing. The exporter has a specific order from abroad. The price at which the goods will be exported is well known before hand, and the financier can easily calculate the expected profit. He may finance him on the basis of Musharakah or Mudarabah, and may share the amount of the export bill at a pre-agreed percentage. In order to secure himself from any negligence on



the part of the exporter, the financier may put a condition that it will be the responsibility of the exporter to export the goods in full conformity with the conditions of the L/C. In this case, if some discrepancies are found, the exporter alone shall be responsible, and the financier shall be immune from any loss due to such discrepancies, because it is caused by the negligence of the exporter. However, being a partner of the exporter, the financier will be liable to bear any loss, which may be caused due to any reason other than the negligence or misconduct of the exporter.



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## CHAPTER 23

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### WORKING CAPITAL FINANCING

#### Uses of Musharakah instrument in working capital financing

Where finances are required for the working capital of a running business, the instrument of Musharakah may be used in the following manner:

1. **The capital of the running business may be evaluated with mutual consent:** *The value of the business can be treated as the investment of the person who seeks finance, while the amount given by the financier can be treated as his share of investment. The Musharakah may be affected for a particular period, like one year or six months or less. Both the parties agree on a certain percentage of the profit to be given to the financier, which should not exceed the percentage of his investment, because he shall not work for the business. On the expiry of the term, all liquid and non-liquid assets of the business are again evaluated, and the profit may be distributed on the basis of this evaluation.*

Although, according to the traditional concept, the profit cannot be determined unless all the assets of the business are liquidated, yet the valuation of the assets can be treated as "constructive liquidation" with mutual consent of the parties, because there is no specific prohibition in Shariah against it. It can also mean that the working partner has purchased the share of the financier in the assets of the business, and the price of his share has been determined on the basis of valuation, keeping in view the ratio of profit allocated for him according to the terms of Musharakah.



For example, the total value of the business of 'A' is 30 units. 'B' finances another 20 units, raising the total worth to 50 units; 40% having been contributed by 'B', and 60% by 'A'. It is agreed that 'B' shall get 20% of the actual profit. At the end of the term, the total worth of the business has increased to 100 units. Now, if the share of 'B' is purchased by 'A', he should have paid to him 40 units, because he owns 40% of the assets of the business. But in order to reflect the agreed ratio of profit in the price of his share, the formula of pricing will be different. Any increase in the value of the business shall be divided between the parties in the ratio of 20% and 80%, because this ratio was determined in the contract for the purpose of distribution of profit.

Since the increase in the value of the business is 50 units, these 50 units are divided at the ratio of 20:80, meaning thereby that 'B' will have earned 10 units. These 10 units will be added to his original 20 units, and the price of his share will be 30 units.

In the case of loss, however, any decrease in the total value of the assets should be divided between them exactly in the ratio of their investment, i.e., in the ratio of 40/60. Therefore, if the value of the business has decreased, in the above example, by 10 units reducing the total number of units to 40, the loss of 4 units shall be borne by 'B' (being 40% of the loss). These 4 units shall be deducted from his original 20 units, and the price of his share shall be determined as 16 units.

- 2. Sharing in the gross profit only:** Financing on the basis of Musharakah according to the above procedure may be difficult in a business having a large number of fixed assets, particularly



in a running industry, because the valuation of all its assets and their depreciation or appreciation may create accounting problems giving rise to disputes. In such cases, Musharakah may be applied in another way.

The major difficulties in these cases arise in the calculation of indirect expenses, like depreciation of the machinery, salaries of the staff etc. In order to solve this problem, the parties may agree on the principle that, instead of net profit, the gross profit will be distributed between the parties, that is, the indirect expenses shall not be deducted from the distributable profit. It will mean that all the indirect expenses shall be borne by the industrialist voluntarily, and only direct expenses (like those of raw material, direct labor, electricity etc.) shall be borne by the Musharakah. But since the industrialist is offering his machinery, building and staff to the Musharakah voluntarily, the percentage of his profit may be increased to compensate him to some extent.

This arrangement may be justified on the ground that the clients of financial institutions do not restrict themselves to the operations for which they seek finance from the financial institutions. Their machinery and staff etc. is, therefore, engaged in some other business also which may not be subject to Musharakah, and in such a case the whole cost of these expenses cannot be imposed on the Musharakah.

Let us take a practical example. Suppose a Ginning factory has a building worth Rs. 22 million, plant and machinery valuing Rs. 2 million and the staff is paid Rs. 50,000/- per month. The factory sought finance of Rs. 5,000,000/- from a bank on the basis of Musharakah for a term of one year. It means that after one year the Musharakah will be terminated,





and the profits accrued up to that point will be distributed between the parties according to the agreed ratio. While determining the profit, all direct expenses will be deducted from the income. The direct expenses may include the following:

- a) The amount spent in purchasing raw material.
- b) The wages of the labor directly involved in processing the raw material.
- c) The expenses for electricity consumed in the process of ginning.
- d) The bills for other services directly rendered for the Musharakah.

So far as the building, the machinery and the salary of other staff is concerned, it is obvious that they are not meant for the business of the Musharakah alone, because the Musharakah will terminate within one year, while the building and the machinery are purchased for a much longer term in which the ginning factory will use them for its own business which is not subject to this one-year Musharakah. Therefore, the whole cost of the building and the machinery cannot be borne by this short-term Musharakah. What can be done at the most is that the depreciation caused to the building and the machinery during the term of the Musharakah is included in its expenses.

But in practical terms, it will be very difficult to determine the cost of depreciation, and it may cause disputes also. Therefore, there are two practical ways to solve this problem.

a) In the first instance, the parties may agree that the Musharakah portfolio will pay an agreed rent to the client for the use of the machinery and the building owned by him. This rent will be paid to him from the Musharakah fund irrespective of profit or loss accruing to the business.

b) The second option is that, instead of paying rent to the client, the ratio of his profit is increased.

### 3. Running Musharakah Account on the Basis of Daily Products

Many financial institutions finance the working capital of an enterprise by opening a running account for them from where the clients draw different amounts at different intervals, but at the same time, they keep returning their surplus amounts. Thus, the process of debit and credit goes on up to the date of maturity, and the interest is calculated on the basis of daily products.

Keeping in view the basic principles of Musharakah, the following procedure may be suggested for this purpose:

- A certain percentage of the actual profit must be allocated for the management.
- The remaining percentage of the profit must be allocated for the investors.
- The loss, if any, should be borne by the investors only in exact proportion of their respective investments.
- The average balance of the contributions made to the Musharakah account calculated on the basis of daily products shall be treated as the share capital of the financier.



- The profit accruing at the end of the term shall be calculated on daily product basis, and shall be distributed accordingly.

If such an arrangement is agreed upon between the parties, it does not seem to violate any basic principle of the Musharakah. However, this suggestion needs further consideration and research by the experts of Islamic jurisprudence. Practically, it means that the parties have agreed to the principle that the profit accrued to the Musharakah portfolio at the end of the term will be divided on the capital utilized per day, which will lead to the average of the profit earned by each rupee per day. The amount of this average profit per rupee per day will be multiplied by the number of the days each investor has put his money into the business, which will determine his profit entitlement on daily product basis.

### **Working Capital Financing Using Murabaha**

Working Capital requirements of the company usually comprise of Raw Material, Labor and Overheads. All those Working Capital requirements which are related to Raw Material can also be financed through Murabaha. In the mode of Murabaha, the Islamic bank would purchase the assets from the supplier either directly or through some agent and after taking possession of the assets, the same assets can be sold to the customer by adding profit over the cost of the purchased assets.

### **Working Capital Financing Using Istisna**

Islamic Bank can also finance the Working Capital requirements of the Company through the mode of Istisna in the following manner;



- i) When customer requires funds for its fulfilling its working Capital requirements, then the Islamic Bank will place an 'Order to Manufacture' to the customer to provide finished goods of certain specifications.
- ii) After placing the Order, the bank may make the payment of Istisna Price at lump sum or in installments.
- iii) After the finished goods are ready for delivery, the bank would receive the goods from the customer.
- iv) After receiving the goods, the bank will sell them in the market, either directly or through some agent, to recover its cost price and earn some profit from the transaction.

In extension to the use of Istisna for financing Working Capital requirements, some Islamic Financial Institutions have developed a unique method of "Tijarah" which is based on the concept of "Bai Musawamah". In this concept, the bank will purchase the existing finished goods of the customer on Musawamah Basis and pays the cash to the customer. Upon receiving the ownership of the finished goods, the Bank will sell the goods in the market either directly or through some agent to recover its cost price and earn some profit over the transaction.

**IMPORT FINANCING****Conventional Import Financing**

Import Financing is an important aspect of financing by banks. Because of variety of reasons, banks finance most of the international trade deals whether they are imports or exports. Usually Traders approach banks for Import Financing because of different issues involved like Foreign Currency transactions, letter of credit (LC), huge payments, tax benefits etc.

Conventional Banks earn in two ways while opening Letter of Credit. These are:

- Service charges for opening an LC
- Interest charged on the LCs not paid on due date

Both of these types of transactions are not allowed in Shariah. Shariah doesn't allow such transactions because Letter of Credit (LC) is basically to guarantee the exporter to pay the purchase price. According to Shariah, no fee or commission can be charged on guarantee (Kafalah). As Kafalah is considered as 'Aqd Tabarru' (Voluntary Contract), therefore no compensation/fee can be charged to issue a guarantee. Secondly, when it is not allowed to ask for any compensation (interest) in advancing any money in the contract of loan, it should also not be allowed to ask any compensation only for undertaking to pay an amount of loan.

Some other issues related to import financing by conventional banking system are:



- Collecting various service charges (such as documentation charges, correspondence, account maintenance, credit assessment charges etc) for the purpose of opening LC is permissible according to Shariah.
- However, the bank may need to charge certain profit in case the importer does not settle the LC on time, or if the Nostro account of the bank is debited before the importer has made payment to the bank.

In this case, an appropriate Islamic mode needs to be used to charge the profit.

### **Service Charges**

If the bank does not intend to recover any profit from importer, then the bank may charge service charges for the following services:

- Documentation
- Credit Assessment
- Correspondence
- Account Maintenance Services
- Monitoring Services

However, these service charges should be developed keeping in view the reasonable cost estimates.

The above-mentioned service charges are valid to be charged. However, they should be charged at actual cost and should be mentioned in the schedule of charges of Islamic bank. Some of these charges that are time related for services, could be charged continuously with time, however, the others are charged once, where the service does not continue with time.





### **Import Financing Tools In Islam**

Now let's take a look at Islamic modes for import Financing. Three modes can be used for this purpose:

- Murabaha
- Ijarah
- Musharakah

Each of them is discussed in detail as follows:

#### **Murabaha**

Murabaha is generally defined as the sale of a commodity for the price at which the vendor has purchased it, with the addition of a stated profit known to both the vendor and the purchaser. It is a cost-plus-profit contract. Islamic financial institutions aim to make use of Murabaha in circumstances where they will purchase raw materials, goods or equipment etc. and sell them to a client at cost plus a negotiated profit margin to be paid normally by installments. With Murabaha, Islamic financial institutions no longer share profits or losses, but instead assume the risk of credit sale.

Standard Murabaha process can be used for financing imports under Murabaha arrangement. In Murabaha, it is extremely necessary to follow the steps as required, so let's take a look at these steps.

#### **Practical Procedure of Murabaha Import Financing**

1. The bank will appoint importer as its agent to import the goods on its behalf. In this step, Agreement to Murabaha and an Agency Agreement will be signed.



2. All charges such as insurance, LC opening charges, LC commission, etc. maybe taken as an advance. These will be added to the cost of goods, which are being imported by the importer as bank's agent.
3. The bank's Nostro Account is debited in accordance with the type of LC, i.e. Usance or Sight LC.
4. The bank will ask the availability of funds with the importer for Murabaha transaction. If importer passes the funds immediately, profit will be marginal or a multiple of few days; if importer does not have the funds, rate of profit will be a multiple of the credit days given to client. In short, profit will be finalized after checking the timing of funds availability from the client.
5. Once the profit is calculated and agreed, sale price of Murabaha transaction will be calculated keeping in view all the costs including LC commission, insurance etc.
6. Exporter will ship goods and will send documents to the bank through negotiating bank.
7. After taking delivery or receiving Bill of Lading, Murabaha contract will be executed.
8. The bank will release documents to client.
9. The Importer will pay Murabaha price to the bank on the due date.

Now let's see in detail that how Ijarah works with regards to import financing.

## Ijarah

Ijarah means a lease contract as well as a hire contract. In the context of Islamic banking, it is a lease contract under which the bank or financial institution leases equipment or a building to one of its clients against a fixed charge. Ijarah can also be used to finance imports of fixed assets. The details of Ijarah can be seen in the chapter of Ijarah in this book.

Its step by step details are as follows:

1. The bank will appoint importer as its agent to import the goods on its behalf. In this step, Agreement to Ijarah and an Agency Agreement will be signed.
2. All charges such as insurance, LC opening charges, LC commission, etc. may be taken as security deposit. The bank may also choose to add these charges to the cost of goods while calculating its rental.
3. Exporter will ship goods and will send documents (Bill of Lading) to the bank through negotiating bank.
4. Bank will retire the LC and will handover the B/L to the importer to release the goods.
5. The Importer will release and take delivery of goods, which the bank will enter into an Ijarah agreement with the customer. A specified rental will be agreed at this point in time.
6. After the term of Ijarah agreement is completed, the bank may sell the asset to the importer at an agreed price.





## Musharakah

Musharakah or Shirkah can be defined as a form of partnership where two or more persons combine either their capital or labor together, to share the profits, enjoying same rights and benefits. The details of Musharakah can be read in the chapter of Musharakah of this book.

Musharakah can also be used to finance imports, especially imports of commodities, which are sold at certain fixed price in local and international markets such as pulses and other agricultural based products as profit margin can be ascertained. Step by step process is discussed as follows:

1. The bank and the importer will sign Musharakah Agreement.
2. The purpose of the Musharakah would be to import and sell the commodity in the local market.
3. The bank and the importer may agree on any profit sharing ratio, however, as the importer would be the working partner, his sharing ratio should not be less than his share of investment.
4. The bank may ask the importer to make payment of his share upfront.
5. The bank will open LC in favor of the exporter.
6. Exporter will ship goods and will send documents to the bank through negotiating bank.
7. The bank will make payment to the exporter and will release documents to the importer.

