

# BANK ISLAM



## Al Awfar Account

Fund Performance Report  
for the Quarter Ended 31 March 2018



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## Fund Performance Report for the Quarter Ended 31 March 2018

### 1.0 Key Fund Information

#### Dear Valued Customer,

Congratulations on becoming Bank Islam's Al Awfar Account holder, an investment account that is the first of its kind under the Mudarabah contract, designed to offer multiple opportunities to win prizes sponsored by the Bank while generating profit. Al Awfar was introduced to the Malaysian market in June 2015 in line with the implementation of the Islamic Financial Services Act 2013 (IFSA).

We are pleased to present the following Fund Performance Report of Al Awfar Account for the Quarter Ended 31 March 2018.

#### 1.1 Product Name

Al Awfar Account (Mudarabah-based Investment Account).

#### 1.2 Investment Account Type

**Unrestricted Investment Account** refers to a type of investment account whereby the Investment Account Holder (IAH), without specifying any particular restrictions or conditions, provides the Bank with the mandate to make the ultimate decision to invest.

#### 1.3 Fund Investment Objective

To invest in a low risk Investment Account (IA) that encourage savings while having opportunity to win prizes via monthly, quarterly and regional draws.

#### 1.4 Fund Investment Strategies

Invests in secured retail financial assets. Currently, the Bank invests in its existing House and Fixed Asset Financing Portfolio aimed at protecting the investment.

#### 1.5 Nature of Investment Account

On demand, whereby IAHs are able to withdraw at any given point in time.

#### 1.6 Investment Asset Allocation

The Bank will allocate IAH's fund in its existing House and Fixed Asset Financing Portfolio that generates stable profits.

#### 1.7 Investor Profile

- Category of investors:
  - Individuals (Residents and Non-Residents)
  - Non-Individuals (Business/Other entities)
- Investors with low risk tolerance
- Investors who desire to win prizes

- Investors with either a short or medium term investment horizon
- Investors who require a portfolio of Shariah-compliant investments

**Note:** Investors are advised to carefully consider all risk factors before making an investment decision. Investors will be exposed to the following risks; market risk, credit risk, liquidity risk, operational risk, and legal risk. Please visit Bank Islam's website for further explanation of each risk.

#### 1.8 Valuation of the Allocated Asset

To be carried out on a monthly basis as part of the process to determine the returns to the IAH. The returns on this investment account will be affected by the performance of the allocated assets including, but not limited to, the quality of assets (i.e. impairment) and movement of Effective Profit Rate (EPR) in relation to financing assets that are priced based on floating rate methods etc. The principal and returns are not guaranteed and an IAH may expose to a risk of no returns at all. This investment account is not protected by Perbadanan Insurans Deposit Malaysia (PIDM).

However, the product structure was designed to mitigate the risk of losing the principal amount. In the event of a liquidation scenario, the IAHs are ranked ahead of depositors.

#### 1.9 Distribution Policy

Profit will be distributed on a monthly basis, but will be calculated on a daily basis. The profit is based on the performance of the House and Fixed Asset Financing Portfolio.

#### 1.10 Statement on Any Changes

There have been no changes in the investment objectives, strategies, restrictions and limitations during the quarter period.

### 2.0 Risk Statement

The Board of Directors of Bank Islam has the ultimate responsibility to manage risks related to its operations and business activities by setting risk appetite and tolerance levels that are consistent with the Bank's overall business objectives and desired risk profile. The Board Risk Committee, which is assisted by the Risk Management Division, ensures that there is an effective oversight on development of strategies, policies, procedures and infrastructure to manage the Bank's risks.

## 3.0 Prize Structure

Based on the given investment objective, customers will be entitled to participate in the monthly, quarterly, and regional prize draws. As such, they are able to enjoy multiple opportunities to win valuable cash prizes as stated below:

### 3.1 Prize Structure

#### Monthly Draws:

| Prize | Cash Prizes (RM) | No. of Winners |
|-------|------------------|----------------|
| 1     | 100,000          | 1              |
| 2     | 10,000           | 1              |
| 3     | 1,000            | 20             |

#### Quarterly Draws:

| Prize | Cash Prizes (RM) | No. of Winners |
|-------|------------------|----------------|
| 1     | 1,000,000        | 1              |
| 2     | 10,000           | 20             |

#### Regional Monthly Draws:

| Prize | Cash Prizes (RM) | No. of Winners |
|-------|------------------|----------------|
| 1     | 50,000           | 5              |

#### GO Umrah Campaign:

| Campaign Period             | Prizes        | No. of Winner |
|-----------------------------|---------------|---------------|
| January, February and March | Umrah Package | 15            |

#### Note:

- Monthly draws for the month of March, June, September and December are for Al Awfar Trust Account.
- All prizes are provided by the Bank and subject to change from time to time.

