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Bank Islam Malaysia Berhad (98127-X)

LAPORAN TAHUNAN 2011 ANNUAL REPORT



**BANK ISLAM**  
LAPORAN TAHUNAN 2011 ANNUAL REPORT

Leveraging on strong foundations, we are

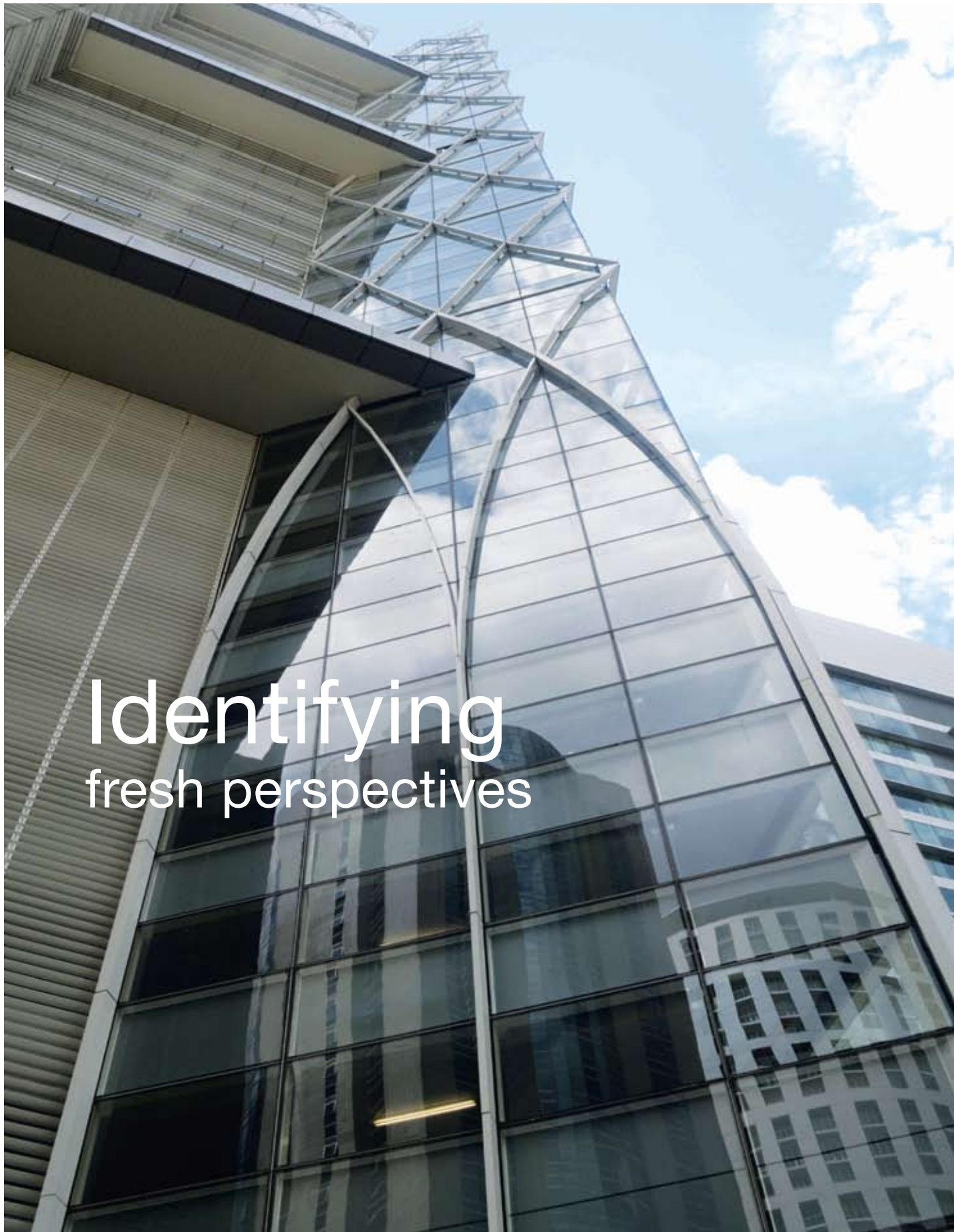
# Reshaping

2011 SAW THE SECOND PHASE OF OUR JOURNEY TOWARDS REALISING THE SUSTAINABLE GROWTH PLAN, THROUGH WHICH BANK ISLAM HAS STRONGLY ANCHORED ITS PERFORMANCE ON ROBUST RISK MANAGEMENT, NEW INFRASTRUCTURE, ENHANCED CAPABILITY AND IMPROVED BUSINESS PROCESSES. THE COMPLETION OF MENARA BANK ISLAM THAT SERVES AS THE NEW CORPORATE OFFICE, HAS FURTHER REINFORCED BANK ISLAM'S POSITION AS THE PIONEER ISLAMIC BANK IN THE REGION. LOCATED IN THE HEART OF KUALA LUMPUR, THE ELEGANT BUILDING CELEBRATES THE BANK'S STRONG FOUNDATION, PROVIDING AN APT AND TIMELY REPRESENTATION OF THE STRENGTH AND SOLIDITY THAT BANK ISLAM HAS GAINED OVER THE YEARS. THIS ANNUAL REPORT HIGHLIGHTS THE UNIQUE ARCHITECTURAL PERSPECTIVES AND ANGLES OF THE MENARA BANK ISLAM BUILDING, ILLUSTRATING THE BANK'S CONTINUOUS COMMITMENT TO RESHAPE THE FUTURE BY PIONEERING BREAKTHROUGHS IN ISLAMIC BANKING.

# the Future

TAHUN 2011 MENYAKSIKAN FASA KEDUA HALA TUJU KAMI KE ARAH PELAN PERTUMBUHAN MAMPAN YANG MELALUINYA BANK ISLAM MENGUKUHKAN PRESTASINYA DALAM PENGURUSAN RISIKO YANG MANTAP, INFRASTRUKTUR BAHARU, MENINGKATKAN KEUPAYAAN DAN MENAMBAH BAIK PROSES PERNIAGAAN. DENGAN TERBINANYA MENARA BANK ISLAM YANG BERFUNGSI SEBAGAI PEJABAT KORPORAT YANG BAHARU, KEDUDUKAN BANK ISLAM SEBAGAI PERINTIS BANK ISLAM DI RANTAU INI TERUS DIPERKUKUH. TERLETAK DI TENGAH-TENGAH KUALA LUMPUR, BANGUNAN YANG CANGGIH INI MEMPERLIHATKAN ASAS BANK YANG MANTAP DAN MENJADI LAMBANG KEKUKUHAN DAN KETEGUHAN YANG DICAPAI OLEH BANK ISLAM SELAMA INI. PERLAMBAHAN INI SEMEMANGNYA SESUAI DAN TEPAT PADA WAKTUNYA. LAPORAN TAHUNAN INI MENEKANKAN PERSPEKTIF SENI BINA DAN SUDUT BANGUNAN MENARA BANK ISLAM YANG UNIK, YANG MENGGAMBARKAN KOMITMEN BANK YANG BERTERUSAN UNTUK MEMBENTUK SEMULA MASA HADAPAN DENGAN MERINTIS KEJAYAAN CEMERLANG DALAM PERBANKAN ISLAM.





Identifying  
fresh perspectives



Navigating  
a new path



Adopting  
cutting-edge expertise

Cultivating  
a customer-centric  
philosophy



Scaling  
new heights of performance

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2011 saw the second phase of our journey towards realising the Sustainable Growth Plan, through which Bank Islam has strongly anchored its performance on robust risk management, new infrastructure, enhanced capability and improved business processes. The completion of Menara Bank Islam that serves as the new corporate office, has further reinforced Bank Islam's position as the pioneer Islamic Bank in the region. Located in the heart of Kuala Lumpur, the elegant building celebrates the Bank's strong foundation, providing an apt and timely representation of the strength and solidity that Bank Islam has gained over the years. This annual report highlights the unique architectural perspectives and angles of the Menara Bank Islam building, illustrating the Bank's continuous commitment to reshape the future by pioneering breakthroughs in Islamic banking.

Tahun 2011 menyaksikan fasa kedua hala tuju kami ke arah Pelan Pertumbuhan Mampan yang melaluinya Bank Islam mengukuhkan prestasinya dalam pengurusan risiko yang mantap, infrastruktur baharu, meningkatkan keupayaan dan menambah baik proses perniagaan. Dengan terbinanya Menara Bank Islam yang berfungsi sebagai pejabat korporat yang baharu, kedudukan Bank Islam sebagai perintis Bank Islam di rantau ini terus diperkukuh. Terletak di tengah-tengah Kuala Lumpur, bangunan yang canggih ini memperlihatkan asas Bank yang mantap dan menjadi lambang kekukuh dan keteguhan yang dicapai oleh Bank Islam selama ini. Perlambangan ini sememangnya sesuai dan tepat pada waktunya. Laporan tahunan ini menekankan perspektif seni bina dan sudut bangunan Menara Bank Islam yang unik, yang menggambarkan komitmen Bank yang berterusan untuk membentuk semula masa hadapan dengan merintis kejayaan cemerlang dalam perbankan Islam.



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Year 2011 saw Bank Islam further consolidated its position as one of the major banking institutions, not just in the Islamic banking industry, but also in the banking industry overall. Specialising in Shariah-based financial products and services, the Bank has continued to be driven by its commitment to excel in every facet of its businesses by operating responsibly, capturing new opportunities and introducing innovative solutions.

These approaches have seen Bank Islam continuing to expand and apply its pioneering spirit in creating prospect for further growth. Among other things, the appointment by APFT Berhad (Malaysia's leading flight education and training service provider) made Bank Islam the first Islamic bank to advise on a listing exercise. The Bank also played a vital role in the execution of TNB Janamanjung project which has been awarded Asia Pacific Bond Deal of the Year and Ijarah Deal of the Year by Project Finance International ("PFI") and Islamic Finance News ("IFN") respectively.

The awarding of "Anugerah Inovasi Islam Peringkat Kebangsaan 2011 bagi Inovasi Kewangan Islam" by the Ministry of Science, Technology and Innovation reflected the Bank's growing reputation as an innovator in the field. The number of awards received by Bank Islam during the year under review displayed its aptitude in consistently delivering only the best to its customers. Foremost among them was the Reader's Digest Trusted Brands award which was already an addition to two awards Bank Islam had already won the previous years. The Bank also received The BrandLaureate award which makes it the second consecutive year Bank Islam has received such an award for being the best brand in the Islamic banking category. Additionally, in recognition to his growing reputation and capability, Dato' Sri Zukri Samat, Bank Islam's Managing Director, has been conferred the Global Leadership and The BrandLaureate Brand Icons Leadership awards.

Maintaining its dedication to providing the best for its customers, a number of products have been introduced during the year under review. Bank Islam's VISA Debit Card-i gives users the ability to use it as an ATM (Automated Teller Machine) card in addition to its function as a VISA card. The Bank's subsidiary, BIMB Investment Management Berhad, has launched BIMB i Dividend, its sixth unit trust fund. To further broaden its customer base to include the younger generation, Bank Islam has also introduced the Al-Awfar Junior, a savings and investment product, which complements its already popular Al-Awfar Savings and Investment Account-i.

The year also saw the completion of Bank Islam's new corporate office in the heart of Kuala Lumpur city. Standing 34-storeys high, Menara Bank Islam is a prime example of an innovative approach to the utilisation of Waqaf land for commercial purposes. It is also the result of Bank Islam's effort in making its Shariah-based products and services even more accessible to its customers and enhancing its image as a progressive institution. Housing a signature branch within its elegantly-designed building, Menara Bank Islam

Tahun 2011 menyaksikan Bank Islam terus mengukuhkan kedudukannya sebagai salah sebuah institusi perbankan utama, bukan sahaja dalam industri perbankan Islam, tetapi juga dalam industri perbankan secara keseluruhan. Dengan mengkhusus kepada produk dan perkhidmatan kewangan berasaskan Syariah, Bank terus didorong oleh komitmennya untuk mencapai kecemerlangan dalam setiap aspek perniagaannya dengan menjalankan operasinya dengan penuh tanggungjawab, merebut peluang baharu dan memperkenalkan penyelesaian inovatif.

Pendekatan ini menyaksikan Bank Islam terus berkembang dan menerapkan semangat perintisnya dalam mewujudkan prospek untuk perkembangan selanjutnya. Antara lain, pelantikan oleh APFT Berhad (penyedia perkhidmatan pendidikan dan latihan penerbangan terkemuka di Malaysia) menjadikan Bank Islam sebagai bank Islam pertama yang memberikan nasihat tentang pelaksanaan penyenaraian. Bank Islam juga memainkan peranan penting dalam pelaksanaan projek TNB Janamanjung yang dianugerahi Anugerah Urus Janji Bon Asia Pasifik Terbaik Tahun 2011 dan Anugerah Urus Janji Ijazah Terbaik 2011, masing-masing oleh Project Finance International (PFI) dan Islamic Finance News ("IFN").

Penganugerahan Anugerah Inovasi Islam Peringkat Kebangsaan 2011 bagi Inovasi Kewangan Islam oleh Kementerian Sains, Teknologi dan Inovasi mencerminkan reputasi Bank yang semakin berkembang sebagai pereka baharu dalam bidang ini. Bilangan anugerah yang diterima oleh Bank Islam dalam tahun di bawah tinjauan, menggambarkan kebolehannya menyampaikan hanya yang terbaik kepada pelanggannya secara konsisten. Antara anugerah terpenting adalah Anugerah Jenama Dipercayai Reader's Digest yang merupakan tambahan kepada dua anugerah sama yang telah dimenangi oleh Bank Islam pada tahun-tahun sebelumnya. Bank juga menerima anugerah The BrandLaureate yang menjadikan tahun ini sebagai tahun kedua Bank Islam menerima anugerah sebagai jenama terbaik dalam kategori perbankan Islam. Selain itu, Pengarah Urusan Bank Islam, Dato' Sri Zukri Samat juga telah dianugerahi Anugerah Kepimpinan Global dan "The BrandLaureate Brand Icons Leadership" sebagai pengiktirafan terhadap reputasi dan keupayaan beliau yang semakin berkembang.

Bagi meneruskan dedikasinya ke arah menyediakan yang terbaik untuk pelanggan, beberapa produk telah diperkenalkan dalam tahun di bawah tinjauan. VISA Debit Card-i Bank Islam membolehkan pengguna menggunakannya sebagai kad ATM (Mesin Teler Automatik) selain fungsinya sebagai kad VISA. Subsidiari Bank, iaitu BIMB Investment Management Berhad telah melancarkan BIMB i Dividend, iaitu dana amanah sahamnya yang keenam. Untuk meluaskan lagi pangkalan pelanggannya meliputi generasi muda, Bank Islam juga telah memperkenalkan Al-Awfar Junior, iaitu produk simpanan dan pelaburan, yang melengkapi produk akaun Simpanan dan Pelaburan-i Al-Awfar yang sememangnya sudah terkenal.

Tahun ini juga menyaksikan siangnya pembinaan pejabat korporat baharu Bank Islam di tengah-tengah bandaraya Kuala Lumpur. Berdiri setinggi 34 tingkat, Menara Bank Islam menjadi contoh utama pendekatan inovatif dalam penggunaan tanah wakaf bagi tujuan komersil. Ia juga hasil usaha Bank Islam untuk menjadikan produk dan perkhidmatan berasaskan Syariahnya lebih mudah dicapai oleh pelanggan dan meningkatkan imejnya sebagai institusi yang progresif. Menempatkan cawangan pengenalan di dalam bangunan yang direka canggih, Menara Bank Islam mencerminkan



is a reflection to the Bank's continuous expansion plan which has increased the number of Bank Islam branches to 122 and nationwide during the year under review. Bank Islam's longstanding vision to become a global leader in Islamic banking has also led to the acquisition of a 20% stake in Amana Bank Limited, Sri Lanka's first Islamic commercial bank. This exercise will open the way for Bank Islam to make its presence felt outside Malaysia.

2011 was the second year of Bank Islam's "Sustainable Growth Plan" which has resulted in healthy profit growth for the Bank itself. It was no coincidence that the year under review saw a record profit for Bank Islam which has already paved the way for rapid expansion and growth. As Asian Banker, a renowned financial publication, has named, Bank Islam was the 4<sup>th</sup> strongest bank in Malaysia during the year under review and globally, it was the 34<sup>th</sup> strongest Islamic bank.

rancangan pengembangan berterusan Bank, yang telah menambah bilangan cawangannya kepada 122 di seluruh negara dalam tahun di bawah tinjauan. Visi Bank Islam sejak dahulu lagi untuk menjadi pemimpin global dalam perbankan Islam juga telah membawa kepada pemerolehan 20% saham dalam Amana Bank Limited, bank komersil Islam pertama di Sri Lanka. Langkah ini akan membuka jalan untuk Bank Islam memastikan kehadirannya dirasai di luar Malaysia.

2011 merupakan tahun kedua "Rancangan Pertumbuhan Mampan" Bank Islam yang menghasilkan pertumbuhan keuntungan yang kukuh bagi Bank. Bukan suatu kebetulan apabila tahun di bawah tinjauan menyaksikan keuntungan tertinggi bagi Bank Islam yang telah pun membuka jalan ke arah perkembangan dan pertumbuhan pesat. Apabila Asian Banker, sebuah penerbitan kewangan yang terkenal menyenaraikan Bank Islam sebagai bank ke-4 paling kukuh di Malaysia dan bank Islam ke-34 paling kukuh di dunia.

## 2011 At a Glance

### Imbasan 2011





# Vision **Visi**

TO BE A GLOBAL LEADER IN ISLAMIC BANKING

“Global Leader” is defined as being the ultimate guidance and source of reference for innovative Shariah-based products and services

**MENJADI PEMIMPIN GLOBAL DALAM PERBANKAN ISLAM**

“Pemimpin Global” ditakrifkan sebagai panduan dan sumber rujukan utama bagi produk dan perkhidmatan yang inovatif berlandaskan prinsip Syariah



## Core Brand Values **Nilai Jenama Teras**

### A LEADER

Our Islamic Products are the Benchmark

Reputed as the pioneer in Islamic banking, we helped build the Islamic banking industry

### DYNAMIC

Progressive and Innovative

We are constantly moving ahead as we offer new and technologically advanced products and services

### PROFESSIONAL

Fast, Efficient and Responsive Service

We are knowledgeable and equipped to handle global business challenges

### CARING

Approachable and Supportive Partner

We help fulfill every customer's financial needs

### TRUSTWORTHY

Dependable and Reliable

100% Shariah-based products, services and corporate values



# Mission Statement **Pernyataan Misi**

To continually develop and innovate universally accepted financial solutions in line with Shariah Principles

To provide a reasonable and sustainable return to shareholders

To provide a conducive working environment and to become an Employer of Choice for top talents in the market

To deliver comprehensive financial solutions of global standards using state-of-the-art technology

To be a responsible and prudent corporate citizen

Beriltizam untuk terus membangun dan memperbaharui penyelesaian kewangan yang diterima sejagat sejajar dengan prinsip Syariah

Menawarkan pulangan yang munasabah dan mampan kepada para pemegang saham

Menyediakan persekitaran kerja yang kondusif dan menjadi Majikan Pilihan bagi mereka yang berbakat besar

Menghasilkan penyelesaian kewangan yang lengkap bertaraf global melalui penggunaan teknologi canggih terkini

Menjadi warga korporat yang bertanggungjawab dan berhemat



## PEMIMPIN

Produk Islam kami menjadi Tanda Aras Industri

Terkenal sebagai perintis dalam perbankan Islam, kami membantu membangunkan industri perbankan Islam

## DINAMIK

Progresif dan Inovatif

Kami terus bergerak maju dengan menawarkan produk dan perkhidmatan baharu dan terkini dari segi teknologi

## PROFESIONAL

Khidmat Pantas, Cekap dan Tangkas

Kami berpengetahuan dan bersedia menghadapi cabaran perniagaan global

## PRIHATIN

Rakan Kongsi yang Mudah Didekati dan Sedia Membantu

Kami membantu memenuhi keperluan kewangan setiap pelanggan

## AMANAH

Berwibawa dan Diyakini

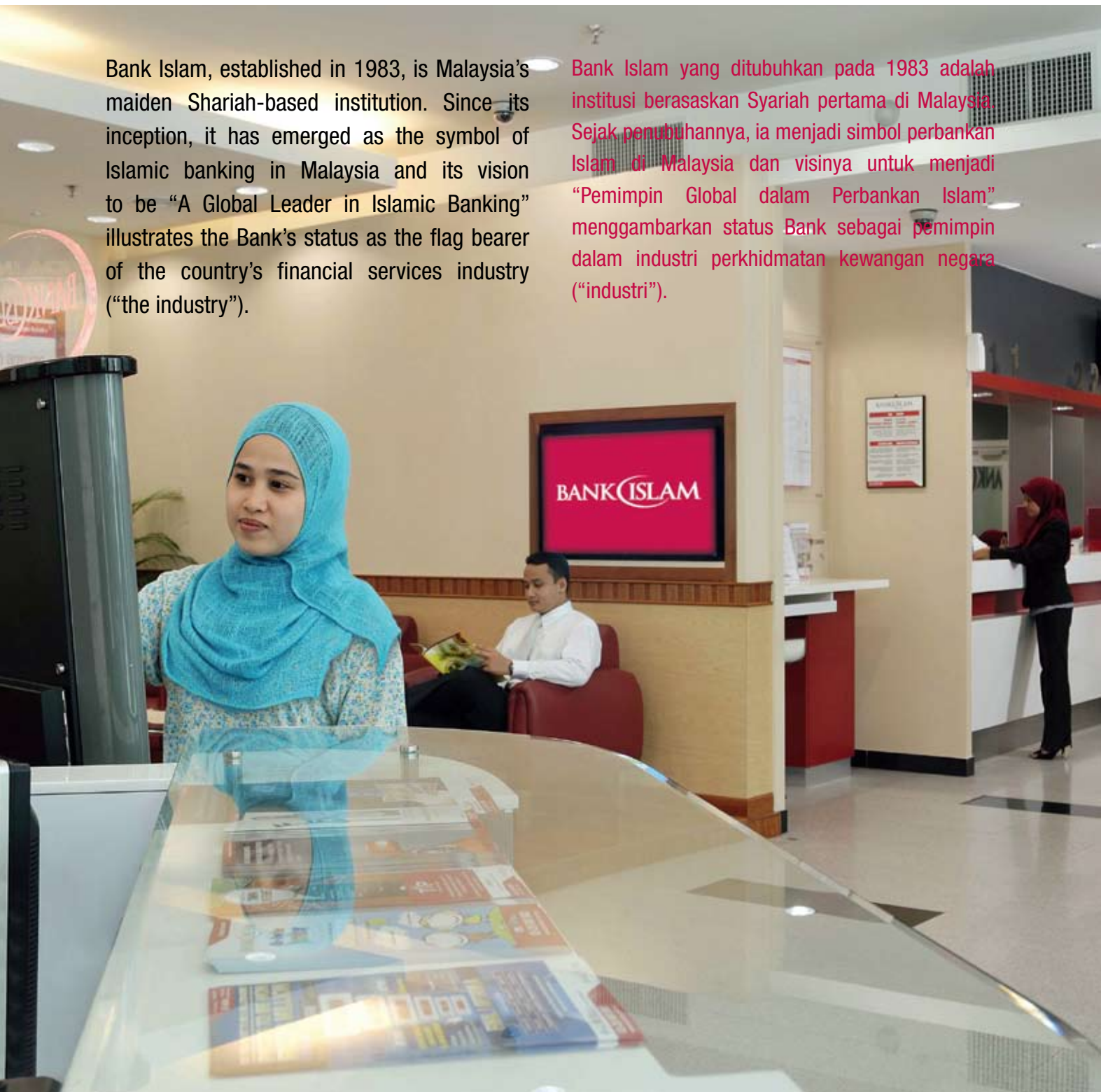
Produk, perkhidmatan dan nilai korporat yang berlandaskan Syariah 100%



## About Us Mengenai Kami

Bank Islam, established in 1983, is Malaysia's maiden Shariah-based institution. Since its inception, it has emerged as the symbol of Islamic banking in Malaysia and its vision to be "A Global Leader in Islamic Banking" illustrates the Bank's status as the flag bearer of the country's financial services industry ("the industry").

Bank Islam yang ditubuhkan pada 1983 adalah institusi berasaskan Syariah pertama di Malaysia. Sejak penubuhannya, ia menjadi simbol perbankan Islam di Malaysia dan visinya untuk menjadi "Pemimpin Global dalam Perbankan Islam" menggambarkan status Bank sebagai pemimpin dalam industri perkhidmatan kewangan negara ("industri").





Bank Islam has been growing from strength to strength as evidenced by its financial performance and paid-up capital, which, in turn, was instrumental in making the growth of its assets. Throughout the year, Bank Islam has been embarking on a number of expansion programmes with its involvement in, among others, notable transaction in Sukuk and Corporate Mandates. Living up to its pioneering spirit, the Bank has continued to provide innovative and enhanced products and services which has resulted in a growing number of customers seeing Islamic Banking as a true alternative to conventional banking. This growing list of clientele in addition to truly groundbreaking and quality banking solutions have been recognised by the global industry which is reflected by the naming of Bank Islam as Malaysia's fourth strongest bank and occupying the 53<sup>rd</sup> position on the list of Asia Pacific strongest banks in 2011.

Through a vast expanding network of 122 branches and more than 1000 self-service terminals nationwide, Bank Islam parades a comprehensive list of more than 50 innovative and sophisticated Islamic banking products and services, comparable to those offered by its conventional counterparts.

From the traditional financing, savings and investment types of products exclusively for individual customers during the early years of establishment, the range of Bank Islam's Shariah-based financial products, services and business solutions has significantly expanded to cater to the fast-changing financial needs of customers from all categories including those related to micro financing, wealth management, capital market, treasury and structured products.

Being the pioneer in the industry, Bank Islam has played a leading role in promoting the expansion of Malaysia's brand of Islamic finance into other markets, especially in the region. This has helped developed Bank Islam into a well-established and universally recognised brand. As the number of local and global financial services continues to increase, Bank Islam remains keenly aware of the pioneering role it must continue to play.