8. Importer will sell the commodity in local market.
9. The bank and importer will calculate profit earned from the transaction, which would be shared between them as per the agreed ratio.

### **Distribution of Profit**

The basis for entitlement to the profits of a Musharakah is capital, active participation in the Musharakah business and responsibility. Profits are to be distributed among the partners in business on the basis of proportions settled by them in advance. The share of every party in profit must be determined as a proportion or percentage. No fixed amount can be settled for any party.

All the jurist are, unanimously, of the view that the loss shall be borne by the partners according to their capitals. In all forms of Musharakah (i.e. limited companies, co-operative societies and partnership), the loss is borne on the basis of capital invested.

**EXPORT FINANCING****Interest Based Export Refinance Scheme**

In order to promote exports of the country, in 1973, the State Bank of Pakistan introduced the Export Refinance Scheme, which provides finance to exporters at concessionary/subsidized mark up rates. The Refinance Scheme is available in two parts:

- **Part I:** Under Part I, banks allow finance to exporters on a case by case basis, against export L/Cs, or specific export orders, both on pre shipment and post shipment basis, for a specified period of days. In the event of failure to export and/or submit documents within the stipulated time, a penal fine is charged.
- **Part II:** Under Part II of this scheme, exporters are eligible to obtain facilities on the basis of their past performance. This is simply a credit line available to clients on an ongoing basis for a particular time period.

Banks play a role of intermediary between the State Bank and the exporter. This refers to the Liability side of Balance Sheet for any Bank. According to this scheme, bank does not have to finance exporters from their own money, instead, the State Bank provides all the financing. The bank as an intermediary between the State Bank and the exporter receives service charges, which usually amounts to 1.5% of Refinance rates.

This is the conventional way of financing the exporter. Export Refinancing represents the liability side of the bank as the bank borrows money from the State Bank and provides lending to the





exporter. Since all these activities of borrowing and lending are interest based, hence not allowed in Islam.

### **Islamic Alternative for the Liability Side**

The Islamic alternatives to this scheme have been developed. According to Shariah, there are three ways to correct the liability side of the bank:

1. Musharakah
2. Mudarabah
3. Wakalat-ul-Istismar

### **Musharakah**

Currently, the State Bank of Pakistan provides this facility by entering into Musharakah agreements with Islamic Banks. The mechanism starts by identifying a pool of funds based on Shariah Compliant financing products. The SBP will invest in this fund out of which, financing will be provided to the exporters. The compensation to the SBP will be provided from the income of the pool, which will be shared between SBP and Bank on a pre-agreed profit sharing ratio determined in the form of weightages. These weightages would be worked out in a manner that will give reasonable return to both SBP and the bank. In this manner, the Liability side can be managed.

For this purpose, the bank may include financial assets other than those assets, which are booked under export finance. To work out a reasonable and less volatile rate of return, the bank should have in the pool those assets which are relatively less risky such as Murabaha, Ijarah, Salam and Istisna etc.

### **Classification of Export Finance**

Export Finance provided to the clients (Exporters) can be broadly



classified in to two categories, depending upon the stage of export activity at which the finance is availed. This represents the Asset side of the Bank which is funded based on the investments made by SBP on account of Export Refinance Scheme. The two types of export financing are:

1. Pre shipment
2. Post shipment

### **1. Pre Shipment**

Financial assistance availed prior to the shipment of goods is termed as Pre shipment finance.

### **2. Post Shipment**

Financial assistance availed after shipment of goods is termed as post shipment finance.

As interest cannot be charged in any case, experts have proposed certain methods for financing exports as follows;

#### **For Pre shipment Financing**

- Murabaha
- Istisna
- Musharakah

#### **For Post shipment Financing**

- Wakalah / Qurdh-e-Hassana
- Salam
- Tawarruq



## Pre-shipment Financing

### 1. Murabaha

Banks do Murabaha financing when exporter has to purchase the commodity or materials. Bank purchases the commodity on behalf of a client and resale it to the exporter on cost-plus-profit basis.

In other words, rather than advancing money to a borrower, (which is how the system would work in a conventional banking agreement), the bank will buy the goods from a third party and sell those goods on to the exporter for a pre-agreed price. This way the exporter will get the hold of the goods to be exported.

#### **Steps Involved in the Murabaha Export Finance Scheme**

If the client needs funds for the purchase of raw material, then the following process may be used:

- The bank upon receiving an application for export finance from an exporter will complete its credit evaluation and negotiation process with the exporter and will enter into a Murabaha Agreement with the exporter.
- Appropriate security may be obtained from the exporter under Murabaha Agreement.
- Exporter will select the goods for which it needs the Murabaha facility and request the bank for disbursement.
- The bank will appoint the Exporter as its agent to purchase the goods from the market and disburses funds to exporter for purchasing the asset on cost price. Upon receiving the title and ownership of the goods, the bank will sell the goods to the Exporter on Murabaha basis.



- After disbursement to exporter, the Bank will claim reimbursement from SBP.
- SBP will invest in Musharakah pool of the bank.
- Upon maturity of the period, Exporter will pay the Murabaha contract price to the bank.
- After completion of the transaction on receipt of price from the client, State Bank will redeem its share from the Musharakah pool equivalent to the financing amount while profit will be shared between the partners as per the actual performance of the pool.

## 2. Istisna

Istisna is a sale transaction, where a commodity is transacted before it comes into existence. It is an order to a manufacturer to manufacture a specific commodity for the purchaser.

Bank uses Istisna when exporter has to manufacture the goods for the importer. In Istisna, the exporter either uses his own material or if it is not available with him, obtains it to make the ordered goods. If the exporter has the raw material and seeks financing for the processing of a raw material, the bank may undertake to process the raw material on the basis of an Istisna. If the exporter does not have a raw material and wants to purchase that too, the bank can provide him the raw materials as well.

### Steps Involved in the Istisna Export Finance Scheme

If the client needs funds for manufacturing the goods to be exported, then the following process may be used:

- Exporter will approach the bank to get financing for the



manufacturing of specified goods. Exporter will inform the bank about the certain minimum sale price of the goods. The bank may get it verified from any independent source. However, in case of a confirmed LC, the contract sale price of the goods can be confirmed.

- The bank will give funds to the client under Istisna to manufacture and deliver the goods to the Bank.
- The bank needs to deduct its profit margin from the minimum export value of the goods.
- The bank can also ask for a security against Istisna facility.
- After disbursement of funds to the client, the Bank will claim reimbursement from SBP.
- SBP will invest in Musharakah pool of the bank.
- Once the goods are manufactured and delivered to the bank, they will be the property of the Bank.
- Under Istisna, the customer is liable only to deliver the goods to the Bank.
- For exporting its goods to its concerned importer, the Bank will appoint the exporter as its agent to export the goods on its behalf under a Wakalah agreement.
- Exporter will now export the goods, acting as the Bank's agent.
- The proceeds from Exports will be remitted to the Bank.



- The Bank will deduct its cost of goods and profit (Istisna price) from the proceeds, and pay the balance to the client as service charges of Agency contract if it is stipulated in the agency contract.
- After completion of the transaction, on receipt of Export proceeds, State Bank will redeem its share from the Musharakah pool equivalent to the financing amount while the profit will be shared between the partners as per the actual performance of the pool.

### **3. Musharakah / Mudarabah**

The most appropriate method for financing exports is Musharakah or Mudarabah. Bank and exporter can make an agreement of Mudarabah provided that the exporter is not investing; otherwise Musharakah agreement can be made. Agreement in such case will be easy, as cost and expected profit is known. The exporter will manufacture or purchase goods and the profit obtained by exporting it will be distributed between them according to the pre-defined ratio.

#### **Steps Involved in the Musharakah / Mudarabah Export Finance Scheme**

In this case, the process is as follows:

- Exporter will inform the bank about the expected cost and expected profit from the transaction.
- The bank may verify the information provided by the exporter.
- After finalization of profit margin, exporter and the bank will decide the profit sharing ratio.





- The bank will disburse funds to the exporter.
- After disbursement to the client, the Bank will claim reimbursement from SBP.
- SBP will invest in Musharakah pool of the bank.
- Exporter will manufacture/procure and export the goods.
- After the remittance is received, exporter will pay the profit share of the bank.
- After completion of the transaction on receipt of Export proceeds, State Bank will redeem its share from the Musharakah pool equivalent to the financing amount while profit will be shared between the partners as per the actual performance of the pool.
- A condition can be added in the Musharakah contract that if the goods are not manufactured and exported within a specified period, Musharakah will stand terminated and the exporter will have to refund the principal. The exporter will be responsible for selecting credible buyer/importer, if it is proved that he was negligent in selecting the importer, he will be liable to bear the loss of the bank caused by his negligence.
- In order to further secure itself from any negligence on the part of the exporter, the bank may put a condition that it will be the responsibility of the exporter to export the goods in full conformity with the conditions of the LC and/or contract.
- However, being a partner of the exporter, the bank will be liable to bear any loss, which may be caused due to any reason



other than the negligence or misconduct of the exporter.

### **Post Shipment Financing**

In conventional banking, Post Shipment financing primarily involves the discounting of export bills. The exporter in need of funds brings the bill to the bank for discounting to release the funds and get the liquidity.

However, the Islamic banks have number of ways in which it conducts the Post Shipment Financing. Few common methods are:

- Wakalah Agreement
- Salam Agreement
- Tawarruq Agreement
- Murabaha Agreement

#### **1. Wakalah Agreement**

A relatively simpler mechanism can be adopted through the Wakalah-Interest Free loan arrangement, which is similar to the agency relationship. The procedure is discussed below:

- The bank will enter into a Wakalah Agreement with the exporter to collect receivables on behalf of exporter with a particular commission based on the receivable amount. This fee would not vary with time of payment of receivable.
- It is essential that such fee must be charged from all the Exporters who have executed the Wakalah Agreement with the Bank, whether or not they avail this alternative to Bill discounting.
- The bank would advance an interest free loan to exporter equivalent to or less than the amount of receivable. The



repayment period of the loan would be equivalent to the maturity period of the bill.

- The repayment of the loan extended to exporter would be through setting off the amounts received from the importer.
- In case the payment is not received from the importer, exporter will repay the interest free loan obtained from the bank on the due date from its own sources.

## 2. Salam Agreement

Salam can be used to purchase foreign bills. The process of the Salam transaction is as follows:

- Exporter brings the export documents to the bank.
- The Bank will enter into a Salam transaction with the exporter whereby the Bank will buy Foreign Currency (FCY) from the customer (to be delivered on a specified future date) against PKR at the ready price of day to be paid full in advance.
- The Bank will make the payment in Local Currency (LCY) by converting the face value in FCY of the documents at specified market rate.
- The FCY will be delivered by the customer at a specified future date and should not be contingent upon arrival of the LC proceeds.
- The Bank may ask the exporter to assign its receivable, under the LC, to the Bank.
- The Bank may also ask the exporter to furnish other securities





to protect itself in case the exporter defaults.

- The Bank will enter into a promise to sell FCY at a future date with a financial institution.
- The bank's profit will be based on the difference between the spot rate and the forward rate.

### **3. Tawarruq Agreement**

In some cases, Tawarruq arrangement can also be adopted for the Post shipment Financing. Tawarruq means buying on credit and selling at spot to get the liquidity. The procedure is as follows:

- Exporter will select a commodity, which is liquid in nature (such as share of PTCL).
- The bank will purchase the commodity for the exporter and will sell it to the exporter on the basis of Murabaha/Muajjala (Credit sale at cost plus).
- The bank may take securities against Murabaha.
- After taking delivery of the commodity, the exporter will sell the commodity in market on spot basis at current market prices.
- In this way, the exporter will obtain the required liquidity.

The Bank can be paid after receipt of payment from the importer.

### **4. Murabaha Agreement**

The Bank may also offer alternative to Bill discounting based on the product of Murabaha as per the following method:



- The Exporter has exported the goods and will receive the payment in future but requires instant liquidity to procure raw material for fulfilling its upcoming Export Contracts.
- The Exporter will bring its Export Bill to the Bank and deposit it as a security.
- Against the Export bill, kept as security, the bank will extend a fresh Murabaha facility to the Exporter for less than the amount of the bill.
- The Exporter will use the Murabaha funds to purchase goods from the market as an agent of the Bank.
- Upon receipt of the goods, the bank will sell the goods to the customer on deferred payment basis. The Murabaha price will be equivalent to the face value of the bill and the deferred payment date may be the date of the maturity of Export proceeds.
- Upon receipt of the Export proceeds, the Exporter will pay the Murabaha price to the Bank, however, if the proceeds are not received on time then the Exporter will pay the Murabaha price on due date from its own resources.
- Difference between the cost price of the goods and the face value of the Export bill will be a valid profit for the bank from this transaction.

**Treasury Operations of Islamic Banks****Introduction**

The world's financial markets are now taking serious notice of the tremendous growth of Islamic banking in the international markets. This can be substantiated by the fact that instead of just having standalone Islamic funds and products, now more and more banks and financial institutions are planning to establish Islamic commercial banks or windows to provide complete solutions to their Shariah sensitive customers.

Many innovative financial structures have been developed to cater to different requirements of industrial and business customers. However, as Islamic banking is still in its infancy stage, emphasis has not been given on the development of inter bank transactions and treasury operations under Islamic modes.

Recently, due to the entry of a number of new Islamic banks and with the increase in balance sheets of the existing Islamic banks, the need for development of Islamic treasury operations is being acutely felt. Central banks of Bahrain and Malaysia have done remarkable development in this regard. However, Islamic banks working in an environment where other Islamic banks either do not exist or their operations are very small, face the real challenge like Pakistan.

The purpose of this paper is to explore the ways through which an Islamic bank can survive in such environment.

**Need for Islamic Treasury Operation**

Treasury operation of a conventional bank primarily involves





following operations:

1. Short term acceptances
2. Short term investment & liquidity management
3. Bill purchase & discounting of receivables (Factoring & Forfeiting)
4. SPOT FX as well as, forward purchase and forward sale
5. Derivatives & options

The first two activities are usually practiced through the borrowing and lending on the basis of interest/returns/yields without underlying asset structures in the conventional capital/money market. Involvement of Riba/interest in such transactions renders them Haram/prohibited according to Islamic Shariah. The last three (3rd, 4th and 5th) activities are also not allowed in Shariah because of involvement of Gharar as well as Riba.

