

MANZIL

Balancing financial needs with spiritual obligations

A Problem Worth Solving



Muslims around the world cannot enter into financial transactions that pay or receive interest (usury). As a result, the majority of them transact in cash, and continually do not participate in conventional banking instruments.

Islamic Finance is a \$2.4 trillion dollar industry globally, and growing at near double digit CAGR. It is prevalent in the MENA and SEA regions, along with the UK.

North America, a huge untapped opportunity, is in its infancy stage. Unavailable products include:

- **Equity & Fixed Income Investments**
- **Mortgages**
- **Prepaid Credit Cards**
- **Car Loans**
- **Insurance**

Mission

Manzil will create the first Challenger/NEO Bank that will cater to the Canadian Muslim & Ethically Conscious community through:



First Halal certified financial solutions in Canada



Scalable back-office that enables multiple financial products



Knowledge Centre that digitally educates and services

Milestones

May 2019	\$1.15M Pre-Seed Round Raised
August 2019	Accepted into Holt Accelerator Program
October 2019	Halal Mortgage Product & Fund Launched into Market
December 2019	Manzil Halal Portfolios Launched with WealthBar
January 2020	Manzil Mortgage Fund Launched on Fundscraper & FrontFundr
March 2020	Launched HardBacon Partnership
May 2020	Accepted into NEXT Founders Program
June 2020	First Mortgage Transaction & Post Revenue
October 2020	Accepted into Founders Embassy Accelerator (Silicon Valley)
June 2020	Halal Car Financing Program Launch

Revenue Projections

	2020 Q1	2020 Q2E	2020 Q3E	2020 Q4E	2021 Q1E
Investment Accounts Opened*	500	1200	2000	4000	7000
Investment Accounts Funded*	150	300	500	1000	1500
Mortgages Placed	0	3	4	5	10
Cars Financed		50	150	300	500
Quarterly Revenue		\$25,000	\$100,000	\$250,000	\$400,000
Total Revenue		\$25,000	\$125,000	\$375,000	\$775,000

*Cumulative

Traction & Opportunity

	Current Muslim Population	Spending Power (USD)	Halal Mortgage TAM	Halal Investment TAM	Halal Car Financing TAM
Traction			\$600M	\$2M	\$20M
Canada	1.60M	\$20Bn	\$300Bn	\$20Bn	\$8Bn
USA	3.45M	\$200Bn	\$1.00Tn	\$80Bn	\$20Bn

“Environics found that 31 per cent of millennial investors either usually or always consider environmental, social or governance (ESG) factors in their investing. That’s more than double the percentage of baby boomers.”

Manzil Halal Homes: Our Offerings

Musharaka (Partnership) Mortgage

- New Purchases
 - Transfers from other Financial Institutions
 - Refinancing
-
- Minimum down payment required is 20%
-
- Variable-rate pegged to Bank of Canada Prime + 3.20% (Currently 3.45%)
 - Payment will increase or decrease based on Bank of Canada Rate decision
-
- Terms between 1 - 25 years
-
- Open contract meaning you can pay it off anytime with no penalty
 - No profiting off of delayed or default payments
-
- The title is shared between you, the owner, and Manzil
-
- Manzil will share in the profit or loss of your house depending on the ownership % at the time
-
- You are responsible for paying Property Taxes, Utilities, and Maintenance*

Murabaha (Cost-Plus) Mortgage

- New Purchases only
-
- Minimum down payment required is 20%
-
- Fixed-rate between 3.49% - 5.49%
 - Payment will never increase or decrease
-
- Terms between 1 - 25 years
-
- Open contract meaning you can pay it off anytime with no penalty
 - No profiting off of delayed or default payments
-
- The title is with you, the owner
-
- Manzil does not share in the profit or loss on your house
-
- You are responsible for paying Property Taxes, Utilities, and Maintenance*

Origination. Underwriting. Payments.