In recognition of its pioneering role, Bank Islam has been awarded the Reader's Digest Platinum Award for being the Most Trusted Brand for three consecutive years. The Bank's growing list of accolades now includes the title "Best Islamic Bank in Malaysia 2011" as given by the prestigious Islamic Finance News. With these entrusted beliefs, Bank Islam is on the right path to become "A Global Leader in Islamic Banking" and continues to remain guided by the excellent pioneering work of its predecessors, Malaysia's ambition to be the International Islamic financial hub, the success of its turnaround effort and the challenge from its competitors.

Bank Islam telah berkembang dengan semakin kukuh seperti yang dapat dilihat melalui prestasi kewangan dan modal berbayarnya, yang amat penting dalam pertumbuhan asetnya. Sepanjang tahun ini, Bank Islam telah memulakan beberapa program perluasan dengan penglibatannya, antara lain, dalam urus niaga penting Sukuk dan Mandat Korporat. Setanding dengan semangat perintisnya, Bank terus menyediakan produk dan perkhidmatan yang inovatif dan lebih menarik hingga berjaya meningkatkan bilangan pelanggan yang memilih perbankan Islam sebagai alternatif sebenar kepada perbankan konvensional. Senarai pelanggan yang semakin bertambah ini serta penyelesaian perbankan yang sangat mengagumkan dan berkualiti, telah diiktiraf oleh industri global yang ditunjukkan melalui pemilihan Bank Islam sebagai bank keempat paling kukuh di Malaysia dan menduduki tempat ke-53 dalam senarai bank paling kukuh di Asia Pasifik pada 2011.

Melalui rangkaian yang berkembang pesat terdiri daripada 122 cawangan dan lebih daripada 1000 terminal layan diri di seluruh negara, Bank Islam menyediakan senarai lengkap bagi lebih daripada 50 produk dan perkhidmatan perbankan Islam yang inovatif dan canggih, setanding dengan khidmat yang ditawarkan oleh bank konvensional lain.

Bermula dengan pembiayaan, simpanan dan produk pelaburan tradisional khusus untuk pelanggan individu pada beberapa tahun awal penubuhannya, rangkaian produk kewangan, perkhidmatan dan penyelesaian perniagaan Bank Islam yang berasaskan Syariah telah diperluas dengan begitu ketara bagi memenuhi keperluan kewangan pelanggan yang sentiasa berubah daripada semua kategori, termasuk yang berkaitan dengan produk pembiayaan mikro, pengurusan harta, pasaran modal, produk perbendaharaan dan berstruktur.

Sebagai perintis dalam industri ini, Bank Islam telah memainkan peranan utama dalam mempromosikan pengembangan jenama kewangan Islam Malaysia dalam pasaran lain, terutamanya di rantau ini. Ini membantu Bank Islam berkembang sebagai jenama yang mantap dan dikenali di seluruh dunia. Selaras dengan bilangan perkhidmatan kewangan tempatan dan global yang semakin meningkat, Bank Islam sentiasa sedar akan keperluan untuk terus memainkan peranannya sebagai perintis.

Menghargai peranannya sebagai perintis, Bank Islam telah dianugerahkan Anugerah Platinum Reader's Digest kerana menjadi Jenama Paling Dipercayai selama tiga tahun berturut-turut. Senarai anugerah Bank yang semakin bertambah ini turut memasukkan gelaran "Bank Islam Terbaik di Malaysia 2011" yang diberikan oleh Islamic Finance News yang berprestij. Dengan kepercayaan yang diamanahkan ini, Bank Islam berada di laluan yang betul untuk menjadi "Pemimpin Global dalam Perbankan Islam" dan terus berpandukan hasil kerja perintisan oleh pelopornya, cita-cita Malaysia untuk menjadi pusat kewangan Islam antarabangsa, kejayaan dalam usaha pemulihannya dan cabaran daripada pesaingnya.



# Milestones 2007 – 2011

## Pencapaian Kami 2007 – 2011

### 2007

- Entered into its first Islamic cross-currency swap agreement  
Memeterai perjanjian swap mata wang-bersilang Islam pertama
- Launch of the new corporate identity of Bank Islam, officiated by a Minister at the Prime Minister's Office, Y.B. Dato' Dr. Abdullah Md Zin  
Melancarkan identiti korporat Bank Islam yang baharu, dirasmikan oleh Menteri di Jabatan Perdana Menteri, Y.B. Dato' Dr. Abdullah Md Zin
- Embarked on Branch Remodeling exercise  
Memulakan usaha Pengubahsuaian Semula Cawangan
- Signing of a strategic collaboration deal with the European Islamic Investment Bank plc ("EIIB"), a gateway for Bank Islam to make inroads into the European market  
Menandatangani perjanjian kerjasama strategik dengan European Islamic Investment Bank plc ("EIIB") sebagai gerbang untuk Bank Islam meneroka pasaran Eropah



### 2008

- Celebrated its 25<sup>th</sup> anniversary  
Meraikan ulang tahun ke-25
- Recorded highest profit of RM308.27 million in 25 years  
Mencatat keuntungan tertinggi dalam tempoh 25 tahun berjumlah RM308.27 juta
- Launched a new product called "Commodity Undertaking-i", an Islamic option based product to be used for asset liability management purpose and investment purpose  
Melancarkan produk baharu yang dipanggil "Aku Janji Komoditi-i", sebuah produk berasaskan opsyen Islam yang boleh digunakan untuk tujuan pengurusan aset dan liabiliti serta pelaburan
- Launched our first Islamic structured and capital protected funds, An Najah NID-i, the first Shariah-based structured product with health care as the investment theme  
Melancarkan dana berstruktur dengan jaminan perlindungan modal Islam pertama, An-Najah-i, produk berstruktur pertama berlandaskan Syariah dengan penjagaan kesihatan sebagai tema pelaburan
- Expanded its foreign currency retail services with the opening of its first bureau de change ("BDC") outlet at the Low Cost Carrier Terminal ("LCCT"), Kuala Lumpur International Airport  
Mengembangkan perkhidmatan mata wang asing runcit dengan pembukaan cawangan biro tukaran wang asing ("BDC") pertamanya di Low Cost Carrier Terminal ("LCCT"), Lapangan Terbang Antarabangsa Kuala Lumpur



## 2009

- Nationwide branch expansion  
Memperluaskan cawangan di seluruh negara
- Awarded Reader's Digest "Platinum Trusted Brand Award 2009 for Islamic Financial Services"  
Menerima Anugerah Reader's Digest bagi "Jenama Platinum Dipercayai untuk Perkhidmatan Kewangan Islam 2009"
- Awarded "Best Mixed Asset MYR Balanced Islamic Fund" for period ending December 2008 in conjunction with The Edge-Lipper Malaysia Fund Awards 2009 for Bank Islam's ASBI Dana Al-Munsif managed by its subsidiary, BIMB Investment Management Berhad  
Menerima anugerah "Aset Campuran Terbaik bagi Dana Islam Terimbang dalam Ringgit Malaysia" (Best Mixed Asset MYR Balance Islamic Fund) bagi tempoh berakhir Disember 2008 sempena The Edge-Lipper Malaysia Fund Awards 2009 untuk ASBI Dana Al-Munsif yang diuruskan oleh BIMB Investment Management Berhad, anak syarikat Bank Islam



## 2009

- Strategic Collaboration between Bank Islam subsidiary Bank Islam Trust Company (Labuan) Ltd and Bank Muamalat Indonesia Group to cooperate in the promotion of Islamic trust products to the world's largest Islamic population  
Menjalani Kerjasama Strategik melalui subsidiari Bank Islam, iaitu Bank Islam Trust Company (Labuan) Ltd dengan Kumpulan Bank Muamalat Indonesia dalam mempromosi produk amanah Islam di Indonesia, iaitu negara paling ramai umat Islam di dunia
- Launched Al-Awfar, a first-of-its-kind savings-i and investment-i account which offers cash prizes  
Melancarkan Al-Awfar, iaitu kombinasi akaun simpanan-i dan pelaburan-i yang pertama seumpamanya yang menawarkan hadiah wang tunai
- The first Islamic banking institution in Malaysia to launch its Bank Islam World MasterCard Card – the first Islamic World MasterCard Card in Asia Pacific.  
Menjadi institusi perbankan Islam pertama di Malaysia yang melancarkan Kad World MasterCard Bank Islam – Kad World MasterCard Islam yang pertama di Asia Pasifik.
- Manager for the Terengganu Investment Authority RM5 billion IMTN Programme guaranteed by the Government of Malaysia; a landmark 30-year issue, being the longest tenured bond issued in Malaysia for both Sukuk and conventional bond markets  
Menjadi Pengurus bagi Program Nota Islam Bertempoh Sederhana Badan Pelaburan Terengganu bernilai RM5 bilion yang dijamin oleh Kerajaan Malaysia; terbitan mercu tanda 30-tahun, iaitu merupakan bon yang diterbitkan di Malaysia dengan tempoh matang paling lama untuk pasaran Sukuk dan bon konvensional



## Milestones 2007-2011

### Pencapaian Kami 2007-2011



## 2009

- Launched “Sinar Letrik Home Campaign” where the Bank will help home owners pay their electricity bills for five consecutive years under a collaboration entered into with Tenaga Nasional Berhad

Melancarkan “Kempen Rumah Sinar Elektrik” di mana Bank akan membantu pemilik rumah membayar bil elektrik mereka untuk tempoh lima tahun berturut-turut di bawah kerjasama yang dibuat dengan Tenaga Nasional Berhad

- Sole Islamic bank and the only non-investment bank that the Securities Commission approved under its list of Principal Advisers for specific corporate proposals in Malaysia

Menjadi satu-satunya Bank Islam dan bank bukan pelaburan yang diluluskan oleh Suruhanjaya Sekuriti dalam senarai Penasihat Utamanya bagi cadangan korporat spesifik di Malaysia

- The first Commercial Bank as Adviser for equity-linked transactions for YSP Southeast Asia Holdings Berhad on Rights Issue

Menjadi Bank komersil pertama yang dilantik sebagai Penasihat transaksi berkait ekuiti bagi YSP Southeast Asia Holdings Berhad berkenaan Terbitan Hak

- Transacted the first asset swap transaction for Bank Islam; which entails applying hedge accounting for the first time to the bond portfolio

Menjalankan transaksi swap aset pertama untuk Bank Islam; di mana mekanisme perlindungan nilai terhadap portfolio bon digunakan buat pertama kalinya

## 2009

- Transacted the first Islamic equity option transaction for Bank Islam  
Melakukan urus niaga opsyen ekuiti Islam pertama bagi Bank Islam
- Launched a new line of business i.e. Bulk Payment Foreign Exchange transaction  
Melancarkan perniagaan baharu iaitu urus niaga Pertukaran Mata Wang Asing secara Pukal
- Introduced a new customer service i.e. daily market news update via SMS  
Memperkenalkan perkhidmatan pelanggan baharu, iaitu maklumat terkini berita pasaran harian melalui SMS
- First Bank to join effort with LTH in launching the Uniteller Service which enables performance of LTH transactions and Hajj registration at any Bank Islam branches nationwide  
Menjadi bank pertama yang menjalan usaha sama dengan LTH dalam pelancaran Khidmat Uniteller yang membolehkan urus niaga LTH dan pendaftaran Haji dilakukan di semua cawangan Bank Islam di seluruh negara
- Launched Ziyad NID-i, an investment product structured to take advantage of the recovery of Asia's equity markets. Ziyad NID-i is a 5-year investment product in the form of Islamic Negotiable Instruments  
Melancarkan Ziyad NID-i, satu produk pelaburan yang berstruktur bagi mengambil kesempatan sempena pasaran ekuiti Asia yang sedang baik pulih. Ziyad NID-i ialah produk pelaburan berjangka masa 5 tahun dalam bentuk Instrumen Islam Boleh Niaga







## 2010

- Named winner of the Platinum Award for Islamic Financial Services for two consecutive years in the annual Reader's Digest Trusted Brands Award 2010  
**Memerangi Anugerah Platinum bagi Perkhidmatan Kewangan Islam untuk tahun kedua berturut-turut dalam acara tahunan Anugerah Jenama Dipercayai Reader's Digest 2010**
- Entered into a strategic collaboration with Tune Talk, Malaysia's newest mobile service operator, to increase the subscriber base of Bank Islam Card ("BIC")  
**Memeterai kerjasama strategik bersama Tune Talk, operator khidmat mudah alih terbaru Malaysia, bagi meningkatkan jumlah pelanggan Kad Bank Islam ("BIC")**
- RAM Ratings assigned A1/P1 financial institution ratings to Bank Islam on 29 October  
**Menerima taraf institusi kewangan A1/P1 daripada 'RAM Ratings'**

## 2010

- Launched its 100<sup>th</sup> branch in Bukit Damansara  
**Melancarkan cawangan ke-100 di Bukit Damansara**
- Launched Waheed-i, the first of its kind in Malaysia for corporate customers. It is a Malaysian Ringgit fixed term deposit product based on the Shariah contract of Wakalah (Agency). It is the first Shariah-based deposit product that meets both local and international Shariah standards  
**Melancarkan Waheed-i, produk pertama seumpamanya di Malaysia untuk pelanggan korporat. Ia adalah produk deposit jangka tetap dalam Ringgit Malaysia yang berasaskan kontrak Syariah, Wakalah (Agensi). Ia adalah produk deposit berasaskan Syariah pertama yang memenuhi piawaian Syariah tempatan dan antarabangsa**
- Launched the Islamic pawn-broking (Ar-Rahnu) which was officiated by Prime Minister Y.A.B. Dato' Sri Mohd Najib Tun Hj Abdul Razak  
**Melancarkan perniagaan pajak gadai Islam (Ar-Rahnu) yang dirasmikan oleh Perdana Menteri Y.A.B. Dato' Sri Mohd Najib Tun Hj Abdul Razak**
- Named the winner of The BrandLaureate Awards 2009 – 2010 for best brands in Corporate Branding – Best Brands in Banking – Islamic Bank, the award is in recognition of the Bank's successful corporate rebranding exercise  
**Memerangi Anugerah BrandLaureate 2009-2010 untuk jenama terbaik dalam Penjenamaan Korporat – Jenama Terbaik Perbankan – Bank Islam sebagai mengiktiraf penjenamaan semula korporat Bank yang telah dilaksanakan dengan jayanya**



## 2010

- Bank Islam and Barclays Capital Markets Malaysia Sdn Bhd signed a Memorandum of Agreement for Collaboration on Customisation of Islamic Investment Products and Hedging Solutions

Menandatangani Memorandum Perjanjian untuk Kerjasama Pelanggan Produk Pelaburan dan Penyelesaian Lindung Nilai Islam dengan Barclays Capital Markets Malaysia Sdn Bhd

- Bank Islam and Universiti Teknologi MARA ("UiTM") unveiled the "Bank Islam – UiTM Alumni Platinum MasterCard Card Sentiasa Di Hatiku" to raise funds for UiTM's Scholarship Fund called "Tabung Mengubah Destini Anak Bangsa"

Melancarkan "Kad Platinum Mastercard Alumni Bank Islam – UiTM Sentiasa Di Hatiku" bagi mengutip dana untuk Dana Biasiswa UiTM iaitu "Tabung Mengubah Destini Anak Bangsa" dengan Universiti Teknologi MARA ("UiTM")

- Launched another first, offering consumers Malaysia's first truly mobile banking service. With Transact at Palm or TAP Mobile Banking-i, account owners can perform banking transactions anywhere and anytime, without Internet access

Melancarkan untuk julung kalinya khidmat perbankan mudah alih pertama di Malaysia. Dengan *Transact at Palm* atau *TAP Mobile Banking-i*, pemegang akaun kini boleh menjalankan urusniaga di mana-mana sahaja pada bila-bila masa, tanpa akses Internet



## 2011

- Financial publication The Asian Banker rated Bank Islam as the 4<sup>th</sup> strongest bank in Malaysia and 53<sup>rd</sup> strongest bank in Asia Pacific. Globally, Bank Islam was ranked 24<sup>th</sup> among Largest Islamic Financial Institutions and 34<sup>th</sup> among Global Islamic Strongest Banks

Menerima pengiktirafan daripada penerbitan kewangan The Asian Banker sebagai Bank nombor 4 yang kukuh di Malaysia dan nombor 53 Bank paling kukuh di Asia Pasifik. Secara global, Bank Islam diberi taraf nombor 24 di kalangan Institusi Kewangan Islam Terbesar dan nombor 34 di kalangan Bank-bank Islam Global yang Terkukuh

- Joint Lead Arranger, Joint Lead Manager and Joint Shariah Adviser for the RM5.0 billion Islamic Securities Programme of TNB Janamanjung Sdn Bhd, which was awarded Project Finance International's Asia Pacific Bond Deal of the Year 2011 and Islamic Finance New's Ijarah Deal of the Year 2011 awards

Menjadi Pengatur Utama Bersama, Pengurus Utama Bersama dan Penasihat Syariah Bersama bagi Program Sekuriti Islam berjumlah RM5.0 bilion bagi TNB Janamanjung Sdn Bhd, yang telah mendapat anugerah Urus Janji Bon Asia Pasifik Terbaik Tahun 2011 daripada Project Finance International dan Urus Janji Ijarah Terbaik Tahun 2011 daripada Islamic Finance News

- Voted as the Best Islamic Bank in Malaysia by Islamic Finance News Awards 2011

Menerima anugerah sebagai Bank Islam Terbaik di Malaysia daripada Islamic Finance News Awards 2011



## 2011

- Bank Islam's Managing Director, Dato' Sri Zukri Samat was awarded The BrandLaureate Brand Icons Leadership Awards 2011

Menerima pengiktirafan "The BrandLaureate Brand Icons Leadership Awards 2011" yang dianugerahkan kepada Pengarah Urusan Bank Islam, Dato' Sri Zukri Samat

- DYMM Seri Paduka Baginda Yang di-Pertuan Agong Al-Wathiqu Billah Tuanku Mizan Zainal Abidin launched Menara Bank Islam that stands tall on a waqaf land in Jalan Perak

Melaksanakan perasmian Menara Bank Islam yang berdiri megah di atas tanah wakaf di Jalan Perak dan disempurnakan oleh DYMM Seri Paduka Baginda Yang di-Pertuan Agong Al-Wathiqu Billah Tuanku Mizan Zainal Abidin

- Bank Islam's Managing Director, Dato' Sri Zukri Samat was awarded the Global Leadership Awards 2011

Menerima Anugerah Kepimpinan Global 2011 yang telah dianugerahkan kepada Pengarah Urusan Bank Islam, Dato' Sri Zukri Samat

- Awarded the "Anugerah Inovasi Islam Peringkat Kebangsaan 2011 bagi Inovasi Kewangan Islam" by MOSTI for its TAP Mobile Banking-i product

Menerima anugerah "Anugerah Inovasi Islam Peringkat Kebangsaan 2011 bagi Inovasi Kewangan Islam" daripada MOSTI untuk produk Perbankan Mudah Alih-i TAP

- Awarded the Malaysia Service to Care Awards 2011 for Islamic bank category by MarkPlus, Inc.

Menerima anugerah "Malaysia Service to Care Awards 2011" bagi kategori perbankan Islam oleh MarkPlus, Inc.

- Named winner of the PLATINUM AWARD for Islamic Financial Services for three consecutive years in the annual Reader's Digest Trusted Brands Award 2011

Menjadi pemenang Anugerah Platinum Perkhidmatan Kewangan Islam untuk tiga tahun berturut-turut bagi Anugerah Tahunan Jenama Dipercayai Reader's Digest 2011



## 2011

- Named the winner of The Brand Laureate Awards 2010-2011 for best brands in Corporate Branding – Best Brands in Banking – Islamic Bank by The Asia Pacific Brands Foundation ("APBF")

Menerima anugerah "The BrandLaureate Awards 2010-2011" bagi jenama korporat terbaik - Jenama terbaik dalam Perbankan - Perbankan Islam daripada The Asia Pacific Brands Foundation ("APBF")

- Announced the completion of a share subscription exercise which gives Bank Islam a strategic 20% stake in Amana Bank Limited ("Amana Bank") in Sri Lanka. Amana Bank is poised to become Sri Lanka's first Islamic commercial bank

Mengumumkan selesainya latihan memohon beli saham yang memberikan Bank Islam 20% kepentingan yang strategik dalam Amana Bank Limited ("Amana Bank") di Sri Lanka. Amana Bank telah siap untuk menjadi bank Islam komersil pertama Sri Lanka

- Announced a record profit before zakat and tax ("PBZT") of RM503.4 million for the 18-month period ended 31 December 2010. This translates into a 44% jump on an annualized basis over RM233.1 million as at end-June 2009

Mencatat keuntungan sebelum zakat dan cukai ("PBZT") sebanyak RM503.4 juta dalam tempoh 18 bulan berakhir 31 Disember 2010. Prestasi itu merupakan peningkatan 44% berbanding RM233.1 juta pada akhir Jun 2009

- Charted Malaysian corporate history by being the first Islamic bank to advise on a listing exercise. APFT Berhad, Malaysia's leading flight education and training service provider, had appointed Bank Islam as Principal Adviser, Managing Underwriter, Underwriter and Placement Agent for its initial public offering ("IPO") in conjunction with its listing on the Main Market of Bursa Malaysia Securities Berhad

Melakar sejarah dunia korporat Malaysia dengan menjadi bank Islam pertama untuk memberi nasihat tentang latihan senarai. APFT Berhad, penyedia pendidikan dan perkhidmatan latihan penerbangan terkemuka di Malaysia, telah melantik Bank Islam sebagai Penasihat Utama, Pengurus Taja Jamin dan Ejen Penempatan untuk melakukan tawaran umum awal ("IPO") dalam penyenaaraiannya di Pasar Utama Bursa Malaysia Securities Berhad



# Financial Highlights

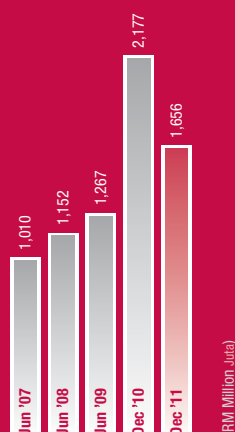
## Sorotan Kewangan

|                                                                    | Financial<br>Year Ended<br>31 December<br>Tahun<br>Kewangan<br>Berakhir<br>31 Disember | 18 months<br>Financial<br>Period Ended<br>31 December<br>Tempoh<br>Kewangan<br>18 Bulan<br>Berakhir<br>31 Disember | Financial Year Ended 30 June<br>Tahun Kewangan Berakhir 30 Jun |            |            |
|--------------------------------------------------------------------|----------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|------------|------------|
|                                                                    | 2011                                                                                   | 2010                                                                                                               | 2009                                                           | 2008       | 2007       |
| <b>Operating Results Keputusan Operasi (RM'000)</b>                |                                                                                        |                                                                                                                    |                                                                |            |            |
| Total Revenue Jumlah Hasil                                         | 1,656,204                                                                              | 2,177,099                                                                                                          | 1,267,087                                                      | 1,152,041  | 1,010,493  |
| Profit Before Allowance Keuntungan Sebelum Peruntukan              | 544,759                                                                                | 684,460                                                                                                            | 359,154                                                        | 280,240    | 218,637    |
| Profit Before Zakat And Tax Keuntungan Sebelum Zakat Dan Cukai     | 470,099                                                                                | 503,400                                                                                                            | 233,096                                                        | 308,267    | 236,660    |
| Profit After Zakat And Tax Keuntungan Selepas Zakat Dan Cukai      | 359,159                                                                                | 411,778                                                                                                            | 160,607                                                        | 384,117    | 232,460    |
| <b>Key Balance Sheet Items Item Kunci Kira-kira Utama (RM'000)</b> |                                                                                        |                                                                                                                    |                                                                |            |            |
| Total Assets Jumlah Aset                                           | 32,205,637                                                                             | 30,399,948                                                                                                         | 27,497,491                                                     | 23,559,424 | 19,091,175 |
| Total Financing Jumlah Pembiayaan                                  | 14,139,470                                                                             | 11,859,140                                                                                                         | 9,661,864                                                      | 9,061,318  | 8,472,014  |
| of which yang mana :                                               |                                                                                        |                                                                                                                    |                                                                |            |            |
| Gross Impaired Financing Pembiayaan Terjejas Kasar                 | 379,790                                                                                | 552,221                                                                                                            | —                                                              | —          | —          |
| Gross Non-Performing Financing Pembiayaan Tak Berbayar Kasar       | —                                                                                      | —                                                                                                                  | 1,360,449                                                      | 1,949,904  | 2,192,151  |

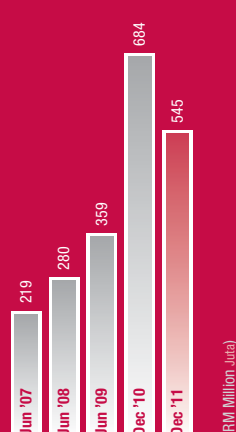
# Key Statistical Review

## Ulasan Statistik Penting

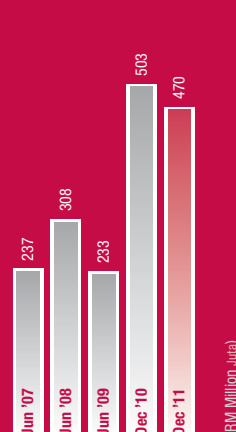
**Total Revenue**  
Jumlah Hasil



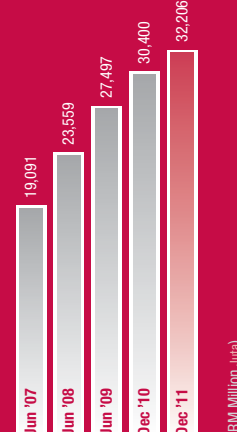
**Profit Before Allowance**  
Keuntungan Sebelum Peruntukan