However, one cannot disagree with the fact that all these activities are extremely important for smooth running of any bank and to facilitate trade and business. Therefore, there is a strong need to develop Islamic alternatives to such products.

### **Suggested Solutions**

Islamic alternatives for each operation are as under:

#### **Short term Acceptances**

In case Islamic banks need funds, they can access the short-term money market on either of the following basis:

1. Musharakah/Mudarabah (Profit sharing/Fund Management)
2. Tawarruq

### **Musharakah/Mudarabah contracts**

In case Musharakah/Mudarabah are used for the purpose of accepting funds from the market, following process may be used:

1. Islamic bank will create or securitize a pool of assets comprising Murabaha/Salam/Istisna and Ijarah products/assets preferably booked with high rated clients of the bank. The size of assets booked under Ijarah should be at least 51% of the total pool size. However, if Hanafi School of thought is adopted, then trading will be allowed even if the non-liquid assets are less than 50% but the size of the non-liquid assets should not be negligible, which means it should at least be 10%.
2. The presence of the assets booked under the above-mentioned modes (other than Musharakah and Mudarabah), make the volatility of profits accruing in the pool relatively lower.
3. Whenever the Islamic bank requires funds, they can contact any Financial Institution (FI), which will invest in these Assets on the basis of Musharakah/ Mudarabah only.
4. A specific weightage/ratio would be assigned to the FI, keeping in view the agreed profit rate.
5. At the time of maturity of the investment, Islamic bank will calculate the return on the pool and share of the FI would be redeemed.
6. However, it is essential to have an effective pool management system in the Islamic bank that can ensure that sources and utilization of funds are known, balanced and verified at all time.
7. Proper segregation of assets among different pools and their



profit sharing values (weightages) are assigned.

8. The FI pools are given a unique pool identification number (pin) at the time of pool creation.
9. This pin is used for asset allocation, deal continuation and other related accounting purposes.
10. Proper allocation of financing asset implies that related risk and reward (profit or return) from the assets are properly limited to a specific FI pool.

This arrangement can be employed if the volatility/ predictability of profits in the pool is reasonably acceptable, so that the return can be predicted easily.

However, it should be noted that the rules of Securitization in Islamic finance should be adopted completely, details of which may be explained separately.

### **Tawarruq**

In some cases, Tawarruq arrangement can also be adopted in the following manner:

1. Islamic bank will select a commodity/stocks, which is liquid in nature (such as metals sold in Commodity Exchange or shares of Microsoft Company etc.) with the consent of the conventional bank.
2. Conventional bank will purchase the commodity from market and would sell the commodity to Islamic bank on Murabaha basis.



3. After taking delivery, the Islamic bank will sell it to the market on spot basis. In this way, Islamic bank will obtain the required liquidity.
4. Islamic bank will pay the price of the commodity to conventional bank on the due date.

Some institutions have developed products which are known as Commodity Murabaha and Reverse Murabaha on the aforementioned principles.

However, it should be noted that acceptability of Tawarruq transaction as a mode of financing is a bit controversial subject among the scholars. Some scholars allow this transaction to be used as a mode of financing where each party transacts, purchasing/ selling the commodities directly without making the other as his agent to accomplish such transactions on his behalf. Secondly, this transaction should be used only where no other alternative except interest based financing is available. Therefore, specific approval from Shariah Advisor should be obtained for each transaction.

### **Placement and Liquidity Management**

A major problem with Islamic banks is of Placements and Liquidity Management. Islamic banks generally have problems of surplus liquidity, rather than the lack of it. These issues may be resolved in the following manner:

### **Musharakah/Mudarabah**

Some conventional financial institutions such as leasing companies and investment banks book assets in both Islamic and conventional ways. Islamic bank should coordinate with these institutions to segregate the accounting processes of assets booked under



Islamic structures. After the segregation process, a pool of these assets can be created.

Whenever Islamic banks have excess liquidity, they can place their funds in these asset pools on the basis of Musharakah or Mudarabah in the same way as the bank borrows liquidity from conventional bank. The process would be reverse of the borrowing product. Therefore, Profit and loss will be shared between the financial institution and the Islamic bank as per the principles of Musharakah and Mudarabah.

### **Islamic Bonds (Sukuks)**

Dealing in conventional bonds is not permissible according to Shariah because of the following two aspects.

1. Firstly, they represent a portion of Debt payable by the issuer. Earning of any kind of profit on them falls under the category of Riba/Prohibited Returns.
2. Second aspect of Bonds pertains to the trading of Bonds. Shariah prohibits trading of debts (Bai Dayn) as it involves Gharar (Uncertainty), because if the debt is sold to a third person and the borrower defaults in repayment of loan, there would not be recourse to the buyer of debt to receive the debt from the seller of debt. Therefore, it is uncertain (not confirmed) for the buyer of debt whether he would be able to get the amount receivable from the debtor or otherwise. Therefore, Shariah only allows Hawalah (assignment of Debt), whereby the assignee of the debt has recourse to the assignor in case the debtor/borrower defaults in repayment. In short, since the sale of debt is not allowed in Islam, therefore, the sale of bond even at their face value is also not allowed.

So it is very essential requirement to explore such alternatives of Bond which can be traded freely in the secondary market in Shariah compliant way. These alternatives can be developed through the securitization of assets. The security created through the securitization of assets represents the proportionate ownership of the holder in illiquid or tradable assets. Trade of such securities is permissible, as it will be tantamount to the sale/ purchase of holder's proportionate share in the assets, which is allowed in Shariah.

For the purpose of securitization, pool of assets needs to be created and the operations of the pool would be as follows:

1. The Portfolio may contain mixture of Ijarah and Murabahah assets. However, the proportion of Ijarah assets should be greater than 50% of the total worth of the pool. As mentioned above, if Hanafi school of thought is adopted, trading will be allowed even if the non-liquid assets are less than 50% but the size of the non-liquid assets should not be negligible, which means at least 10%.
2. Every subscriber can be given a certificate, which represents his proportionate ownership in the assets of the portfolio.
3. The Profit earned by the portfolio would be distributed among the subscribers according to their ratio of investment, after deduction of management fee of the manager.
4. Loss, if any would also be shared among the subscribers on pro rata basis.
5. Certificates can be bought and sold in the secondary market at any value.





The above structure can be used to issue long-term bonds by the governments and large corporations.

Government of Bahrain has successfully issued Salam Sukuk as an Islamic alternative to treasury bills and Ijarah Sukuk as an alternative to Bonds. Details of which can be obtained from Bahrain Monetary Agency.

Issuance of Islamic Sukuk can also play a significant role in liquidity management. A number of Islamic countries have issued Sukuks for this purpose including Bahrain, Malaysia, and Qatar. The Government of Pakistan has also issued such certificates, initially in foreign currency and then in Pak Rupees. As discussed above, the interesting thing about Sukuks is that they can be traded at any value/price in the secondary market just as any other treasury bill/bond. This feature of sukuks also helps in managing liquidity in the same manner as Treasury bills/bonds are used in the conventional market.

#### **Reserve Requirement:**

The central bank should also grant special permissions for managing SLR and other statutory requirements through maintaining SLR without interest. Sukuks can also be used for this purpose. The Government of Pakistan (issued) sukuks are being given the SLR eligibility by the State Bank of Pakistan which is one of the major reasons for their success.

#### **Forward Purchase and Sale of Currencies**

Forward Purchase and Sale of currencies play a very important role in facilitating imports and exports to hedge their proceeds. Islamic bank cannot enter into forward sale/purchase contracts. However, in case of genuine need of trade financing where importers or exporters want to hedge/cover the risk of the

fluctuation/volatility of the market, they can enter into promises to sell/buy as against sell/purchase of foreign currencies at future dates. The actual sale will take place on agreed date, but it should only be used for genuine needs of trade, not for any speculative transactions. Therefore, Shariah scholars have issued guidelines for this purpose, which must be followed at the time of execution of these transactions.

Spot Sale and Purchase of currencies can be traded in the same manner as practiced conventionally. The term spot refers to the delivery of both the currencies on the same day of execution of Sale Contract whereas under the conventional system, the term spot refers to delivery of both the currencies after two days of execution of Sale Contract. Therefore, in all those transactions where delivery of either of the currency is deferred (irrespective of the number of days), they will not fall under spot sale but Islamic Alternative of Promise to Sell/Buy will be used in such transactions.

### **Bill Purchase**

Bill purchase and its discounting is not allowed in Shariah as it involves Bai Al Dain (sale of debt) and Riba. However, assignment of debt (Hawalah Al Dain) is allowed.

The lawful alternatives of bill purchase and discounting as per shariah may be resorted to through the following modes:

1. Musharakah/Mudarabah
2. Wakalah & Hawalah
3. Bai Salam of Currencies
4. Tawarruq
5. Murabaha



The mode of Musharakah is discussed as follows whereas the remaining four methods have been discussed in Chapter 28.

### **Musharakah/ Mudarabah**

The bank will enter into a Musharakah arrangement with the exporter. The bank will invest with the exporter, an amount equivalent to the existing receivables of the exporter (which are to be discounted), for manufacturing/supplying of goods to specifically identified customers of the exporter. Profit from these customers of exporter will be shared between the bank and the exporter as per agreed ratios. Profits can be shared at either of the following levels:

1. Operating Profit Level
2. Net Profit Level.

The bank may agree with exporter that it will earn x% at operating profit level and so on. The important thing is that the bank and the exporter need to agree that some percentage of profit earned from identified clients will be shared between the parties. bank can also hold existing receivables of customer as security against this Musharakah. The security can be used if any negligence is proved on the part of the exporter.

Additionally, the bank may encash the bill on due date and subsequently adjust them against the actual profits and losses.

### **Call and Put Options and Derivatives**

The Option to Sell and Option to Purchase (Call and Put Options) are allowed in Shariah. However, fee charged on the options separately or transferring or selling these option which is known as "Derivatives" having Gharar are not permissible because these Options are right to sell/purchase of a subject matter given by



the buyer/seller to seller/buyer and this right cannot be sold as per Shariah.

Similarly, short sale is not allowed in Shariah, as Islam prohibits selling anything which is not owned and possessed (physically or constructively) by the seller. Therefore, long sell (after taking possession) is allowed and short sale is not allowed. However, it can be structured through promise to sell in case of any genuine need.

It should also be noted that to sell a thing before ownership and possession is allowed only in Bai Salam and Bai Istisna transactions. Therefore, if required, transactions can be structured by using any of the these modes complying with all the conditions of Salam and Istisna.

### **Conclusion**

Majority of the existing financial systems can be transformed into a Shariah compliant structure if they are beneficial to trade and real businesses. There is a strong need for a greater interaction of Shariah scholars and finance professionals for the development of smooth and practicable Shariah compliant systems and procedures. Universities can also play a very important role in creating such environment.

**SECURITIZATION**

Securitization means issuing certificates of ownership against an investment pool or business enterprise. This chapter discusses the issues, problems and rules in issuing such certificates with respect to the "nature" of investment pool. Basic guidelines are also provided on the negotiability and sale of these certificates in the secondary markets.

**Securitization of Musharakah**

Musharakah is a mode of financing which can be securitized easily, especially, in the case of big projects where huge amounts are required which a limited number of people cannot afford to subscribe. Every subscriber can be given a Musharakah certificate, which represents his proportionate ownership in the assets of the Musharakah and after the project is started by acquiring substantial non-liquid assets, these Musharakah certificates can be treated as negotiable instruments and can be bought and sold in the secondary market. However, trading in these certificates is not allowed when all the assets of the Musharakah are still in liquid form (i.e. in the shape of cash or receivables or advances due from others).

For proper understanding of this point, it must be noted that subscribing to a Musharakah is different from advancing a loan. A bond issued to evidence a loan has nothing to do with the actual business undertaken with the borrowed money. The bond stands for a loan repayable to the holder in any case, and mostly with interest. The Musharakah certificate, on the contrary, represents the direct pro rata ownership of the holder in the assets of the project. If all the assets of the joint project are in



liquid form, the certificate will represent a certain proportion of money owned by the project.

### **Example**

For example, one hundred certificates, having a value of Rs. One Million each, have been issued. This means that the total worth of the project is Rs. 100 Million. If nothing has been purchased by this money, every certificate will represent Rs. One Million. In this case, this certificate cannot be sold in the market except at par value, because if one certificate is sold for more than Rs. One Million, it will mean that Rs. One Million are being sold in exchange for more than Rs. One Million, which is not allowed in Shariah, because where money is exchanged for money, both must be equal. Any excess at either side is Riba.

However, when the subscribed money is employed in purchasing non-liquid assets like land, building, machinery, raw material, furniture etc. the Musharakah certificates will represent the holders' proportionate ownership in these assets. Thus, in the above example, one certificate will stand for one hundredth share in these assets. In this case, it will be allowed by the Shariah to sell these certificates in the secondary market for any price agreed upon between the parties which may be more than the face value of the certificate. Since the subject matter of the sale is a share in the tangible assets and not in money alone, therefore, the certificate may be taken as any other commodity which can be sold with profit or at a loss.

In most cases, the assets of the project are a mixture of liquid and non-liquid assets. This comes to happen when the working partner has converted a part of the subscribed money into fixed assets or raw material, while rest of the money is still liquid. Or, the project, after converting all its money into non-liquid assets



may have sold some of them and has acquired their sale proceeds in the form of money. In some cases, the price of its sales may have become due on its customers but may have not yet been received. These receivable amounts, being a debt, are also treated as liquid money. The question arises about the rule of Shariah in a situation where the assets of the project are a mixture of liquid and non-liquid assets, whether the Musharakah certificates of such a project can be traded in or otherwise.

### **Opinion as per Muslim Jurists**

The opinions of the contemporary Muslim jurists are different on this point. According to the traditional Shafi school, this type of certificates cannot be sold. Their classic view is that whenever there is a combination of liquid and non-liquid assets, it cannot be sold unless the non-liquid part of the business is separated and sold independently.

The Hanafi school, however, is of the opinion that whenever there is a combination of liquid and non-liquid assets, the certificate can be sold and purchased for an amount greater than the amount of liquid assets in combination, in which case money will be taken as sold at an equal amount and the excess will be taken as the price of the non-liquid assets owned by the business.

