



# Tabadul

## Tabadul Exchange System



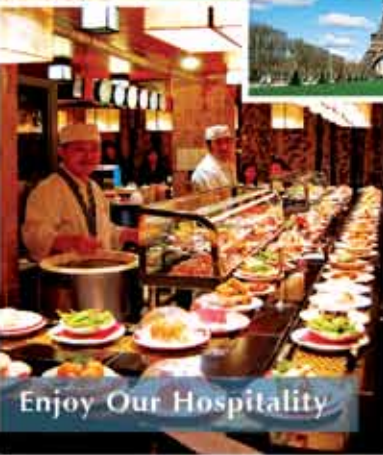
Cruise trips



Select Your Destination



Global Network



Enjoy Our Hospitality



A New Concept of Family Entertainment



Fly to Your Destination



Regional Network



Safari Adventures



Diving trips



Drive Your Way



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Murabahat Real Estate Solutions Company is a leading provider of specialized real estate solutions, products, tools and services based on Islamic Sharia legislation in the Middle East. Murabahat is located in Kuwait (headquarter), UAE, KSA, Egypt and Turkey.

Murabahat Real Estate Solutions customer segments are: Arabs specifically and Muslims in general which are 150 millions. Its current prospects reach to more than 100,000 and have successfully added more than 14,000 to its customer data base.

Because of Murabahat Real Estate Solutions investment creativity sight, Murabahat managed to add a new sight view for these tools, services and products inspiring from the Islamic religion. In order to extend these tools appliance area, for example Sokouk Tabadul which became involved in the traditional touristic projects, after it was only exclusive for Islamic projects.

Now, Murabahat is applying two different types of projects for its customers. The first one under the religious tourism which is Al Maqam Tower (Mecca – KSA) and second one under the family tourism which is Sharm Lagoon (Sharm Elshiekh – Egypt). Throughout these projects and future ones, Murabahat create an integrated unique exchange system which has been introduced to the real estate market for the first time combining all the possible pros and conveniences that a consumer would dream of. Murabahat named this system “Tabadul Exchange System”.





## Sokouk Tabadul

Sokouk Tabadul is a title of ownership or deed to a unit or real estate property that entitles its owner to take advantage of the given residential unit for specific number of years and for a specific period of time during the year.

### Characteristics of Sokouk Tabadul

- 1- Ownership of Sak Tabadul as a right to use for specific number of years and for a specific period of time during the year
- 2- Can be awarded the right to use for one year or several years
- 3- Can be sold another time
- 4- Transfer the right to use for the coming one year
- 5- Bequeath the right to use of sokouk in the case of death

### The Vision behind Sokouk Tabadul

- 1- Address price inflations of touristic units during high-season
- 2- Provide previously inaccessible units to a broader market
- 3- Provide full service facilities all year round without the need for costly maintenance
- 4- Allow families and interested parties in taking advantage of units without having to tolerate:
  - 1- Fees and expenses
  - 2- Underutilized units closed most of the year
  - 3- Capital freezing

### Sokouk Tabadul with the consensus of Islamic law

Our Islamic Law is a miracle by all scales, and one of its miracles is its ability to adapt and respond to the needs of all societies everywhere and at all times. It was described as being benign due to its flexibility and ability to produce tools and systems that enable all the members of any society to start their commercial tasks and financial and monetary transactions rapidly and easily in an environment free of exploitation, opportunism and commercial imposture. Although there are many similarities between the sokouk system and the Time Share system, they are absolutely different for the sokouk system abides by the rules of the Islamic Law completely and is subjected to the Islamic Teachings.

### Sokouk Tabadul and Points System

Murabahat created the points system by converting the value of each sak to points where customers can exchange those points with added value services that tourists need. Since our systematic policy is based on Islamic principles we will assign an external auditor for the earned points calculation to assure our customers right.



## Tabadul Exchange System

It is a unique flexible exchange system adhered to Islamic principles developed by Murabahat Real Estate Solutions to ensure the best utilization of added value services based on points system.

## Characteristics of Tabadul Exchange System

Tabadul Exchange System is a new system based on rules and laws compatible with Islamic shari'a law to ensure the full enjoyment of added value services provided by this system. Tabadul Exchange System is characterized by flexibility and diversity of choices and ensures the best utilization of added value services away from the boring and difficulty to use.

## The Motivation and Justifications behind the Creation of the Tabadul Exchange System

The vision of this system started from the practical experience of the sokouk system found in the real-estate market. Tabadul Exchange system has made it possible to enjoy new and unique services and characteristics which were unavailable to Sokouk holders world wide. This gave the sokouk unattained flexibility and validity in order for the agent to receive the utmost benefit when getting any sak from the Murabahat for real-estate solutions



## The Mechanism of Tabadul Exchange System

In order to answer the needs of a great number of agents, Tabadul exchange System was established to procure unique tourist real-estate services introduced for the first time in the acts market. Also, a highly qualified network was founded to cover all the sokouk holders needs all over the world. The Tabadul exchange System enables the Murabahat agent only to enjoy his right to use the Tabadul sak in any touristic place he would like to visit.

