

PRODUCT DISCLOSURE SHEET

(Please read and understand this Product Disclosure Sheet together with the general terms and conditions governing the Bankers Trade Credit Takaful (BTCT) 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 financing and/or business requirement.)



Bankers Trade Credit Takaful



1. What is this product about?

Bankers Trade Credit Takaful (BTCT) is a credit takaful designed to protect the Islamic Financial Institutions (IFIs) against risk of non-payment by the exporter/importer arising from default by the overseas buyers or due to commercial risk. The facility is available for a trade finance facility against the trade transaction on Open Account, Documentary Collection and Letter of Credit.

2. What are the Shariah contracts/concepts applicable for this product?

EXIM Bank's Takaful model is based on *Wakalah* and *Mudarabah*.

- **Tabarru'**
Donation; A portion of participant's contribution for the purpose of mutual helps and used to pay claims submitted by eligible claimants.
- **Wakalah**
Agency contract; *Wakalah* refers to a contract where a party, as principal (*muwakkil*) authorizes another party as his agent (*wakil*) to perform a particular task on matters that may be delegated, with or without imposition of a fee. In terms of Takaful operations, *Wakalah* refers to an agency contract, which may involve a fee for the agent.
- **Mudarabah**
Profit-sharing contract; A contract between a capital provider (*rabbul mal*) and an entrepreneur (*mudarib*) under which the *rabbul mal* provides capital to be managed by the *mudarib* and any profit generated from the capital is shared between the *rabbul mal* and the *mudarib* according to a mutually agreed Profit Sharing Ratio (PSR) whilst financial losses are borne by the *rabbul mal* provided that such losses are not due to the *mudarib*'s misconduct, negligence or breach of specified terms.
- **Qard**
Loan; Refers to a contract of lending money by a lender to a borrower where the latter is bound to repay an equivalent replacement amount to the lender. For takaful operation, in the event of Risk Fund is in deficit, interest-free loan will be extended from Operator Fund to offset the deficit. The *Qard* will be paid back when Risk Fund is back to surplus position.

3. What do I get from this product?

	Export	Import
Percentage Covered	<ul style="list-style-type: none"> • 70% of the Export Bill or Advances ; and • 95% of Letter of Credit Value. 	<ul style="list-style-type: none"> • Up to 90% of loss suffered
Type of Risk Covered	<p>Commercial Risks:</p> <ul style="list-style-type: none"> • Protracted default of Buyer/Exporter • Insolvency of Buyer/Exporter • Non-honoring of the LC <p>Country & Political Risk</p> <ul style="list-style-type: none"> • Transfer Risk • Occurrence of war, revolution and civil disorder • Default by public buyer (Government-owned) 	<p>Commercial Risks:</p> <ul style="list-style-type: none"> • Insolvency of the local buyer/ Malaysian Importer • Protracted default of the local buyer/Malaysian Importer
Certificate Period	The certificate is issued for 12 months and renewable on yearly basis.	
Commencement of cover	Risk exposure commence when the goods are shipped to Overseas Buyer.	Risk exposure commence upon the acceptance of the goods to Domestic Buyer.

Certificate Period	12 months or other period acceptable by EXIM Bank and yearly renewable.
Payment Term	Irrevocable Letter of Credit ("ILC"), Documents Against Payment ("DP"), Documents Against Acceptance ("DA") and Open Account ("OA").

4. How much do I have to pay for the Takaful contribution?

Your contribution will depend on the following criteria;

- Terms of payment
- Market grading
- Trading and claim experience
- Whole Turnover or Selective Policy

Please contact our Relationship Manager for more information.

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

Percentage from contribution		
1.	Wakalah Fee	35%
2.	Risk Fund	65%

Profit Sharing Ratio (PSR):

Any profit arising from the investment of Risk Fund will be ploughed back to Risk Fund and share to Operator's Fund in the proportion of 80:20, respectively.

Where applicable:

No.	Type of Fees & Charges	Quantum
1.	<u>Export</u> <ul style="list-style-type: none"> • Credit Limit Application (CLA) Fee • Annual Review of Buyer 	<ul style="list-style-type: none"> • RM250 per buyer • RM250 per buyer
2.	<u>Domestic/Import</u> <ul style="list-style-type: none"> • Credit Limit Application (CLA) Fee • Annual Review of Buyer 	<ul style="list-style-type: none"> • RM50 per buyer • RM50 per buyer
3.	SWIFT Charges	RM70
4.	Stamp Duty	RM10 in Malaysia and/or stamping requirement in other jurisdiction (if applicable).
5.	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 Islamic 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.

6. What if I fail to fulfil my obligation?

Your Takaful Certificate cannot be enforced. Hence, the business transaction is not covered by us.

7. Can I cancel the Takaful Certificate?

You may cancel your certificate at any time by giving written notice to us.

8. What will happen to my contribution upon cancellation of the certificate?

You are entitled for a refund of the contribution based on unexpired period of Takaful subject to terms and conditions of the certificate.

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

- a) 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.
- b) You may inform the Bank such changes via various channels of communication such as the website or call centre at 03-2601 2000.

10. 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 Communication 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

11. Where can I get further information?

Additional information on Bankers Trade Credit Takaful 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

12. What are other types of credit takaful products available?

- Trade Credit Takaful
- Specific Takaful
- Overseas Investment Takaful

IMPORTANT NOTE: YOU SHOULD READ AND UNDERSTAND THE TAKAFUL CERTIFICATE AND DISCUSS WITH THE RELATIONSHIP MANAGER FOR MORE INFORMATION. WE SHALL INCUR NO LIABILITY IN THE EVENT THAT YOU FAIL TO MAKE PAYMENT ON CONTRIBUTION CHARGED BY US ON A RESPECTIVE COVERAGE.

The information provided in this disclosure sheet is valid as at 30 July 2021.