Suppose, the Musharakah project contains 40% non-liquid assets i.e. machinery, fixtures etc. and 60% liquid assets, i.e. cash and receivables. Now, each Musharakah certificate having the face value of Rs. 100/- represents Rs. 60/- worth of liquid assets and Rs. 40/- worth of non-liquid assets. This certificate may be sold at any price more than Rs. 60/-. If it is sold at Rs. 110/-, it will mean that Rs. 60/- of the price is against Rs. 60/- contained in the certificate and Rs. 50/- is against the proportionate share in the non-liquid assets. But it will never be allowed to sell the



certificate for a price of Rs. 60/- or less, because in the case of Rs. 60/-, it will not set off the amount of Rs. 60/-, let alone the other non liquid assets.

According to the Hanafi view, no specific proportion of non-liquid assets out of the whole is prescribed. Therefore, even if the non-liquid assets represent less than 50% of the whole, the certificates trading according to the above formula is allowed. However, most of the contemporary scholars, including those of Shafi school, have allowed trading in the units of the whole only if the non-liquid assets of the business are more than 50%.

Therefore, for a valid trading of the Musharakah certificates acceptable to all schools, it is necessary that the portfolio of Musharakah consists of non-liquid assets valuing more than 50% of its total worth. However, if Hanafi view is adopted, trading will be allowed even if the non-liquid assets are less than 50%, but the size of the non-liquid assets should not be negligible.

### **Securitization of Murabaha**

Murabaha is a transaction which cannot be securitized for creating a negotiable instrument to be sold and purchased in secondary market. The reason is obvious. If the purchaser/client in a Murabaha transaction signs a paper to evidence his indebtedness towards the seller/financier, the paper will represent a monetary debt receivable from him. In other words, it represents money payable by him. Therefore, the transfer of this paper to a third party will mean transfer of money. It has already been explained that where money is exchanged for money (in the same currency), the transfer must be at par value. It cannot be sold or purchased at a lower or a higher price. Therefore, the paper representing a monetary obligation arising out of a Murabaha transaction cannot create a negotiable instrument. If the paper is transferred,





it must be at par value. However, if there is a mixed portfolio consisting of a number of transactions like Musharakah, leasing and Murabahah, then this portfolio may issue negotiable certificates subject to certain conditions.

### **Securitization of Ijarah**

The arrangement of Ijarah has a good potential of securitization, which may help create a secondary market for the financiers on the basis of Ijarah. Since the lessor in Ijarah owns the leased assets, he can sell the asset, in whole or in part, to a third party who may purchase it and may replace the seller in the rights and obligations of the lessor with regard to the purchased part of the asset.

Therefore, if the lessor, after entering into Ijarah, wishes to recover his cost of purchase of the asset with a profit thereon, he can sell the leased asset wholly or partially either to one party or to a number of individuals. In the latter case, the purchase of a proportion of the asset by each individual may be evidenced by a certificate, which may be called 'Ijarah Certificate'.

This certificate will represent the holder's proportionate ownership in the leased asset and he will assume the rights and obligations of the owner/lessor to that extent. Since the assets is already leased to the lessee, the lease will continue with the new owners. Each one of the holders of this certificate will have the right to enjoy a part of the rent according to his proportion of ownership in the asset. Similarly, he will also assume the obligations of the lessor to the extent of his ownership. Therefore, in the case of total destruction of the asset, he will suffer the loss to the extent of his ownership. These certificates, being an evidence of proportionate ownership in a tangible asset, can be negotiated and traded freely in the market and can serve as an instrument





easily convertible into cash. Thus, they may help in solving the problems of liquidity management faced by the Islamic banks and financial institutions.

It should be remembered, however, that the certificate must represent the ownership of an undivided part of the asset with all its rights and obligations. Misunderstanding this basic concept, some quarters tried to issue Ijarah certificates representing the holder's right to claim certain amount of the rental only without assigning to him any kind of ownership in the asset. It means that the holder of such a certificate has no relation with the leased asset at all. His only right is to share the rentals received from the lessee. This type of securitization is not allowed in Shariah. As explained earlier in this chapter, the rent after being due is a debt payable by the lessee. The debt or any security representing debt only is not a negotiable instrument in Shariah, because trading in such an instrument amounts to trading in money or in monetary obligation which is not allowed, except on the basis of equality. Now if the equality of value is observed while trading in such instruments, the very purpose of securitization is defeated. Hence, this type of Ijarah certificates cannot serve the purpose of creating a secondary market.

It is therefore necessary that the Ijarah certificates are designed to represent real ownership of the leased assets, and not only a right to receive rent.

### **Ijarah Sukuks**

The basic feature of Ijarah sukuks is that they represent leased assets, i.e. without relating the sukuk holders to any common organization, company or institution. For instance, an aircraft leased to an airline can be represented in sukuks and owned by a thousand different sukukholders, each of them, individually

and independently, presenting his sukuk(s) certificates to the airline company and collecting the periodic rent without having any relation with other sukukholders. In other words, the Ijarah sukuk holders are not the owners of a share in a company that owns the leased airline, rather they are simply a sharing owner who only owns one thousandth or more of the aircraft itself.

In the second example, let us assume that a group of investors bought an office building and divided up the ownership rights into many certificates of equal face value. The group may rent out the whole building for the next ten years, then sell these certificates to the public. A buyer of such a certificate is acquiring a share in the ownership of the office building, and an equal share in the net income from it for the term of the lease. Such certificates could be easily traded in the market. Moreover, their generation of steady rental income renders them even less risky than common stocks. This is because in common stocks both annual net income and capital gains or losses are variable, whereas in rent sharing certificates part of the future income stream is the contractually fixed rental payments.

### Characteristics of Ijarah Sukuks

The characteristics of Ijarah sukuk stem from its nature and from the contractual relationship defined in the Ijarah contract governing it. These can be summarized as follows:

- 1) Ijarah sukuk are securities representing the ownership of well defined existing and well-known assets that are tied up to a lease contract. This means that Ijarah sukuk can be traded in the market at a price determined by market forces. This includes *inter alia*, the general market conditions in the economy and in the financial market, the opportunity cost (current and expected return on new financing), prices of real



investment assets and economic trends in the specific market related to securities and Ijarah sukuks, etc. The Ijarah sukuks are also subject to risks related to the ability and desirability of the lessee to pay the rental installments. Moreover, these are also subject to real market risks arising from potential changes in asset pricing and in maintenance and assurance costs.

- 2) Furthermore, the expected net return on some forms of Ijarah sukuks may not be completely fixed and determined in advance, since there might be some maintenance and insurance expenses that are not perfectly determined in advance. Consequently, in such cases, the amount of rent given in the contractual relationship represented by the sukuk represents a maximum return subject to deduction of this kind of maintenance and insurance expenditure.
- 3) Ijarah sukuks are completely negotiable and can be traded in the secondary markets. Subject to market conditions, these sukuks will offer a high degree of liquidity and therefore, possess both the characteristics and necessary conditions for functioning as successful securities.
- 4) Ijarah sukuks will offer a high degree of flexibility from the point of view of their issuance management and marketability. The central government, municipalities, awqaf or any other asset users, private or public can issue Ijarah sukuks. Additionally, these can also be issued by financial intermediaries or directly by users of the leased assets. It should be noted that Ijarah sukuk holders as the owners bear full responsibility for what happens to their property. They are also required to maintain it in such a manner that the lessee may derive as much usufruct from it as possible.



**ISLAMIC INVESTMENT FUNDS**

The term "Islamic Investment Fund" means a joint pool wherein the investors contribute their surplus money for the purpose of its investment to earn halal profits in strict conformity with the precepts of Islamic Shariah. The subscribers of the Fund may receive a document certifying their subscription and entitling them to the pro-rata profit actually earned by the Fund. These documents may be called 'certificates', 'units', 'shares' or may be given any other name, but their validity in terms of Shariah will always be subject to two basic conditions:

- 1) Instead of a fixed return tied up with their face value, they must carry a pro-rata profit actually earned by the Fund. Therefore, neither the principal nor a rate of profit (tied up with the principal) can be guaranteed. The subscribers must enter into the fund with a clear understanding that the return on their subscription is tied up with the actual profit earned or loss suffered by the Fund. If the Fund earns huge profits, the return on their subscription will increase to that proportion. However, in case the Fund suffers loss, they will have to share it also, unless the loss is caused by the negligence or mismanagement, in which case the management, and not the Fund, will be liable to compensate it.
- 2) The amounts so pooled together must be invested in a Shariah compliant business. It means that not only the channels of investment, but also the terms agreed with them must conform to the Islamic principles.

Keeping these basic pre requisites in view, the Islamic Investment



Funds may accommodate a variety of modes of investment, discussed briefly below:

### **Equity Fund**

In an equity or mutual fund (unit trust), the amounts are invested in the shares of joint stock companies. The profits are mainly derived through the capital gains by purchasing the shares and selling them when their prices are increased. Profits are also earned through dividends distributed by the relevant companies. From this angle, dealing in equity shares can be acceptable in Shari'ah subject to the following conditions:

#### **1) Main Business of Investee Company**

The main business of the company must be Shariah compliant. Therefore, it is not permissible to acquire the shares of the companies providing financial services on interest, like conventional banks, insurance companies, or the companies involved in some other non Shariah compliant business such as companies manufacturing, selling or offering liquor, pork, haram meat, or involved in gambling, night club activities, pornography, prostitution or involved in the business of hire purchase or interest etc.

#### **2) Investment in Non Shariah Compliant Activities**

If the main business of these companies is halal, like automobiles, textile, etc. but they deposit their surplus amounts in an interest-bearing account or borrow money on interest, the share holder must express his disapproval against such dealings, preferably by raising his voice against such activities in the annual general meeting of the company.

#### **3) Income from Non Shariah Compliant Activities**

If some income from interest-bearing accounts or non Shariah



compliant activities is included in the income of the company, the proportion of such income should not exceed 5% of the total income. If it exceeds 5%, it is not permissible to invest in that company. However, if it does not exceed 5%, it must be given in charity and must not be retained by him. For example, if 5% of the whole income of a company has come out of interest-bearing deposits then 5% of the dividend must be given in charity. Moreover, the company's total short term and long term investment in non-permissible business should not exceed 30% of the company's total market capitalization.

The question may arise "What is the rationale of this limitation of 5%?" Infact, there is no specific basis derived from the Holy Quran or Sunnah for the 5% rule of non halal (impermissible) income. However, this is only the collective outcome (consensus) or Ijtihad of contemporary Shariah Scholars. To explain this consensus of their ruling, we shall have to go back to the origin or basis of company on Shariah perspective.

As mentioned in the books and research papers of Islamic jurists, companies come under the ruling of "Shirkatul Ainan". But if the rule of partnership is truly applied in a company, there is no possibility for any kind of impermissible activity or income. Because every shareholder of a company is a sharik (partner) of the company and every sharik, according to the Islamic jurisprudence, is an agent of the other partners in matters of joint business. Therefore, the mere purchase of a share of a company embodies an authorization from the shareholder to the company to carry on its business in whatever manner the management deems fit. If it is known to the shareholder that the company is involved in an un-Islamic transaction, and he continues to hold the shares of that company, it means that he has authorized the





management to proceed with that un-Islamic transaction. In this case, he will not only be responsible for giving his consent to an un-Islamic transaction, but that transaction will also be rightfully attributed to himself as the management of the company is working under his tacit authorization.

However, a large number of Shariah Scholars say that the joint stock company is basically different from a simple partnership. In a partnership, all the policy decisions are taken through the consensus of all partners and each one of them has a veto power with regard to the policy of the business. Therefore, all the actions of a partnership are rightfully attributed to each partner. Conversely, the majority takes the policy decisions in a joint stock company. Being composed of a large number of shareholders, a company cannot give a veto power to each shareholder. The opinions of individual shareholders can be overruled by a majority decision. Therefore, each and every action taken by the company cannot be attributed to every shareholder in his individual capacity. If a shareholder raises an objection against a particular transaction in an Annual General Meeting, but his objection is overruled by the majority, it will be unfair to conclude that he has given his consent to that transaction in his individual capacity, especially when he intends to refrain from the income resulting from that transaction.

Therefore, if a company is engaged in a halal (permissible) business, but also keeps its surplus money in an interest-bearing account, wherefrom a small incidental interest income is received, it does not render all the business of the company unlawful. Now, if a person acquires the shares of such a company with clear intention that he will oppose this incidental transaction also, and will not use that proportion of the

dividend for his own benefit, then it cannot be said that he has approved the transaction of interest and hence that transaction should not be attributed to him.

In short, the matter of traditional partnership is different from the partnership of company in this aspect. Therefore, if a very small amount of income is earned through these means despite of his disapproval, then his trade in shares would be permissible with the condition that, he shall have to purify that proportion of income by giving it to charity. Now a question could be raised as to what extent or what limit that income would be forgone. Definitely, this matter could not be left on decisions or opinions of lay men, therefore, it was resolved through the consensus of proficient Shariah Scholars that the limit of impermissible income should not exceed 5% of the total income.

#### 4) Debt to Equity/Debt to Total Asset Ratio

The leverage or debt to equity ratio of the company should not exceed around 30%\*. To explain the rationale behind this condition, it should be kept in mind that, such companies sometimes borrow money from conventional financial institutions that are mostly based on interest. Here again, the aforementioned principle applies i.e. if a shareholder is not personally agreeable to such borrowings, but has been overruled by the majority, these borrowing transactions cannot be attributed to him.

Moreover, even though according to the principles of Islamic jurisprudence, borrowing on interest is a grave and sinful act, for which the borrower is responsible in the Hereafter; but, this sinful act does not render the whole business of the

\*Different scholars might recommend different ratios keeping in view local requirement.



borrower as Haram (impermissible).

It is explained in the conventional books of Islamic jurisprudence that the contract of loan is among those that are called "Uqood Ghair Muawadha" (Non compensatory contracts), therefore, no void condition such as condition of interest can be stipulated. However, if such a condition has been stipulated, the condition itself is void, but it will not invalidate the contract. Since, the contract remains valid despite of void condition, the borrowed amount would be permissible to use and it would be recognized as owned by the borrower. Hence, anything purchased in exchange for that money would not be unlawful.