**Profit Before Zakat and Tax**  
Keuntungan Sebelum Zakat dan Cukai



**Total Assets**  
Jumlah Aset





|                                                                        | Financial Year Ended 31 December 2011<br>Tahun Kewangan Berakhir 31 Disember | 18 months Financial Period Ended 31 December 2010<br>Tempoh Kewangan 18 Bulan Berakhir 31 Disember | Financial Year Ended 30 June<br>Tahun Kewangan Berakhir 30 Jun |            |            |
|------------------------------------------------------------------------|------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|----------------------------------------------------------------|------------|------------|
|                                                                        | 2011                                                                         | 2010                                                                                               | 2009                                                           | 2008       | 2007       |
| Securities <b>Sekuriti</b>                                             | 12,563,418                                                                   | 15,260,422                                                                                         | 8,915,821                                                      | 3,651,427  | 3,880,539  |
| Deposits From Customers <b>Deposit Dari Pelanggan</b>                  | 28,304,907                                                                   | 26,888,250                                                                                         | 25,211,516                                                     | 20,763,168 | 17,616,899 |
| of which <b>yang mana :</b>                                            |                                                                              |                                                                                                    |                                                                |            |            |
| Current And Saving Deposits (CASA)                                     | 12,282,776                                                                   | 10,663,909                                                                                         | 9,060,958                                                      | 8,281,540  | 6,675,840  |
| <b>Deposit semasa dan simpanan</b>                                     |                                                                              |                                                                                                    |                                                                |            |            |
| Shareholders' Equity <b>Ekuiti Pemegang Saham</b>                      | 2,785,307                                                                    | 2,526,968                                                                                          | 1,519,553                                                      | 1,308,950  | 1,014,212  |
| of which <b>yang mana :</b>                                            |                                                                              |                                                                                                    |                                                                |            |            |
| Share Capital <b>Modal Saham</b>                                       | 2,265,490                                                                    | 2,265,490                                                                                          | 1,725,490                                                      | 1,725,490  | 1,725,490  |
| <b>Ratio Analysis Analisis Nisbah</b>                                  |                                                                              |                                                                                                    |                                                                |            |            |
| Return On Assets <b>Pulangan Aset</b>                                  | 1.50%                                                                        | 1.16% <sup>1</sup>                                                                                 | 0.91%                                                          | 1.45%      | 1.40%      |
| Return On Equity <b>Pulangan Ekuiti</b>                                | 17.70%                                                                       | 16.54% <sup>1</sup>                                                                                | 16.48%                                                         | 26.54%     | 23.33%     |
| Cost Income Ratio <b>Nisbah Kos Kepada Pendapatan</b>                  | 53.79%                                                                       | 54.26%                                                                                             | 56.69%                                                         | 60.79%     | 68.23%     |
| Capital Adequacy Ratio <b>Nisbah Kecukupan Modal</b>                   | 16.31%                                                                       | 16.78%                                                                                             | 13.61%                                                         | 12.93%     | 12.01%     |
| Gross Impaired Financing Ratio <b>Nisbah Pembiayaan Terjejas Kasar</b> | 2.61%                                                                        | 4.50%                                                                                              | —                                                              | —          | —          |
| Gross Non-Performing Financing Ratio                                   | —                                                                            | —                                                                                                  | 12.70%                                                         | 18.64%     | 22.25%     |
| <b>Nisbah Pembiayaan Tak Berbayar Kasar</b>                            |                                                                              |                                                                                                    |                                                                |            |            |
| Financing to Deposits Ratio <b>Nisbah Pembiayaan Kepada Deposit</b>    | 51.45%                                                                       | 45.68%                                                                                             | 43.52%                                                         | 51.99%     | 57.56%     |
| Earnings per Share <b>Perolehan Sesaham</b>                            | 16 sen                                                                       | 21 sen                                                                                             | 9 sen                                                          | 22 sen     | 16 sen     |
| Net Tangible Assets Backing <b>Jaminan Aset Ketara Bersih</b>          | 123 sen                                                                      | 112 sen                                                                                            | 88 sen                                                         | 76 sen     | 59 sen     |

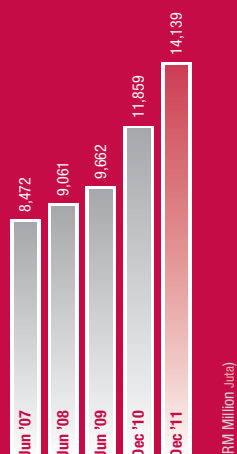
Note:

- 1 Profit before zakat and tax for the 18 months Financial Period Ended 31 December 2010 is annualised to derive both the Return on Assets and the Return on Equity.

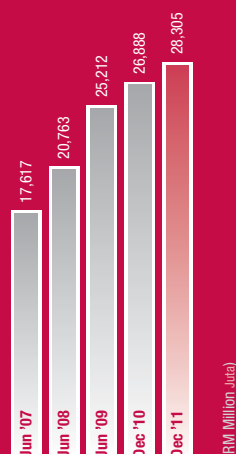
Nota:

- 1 Keuntungan sebelum zakat dan cukai untuk Tempoh Kewangan 18 Bulan Berakhir 31 Disember 2010 disetahunkan bagi mendapatkan Pulangan Aset dan Pulangan Ekuiti.

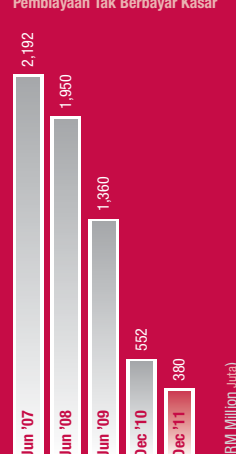
**Total Financing**  
Jumlah Pembiayaan



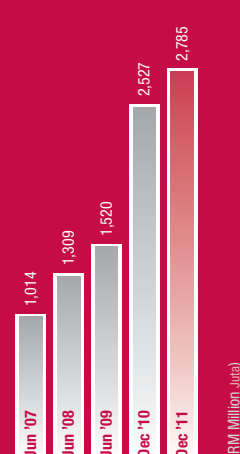
**Deposits From Customers**  
Deposit Dari Pelanggan



**Gross Impaired Financing/  
Gross Non-Performing Financing**  
Pembiayaan Terjejas Kasar/  
Pembiayaan Tak Berbayar Kasar



**Shareholders' Equity**  
Ekuiti Pemegang Saham



# Key Financial Information

## Maklumat Kewangan Penting

|                                                                | Financial Year Ended<br>31 December 2011<br>Tahun Kewangan Berakhir<br>31 Disember 2011 | 12 Months Ended<br>31 December 2010*<br>12 Bulan Berakhir<br>31 Disember 2010* |
|----------------------------------------------------------------|-----------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| <b>Operating Results Keputusan Operasi (RM'000)</b>            |                                                                                         |                                                                                |
| Total Revenue Jumlah Hasil                                     | 1,656,204                                                                               | 1,497,548                                                                      |
| Profit Before Allowance Keuntungan Sebelum Peruntukan          | 544,759                                                                                 | 449,985                                                                        |
| Profit Before Zakat and Tax Keuntungan Sebelum Zakat Dan Cukai | 470,099                                                                                 | 344,546                                                                        |
| Profit After Zakat and Tax Keuntungan Selepas Zakat Dan Cukai  | 359,159                                                                                 | 294,477                                                                        |
| <b>Ratio Analysis Analisis Nisbah</b>                          |                                                                                         |                                                                                |
| Return on Assets Pulangan Aset                                 | 1.50%                                                                                   | 1.21%                                                                          |
| Return on Equity Pulangan Ekuiti                               | 17.70%                                                                                  | 14.52%                                                                         |
| Cost Income Ratio Nisbah Kos Kepada Pendapatan                 | 53.79%                                                                                  | 55.38%                                                                         |

\* 12 months to 31 December 2010 is part of 18 months Financial Period Ended 31 December 2010

\* 12 bulan hingga 31 Disember 2010 adalah sebahagian daripada Tempoh Kewangan 18 bulan berakhir 31 Disember 2010





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**BANK ISLAM**  
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# Financing by Contract (RM'000)

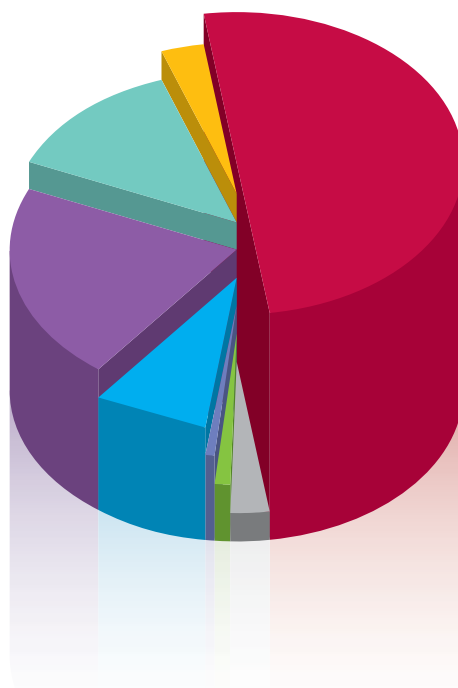
## Pembiayaan Mengikut Kontrak (RM'000)

2011



- **Bai' Bithaman Ajiil** RM7,291,742 (50.1%)
- **Ijarah** RM295,881 (2.0%)
- **Ijarah Muntahiah Bit-Tamleek** RM22,648 (0.2%)
- **Mudharabah** RM6,000 (0.1%)
- **Murabahah** RM1,316,853 (9.0%)
- **At-Tawarruq** RM3,903,981 (26.7%)
- **Bai Al-Inah** RM1,481,440 (10.2%)
- **Istisna'** RM245,250 (1.7%)

2010



- **Bai' Bithaman Ajiil** RM6,209,417 (50.6%)
- **Ijarah** RM334,106 (2.7%)
- **Ijarah Muntahiah Bit-Tamleek** RM11,657 (0.1%)
- **Mudharabah** RM6,000 (0.1%)
- **Murabahah** RM1,120,380 (9.1%)
- **At-Tawarruq** RM2,573,328 (20.9%)
- **Bai Al-Inah** RM1,675,229 (13.6%)
- **Istisna'** RM353,125 (2.9%)



# Financing by Segment of Business Units

## Pembiayaan Mengikut Segmen Unit Perniagaan

■ **Consumer** *Pengguna* 75.5%

■ **Commercial** *Komersil* 14.2%

■ **Corporate** *Korporat* 10.3%



2011

■ **Consumer** *Pengguna* 75.9%

■ **Commercial** *Komersil* 14.2%

■ **Corporate** *Korporat* 9.9%



2010



## **IDENTIFYING FRESH PERSPECTIVES**

Consistently on the lookout for fresh perspectives, Bank Islam continues to improve its operational efficiency and marketing prowess.

## **MENGENAL PASTI PERSPEKTIF BAHARU**

Sentiasa mencari perspektif baharu, Bank Islam terus meningkatkan kecekapan operasi dan kehebatan pemasarannya.





BANK ISLAM

# Shareholding Structure

## Struktur Pemegang Saham





# al-awfar junior

Prizes worth more than  
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To be won each year!

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**BANK ISLAM**  
Pioneering Change

# Corporate Information

## Maklumat Korporat

### BOARD OF DIRECTORS

#### LEMBAGA PENGARAH

Chairman **Pengerusi**

Dato' Zamani Abdul Ghani

appointed on 1 March 2011 **dilantik pada 1 Mac 2011**

Managing Director **Pengarah Urusan**

Dato' Sri Zukri Samat

Members **Ahli-ahli**

Dato' Paduka Ismee Ismail

Johan Abdullah

Abdullah Abdulrahman Abdullah Sharafi

appointed on 1 August 2011 **dilantik pada 1 Ogos 2011**

Mohammed Abdul Ghaffar Hussain

appointed on 7 December 2011 **dilantik pada 7 Disember 2011**

Zahari @ Mohd Zin Idris

Zaiton Mohd Hassan

Mohamed Ridza Mohamed Abdulla

Fadhel Abdulbaqi Abu Al-Hasan Al-Ali

resigned on 1 August 2011 **meletak jawatan pada 1 Ogos 2011**

Marwan Hassan Ali Al-Khatib

resigned on 7 December 2011 **meletak jawatan pada 7 Disember 2011**

### SHARIAH SUPERVISORY COUNCIL

#### MAJLIS PENGAWASAN SYARIAH

Chairman **Pengerusi**

Ustaz Dr. Ahmad Shahbari @ Sobri Salamon

Secretary **Setiausaha**

Mohd Nazri Chik

Members **Ahli-ahli**

Ustaz Mohd Bakir Haji Mansor

Sheikh Dr. Ahmed Mohieldin Ahmed

Assistant Professor Dr. Uzaimah Ibrahim

Professor Dr. Ahmad Hidayat Buang

appointed on 1 April 2011 **dilantik pada 1 April 2011**

Ustaz Dr. Muhammad Syafii Antonio

appointed on 1 April 2011 **dilantik pada 1 April 2011**

Y.A.A. Dato' Haji Daud Muhammad

resigned on 31 March 2011 **meletak jawatan pada 31 Mac 2011**

Associate Professor Dr. Yusof Ramli

resigned on 31 March 2011 **meletak jawatan pada 31 Mac 2011**

### SHARIAH REVIEW COMMITTEE

#### JAWATANKUASA SEMAKAN SYARIAH

Chairman **Pengerusi**

Ustaz Mohd Bakir Haji Mansor

Secretary **Setiausaha**

Mohd Nazri Chik

Members **Ahli-ahli**

Ustaz Dr. Ahmad Shahbari @ Sobri Salamon

Assistant Professor Dr. Uzaimah Ibrahim

Professor Dr. Ahmad Hidayat Buang

appointed on 24 May 2011 **dilantik pada 24 Mei 2011**

Associate Professor Dr. Yusof Ramli

resigned on 31 March 2011 **meletak jawatan pada 31 Mac 2011**

### BOARD FINANCING REVIEW COMMITTEE

#### JAWATANKUASA LEMBAGA SEMAKAN PEMBIAYAAN

Chairman **Pengerusi**

Zahari @ Mohd Zin Idris

Members **Ahli-ahli**

Zaiton Mohd Hassan

Dato' Paduka Ismee Ismail

Dato' Sri Zukri Samat

### AUDIT AND EXAMINATION COMMITTEE

#### JAWATANKUASA AUDIT DAN PEMERIKSAAN

Chairman **Pengerusi**

Zahari @ Mohd Zin Idris

Members **Ahli-ahli**

Zaiton Mohd Hassan

Mohamed Ridza Mohamed Abdulla

appointed on 29 March 2011 **dilantik pada 29 Mac 2011**

Marwan Hassan Ali Al-Khatib

resigned on 7 December 2011 **meletak jawatan pada 7 Disember 2011**



## BOARD RISK COMMITTEE

### JAWATANKUASA LEMBAGA RISIKO

Chairman **Pengerusi**

Zaiton Mohd Hassan

Members **Ahli-ahli**

Dato' Zamani Abdul Ghani

appointed on 29 March 2011 **dilantik pada 29 Mac 2011**

Zahari @ Mohd Zin Idris

Fadhel Abdulbaqi Abu Al-Hasan Al-Ali

resigned on 1 August 2011 **meletak jawatan pada 1 Ogos 2011**

## NOMINATION AND ASSESSMENT COMMITTEE

### JAWATANKUASA PENAMAAN DAN PENILAIAN

Chairman **Pengerusi**

Dato' Zamani Abdul Ghani

appointed on 29 March 2011 **dilantik pada 29 Mac 2011**

Members **Ahli-ahli**

Dato' Paduka Ismee Ismail

Dato' Sri Zukri Samat

Zaiton Mohd Hassan

Zahari @ Mohd Zin Idris

Marwan Hassan Ali Al-Khatib

resigned on 7 December 2011 **meletak jawatan pada 7 Disember 2011**

## REMUNERATION COMMITTEE

### JAWATANKUASA IMBUHAN

Chairman **Pengerusi**

Dato' Zamani Abdul Ghani

appointed on 29 March 2011 **dilantik pada 29 Mac 2011**

Members **Ahli-ahli**

Dato' Paduka Ismee Ismail

Zaiton Mohd Hassan

Zahari @ Mohd Zin Idris

Marwan Hassan Ali Al-Khatib

resigned on 7 December 2011 **meletak jawatan pada 7 Disember 2011**

## COMPANY SECRETARIES

### SETIAUSAHA-SETIAUSAHA SYARIKAT

Maria Mat Said (LS0009400)

Norhidayati Mohamat Salim (MIA 27364)

## REGISTERED ADDRESS

### ALAMAT BERDAFTAR

11<sup>th</sup> Floor, Wisma Bank Islam

Jalan Dungun

Bukit Damansara

50490 Kuala Lumpur

Tel: (6) 03 2088 8000

Fax: (6) 03 2088 8033

Web: [www.bankislam.com.my](http://www.bankislam.com.my)

## AUDITORS

### JURUAUDIT

KPMG Desa Megat & Co (AF 0759)

Level 10, KPMG Tower

8, First Avenue, Bandar Utama

47800 Petaling Jaya, Selangor

# Board of Directors

## Lembaga Pengarah



*from left to right dari kiri ke kanan*

**Dato' Zamani Abdul Ghani**

Chairman of Bank Islam Malaysia Berhad  
Pengerusi Bank Islam Malaysia Berhad

**Dato' Sri Zukri Samat**

Managing Director, Bank Islam Malaysia Berhad  
Pangarah Urusan, Bank Islam Malaysia Berhad





**Dato' Paduka Ismee Ismail**

Non-Independent Non-Executive Director  
Pengarah Bukan Bebas Bukan Eksekutif

**Johan Abdullah**

Non-Independent Non-Executive Director  
Pengarah Bukan Bebas Bukan Eksekutif

**Abdullah Abdulrahman Abdullah Sharafi**

Non-Independent Non-Executive Director  
Pengarah Bukan Bebas Bukan Eksekutif

**Mohammed Abdul Ghaffar Hussain**

Non-Independent Non-Executive Director  
Pengarah Bukan Bebas Bukan Eksekutif

**Zahari @ Mohd Zin Idris**

Independent Non-Executive Director  
Pengarah Bebas Bukan Eksekutif

**Zaiton Mohd Hassan**

Independent Non-Executive Director  
Pengarah Bebas Bukan Eksekutif

**Mohamed Ridza Mohamed Abdulla**

Independent Non-Executive Director  
Pengarah Bebas Bukan Eksekutif

# Profile of Board of Directors

## Profil Lembaga Pengarah

### Dato' Zamani Abdul Ghani

#### Chairman of Bank Islam Malaysia Berhad

Master's degree in Management from the Asian Institute of Management, Manila, the Philippines

Bachelor degree in Economics (Analytical) from the University of Malaya, Kuala Lumpur

Chairman of Nomination and Assessment Committee

Chairman of Remuneration Committee

Member of Board Risk Committee

Dato' Zamani Abdul Ghani has been appointed as Chairman of Bank Islam effective 1 March 2011. He was, until 15 November 2010, a Deputy Governor of Bank Negara Malaysia ("BNM") and a member of its Board of Directors since 2004. He was Special Advisor in BNM prior to his appointment to Bank Islam.

Dato' Zamani oversaw various departments in BNM responsible for the regulation and supervision of financial institutions, units combating abuses in and of the financial system as well as the Bank's corporate, personnel, property, security and related services. The financial services he oversaw include both conventional and Islamic banks, insurance entities and development financial institutions.

Dato' Zamani started his career in BNM early in 1971 and has served in a number of different capacities and departments. He was first attached with the Economics Department before being promoted as a Deputy Director in the Treasury Operations Department and later as Director of the Bank Regulation Department. He then headed the Bank's representative offices in London and New York between 1986 and 1989 and was then appointed as the Director of both the Insurance Regulation and Insurance Inspection Departments. Dato' Zamani was promoted as an Assistant Governor in 1995 and served as an Executive Director in the International Monetary Fund ("IMF") between 1996 and 1998. He was also, between 1998 and 1999, the Director General of the Labuan Offshore Financial Services Authority ("LOFSA"), now known as the Labuan Financial Services Authority ("LabuanFSA").

Dato' Zamani was the Chairman of the Credit Guarantee Corporation and Danamodal Nasional Berhad, both since 2004 until 2011. He was a Commissioner for the Securities Commission of Malaysia between 2000 and 2004 and a member of the Board of Directors of Lembaga Tabung Haji between 2004 and 2008. He represented Malaysia, between 2006 and 2010, as the Asia Chair in the Egmont Committee, the policy setting body of the Egmont Group of international financial intelligence units ("FIUs").

He is a Fellow Member of the Malaysia Institute of Bankers. Dato' Zamani was also involved with the International Centre for Education in Islamic Finance ("INCEIF"), and was a member of the Governing Council and the Executive Committee of INCEIF. He was a Trustee of the INCEIF Trust Fund, the IBBM Staff Training Fund and the International Centre for Leadership in Finance ("ICLIF") Trust Fund.

Dato' Zamani has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.



#### **Pengerusi Bank Islam Malaysia Berhad**

Ijazah Sarjana Pengurusan daripada Asian Institute of Management, Manila, Filipina

Ijazah Sarjana Muda Ekonomi (Analisis) daripada Universiti Malaya, Kuala Lumpur

Pengerusi Jawatankuasa Penamaan dan Penilaian

Pengerusi Jawatankuasa Imbuhan

Ahli Jawatankuasa Lembaga Risiko

Dato' Zamani Abdul Ghani telah dilantik sebagai Pengerusi Bank Islam berkuat kuasa 1 Mac 2011. Sehingga 15 November 2010, beliau menjadi Timbalan Gabenor Bank Negara Malaysia ("BNM") dan ahli Lembaga Pengarahnya sejak 2004. Beliau adalah Penasihat Khas di BNM sebelum pelantikannya di Bank Islam.

Dato' Zamani menyelia pelbagai jabatan di BNM dan bertanggungjawab ke atas peraturan dan penyeliaan institusi kewangan, unit membanteras penyalahgunaan dalam dan bagi sistem kewangan serta perkhidmatan korporat, kakitangan, harta, keselamatan dan perkhidmatan yang berkaitan dengan Bank. Perkhidmatan kewangan yang di bawah penyeliaannya termasuk bank konvensional dan Islam, entiti insurans dan institusi pembangunan kewangan.

Dato' Zamani memulakan kerjayanya di BNM pada awal 1971 dan telah berkhidmat dalam pelbagai tugas dan jabatan. Pada awalnya beliau ditugaskan di Jabatan Ekonomi sebelum dilantik sebagai Timbalan Pengarah Jabatan Operasi Perbendaharaan dan selepas itu sebagai Pengarah Jabatan Pengawalan Bank. Beliau kemudian mengetuai pejabat wakil Bank di London dan New York antara 1986 hingga 1989 dan kemudian dilantik sebagai Pengarah Jabatan Pengawalan Insurans dan Jabatan Pemeriksaan Insurans. Dato' Zamani dinaikkan pangkat sebagai Penolong Gabenor pada 1995 dan berkhidmat sebagai Pengarah Eksekutif di Dana Kewangan Antarabangsa ("IMF") antara 1996 hingga 1998. Beliau juga pernah menjadi Ketua Pengarah Lembaga Perkhidmatan Kewangan Luar Pesisir Labuan ("LOFSA"), yang kini dikenali sebagai Lembaga Perkhidmatan Kewangan Labuan ("LabuanFSA") antara 1998 hingga 1999.

Dato' Zamani adalah Pengerusi Credit Guarantee Corporation dan Danamodal Nasional Berhad dari 2004 hingga 2011. Beliau pernah menjadi Pesuruhjaya di Suruhanjaya Sekuriti Malaysia antara 2000 hingga 2004 dan ahli Lembaga Pengarah, Lembaga Tabung Haji antara 2004 hingga 2008. Beliau mewakili Malaysia antara 2006 hingga 2010 sebagai Pengerusi Asia dalam Jawatankuasa Egmont, badan penetapan dasar Kumpulan Egmont bagi unit perisikan kewangan antarabangsa ("FIU").

Dato' Zamani adalah Felo Malaysia Institute of Bankers. Beliau juga terlibat dengan Pusat Pendidikan Kewangan Islam Antarabangsa ("INCEIF"), dan menjadi ahli Majlis Pentadbir dan Jawatankuasa Eksekutif INCEIF. Beliau juga merupakan Pemegang Amanah bagi Dana Amanah INCEIF, Dana Latihan Kakitangan IBBM dan Dana Amanah Pusat Kepimpinan Kewangan Antarabangsa ("ICLIF").

Dato' Zamani tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.





## Dato' Sri Zukri Samat

**Managing Director, Bank Islam Malaysia Berhad**

MBA (Finance), University of Hull (UK)

Member of Nomination and Assessment Committee

Member of Board Financing Review Committee

Dato' Sri Zukri Samat was appointed as Managing Director of Bank Islam on 9 June 2006. Prior to this appointment, he was the Executive Director of Investment of Khazanah Nasional Berhad, the investment arm of the Government of Malaysia ("Government"). He was also the Managing Director of Pengurusan Danaharta Nasional Berhad ("Danaharta"), a national asset management company set up by the Government during the 1997/1998 financial crisis. He joined Danaharta in October 1998 as the General Manager, Operations Division and was later promoted as the Director of Operations in August 2001, assuming direct line responsibility for all loan restructuring and recovery activities of Danaharta. On 1 July 2003, he was then appointed as the Managing Director until December 2005, when Danaharta ceased its operation.

Dato' Sri Zukri had also served in Credit Agricole Indosuez, Labuan as General Manager. He had also worked for Commerce International Merchant Bankers Berhad ("CIMB") for seven years; his last position being Deputy General Manager of Capital Markets where he was responsible for transactions involving corporate finance, private debt securities, project finance, corporatisation and privatisation of state-owned companies. Dato' Sri Zukri started his career with Bank Bumiputra Malaysia Berhad before joining Public Bank Berhad where he served for seven years in various capacities both at head office and branches.