Network of Resorts & Hotels



Airline Tickets for Family



Rent a Car Services



## Tabadul Exchange System Memberships






- Tabadul Exchange System contains five member ships (Platinum, Gold, Silver, Bronze, Blue) were classified and prepared to suit the various needs of members .Keeping in mind that as we move from blue membership to platinum membership, members will enjoy with more benefits.
- Owner of the sak can join one of these memberships (Platinum, Gold, Silver, Bronze, Blue) depending on the type of the sak and type of the project which passes through his sak.





## Tabadul Exchange System Benefits

Enjoy the quality of having the various exclusive services of Tabadul Exchange System which includes a network of the most well-known hotels and resorts, flight tickets from international airlines to any country, cars provided by the most famous international offices all over the world, the most delicious meals served by the hotels restaurants you book in. Moreover, you can enjoy several recreational services such as going on safaris and on cruises in addition to diving.

Exchange Services within Tabadul System	Platinum	Gold	Silver	Bronze	Blue
 Exchange points with a selected network of 5 or 4 stars resorts & Hotels in the world	500+ 4&5 Stars R&H	400+ 4&5 Stars R&H	300+ 4&5 Stars R&H	200+ 4 Stars R&H	100+ 4 Stars R&H
 Exchange points with airline tickets for family with several airlines	YES	YES	YES	NO	NO
 Exchange points with rent a car services from international providers	YES	YES	NO	NO	NO
 Exchange points with food & beverages offered at your hotel	YES	YES	NO	NO	NO
 Exchange points with entertainment services as cruisers & safari trips	YES	NO	NO	NO	NO



**Hotel Network** Enjoy a network of more than 500 destinations consisting of 4 and 5 stars hotels and resorts, all located in the most attractive spots in the world like Paris, London, and Lebanon. Any points customers hold will automatically guarantee them much lower prices than any other company would offer.

**Exchange Points for Airline Tickets:** Enjoy with us based on your membership the ability of exchanging points with airline tickets throughout certified travel agencies to any place in the world.

**Exchange Points for Rent a Car:** Enjoy based on your membership the ability of exchanging points with rent a car through best certified global offices.


**Exchange Points for Meals:** Based on membership, we offer you the ability of exchanging points with meals either bed and breakfast (BB) or full board (FB), which you choose during your booking at the hotel of your choice.

**Exchange Points Other Services:** Incredible services available for platinum membership customers. Such services are Safari trips, Diving Trips, cruises, and other special services.





**Control the credit of your points with Tabadul Exchange System** and enjoy the flexibility of buying, borrowing and transmitting your own points to others.

Exchange Services within Tabadul System	Platinum	Gold	Silver	Bronze	Blue
 <p>Accumulate your points from year to year in your account</p>	5 Years	4 Years	3 Years	2 Years	1 Year
 <p>Buy points if needed for your vacation plan</p>	YES	YES	YES	NO	NO
 <p>Borrow your next year points and use them today</p>	YES	NO	NO	NO	NO
 <p>Transfer points to your relatives and friends accounts</p>	YES	NO	NO	NO	NO
 <p>Transfer points between your accounts from different projects</p>	YES	YES	NO	NO	NO



**Points Acc Years:** Based on your membership , enjoy the ability to transfer and accumulate your yearly points to more than one consecutive year in order to enjoy value added services provided by Tabadul Exchange System such as air line tickets, meals, hotels and resorts through the years of benefits

**Buy Extra Points:** Based on membership, we offer you an easy way to expand the period of your stay by giving you the ability to buy additional points that gives you either additional days in special prices or additional services you desire.

**Borrow Points:** Our platinum membership customers will enjoy the ability to borrow points from the balance of one following year in order to use it in the current year






**Transfer Points to others:** Our platinum membership customers will enjoy the ability of transferring points to their relatives and friends.

**Transfer Points between accounts:** Based on your membership, enjoy the ability to transfer points between your accounts from different projects





**The quality of flexible point control with Tabadul Exchange System** is provided by Tabadul Exchange System to all those who own the sokouk according to their membership such as partitioning the sak, buying the points and donating the period of benefit to someone as a gift.

Exchange Services within Tabadul System	Platinum	Gold	Silver	Bronze	Blue
 Partial use of a week, weekend (3 nights) and weekdays (4 nights)	YES	NO	NO	NO	NO
 Cashing accumulated points for 5 consecutive years	YES	NO	NO	NO	NO
 Gift the benefit for 1st degree relatives without management charges	YES	YES	YES	YES	YES
 Gift the benefit for 2nd degree relatives with a discount on M. fees	100%	100%	0%	0%	0%
 Internal exchange fee in (\$) *	30	50	50	70	70

\* The prices listed above are valied for 2009 only.