However, the responsibility of committing the sinful act of borrowing on interest rests on the person who willfully indulges in such a transaction, but this does not render his entire business as unlawful. But it should also be remembered that the extent of investment in shares of companies, that involve borrowing should be limited. Can this limit be the same as the 5% limit that is applied to interest income? No, because in this case, this activity does not affect the income of the company, it is less severe than interest based income, therefore, Shariah scholars and Islamic jurists have extended the limit (from 5% which is limit of interest/impermissible income) to 30%. The basis of 30% is that the 30% is less than one third (1/3rd) of the total asset of the company and one third has been considered abundant by the following Hadith of the Holy prophet ﷺ

"وَالثُّلُثُ كَثِيرٌ" - مسند الترمذی: ج ۲ ص ۴، ۲، حدیث ۵۵۵۱

*"One third is big or abundant" (Tirmizy).*



Hence, whatever is less than one third, would be insignificant. Therefore, to avoid the majority or abundance specified in the hadith, such limit is fixed at less than one third of the total assets of the company.

### 5) Illiquid to Total Asset

The shares of a company are negotiable only if the company owns some illiquid assets. If all the assets of a company are in liquid form, i.e. in the form of money or cash, they cannot be purchased or sold except at par value, because in this case, the share represents money only and the money cannot be traded in except at par.

What should be the exact proportion of illiquid assets of a company for warranting the negotiability of its shares? The contemporary scholars have different views about this question. Some scholars are of the view that the ratio of illiquid assets must be at least 51%. They argue that if such assets are less than 50%, then most of the assets are in liquid form, and therefore, all its assets should be treated as liquid on the basis of the juristic principle:

"لَا كَثْرَ حَكْمِ الْكُلِّ" (بداية الصالح: ج ١، ص ١٠٠)

*"The majority deserves to be treated as the whole thing."*

Some other scholars are of the view that even if the illiquid assets of a company are 33%, its shares can be treated as negotiable. The basis of this view is a well-known Hadith that means:

"وَالثَّلَاثُ كَثِيرٌ" (مشق الترمذی: ج ٢، ص ٢٠٦، حدیث ١٤٥٠)

*"One third is big or abundant" (Tirmizy).*



They say that according to the Hadith, one-third illiquid assets will be considered as sufficient or abundant for this purpose. The third view (of the scholars of the sub continent of Pakistan and India) is based on the Hanafi jurisprudence. The principle of the Hanafi School is that whenever an asset is a combination of liquid and illiquid assets, it can be negotiable irrespective of the proportion of its liquid part. However, this principle is subject to two conditions:

1. The illiquid part of the combination must not be in insignificant quantity. It means that it should be in a considerable proportion.
2. The price of the combination should be more than the value of the liquid amount contained therein.

For example, if a share of 100 dollars represents 75 dollars, plus some fixed assets, the price of the share must be more than 75 dollars. In this case, if the price of the share is fixed at 105, it will mean that 75 dollars are in exchange of 75 dollars owned by the share and the balance of 30 dollars is in exchange of the fixed assets. Conversely, if the price of that share is fixed at 70 dollars, it will not be allowed, because the 75 dollars owned by the share are in this case against an amount which is less than 75. This kind of exchange falls within the definition of 'riba' and is not allowed. Similarly, if the price of the share, in the above example, is fixed at 75 dollars, it will not be permissible, because if we presume that 75 dollars of the price are against 75 dollars owned by the share, no part of the price can be attributed to the fixed assets owned by the share. Therefore, some part of the price (75 dollars) must be presumed to be in exchange of the fixed assets of the share. In this case, the remaining amount will



not be adequate for being the price of 75 dollars. For this reason, the transaction will not be valid. However, in practical terms, this is merely a theoretical possibility, because it is difficult to imagine a situation where the price of a share goes lower than its liquid assets.

Among the different views mentioned above, the most conservative view is the first one. Therefore, nowadays it has been adopted by the majority of Shariah boards of Islamic mutual funds or in screening of the Islamic stocks methodology.

Subject to aforesaid conditions, the purchase and sale of shares is permissible in Shariah. An Islamic Equity Fund can be established on this basis. The subscribers to the Fund will be treated in shari'ah as partners *inter se*. All the subscription amounts will form a joint pool and will be invested in purchasing the shares of different companies. The profits can accrue either through dividends distributed by the relevant companies or through the appreciation in the prices of the shares. In the first case i.e. where the profits are earned through dividends, a certain proportion of the dividend, which corresponds to the proportion of interest earned by the company, must be given in charity. The contemporary Islamic Funds have termed this process as 'purification'.

Some scholars are of the view that even in the case of capital gains, the process of 'purification' is necessary, because the market price of the share may reflect an element of interest included in the assets of the company. The method of purification adopted by Dow Jones Islamic market Index and Islmiqstocks.com are in favor of this view.

As discussed above for the negotiability of the share, it is essential





for the share or securities that they represent more than 55% illiquid assets. If a mutual fund has 10% cash and 90% shares, we shall have to see how much of these shares represent fixed assets. Fixed assets include land, equipment, machinery and leased assets. If these shares represent more than 55% of fixed or illiquid assets, such shares or Musharakah certificates of mutual fund can be negotiated at other than par value as well. Sale of option, short sale, future sale and forward sale where some principles of Shariah are lacking are not permissible.

### **Management of the fund**

The management of the fund may be carried out in two alternative ways:

1) The managers of the Fund may act as *mudaribs* for the subscribers. In this case, a certain percentage of the annual profit accrued to the Fund may be determined as the reward of the management, meaning thereby that the management will get its share only if the fund has earned some profit. If there is no profit in the fund, the management will deserve nothing. The share of the management will increase with the increase in profits.

2) The second option for the management is to act as an agent for the subscribers. In this case, the management may be given a pre-agreed fee for its services. This fee may be fixed in lump sum or as a monthly or annual remuneration.

According to the contemporary Shariah scholars, the fee can also be based on a percentage of the net asset value of the fund. For example, it may be agreed that the management will get 2% or 3% of the net asset value of the fund at the end of every financial year.



However, it is necessary in Shariah to determine any one of the aforesaid methods before the launch of the fund. The practical way for this would be to disclose in the prospectus of the fund the basis on which the fees of the management will be paid. It is generally presumed that whoever subscribes to the fund agrees with the terms mentioned in the prospectus. Therefore, the manner of paying the management will be taken as agreed upon by all the subscribers.

### **Ijarah Fund**

Another type of Islamic Fund may be an Ijarah fund. Ijarah means leasing the detailed rules of which have already been discussed in chapter 23 of this book. In this fund, the subscription amounts are used to purchase assets like real estate, motor vehicles or other equipment for the purpose of leasing them out to their ultimate users. The ownership of these assets remains with the Fund and the rentals are charged from the users. These rentals are the source of income for the fund, which is distributed pro rata to the subscribers. Each subscriber is given a certificate to evidence his proportionate ownership in the leased assets and to ensure his entitlement to the pro rata share in the income. These certificates may preferably be called 'sukuk' - a term recognized in the traditional Islamic jurisprudence. Since these sukuk represent the pro rata ownership of their holders in the tangible assets of the fund and not the liquid amounts or debts, they are fully negotiable and can be sold and purchased in the secondary market. Anyone who purchases these sukuk replaces the sellers in the pro rata ownership of the relevant assets and all the rights and obligations of the original subscriber are passed on to him. The price of these sukuk certificates will be determined on the basis of market forces and are normally based on their profitability.



However, it should be kept in mind that the contracts of leasing must conform to the principles of Shariah which substantially differ from the terms and conditions used in the agreements of conventional financial leases. The points of difference are explained in detail in the third chapter of this book. However, some basic principles are summarized here:

- 1) The leased assets must have some usufruct, and the rental must be charged only from that point of time when the usufruct is handed over to the lessee.
- 2) The leased assets must be of a nature that their halal (permissible) use is possible.
- 3) The lessor must undertake all the responsibilities consequent to the ownership of the assets.
- 4) The rental must be fixed and known to the parties right at the beginning of the contract.

In this type of the fund, the management should act as an agent of the subscribers and should be paid a fee for its services. The management fee may be a fixed amount or a proportion of the rentals received. Most of the Muslim jurists are of the view that such a fund cannot be created on the basis of Mudarabah, because Mudarabah, according to them, is restricted to the sale of commodities and does not extend to the business of services and leases. However, in the Hanbali School, Mudarabah can be effected in services and leases also. This view has been preferred by a number of contemporary scholars.

### **Commodity Fund**

Another possible type of Islamic Funds may be a commodity



fund. In this fund, the subscription amounts are used to purchase different commodities for the purpose of their resale. The profits generated by the sales are the income of the fund, which is distributed pro rata among the subscribers.

In order to make this fund Shariah compliant, it is necessary that all the rules governing the transactions of sale are fully complied with. For example:

- 1) The seller must own the commodity at the time of sale, because short sales in which a person sells a commodity before he owns it, are not allowed in Shariah.
- 2) Forward sales are not allowed except in the case of Salam and Istisna (For their full details, see chapters 17 & 20 respectively).
- 3) The commodities must be halal. Therefore, it is not allowed to deal in wines, pork or other prohibited materials.
- 4) The seller must have physical or constructive possession over the commodity he wants to sell. (Constructive possession includes any act by which the risk of the commodity is passed on to the purchaser).
- 5) The price of the commodity must be fixed and known to the parties. Any price, which is uncertain or is tied up with an uncertain event, renders the sale invalid.

In view of the above and other similar conditions, more fully described in the previous chapters of this book, it may easily be understood that the transactions prevalent in the contemporary commodity markets, specially in the futures commodity markets



do not comply with these conditions. Therefore, an Islamic Commodity Fund cannot enter into such transactions. However, if there are genuine commodity transactions observing all the requirements of Shariah, including the above conditions, a commodity fund may well be established. The units of such a fund can also be traded in with the condition that the portfolio owns some commodities at all times.

### **Murabaha Fund**

'Murabaha' is a specific kind of sale where the commodities are sold on a cost-plus basis. The contemporary Islamic banks and financial institutions as a mode of financing have adopted this kind of sale. They purchase the commodity for the benefit of their clients, then sell it to them on the basis of deferred payment at an agreed margin of profit added to the cost. If a fund is created to undertake this kind of sale, it should be a closed-end fund and its units cannot be negotiable in a secondary market. The reason is that in the case of murabaha, as undertaken by the present financial institutions, the commodities are sold to the clients immediately after their purchase from the original supplier, while the price being on deferred payment basis becomes a debt payable by the client. Therefore, the portfolio of murabaha does not own any tangible assets. It comprises either cash or the receivable debts. Therefore, the units of the fund represent either the money or the receivable debts, and both these things are not negotiable, as explained earlier. If they are exchanged for money, it must be at par value.

### **Bai-Al-Dain**

Here comes the question whether or not Bai-al-dain is allowed in Shariah. Dain means 'Debt' and Bai means 'Sale.' Bai-Al-Dain, therefore, connotes the sale of debt. If a person has a debt receivable from a person and he wants to sell it at a discount, as





normally happens in the bills of exchange, it is termed in Shariah as Bai-Al-Dain. The traditional Muslim jurists (fuqah) are unanimous on the point that Bai-al-dain with discount is not allowed in Shariah. The overwhelming majority of the contemporary Muslim scholars are of the same view. However, some scholars of Malaysia have allowed this kind of sale. They normally refer to the ruling of Shafai school wherein it is held that the sale of debt is allowed, but they did not pay attention to the fact that the Shafai jurists have allowed it only in a case where a debt is sold at its par value.

In fact, the prohibition of Bai-Al-Dain is a logical consequence of the prohibition of 'riba' or interest. A 'Debt' receivable in monetary terms corresponds to money, and every transaction where money is exchanged for the same denomination of money, the price must be at par value. Any increase or decrease from one side is tantamount to 'Riba' and can never be allowed in Shariah.

Some scholars argue that the permissibility of Bai-Al-Dain is restricted to a case where the debt is created through the sale of a commodity. In this case, they say, the debt represents the sold commodity and its sale may be taken as the sale of a commodity. The argument, however, is devoid of force. Once the commodity is sold, its ownership is passed on to the purchaser and it is no longer owned by the seller. What the seller owns is nothing other than money. Therefore if he sells the debt, it is no more than the sale of money and it cannot be termed by any stretch of imagination as the sale of the commodity. That is why the overwhelming majority of the contemporary scholars have not accepted this view. The Islamic Fiqh Academy of Jeddah, which is the largest representative body of the Shariah scholars and has the representation of all the Muslim countries, including Malaysia, has approved the prohibition of Bai-Al-Dain





unanimously without a single dissent.

### **Mixed Fund**

Another type of Islamic Fund may be of a nature where the subscription amounts are employed in different types of investments, like equities, leasing, commodities etc. This may be called a Mixed Islamic Fund. In this case, if the tangible assets of the Fund are more than 51% while the liquidity and debts are less than 50%, the units of the fund may be negotiable. However, if the proportion of liquidity and debts exceeds 50%, its units cannot be traded according to the majority of the contemporary scholars. In this case, the Fund must be a closed-end Fund.

### **Capital Protected Fund**

A capital protected fund is a type of fund that guarantees the safety and protection of the invested capital along with stable returns on such investments. A Shariah compliant capital protected fund may be formed and operated in the following manner:

- 1) Major portion of the capital say 95% is invested in a less riskier transaction, for instance Murabaha, on such a profit rate to make it 100% of the initial capital amount.
- 2) The remaining 5% of the capital is invested in a high risk and high return investments such as that of shares.

The concept of guaranteeing the protection of capital is not in exact accordance with the rulings of Shariah and so a Shariah Compliant capital protected fund may give a reasonable and not absolute assurance of the protection of the capital.

**THE PRINCIPLE OF LIMITED LIABILITY****By Justice Mufti Muhammad Taqi Usmani**

The concept of 'limited liability' has now become an inseparable ingredient of the large-scale enterprises of trade and industry throughout the modern world, including the Muslim countries. The present chapter aims to explain this concept and evaluate it from the Shariah point of view in order to know whether or not this principle is acceptable in a pure Islamic economy.

The limited liability in the modern economic and legal terminology is a condition under which a partner or a shareholder of a business secures himself from bearing a loss greater than the amount he has invested in a company or partnership with limited liability. If the business incurs a loss, the maximum a shareholder can suffer is that he may lose his entire original investment. But the loss cannot extend to his personal assets, and if the assets of the company are not sufficient to discharge all its liabilities, the creditors cannot claim the remaining part of their receivables from the personal assets of the shareholders.

