

TRADE REBATE CAMPAIGN

Updated: 19 November 2019

Hong Leong Bank Berhad's (193401000023/ 97141-X) ("HLB") / Hong Leong Islamic Bank Berhad's (200501009144/ 686191-W) ("HLISB") "Trade Rebate Campaign" ("Campaign") commences on 1st December 2019 and ends on 30th June 2020, inclusive of both dates ("Campaign Period"), unless notified otherwise. HLB and HLISB are collectively known as "the Bank".

TERMS AND CONDITIONS

The following sets out the terms and conditions applicable to the Campaign ("T&Cs):-

ELIGIBILITY

1. The Campaign is open to **selected Business & Corporate Banking / Business & Corporate Banking-Islamic ("BCB/BCB-i") Trade** customers of the Bank ("Customers") **who have:-**
 - (i) **the following Trade Facility(ies) ("Eligible Trade Products") during the Campaign Period:-**
 - a) Banker's Acceptance/ Accepted Bills-i
 - b) Trust Receipt/ Trust Receipt-i
 - c) Foreign / Domestic Bills of Exchange
 - d) Foreign / Domestic Bills of Exchange (Authority to Purchase)
 - e) Onshore Foreign Currency Loan
 - f) Invoice Financing/ Invoice Financing-i
 - g) Export Credit Refinancing – Pre/ Post Shipment; and
 - (ii) Business Current Account / Business Current Account-i with the Bank
2. For the avoidance of doubt, selection of Customers who already have the Eligible Trade Products with the Bank "prior to" the Campaign Period will be determined and based on the average 6 months trade utilization of below 50%.
3. The Campaign Period is divided into the respective quarters as appended in Table 1 below in determining the Incremental Average Monthly Balance:

Table 1	
Campaign Quarter	Date
1 st Quarter* (Q1)	1 st October 2019 to 31 th December 2019
2 nd Quarter (Q2)	1 st January 2020 to 31 th March 2020
3 rd Quarter (Q3)	1 st April 2020 to 30 th June 2020

Incremental Average Monthly Balance for each Campaign Quarter is based on the following formula:

$\frac{\text{Average Monthly Balance for the Quarter}}{\text{Total number of months for the Quarter}} - \frac{\text{Average Monthly Balance for previous Quarter}}{\text{Total number of months for previous Quarter}}$

* For 1st Quarter rebate reward computation, the average monthly balance for previous quarter will be from 1 July 2019 – 30th Sep 2019.

Campaign Mechanics

4. Customer will be entitled to receive the respective rebate rewards listed in Table 2 below (“**Rebate**”) if they fulfil and comply with the following qualifying criteria set out below (“**Eligible Customers**”):-
 - (a) Incremental Average Monthly Balance for the Quarter with Utilisation Rate (UR%) less than 50%, will be given a Rebate of 0.10%.
 - (b) If UR% is more than 50% target achieved, a Rebate of 0.15% for the relevant Campaign Quarter (i.e. 1st Quarter or 2nd Quarter or 3rd Quarter) will be given.
 - (c) For last quarter in FY 19/20 (1st April 2019 to 30th June 2020); if UR% is more than 50%, a Rebate of 0.2% will be given.
 - (d) Rebate will be given only when trade balances is higher than baseline June 19.

Summary as follows:

Table 2

Tier	Quarter (Q)	UR%	Rebate
1	Q1 to Q3	< 50%	0.10%
2	Q1 to Q2	> 50%	0.15%
3	Q3	> 50%	0.20%

For the avoidance of doubt, Rebate may be in the form of cash and /or cash equivalent prizes as determined by the Bank.

5. No rebate will be given, if there is no growth or decrease in average balance for the relevant quarter.
6. Eligible Customers must maintain the Trade Facility(ies) and Business Current Account /Business Current Account-i throughout the Campaign Period.
7. Rebate will be credited to Eligible Customers’ Business Current Account /Business Current Account-i after each 1st Quarter or 2nd Quarter or 3rd Quarter during the Campaign Period.

General Conditions

8. The Customers will not be eligible or be disqualified to participate in this Campaign if any of the events or situations below apply before or during the Campaign Period:-
 - a) (Customers’ trade facility(ies) have been classified as Impaired Loan (NPL) / Impaired Financing (NPF);
 - b) Customers whose borrowing/credit and/or financing facility(ies) with the Bank (including but not limited to overdraft/cashline, revolving credit, hire purchase, term loan/financing and/or any trade facility(ies)) have become overdue or overdrawn or any payment due is not repaid/paid on stipulated maturity/due date(s).

- c) Customers who have committed or is suspected of committing any fraudulent, unlawful or wrongful acts in relation to any of the facilities and accounts granted by the Bank or has been declared wound-up or is subject to any winding-up proceedings at any time prior to or during the Campaign Period.
9. By participating in the Campaign, the Customers agree as follows:
 - a) To be bound by the T&Cs of this Campaign, including any amendments as may be made by the Bank from time to time.
 - b) To co-operate and provide information as and when requested by the Bank for the purposes of the Campaign.
 - c) The Customers shall not be entitled to claim for any compensation against the Bank for any and all losses, damages, actions, claims, costs and expenses suffered or incurred by the Customers whether as a direct or indirect result of the act of amendments, cancellation, termination or suspension of the Campaign.
10. The Bank's decision and records on all matters relating to the Campaign shall be final, conclusive and binding on Customers and no further correspondence and / or appeal to dispute the Bank's decision shall be entertained.
11. The Bank reserves the right to:
 - a) Withdraw, cancel, suspend, extend or terminate this Campaign earlier in whole or in part, or to vary, delete or add any of the terms and conditions herein (either wholly or partly) at any time including but not limited to substituting the Rebate with other product of similar value at its discretion at its absolute discretion with twenty one (21) days prior notice via our corporate website at (www.hlb.com.my or www.hlisb.com.my) or any other channel or channels that the Bank may deem as suitable.
 - b) Forfeit the Rebate Rewards in the event of non-compliance with the T&Cs herein.
 - c) Amend and change transaction records in respect of the Eligible Trade Products for purposes of correcting any errors or inaccuracies in determining and calculating the Incremental Average Monthly Balance for this purpose of this campaign.
 - d) Exclude any Customers from participating in the Campaign at any time without giving any prior notice or assigning any reason whatsoever, whether such Customers fulfill the eligibility criteria or not.
12. The Customers are liable and shall personally bear all applicable taxes, government fees or any other charges that may be levied against them under applicable laws, if any, in relation to their participation in the Campaign and / or collection of the Rebate.
13. For more information about the Average Monthly Balance for the Campaign Quarter of the Customers, the Customers may contact the Trade Sales personnel of the Bank.
14. The T&Cs herein are to be read together as a whole with the T&Cs governing the Eligible Trade Products and Business Current Account/ Business Current Account i and any other relevant T&Cs as the Bank may impose from time to time with prior notice. In the event of any discrepancy, the T&Cs herein shall prevail of the extent of such discrepancy.
15. The T&Cs herein shall be governed by and construed in accordance with the laws of Malaysia and the Customers agree to submit to the exclusive jurisdiction of the Courts of Malaysia in all matters connected to the Campaign.

