

PRODUCT DISCLOSURE SHEET

(Please read and understand this Product Disclosure Sheet together with the general terms and conditions governing the Export Credit Refinancing (ECR) before you decide to take up this product. You are required to seek clarification with EXIM Bank's (Bank) Relationship Manager assigned to you on any of the terms and conditions governing the said product. Please ensure that you have fully understood the product and the terms and conditions are suited to your loan and/or business requirement.)



Export Credit Refinancing

1. What is this product about?

Export Credit Refinancing (ECR) provides an alternative short term pre- and post-shipment financing to direct/indirect exporters to promote export of manufactured products, agriculture products and primary commodities.

The pre-shipment ECR facility facilitates the production of eligible goods for export prior to shipment and to encourage the backward linkages between the exporters and local suppliers in industrial development.

The post-shipment ECR facility bridges the funding requirement of exporter from shipment to receipt of payment of the export bill.

2. What do I get from this product?

Loan Amount	Currency ()*: _____ * Acceptable currencies are USD, EURO and other appropriate currencies.
Loan Margin	<p>Pre-shipment</p> <ul style="list-style-type: none"> Order-Based <ul style="list-style-type: none"> Direct Exporter: margin of financing is up to 95% on value of export order Indirect Exporter: up to 95% of ECR Domestic Letter of Credit (DLC), ECR Domestic Purchase Order (DPO) or Local Purchase Order (LPO) Certificate of Performance (CP) <ul style="list-style-type: none"> Direct Exporter (Manufacturing & Trading)- 100% of Export Value of preceding 12 months Indirect Exporter (Manufacturing & Trading)- 80% of Export Value of preceding 12 months <p>Post-shipment</p> <p>Up to a maximum of 100% of export bill value. Subject to availability of ECR credit limit with the commercial bank and EXIM Bank's administrative limit.</p>
Tenure	Pre-Shipment: Up to 120 days Post-Shipment: Up to 183 days
Effective Interest Rate	Determined by EXIM from time to time.
<p><i>Example:</i></p> <ul style="list-style-type: none"> Total loan amount : USD xxx Bank's interest rate : XX% Effective interest rate: COF + Spread 	
<ul style="list-style-type: none"> Loan Margin: XX% Tenure: XX years 	
<p><i>Note: 1. The above example is only for illustration purpose and may not show the actual loan obligation.</i></p> <p><i>2. The interest rate is subjected to cost of fund plus spread. The spread is based on the risk rating of the company and other non-quantitative considerations.</i></p>	

3. What are my obligations?

- You are required to pay the Bank's Interest based on utilization amount which is computed based on prevailing Bank's Effective Interest Rate.

- You are required to make a full settlement for the outstanding amount (principal plus interest) upon maturity of the facility and based on the repayment schedule provided or notified by the Bank from time to time.
- You are also required to provide additional security as and when required by the Bank from time to time..

4. What are the fees and charges I have to pay?

No.	Type of Fees and Charges	Quantum
1.	New application for access	RM50
2.	Application for ECR Certificate of Performance (CP) <ul style="list-style-type: none"> • Issuance of CP • Revision of CP Limit 	RM50 RM50
3.	Pre-Shipment (Processing Fee per transaction) <ul style="list-style-type: none"> • Lodgment • Disbursement • Partial Disbursement • Early Settlement Redemption	RM5 RM5 RM5 RM5 RM5
4.	Post-Shipment (Processing Fee per transaction) <ul style="list-style-type: none"> • Refinancing • Early Settlement Redemption	RM5 RM5 RM5
5.	Report (Processing Fee per transaction) <ul style="list-style-type: none"> • Daily Confirmation Report • Pre-Shipment Month-end Profit Report Post-Shipment Quarterly Report	RM5 RM10 RM10
6.	Online update for ECR Transactions Pre-Shipment <ul style="list-style-type: none"> • Lodgment • Disbursement • Partial Disbursement • Early Settlement • Redemption Post-Shipment <ul style="list-style-type: none"> • Refinancing • Early Settlement Redemption	RM10 RM10 RM10 RM10 RM10 RM10 RM10 RM10