Although the concept of 'limited liability' was, in some countries applied to the partnership also, yet, it was most commonly applied to the companies and corporate bodies. Rather, it will be truer, perhaps, to say that the concept of 'limited liability' originally emerged with the emergence of the corporate bodies and joint stock companies. The basic purpose of the introduction of this principle was to attract the maximum number of investors to the large-scale joint ventures and to assure them that their personal fortunes will not be at stake if they wish to invest their savings in such a joint enterprise. In the practice of modern trade, the





concept proved itself to be a vital force to mobilize large amounts of capital from a wide range of investors.

No doubt, the concept of 'limited liability' is beneficial to the shareholders of a company. But, at the same time, it may be injurious to its creditors. If the liabilities of a limited company exceed its assets, the company becomes insolvent and is consequently liquidated, the creditors may lose a considerable amount of their claims, because they can only receive the liquidated value of the assets of the company, and have no recourse to its shareholders for the rest of their claims. Even the directors of the company who may be responsible for such an unfortunate situation cannot be held responsible for satisfying the claims of the creditors. It is this aspect of the concept of 'limited liability' which requires consideration and research from the Shariah viewpoint.

Although the concept of 'limited liability' in the context of the modern commercial practice is a new concept and finds no express mention as such in the original sources of Islamic Fiqh, yet the Shariah viewpoint about it can be sought in the principles laid down by the Holy Quran, the Sunnah of the Holy Prophet ﷺ and the Islamic jurisprudence. This exercise requires some sort of ijtihad carried out by the persons qualified for it. This ijtihad should preferably be undertaken by the Shariah scholars at a collective level, yet, as a pre-requisite, there should be some individual effort, which may serve as a basis for the collective exercise.

As a humble student of Shariah, this author has been considering the issue since long, and what is going to be presented here should not be treated as a final verdict on this subject, nor an absolute opinion on the point. It is the outcome of initial thinking



on the subject, and the purpose of this article is to provide a foundation for further research.

The question of 'limited liability' it can be said, is closely related to the concept of juridical personality of the modern corporate bodies. According to this concept, a joint-stock company in itself enjoys the status of a separate entity as distinguished from the individual entities of its shareholders. The separate entity as a fictive person has legal personality and may thus sue and be sued, may make contracts, may hold property in its name, and has the legal status of a natural person in all its transactions entered into in the capacity of a juridical person.

The basic question, it is believed, is whether the concept of a 'juridical person' is acceptable in Shariah or not. Once the concept of 'juridical person' is accepted and it is admitted that, despite its fictive nature, a juridical person can be treated as a natural person in respect of the legal consequences of the transactions made in its name, we will have to accept the concept of 'limited liability' which will follow as a logical result of the former concept. The reason is obvious. If a real person i.e. a human being dies insolvent, his creditors have no claim except to the extent of the assets he has left behind. If his liabilities exceed his assets, the creditors will certainly suffer, no remedy being left for them after the death of the indebted person.

Now, if we accept that a company, in its capacity of a juridical person, has the rights and obligations similar to those of a natural person, the same principle will apply to an insolvent company. A company, after becoming insolvent, is bound to be liquidated; and the liquidation of a company corresponds to the death of a person, because a company after its liquidation cannot exist any more. If the creditors of a real person can suffer, when he dies



insolvent, the creditors of a juridical person may suffer too, when its legal life comes to an end by its liquidation.

Therefore, the basic question is whether or not the concept of 'juridical person' is acceptable to Shariah.

Although the idea of a juridical person, as envisaged by the modern economic and legal systems has not been dealt with in the Islamic Fiqh, yet there are certain precedents wherefrom the basic concept of a juridical person may be derived by inference.

### 1) Waqf

The first precedent is that of a Waqf. A Waqf is a legal and religious institution wherein a person dedicates some of his properties for a religious or a charitable purpose. The properties, after being declared as Waqf, no longer remain in the ownership of the donor. The beneficiaries of a Waqf can benefit from the corpus or the proceeds of the dedicated property, but they are not its owners. Its ownership vests in Allah Almighty alone.

It seems that the Muslim jurists have treated the Waqf as a separate legal entity and have ascribed to it some characteristics similar to those of a natural person. This will be clear from two rulings given by the fuqaha (Muslim jurists) in respect of Waqf. Firstly, if a property is purchased with the income of a Waqf, the purchased property cannot become a part of the Waqf automatically. Rather, the jurists say, the property so purchased shall be treated, as a property owned by the Waqf. It clearly means that a Waqf, like a natural person, can own a property. Secondly, the jurists have clearly mentioned that the money given to a mosque as donation does not form part of the Waqf, but it passes to the ownership of the mosque.



Here again the mosque is accepted to be an owner of money. Some jurists of the Maliki School have expressly mentioned this principle also. They have stated that a mosque is capable of being the owner of something. This capability of the mosque, according to them, is constructive, while the capability enjoyed by a human being is physical.

Another renowned Maliki jurist, namely, Ahmad Al-Dardir رحمه الله, validates a bequest made in favor of a mosque, and gives the reason that a mosque can own properties. Not only this, he extends the principle to an inn and a bridge also, provided that they are Waqf.

It is clear from these examples that the Muslim jurists have accepted that a Waqf can own properties. Obviously, a Waqf is not a human being, yet they have treated it as a human being in the matter of ownership. Once its ownership is established, it will logically follow that it can sell and purchase, may become a debtor and a creditor and can sue and be sued, and thus all the characteristics of a 'juridical person' can be attributed to it.

## 2) Baitul-Maal

Another example of 'juridical person' found in our classic literature of Fiqh is that of the Baitul-Maal (the exchequer of an Islamic state). Being public property, all the citizens of an Islamic state have some beneficial right over the Baitul-mal, yet, nobody can claim to be its owner. Still, the Baitul-mal has some rights and obligations. Imam Al-Sarakhsi رحمه الله, the well-known Hanafi jurist, says in his work "Al-Mabsut";

"The Baitul-Maal has some rights and obligations, which may possibly be undetermined."





At another place, the same author says:

"If the head of an Islamic state needs money to give salaries to his army, but he finds no money in the Kharaj department of the Baitul-mal (wherefrom the salaries are generally given) he can give salaries from the sadaqah (Zakah) department, but the amount so taken from the sadaqah department shall be deemed to be a debt on the Kharaj department."

It follows from this that not only the Baitul-mal, but also the different departments therein can borrow and advance loans to each other. The liability of these loans does not lie on the head of state, but on the concerned department of Baitul-mal. It means that each department of Baitul-mal is a separate entity and in that capacity, it can advance and borrow money, may be treated a debtor or a creditor, and thus can sue and be sued in the same manner as a juridical person does. It means that the Fuqaha of Islam have accepted the concept of juridical person in respect of Baitul-mal.

### 3) Joint Stock

Another example very much close to the concept of 'juridical person' in a joint stock company is found in the Fiqh of Imam Shafi رحمہ اللہ. According to a settled principle of Shafi School, if more than one person run their business in partnership, where their assets are mixed with each other, then Zakah will be levied on each of them individually, but it will be payable on their joint-stock as a whole, so much so that even if one of them does not own the amount of the nisab, but the combined value of the total assets exceeds the prescribed limit of the nisab, Zakah will be payable on the whole joint-stock including the share of the former, and thus the person whose share is less than the nisab



shall also contribute to the levy in proportion to his ownership in the total assets, whereas he was not subject to the levy of zakah, had it been levied on each person in his individual capacity.

The same principle, which is called the principle of 'Khultah-al-Shuyu' is more forcefully applied to the levy of Zakah on the livestock. Consequently, a person sometimes has to pay more Zakah than he was liable to in his individual capacity, and sometimes he has to pay less than that. That is why the Holy Prophet ﷺ has said:

"The separate assets should not be joined together nor the joint assets should be separated in order to reduce the amount of Zakah levied on them."

This principle of 'Khultah-al-Shuyu' which is also accepted to some extent by the Maliki and Hanbali schools with some variance in details, has a basic concept of a juridical person underlying it. It is not the individual, according to this principle, who is liable to Zakah. It is the 'joint-stock' that has been made subject to the levy. It means that the 'joint-stock' has been treated a separate entity, and the obligation of Zakah has been diverted towards this entity which is very close to the concept of a 'juridical person', though it is not exactly the same.

#### 4) Inheritance under debt

The fourth example is the property left by a deceased person whose liabilities exceed the value of all the property left by him. For the purpose of brevity, we can refer to it as 'inheritance under debt'.

According to the jurists, this property is neither owned by the deceased, because he is no more alive, nor is it owned by his





heirs, for the debts on the deceased have a preferential right over the property as compared to the rights of the heirs. It is not even owned by the creditors, because the settlement has not yet taken place. They have their claims over it, but it is not their property unless it is actually divided between them. Being property of nobody, it has its own existence and it can be termed a legal entity. The heirs of the deceased or his nominated executor will look after the property as managers, but they are not the owners. If the process of the settlement of debt requires some expenses, the same will be met by the property itself.

Looked at from this angle, this 'inheritance under debt' has its own entity which may sell and purchase, becomes debtor and creditor, and has the characteristics very much similar to those of a 'juridical person.' Not only this, the liability of this 'juridical person' is certainly limited to its existing assets. If the assets do not suffice to settle all the debts, there is no remedy left with its creditors to sue anybody, including the heirs of the deceased, for the rest of their claims.

These are some instances where the Muslim jurists have affirmed a legal entity similar to that of a juridical person. These examples would show that the concept of 'juridical person' is not totally foreign to the Islamic jurisprudence, and if the juridical entity of a joint-stock company is accepted on the basis of these precedents, no serious objection is likely to be raised against it. As mentioned earlier, the question of limited liability of a company is closely related to the concept of a 'juridical person'. If a 'juridical person' can be treated a natural person in its rights and obligations, then, every person is liable only to the limit of the assets he owns and in case he dies insolvent, no other person can bear the burden of his remaining liabilities, no matter how closely related to him he may be. On this analogy, the limited liability of a joint-stock company may be justified.



### 5) The limited liability of the master of a slave

Here I would like to cite another example with advantage, which is the closest example to the limited liability of a joint-stock company. The example relates to a period of our past history when slavery was in vogue, and the slaves were treated as the property of their masters and were freely traded in. Although the institution of slavery with reference to our age is something past and closed, yet the legal principles laid down by our jurists while dealing with various questions pertaining to the trade of slaves are still beneficial to a student of Islamic jurisprudence, and we can avail of those principles while seeking solutions to our modern problems and in this respect, it is believed that this example is the most relevant to the question at issue.

The slaves in those days were of two kinds. The first kind was of those who were not permitted by their masters to enter into any commercial transaction. A slave of this kind was called 'Qinn'. But there was another kind of slaves who were allowed by their masters to trade. A slave of this kind was called 'Abde Mazoon' in Arabic. The initial capital for the purpose of trade was given to such a slave by his master, but he was free to enter into all the commercial transactions. The capital invested by him totally belonged to his master. The income would also vest in him, and whatever the slave earned would go to the master as his exclusive property. If in the course of trade, the slave incurred debts, the same would be set off by the cash and the stock present in the hands of the slave. But if the amount of such cash and stock would not be sufficient to set off the debts, the creditors had a right to sell the slave and settle their claims out of his price. However, if their claims would not be satisfied even after selling the slave, and the slave would die in that state of indebtedness, the creditors could not approach his master for the rest of their claims.



Here, the master was actually the owner of the whole business, the slave being merely an intermediary tool to carry out the business transactions. The slave owned nothing from the business. Still, the liability of the master was limited to the capital he invested including the value of the slave. After the death of the slave, the creditors could not have a claim over the personal assets of the master.

This is the nearest example found in the Islamic Fiqh, which is very much similar to the limited liability of the share holders of a company, which can be justified on the same analogy.

### **Conclusion**

On the basis of these five precedents, it seems that the concepts of a juridical person and that of limited liability do not contravene any injunction of Islam. But at the same time, it should be emphasized, that the concept of 'limited liability' should not be allowed to work for cheating people and escaping the natural liabilities consequent to a profitable trade. So, the concept could be restricted, to the public companies only who issue their shares to the general public and the number of whose shareholders is so large that each one of them cannot be held responsible for the day-to-day affairs of the business and for the debts exceeding the assets.

As for the private companies or the partnerships, the concept of limited liability should not be applied to them, because, practically, each one of their shareholders and partners can easily acquire knowledge of the day-to-day affairs of the business and should be held responsible for all its liabilities.

There may be an exception for the sleeping partners or the shareholders of a private company who do not take part in the



business practically and their liability may be limited as per agreement between the partners.

If the sleeping partners have a limited liability under this agreement, it means, in terms of Islamic jurisprudence, that they have not allowed the working partners to incur debts exceeding the value of the assets of the business. In this case, if the debts of the business increase from the specified limit, it will be the sole responsibility of the working partners who have exceeded the limit.

The upshot of the foregoing discussion is that the concept of limited liability can be justified, from the Shariah view point, in the public joint-stock companies and those corporate bodies only who issues their shares to general public. The concept may also be applied to the sleeping partners of a firm and to the shareholders of a private company who take no active part in the business management. But the liability of the active partners in a partnership and active shareholders of a private company should always be unlimited.

At the end, we should again recall what has been pointed out at the outset. The issue of limited liability, being a modern issue, which requires a collective effort to find out its solution in the light of Shariah, the above discussion should not be deemed to be a final verdict on the subject. This is only the outcome of an initial thinking, which always remains subject to further study and research.



**TAKAFUL: THE ISLAMIC INSURANCE****Conventional Insurance**

In conventional term, Insurance is a way to provide security and compensation to what is valuable in the event of its loss, damage or destruction based on the principle of risk taking and speculation.

According to Shariah, there are two aspects of Conventional Insurance, namely:

- Conceptual aspect
- Practical aspect

So far as the concept of insurance is concerned, it is to cover the risk of loss, or "fortunate many helping the unfortunate few". This concept is not only recognized, but also encouraged and rewarded by Islam.