### 3.2 Eligibility Units

#### 3.2.1 Cash Prizes

Every RM100 worth of investment shall be entitled to one (1) eligibility unit for the draw. However, the Bank has the discretion to review the number of eligibility unit(s) from time to time.

#### 3.2.2 Campaigns

For further information, please refer to Terms and Conditions (T&C) of respective campaign.

### 3.3 Draw Committee Members

| Internal Committee Members | External Committee Members               |
|----------------------------|--|
| Shariah Division           | Jabatan Kemajuan Islam Malaysia (JAKIM)  |
| Risk Management Division   | Persatuan Pengguna Islam Malaysia (PPIM) |

### 3.4 Winners of Al Awfar Prize Draw for the Quarter Ended 31 March 2018

#### Monthly Draws:

| Month                             | Prize | Cash Prize (RM) | Winners                                 |
|-----------------------------------|-------|-----------------|---|
| January                           | 1     | 100,000         | Mohamed Salim Bin Mohamed Shariff       |
|                                   | 2     | 10,000          | Sugiyarto Bin Jono                      |
|                                   | 3     | 1,000           | 20 Winners*                             |
| February                          | 1     | 100,000         | Khairudin Bin Daud                      |
|                                   | 2     | 10,000          | Norzian Binti Zahani                    |
|                                   | 3     | 1,000           | 20 Winners*                             |
| March<br>(Draw for Trust Account) | 1     | 100,000         | Nur Hannan Nashwa Binti Muhamad Redzuan |
|                                   | 2     | 10,000          | Ahmad Luqman Haqimy Bin Norhazli        |
|                                   | 3     | 1,000           | 20 winners*                             |

#### Quarterly Draws:

| Prize | Cash Prize (RM) | Winners                   |
|-------|-----------------|---------------------------|
| 1     | 1,000,000       | Sinivasen A/L Sevalinggam |
| 2     | 10,000          | 20 Winners*               |

#### Regional Monthly Draws:

| Month    | Prize | Cash Prize (RM) | Winners  |
|----------|-------|-----------------|--|
| January  | 1     | 50,000          | Rusimah Binti Satiman<br>Mohamad Nor Bin Abdul Rahim<br>Lim Yan Ting<br>Mahani Binti Hanafi<br>Abdul Wahed Bin Ameran                        |
| February | 1     | 50,000          | Mohd Sabri Bin Hassan<br>Sehebudin Bin Ali<br>Ahmad Zaidon Bin Rais<br>Shaikh Muhamad Bin Shaikh Keramat<br>Kapriah @ Kasmah Binti Kamarudin |
| March    | 1     | 50,000          | Khairul Nizar Bin Ghazali<br>Rawdzah Binti Mat Ali<br>Nor Hayati Binti Mohd Hasan<br>Ab Rahman Bin Mat Jusoh<br>Anita Binti Molen            |

#### Campaign Winners:

| Prize    | Winners     |
|----------|-------------|
| Go Umrah | 15 winners* |

From January until March 2018, Al Awfar has 117 prize winners

\*For a complete list of winners, please refer to the corporate website.

## 4.0 Fund Performance

### 4.1 Performance for the Quarter Ended 31 March 2018

| Position 2018 | Fund Size RM'000 | Return on Asset (ROA)* % (p.a.) | Profit Sharing Ratio (Customer: Bank) | Return on Investment (ROI) % (p.a.) | Distribution Period   |
|---------------|------------------|---------------------------------|---------------------------------------|-------------------------------------|-----------------------|
| January       | 1,982,006        | 5.27%                           | 2 : 98                                | 0.11                                | 16 Feb 18 - 15 Mar 18 |
| February      | 2,083,561        | 5.37%                           | 2 : 98                                | 0.11                                | 16 Mar 18 - 15 Apr 18 |
| March         | 2,158,916        | 4.89%                           | 2 : 98                                | 0.10                                | 16 Apr 18 - 15 May 18 |

\* ROA - allocated asset of the fund.

### 4.2 Asset Allocation

House and Fixed Asset Financing Portfolio.