Dato' Sri Zukri is the Chairman of Islamic Banking and Finance Institute Malaysia Sdn Bhd ("IBFIM"), a director and an Exco member of Asian Institute of Finance ("AIF"), a member of the Professional Development Panel and also Publication and Research Committee of International Centre for Education in Islamic Finance ("INCEIF"), a director of Amana Investments Limited (Sri Lanka), a director of Amana Bank Limited (Sri Lanka), an Investment Advisory Committee Member of CMREF 1 Sdn Bhd, also a member of the Executive Committee of Malaysia International Islamic Finance Centre ("MIFC"), Chairman of Trustee of Islamic Banking and Finance Institute Malaysia Sdn Bhd ("IBFIM"), a member of Steering Committee of Financial Sector Talent Enrichment Programme ("FSTEP"), Deputy President of Association of Islamic Banking Institutions Malaysia ("AIBIM") and a member of the Investment Board of Yayasan Dakwah Islamiah Malaysia ("YADIM"). Dato' Sri Zukri is also the Chairman of Bank Islam's subsidiaries namely BIMB Investment Management Berhad and Farihan Corporation Sdn Bhd.

Dato' Sri Zukri has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

#### **Pengarah Urusan, Bank Islam Malaysia Berhad**

MBA (Kewangan), University of Hull (UK)

Ahli Jawatankuasa Penamaan dan Penilaian

Ahli Jawatankuasa Lembaga Semakan Pembiayaan

Dato' Sri Zukri Samat telah dilantik sebagai Pengarah Urusan Bank Islam pada 9 Jun 2006. Sebelum pelantikan ini, beliau menjadi Pengarah Eksekutif Pelaburan di Khazanah Nasional Berhad, sebuah syarikat pelaburan Kerajaan Malaysia ("Kerajaan"). Beliau juga merupakan bekas Pengarah Urusan di Pengurusan Danaharta Nasional Berhad ("Danaharta"), sebuah syarikat pengurusan aset negara yang ditubuhkan oleh Kerajaan semasa krisis kewangan 1997/1998. Beliau menyertai Danaharta pada Oktober 1998 sebagai Pengurus Besar, Bahagian Operasi dan kemudian dinaikkan pangkat sebagai Pengarah Operasi pada Ogos 2001, bertanggungjawab secara terus ke atas semua aktiviti penyusunan semula dan kutipan semula pinjaman Danaharta. Pada 1 Julai 2003, beliau dilantik sebagai Pengarah Urusan hingga Disember 2005, apabila Danaharta menghentikan operasinya.

Dato' Sri Zukri juga pernah berkhidmat di Credit Agricole Indosuez, Labuan sebagai Pengurus Besar. Beliau juga pernah berkhidmat di Commerce International Merchant Bankers Berhad ("CIMB") selama tujuh tahun; jawatan terakhir beliau adalah Timbalan Pengurus Besar Pasaran Modal, yang bertanggungjawab ke atas urus niaga yang melibatkan kewangan korporat, sekuriti hutang swasta, pembiayaan projek, pengkorporatan dan penswastaaan syarikat milik negara. Dato' Sri Zukri memulakan kerjaya dengan Bank Bumiputra Malaysia Berhad sebelum menyertai Public Bank Berhad dan telah berkhidmat selama tujuh tahun dalam pelbagai jawatan di ibu pejabat dan cawangan.

Dato' Sri Zukri merupakan Pengerusi Islamic Banking and Finance Institute Malaysia Sdn Bhd ("IBFIM"), pengarah dan Ahli Exco di Institut Kewangan Asia ("AIF"), ahli Panel Pembangunan Profesional dan juga Ahli Jawatankuasa Penerbitan dan Penyelidikan Pusat Pendidikan Kewangan Islam Antarabangsa ("INCEIF"), pengarah Amana Investments Limited (Sri Lanka), pengarah Amana Bank Limited (Sri Lanka), Ahli Jawatankuasa Penasihat Pelaburan CMREF 1 Sdn Bhd, ahli Jawatankuasa Eksekutif Pusat Kewangan Islam Antarabangsa Malaysia ("MIFC"), Pengerusi Pemegang Amanah Islamic Banking and Finance Institute Malaysia Sdn Bhd ("IBFIM"), ahli Jawatankuasa Pemandu Program Pengayaan Bakat Sektor Kewangan ("FSTEP"), Timbalan Presiden Persatuan Institusi-institusi Perbankan Islam Malaysia ("AIBIM") dan ahli Lembaga Pelaburan Yayasan Dakwah Islamiah Malaysia ("YADIM"). Dato' Sri Zukri juga menjadi Pengerusi subsidiari Bank Islam, iaitu BIMB Investment Management Berhad dan Farihan Corporation Sdn Bhd.

Dato' Sri Zukri tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.



## Dato' Paduka Ismee Ismail

### Non-Independent Non-Executive Director

Fellow of Chartered Institute of Management Accountants (UK)

Member of Malaysian Institute of Accountants

Member of Nomination and Assessment Committee

Member of Remuneration Committee

Member of Board Financing Review Committee

### Pengarah Bukan Bebas Bukan Eksekutif

Felo Chartered Institute of Management Accountants (UK)

Ahli Institut Akauntan Malaysia

Ahli Jawatankuasa Penamaan dan Penilaian

Ahli Jawatankuasa Imbuhan

Ahli Jawatankuasa Lembaga Semakan Pembiayaan

Dato' Paduka Ismee Ismail was appointed as director of Bank Islam on 9 October 2006. Dato' Paduka Ismee is currently the Group Managing Director and Chief Executive Officer of Lembaga Tabung Haji and sits on the Board of several of its subsidiary and associated companies including BIMB Holdings Berhad, TH Plantations Berhad and Syarikat Takaful Malaysia Berhad. He is also a director of 1 Malaysia Development Berhad and Johor Corporation. Previously, Dato' Paduka Ismee held the position of Chief Executive Officer of ECM Libra Securities and director of ECM Libra Capital Sdn Bhd. He also held several senior positions in numerous organisations including that of Senior General Manager of Finance, Lembaga Tabung Haji, Chief Accountant at Pengurusan Danaharta Nasional Berhad, General Manager, Business Development of Arab Malaysia Development Berhad and held various finance positions in Shell Malaysia.

Dato' Paduka Ismee has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Dato' Paduka Ismee Ismail dilantik sebagai pengarah Bank Islam pada 9 Oktober 2006. Kini, Dato' Paduka Ismee menjadi Pengarah Urusan Kumpulan dan Ketua Pegawai Eksekutif di Lembaga Tabung Haji dan juga ahli Lembaga Pengarah bagi beberapa subsidiari dan syarikat sekutunya termasuk BIMB Holdings Berhad, TH Plantations Berhad dan Syarikat Takaful Malaysia Berhad. Dato' Paduka Ismee juga adalah pengarah 1 Malaysia Development Berhad dan Johor Corporation. Sebelum ini, Dato' Paduka Ismee memegang jawatan Ketua Pegawai Eksekutif ECM Libra Securities dan pengarah ECM Libra Capital Sdn Bhd. Beliau juga pernah memegang pelbagai jawatan kanan di beberapa buah organisasi termasuk sebagai Pengurus Besar Kanan Kewangan di Lembaga Tabung Haji, Ketua Akauntan di Pengurusan Danaharta Nasional Berhad, Pengurus Besar Pembangunan Perniagaan Arab Malaysia Development Berhad serta pelbagai jawatan kewangan di Shell Malaysia.

Dato' Paduka Ismee tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa untuk sebarang kesalahan.



## Johan Abdullah

### **Non-Independent Non-Executive Director**

MBA (Finance), Morehead State University (USA)

BBA (Finance), Eastern Michigan University (USA)

Diploma in Banking, University Technology MARA

### **Pengarah Bukan Bebas Bukan Eksekutif**

MBA (Kewangan), Morehead State University (USA)

BBA (Kewangan), Eastern Michigan University (USA)

Diploma Perbankan, Universiti Teknologi MARA

Encik Johan Abdullah was appointed as director of Bank Islam on 1 August 2008. Currently, he is the Group Managing Director/Chief Executive Officer of BIMB Holdings Berhad and sits on the Board of several of its subsidiaries including Syarikat Takaful Malaysia Berhad, BIMB Securities Sdn Bhd, BIMB Securities (Holdings) Sdn Bhd, BIMB Musyarakah Satu Sdn Bhd, Syarikat Al-Ijarah Sdn Bhd and BIMBSEC Asset Management Sdn Bhd. Encik Johan started his career in 1987 with Kuala Lumpur Stock Exchange (currently known as Bursa Malaysia Securities Berhad) as a Listing Officer. In 1989, he joined the Corporate Finance Division of Bumiputra Merchant Bankers Berhad and left the Bank in early 1995 as Senior Manager. Later, he joined Damansara Realty Berhad as General Manager, Corporate Planning. Subsequently in the year 1999, he re-joined Bursa Malaysia Securities Berhad and took up various senior positions including that of Deputy Chief Regulatory Officer, Group Regulation.

Encik Johan has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Encik Johan Abdullah dilantik sebagai pengarah Bank Islam pada 1 Ogos 2008. Pada masa ini, beliau adalah Pengarah Urusan Kumpulan/Ketua Pegawai Eksekutif di BIMB Holdings Berhad dan pengarah bagi beberapa subsidiarinya termasuk Syarikat Takaful Malaysia Berhad, BIMB Securities Sdn Bhd, BIMB Securities (Holdings) Sdn Bhd, BIMB Musyarakah Satu Sdn Bhd, Syarikat Al-Ijarah Sdn Bhd dan BIMBSEC Asset Management Sdn Bhd. Encik Johan memulakan kerjaya pada 1987 di Bursa Saham Kuala Lumpur (kini dikenali sebagai Bursa Malaysia Securities Berhad) sebagai Pegawai Penyenaraian. Pada 1989, beliau menyertai Bahagian Kewangan Korporat di Bumiputra Merchant Bankers Berhad dan meletak jawatan pada awal 1995 sebagai Pengurus Kanan. Beliau kemudian menyertai Damansara Realty Berhad sebagai Pengurus Besar, Perancangan Korporat. Pada 1999, beliau menyertai semula Bursa Malaysia Securities Berhad dan memegang pelbagai jawatan kanan termasuk Timbalan Ketua Pegawai Kawal Selia, Pengawalan Kumpulan.

Encik Johan tidak mempunyai sebarang hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa untuk sebarang kesalahan.





## Abdullah Abdulrahman Abdullah Sharafi

### Non-Independent Non-Executive Director

Master of Science in Economics, University of Denver (USA)

Bachelor of Science in Economics and Political Science, University of Denver (USA)

### Pengarah Bukan Bebas Bukan Eksekutif

Ijazah Sarjana Sains dalam Ekonomi, University of Denver (USA)

Ijazah Sarjana Muda dalam Jurusan Ekonomi & Sains Politik, University of Denver (USA)

Mr. Abdullah Abdulrahman Abdullah Sharafi was appointed as director of Bank Islam on 1 August 2011. He is currently the President of Gerab National Enterprises LLC a United Arab Emirates based trading company selling piping bulk material for the oil & gas, power and petro chemical industries. Prior to joining Gerab National Enterprises LLC, Mr. Abdullah held the position of Project Division Manager at the Emirates Industrial Bank in the UAE where he served for 21 years after graduation, working in the Treasury, Economic Research Department and Projects Division. While working there, he was seconded on several occasions to the UAE Ministry of Economy, UAE Ministry of Labour, Emirates Centre for Strategic Studies and Research, and the Dubai Chamber of Commerce and Industry to perform special assignments.

Presently Mr. Abdullah is a board member in Gerab National Enterprises LLC, Emirates Financial Services PSC, Emirates NBD Capital Ltd, Emirates NBD Asset Management Ltd, Takaful Re Limited, Zodiac Clothing Company (UAE) LLC, Dubai Group Sigorta A.S, Dubai International Capital LLC and Acacia Investments B.S.C.

Mr. Abdullah has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Encik Abdullah Abdulrahman Abdullah Sharafi telah dilantik sebagai pengarah Bank Islam pada 1 Ogos 2011. Beliau kini menjadi Presiden Gerab National Enterprises LLC, syarikat perdagangan yang berpangkalan di Emiriah Arab Bersatu ("UAE") yang menjual bahan pukal perpaipan untuk industri minyak & gas, tenaga dan petrokimia. Sebelum menyertai Gerab National Enterprises LLC, beliau memegang jawatan Pengurus, Bahagian Projek di Emirates Industrial Bank di UAE dan berkhidmat di bank tersebut selama 21 tahun selepas menerima ijazah, bertugas di Jabatan Perbendaharaan, Jabatan Penyelidikan Ekonomi dan Bahagian Projek. Semasa bertugas di sana, Encik Abdullah telah dipinjamkan beberapa kali kepada Kementerian Ekonomi UAE, Kementerian Buruh UAE, Pusat Kajian dan Penyelidikan Strategik Emirates, dan Dewan Perdagangan dan Industri Dubai untuk menjalankan tugas khas.

Pada masa ini, beliau menjadi ahli Lembaga Pengarah di Gerab National Enterprises LLC, Emirates Financial Services PSC, Emirates NBD Capital Ltd, Emirates NBD Asset Management Ltd, Takaful Re Limited, Zodiac Clothing Company ("UAE") LLC, Dubai Group Sigorta A.S, Dubai International Capital LLC dan Acacia Investments B.S.C.

Encik Abdullah tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.

## Mohammed Abdul Ghaffar Hussain

### Non-Independent Non-Executive Director

Higher National Diploma in Business Administration, Dubai UAE

### Pengarah Bukan Bebas Bukan Eksekutif

Diploma Tertinggi Kebangsaan dalam Jurusan Pentadbiran Perniagaan, Dubai UAE

Mr. Mohammed Abdul Ghaffar Hussain was appointed as director of Bank Islam on 7 December 2011. He has 15 years experience in management, operations, strategy and investment banking in the Middle East and Europe. Mr. Mohammed is currently the Managing Director of Green Coast Enterprise LLC, a diversified family holding company with activities across the Gulf Cooperation Council. He started his career with ABN Amro London, where he spent five years as a member of the Bank's Leverage Finance and High Yield Group.

In addition to stint as members of the Boards of the family related businesses, Mr. Mohammed serves as Independent Director of Emaar Industries & Investments Pvt (JSC) and Emirates Money Consumer Finance LLC and is Chairman of Mammut Building Systems FZC.

Mr. Mohammed has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Encik Mohammed Abdul Ghaffar Hussain telah dilantik sebagai pengarah Bank Islam pada 7 Disember 2011. Beliau mempunyai lima belas tahun pengalaman dalam pengurusan, operasi, strategi dan perbankan pelaburan di Timur Tengah dan Eropah. Pada masa ini, Encik Mohammed menjadi Pengarah Urusan Green Coast Enterprise LLC, syarikat pelbagai pegangan keluarga dengan aktiviti di seluruh Majlis Kerjasama Teluk ("GCC"). Beliau memulakan kerjaya dengan ABN Amro London, dan menjadi ahli Kumpulan Kewangan Keupilan dan Hasil Tinggi Bank tersebut selama lima tahun.

Selain berkhidmat dalam Lembaga Pengarah perniagaan berkaitan keluarga, Encik Mohammed adalah Pengarah Bebas Emaar Industries & Investments Pvt ("JSC") dan Emirates Money Consumer Finance LLC dan juga Pengerusi Mammut Building Systems FZC.

Encik Mohammed tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.







## Zahari @ Mohd Zin Idris

### **Independent Non-Executive Director**

Senior Cambridge Certificate  
Chairman of Audit and Examination Committee  
Chairman of Board Financing Review Committee  
Member of Board Risk Committee  
Member of Nomination and Assessment Committee  
Member of Remuneration Committee

### **Pengarah Bebas Bukan Eksekutif**

Sijil Senior Cambridge  
Pengerusi Jawatankuasa Audit dan Pemeriksaan  
Pengerusi Jawatankuasa Lembaga Semakan Pembiayaan  
Ahli Jawatankuasa Lembaga Risiko  
Ahli Jawatankuasa Penamaan dan Penilaian  
Ahli Jawatankuasa Imbuhan

Encik Zahari @ Mohd Zin Idris was appointed as director of Bank Islam on 20 September 2002. He is currently the Chairman of BIMB Foreign Currency Clearing Agency Sdn Bhd, Bank Islam Trust Company (Labuan) Ltd, BIMB Securities (Holdings) Sdn Bhd, and BIMB Securities Sdn Bhd. Encik Zahari is also a director of BIMB Holdings Berhad. Previously, he was the Managing Director of Inter-City MPC (M) Sdn Bhd from 1999 to 2005. Prior to that, he was the General Manager, Commercial Banking Division of Malayan Banking Berhad before he retired in 1996.

Encik Zahari has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Encik Zahari @ Mohd Zin Idris telah dilantik sebagai pengarah Bank Islam pada 20 September 2002. Pada masa ini, beliau menjadi Pengerusi di BIMB Foreign Currency Clearing Agency Sdn Bhd, Bank Islam Trust Company (Labuan) Ltd, BIMB Securities (Holdings) Sdn Bhd, dan BIMB Securities Sdn Bhd. Encik Zahari juga adalah pengarah di BIMB Holdings Berhad. Sebelum ini, beliau merupakan Pengarah Urusan Inter-City MPC (M) Sdn Bhd dari 1999 hingga 2005. Sebelum itu, beliau menjadi Pengurus Besar, Bahagian Perbankan Komersil di Malayan Banking Berhad sebelum bersara pada 1996.

Encik Zahari tidak mempunyai sebarang hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa untuk sebarang kesalahan.

## Zaiton Mohd Hassan

### Independent Non-Executive Director

Member of Malaysian Institute of Certified Public Accountants

Fellow of Association of Chartered Certified Accountants (UK)

Chairman of Board Risk Committee

Vice Chairman of Board Financing Review Committee

Member of Audit and Examination Committee

Member of Nomination and Assessment Committee

Member of Remuneration Committee

### Pengarah Bebas Bukan Eksekutif

Ahli Institut Akauntan Awam Bertauliah Malaysia

Felo Association of Chartered Certified Accountants (UK)

Pengerusi Jawatankuasa Lembaga Risiko

Naib Pengerusi Jawatankuasa Lembaga Semakan Pembiayaan

Ahli Jawatankuasa Audit dan Pemeriksaan

Ahli Jawatankuasa Penamaan dan Penilaian

Ahli Jawatankuasa Imbuhan

Puan Zaiton Mohd Hassan was appointed as director of Bank Islam on 2 February 2006. She is currently the Managing Director of Capital Intelligence Advisors Sdn Bhd. Puan Zaiton was formerly the President/Executive Director of Malaysian Rating Corporation Berhad ("MARC"). She is also a director of BIMB Holdings Berhad, Sime Darby Berhad, Malaysian Industrial Development Finance Berhad, Credit Guarantee Corporation Malaysia Berhad and Fide Forum.

Puan Zaiton has no family relationship with any director and/or major shareholder of Bank Islam. She has no conflict of interest with Bank Islam and neither has she been charged with any offences.

Puan Zaiton Mohd Hassan telah dilantik sebagai pengarah Bank Islam pada 2 Februari 2006. Pada masa ini, beliau menjadi Pengarah Urusan di Capital Intelligence Advisors Sdn Bhd. Sebelum ini Puan Zaiton adalah merupakan Presiden/Pengarah Eksekutif di Malaysian Rating Corporation Berhad ("MARC"). Beliau juga pengarah di BIMB Holdings Berhad, Sime Darby Berhad, Malaysian Industrial Development Finance Berhad, Credit Guarantee Corporation Malaysia Berhad dan Fide Forum.

Puan Zaiton tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa untuk sebarang kesalahan.





## Mohamed Ridza Mohamed Abdulla

### Independent Non-Executive Director

LLB (First Class Honours), International Islamic University Malaysia  
Institute of Chartered Secretaries and Administrators (London)  
A Fellow of Institute of Chartered Secretaries and Administrators  
Associate Member of the Chartered Institute of Arbitrators  
Member of Audit and Examination Committee

### Pengarah Bebas Bukan Eksekutif

Ijazah Sarjana Muda Undang-undang (Kelas Pertama Kepujian), Universiti Islam Antarabangsa Malaysia  
Institute Chartered Secretaries and Administrators (London)  
Felo Institut Setiausaha dan Pentadbir Berkanun Malaysia  
Ahli Bersekutu Institut Timbang Tara Bertauliah  
Ahli Jawatankuasa Audit dan Pemeriksaan

Encik Mohamed Ridza Mohamed Abdulla was appointed as director of Bank Islam on 1 December 2010. Currently, he is the Managing Partner of Messrs. Mohamed Ridza & Co. Encik Ridza was called to the Malaysian Bar in 1993 and began his career as an advocate and solicitor in the Corporate Department of Messrs. Rashid & Lee in Malaysia. He later joined Arab Malaysian Corporation Berhad as the group legal adviser. Being the group legal adviser, he was instrumental in setting up the legal department of the Amcorp Group of Companies. Encik Ridza left Arab Malaysian to become the General Legal Counsel of Technip Asia Pacific based in Kuala Lumpur and was previously attached at Technip headquarters in Paris, France. He later joined Messrs. Zaid Ibrahim & Co. as a partner and headed the Islamic Finance Division of the firm before leaving in 2005 to set up Messrs. Mohamed Ridza & Co.

Encik Ridza is a fellow of the Institute of Chartered Secretaries and Administrators ("FCIS") and an Associate Member of the Chartered Institute of Arbitrators ("ACI Arb"). He sat as a council member of the Chartered Secretaries Malaysia from 2005 to 2008. He is a member of the arbitration panel in the KL Arbitration Centre for Islamic Banking & Finance.

Encik Ridza is also a trainer with Securities Industry Development Corporation (training arm of Securities Commission) and Financial Sector Talent Enrichment Programme ("FSTEP"). He currently sits on the board of Tabung Haji Travel and Services Sdn Bhd as well as Theta Edge Berhad.

Encik Ridza has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Encik Mohamed Ridza Mohamed Abdulla dilantik sebagai pengarah Bank Islam pada 1 Disember 2010. Pada masa ini, beliau adalah Rakan Pengurusan Messrs. Mohamed Ridza & Co. Encik Ridza diterima masuk ke dalam Badan Peguam Malaysia pada 1993 dan memulakan kerjaya beliau sebagai peguam bela dan peguam cara di Jabatan Korporat Messrs. Rashid & Lee di Malaysia. Beliau kemudian menyertai Arab Malaysian Corporation Berhad sebagai penasihat perundangan kumpulan. Selaku penasihat perundangan kumpulan, beliau memainkan peranan penting dalam penubuhan jabatan undang-undang Kumpulan Syarikat Amcorp. Encik Ridza meninggalkan Arab Malaysian untuk menjadi Ketua Penasihat Undang-undang di Technip Asia Pacific yang berpangkalan di Kuala Lumpur dan pernah berkhidmat di ibu pejabat Technip di Paris, Perancis. Beliau kemudian menyertai Messrs. Zaid Ibrahim & Co. sebagai rakan kongsi dan mengetuai Bahagian Kewangan Islam firma tersebut sebelum meninggalkannya pada 2005 bagi menubuhkan Messrs. Mohamed Ridza & Co.

Encik Ridza adalah seorang felo di Institut Setiausaha dan Pentadbir Berkanun ("FCIS") dan Ahli Bersekutu di Institut Timbang Tara Berkanun ("ACI Arb"). Beliau pernah menjadi ahli majlis Setiausaha Berkanun Malaysia dari 2005 hingga 2008. Beliau merupakan ahli panel penimbang tara di Pusat Timbang Tara KL untuk Perbankan & Kewangan Islam.

Encik Ridza juga merupakan jurulatih di Perbadanan Pembangunan Industri Sekuriti (badan latihan Suruhanjaya Sekuriti) dan Program Pengayaan Bakat Sektor Kewangan ("FSTEP"). Beliau kini menjadi ahli lembaga pengarah di Tabung Haji Travel and Services Sdn Bhd serta Theta Edge Berhad.

Encik Ridza tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa untuk sebarang kesalahan.



# Profile of Shariah Supervisory Council

## Profil Majlis Pengawasan Syariah

Ustaz Dr. Ahmad Shahbari @ Sobri Salamon was first appointed as a member of the Shariah Supervisory Council in the year 1984. He is currently the Executive Chairman of Pusrawi Corporation Sdn Bhd, a position he has held since 1996. He is also a member of the Shariah Advisory Body of Syarikat Takaful Malaysia Berhad, PT Takaful Indonesia, ASEAN ReTakaful International (L) Ltd, BIMB Investment Management Sdn Bhd and Labuan Offshore Financial Services Authority. Ustaz Dr. Ahmad Shahbari was awarded as 'Tokoh Ma'al Hijrah Selangor' in 2001 and the 'Tokoh Ulama Bestari Negeri Selangor' in the year 2000. He is an approved Individual Shariah Advisor by the Securities Commissions of Malaysia. Ustaz Dr. Ahmad Shahbari had previously served as a Shariah advisor to Abrar Group (1996-1999), Arab Malaysia Merchant Bank (1996-1999) and Arab Malaysian Finance (1996-1999). Ustaz Dr. Ahmad Shahbari was appointed as the Executive Director of Pusat Rawatan Islam (Majlis Agama Islam Selangor), an office he held from 1996 to 1999 after serving as a Lecturer at the Ahmad Ibrahim Kulliyah of Law, International Islamic University Malaysia ("IIUM") for 10 years since 1986. Prior to these, he had served as a Lecturer in the National University of Malaysia ("UKM") in the Shariah Department in 1985. From 1983 to 1984, he was seconded to IIUM's Kulliyah of Economics. He was also the Programme Coordinator for diploma and certificate courses of UKM's Islamic studies until 1983. Whilst with UKM, he also served as the Coordinator for General Teachings from 1981-1982 and subsequently was appointed as Acting Head of the Shariah Department in 1982. Ustaz Dr. Ahmad Shahbari's career began back in 1978 where he served as a Lecturer at the Shariah Department of Faculty of Islamic Studies, UKM.