No.	Type of Fees and Charges	Quantum
7.	Others <ul style="list-style-type: none"> Request for Increase in Administrative Limit (more than RM100 Million) Special Approval Handling Fees Remittances Fees 	RM200 RM50 RM50 RM5
8.	Stamp Duty	As per the Stamp Act 1949 in Malaysia and/or stamping requirement in other jurisdiction (if applicable).
9.	SWIFT Charges	RM70
10.	Audit Confirmation Fee	RM100
11.	Redemption Letter/Statement Fee	RM50 (SME Customer)
12.	Letter of Support Fee	RM100 (SME Customer)
13.	Legal Fee	As charged by Lawyer
14.	Postage / Delivery Charges <u>Local Party</u> <ul style="list-style-type: none"> Normal Mail Registered Mail Courier / Hand delivery <u>Foreign Party</u> <ul style="list-style-type: none"> Normal Mail Registered Mail Courier 	Min.RM3 Min.RM6 Min.RM7 Min.RM4 Min.RM8 Min.RM50 – varies on location

Please request from your Relationship Manager for the Bank's Standard Fees and Charges on Conventional Products and Services. If there are any changes in fees and charges that are applicable to your facility, the Bank will notify you at least 21 calendar days prior to the effective date of implementation.

5. What if I fail to fulfill my obligation?

We shall charge you a penalty for late payment at one percent (1%) per annum on the prevailing interest rate.

6. What if I fully settle the financing before its maturity?

Nil.

7. Do I need insurance coverage

Not required.

8. What are the major risks?

- Our Effective Interest Rate may be subject to fluctuation during the loan tenure.
- Legal action will be instituted against you to recover the indebtedness which includes among others, obtaining judgment and enforcement of judgment such as writ of seizure and sale, garnishee, winding up and bankruptcy action.
- Any non-payment of the Bank's indebtedness under loan facility would also have an adverse record on your credit rating.

10. What do I need to do if there are changes to my contact details?

- It is important that you inform the Bank of any changes to your contact details to ensure that all correspondences reach you in a timely manner.
- You may inform the Bank such changes via various channels of communication such as the website or call centre at 03-2601 2000.

11. Where can I get an assistance and redress?

If you wish to complaint on the product or services provided by us, you may contact us at:

Head, Corporate Communications Department
Export-Import Bank of Malaysia Berhad
Level 1, EXIM Bank, Jalan Sultan Ismail,
50250 Kuala Lumpur, Malaysia
Tel: +603-26012000
Fax: +603-26012469
Website: www.exim.com.my

If your query or complaint is not satisfactorily resolved by us, you may contact Bank Negara Malaysia LINK or TELELINK at:

Blok D, Bank Negara Malaysia,
Jalan Dato' Onn,
50480 Kuala Lumpur
Tel: 1-300-88-5465
Fax: +603-2174 1515
Email: bnmtelelink@bnm.gov.my

12. Where can I get further information?

Additional information on Export Credit Refinancing is available at our office and corporate website:
www.exim.com.my

If you have any enquiries, please contact us at:

EXPORT-IMPORT BANK OF MALAYSIA BERHAD
Level 1, EXIM Bank, Jalan Sultan Ismail,
50250 Kuala Lumpur, Malaysia
Tel: +603-26012000
Fax: +603-26012469

13. What are other types of trade loan products available?

- Supplier Financing
- Trust Receipt
- IDB-Co Financing
- Vendor Financing Scheme

IMPORTANT NOTE: LEGAL ACTION MAY BE TAKEN AGAINST YOU IF YOU FAIL TO SERVICE YOUR PAYMENT FOR THE FACILITY ON REGULAR BASIS

The information provided in this disclosure sheet is valid as at 31 July 2021