## 5.0 Profit Payout

### 5.1 Profit & Loss Statement (P&L)

| <b>AL AWFAR ACCOUNT</b>  |                |                 |               |
|--|----------------|-----------------|---------------|
| <b>Profit &amp; Loss Statement for the Quarter ended 31 March 2018</b> |                |                 |               |
|  | <b>January</b> | <b>February</b> | <b>March</b>  |
|  | <b>RM'000</b>  | <b>RM'000</b>   | <b>RM'000</b> |
| <b>Profit from financing</b>   | <b>8,901</b>   | <b>8,549</b>    | <b>8,868</b>  |
| <b>Direct expenses*</b>  | <b>-</b>       | <b>-</b>        | <b>-</b>      |
| <b>Allowance for impairment on financing</b>                           | <b>(142)</b>   | <b>(131)</b>    | <b>(181)</b>  |
| <b>Total Profit</b>  | <b>8,759</b>   | <b>8,418</b>    | <b>8,687</b>  |
| <b>Return on Asset (p.a.)</b>  | <b>5.27%</b>   | <b>5.37%</b>    | <b>4.89%</b>  |
| <b>Return on Investment (p.a.)</b>                                     | <b>0.11%</b>   | <b>0.11%</b>    | <b>0.10%</b>  |

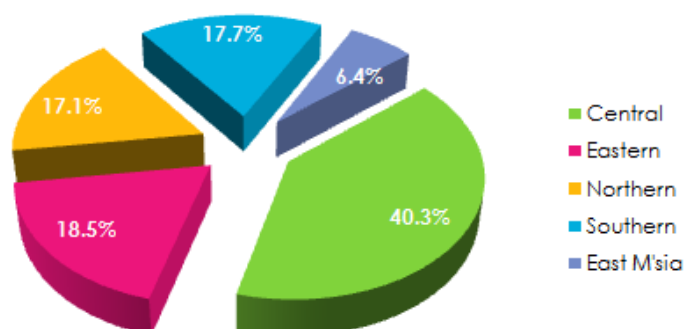
\* Expenses are identifiable, measurable and must be incurred in order to complete a specific investment activity (including financing).

#### Note:

The profit is based on the performance of the House and Fixed Asset Financing Portfolio.

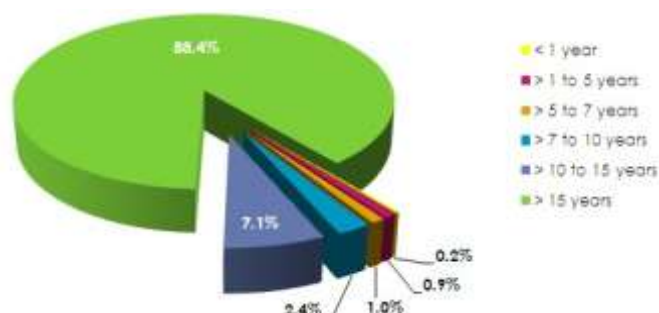
## 5.2 House and Fixed Asset Financing Portfolio Review as at 31 March 2018

### House and Fixed Asset Financing Portfolio by Geographical Location in Malaysia



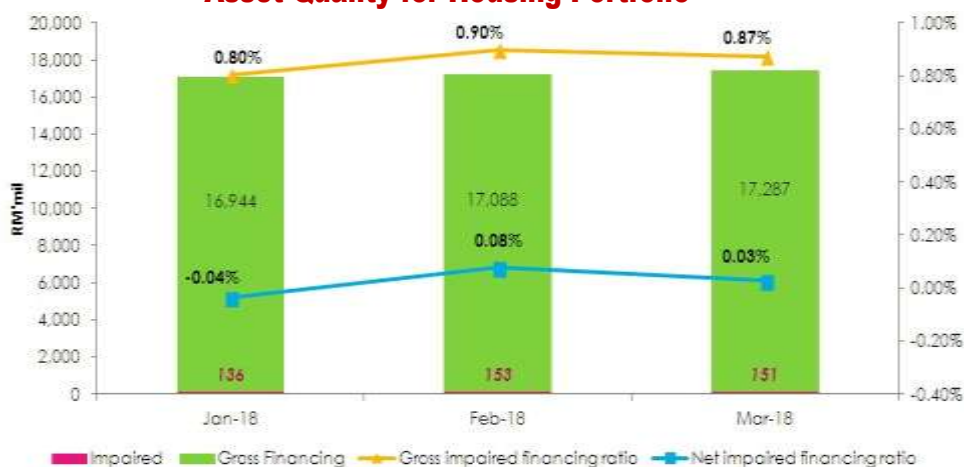
A total of 40.3% from the total House and Fixed Asset Financing Portfolio originates from the Central region. This reflects our concentration to developed areas such as the Klang Valley.