Dr. Ahmad Shahbari has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Ustaz Dr. Ahmad Shahbari @ Sobri Salamon telah dilantik sebagai ahli Majlis Pengawasan Syariah pada 1984. Beliau kini merupakan Pengerusi Eksekutif Pusrawi Corporation Sdn Bhd, jawatan yang dipegangnya sejak 1996. Beliau juga ahli Badan Penasihat Syariah, Syarikat Takaful Malaysia Berhad, PT Takaful Indonesia, ASEAN ReTakaful International (L) Ltd, BIMB Investment Management Sdn Bhd dan Lembaga Perkhidmatan Kewangan Luar Pesisir Labuan. Beliau dianugerahkan 'Tokoh Ma'al Hijrah Selangor' pada 2001 dan 'Tokoh Ulama Bestari Negeri Selangor' pada 2000. Ustaz Dr. Ahmad Shahbari adalah Penasihat Syariah Individu yang diluluskan oleh Suruhanjaya Sekuriti Malaysia. Sebelum ini beliau pernah berkhidmat sebagai penasihat Syariah kepada Abrar Group (1996-1999), Arab Malaysia Merchant Bank (1996-1999) dan Arab Malaysian Finance (1996-1999). Beliau dilantik sebagai Pengarah Eksekutif Pusat Rawatan Islam (Majlis Agama Islam Selangor), jawatan yang dipegangnya dari 1996 hingga 1999 selepas berkhidmat sebagai Pensyarah di Kulliyah Undang-undang Ahmad Ibrahim, Universiti Islam Antarabangsa Malaysia ("UIAM") selama 10 tahun sejak 1986. Sebelum itu, beliau berkhidmat sebagai Pensyarah di Universiti Kebangsaan Malaysia ("UKM") di Jabatan Syariah pada 1985. Dari 1983 hingga 1984, beliau dipinjamkan ke Kulliyah Ekonomi UIAM. Beliau juga menjadi Penyelaras Program bagi kursus diploma dan sijil pengajian Islam di UKM sehingga 1983. Semasa di UKM, beliau juga pernah berkhidmat sebagai Penyelaras Pengajaran Am dari 1981-1982 dan seterusnya dilantik sebagai Pemangku Ketua Jabatan Syariah pada 1982. Kerjaya Dr. Ahmad Shahbari bermula pada 1978 dengan berkhidmat sebagai Pensyarah di Jabatan Syariah, Fakulti Pengajian Islam, UKM.

Dr. Ahmad Shahbari tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.



### Ustaz Dr. Ahmad Shahbari @ Sobri Salamon

**Chairman of the Shariah Supervisory Council**  
**Executive Chairman, Pusrawi Corporation Sdn Bhd**  
Doctor of Philosophy (Modern Middle Eastern History),  
New York University, USA

Master of Economic, Fairleigh Dickinson University, USA  
Bachelor of Shariah, Al-Azhar University, Egypt

**Pengerusi Majlis Pengawasan Syariah**

**Pengerusi Eksekutif, Pusrawi Corporation Sdn Bhd**

Doktor Falsafah (Sejarah Moden Timur Tengah), New York University, AS  
Sarjana Ekonomi, Fairleigh Dickinson University, AS  
Sarjana Muda Syariah, Universiti Al-Azhar, Mesir

## Profile of Shariah Supervisory Council Profil Majlis Pengawasan Syariah



### Ustaz Mohd Bakir Haji Mansor

#### Member of the Shariah Supervisory Council

Distinguished Shariah Research Fellow, Centre for Fiqh al-Muamalat, Islamic Banking and Finance Institute of Malaysia ("IBFIM")

Cambridge Oversea School Certificate Syahadah Ulya (Highest Certificate), Muslim College, Malaysia

#### Ahli Majlis Pengawasan Syariah

Tokoh Felo Penyelidikan Syariah, Pusat Fiqh al-Muamalat, Institut Perbankan dan Kewangan Islam Malaysia ("IBFIM")  
Cambridge Oversea School Certificate Syahadah Ulya (Sijil Tinggi), Kolej Islam, Malaysia

Ustaz Mohd Bakir Haji Mansor was first appointed as a member of Bank Islam's Shariah Supervisory Council ("SSC") in the year 2001. He is currently the Designated Person for Shariah Advisory on Shariah-based Unit Trust Funds as well as Chairman of the Shariah Committee of IBFIM. He is also the Chairman of the Shariah Committee for Association of Islamic Banking Institution Malaysia ("AIBIM") and Chairman for the Shariah Advisory Committee of BIMB Securities Sdn Bhd. Apart from that, he is rendering his service as a member of the Shariah Advisory Body of Syarikat Takaful Malaysia Berhad, a member of the Shariah Panel Committee of Amanah Ikhtiar Malaysia ("AIM") and a Shariah Advisor for the Employees Provident Fund. Ustaz Mohd Bakir is an approved Individual Shariah Advisor by the Securities Commissions of Malaysia. Prior to his appointment as a member of the SSC, Ustaz Mohd Bakir had already served as the Shariah Coordinator for Bank Islam cum Secretary of the SSC, a post he had held since 1984. Formerly, he was one of the Chief Assistant Directors at the Islamic Research Centre in the Prime Minister's Department for four years since 1980. He had also served at the National Council for Islamic Religious Affairs in the Prime Minister's Department for 10 years from 1971. He was also a member of the ASEAN ReTakaful International (L) Ltd. Throughout the years, he had published a wide range of writings and presented numerous paperworks relating to the Islamic banking and finance industry.

Ustaz Mohd Bakir has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offence.

Ustaz Mohd Bakir Haji Mansor telah dilantik sebagai ahli Majlis Pengawasan Syariah ("SSC") Bank Islam pada 2001. Beliau kini menjadi Orang yang Dilantik sebagai Penasihat Syariah bagi Dana Amanah Saham berasaskan Syariah dan Pengerusi Jawatankuasa Syariah IBFIM. Beliau juga menjadi Pengerusi Jawatankuasa Syariah, Persatuan Institusi Perbankan Islam Malaysia ("AIBIM") dan Pengerusi Jawatankuasa Penasihat Syariah, BIMB Securities Sdn Bhd. Selain itu, beliau berkhidmat sebagai ahli Badan Penasihat Syariah, Syarikat Takaful Malaysia Berhad, ahli Jawatankuasa Panel Syariah, Amanah Ikhtiar Malaysia ("AIM") dan Penasihat Syariah untuk Kumpulan Wang Simpanan Pekerja. Ustaz Mohd Bakir adalah Penasihat Syariah Individu yang diluluskan oleh Suruhanjaya Sekuriti Malaysia. Sebelum beliau dilantik sebagai ahli SSC, Ustaz Mohd Bakir telah pun berkhidmat sebagai Penyelaras Syariah untuk Bank Islam merangkap Setiausaha SSC, jawatan yang dipegangnya sejak 1984. Sebelum itu, beliau merupakan salah seorang Ketua Penolong Pengarah di Pusat Penyelidikan Islam di Jabatan Perdana Menteri selama empat tahun bermula 1980. Beliau juga pernah berkhidmat di Majlis Kebangsaan untuk Hal Ehwal Agama Islam di Jabatan Perdana Menteri selama 10 tahun dari 1971. Beliau juga menjadi ahli ASEAN ReTakaful International (L) Ltd. Sepanjang kerjayanya, beliau telah menerbitkan pelbagai hasil penulisan dan membentangkan banyak kertas kerja yang berkaitan dengan industri perbankan dan kewangan Islam.

Ustaz Mohd Bakir tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.

Sheikh Dr. Ahmed Mohieldin Ahmed was appointed as a member of the Shariah Supervisory Council in 2009. He is currently the Head of Research and Development Department of AlBaraka Banking Group B.S.C. He was an Advisor for Dallah Al-Baraka Group President's Office, Economic Advisor at the International Islamic Fiqh Academy (under Organisation of Islamic Countries), Researcher & Arbitrator for Islamic Development Bank and Head of Shariah Research & Studies Section for the Research & Development Department of Dallah Al-Baraka. He is a member of Executive Committee Shariah Unified Panel of Al Baraka Banking Group. He had also served as a member of Shariah councils for Al Tawfeek Company and Al Tawfeek Arab Telecommunication Fund, Al-Tawfeeq Company for Financing Lease, Saudi Egyptian Finance Bank, RHB Bank Malaysia (Group) and RHB Islamic Bank Berhad. Dr. Ahmed Mohieldin is an approved Shariah Advisor for Islamic Trust by the Securities Commissions of Malaysia. His expertise in the Islamic banking and finance industry is reflected in his various writings and publications.

Dr. Ahmed Mohieldin has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Sheikh Dr. Ahmed Mohieldin Ahmed telah dilantik sebagai ahli Majlis Pengawasan Syariah pada 2009. Beliau kini menjadi Ketua Jabatan Penyelidikan dan Pembangunan di AlBaraka Banking Group B.S.C. Beliau juga merupakan Penasihat bagi Pejabat Presiden Dallah Al-Baraka Group, Penasihat Ekonomi di International Islamic Fiqh Academy (di bawah Pertubuhan Negara-negara Islam), Penyelidik & Penimbang Tara bagi Bank Pembangunan Islam dan Ketua Seksyen Penyelidikan & Pengajian Syariah di Jabatan Penyelidikan & Pembangunan Dallah Al-Baraka. Beliau merupakan ahli Jawatankuasa Eksekutif Panel Kesatuan Syariah bagi Al Baraka Banking Group. Beliau juga pernah berkhidmat sebagai ahli majlis Syariah di Al Tawfeek Company dan Al Tawfeek Arab Telecommunication Fund, Al-Tawfeeq Company for Financing Lease, Saudi Egyptian Finance Bank, RHB Bank Malaysia (Group) dan RHB Islamic Bank Berhad. Dr. Ahmed Mohieldin adalah Penasihat Syariah bagi Amanah Islam yang diluluskan oleh Suruhanjaya Sekuriti Malaysia. Kepakarannya dalam industri perbankan dan kewangan Islam dapat dilihat dalam pelbagai hasil penulisan dan penerbitannya.

Dr. Ahmed Mohieldin tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.



## Sheikh Dr. Ahmed Mohieldin Ahmed

**Member of the Shariah Supervisory Council  
Head of Research and Development Department,  
AlBaraka Banking Group B. S. C.**

Doctor of Philosophy (Islamic Economics),  
Umm Al-Qura University, Saudi Arabia  
Masters Degree in Islamic Transactions,  
Umm Al-Qura University, Saudi Arabia  
Bachelor of Science (Economics),  
Omdurman Islamic University, Sudan

**Ahli Majlis Pengawasan Syariah  
Ketua Jabatan Penyelidikan dan Pembangunan,  
AlBaraka Banking Group B. S. C.**

Doktor Falsafah (Ekonomi Islam), Umm Al-Qura University, Arab Saudi  
Ijazah Sarjana Urus Niaga Islam, Umm Al-Qura University, Arab Saudi  
Sarjana Muda Sains (Ekonomi), Omdurman Islamic University, Sudan





## Assistant Professor Dr. Uzaimah Ibrahim

**Member of the Shariah Supervisory Council**  
**Assistant Professor, Ahmad Ibrahim Kuliyyah of Laws,**  
**International Islamic University of Malaysia ("IIUM")**

Doctor of Philosophy, University of Wales, United Kingdom  
Master in Comparative Law, International Islamic  
University of Malaysia

LLB (Shariah), International Islamic University of Malaysia

LLB, International Islamic University of Malaysia

**Ahli Majlis Pengawasan Syariah**

**Penolong Profesor, Kuliyyah Undang-undang Ahmad Ibrahim,**  
**Universiti Islam Antarabangsa Malaysia ("UIAM")**

Doktor Falsafah, University of Wales, United Kingdom

Sarjana Undang-undang Perbandingan, Universiti Islam  
Antarabangsa Malaysia

LLB (Syariah), Universiti Islam Antarabangsa Malaysia

LLB, Universiti Islam Antarabangsa Malaysia

Assistant Professor Dr. Uzaimah Ibrahim was first appointed as a member of the Shariah Supervisory Council in 2009. She is currently an Assistant Professor in the Department of Islamic Law, Ahmad Ibrahim Kuliyyah of Laws, International Islamic University of Malaysia ("IIUM"). She is also serving as a Shariah Advisor at Hong Leong Tokio Marine Takaful Berhad since 2006. Prior to that, she was a Shariah advisor for Hong Leong Islamic Bank Berhad and Hong Leong Bank Berhad and in 2005, had served as the Deputy Director of the Islamic Banking and Finance Institute, IIUM, an international centre for education and research in Islamic finance. Dr. Uzaimah obtained her qualification as a Syarie lawyer in 1995. She has conducted various researches on Islamic commercial law, Islamic jurisprudence, Islamic banking law, derivatives and securitisation. She has also given numerous presentations in seminars and workshops and contributed a chapter to the Halsbury's Laws of Malaysia published by the Malaysian Law Journal.

Dr. Uzaimah has no family relationship with any director and/or major shareholder of Bank Islam. She has no conflict of interest with Bank Islam and neither has she been charged with any offences.

Penolong Profesor Dr. Uzaimah Ibrahim telah dilantik sebagai ahli Majlis Pengawasan Syariah pada 2009. Beliau kini menjadi Penolong Profesor di Jabatan Undang-undang Islam, Kuliyyah Undang-undang Ahmad Ibrahim, Universiti Islam Antarabangsa Malaysia ("UIAM"). Beliau juga berkhidmat sebagai Penasihat Syariah di Hong Leong Tokio Marine Takaful Berhad sejak 2006. Sebelum itu, beliau menjadi penasihat Syariah Hong Leong Islamic Bank Berhad dan Hong Leong Bank Berhad. Dr. Uzaimah memperoleh kelayakan sebagai peguam Syarii pada 1995. Pada 2005, beliau berkhidmat sebagai Timbalan Pengarah di Institut Perbankan dan Kewangan Islam UIAM, sebuah pusat antarabangsa untuk pendidikan dan penyelidikan kewangan Islam. Beliau telah menjalankan pelbagai penyelidikan tentang undang-undang perdagangan Islam, perundangan Islam, undang-undang perbankan, terbitan dan pensekuritian Islam. Beliau telah mengadakan banyak pembentangan di seminar dan bengkel dan menghasilkan satu bab sebagai sumbangan dalam Undang-undang Malaysia Halsbury yang diterbitkan oleh Jurnal Undang-undang Malaysia.

Dr. Uzaimah tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.

Professor Dr. Ahmad Hidayat Buang was appointed as a member of the Shariah Supervisory Council in 2011. He is currently a Professor at the Department of Shariah and Law, Academy of Islamic Studies, University of Malaya. He was the director of the academy since October 2006 until January 2011. He was also the Deputy Director for Research and Development of the academy in the year 2006. At present, Dr Ahmad Hidayat is also serving as a member of Shariah Committee for Syarikat Takaful Ikhlas Sdn Bhd since 2003. Prior to that, he had served as a Shariah advisor in numerous financial institutions and organisations including CIMB Bank Berhad (2005-2006), OCBC Bank (2004-2005), Commerce Tijari Bank (2004-2005), Amanah Raya Unit Trust Management Sdn Bhd (2006-2007), ASM MARA Unit Trust Management Berhad (2004-2006), I-Free Capital Pte Ltd (Singapore) (2003-2005), Bumiputra Commerce Trustee Sdn Bhd (2002-2006) and Perbadanan Usahawan Nasional Berhad (2002). Additionally, he was formerly a member of the Shariah Working Committee for Islamic Banking and Takaful for Bank Negara Malaysia (2003-2004) and a member of the Islamic Education Coordination Advisory Council for the Council of Rulers Malaysia (2008-2011). He has conducted a number of researches on Islamic commercial laws, Islamic banking laws and has given various presentations in seminars and workshops both local and abroad. Apart from that, he has contributed to the industry through many of his writings which were published in of accredited academic journals.

Dr. Ahmad Hidayat has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Profesor Dr. Ahmad Hidayat Buang telah dilantik sebagai ahli Majlis Pengawasan Syariah pada 2011. Beliau kini menjadi Profesor di Jabatan Syariah dan Undang-undang, Akademi Pengajian Islam, Universiti Malaya. Beliau menjadi pengarah akademi tersebut sejak Oktober 2006 hingga Januari 2011. Beliau juga merupakan Timbalan Pengarah Penyelidikan dan Pembangunan di akademi tersebut pada 2006. Pada masa ini, Dr. Ahmad Hidayat juga menjadi ahli Jawatankuasa Syariah di Syarikat Takaful Ikhlas Sdn Bhd sejak 2003. Sebelum itu, beliau telah berkhidmat sebagai penasihat Syariah di pelbagai institusi dan organisasi kewangan termasuk CIMB Bank Berhad (2005-2006), OCBC Bank (2004-2005), Commerce Tijari Bank (2004-2005), Amanah Raya Unit Trust Management Sdn Bhd (2006-2007), ASM MARA Unit Trust Management Berhad (2004-2006), I-Free Capital Pte Ltd (Singapore) (2003-2005), Bumiputra Commerce Trustee Sdn Bhd (2002-2006) dan Perbadanan Usahawan Nasional Berhad (2002). Selain itu, beliau merupakan bekas ahli Jawatankuasa Kerja Syariah untuk Perbankan Islam dan Takaful di Bank Negara Malaysia (2003-2004) dan ahli Majlis Penasihat Penyelidikan Pendidikan Islam bagi Majlis Raja-raja Malaysia (2008-2011). Beliau telah menjalankan beberapa penyelidikan tentang undang-undang perdagangan Islam, undang-undang perbankan Islam dan telah mengadakan banyak pembentangan di seminar dan bengkel di dalam dan luar negara. Selain itu, beliau juga memberikan sumbangan kepada industri melalui penulisannya yang diterbitkan dalam jurnal akademik yang diiktiraf.

Dr. Ahmad Hidayat tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.



## Professor Dr. Ahmad Hidayat Buang

**Member of the Shariah Supervisory Council**  
**Professor, Department of Shariah and Law,**  
**Academy of Islamic Studies, University of Malaya ("UM")**

Doctor of Philosophy, School of Oriental and African Studies,  
 University of London

Master of Law ("LLM"), School of Oriental and African Studies,  
 University of London

Bachelor of Shariah, University of Malaya

**Ahli Majlis Pengawasan Syariah**

**Professor, Jabatan Syariah dan Undang-undang, Akademi Pengajian**  
**Islam, Universiti Malaya ("UM")**

Doktor Falsafah, School of Oriental and African Studies, University of London  
 Sarjana Undang-undang ("LLM"), School of Oriental and African Studies,  
 University of London

Sarjana Muda Syariah, Universiti Malaya

## Profile of Shariah Supervisory Council Profil Majlis Pengawasan Syariah



### Ustaz Dr. Muhammad Syafii Antonio

**Member of the Shariah Supervisory Council  
Chairman, Tazkia University College of Islamic Economics  
(STEI Tazkia), Indonesia**

Doctor of Philosophy (Micro Finance),  
University of Melbourne, Australia

Master of Economics, International Islamic University  
of Malaysia, Malaysia

Bachelor of Shariah, University of Jordan, Jordan

**Ahli Majlis Pengawasan Syariah**

**Pengerusi, Tazkia University College of Islamic Economics  
(STEI Tazkia), Indonesia**

Doktor Falsafah (Mikro kewangan), University of Melbourne, Australia  
Sarjana Ekonomi, Universiti Islam Antarabangsa Malaysia,  
Sarjana Muda Syariah, University of Jordan, Jordan

Ustaz Dr. Muhammad Syafii Antonio was first appointed as a member of the Shariah Supervisory Council in 2011. He is currently the Chairman of Tazkia University College of Islamic Economics (STEI Tazkia). At the moment, he also serves as a member of Board of Commissioner and Shariah Advisor in several Islamic financial institutions which include being the Deputy Chairman of Fatwa and Shariah Supervisory Board, Dar al-Takaful, Dubai, UAE since 2008, member of Indonesian Central Bank's Expert Committee on Islamic Banking and National Shariah Council, member of Indonesia National Economic Council, Chairman of Shariah Board, Bank Export Indonesia and Acting Chairman of Shariah Supervisory Board, Takaful Insurance Company. He was also a member of Shariah Advisory Council, Bank Negara Malaysia from 2006 to 2010. In June 2010, he was appointed by the President of Indonesia as a member of the National Economic Council of Indonesia. In 2003, Dr. Muhammad Syafii was awarded the Syariah Award by the Indonesian Central Bank for his contributions towards the development of Islamic banking and finance in Indonesia. Additionally, he was also the recipient for the Anti-corruption & Good Governance Award by Ministry of State Apparatus (2007), Arab Asia Finance Recognition Award by Arab Asia Finance Forum (2008) and won the Australian Alumni Award (in Business Leadership category) from the Government of Australia (2009). He has published twenty one books on Islamic banking, economics, zakat and leadership.

Dr. Muhammad Syafii has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Ustaz Dr. Muhammad Syafii Antonio telah dilantik sebagai ahli Majlis Pengawasan Syariah pada 2011. Kini beliau menjadi Pengerusi Tazkia University College of Islamic Economics (STEI Tazkia). Pada masa ini, beliau juga berkhidmat sebagai ahli Lembaga Suruhanjaya dan Penasihat Syariah di beberapa institusi kewangan Islam termasuk menjadi Timbalan Pengerusi, Lembaga Pengawasan Fatwa dan Syariah, Dar al-Takaful, Dubai, UAE sejak 2008, ahli Jawatankuasa Pakar tentang Perbankan Islam dan Majlis Syariah Kebangsaan bagi Indonesian Central Bank, ahli Majlis Ekonomi Kebangsaan Indonesia, Pengerusi Lembaga Syariah, Bank Export Indonesia dan Pemangku Pengerusi Lembaga Pengawasan Syariah, Syarikat Insurans Takaful. Beliau juga merupakan ahli Majlis Penasihat Syariah, Bank Negara Malaysia dari 2006 hingga 2010. Pada Jun 2010, beliau telah dilantik oleh Presiden Indonesia sebagai ahli Majlis Ekonomi Kebangsaan Indonesia. Pada 2003, Dr. Muhammad Syafii menerima Anugerah Syariah daripada Indonesian Central Bank kerana sumbangannya terhadap pembangunan perbankan dan kewangan Islam di Indonesia. Selain itu, beliau juga penerima 'Anti-corruption & Good Governance Award' oleh Kementerian Pendayagunaan Aparatur (2007), 'Arab Asia Finance Recognition Award' oleh Arab Asia Finance Forum (2008) dan memenangi 'Australian Alumni Award' (dalam kategori Kepimpinan Perniagaan) daripada Kerajaan Australia (2009). Beliau telah menerbitkan dua puluh satu buah buku tentang perbankan Islam, ekonomi, zakat dan kepimpinan.

Dr. Muhammad Syafii tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.



Ustaz Mohd Nazri Chik was first appointed as secretary of the Shariah Supervisory Council in 2011. He holds a Bachelor of Shariah (Islamic Jurisprudence) and Masters of Shariah from the University of Malaya. He initially joined Bank Islam Malaysia in June 2004 and served the Bank for five years in various designations including Senior Manager – Head of Shariah Division.

He left Bank Islam Malaysia in 2009 to join Noor Investment Group, Dubai UAE as its Shariah Audit Manager for a brief period. At Noor Investment Group he was responsible for strengthening the Shariah governance framework of the Noor Investment Group, Noor Islamic Bank (“NIB”) and Noor Takaful (“NT”). During this time, he has been appointed as a member of the Shariah Supervisory Council until he rejoined Bank Islam in January 2011.

Prior to his banking career, Mohd Nazri has also lectured at the Ibnu Sina Institute for Islamic and Science & Technology Studies and Academy of Islamic Studies, University of Malaya. He is also an Accredited Trainer for Islamic Banking and Finance Institute of Malaysia and a member of the Shariah Supervisory Council of Amana Bank Limited, Sri Lanka.

Ustaz Mohd Nazri has no family relationship with any director and/or major shareholder of Bank Islam. He has no conflict of interest with Bank Islam and neither has he been charged with any offences.

Ustaz Mohd Nazri Chik telah dilantik sebagai setiausaha Majlis Pengawasan Syariah (“SSC”) pada 2011. Beliau memiliki Ijazah Sarjana Muda Syariah (Perundangan Islam) dan Sarjana Syariah daripada Universiti Malaya. Beliau mula menyertai Bank Islam Malaysia pada Jun 2004 dan berkhidmat dengan Bank selama lima tahun dalam pelbagai jawatan termasuk Pengurus Kanan – Ketua Bahagian Syariah.

Beliau meninggalkan Bank Islam Malaysia pada 2009 untuk menyertai Noor Investment Group, Dubai UAE sebagai Pengurus Audit Syariah untuk tempoh yang singkat. Di Noor Investment Group, beliau bertanggungjawab mengukuhkan rangka kerja tadbir urus Syariah bagi Noor Investment Group, Noor Islamic Bank (“NIB”) dan Noor Takaful (“NT”). Pada ketika inilah beliau telah dilantik sebagai ahli SSC sehingga beliau menyertai semula Bank Islam semula pada Januari 2011.

Sebelum kerjaya perbankan, Ustaz Mohd Nazri juga pernah menjadi pensyarah di Institut Ibnu Sina untuk Pengajian Islam dan Sains & Teknologi dan juga Akademi Pengajian Islam, Universiti Malaya. Beliau juga merupakan Pelatih Bertauliah di Institut Perbankan dan Kewangan Islam Malaysia dan ahli Majlis Pengawasan Syariah bagi Amana Bank Limited, Sri Lanka.

Ustaz Mohd Nazri tidak mempunyai hubungan kekeluargaan dengan mana-mana pengarah dan/atau pemegang saham utama Bank Islam. Beliau tidak mempunyai konflik kepentingan dengan Bank Islam dan tidak pernah didakwa atas apa-apa kesalahan.



