

**PRODUCT DISCLOSURE SHEET**

Dear Customer,

Please read this Product Disclosure Sheet (PDS) before you decide to take up this product. Be sure to also read the terms in the letter of offer. Please seek clarification from your Relationship Manager/Business Manager if you have any queries.


**ALLIANCE BANK**

Alliance Bank Malaysia Berhad 198201008390 (88103-W)

**Export Negotiation**

Date: \_\_\_\_\_

**1. What is this product about?**

Export Negotiation provides financing for your local sales and/or exports where the method of payment is letter of credit. Financing is against strict compliant documents presented under a Letter of Credit (LC) issued by a reputable bank. The Letter of Credit must be a freely negotiable LC or restricted to the counter of the Bank or LC confirmed by the Bank.

**2. What do I get from this product?**

Financing Amount (RM)	Financing of documents presented under LC issued by a bank acceptable to the Bank.
Margin of Financing	100% of drawing under the LC or such other margin as approved by the Bank.
Interest Rate	<ul style="list-style-type: none"> <li>Foreign Currency Rate (FCR) + _____ % calculated per annum (Foreign Currency) or Base Lending Rate (BLR) + _____ % calculated per annum (Ringgit).</li> </ul> <p><b>For Sight Bill</b> - interest will be accrued and settle upon receipt of LC proceeds or upon settlement.</p> <p><b>For Term Bill</b> interest will be collected upfront upon negotiation.</p>
Period of Financing	<ul style="list-style-type: none"> <li>Sight Bill – from date of negotiation until receipt of LC proceeds, not exceeding 14 days.</li> <li>Term Bill – upon discounting (after acceptance by the Issuing Bank), up to the accepted maturity date.</li> </ul>

**3. What are my obligations?**

- The financing is expected to be self-liquidated from the LC proceeds received from the Issuing Bank.
- The financing is of recourse on you, i.e. in case of non-receipt of the proceeds you are required to settle the financing using your own funds

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

Commission	Commission of 0.1% flat Minimum RM50.00 and Maximum RM100.00 (foreign currency bill) or RM500.00 (Ringgit bill)
Postage	RM10.00
Other Fees and Charges	Please refer to the Bank's corporate website <a href="https://www.alliancebank.com.my/fees-and-charges">https://www.alliancebank.com.my/fees-and-charges</a> for details. Kindly note that the fees and charges on the Bank's website are updated from time to time.

\*Subject to 8% SST

**5. What if I fail to fulfill my obligations?**

Overdue Interest Rate at FCR + 3.50% (foreign currency) or BLR + 3.50% (Ringgit)

**6. What if I fully settle the Export Negotiation before its maturity?**

Not Applicable

**7. Do I need any insurance/takaful coverage?**

You are advised to take up insurance coverage for the goods to the terms in the LC (Letter of Credit)

**8. What are the major risks?**

- Documents which are not in complying with the presentation (Discrepant) may be rejected by the Issuing Bank.
- You are exposed to foreign exchange risk if the bill is financed in foreign currency.

- Country and bank risks of the LC Issuing Bank.

### 9. Do I need a collateral or guarantor?

Not Applicable

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

It is important that you inform us of any change in your contact details to ensure that all correspondence reaches you in a timely manner

### 11. Where can I get assistance and redress?

- If you have problems meeting your obligations, contact us earlier to discuss repayment alternatives.
- If there are any service-related queries or complaints, you may call us at +603 5516 9988 (Malaysia), available 8:00 a.m. to 10:00 p.m. daily.
- If your query or complaint is not satisfactorily resolved by us, you may contact BNMLINK at:

#### **BNMLINK**

4th Floor, Podium Bangunan AICB,  
No. 10, Jalan Dato' Onn,  
50480 Kuala Lumpur

Tel.: 1-300-88-5465 (Malaysia) or  
+603 2174 1717 (Overseas)  
Operating Hours: 9:00 a.m. – 5:00 p.m.  
(Monday – Friday except public holiday)  
Website: [bnm.gov.my/BNMLINK](http://bnm.gov.my/BNMLINK)

- Alternatively, you may seek the services of Agensi Kaunseling Dan Pengurusan Kredit (AKPK), an agency established by Bank Negara Malaysia to provide free services on money management, credit counseling, financial education and debt restructuring for individual. You may contact AKPK at:

#### **Agensi Kaunseling Dan Pengurusan Kredit (AKPK)**

Menara Aras Raya (formerly known as Menara  
Bumiputra-Commerce),  
Tingkat 1, Jalan Raja Laut,  
50350 Kuala Lumpur

Tel.: +603 2616 7766  
Operating Hours: 9.00 a.m. – 5.00 p.m.  
(Monday – Friday except public holiday)  
Website: [www.akpk.org.my](http://www.akpk.org.my)

### 12. Where can I get further information?

For further assistance, please call our Business Banking Contact Centre or visit any Alliance Bank branches.

#### **Business Banking Contact Centre**

Tel.: 1300-80-3388 (Malaysia) / +603 5624 3888 (Overseas)  
Operating hours: 9:00am to 6:00pm  
(Monday – Friday except for public holiday)  
Email: [bbcc@alliancefg.com](mailto:bbcc@alliancefg.com)

#### **Bank Branches**

Operating Hours:  
9:15am to 4:15pm (Peninsular Malaysia)  
9:00am to 4:00pm (East Malaysia)  
(Monday – Friday except for public holiday)

### 13. Other loan/financing packages available?

- |                                    |                             |                    |
|------------------------------------|-----------------------------|--------------------|
| • Bankers Acceptance               | • Export Credit Refinancing | • Letter of Credit |
| • Promissory Note                  | • Shipping Guarantee        | • Vendor Financing |
| • Export Bill Purchased/Discounted | • Trust Receipt             |                    |
| • Foreign Currency Trade Loan      | • Bank Guarantee            |                    |

#### **IMPORTANT NOTE:**

The information provided in this disclosure sheet is valid as at the date herein or until \_\_\_\_\_.  
All calculations and information above are for illustration purposes only.

**Disclaimer:** The actual amount of financing, tenure and interest rate to be provided by ABMB is dependent upon credit evaluation by ABMB. The transmission of the Product Disclosure Sheet to you does not create any obligation by ABMB to grant you any facilities.