

## REFERRAL REWARDS PROGRAMME TERMS AND CONDITIONS (“T&Cs”)

### 1. PROPERTY FINANCING REFERRAL REWARDS PROGRAMME

1.1 The Hong Leong Bank Berhad (“**HLB**”)/Hong Leong Islamic Bank Berhad (“**HLISB**”) (collectively referred to as “**the Bank**”) Referral Rewards Programme (“**RRP**”) is a programme that provides incentive (“**RRP Incentive**”) to real estate agents/negotiators (“**Agent**”) for successful referrals of potential customers (“**Customers**”) to the Bank in respect of loan/financing for the purchase of real properties (“**Property Financing**”), subject to and upon the terms and conditions herein.

### 2. ELIGIBILITY CRITERIA

2.1 ALL of the following terms and conditions must be fulfilled in order for the Agent’s Customer referral to be considered successful and eligible for the RRP Incentive (“**Successful Referral**”):

- (i) The Agent must be an Estate Agent (EA), Probationary Estate Agent (PEA), Real Estate Agent (REA) or Real Estate Negotiator (REN) registered with the Board of Valuers, Appraisers and Estate Agents Malaysia (BOVAEA) (also known as the Lembaga Penilai, Pentaksir, Ejen Harta Tanah & Pengurus Harta (LPPEH)) with an active member status;
- (ii) For each and every referral, the Agent is required to submit to any of the Bank’s sales personnel the RRP registration documents set out in Clause 2.2 below;
- (iii) All Property Financing products offered by the Bank are eligible for the RRP. Notwithstanding the foregoing, Property Financing products which are utilised for the following purposes are excluded from the RRP:
  - Refinancing
  - Top Up Financing
- (iv) For each referral, the minimum value of the real property to be financed is Ringgit Malaysia Two Hundred Thousand (RM200,000) and the minimum amount of the Property Financing to be approved for each referral is Ringgit Malaysia One Hundred Thousand (RM100,000);
- (v) Only completed residential and completed non-residential properties will be eligible for the RRP; and
- (vi) The Customer’s application for any Property Financing is subject to the Bank’s credit approval, which is based on the purchase price indicated in the Sale and Purchase Agreement (SPA) or the Bank’s valuer’s valuation of open market value, whichever is lower.
- (vii) In the event the Bank approves the Customer’s application, a letter of offer (“**Letter of Offer**”) will be issued by the Bank. The Letter of Offer and all relevant financing and security documents must be executed in a timely manner by the Customer;
- (viii) The Customer’s Property Financing account must be valid, in good standing, not cancelled or terminated by either the Customer or the Bank for any reason whatsoever and the Customer must not be in breach of any of the terms and conditions governing the relevant Property Financing product up to the point of the RRP Incentive payment to the Agent; and
- (ix) The Agent is required to nominate a HLB/HLISB savings account or current account, (“**Agent’s Nominated CASA/CASA-i**”) for the purpose of payment of the RRP Incentive.

2.2 The Agent will have to perform the RRP registration before giving any referrals to the Bank. The registration documents required to be provided by the Agent to the Bank are as follows:

- Participation Form, duly completed by the Agent. The Participation Form can be obtained from any of the Bank’s Sales Officers or <https://www.hlb.com.my/en/personal-banking/loans/referral-reward-program-application.html>;
- Copy of Agent’s NRIC;
- Copy of Agent’s Business Card; and
- Proof of Agent’s Profession: Print screen of the Agent’s search result image from the Board of Valuers, Appraisers & Estate Agents Malaysia website [<http://www.lppeh.gov.my>]

### **3. RRP INCENTIVE**

- 3.1. The rate of the RRP Incentive payable is 0.10% for every Ringgit Malaysia One (RM1) (inclusive of any government tax, if applicable) of the approved Property Financing amount, rounded down to the nearest Ringgit Malaysia.
- 3.2. Payment of the RRP Incentive will be credited into the Agent's Nominated CASA/CASA-i between six (6) to eight (8) weeks from the end of the month in which the relevant financing and security documents in respect of the Property Financing are executed by the Customer. The Agent is responsible to ensure that the Agent's Nominated CASA/CASA-i is active for purposes of the RRP Incentive payment, failing which; the RRP Incentive will be forfeited.
- 3.3. No written notice will be provided by the Bank on the RRP Incentive payment. The Agent is responsible to check with the Bank's Sales Officer for the RRP Incentive payment status.

### **4. GOVERNMENT TAXES AND/OR STATUTORY/REGULATORY IMPOSED CHARGES AND FEES**

- 4.1. All RRP Incentive payments required to be paid by the Bank to the Agent under this T&Cs are inclusive of Tax. For the purposes of this T&Cs, "Tax" shall mean any present or future, direct or indirect, Malaysian or foreign tax, levy, impost, duty, charge, fee, deduction or withholding of any nature, including, without limitation, any consumption tax and other taxes by whatever name called, and any interest or penalties in respect thereof.

### **5. GENERAL**

- 5.1. All information provided by the Agent in relation to or for the purpose of RRP and must be accurate, true, current and complete. Failure to adhere to this requirement will lead to immediate disqualification of the Agent from the RRP Incentive and the Agent will cease to be entitled to any RRP Incentive, whether after the disqualification or prior thereto.
- 5.2. For the purpose of verification of referrals made by the Agent, the Agent hereby irrevocably authorizes the Bank to disclose his/her name and the name of the relevant agency to which the Agent is attached, to the Customer whose name had been provided to the Bank.
- 5.3. Any Agent who has committed or are suspected of committing any fraudulent, unlawful or wrongful acts in relation to any of the facilities granted by the Bank shall NOT be eligible for RRP Incentive.
- 5.4. All decisions made by the Bank on any matters relating to the RRP Incentive will be final, conclusive and binding on all Agents. The Bank reserves the right at any time with twenty-one (21) calendar days' prior notice to add, delete, suspend or vary any or all of the T&Cs contained herein at the Bank's discretion by way of posting on HLB's website at <http://www.hlb.com.my> or HLISB's website at <http://www.hlisb.com.my> (collectively referred to as "**the Bank's Websites**") or in any manner deemed suitable by the Bank. The Agent agrees to access the Bank's Website at regular intervals to view the T&Cs and ensure to be kept up to-date on any change or variation to the T&Cs.