## Mohd Nazri Chik

**Secretary of the Shariah Supervisory Council  
Assistant General Manager – Head of Shariah Division,  
Bank Islam Malaysia Berhad**

Master of Shariah, University of Malaya

Bachelor of Shariah (Islamic Jurisprudence), University of Malaya

**Setiausaha Majlis Pengawasan Syariah**

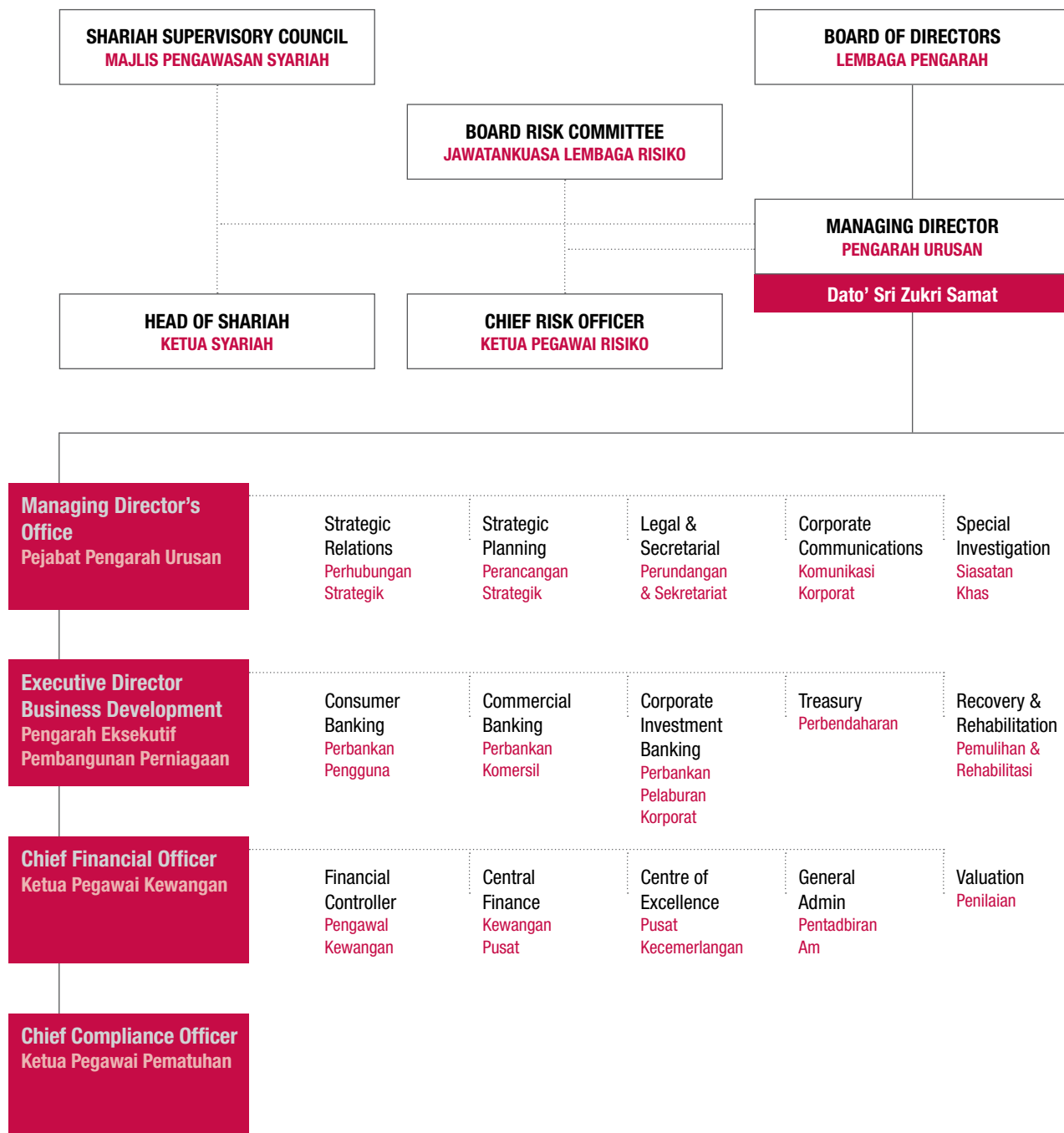
**Penolong Pengurus Besar – Ketua Bahagian Syariah,  
Bank Islam Malaysia Berhad**

Sarjana Syariah, Universiti Malaya

Sarjana Muda Syariah (Perundangan Islam), Universiti Malaya

# Organisation Chart

## Carta Organisasi



**AUDIT & EXAMINATION COMMITTEE**  
JAWATANKUASA AUDIT & PEMERIKSAAN

**CHIEF INTERNAL AUDITOR**  
KETUA AUDIT DALAMAN

**Chief Operating Officer Operations**  
Ketua Pegawai Operasi Operasi

Branch Operations  
Operasi Cawangan

Branch Supervision  
Penyeliaan Cawangan

Channel Strategy & Development  
Strategi & Pembangunan Rangkaian

E-Channel Rangkaian-E

Cash Management  
Pengurusan Tunai

Organisation & Method  
Organisasi & Kaedah

Contact Centre  
Pusat Panggilan

**Chief Operating Officer Business Support**  
Ketua Pegawai Operasi Sokongan Perniagaan

Credit Administration  
Pentadbiran Kredit

Transaction Services  
Perkhidmatan Transaksi

Trade Services Management  
Pengurusan Perkhidmatan Dagangan

Feedback Channel & Distribution  
Saluran & Pengagihan Maklum Balas

**Chief Technology Officer**  
Ketua Pegawai Teknologi

Strategy & Planning  
Strategi & Perancangan

Project Management Office  
Pejabat Pengurusan Projek

Vendor Management  
Pengurusan Vendor

Information Technology  
Teknologi Informasi

Data Management  
Pengurusan Data

**Human Resources**  
Sumber Manusia



# Management Members

## Ahli-ahli Pengurusan

**MANAGING DIRECTOR**

**PENGARAH URUSAN**

Dato' Sri Zukri Samat



## MANAGING DIRECTOR'S OFFICE

### PEJABAT PENGARAH URUSAN

- 1 Dato' Wan Ismail Wan Yusoh**  
General Manager, Strategic Relations  
Pengurus Besar, Hubungan Strategik
- 2 Hizamuddin Jamalluddin**  
General Manager, Strategic Planning  
Pengurus Besar, Perancangan Strategik
- 3 Maria Mat Said**  
General Manager, Legal & Secretarial  
Pengurus Besar, Perundangan & Sekretariat
- 4 Azmir Abdul Malek**  
Assistant General Manager, Corporate Communications  
Penolong Pengurus Besar, Komunikasi Korporat



## BUSINESS UNITS

### UNIT PERNIAGAAN

- 5 Khairul Kamarudin**  
General Manager, Consumer Banking  
Pengurus Besar, Perbankan Pengguna
- 6 Mashitah Hj Osman**  
Director, Corporate Investment Banking  
Pengaroh, Perbankan Pelaburan Korporat
- 7 Norashikin Mohd Kassim**  
General Manager, Treasury  
Pengurus Besar, Perbendaharaan
- 8 Abdul Rashid Abdul Hamid**  
General Manager, Commercial Banking  
Pengurus Besar, Perbankan Komersil
- 9 Mizan Masram**  
Assistant General Manager, Recovery & Rehabilitation  
Penolong Pengurus Besar, Pemulihan & Rehabilitasi

Management Members  
Ahli-ahli Pengurusan







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## SUPPORT UNITS

### UNIT SOKONGAN

- 10 Dato' Norasni Ayob**  
Chief Operating Officer, Operations  
Ketua Pegawai Operasi, Operasi
- 11 Jaafar Abu**  
Chief Operating Officer, Business Support  
Ketua Pegawai Operasi, Sokongan Perniagaan
- 12 Malkit Singh Maan**  
Chief Financial Officer  
Ketua Pegawai Kewangan
- 13 Jamilah Abdul Sallam**  
General Manager, Human Resources  
Pengurus Besar, Sumber Manusia
- 14 Ryan Liew Choon Ching**  
Chief Technology Officer  
Ketua Pegawai Teknologi

## INDEPENDENT UNITS

### UNIT BEBAS

- 15 Wahid Ali Mohd Khalil**  
Chief Internal Auditor  
Ketua Audit Dalaman
- 16 Jeroen P.M.M. Thijs**  
Chief Risk Officer  
Ketua Pegawai Risiko
- 17 Mohd Nazri Chik**  
Assistant General Manager, Shariah  
Penolong Pengurus Besar, Syariah

# Profile of Management Team

## Profil Barisan Pengurusan



### **DATO' WAN ISMAIL WAN YUSOH**

General Manager, Strategic Relations **Pengurus Besar, Hubungan Strategik**

Holder of a Master's degree in Mathematics from Indiana State University, USA, Dato' Wan Ismail Wan Yusoh has been with Bank Islam since its inception in 1983. He has 29 years of Islamic banking experience ranging from banking operations, consultancy and advisory on Islamic banking, consumer banking and corporate affairs, and was appointed to the present post in 2008 to assist the Managing Director in managing the Bank's strategic marketing and business intelligence.

Pemegang Ijazah Sarjana Matematik dari Indiana State University, USA, Dato' Wan Ismail Wan Yusoh menyertai Bank Islam sejak awal penubuhannya pada 1983. Beliau memiliki 29 tahun pengalaman dalam perbankan Islam meliputi operasi perbankan, runding cara dan khidmat nasihat tentang perbankan Islam, perbankan pengguna dan hal-ehwal korporat dan dilantik ke jawatan terkini pada 2008 bagi membantu Pengarah Urusan menguruskan hal-ehwal pemasaran strategik dan perisikan perniagaan Bank.

### **HIZAMUDDIN JAMALLUDDIN**

General Manager, Strategic Planning **Pengurus Besar, Perancangan Strategik**

Holder of a Bachelor of Science in Finance from Northern Illinois University of USA, Encik Hizamuddin is responsible for strategic planning, corporate finance and advisory, stakeholder management (i.e. shareholders, regulators and research analysts) and international ventures of the Bank. He joined Bank Islam in 2007 and has more than 15 years of experience in corporate finance, corporate restructuring and strategic planning.

Pemegang Ijazah Sarjana Muda Sains dalam jurusan Kewangan dari Northern Illinois University, USA, Encik Hizamuddin bertanggungjawab ke atas perancangan strategik, kewangan dan khidmat nasihat korporat, pengurusan pemegang berkepentingan (iaitu pemegang saham, pengawal selia dan juruanalisis penyelidikan) serta usaha niaga antarabangsa Bank. Beliau menyertai Bank Islam pada 2007 dan mempunyai lebih dari daripada 15 tahun pengalaman dalam kewangan korporat, perstrukturkan korporat dan perancangan strategik.

## MARIA MAT SAID

General Manager, Legal & Secretarial **Pengurus Besar, Perundangan & Sekretariat**

Holder of a Bachelor of Law, Puan Maria Mat Said has been with Bank Islam since August 2005. With over 20 years of experience, she is responsible for providing legal and corporate secretarial services. Puan Maria was appointed as the Company Secretary effective 29 January 2009 and is responsible for ensuring proper corporate governance.

Pemegang Ijazah Sarjana Muda Undang-Undang, Puan Maria Mat Said telah berkhidmat dengan Bank Islam sejak Ogos 2005. Dengan pengalaman lebih 20 tahun, beliau bertanggungjawab memberi khidmat perundangan dan kesetiausahaan korporat. Puan Maria dilantik sebagai Setiausaha Syarikat berkuat kuasa 29 Januari 2009 dan bertanggungjawab dalam memastikan tadbir urus korporat yang sewajarnya dilaksanakan.

## AZMIR ABDUL MALEK

Assistant General Manager, Corporate Communications **Penolong Pengurus Besar, Komunikasi Korporat**

Holder of a Bachelor in Business Administration, with a major in Advertising and Promotion from Western Michigan University, USA, Encik Azmir Abdul Malek joined Bank Islam in March 2012. Prior to joining Bank Islam, he has served various accredited advertising agencies in Malaysia as well as Indonesia. Encik Azmir brings with him 15 years of experience in strategic brand building exercise which involves corporations like PETRONAS, Malaysia Airlines, Proton, BMW and Coca-Cola. A strong proponent of Integrated Communication Solutions, he will be responsible in enhancing Bank Islam's presence in the industry.

Pemegang Ijazah Sarjana Muda Pentadbiran Perniagaan dengan pengkhusuan dalam Pengiklanan & Promosi daripada Western Michigan University, USA, Encik Azmir Abdul Malek menyertai Bank Islam pada Mac 2012. Sebelum ini beliau pernah berkhidmat dengan pelbagai agensi pengiklanan yang diiktiraf di Malaysia dan Indonesia. Encik Azmir membawa bersamanya 15 tahun pengalaman dalam melaksanakan pembinaan jenama strategik yang melibatkan syarikat seperti PETRONAS, Malaysia Airlines, Proton, BMW dan Coca-Cola. Sebagai penyokong kuat 'Integrated Communication Solutions', beliau bertanggungjawab menyebarluaskan kewujudan Bank Islam dalam industri ini.





## Profile of Management Team

### Profil Barisan Pengurusan



#### **KHAIRUL KAMARUDIN**

General Manager, Consumer Banking **Pengurus Besar, Perbankan Pengguna**

Holder of a Bachelor of Law from Anglia University, UK, Encik Khairul Kamarudin is also a practicing member of the Association of Chartered Islamic Finance Professional. Upon joining Bank Islam in December 2005, he has been credited with the development, implementation, management and sales of the Bank's innovative consumer banking products and services. With experience spanning over 16 years in the banking industry, Encik Khairul played a pivotal role in the transformation of the Consumer Banking division into a robust business unit with sustainable revenue growth and quality assets.

Pemegang Ijazah Sarjana Muda Undang-Undang daripada Anglia University, UK, Encik Khairul Kamarudin adalah ahli yang menjalankan praktis dalam Persatuan Profesional Kewangan Islam Bertauliah. Menyertai Bank Islam pada Disember 2005, beliau bertanggungjawab dalam pembangunan, pelaksanaan, pengurusan dan penjualan produk dan perkhidmatan perbankan pengguna Bank yang inovatif. Dengan pengalaman lebih 16 tahun dalam industri perbankan, Encik Khairul memainkan peranan penting mengubah bahagian Perbankan Pengguna menjadi unit perniagaan yang kukuh dengan pertumbuhan hasil dan aset berkualiti yang mampan.

#### **MASHITAH HJ OSMAN**

Director, Corporate Investment Banking **Pengarah, Perbankan Pelaburan Korporat**

Holder of a Master's degree in Business Administration from University of Wales, UK, Puan Mashitah Hj Osman has over 26 years of experience in investment banking, and was named one of the top 15 female movers and shakers in the Shariah finance industry by Islamic Finance Asia. She joined Bank Islam in November 2006 to set up and head the Corporate Investment Banking Division, which now encompasses three distinct departments offering corporate finance, debt capital market and corporate banking products and services.

Pemegang Ijazah Sarjana Pentadbiran Perniagaan dari University of Wales, UK, Puan Mashitah Hj Osman memiliki lebih 26 tahun pengalaman dalam perbankan pelaburan dan disenaraikan sebagai salah seorang daripada 15 wanita penggerak dalam industri kewangan Syariah oleh Islamic Finance Asia. Beliau menyertai Bank Islam pada November 2006 untuk menubuhkan dan mengetuai Bahagian Perbankan Pelaburan Korporat, yang mana kini meliputi tiga jabatan yang menawarkan produk dan perkhidmatan berkaitan kewangan korporat, pasaran modal hutang dan perbankan korporat.

## **ABDUL RASHID ABDUL HAMID**

General Manager, Commercial Banking **Pengurus Besar, Perbankan Komersil**

Holder of a Bachelor of Science in Business Administration from California State University Sacramento, USA, Encik Abdul Rashid Abdul Hamid has been in the banking industry for 16 years, holding various posts in corporate banking and credit risk at various local and foreign banks. He has been with Bank Islam since November 2005 and was instrumental in setting up the Bank's Credit Analyst team. He was appointed to his present post in 2009 and currently oversees the Bank's Commercial Banking portfolio.

Pemegang Ijazah Sarjana Muda Sains dalam jurusan Pentadbiran Perniagaan daripada California State University Sacramento, USA, Encik Abdul Rashid Abdul Hamid telah berkecimpung dalam industri perbankan selama 16 tahun dan pernah memegang pelbagai jawatan dalam perbankan korporat dan risiko kredit di beberapa bank tempatan dan asing. Beliau menyertai Bank Islam sejak November 2005 dan memainkan peranan penting dalam penubuhan pasukan Penganalisis Kredit Bank. Encik Abdul Rashid dilantik ke jawatan sekarang pada 2009 dan kini bertanggungjawab menguruskan portfolio Perbankan Komersil Bank.

## **NORASHIKIN MOHD KASSIM**

General Manager, Treasury **Pengurus Besar, Perbendaharaan**

Holder of a Master's degree of Science in Actuarial Science, Master's degree in Islamic Banking & Finance and Master's degree of Arts in Mathematics, Puan Norashikin Mohd Kassim is also a Certified Financial Analyst. With more than 16 years of working experience locally and abroad, she now heads the Treasury Division. Puan Norashikin joined Bank Islam in July 2006 and has developed as well as launched numerous innovative Islamic Treasury instruments.

Pemegang Ijazah Sarjana Sains dalam jurusan Sains Aktuari, ijazah Sarjana Sains dalam jurusan Perbankan & Kewangan Islam dan ijazah Sarjana Seni dalam jurusan Matematik, Puan Norashikin Mohd Kassim juga Penganalisis Kewangan yang Bertauliah. Dengan pengalaman lebih 16 tahun di dalam dan luar negara, beliau kini mengetuai Bahagian Perbendaharaan. Beliau menyertai Bank Islam pada Julai 2006 dan telah membangun serta melancarkan pelbagai instrumen Perbendaharaan Islam yang inovatif.



## Profile of Management Team

### Profil Barisan Pengurusan



#### **MIZAN MASRAM**

Assistant General Manager, Recovery & Rehabilitation **Penolong Pengurus Besar, Pemulihan & Rehabilitasi**

Holder of a Diploma in Business Studies and majoring in Business from the Association of Business Executives, UK, Encik Mizan Masram joined Bank Islam in July 2009. With 15 years of exposure to the related field, he heads the Recovery & Rehabilitation unit. Prior to joining Bank Islam, Encik Mizan has held various positions with several foreign banks.

Pemegang Diploma Pendidikan Perniagaan dengan pengkhususan dalam jurusan Perniagaan dari Association of Business Executives, UK, Encik Mizan Masram menyertai Bank Islam pada Julai 2009. Berbekalkan 15 tahun pendedahan dalam bidang berkaitan, beliau mengetuai unit Pemulihan & Rehabilitasi. Sebelum menyertai Bank Islam, beliau memegang beberapa jawatan di beberapa bank asing.

#### **DATO' NORASNI AYOB**

Chief Operating Officer, Operations **Ketua Pegawai Operasi, Operasi**

Holder of a Master's degree in Business Administration from Nottingham Trent University, UK, Dato' Norasni Ayob joined Bank Islam in February 2011. With over 28 years of experience in the related field including roles as Director of Deposit and Channel Management, she also has the distinction of being the Vice Chairman of the E-Payment Task Force initiated by Bank Negara Malaysia/MAMPU from 2008 – 2009. Dato' Norasni brings with her sound knowledge in operations to support Bank Islam in its core business needs and towards achieving a robust performance.

Pemegang Ijazah Sarjana dalam Pentadbiran Perniagaan daripada Nottingham Trent University, UK, Dato' Norasni Ayob menyertai Bank Islam pada Februari 2011. Dengan pengalaman melebihi 28 tahun di dalam bidang yang berkaitan termasuk peranan sebagai Pengarah Pengurusan Deposit dan Saluran, beliau juga telah diberi penghormatan dilantik sebagai Timbalan Pengerusi untuk Pasukan Petugas E-Bayaran yang dimulakan oleh Bank Negara Malaysia/MAMPU dari 2008 – 2009. Dato' Norasni membawa bersamanya pengetahuan yang mendalam tentang operasi untuk menyokong Bank Islam dalam keperluan perniagaan terasnya dan ke arah mencapai prestasi yang teguh.

## JAAFAR ABU

Chief Operating Officer, Business Support **Ketua Pegawai Operasi, Sokongan Perniagaan**

Holder of a Master's degree in Banking & Finance from University of Hull, UK, Encik Jaafar Abu joined Bank Islam in July 2009. With 30 years of banking experience at local, regional and international banks, he is now responsible for the Business Support Division which includes overseeing Credit Administration, Transaction Services, Trade Services Management and Feedback Channel & Distribution.

Pemegang Ijazah Sarjana dalam jurusan Perbankan & Kewangan dari University of Hull, UK, Encik Jaafar Abu menyertai Bank Islam pada Julai 2009. Dengan pengalaman 30 tahun berkhidmat dengan bank tempatan, serantau dan antarabangsa, beliau kini bertanggungjawab ke atas Bahagian Sokongan Perniagaan termasuk mengendalikan Pentadbiran Kredit, Perkhidmatan Transaksi, Pengurusan Perkhidmatan Dagangan dan Rangkaian & Pengagihan Maklum balas.

## JAMILAH ABDUL SALLAM

General Manager, Human Resources **Pengurus Besar, Sumber Manusia**

Holder of a Master's degree of Arts in Human Resource Management from University of Lincolnshire & Humberside, UK and a HR practitioner with more than 26 years of track record in financial institutions, Puan Jamilah Abdul Sallam joined Bank Islam in April 2007. She has introduced various strategies and policies relating to restructuring exercise to rationalise manpower costs, enhance productivity levels, managing Performance Based on Competency tracking through Performance Management Development, designing and implementing benefits programmes. At Bank Islam, Puan Jamilah has also formulated strategic Human Capital Alignment, Talent Management and Succession Planning, Employer Branding, Employee Engagement and Structured Human Capital Development programmes to strengthen employee's key competencies.

Pemegang Ijazah Sarjana Sastera dalam jurusan Pengurusan Sumber Manusia daripada University of Lincolnshire & Humberside, UK dan pengamal 'HR' dengan rekod prestasi lebih 26 tahun di beberapa institusi kewangan, Puan Jamilah Abdul Sallam menyertai Bank Islam pada April 2007. Beliau memperkenalkan pelbagai strategi dan dasar berkaitan dengan pelaksanaan penstrukturan semula untuk merasionalkan kos tenaga manusia, meningkatkan tahap produktiviti, menguruskan Prestasi Berdasarkan Kecekapan yang dikesan melalui Pembangunan Pengurusan Prestasi, merangka dan melaksanakan program manfaat. Di Bank Islam, Puan Jamilah juga telah merangka program Pelarasan Strategik Modal Insan, Pengurusan Bakat dan Perancangan Penggantian, Penjenamaan Majikan, Penglibatan Kakitangan dan Pembangunan Modal Insan Berstruktur bagi mengukuhkan kecekapan utama kakitangan.





## Profile of Management Team

### Profil Barisan Pengurusan



#### **MALKIT SINGH MAAN**

Chief Financial Officer *Ketua Pegawai Kewangan*

A member of the Australian Society of Chartered Practicing Accountant (“CPA”) and Malaysian Institute of Accountants (“MIA”), Mr. Malkit Singh Maan has served several foreign and local banks in various capacities prior to joining Bank Islam. With over 20 years of working experience in finance within a banking environment, he has been active in getting involved in and addressing a number of industry-related matters and issues. Mr. Malkit is responsible for the financial management of Bank Islam, a role which he has assumed since January 2008.

Ahli ‘Australian Society of Chartered Practicing Accountant’ (“CPA”) dan Institut Akauntan Malaysia (“MIA”), Encik Malkit Singh Maan telah berkhidmat dengan beberapa bank asing dan tempatan dan memegang pelbagai jawatan sebelum menyertai Bank Islam. Dengan pengalaman melebihi 20 tahun dalam kewangan yang berkaitan dengan perbankan, beliau juga terlibat secara aktif dalam mengutarakan pelbagai perkara dan isu yang berkait dengan industri. Encik Malkit bertanggungjawab ke atas pengurusan kewangan Bank Islam, peranan yang dipegangnya sejak Januari 2008.

#### **RYAN LIEW CHOON CHING**

Chief Technology Officer *Ketua Pegawai Teknologi*

Holder of a Bachelor of Science in Computer Science and nominated as one of Asia’s most influential IT leaders by MIS Asia (2005), Mr. Ryan Liew Choon Ching joined Bank Islam in July 2008. With 26 years of experience, he now oversees the IT Division, PMO, Business Process Re-engineering, Organisation & Method and the Data Management Unit.

Pemegang Ijazah Sarjana Muda Sains dalam jurusan Sains Komputer dan dicalonkan sebagai salah seorang peneraju IT paling berpengaruh di Asia oleh MIS Asia (2005), Encik Ryan Liew Choon Ching menyertai Bank Islam pada Julai 2008. Dengan 26 tahun pengalaman, beliau kini menyelia Bahagian IT, PMO, Kejuruteraan Semula Proses Perniagaan, Organisasi & Kaedah dan Unit Pengurusan Data.

#### **WAHID ALI MOHD KHALIL**

Chief Internal Auditor *Ketua Audit Dalaman*

Holder of an Honours degree in Economics and Business Management, Encik Wahid Ali Mohd Khalil joined Bank Islam in May 2007 after 28 years of extensive banking experience at both local and foreign banks. He now oversees Bank Islam’s Group Audit Function and the outsourced Internal Audit function for BIMB Holdings and its wholly-owned subsidiaries. Encik Wahid is currently pursuing his Master of Science in Economic Crime Management.

Pemegang Ijazah kepujian dalam jurusan Ekonomi dan Pengurusan Perniagaan, Encik Wahid Ali Mohd Khalil menyertai Bank Islam pada Mei 2007 setelah memperoleh pengalaman yang luas selama 28 tahun dalam perbankan dengan beberapa bank tempatan dan asing. Beliau kini menyelia Fungsi Audit Kumpulan Bank Islam dan khidmat luar Fungsi Audit Dalaman untuk BIMB Holdings dan subsidiari milik penuhnya. Encik Wahid kini sedang melanjutkan pengajian ke peringkat Ijazah dalam jurusan Sains Pengurusan Jenayah Ekonomi.