- Manzil has created a full stack architecture that vertically integrates **Origination, Underwriting** (ML/AI enabled), and the collection of **Payments**
- We have partnered with the following service providers via their API's to make this happen seamlessly and provide instant decisions:



PurView[®]
POWERED BY TERANET

- Manzil is the only Canadian FinTech that has partnered with  **MODERN TREASURY** to provide a fully reconcilable payments solution platform for all Manzil clients using any of our halal financing solutions

Halal Investment: Manzil Mortgage Fund

- The Manzil Mortgage Fund is currently listed on NEO Connect under the ticker [MANZL](#)
- **NEO Connect** is a fund distribution platform offered by **NEO**, allowing investment products not listed on an exchange be purchased and redeemed by investors, working through an IIROC dealer, in a similar fashion to publicly traded securities and exchange traded funds
- The following Investment Dealers provide consumers access to purchase our fund:



Halal Investment: Manzil ETFs

Purpose

I N V E S T M E N T S

- Manzil is in advance discussions to create its own brand of Halal equity based ETFs with Purpose Investments; an \$8Bn asset manager based in Canada
- Our first ETF will be a **Halal North American Equity Dividend Fund**
- Anticipated launch date is end of Q2 2020
- Relationship will be in the format of Purpose handling the back office operations of the ETF while Manzils focus will be in the form of Marketing, wholesaling to advisors and attracting DIY clients to the fund
- Estimated first 12 month fund AUM is \$30M - \$50M; market TAM is \$20B

Halal Financing: Manzil Wheels



- Manzil is in advance discussions to create its owned brand of Hala Car Financing with Fairstone Financial; Canada's largest non-bank provider of responsible lending solutions for near-prime and non-prime borrowers
- Anticipated launch date is end of Q2 2020
- Relationship will be in the format of Fairstone handling the back office operations of the Car while Manzils focus will be in the form of marketing and attracting clients to this program
- Manzil already has a waitlist of over 500 applicants with over \$20M of funding required
- Estimated first 12 month revenue is \$500K - \$1M

Why now?

Blue Ocean

Completely Untapped Market

No Products

There are No Bonafide Halal Products in the Market

High Barriers

Multiple Barriers to Entry

No Experts

Lack of Islamic Finance Experts in Canada

The Path to \$100M ARR

PRODUCT	ASSETS	# OF CLIENTS	REVENUE
MANZIL MORTGAGE FUND	\$3 BILLION	67,000	\$45M (ARR)
MANZIL MORTGAGES	\$3 BILLION	6,000	\$60M (Commission)
MANZIL CAR FINANCING	\$2 BILLION	67,000	\$100M (Commission)

Product & Expansion Roadmap

COUNTRY	Q2 2020	Q3 2020	Q4 2020	2021	2022	2023	2024
CANADA	Variable** Mortgage	Car** Financing	Credit Cards**	Robo Advisor**	Deposits	Student Loans	Commercial Financing
USA					Mortgages	Robo Advisor	
UK						Mortgages	Robo Advisor

** Products in development

The Team That Makes it Happen



MOHAMAD
REVENUE

PhD, MSc, MBA
12+ Years Banking
3+ Years Academia
Consult UAE Gov'ts
on Islamic Finance



SAM
OPERATIONS
20+ Years Product
& Operations in
Startups



OUSAMA
MARKETING
Harvard
20+ Years
Marketing for
Startups



OLFA
ENGINEER
3+ Years Building
Front End

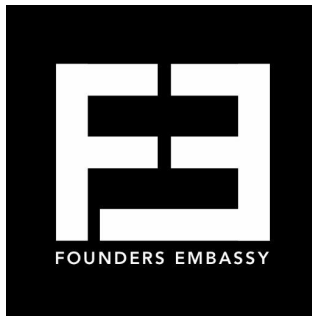


MUSTAFA
FINANCE
Columbia
CPA 10+ Years
Finance &
Accounting



CHAYIM
TECHNOLOGY
20+ Years
Building &
Shipping
Software

Manzil is Supported By:



NEXT
FOUNDERS
a **NEXT** Canada program

Seed Round

\$2-3M

- \$250K Closed via SAFE
- \$250K Committed
- Q2 2020 Round Close
- Canada Expansion
- Product Expansion
- Build More Tech
- More Marketing
- More Operations

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