### House and Fixed Asset Financing Portfolio by Remaining Maturity of Facilities



The majority of the House and Fixed Asset Financing Portfolio has a maturity of more than 15 years. This will ensure stability in our profit stream which can then benefit the investment return profile especially for long-term IAH.

### Asset Quality for Housing Portfolio



The portfolio's low impaired financing ratio reflects strong asset quality.

## 6.0 Economic Review and Prospects

The financial market sentiments have been quite volatile during the first quarter of the year. This happened as the trade tension between the United States (US) and China has escalated following series of import tariff announcement by both governments. Geo political event was also in the limelight following the nerve agent attack in the UK in early March. The incidence has led to the expulsion of several Russian diplomats in Europe and the US. Meanwhile, the US Federal Reserve has decided to raise its benchmark interest rate by 25 basis points to 1.75% in March. There seems to be divided view among the Federal Open Market Committee (FOMC) members on the number of rate hike for the coming months. This happened as inflation rate is expected to remain contained amidst improving job markets. On the domestic front, the economic indicators are somewhat mixed. Total exports in February fell 2.0% after surging 17.9% growth in the preceding month. At the same time, the Industrial Production Index (IPI) posted a slower growth of 3.0% for the month of February from 5.5% in the previous month. The appreciation of ringgit against the US dollar by 1.1% may have an impact to the export-oriented industries. This is given the fact that Malaysia's product is deemed to be relatively expensive after taking into account the exchange rate. On the other hand, the rate of inflation was very benign with latest print showed that the general price level only increased by 1.4% for the month of February. This happened as fuel prices were generally lower by 2 cents on average in February. Going forward, the economic growth is expected to remain resilient due to improving demand from the external sector amidst stability in the domestic activities. As such, the Bank Negara Malaysia (BNM) has projected Gross Domestic Product (GDP) growth of between 5.5% and 6.0% for 2018 after recording 5.9% growth in 2017.

## 7.0 Property Market Outlook

According to the Property Market Report 2017 published and released by the Valuation and Property Services Department (VPSD), Ministry of Finance in April 2018, it was reported that the property market sector recorded 311,824 transactions worth RM139.84 billion in 2017, down by 2.7% and 3.8% in volume and value respectively compared to 2016. Meanwhile, Gross Domestic Product (GDP) has increased to 5.9% compared to 4.2% in 2016. The Malaysian House Price Index (MHPI) stood at 187.4 points up by 6.5% against 2016. It was also reported that transaction data in value for the month of January and February 2018 compared to the corresponding months of 2017 improved within the range of about 4.0%. With regard to residential property, the secondary market recorded 194,684 transactions worth RM 68.74 billion, down by 4.1% in volume compared to 2016 but increased by a marginal 4.4% in value. On new launches, 77,570 units were launched in 2017, higher than 2015, (58,411 units) and 2016, (52,713 units). The number of overhang residential property grew by 67.2% to 24,738 units compared to 14,792 units in 2016 while value has increased by 82.2% to RM15.64 billion in 2017 compared to RM8.56 billion in 2016. The large number of unsold properties occurs due to mismatch in the prices of new launches, household's affordability, location and products. For Residential Property in Klang Valley area, the prices showed mix movements across the board. Terraced houses, apartment and condominium units continued to record capital appreciation especially those located along Light Rail Transit (LRT) and Mass Rapid Transit (MRT). Rental firmed up in prominent choice locations especially high rise units located near higher learning institutions, along LRT and MRT routes. The average rental yield for high rise units is between 1.2% and 6.6%. Bank Islam's HFA portfolio progressively expanding from RM16.8 billion in December 2017 to RM17.3 billion as of March 2018. This represents an increase of 3% between the two periods which is higher compared to the industry's average of 1.4%. While expanding, HFA's asset quality remained resilient with Gross Impaired Financing Ratio (GIFR) falls from 0.90% in February to 0.87% in March. In addition, the impairment ratio is also lower compared to the banking industry of 1.07%. This indicates a prudent credit assessment adopted by Bank Islam. Going forward, prospect for residential properties is expected to remain healthy as rapid urbanization and relatively young workforce would result in higher demand for financing. In this regard, Bank Islam will continue to focus on the strategic areas that could potentially be developed into a township while at the same time be mindful on the emerging risks.





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