وَتَعَاوَنُوا عَلَى الْبِرِّ وَالتَّقْوَىٰ وَلَا تَعَاوَنُوا عَلَى الْإِثْمِ وَالْعُدْوَانِ (سورة المائدة آيت ٢)

*"Help one another in righteousness and piety, but do not help one another in sin and transgression". (Al Quran 5:2)*

The principles of Muwalat, Maaqil, Kafalah (Guarantee), Dhaman (indemnity) and the establishment of Islamic welfare state by the Holy Prophet ﷺ, Waqf and Tabarru support this concept. The practical aspect of Insurance, however, is forbidden due to the following elements:

- Qimar or Maysir (Gambling)
- Riba (Interest)



Since both are clearly prohibited in the Holy Quran and Hadith, they cannot be permitted on the pretext of the conceptual aspect i.e. helping victims of accidents and other losses; just as major sins like theft, robbery, gambling, dealing in *riba* etc cannot be permitted with the pretext of helping the poor and needy from their proceeds.

## Maysir

There are two basic elements that invalidates Maysir:

- Khatar (خطر)
- Gharar (غرر)

**Khatar** means "Risk". The definition of Khatar is as follows:

"تعليق الملك على الخطر والمال في الجانبين"

*"To stipulate the ownership/profitability for an uncertain event, whereas money is involved on both sides."*

However, if money is not involved on both sides i.e. one party voluntarily declares "We shall compensate you on a particular event of loss", it would not be Maysir.

**Gharar** means "Uncertainty". Following are different forms of Gharar:

- Any bilateral transaction in which the liability of any party is either uncertain or contingent.
- Consideration of either is not known.
- Ultimate result of any one party is uncertain.
- Delivery is not in control of the obligor.

- Payment from one side is certain, but from the other side is contingent.

In conventional insurance, there is presence of Gharar, Khatar and Qimar and is therefore prohibited.

### **Qimar**

If in any transaction, one party's profit is dependent on the loss of the other, then this is an indication that the transaction involves Qimar.

In other permissible modes, profit or loss is equally shared or is fair to every party. For example, in Musharakah, both parties share profit & loss. Similarly, in other trades like sale, purchase, hiring or leasing, each party's considerations are certain.

Lets see how Gharar and Khatar exist in conventional Insurance:

**Khatar:** The participant contributes a small amount of premium in a hope/risk to gain a large sum.

**Gharar :** The participant loses the money paid for the premium when the insured event does not occur.

The company will be in deficit, if the claims are higher than the amount contributed by the participants. This is also 'Gharar'.

The third element in the conventional insurance is Riba. The element of Riba (Interest) exists in lending or borrowing funds/investments at fixed interest, and other related practices in the investment activities of conventional insurance companies.





### **The Solution: Islamic Cooperative Insurance (Takaful)**

Takaful is an Arabic word that means "Guaranteeing each other". It is an Islamic system of Insurance based on the principle of "Ta'awun (cooperation)" and "Tabarru (gift, give away, donation)", where the group voluntarily shares the risk collectively.

Takaful is a pact among a group of members or participants who agree to guarantee, jointly among themselves against loss or damage to any of them, as defined in the pact.

#### **Basic features of Waqf**

- The equity holders of Takaful Company establish the Waqf to compensate the beneficiaries or participant of Takaful scheme (with utmost sincerity), in the event of difficulties caused by loss.
- Every policyholder would pay his subscription as donation to the Waqf in order to assist those who need assistance among the participants and beneficiaries of Waqf.
- Any member or participant suffering a catastrophe or disaster would receive a certain sum of money or financial aid from the Waqf, as also defined in the pact, to help him meet the loss or damage he has suffered.
- An example of Waqf is a mosque, a hospital, a Waqf al Awlad etc. where the beneficiaries of these are predetermined.

#### **A brief structure of Takaful Company**

- A Takaful Company is formed with the capital of a group of investors for the purpose of investment into halal business and to compensate the victims of various losses.



- With these objectives, they establish a Waqf from a portion of their capital or from the total capital as per the terms and conditions of that company mentioned in its Memorandum (Articles).
- The portion of investment is based on an underlying contract of Musharakah/Mudarabah to invest in halal business and earn a halal profit. Any ratio of profit between the Policy Holder and Managing Partners (Takaful Company) can be determined on the basis of the principles of Musharakah or Mudarabah.
- A portion of Waqf is set apart to help victims of different losses and accidents as per the rules and regulations defined in the Memorandum of the Takaful Company. The ownership of this segregated amount for Waqf goes out from the ownership of Waqif (a person who establishes Waqf), as per the rules of Waqf mentioned in Islamic Shariah.
- The policyholders of Takaful will contribute an amount (or premium) as donation to that Waqf to participate in the objectives of fund to compensate their losses as per the rules of the Takaful Company.
- The Takaful Company, on the basis of actuary, can determine the donation for Waqf.
- The capital of Waqf can be invested into halal and secured schemes of investment, and that Waqf would own any profit and capital gain to that investment.
- Any reserve can be created from the Waqf to mitigate any future losses of that Waqf.



- The Takaful Company can charge a fixed fee or commission from the capital of Waqf for rendering the services of management and administration of this Waqf.
- Any surplus (Faaiz) after deduction of operating expenses and fees may be distributed to poor and/or beneficiaries of Waqf and/or reinvested in the fund again to increase the reserves of the Waqf as per the rules of Takaful Company.
- In case of insufficient assets and reserves of Waqf to compensate the policyholders of Takaful, the Takaful Company may arrange a financing or Re Takaful for the Waqf as per the rules of Takaful Company wetted by the Shariah Supervisory board of the company.
- In case of liquidation of Waqf, the assets of Waqf can be distributed among the poor and/or participants or beneficiaries of the Waqf as per the terms of the Takaful Company.
- The rules of Waqf for compensation of beneficiaries of Waqf can be predetermined to decide the basis of compensation, extent or limit of compensation, procedure of claiming the compensation and pre requisites of procuring the policy of Takaful.
- In case it is agreed that a portion of premium would be for investment purposes, the other portion would go to the Waqf for Takaful purposes.
- The first portion would be considered as investment on the basis of Musharakah / Mudarabah, and any profit/ loss would be shared by the Policyholders and Takaful Company on pre agreed ratios.





- At the time of maturity, this investment would be redeemed on NAV basis.
- However, in this case, the other portion of capital would go to Waqf as donation and all rules of Waqf mentioned in the Memorandum would apply to that amount.

#### **Takaful can be used to cover**

- Property e.g. house, factory, mosque, offices
- Vehicles (car, motorcycle etc)
- Goods (For import or export)
- Valuables
- Health, accidents and life

#### **How Takaful is purified from wrong elements**

Now lets analyze how alternative to conventional Insurance based on Takaful is purified with the wrong elements:

- In order to eliminate the element of "Mayser", the concept of Waqf and Tabarru (to donate, to contribute, to give away) is incorporated. In relation to this, participants shall agree to relinquish certain amount of money as "gift".
- The Takaful Fund, consisting of the contributions paid as Tabarru, will be invested by the Company based on the principle of Islamic modes of Trade, through which the element of interest (Riba) will be replaced.
- Through this procedure, the benefit of compensation/ coverage of loss can be achieved easily in a Shariah compliant and rewardable way.

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## CHAPTER 31

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### GUARANTEES

A Guarantee contract is permissible in contracts of exchange, e.g. a contract of sale, or contract of rights etc. This guarantee does not affect the validity of the contract in which it is required.

#### **Guarantees in Trust (fiduciary) contracts**

It is not permissible to stipulate in trust (fiduciary) contracts, e.g. agency contract that a personal guarantee or pledge of security be produced because, such a stipulation is against the nature of trust (fiduciary) contracts, unless such a stipulation is intended to cover the cases of misconduct, negligence or breach of contract. However, it is permissible for the agent to guarantee in his personal capacity and not in the capacity of his being the agent. In this case, the guarantee will keep intact (valid) even after the termination of Agency Agreement.

The above-mentioned rule will apply to the following contracts as well:

- Wadiah contract
- Amanah contracts
- Musharakah
- Mudarabah
- Wakalah
- Leasing contract where the leased asset is Amanah (trust) with the lessor.

#### **Guarantee Fee**

It is not permissible to take any remuneration whatsoever for providing a personal guarantee per se, or to pay commission for



obtaining such a guarantee.

### **Administrative Expenses**

The guarantor is however, entitled to claim any expenses actually incurred during the period of a personal guarantee.

### **Types of Personal Guarantee**

There are two types of Personal guarantees:

#### **i) Recourse Guarantee**

A guarantee, where the guarantor has the right of recourse to the debtor. This guarantee is offered at the request or with the consent of the debtor.

#### **ii) Non- Recourse Guarantee**

A non-recourse guarantee is offered voluntarily by a third party without the debtor's request or consent.

### **Pledges**

#### **Legitimacy of pledges**

It is permissible for an institution to stipulate that at or before the conclusion of the contract of a credit transaction, the customer shall provide a pledge of security to secure payment. The possession of the asset so pledged will not prevent the institution from demanding payment when the payment of the debt falls due.

#### **Conditions relating to a pledged asset**

A pledged asset must be a valuable asset that can be lawfully owned and sold. It should be subject to identification by sign, name or description, and capable of being delivered to the creditor. Hence, property held in common may be produced as pledge, provided that the pledged percentage of it is specified, such as pledge of share.



### **More than one Pledge**

It is permissible to grant more than one pledge on the same property with the condition that the subsequent pledgee should be aware of the previous pledges, in which cases, such pledges would rank equally if all were registered on the same date. In this case, the recovery of their debts from the value of the pledge may take place on a pro rata basis. But if the pledges were registered at different dates, then their priority to recover the amount of their debts would be determined according to the date of registration.

### **Possession and ownership of the pledged asset**

The pledged asset remains the property of the pledgor so far as it continues to be the subject of pledge. In principle, the pledged asset should be in the possession of the creditor. However, it is permissible that it be left in the possession of the debtor and all the rules governing pledges remain applicable to such a pledge.

- All actual expenses relating to tangible pledges, excluding the expenses incurred for the safekeeping of the pledge, are to be borne by the pledgor. If the pledgee pays for such expenses with the permission of the pledgor, he is then entitled to claim such expenses from the pledgor or to use up to the amount of expenses incurred.

### **Nature of Floating hypothecation charge as Security**

In modern day, a new concept of floating charge or Hypothecation charge has emerged. Under this concept, if a customer has taken Rs. 1 billion of financing from a Financial Institution (FI), the customer provides a guarantee to the FI to recover the debt by selling the assets of the company. The security is only up to the



amount of assets of the company, without specifying the assets of the Company. This structure is not technically a Pledge (Rahn) structure and falls under the category of Guarantee (Kafalah).

### **Shariah Audit and Compliance for Islamic Financial Institutions**

Shariah Audit is an independent examination of financial as well as operational information of Bank. It is conducted to express an opinion to the stake holders regarding the adherence to Shariah Guidelines, principles by the bank. In case of any non Compliance noticed, due to any reason, the Shariah Audit will provide suggestions for the remedial / consequential measures.

#### **Strategic Importance of Shariah Audit**

Shariah Audit is one of the most important function for any Islamic Financial Institution (IFI), since it gives an independent opinion about the very purpose of existence of any Islamic Financial Institution i.e. its compliance to the Shariah Principles. It is therefore extremely important that a proper system of Shariah Audit is established in every IFI, which should be regularly updated to reflect the latest practices in the growing field of Islamic Banking and Finance.

#### **Responsibility of Shariah Compliance**

In principle, It is the responsibility of each and every employee of an Islamic Financial Institution, to ensure adherence to Shariah Guidelines in their scopes of work. The direction towards creating a culture where every member realizes their responsibility for Shariah Compliance must be fostered by the Senior Management and supervised by the respective Departmental Heads.

Shariah Audit and Compliance, provides an assessment about the manner in which the responsibility of Shariah Compliance has been exhibited and ensured by the Staff members in





implementation, Departmental Heads in Supervision and Senior Management in direction setting to ensure Shariah Compliance.

### **Role of Shariah Advisor/Shariah Board**

In any Islamic Financial Institution, the role of Shariah Advisor and/or Shariah Board is of extreme importance as a policy maker of Shariah Rules and guidelines, which are required to be complied by each and every employee of the Bank. At a broader perspective, the role of Shariah Advisor and/or Shariah Board should cover the following areas:

- Overseeing the activities of the bank in light of Islamic Shariah
- Approves Product concept and documentation
- Check implementation of Shariah guidelines
- Conduct & Supervise annual Shariah Audit
- Issuance of Annual Shariah Report on bank's performance

### **Guidelines for Shariah Compliance**

In order to develop a Shariah Compliance culture in the Islamic Financial Institution, following set of guidelines can be helpful in developing a proper Shariah Compliance framework:

- All Products and Services offered by the Islamic bank must be approved by the Shariah Advisor (SA) and/or Shariah Board (SB).
- All Agreements used for carrying out transactions must be approved by the SA and/or SB.
- All the financial and accounting entries and related system (both manual & IT) must be reflective and in accordance with the guidelines issued by Shariah Advisor / Shariah Supervisory Board for every product and procedure.



- The Deposit pool management system/Profit distribution system must be approved by the SA and/or SB.
- The schedule of Charges must be approved by the SA and/or SB.
- Provide guidelines regarding the treatment of different securities taken by the bank to secure their financings.
- Any off-shore or local investment by the bank must be approved by the Shariah Advisor.

### **Role of Shariah Audit**

In order to create good practices and to ensure independent and un-biased assessment of Shariah Compliance in Islamic Banks, the Shariah Audit function should be conducted by an independent unit reporting directly to the Shariah Advisor/Shariah Board. An independent Shariah Audit function is expected to perform following roles:

- Shariah Audit will evaluate, whether the activities of the bank are being performed as per the guidelines issued, from time to time by Shariah Advisor and/or Shariah Board of the bank.
- A periodic audit and compliance review report should be submitted to the Shariah Advisor and top management of the Bank by Shariah Audit.
- Shariah Audit will evaluate that the accounting and procedural systems are being prepared and run in accordance with the guidelines and policies issued by SA / SSB.