## **JEROEN P.M.M. THIJS**

Chief Risk Officer **Ketua Pegawai Risiko**

Holder of a Master's degree in Business Economics from the Erasmus University Rotterdam, Netherlands, Mr. Jeroen Thijs has 21 years of international banking experience in both Asia and Europe. He joined Bank Islam in January 2009 to oversee and manage all credit, market, liquidity and operational risks.

Pemegang Ijazah Sarjana dalam jurusan Ekonomi Perniagaan daripada Erasmus University Rotterdam, Belanda, Encik Jeroen Thijs mempunyai pengalaman 21 tahun dalam perbankan antarabangsa di Asia dan Eropah. Beliau menyertai Bank Islam pada Januari 2009, untuk menyelia dan menguruskan semua risiko berkaitan kredit, pasaran, kecairan dan operasi.

## **MOHD NAZRI CHIK**

Assistant General Manager, Shariah **Penolong Pengurus Besar, Syariah**

Holder of a Master's degree and Bachelor degree in Shariah (Islamic Jurisprudence) from University of Malaya where he continued on as an academician, Ustaz Mohd Nazri Chik initially joined Bank Islam in June 2004 before leaving in 2009 to take up position at a foreign financial institution. He rejoined Bank Islam in January 2011 and is responsible for strengthening the Bank's Shariah governance framework and facilitating its effort in offering Shariah-compliant products and services. An Accredited Trainer for Islamic Banking and Finance Institute of Malaysia, Ustaz Mohd Nazri is also a member of the Shariah Supervisory Council of Amana Bank Limited, Sri Lanka.

Pemegang ijazah Sarjana Syariah dan Sarjana Muda Syariah (Usul & Fiqh) daripada Universiti Malaya, dan di sana beliau meneruskan kerjayanya sebagai ahli akademik, Ustaz Mohd Nazri Chik mula menyertai Bank Islam pada Jun 2004 sebelum meninggalkannya pada tahun 2009 untuk memegang jawatan lain di institusi kewangan asing. Beliau kembali menyertai Bank Islam pada Januari 2011 dan bertanggungjawab mengukuhkan rangka kerja urus tadbir Syariah bagi Bank dan memudahkan usaha Bank menawarkan produk dan perkhidmatan patuh Syariah. Selain menjadi Jurulatih Bertauliah Institut Perbankan dan Kewangan Islam Malaysia, Ustaz Mohd Nazri juga adalah ahli Majlis Pengawasan Syariah Amana Bank Limited, Sri Lanka.



# Kami sentiasa prihatin dalam menyempurnakan keperluan anda.



**SIMPANAN DAN PELABURAN**



**KAD-i  
BANK ISLAM**



**PEMBIAYAAN  
RUMAH-i**



**TUKARAN  
MATA WANG**



**PERBENDAHARAAN**



**PENULISAN  
WASIAT**



**PEMBIAYAAN  
KENDERAAN-i**



**PEMBIAYAAN  
PERIBADI-i**



**PERBANKAN  
MUDAH ALIH-i**



**PEMBIAYAAN  
PERDAGANGAN-i**



**PERBANKAN  
KORPORAT**



**UNIT  
AMANAH**



- Perbendaharaan
- Perbankan Pengguna
- Perbankan Komersil
- Pengurusan Tunai dan Dagang
- Perbankan Pelaburan Korporat

Membuat keputusan tepat demi masa hadapan yang lebih cerah amat penting untuk kehidupan dan perniagaan anda.

Bank Islam mempelopori perbankan Islam di negara ini - sebuah bank dinamik, progresif dan inovatif untuk pelanggan yang moden dan sofistikated.

Di Bank Islam, kami menawarkan pelbagai produk perbankan dan perkhidmatan kewangan yang sesuai untuk setiap kehendak anda. Kunjungi cawangan terdekat kami atau layari [www.bankislam.com.my](http://www.bankislam.com.my) hari ini.

# Regional Managers

## Pengurus Wilayah



**1 Bostaman Hassan**  
Assistant General Manager  
Head of Regional Office, Central Region  
Penolong Pengurus Besar  
Ketua Pejabat Wilayah, Wilayah Tengah

**2 Ahmad Fauzi Mohd Akhir**  
Senior Manager  
Head of Regional Office, Northern Region  
Pengurus Kanan  
Ketua Pejabat Wilayah, Wilayah Utara

**3 Wan Rosita Wan Mohamed**  
Assistant General Manager  
Head of Regional Office, Eastern Region  
Penolong Pengurus Besar  
Ketua Pejabat Wilayah, Wilayah Timur

**4 Faisal Ja'afar**  
Assistant General Manager  
Head of Regional Office, Southern Region  
Penolong Pengurus Besar  
Ketua Pejabat Wilayah, Wilayah Selatan

**5 Abdul Malek Abdullah**  
Assistant General Manager  
Head of Regional Office, East Malaysia Region  
Penolong Pengurus Besar  
Ketua Pejabat Wilayah, Wilayah Malaysia Timur



# Profile of Regional Managers

## Profil Pengurus Wilayah



### **BOSTAMAN HASSAN**

Assistant General Manager, Head of Regional Office, Central Region *Penolong Pengurus Besar, Ketua Pejabat Wilayah, Wilayah Tengah*

Holder of Master in Business Administration from University of New Haven, Connecticut, USA, Encik Bostaman Hassan joined Bank Islam in July 1986 and has 26 years of experience in banking. Currently, he holds the position of Head of Central Region Office, and is responsible for the business development, marketing and managing of 39 branches in Kuala Lumpur and Selangor.

*Pemegang Ijazah Sarjana dalam Jurusan Pentadbiran Perniagaan daripada University of New Haven, Connecticut, USA, Encik Bostaman Hassan menyertai Bank Islam pada Julai 1986 dan memiliki 26 tahun pengalaman dalam perbankan. Beliau kini memegang jawatan sebagai Penolong Pengurus Besar dan Ketua Pejabat Wilayah Tengah yang bertanggungjawab dalam pembangunan perniagaan, pemasaran dan pengurusan bagi 39 buah cawangan di Kuala Lumpur dan Selangor.*

### **AHMAD FAUZI MOHD AKHIR**

Senior Manager, Head of Regional Office, Northern Region *Pengurus Kanan, Ketua Pejabat Wilayah, Wilayah Utara*

Holder of a Bachelor of Science in Accounting from Fairleigh Dickinson University, USA, Encik Ahmad Fauzi Mohd Akhir has been with Bank Islam since 1991. With more than 20 years of experience in branch operation and financing department, he now heads the Regional Office of the Northern region overseeing the 24 Bank branches in Perak, Kedah, Pulau Pinang and Perlis.

*Pemegang Ijazah Sarjana Muda Sains dalam jurusan Perakaunan daripada Fairleigh Dickinson University, USA, Encik Ahmad Fauzi Mohd Akhir menyertai Bank Islam sejak 1991. Dengan pengalaman melebihi 20 tahun dalam operasi cawangan dan jabatan pembiayaan, beliau kini mengetuai Pejabat Wilayah di kawasan Utara yang menyelia 24 cawangan Bank di Perak, Kedah, Pulau Pinang dan Perlis.*

### **WAN ROSITA WAN MOHAMED**

Assistant General Manager, Head of Regional Office, Eastern Region **Penolong Pengurus Besar, Ketua Pejabat Wilayah, Wilayah Timur**

Holder of a Bachelor of Science degree in Finance from Indiana State University, USA, Puan Wan Rosita Wan Mohamed has been with Bank Islam since January 2005. With over 25 years of experience in the banking Industry, she now heads the Regional Office, comprising 25 branches in the states of Terengganu, Kelantan and Pahang.

Pemegang Ijazah Sarjana Muda Sains dalam jurusan Kewangan daripada Indiana State University, AS, Puan Wan Rosita Wan Mohamed menyertai Bank Islam pada Januari 2005. Dengan pengalaman lebih 25 tahun dalam industri perbankan, beliau kini mengetuai Pejabat Wilayah di kawasan Timur yang meliputi 25 cawangan di negeri Terengganu, Kelantan dan Pahang.

### **FAISAL JA'AFAR**

Assistant General Manager, Head of Regional Office, Southern Region **Penolong Pengurus Besar, Ketua Pejabat Wilayah, Wilayah Selatan**

Holder of a Bachelor of Business Administration from Universiti Utara Malaysia, Encik Faisal Ja'afar joined Bank Islam in July 2004. With 16 years of banking experience, he now leads the Southern Region team comprising 23 branches in Johor, Melaka and Negeri Sembilan.

Pemegang Ijazah Sarjana Muda Pentadbiran Perniagaan dari Universiti Utara Malaysia, Encik Faisal Ja'afar menyertai Bank Islam pada Julai 2004. Berbekalkan pengalaman selama 16 tahun dalam bidang perbankan, beliau kini mengetuai Wilayah Selatan yang meliputi 23 buah cawangan di Johor, Melaka dan Negeri Sembilan.

### **ABDUL MALEK ABDULLAH**

Assistant General Manager, Head of Regional Office, East Malaysia Region **Penolong Pengurus Besar, Ketua Pejabat Wilayah, Wilayah Malaysia Timur**

Holder of an Executive Master's degree in Business Administration from Universiti Institut Teknologi MARA, Encik Abdul Malek Abdullah spent two decades of his working life with several banking institutions before joining Bank Islam in 2006. He was appointed to his current post in 2008 to oversee the East Malaysia Region's 11 branches in the state of Sabah and Sarawak.

Pemegang Ijazah Sarjana Eksekutif dalam jurusan Pentadbiran Perniagaan daripada Universiti Institut Teknologi MARA, Encik Abdul Malek Abdullah telah berkhidmat selama dua dekad dengan beberapa institusi perbankan sebelum menyertai Bank Islam pada tahun 2006. Beliau dilantik ke jawatan sekarang pada tahun 2008 untuk menyelia 11 cawangan Wilayah Malaysia Timur di negeri Sabah dan Sarawak.



# Chief Executive Officers of Subsidiaries

## Ketua Pegawai Eksekutif Subsidiari



**1 Nazaruddin Othman**  
Chief Executive Officer  
BIMB Investment Management Berhad  
Ketua Pegawai Eksekutif  
BIMB Investment Management Berhad



**2 Fazri Mohd Zain**  
Chief Executive Officer  
BIMB Foreign Currency Clearing Agency  
Sdn Bhd ("BIFCA")  
Ketua Pegawai Eksekutif  
BIMB Foreign Currency Clearing Agency Sdn Bhd



**3 Rumaizi Mohd Tejeri**  
Chief Executive Officer/Principal Officer  
Bank Islam Trust Company (Labuan) Ltd  
Ketua Pegawai Eksekutif/Pegawai Utama  
Bank Islam Trust Company (Labuan) Ltd



**4 Mahmood Jusoh**  
Chief Executive Officer  
Farihan Corporation Sdn Bhd  
Ketua Pegawai Eksekutif  
Farihan Corporation Sdn Bhd



**5 Faizal Salieh**  
Chief Executive Officer/Managing Director  
Amana Bank Limited  
Ketua Pegawai Eksekutif/Pengarah Urusan  
Amana Bank Limited

# Profile of Chief Executive Officers of Subsidiaries

## Profil Ketua Pegawai Eksekutif Subsidiari

Encik Nazaruddin Othman was appointed as the Chief Executive Officer (“CEO”) of BIMB Investment Management Berhad (“BIMB Invest”) on 5 September 2011. Prior to his appointment at BIMB Invest, he was a Senior Manager in the Managed Investment Schemes Department of the Securities Commission. Encik Nazaruddin started his career with Price Waterhouse as an auditor before joining the Securities Commission in 1997. He has accumulated more than 14 years experience in the capital market regulation.

Encik Nazaruddin Othman dilantik sebagai Ketua Pegawai Eksekutif (“CEO”) BIMB Investment Management Berhad (“BIMB Invest”) pada 5 September 2011. Sebelum perantikan beliau di BIMB Invest, beliau merupakan Pengurus Kanan di Jabatan Skim Pelaburan Terurus, Suruhanjaya Sekuriti. Encik Nazaruddin memulakan kariernya sebagai juruaudit di Price Waterhouse sebelum menyertai Suruhanjaya Sekuriti dalam tahun 1997. Beliau memiliki pengalaman lebih 14 tahun dalam peraturan pasaran modal.



### Nazaruddin Othman

**Chief Executive Officer**

**BIMB Investment Management Berhad**

MBA (Finance), Cardiff University, UK

BAcc., International Islamic University, Malaysia

**Ketua Pegawai Eksekutif**

**BIMB Investment Management Berhad**

Ijazah Sarjana Pengurusan Perniagaan (Kewangan), Universiti Cardiff, UK

Ijazah Sarjana Muda Perakaunan, Universiti Islam Antarabangsa, Malaysia



## Profile of Chief Executive Officers of Subsidiaries

### Profil Ketua Pegawai Eksekutif Subsidiari



## Fazri Mohd Zain

**Chief Executive Officer**

**BIMB Foreign Currency Clearing Agency Sdn Bhd ("BIFCA")**

BSc (Actuarial Science), Ball State University (USA)

Member of Persatuan Pasaran Kewangan Malaysia

**Ketua Pegawai Eksekutif**

**BIMB Foreign Currency Clearing Agency Sdn Bhd**

Ijazah Sarjana Muda Sains (Sains Aktuari), Ball State University (AS)

Ahli Persatuan Pasaran Kewangan Malaysia

Encik Fazri Mohd Zain was appointed as the Chief Executive Officer ("CEO") of BIMB Foreign Currency Clearing Agency Sdn Bhd ("BIFCA") on 1 November 2009. Prior to his appointment at BIFCA, he was a Senior Manager in the Treasury Division of Bank Islam from May 2009 until June 2009. Before joining Bank Islam, he was with Siraj Capital Saudi in Jeddah, SA. Encik Fazri has accumulated 17 years of financial market experience since he started his career with TA Securities in 1993 as an investment analyst.

Encik Fazri Mohd Zain dilantik sebagai Ketua Pegawai Eksekutif ("CEO") BIMB Foreign Currency Clearing Agency Sdn Bhd ("BIFCA") pada 1 November 2009. Sebelum perantukan beliau di BIFCA, beliau merupakan Pengurus Kanan di Bahagian Perbendaharaan Bank Islam dari Mei 2009 hingga Jun 2009. Sebelum menyertai Bank Islam, Encik Fazri berkhidmat dengan Siraj Capital Saudi di Jeddah, Arab Saudi. Beliau memiliki 17 tahun pengalaman dalam pasaran kewangan di mana beliau memulakan kerjaya dengan TA Securities pada 1993 sebagai penganalisis pelaburan.

Encik Rumaizi Mohd Tejeri was appointed as the Chief Executive Officer (“CEO”) of Bank Islam Trust Company (Labuan) Ltd (“BTL”) on 8 July 2010. Prior to his appointment, he was the Head of Legal & Compliance of BTL. Before joining BTL, Encik Rumaizi was the Assistant Manager with CIMB Trustee Bhd where he gained experience in banking and trusteeship related matter. He also has extensive experience in litigation, Shariah practices, estate planning, administration of estates and trust services. Encik Rumaizi has over six years of experience in Labuan and offshore trust industries in Labuan IBFC.

Encik Rumaizi Mohd Tejeri dilantik sebagai Ketua Pegawai Eksekutif (“CEO”) Bank Islam Trust Company (Labuan) Ltd (“BTL”) pada 8 Julai 2010. Sebelum perantikan beliau, beliau merupakan Ketua Bahagian Perundangan & Pematuhan BTL. Sebelum menyertai BTL, Encik Rumaizi merupakan Penolong Pengurus di CIMB Trustee Bhd di mana beliau mengumpul pengalaman dalam perkara-perkara berkaitan perbankan dan pengamanahan. Beliau mempunyai pengalaman yang luas dalam bidang litigasi, amalan Syariah, perancangan harta pusaka, pentadbiran harta pusaka dan khidmat amanah. Encik Rumaizi memiliki lebih enam tahun pengalaman dalam industri amanah di Labuan dan pengamanahan luar pesisir di Labuan IBFC.



## Rumaizi Mohd Tejeri

**Chief Executive Officer/Principal Officer**

**Bank Islam Trust Company (Labuan) Ltd**

MBA, University Malaysia Sabah (“UMS”)

LLB, (Hons), International Islamic University Malaysia (“IIUM”)

**Ketua Pegawai Eksekutif/Pegawai Utama**

**Bank Islam Trust Company (Labuan) Ltd**

Ijazah Sarjana Pentadbiran Perniagaan, Universiti Malaysia Sabah (“UMS”)

Sarjana Muda Undang-undang (Kepujian), Universiti Islam

Antarabangsa Malaysia (“UIAM”)

## Profile of Chief Executive Officers of Subsidiaries

### Profil Ketua Pegawai Eksekutif Subsidiari



## Mahmood Jusoh

**Chief Executive Officer**

**Farihan Corporation Sdn Bhd**

MBA, University Utara Malaysia

B.Ec (Hons), University Malaya

**Ketua Pegawai Eksekutif**

**Farihan Corporation Sdn Bhd**

Ijazah Sarjana Pentadbiran Perniagaan, Universiti Utara Malaysia

Ijazah Sarjana Muda Ekonomi (Kepujian), Universiti Malaya

Encik Mahmood Jusoh was appointed as the Director and Chief Executive Officer ("CEO") of Farihan Corporation Sdn Bhd on 30 June 2010. He was entrusted by the Bank to spearhead the Ar Rahnū (Islamic pawn broking) activity as a new product of the Bank. Prior to his appointment, he was the Senior Manager of House and Fixed Asset Financing of Consumer Banking Group, Bank Islam Malaysia Berhad. Encik Mahmood has been with the Bank since July 1986 and holds various capacities at Bank Islam headquarter and branch levels.

Encik Mahmood Jusoh dilantik sebagai Pengarah dan Ketua Pegawai Eksekutif ("CEO") Farihan Corporation Sdn Bhd pada 30 Jun 2010. Beliau diberi kepercayaan oleh Bank untuk menerajui perniagaan Ar Rahnū (pajak gadai) sebagai cabang perniagaan baharu. Sebelum ini, beliau merupakan Pengurus Kanan Pembiayaan Perumahan dan Aset Tetap Kumpulan Perbankan Pengguna, Bank Islam Malaysia Berhad. Encik Mahmood telah berkhidmat dengan Bank sejak Julai 1986 dan memegang pelbagai jawatan di peringkat ibu pejabat dan cawangan Bank Islam.

Mr. Faizal Salieh joined Amana Investments Investments Limited in 2004 and led the company towards obtaining the banking license and the formation and launch of Amana Bank Limited in 2011. He counts well over two decades of experience in conventional and development banking both in Sri Lanka and overseas and has held top management positions in leading multinational and local banks such as Grindlays Bank, ANZ Bank and National Development Bank. He has hands-on experience in setting up and initialising Sri Lanka's first Private Sector Housing Bank, NDB Housing Bank, of which he was the CEO and Board Director until 2004. Mr. Faizal has also held several positions in various Governmental Committees in the fields of finance, economic affairs, housing and construction and education as well as in NGOs. A Fellow of the Institute of Certified Professional Managers in Sri Lanka, he is also currently serving the Academic Council of The Institute of Bankers, Sri Lanka and The Sri Lanka Accounting Standards Committee as well as on the select Panel of Advisors of the Islamic Finance News Service based in Kuala Lumpur, Malaysia.

Encik Faizal Salieh menyertai Amana Investments Investments Limited pada 2004 dan menerajui syarikat ke arah mendapatkan lesen perbankan dan menubuhkan serta melancarkan Amana Bank Limited pada 2011. Beliau mempunyai berdekad pengalaman dalam perbankan konvensional dan pembangunan di Sri Lanka dan antarabangsa dan pernah memegang jawatan pengurusan tertinggi di bank multinasional dan tempatan yang terkemuka seperti Grindlays Bank, ANZ Bank dan National Development Bank. Beliau mempunyai pengalaman langsung dalam mendirikan dan memulakan Bank Perumahan Sektor Swasta pertama di Sri Lanka, iaitu NDB Housing Bank dan menjadi Ketua Pegawai Eksekutif ("CEO") dan Pengarah Lembaga sehingga 2004. Encik Faizal juga pernah memegang beberapa jawatan dalam pelbagai Jawatankuasa Kerajaan dalam bidang kewangan, hal ehwal ekonomi, perumahan dan pembinaan dan pendidikan serta badan bukan kerajaan ("NGO"). Selain menjadi Felo Institute of Certified Professional Managers di Sri Lanka, kini beliau juga berkhidmat dengan Jawatankuasa Utama Ceylon Chamber of Commerce, Majlis Institute of Directors, Jawatankuasa Akademik Institute of Bankers, Sri Lanka dan Jawatankuasa The Sri Lanka Accounting Standards serta Panel Penasihat terpilih bagi Islamic Finance News Service yang berpusat di Kuala Lumpur, Malaysia.



## Faizal Salieh

**Chief Executive Officer/Managing Director**  
**Amana Bank Limited**  
**Pengarah Urusan /Ketua Pegawai Eksekutif**  
**Amana Bank Limited**  
 BA (Ekonomi) Keputjian, MBA.



# Awards and Accolades

## Anugerah dan Pengiktirafan



The number of awards and accolades received by Bank Islam during the period under review reflects the bank's commitment in constantly innovating its products and services for the benefits of its customers thus reshaping the future of Islamic banking.

Pelbagai anugerah dan pengiktirafan yang diterima oleh Bank Islam sepanjang tempoh tinjauan menggambarkan komitmen Bank yang sentiasa membuat pembaharuan dalam produk dan perkhidmatannya demi manfaat pelanggannya, sekaligus membentuk masa hadapan perbankan Islam.

1. The Platinum Trusted Brand Award 2011 – Islamic Financial Services by Reader's Digest  
Anugerah Platinum Jenama Dipercayai 2011 – Perkhidmatan Kewangan Islam oleh Reader's Digest
2. BrandLaureate Awards 2010-2011 – Best Brand in Banking (Islamic Banking) by The Asia Pacific Brands Foundation ("APBF")  
Anugerah BrandLaureate 2010-2011 – Jenama Terbaik dalam Perbankan (Perbankan Islam) oleh The Asia Pacific Brands Foundation ("APBF")
3. Global Leadership Awards 2011 – Islamic Banking Sector by The Leaders International  
Anugerah Kepimpinan Global 2011 – Sektor Perbankan Islam oleh The Leaders International
4. Islamic Finance News Awards 2011 – Best Islamic Bank in Malaysia by Islamic Finance News  
Anugerah Islamic Finance News 2011 – Bank Islam Terbaik di Malaysia oleh Islamic Finance News
5. Islamic Finance News Awards 2011 – Ijarah Deal of the Year by Islamic Finance News  
Anugerah Islamic Finance News 2011 – Urus Janji Ijarah Terbaik oleh Islamic Finance News
6. Malaysia Service to Care Awards 2011 – Islamic Bank Category by MarkPlus Inc.  
Anugerah 'Service to Care' Malaysia 2011 – Kategori Bank Islam oleh MarkPlus Inc.
7. VISA International Bank Awards 2011 – The Best Debit Card Launch by VISA  
Anugerah VISA Bank Antarabangsa 2011 – Pelancaran Kad Debit Terbaik oleh VISA
8. VISA International Bank Awards 2011 – The Biggest Debit Card Islamic Payment Volume by VISA  
Anugerah VISA Bank Antarabangsa 2011 – Volum Pembayaran Kad Debit Tertinggi oleh VISA
9. Anugerah Inovasi Islam Peringkat Kebangsaan 2011 – Innovation in Islamic Financial by MOSTI  
Anugerah Inovasi Islam Peringkat Kebangsaan 2011 – Inovasi dalam Kewangan Islam oleh MOSTI
10. PFI Awards 2011 – Asia Pacific Bond Deal of the Year by Project Finance International ("PFI")  
Anugerah PFI 2011 – Urus Janji Bon Asia Pasifik Terbaik oleh Project Finance International ("PFI")
11. Recognition for paving the way for innovative wireless ATM implementation by CELCOM  
Pengiktirafan sebagai pembuka jalan kepada pelaksanaan ATM wayarles yang inovatif oleh CELCOM











# Bank Islam bina 12 buah rumah untuk warga emas

**BANTU.** Bank Islam Malaysia Berhad (Bank Islam) telah membina 12 buah rumah untuk didiami oleh 12 warga emas di Rumah Cahaya Sungai Tengah, Kulim, Kedah baru-baru ini.

Menurut Zukri, Bank Islam telah memperuntukkan RM360,000 menerusi dana zakat pemiannya untuk

membina 12 buah rumah untuk warga emas yang turut bersekolah.

## TAP Mobile Bank

**Bank Islam makes banking available on mobile phone.** The perfect service for today's mobile consumers. Subscribers can perform banking transactions anywhere, at any time. Bank Islam Malaysia has taken this service one step further, by being the first to offer Internet-based mobile banking - a development that further consolidates its reputation as one of the industry's most innovative players.

The Transact at Palm, or TAP Mobile Banking service is compatible with all types of mobile phones and major telecommunications providers. Internet access on the mobile phone and use of the Internet are both not needed, even on an Internet-enabled phone.

Intended to make life easier for subscribers, ranging from busy business people to younger consumers on the go, the service is expected to attract 100,000 users by the end of 2011. It is a testament to Bank Islam's continued determination and drive to improve customer access to its financial services and to provide banking services without the customer having to visit one of its branches.



Bank Islam managing director Zakri Zaki (left) and general manager of community banking Ahmad Khamis (right) with the TAP Mobile Banking service.

