

Proposal Paper

EZi - AUTO Salary Deduction Scheme

*Salary Deduction Scheme
For Car Insurance & Road Tax Payment
Comprehensive Coverage*

Proposed By

KSDC Insurance Brokers Sdn Bhd (27790-U)

(Perunding Risiko Kerajaan Negeri Kedah)

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Alor Star, Kedah Darulaman.

22 January 2007

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OUR PROFILE

1. Company Profile

- 1.1 KSDC Insurance Brokers Sdn Bhd (KSDC) was incorporated on 1st June 1976 in the name of Albar Insurance Brokers Sdn Bhd. In December 1989, it was acquired by Perbadanan Kemajuan Negeri Kedah (PKNK) and changed its name to KSDC Insurance Brokers Sdn Bhd (KSDC), with Authorised Capital of RM 5,000,000.00 and Paid Up Capital of RM 2,100,000.00
- 1.2 Licensed by Bank Negara Malaysia(BNM), we have been given a mandate to act as an insurance broker and to represent client in advising, proposing and managing their insurance program tailor-made to suit their nature of business.
- 1.3 In February 2005, KSDC was also chosen by the State Government of Kedah to be fully responsible and to act as a risk consultant for all properties and assets belonging to the Kedah State. This also includes government bodies , Municipal councils, GLC's (Government Link Centre and its subsidiaries and presently focusing to spread on to other private entities in Kedah State.
- 1.4 KSDC is proud to have at present two licenses issued by Bank Negara Malaysia, which is **conventional and takaful** and both are not tied or controlled by insurance company.
- 1.4 With the strength of new management team, KSDC stands strong and in line with other competitive brokerage market

2.0 Board of Director / Key Operation Personnel

2.1 Board of Directors

KSDC is anchored by Board of Directors made up of a Chairman and Four other Directors, selected by Perbadanan Kerajaan Negeri Kedah (PKNK).

Dato' Wira Ku Nahar bin Ku Ibrahim - Chairman

Graduated from University of Malaya with B.A (Hons) in Geography. He started his career in the Kedah Civil Service, starting as cadet officer in Kedah Land Office in 1971, rising to the position of Kedah State Secretary in June 2003. During his 33 years of service with the State, he had served in various capacities, ranging from District Officer (1990-1997), Director of State Economic Planning Unit (2001) and State Financial Officer (2003). He retired from Kedah State Civil Service in October 2004 and is now currently involved in the property development industry.

Dato Haji Abdul Rahman Ibrahim - Director

Obtained a Degree in Economics from University of Malaya (UM) and holds an MBA from University of Santa Clara, USA. He is currently Chief Executive Officer of Perbadanan Kemajuan Negeri Kedah (PKNK) and serves as a director for several PKNK's subsidiaries.

Dato' Zuraidah Atan - Director

Dato' Zuraidah is an Advocate and Solicitor with her own legal practice. She received her secondary education at Kolej Tunku Kurshiah, Seremban and later obtained her law degree from the University of Buckingham, England. Dato' Zuraidah also sits on the Boards of HSBC Bank Malaysia, Milux Corporation Berhad, NCB Holdings Berhad and Federal Agricultural Marketing Authority (FAMA). She is also an Arbitrator at the KL Regional Centre for Arbitration and Honorary Adviser, National Cancer Society of Malaysia (NCSM).

She began her career as a bank officer and has over 20 years of experience in the banking industry. She was the President / Chief Executive Officer, Affin Merchant Bank for 4 years, before leaving to pursue her present profession.

2.2 Key Operations Personnel

KSDC is also managed by strong management team which has numerous years of experience in insurance line. The team is made up of ten key operations personnel and is expected to generate the business to a successful, respected and in line with other brokerage company in the market.

Hajjah Shahidah Hashim - Chief Executive Officer

Hajjah Shahidah Hashim had a varied career in banking, spanning 29 years, all of them with the Bank Bumiputra / Bumiputra-Commerce franchise, including 5 years of involvement in the trust business. She held the post of General Manager, Bumiputra-Commerce Trustee Berhad for 4 years before retiring in October 2005. Her banking career started with exposure in international banking and offshore credits and later she specialised in the development and marketing of corporate and consumer products, especially electronic products for commercial and retail banking, including Islamic banking

A former student of Kolej Tunku Kurshiah, Seremban, she received her Business Administration degree from Kobe University, Japan

Abdul Rahim Mohd Murad - Chief Operations Officer

He graduated from Mara Institute of Technology in 1986 and obtained a Diploma in Accountancy. He later obtained a Higher Diploma of Accountancy from London Chamber of Commerce Industry (LCCI UK) within a year. He started his career as a Management Trainee for Syarikat Perniagaan Peladang Mada Sdn Bhd (SPPM), a subsidiary company of Muda Agricultural Development Authority (MADA). Between 1990 and 1992, he worked as an Account Assistant for Kedah Marble Sdn Bhd, as well as a Night Auditor at Langkawi Island Resort (now known as Sheraton Perdana Langkawi).

From 1992 onwards, he decided to venture into his own business, ranging from construction to consultancy, including related business in Information Technology. In July 2006, he assumed his current position in the company.