**Period Partial Usage:** Our Platinum membership customers will enjoy the benefit of splitting their period to either take the three nights of the weekend or the remaining four nights.

**Cash Points:** Our platinum membership customers will enjoy the facility of exchanging the value of the annual collected points and up to five years if they intend not to use their period.

**1st Degree Relatives:** You will be offered to give your 1st degree relatives ( father, mother, Husband, wife, and children) the ability to benefit from the unit owned directly.

**2nd Degree Relatives:** 2nd degree relatives (brothers, and sisters) will enjoy the ability to benefit from the unit directly.








**Internal Exchange Fee \$:** Our customers will enjoy discounted fees if they intend to:

- Change the period in the same project
- Dedication
- Exchange through the projects of Murabahat





Other flexible characteristics with Tabadul Exchange System allow you to get the optimum benefit of being a member in Tabadul System.

Exchange Services within Tabadul System	Platinum	Gold	Silver	Bronze	Blue
 Yearly Subscription charges for using Tabadul system benefits	75\$	75\$	50\$	35\$	25\$
 Free subscription fees offered when buying the Tabadul Sak (1st time)	3 Years	2 Years	1 Year	1 Year	1 Year
 The minimum Exchange request time.	45 Days	60 Days	60 Days	90 Days	90 Days
 Special offers for vacations, travel, and other products	YES	YES	NO	NO	NO
 Special commission charges when reselling the Sak to third parties	YES	YES	YES	NO	NO
 Subscription Type	VIP	Std	Std	Std	Std
 Customer Club Card Upgrade	Not Needed	Accepted	Accepted	Accepted	Accepted



**Yearly Subscription Fee \$ (added to annual fees):** Unbelievable benefits from Tabadul Exchange System a customer can have with a low fee in dollars based on his membership.

**Free Subscription Years at Purchase:** Listen closely; customer will get immediate free subscription years based on his sak and membership. If you purchase a sak in Sharm Lagoon project, by default your membership will be gold. If you take look in Tabadul Exchange System table and based on your membership which is gold , you will find out that you will have 2 free subscription years in Tabadul Exchange System

**Exchange Request Time:** The minimum Exchange request time for using exchanging , dividing, or transferring the benefit period and it varies between membership levels so that each membership has a time different than the other.

**Guest special offers:** Enjoy discounts on the price of staying in the hotel or the resort offered to you based on your membership. For example, in the summer time in London, if you have platinum or gold membership, you can offer your guest the room in a 5 or 4 stars hotel with a special discount.

**Resell of Deed (Special Rate):** We offer you the ability to resell the sak when you want through Murabahat according to the Simultaneous prices at the time of sale with a specific percentage for us.

**Subscription Type :** Have a Platinum membership, be a VIP member and enjoy a special treatment in terms of procedures.

**Customer Club Card Upgrade :** Save money by investing and enjoy the ability of upgrade your membership that you attained according to the project that you belong to. for example if you are belonging to Maqam Project then your membership is silver, you can upgrade your membership either to gold or to the highest platinum membership.





## Tabadul Portal

Using the online Tabadul Service, Sokouk holder will be able to access their accounts over the Internet via Tabadul Online Portal. All the services provided by the Tabadul services are available on the Portal ([www.tabadulonline.com](http://www.tabadulonline.com)) such as Reservations of Hotel Rooms, Airtickets, Car Rental and meals. The SAK holder will be able to manage his points online by points purchase, transfer, borrow and gifting. Online payments and support inquiries will be available on the portal.

All of these services are provided with comfort and highest level of security and safety



## **Be Informed, Be Empowered**

Tabadul online provides the latest updates and exclusive offers happening in the vast Tabadul network. Tabadul online is your single, powerful source for valuable and exclusive travel and leisure services.

## **Take Control**

Using Tabadul online gives you the command of Tabadul innovative features and services. Management of your personal Tabadul account and Tabadul services is a few clicks away.

## **Ease of Use**

Using Tabadul portal will allow management of rich Tabadul features using a presentation that is intuitive and easy to use. Text, colors, and images combine in an attractive layout that provides quick and easy access to the things you need the most.

## **Accessibility**

Accessing Tabadul portal is very easy. Tabadul portal is reachable from internet connected home computers and notebooks.

## **Security**

Online security of Murabahat customers is highly important. Therefore, Tabadul Portal features robust security measures aimed at protecting Murabahat customer confidentiality.



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



Tabadul Exchange System

## Our Destinations

Middle East and North Africa



Saudi Arabia



Morocco



Lebanon



Tunisia



Egypt



United Arab Emirates



Bahrain



Jordan



Turkey





  
**Egypt**  
  
**مراجبات**  
**Murabahat**  
 للحلول العقارية  
 Real Estate Solutions  
**Cairo**  
 Maadi - St. 23 No. 10  
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 Cleopatra Tower, Floor 6  
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**UAE**  
  
**United Gulf Properties**  
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