## **Shariah Audit Methodology**

Shariah audit involves the review of the following:

- 1) Documentation, Procedures and Implementation
- 2) Deposits
- 3) Investments of the Bank

### **1) Documentation, procedure and Implementation**

In order to assess the Shariah Compliance guidelines in the financing transactions of the bank, the following types of Documentations are reviewed by the Shariah Audit:

- a) Master Agreements
- b) Transaction Documents
- c) Security Agreements/Documents

#### **a) Master Agreements**

- Master Facility Documents are generally Memorandum of Understanding between client and bank and are signed at start of the relationship between client and bank.
- This document contains the information regarding the Credit Limit of the Client, Terms and Conditions for the transactions, securities and guarantees provided from client and specific documentation required for every transaction.
- These documents are assessed to ensure that the guidelines of Shariah Advisor and/or Board are complied with, in the execution of these Agreements.

#### **b) Transaction Documents:**

- Every Islamic Financial Product has its own set of documentation which must be adhered to in its proper





sequence to ensure Shariah Compliance. The following Islamic financial Products are generally used in Islamic Banks:

- Murabaha
- Ijara
- Istisna
- Diminishing Musharakah

#### **c) Security Agreements/Documents**

- Security documents are those documents which the bank requires from the clients to secure its debts and secure itself from any negligence of client. Some of the security documents are as follows:
  - Letter of Hypothecation
  - Letter of Lien
  - General Financing and Collateral Agreement
  - Promissory Note.
  - Letter of Pledge
  - Guarantee
- Security documents are assessed by the Shariah Audit to ensure that only Shariah Compliant Securities are taken by the bank and the guidelines regarding the treatment of securities are complied with. For example, in a Musharakah, transaction security can only be encashed in case of negligence and misconduct by other party.

## **2) Product wise Audit Guidelines:**

### **Audit Guidelines for Murabaha:**

While performing the post disbursement audit of a Murabaha transaction, Shariah Audit needs to review the following:



- The phrasing and sequence of the Documentation of the standard Murabaha Financing is not changed without the approval of Shariah Advisor.
- Subject matter should be Halal other than currency, gold and those things where the ownership / Possession of the bank and its transfer to the customer is ambiguous. Description of assets sold by the Bank should be quantified and specified.
- It must be ensured that the offer and acceptance should be signed when Bank has purchased and taken the delivery of goods and those goods are in the ownership and possession of the agent / bank.
- It should be ensured that Murabaha goods are not consumed before the offer and acceptance.
- It should be ensured that the goods, which are purchased by client as agent of the bank are not already in the ownership of the client.
- It must be ensured that the Invoices provided by the supplier are genuine and reflect the relevant industry practices.
- Murabaha should not be rolled over.
- It must be ensured that the Murabaha transaction should not be rescheduled by increasing the price.
- It must be ensured that profit is not accrued by the bank before execution i.e. before offer and acceptance with the client.



### **Audit Guidelines for Ijarah**

The Shariah audit of an Ijarah must ensure:

- While auditing Ijarah transaction, it should be assessed that the Ijarah agreement being used is approved by the Shariah Advisor.
- The Ijarah agreement is signed at the time of the delivery of asset.
- The bank has taken the ownership and possession of the asset before giving it on Ijarah.
- Asset should be used for permissible (Halal) Purposes only.
- Sale and lease back, if approved by Shariah Advisor, must take place through two independent agreements of first sale and then Ijarah.
- At the end of Ijarah, the asset is transferred, if needed and not necessarily, to the customer by executing a proper Sale Deed or Gift Deed.

### **Audit Guidelines for Istisna Transactions**

The Shariah audit of an Istisna must ensure:

- The conditions of Istisna are the same as the conditions of sale, except for the fact that in Istisna a commodity is transacted before it comes into existence.
- All conditions of sale should be complied with while executing Istisna transaction except the delivery condition.



- The bank does not sell the goods of Istisna before taking possession.
- The goods were not identified and specified at the time of execution of Istisna Contract.

### **Audit Guidelines for Diminishing Musharakah Transactions**

While performing audit of Diminishing Musharakah transaction, Shariah Audit needs to evaluate the following:

- Phrasing and sequence of the package of the standard Diminishing Musharakah agreement used is approved by the Shariah Advisor.
- Ensure that each step of the transaction is followed by the next step and only the relevant document of that step is executed.
- This arrangement should not be used for cash financing.
- Ensure that joint ownership is created in a proper manner.
- Expenses are distributed according the proportionate ownership in the asset.
- Ensure that the Ijarah agreement is executed only after bank has taken possession of the asset.
- Ensure that offer and acceptance is executed between the bank and the customer to evidence.
- Evaluate that early termination is done as per the guidelines of Shariah Advisor and/or Shariah Board of the Bank.

### Guidelines for Auditing Deposit Side

Following guidelines are useful for auditing deposit side of an Islamic Bank, where deposits are taken on Mudarabah basis and the funds of the depositors becomes part of a deposit pool.

- Mode of deposit acceptance Musharakah, Mudarabah or Wakalah is clearly known to the Depositor.
- Sources & Utilization of funds are:
  - Identified
  - Balanced
- Risk & rewards are properly marked against each asset/deposit.
- Proper profit sharing ratio or weightages are assigned at the beginning of the period.
- Profit generated from depositor's pool is calculated and shared as per the guidelines.
- Losses, if any arises, must be shared in the pool as per the proportionate share of each depositor.

### Conclusion

For any Islamic Bank, Shariah Compliance is the most important area, It is not a matter of choice, but it is the purpose of existence, therefore, all banks must need to build Shariah Control system to ensure Shariah compliance in each and every aspect of the Operations of the Bank.

### General Environment and Staff Understanding

- In a broader view, the Shariah Audit must not be limited to



Financing activities but it must also cover the general Environment and understanding of the branch. For this purpose, following areas must be explored and assessed:

- The dress code of employees must be in accordance with the Islamic Culture.
- The attitude of the staff in their customer dealing and their dealing with colleagues is in accordance with the values and ethics of Islamic Shariah.
- Understanding of employee about basic concept of Islamic Banking must be assessed.
- Fatawas and all other Shariah and Product related Policies, guidelines and FAQ are available in the branch.
- Assess the status of training of the staff.



## **Examining the Prudence of Islamic Banks: A Risk Management Perspective**

### **Risk Management in Islamic Banking: An Applied Perspective**

In order to understand the process of Risk Management, we should keep in mind the following rules:

1. It is not allowed to earn money without taking risk of an asset.
2. Risk alone cannot be sold or transferred with a consideration without transfer of ownership of the asset.
3. On voluntary basis, one can assume the risk of other/s.

Now, we will answer the above mentioned question that how different risks could be managed, mitigated, covered or hedged in Islam. There are different types of risks in the trade and there are various ways available to mitigate these risks. We can name these tools as Shariah Compliant Risk Mitigating tools. First, we compare what are the types of Risks in Conventional banking and Islamic banking.

### **Risks in Conventional and Islamic Banking**

Risk Management is a continuous and vigilant process. It is an activity more than an action. It is designed to manage the risks inherent in the bank's business. The goal of an effective Risk Management system is not only to avoid financial losses, but also to ensure that the bank achieves its targeted financial results with a high degree of reliability and consistency.

A conventional bank is generally exposed to the following types of risks: Credit Risk, Market Risk, Liquidity Risk, Operational Risk, Regulatory Risk, and Reputation Risk. A Conventional bank lends



money and earns interest on the lent money. It lends money for any financial need, be it for the purchase of assets or not. Even, if it provides financing for the purchase of assets, it does not own the assets and is only concerned with the return of its principal amount and interest. Therefore, it avoids facing many risks that Islamic banks have to face due to their Shariah compliant operations. However, the flipside to this is that conventional banks, by way of freedom to lend money only- get themselves involved in excessive leveraging and their money based financial assets are theoretically exposed to unlimited risks as compared to Islamic banks who by way of asset backed financing are exposed to risks only to the extent of diminishing value of the real asset.

An Islamic Bank faces variety of risks in addition to the risks faced by conventional bank i.e. reputation risk, shariah non-compliance risk, product/mode of financing risk, process risk, counterparty risk etc. Apparently, Islamic banking transactions look more risky as compared with the conventional banking transactions. But, if we thoroughly consider many prevalent products of conventional banking and finance, we can easily differentiate that Islamic finance has limited-risks on its assets as all financing provided by Islamic banks are real asset/service backed. Following chart shows the Risk Management framework in Islamic Banking.

### Risk management Framework in Islamic Banking





### Risk Mitigant Tools in Islamic Banking

There are different Shariah compliant ways to mitigate or minimize the risks mentioned above in Islamic banking which are as follows:

1. **Innovation in collateral arrangements:** This mitigates the credit and default risk. Credit and default risks are more important in Islamic banks as rollover and sale of debt at a discount/premium is not allowed in Islamic Shariah.
2. **Third Party Guarantees:** This mitigates the credit, default and counterparty risk. This ensures that the bank has recourse to cover its actual losses incase the counterparty defaults.
3. **Seeking credit ratings of clients from specialized and credible institutions:** This mitigates credit risk, default risk, counterparty risk, information risk and asset quality risk. Furthermore, it solves the problem of moral hazard and adverse selection arising from asymmetric information.
4. **Selection of appropriate financial instruments available in the Islamic financial product mix to manage risks profitably:** Appropriate use of Islamic financial instruments in a particular transaction mitigates process risk and liquidity risk. Wrong use of a mode of financing may result in profits going into charity or the bank having to disinvest immediately creating liquidity crunch for the bank.
5. **Precise cost estimation so that price is quoted after adding an appropriate profit margin for Islamic banks to cover the market and price risk.** This mitigates transaction risk and price risk. It ensures that over the period of the term of financing, the bank is able to cover the actual direct costs it incurred incidental to ownership and earns a profit as well.





6. **Takaful coverage (an alternate to conventional insurance) to hedge against unforeseen events which can shorten the life of the asset and its effectiveness.** This mitigates subject matter risk against fire, theft, marine accident, shipment failures etc.
7. **Making prior shariah approval for all financing transactions necessary to ensure Shariah compliance mitigates reputation risk.** Furthermore, apprehensions about Islamic Banking are removed by publishing and distributing books on Islamic Banking, arranging seminars, designing and delivering Islamic banking courses, workshops and various training programs.

### **Islamic & Conventional Banking Operations: A Risk Management Perspective**

Now we will compare briefly the investment operations of Islamic and conventional banks. Following is a list of securities and investment operations which are very risky and prohibited in Islamic Shariah. But, they are allowed and used in conventional banking and finance and have caused financial crisis in East Asia in 1990s and even more severe and disastrous financial and economic crisis today, the depth of which is still not known.

1. Securitization of Receivables without being 100% backed by fixed assets.
2. Issue of bonds especially junk bonds and convertible bonds which can disrupt the company's capital structure without it being willing to do so.
3. Short selling of stocks, commodities and other securities.
4. Future and forward transactions in stocks and commodities.

5. Sale of Debt or Debt Swap which increases the size of financial claims and not the real assets and hence eventually brings inflation in the economy.
6. Discounting/Factoring of Receivables. The difference between the discounted value and par value is Riba and hence it is not allowed.
7. Buy back agreements, and Repos/Reverse Repos.
8. Margin financing, which multiplies the investment one can make and hence increasing the leverage. In economic downturns, it may result in loss beyond original investment.
9. Lending financial securities as financial securities themselves are just equivalent to cash i.e. consumables and hence no consideration can be asked or given as the case maybe on consumables. Permissible Financial securities (not involving Riba and Gharar and conforming to other Islamic Shariah rules) can only be sold with transfer of ownership as well as risk.
10. Derivatives like forwards, futures, swaps, credit default swaps, FRAs, Put Options, Call Options, Straddle Options etc.
11. Hedge funds, which take on unnecessary risk and make capital markets more volatile wherever they go.
12. Credit sale of currencies for speculation.
13. Other similar transactions.



**Concluding Remarks:** The above mentioned transactions involve either Riba and/or Gharar. Therefore, they are not allowed by Islamic Shariah, and if we analyze the current financial crisis, we would find that a major cause for such crisis is rooted into the use of Riba and Gharar based transactions. If the rules of Islamic Shariah are followed, we can save ourselves from very risky transactions ensuring smooth running of the financial institutions and hence the economy. Furthermore, the objectives of fair distribution of wealth based on real business and productive enterprise will be achieved as Islamic Shariah only permits taking on risk proportionate to the real value of asset and not beyond the value of the real asset.



## About the Author

Dr. Muhammad Imran Ashraf Usmani, Son of Justice (r) Mufti Muhammad Taqi Usmani, holds LLB, M. Phil, and Ph.D in Islamic Finance and graduated as a scholar (Alimiyah degree) and Takhasus (Specialization) in Islamic Fiqh and fatwa from Jamia Darul-Uloom, Karachi. Dr. Usmani is the In-house Shariah Advisor and Group Head of Product Development and Shariah Compliance department of Meezan Bank, where he supervises in-house training for the different courses, audit & compliance, R&D and advisory for Shariah based banking activities.

Dr. Usmani has been serving as instructor of different subjects of Shariah and as administrator of some divisions of Jamia Darul-Uloom, Karachi since 1990 and is visiting faculty member of MBA/PhD students of Karachi University and IBA. He has also been leading Friday Khutbah and prayer at a Jamia Mosque for 20 years.

Dr. Usmani currently serves as Member of Government of Pakistan steering committee for promotion & development of Islamic Finance, Shariah Advisor/Member of Shariah Boards of Credit Suisse Bank (Global), Japan Bank for International Cooperation (JABIC), AIG (Charitas Takaful) Insurance Company (Global), Guidance Financial Group - USA, Shariah Council of AAOIFI - Bahrain, HSBC, Future Growth Albaraka Equity Fund South Africa, Sarasin Bank Switzerland, Center for Islamic Economics - Karachi, International Islamic Rating Agency (IIRA) - Bahrain, International Islamic Financial Market (IIFM) - Bahrain, Amanah Islamic Finance - Australia, Pak Kuwait Takaful Company, Al-Meezan Mutual Fund, Amanah Bank - Sri Lanka.

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Dr. Usmani is author of many books related with Islamic Finance and other subjects of Shariah. He has been presenting papers in many national and international seminars and has delivered lectures in various academic institutions such as Harvard, LSE, IDA, LUMS and others.

Dr. Usmani is also founding trustee of Ihsan Trust (Meezan Bank) for helping the needy people for their higher education and health problems. Dr. Usmani is also head of Hira Foundation School (HFS) project of Jamia Darul Uloom Karachi to provide a high standard education from Montessori level to University levels combining conventional modern academics with Islamic teachings.



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