Ahmad Zuree Bin Mohd Zain

Business Development Manager

Graduated from Mara Institute of Technology in 1989 with a Diploma in Public Administration. However, he started his career in the Insurance Industry in 1983 and has been attached to several prominent Insurance Companies. He held the post of Branch Manager of Talasco Insurance in Kuala Trengganu and his last position prior to joining KSDC was as Business Development Manager of Nippon Insurance in Alor Star. He joined KSDC in February 2006 as Senior Marketing Executive.

Abdul Aziz bin Ahmad

Technical / Underwriting Manager

3.0 Services Provided

- 3.1 To function as an insurance broker and representing client to its best interest **not** insurance company.
 - Advises and manages as a risk consultant to the client.
 - Evaluates and work out a comprehensive insurance programme tailor-made to suit the client.
 - To work out the best premium for the client.
 - Proceeds with insurance claims made by client directly with the insurance company..
- 3.2 KSDC will conduct a detailed survey to evaluate the property, asset and human resources involved as a whole exercised, to establish a comprehensive programme best for the client.
- 3.3 KSDC will propose and advise on any additional insurance programme which is applicable whether it is more or less evaluated on the last insurance programme or not insured at all. This is to ensure that the value of the properties and assets are duly covered at all times.
- 3.4 KSDC intend to spread its services aggressively to other private sectors in Kedah mainly in construction, tourism and manufacturing. It will also introduce and upgrades its services to high risk scale.
- 3.5 KSDC will always liaise, cooperates and keep track of any new development in the market to ensure that the industry is upgraded and best services is delivered at all times.
- 3.6 KSDC will back-up its services with information technology to ensure that it is in line with the present and globalisation market.

**“EZi-Auto SDS”
Salary Deduction Scheme**

4.0 What is EZI-AUTO SDS

4.1 EZI-AUTO SDS (SALARY DEDUCTION SCHEME)

Joint –effort between KSDC Insurance Brokers Sdn Bhd and Panglobal Insurance to conduct a comprehensive scheme to all selected relevant bodies and department / public and private sectors.

- Car Insurance And Road Tax Payment via Monthly Salary Deduction. (Subject to Terms and Conditions)
- Upto 10 Months **Interest Free** Instalment .
- Eligible for all Permanent Employee including spouse and immediate family member.

4.2 BENEFITS

- **WIDEST RANGE** and highest quality choice of promotional gift.
- PanGlobal Rocks! Umbrella, Cap, etc. (*While stock last*) or iPoints.
- **24 Hours Auto Assist and Customer Service Toll Free Line** at 1-800-88-1111.
- Additional coverage; **MaxPax at RM60.00 only**. It covers Death and Permanent Disablement for the insured up to RM20,000 and RM10,000 for the passenger or other driver.
- **Nil Loading and Excess** for national made vehicles up to 15 years.

5.0 Brief Profile of Panglobal Insurance

- 5.1 PanGlobal Insurance Berhad (PGi) was incorporated in May 1970, handling all classes of general insurance with Authorized Capital of RM200,000,000 and Paid-up Capital of RM100,000,000.
- 5.2 PGi is the only Malaysian company short listed as one of the top five nominees in the category of "*General Insurance Company of the Year*" at the "*7th Asia Insurance Industry Awards 2003*".
- 5.3 PGi is the first insurance company allowing consumers to pay their motor insurance and road tax via interest free monthly salary deductions(EZi-Auto SDS).

6.0 Procedures

- 6.1 Employer shall send an application for "**Blanket Approval**" for employee benefit to the Ministry of Human Resource to deduct employees' salary.
- 6.2 Employer shall make an internal communication to all employees explaining the new benefit and schedule of the promotion.
- 6.3 **Entry Dates :**
Submit application two (2) months in advance before expiry date of policy otherwise the policy can only be issued the following month after the expiry of the policy.
- 6.4. **Application Process :**
- 6.4.1 Employee must enter the scheme according to entry dates specified above.
- 6.4.2 Employee to provide :-
ORIGINAL of either Policy Schedule, Cover Note or Renewal Notice a **COPY** of Registration Card, IC of Insured and Named Driver, Driving License of Insured and Named Driver.
- 6.4.3 Latest Pay Slip
- 6.4.4 Employee must fill up all the relevant forms (Proposal Form & SDS Authorization Form authorizing employer to:-
- Deduct Net Gross Premium (Gross Premium less NCD) plus road tax from employee's monthly salary in 10 equal installments.
 - Deduct any outstanding balance from the employee's last month salary in the event of his/her resignation.
 - Any discrepancy or adjustment to Gross Premium must be settled by employees to PGI within 14 days of notification.

- Deduction shall commence during the entry month and continue for the next nine (9) months.
- Employees may include cars belong to their immediate family members, as long as the total monthly salary deduction do not exceed 50% (without housing loan) or 75% (with housing loan) of the monthly salary. (*Separate terms and conditions can be determined by employer*)

6.5 Employer shall remit total amount due from all employees latest by 14th each month to Panglobal Insurance.

6.6 Employer shall inform Panglobal Insurance on the resignation of the employees.

6.7 In the event of resignation, Employer shall deduct the balance of outstanding from the employee's last month salary and remit to Panglobal.