# 160 sertai program cari harta karun

Aktiviti eratkan organisasi media, kakitangan Bank Islam serta peluang promosi plancongan Melaka

Chah Ruzman Muhammad

## BIMB at the forefront of Islamic finance

**Recommendation:** Buy 15-BMINTH Target Price RM42.49

By Heng Hui Voon Research & Risk Ques 28

**INITIATE** coverage with Buy rating and RM42.49 TP (DPA-upside)

• Core financing activities will drive earnings and growth

• The largely untapped Islamic finance market could expand its market share in the overall industry

• Bank Islam could target major asset base of M&A

**Core Financing Activities in Lead Earnings Recovery**

Bank Islam Malaysia Berhad, which contributes the bulk of BIMP's earnings, has

delivered impressive earnings improvement in FYE December 2010 following its

restructuring plan.

BIMP's consolidated pre-tax profit grew 27% led by

restructuring and C&A growth, while net financing

margin and asset quality had improved significantly.

It could be done via a strategic acquisition or strategic alliance, like the 20% investment in Islamic Bank Ltd, the latter M&A could strengthen Bank Islam's size and market share and create scale for better terms.

**Buy BIMP for 30% & 1.5x P/B**

Our BIMP is 17% above the Global Growth Model and

achieves 4% long-term growth, 10% cost of equity, and

17% ROE.

Key catalysts are:

• 60% earnings improvement and

restructuring and

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**At the Forefront of Islamic Finance**

Bank Islam is the pioneer in Islamic banking in Malaysia.

Since its incorporation in 1983, it has pioneered various Islamic banking products.

As of June 30, Bank Islam has 107 branches nationwide and plans to add another three by end 2011. It has 100 full-time service personnel including ATM and CDO.

**Improving Operating Results**

Following the restructuring plan, Bank Islam's FYE 2010 earnings

improved significantly with

operating margin of 17.1% and

return on equity of 17.1%.

Bank Islam's FYE 2010 earnings

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return on equity of 17.1%.

Bank Islam's FYE 2010 earnings

improved significantly with

**Background of BIMB**

BIMP is an investment holding company with two core subsidiaries - Bank Islam (BIMB) and

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**Bank Islam to expand to Indonesia, Bangladesh**

**PASIR PUTEH:** Bank Islam Malaysia Berhad plans to expand its operations outside Malaysia to countries where there is a majority of Muslims.

In Managing Director, Bank Seri Zakri Samad, said the bank was born to expand in the potential for the

Muslim market in Indonesia and Bangladesh.

The bank has been in Indonesia for 10 years, and the

number of staff has increased to 100. The bank has

been in Bangladesh for 10 years, and the number of

staff has increased to 100. The bank has been in

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to 100. The bank has been in Bangladesh for 10

**Pelajar miskin terima bantuan zakat**

**KUALA LUMPUR:** Bank Islam Malaysia Berhad (BIMB) has

distributed zakat to assist poor students in

the country. The bank has been distributing

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**Bank Islam raih Anugerah Reader's Digest**

**KUALA LUMPUR:** Bank Islam Malaysia Berhad (BIMB) has

received the Reader's Digest award for

being the most innovative bank in Malaysia.

The bank has been receiving the Reader's

Digest award for being the most innovative bank

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Available anytime, anywhere  
Custom technology  
TAP Mobile Banking- an  
designed app containing  
application. Customers can  
chip to their mobile phone to  
will then enable them to do  
transactions at any time,  
to download any software  
access the Internet.  
These transactions  
payments, mobile phone &  
internet. One payment,  
between inquiries and SMS.  
A dual authentication is  
consisting of a personal  
number (PIN) and a passcode  
this service apart.  
To be eligible for TAP, all  
customers must have a current  
account with Bank Islam. C  
services are available, except  
for an SMS alert to RM10.  
One payment.  
TAP Mobile Banking is  
the 2011 National State  
Award for Innovation in IT  
from the Ministry of Science  
and Innovation.



MAMMO ALI bersembunyi bersama sekumpulan anak yatim selepas menyempatkan sambutan pada Majlis Berbuka Pusa Bersama Anak Yatim di Sarawak.

## Bank Islam ceriakan anak yatim

**SEREMBAN:** Seramai 130 anak yatim dari dua pertubuhan kebajikan di sini, diarakkan dengan meriah dalam Majlis Berbuka Pusa Bank Islam bersama Anak Yatim di sebuah hotel terkemuka di sini.

Dua pertubuhan itu ialah Pertubuhan Kebajikan Anak-anak Yatim, The Trusting dan Fakir Miskin Raudhatul Sakinah dan Pusat Jagaan Baitul Mahabbah turut menerima sambutan sebanyak RM48,000 daripada bank berkenaan.

Sebelum majlis berarak-

ang, Bank Islam turut menyumbangkan 3,000 pek Ramadan berisi kurma dan minuman kepada pengasas bazar Ramadan di Stadium Tunku Abdul Rahman di sini, sebagai sebahagian tanggungjawab sosial korporat (CSR) mereka.

Ketua Agensi Dadaran Bank Islam, Mohd Ali Mohd Shafiq, berkata sepanjang bulan Ramadan ini, pihaknya mengambil inisiatif CSR terutama kepada golongan memerlukan bagi memastikan mereka tidak merasa berkekurangan.

## Kad debit percuma untuk jemaah

**24 Mei 2011**  
**Kuala Lumpur**  
Bank Islam Malaysia berikhtisarkan kepada jemaah haji dan umrah dengan menyediakan kad debit percuma untuk jemaah haji dan umrah. Kad debit ini akan diberikan kepada jemaah haji dan umrah yang mendaftar di Bank Islam Malaysia.

Kad debit ini akan diberikan kepada jemaah haji dan umrah yang mendaftar di Bank Islam Malaysia. Kad debit ini akan diberikan kepada jemaah haji dan umrah yang mendaftar di Bank Islam Malaysia.



PERCUMA... Kad Debit Visa ini diberikan kepada jemaah haji dan umrah.

## Didik masyarakat kepentingan paya bakau

**Program kebajikan Bank Islam yang berfokuskan pada kepentingan masyarakat paya bakau.**

Bank Islam Malaysia berikhtisarkan kepada masyarakat paya bakau dengan menyediakan program kebajikan yang berfokuskan pada kepentingan masyarakat paya bakau.



## ngsa tanah runtuh



## Renewed and resourceful

Bank Islam focuses on consumer financing to propel profits



## Gelandangan kota terima bantuan

**KUALA LUMPUR** - Seramai 300 gelandangan di sekitar Kuala Lumpur menerima bantuan dalam program pengedaran makanan oleh Bank Islam Malaysia.

Program pengedaran makanan oleh Bank Islam Malaysia ini bertujuan untuk membantu gelandangan di sekitar Kuala Lumpur.







## **NAVIGATING A NEW PATH**

Leveraging on strong fundamentals, Bank Islam is tireless in exploring new ideas and opportunities to serve its customers better.

## **MENGEMUDI KE LALUAN BAHARU**

Berpegang pada asas yang kukuh, Bank Islam secara berterusan meninjau idea dan peluang baharu untuk memberikan khidmat yang lebih baik kepada pelanggan.





# Chairman's Statement

## Pernyataan Pengerusi



IN THE NAME OF ALLAH, THE MOST GRACIOUS, THE MOST MERCIFUL  
DENGAN NAMA ALLAH, YANG MAHA PENYAYANG LAGI MAHA MENGASIHANI

السلام عليكم ورحمة الله وبركاته

ASSALAMUALAIKUM WARAHMATULLAHI WABARAKATUH

Dear Shareholders,

Islamic banking and finance, now a major component of the global financial system, has grown in dynamism in its quest to attain competitiveness and service excellence of international standards. With 16 domestic and foreign Islamic commercial banks and four international Islamic banks currently operating in Malaysia, competition is fueling up at home too.

Pemegang Saham yang dihormati,

Perbankan dan kewangan Islam, yang kini merupakan komponen utama sistem kewangan global, telah berkembang dengan dinamik sekali dalam usahanya untuk mencapai daya saing dan kecemerlangan perkhidmatan yang menepati piawaian antarabangsa. Dengan 16 bank perdagangan Islam domestik dan asing dan empat bank Islam antarabangsa yang kini beroperasi di Malaysia, ia menyemarakkan lagi persaingan di dalam negara ini.

**Dato' Zamani Abdul Ghani**

“The key business direction in 2011 was the reshaping of our balance sheet to strengthen our leadership in the industry.”

“Hala tuju perniagaan utama pada 2011 ialah pembentukan semula kunci kira-kira kami untuk mengukuhkan kepimpinan kami dalam industri.”

Amidst these developments, Bank Islam continues to be the Shariah-based bank of choice as evidenced by its achievement of being awarded the Best Islamic Bank in Malaysia 2011 by Islamic Finance News (“IFN”).

In 2011, the Bank's profit before zakat and tax (“PBZT”) increased by 36.5%, as the Bank continues to reshape its future by innovating new solutions, rebalancing its asset mix, embarking on service transformation initiatives, re-engineering business processes, harnessing key IT enablers and relentlessly building a solid brand presence in Malaysia.

On behalf of the Board of Directors, it is with pleasure that I present Bank Islam's annual report for the year 2011.

## RESPONDING TO EMERGING DEMANDS

The Islamic Financial Services Industry (“IFSI”) is making brisk progress on the international front. More of the world's largest global financial institutions are engaging in Islamic finance in response to growing recognition that the inherent tenets of Islamic finance are aligned to sustainable dimensions of ethical and responsible finance. While growth within the Muslim population in the emerging Middle East-North Africa (“MENA”) and Asian markets are key drivers behind rising demand for Islamic financial services, there is also a global call to explore Islamic finance as a viable option, as mature markets press forward with financial reforms.

In Malaysia, the market share of Islamic banking assets of total banking industry (including developing financial institutions) has grown from only 6.9% in 2000 to 22.4% as at end-2011, and outstanding Islamic financings passed, for the first time, the RM200 billion milestone last year. Increased limits of foreign equity ownership and other liberalisation measures for Islamic finance continue to

Di tengah-tengah perkembangan ini, Bank Islam terus menjadi bank berasaskan Syariah pilihan seperti yang dibuktikan melalui pencapaiannya yang dianugerahi Bank Islam Terbaik di Malaysia 2011 oleh Islamic Finance News (“IFN”).

Pada 2011, keuntungan Bank sebelum zakat dan cukai (“PBZT”) meningkat sebanyak 36.5%, manakala Bank terus membentuk semula masa depannya dengan membuat penyelesaian baharu yang inovatif, menyeimbangkan semula campuran aset, memulakan inisiatif transformasi perkhidmatan, merekayasa semula proses perniagaan, memanfaatkan pemboleh IT utama dan berterusan membina kehadiran jenama yang kukuh di Malaysia.

Bagi pihak Lembaga Pengarah, saya dengan sukacitanya membentangkan laporan tahunan Bank Islam bagi 2011.

## BERTINDAK BALAS TERHADAP KEMUNCULAN PERMINTAAN BAHARU

Industri Perkhidmatan Kewangan Islam (“IFSI”) sedang mengalami kemajuan pesat di peringkat antarabangsa. Terdapat lebih banyak institusi kewangan global terbesar di dunia yang terlibat dalam kewangan Islam sebagai reaksi kepada peningkatan pengiktirafan bahawa rukun dalaman kewangan Islam adalah sejajar dengan dimensi kewangan beretika dan bertanggungjawab yang mampan. Manakala pertumbuhan dalam kalangan penduduk Islam di pasaran baharu muncul di Timur Tengah-Afrika Utara (“MENA”) dan pasaran Asia merupakan pendorong utama di sebalik permintaan yang semakin meningkat untuk perkhidmatan kewangan Islam, terdapat juga panggilan global untuk meneroka kewangan Islam sebagai pilihan yang berdaya maju, sementara pasaran matang meneruskan pembaharuan kewangan.

Di Malaysia, bahagian pasaran aset perbankan Islam daripada jumlah keseluruhan industri perbankan (termasuk institusi pembangunan kewangan), berkembang daripada hanya 6.9% pada 2000 kepada 22.4% pada akhir 2011, dan buat julung kalinya, jumlah pembiayaan telah melebihi tahap RM200 bilion pada tahun lepas. Peningkatan had pemilikan ekuiti asing dan langkah-langkah liberalisasi yang lain bagi kewangan Islam terus menarik dan mewujudkan pelbagai jenis institusi kewangan tempatan



attract and create a diverse community of local and foreign financial institutions. The growth of the global halal food industry, estimated to be worth between US\$600 billion and US\$1.2 trillion has spurred the need for Shariah-based finance, while the country's over 60% Muslim population provides the impetus for continued strong growth in the IFSI.

Against this background, Bank Islam enjoyed a year of notable corporate developments that anchored its presence and strength in Malaysia. RAM ratings had reaffirmed the A1/P1 financial institution ratings of the Bank. The long-term rating has a stable outlook. The financial publication, *The Asian Banker*, rated Bank Islam as the fourth strongest bank in Malaysia and 53<sup>rd</sup> strongest bank in the Asia Pacific region. Globally, Bank Islam was ranked 24<sup>th</sup> among Largest Islamic Financial Institutions and 34<sup>th</sup> among Global Islamic Strongest Banks.

The year also saw the opening of its new corporate office, Menara Bank Islam, a 34-storey office building, standing tall in the heart of Kuala Lumpur's golden triangle area. This landmark development for waqaf land is a symbol of the Bank's continuous pursuit of innovative solutions.

## REVIEWING OUR PERFORMANCE

In 2011, Bank Islam sustained an impressive run, turning in a PBZT of RM470.1 million, a 36.5% or RM125.6 million improvement from a year ago. Gross return on equity ("ROE") strengthened to 17.7% against 16.5% recorded as at end-2010, while gross return on assets ("ROA") was at 1.5% against 1.2% a year ago. The increase in ROA reflects the Bank's continued efforts in reshaping its balance sheet for optimal returns, achieving a well-balanced product composition and a better funding cost structure. These have boosted the Bank's total assets, which now stand at RM32.2 billion.

dan asing. Pertumbuhan industri makanan halal global, dianggarkan bernilai antara AS\$600 bilion dengan AS\$1.2 trilion telah merangsang keperluan terhadap kewangan berasaskan Syariah, manakala penduduk Islam negara ini yang melebihi 60% mendorong pertumbuhan kukuh berterusan dalam IFSI.

Dengan latar belakang ini, Bank Islam menikmati satu tahun perkembangan korporat penting yang telah mengukuhkan kehadiran dan kekuatannya di Malaysia. Penarafan RAM telah mengesahkan taraf institusi kewangan A1/P1 Bank. Penarafan jangka panjang mempunyai perspektif yang stabil. Penerbitan kewangan, *The Asian Banker*, telah menyenaraikan Bank Islam sebagai bank keempat paling kukuh di Malaysia dan yang ke-53 di rantau Asia Pasifik. Di peringkat global, Bank Islam berada di kedudukan yang ke-24 di antara Institusi Kewangan Islam Terbesar dan yang ke-34 dalam kalangan Bank Islam Global Terkukuh.

Tahun ini juga menyaksikan pembukaan pejabat korporat baharu, iaitu Menara Bank Islam, sebuah bangunan pejabat 34 tingkat, yang berdiri megah di tengah-tengah kawasan segi tiga emas Kuala Lumpur. Pembangunan mercu tanda bagi tanah wakaf ini adalah simbol usaha berterusan Bank terhadap penyelesaian inovatif.

## MENGAJI PRESTASI KAMI

Pada 2011, Bank Islam terus mengekalkan prestasi yang membanggakan, dengan mencapai PBZT berjumlah RM470.1 juta, iaitu peningkatan sebanyak 36.5% atau RM125.6 juta berbanding tahun lalu. Pulangan ekuiti kasar ("ROE") mengukuh kepada 17.7% berbanding 16.5% yang direkodkan pada akhir 2010, manakala pulangan aset kasar ("ROA") adalah pada kadar 1.5% berbanding 1.2% pada tahun lalu. Peningkatan dalam ROA mencerminkan usaha berterusan Bank dalam membentuk semula kunci kira-kiranya untuk mendapatkan pulangan yang optimum, mencapai komposisi produk seimbang dan struktur kos pembiayaan yang lebih baik. Semua ini telah meningkatkan jumlah aset Bank, yang kini bernilai RM32.2 bilion.





## Chairman's Statement Pernyataan Pengerusi

Capital adequacy ratio remained strong with risk weighted capital ratio at 16.1%, i.e. after accounting for dividends proposed for the financial year 2011. While it surpassed the Islamic banking industry's average of 14.3%, its Tier-1 core capital ratio also remained strong at 15% (2010: 15.2%).

The Bank continues to maintain its capital position well above the minimum regulatory prudential thresholds by proactively managing its capital structure to maximise efficiency and drive return on equity. At the same time, it ensures a delicate balance between the needs of capital to support strong organic growth strategies and meet shareholder expectations.

Given the significant improvement in performance, we proposed a final dividend of 25% of profit after zakat and tax amounting to RM447 million, equivalent to 2.63 sen per ordinary share, for the period under review.

### RECEIVING RECOGNITION

In 2011, our hard work in enhancing brand value and upholding Bank Islam's position as an Islamic banking icon was once again recognised with a slew of awards and accolades. Apart from the IFN Best Islamic Bank in Malaysia 2011 Award, Bank Islam was also awarded the BrandLaureate Awards 2010-2011 for 'Best Brands in Corporate Branding for Islamic Bank' for the second consecutive year, and the Readers' Digest 'Platinum Trusted Brand Award for Islamic Financial Services' for the third consecutive year (2009 to 2011). These were momentous achievements in our journey to greater heights since the Turnaround phase.

Nisbah kecukupan modal kekal kukuh dengan nisbah modal berwajaran risiko pada 16.1%, iaitu selepas mengambil kira dividen yang dicadangkan bagi tahun kewangan 2011. Walaupun nisbah ini melepasi purata industri perbankan Islam pada 14.3%, nisbah modal teras Tahap-1 terus kekal kukuh pada 15% (2010: 15.2%).

Bank terus mengekalkan kedudukan modalnya lebih daripada kadar ambang minimum peraturan berhemat dengan menguruskan struktur modalnya secara proaktif untuk memaksimumkan kecekapan dan memacu pulangan ekuiti. Pada masa yang sama, ia memastikan adanya keseimbangan antara keperluan modal untuk menyokong strategi pertumbuhan organik yang kukuh dengan keperluan untuk memenuhi jangkaan pemegang saham.

Dengan peningkatan prestasi yang nyata, kami mencadangkan dividen akhir sebanyak 25% daripada keuntungan selepas zakat dan cukai berjumlah RM447 juta, bersamaan dengan 2.63 sen sesaham biasa, bagi tempoh tinjauan.

### MENERIMA PENGIKTIRAFAN

Pada 2011, usaha gigih kami dalam meningkatkan nilai jenama dan mendukung kedudukan Bank Islam sebagai ikon perbankan Islam telah sekali lagi diiktiraf dengan pelbagai anugerah dan pengiktirafan. Selain daripada anugerah Bank Islam Terbaik di Malaysia 2011 oleh IFN, Bank Islam juga telah dianugerahkan dengan Anugerah BrandLaureate 2010-2011 untuk Jenama Terbaik dalam Penjenamaan Korporat untuk Bank Islam selama dua tahun berturut-turut, dan Anugerah Platinum Jenama Dipercayai bagi Perkhidmatan Kewangan Islam oleh Reader's Digest untuk tiga tahun berturut-turut (2009-2011). Semua ini merupakan pencapaian bermakna dalam perjalanan kami ke tahap yang lebih tinggi sejak Fasa Pemulihan.

On the service front, TAP Mobile Banking-i, the first-of-its-kind mobile banking service without Internet requirement, won the Islamic Innovation Award 2011, jointly accredited by the Ministry of Science, Technology and Innovation (“MOSTI”) and the Department of Religious Affairs, the Prime Minister’s Office (“JAKIM”). Bank Islam’s multi-functional debit card, which was launched in February 2011, also clinched two awards from Visa International, notably, for having the highest volume for Debit Card Islamic transactions. Additionally, Bank Islam was named ‘Malaysia Service to Care’ Champion 2011 by Prof. Dr. Philip Kotler, “the Marketing Guru”, based on its high rankings in credibility, dependability, courtesy, comfort and connectivity. The Bank retained its top position as No. 1 Islamic Principal Dealer since 2009, and was also ranked among the Top 3 volume grossers in the domestic Islamic money market. In Bloomberg’s Malaysia Capital Markets rankings for 2011, Bank Islam was No. 6 for the Ringgit Islamic Bonds category, No. 14 for the Domestic Equity Offerings (“IPO”) category and No. 14 for the ASEAN Domestic Bonds category.

For its role as the Joint Principal Adviser/Joint Lead Arranger/Joint Lead Manager for the RM5 billion Sukuk of the Manjung Island Energy Berhad, Bank Islam was awarded the Asia Pacific Bond Deal of the Year 2011 by Project Finance International Thomson Reuters and the Ijarah Deal of the Year 2011 by IFN.

These resounding recognitions are testament to the quality and capability of leadership at the helm of the Bank. Therefore, saving the best for last, I take this opportunity to congratulate Bank Islam’s Managing Director, YBhg. Dato’ Sri Zukri Samat for being conferred the Global Leadership Award (an extension of Malaysia Business Leadership Awards, MBLA) and “The BrandLaureate Transformational Corporate Leader Brand ICON Leadership Awards 2011”.

## REALISING INNOVATION

In 2011, Bank Islam once again lived up to its tagline of ‘Pioneering Change’ with an array of new product launches and business lines. The innovative new offerings included Bank Islam Visa Debit Card-i, Al-Awfar Junior, Home Financing with Cash Line-i, Islamic Bridging Financing, ‘Money2Overseas’ remittance, E-banker Foreign Bulk remittance, Corporate Bill Payment, Cashback Letter of Credit and the BIMB i-Dividend fund.

At the same time, the Bank expanded its tailor-made financing programmes to target accountants and engineers, in addition to the existing packages for medical practitioners and mass affluent individuals. The Bank also successfully developed and emplace Bank Islam’s Bloomberg pages (“BIKL”) to publish its Treasury division’s daily market rates for Mudharabah deposits, Negotiable Instruments of Deposit Certificates (“NIDC”), Sukuk, Islamic Private Debt Securities (“PDS”), foreign exchange (“forex”) and Islamic Profit Rate Swaps (“IPRS”).

Dari segi perkhidmatan, Perbankan Mudah Alih-i TAP, iaitu perkhidmatan perbankan mudah alih yang pertama seumpamanya tanpa keperluan Internet, telah memenangi Anugerah Inovasi Islam 2011, yang ditauliahkan bersama oleh Kementerian Sains, Teknologi dan Inovasi (“MOSTI”) dan Jabatan Hal Ehwal Agama, Pejabat Perdana Menteri (“JAKIM”). Kad debit pelbagai fungsi Bank Islam, yang telah dilancarkan pada bulan Februari 2011 juga memenangi dua anugerah daripada Visa International, terutamanya, kerana mempunyai jumlah tertinggi bagi urus niaga Kad Debit Islam. Selain itu, Bank Islam telah dipilih sebagai juara bagi anugerah ‘Malaysia Service to Care’ 2011 oleh Prof. Dr. Philip Kotler, seorang “Guru Pemasaran”, berdasarkan penarafan tinggi Bank Islam dalam kredibiliti, keboleharapan, kesantunan, keselesaan, dan kesalinghubungan. Bank Islam mengekalkan kedudukan teratasnya sebagai Peniaga Utama Islam No. 1 sejak 2009, dan juga mendapat tempat antara 3 Teratas sebagai pencipta volumn dalam pasaran kewangan Islam domestik. Dalam penarafan Bloomberg tentang kedudukan Pasaran Modal Malaysia bagi 2011, Bank Islam berada di Nombor 6 bagi kategori Bon Ringgit Islam, dan di Nombor 14 untuk kedua-dua kategori Penawaran Ekuiti Domestik (“IPO”) dan kategori Bon Domestik ASEAN.

Bagi peranannya sebagai Penasihat Utama Bersama/Pengatur Utama Bersama/Pengurus Utama Bersama untuk Sukuk berjumlah RM5 bilion bagi Manjung Island Energy Berhad, Bank Islam telah dianugerahi Urus Janji Bon Asia Pasifik Tahun 2011 oleh Projek Kewangan Antarabangsa Thomson Reuters dan Urus Janji Ijarah Terbaik Tahun 2011 oleh IFN.

Pengiktirafan membanggakan ini adalah bukti kepada kualiti dan keupayaan pemimpin yang menerajui Bank ini. Oleh itu, sebagai penghormatan kepada kejayaan yang paling membanggakan, saya mengambil kesempatan ini untuk mengucapkan tahniah kepada Pengarah Urusan Bank Islam, YBhg. Dato’ Sri Zukri Samat kerana mendapat Anugerah Kepimpinan Global (lanjutan kepada Anugerah Kepimpinan Perniagaan Malaysia, MBLA) dan Anugerah Transformasi Ketua Korporat Jenama Kepimpinan IKON 2011 BrandLaureate.

## MEREALISASIKAN INOVASI

Pada 2011, Bank Islam sekali lagi berjaya menghidupkan slogannya, iaitu ‘Perintis Perubahan’ dengan pelancaran pelbagai produk baharu dan rangkaian perniagaan. Produk baharu yang berinovatif termasuk Kad Debit-i Visa Bank Islam, Al-Awfar Junior, Pembiayaan Perumahan dengan Kemudahan Aliran Tunai-i, Pembiayaan Penyambung Islam, pengiriman ‘Money2Overseas’, Kiriman Wang Asing Pukul E-banker, Pembayaran Bil Korporat, Surat Kredit Pulangan tunai dan dana BIMB i-Dividend.

Pada masa yang sama, Bank memperluaskan program pembiayaan khusus yang menyasarkan akauntan dan jurutera, sebagai tambahan kepada pakej sedia ada untuk pengamal perubahan dan kumpulan individu mewah. Bank Islam juga berjaya membangunkan dan meletakkan halaman Bloomberg Bank Islam (“BIKL”) untuk menyiarkan kadar pasaran harian bahagian Perbendaharaannya untuk deposit Mudharabah, Sijil Deposit Instrumen Boleh Niaga (“NIDC”), Sukuk, Sekuriti Hutang Swasta Islam (“PDS”), pertukaran asing (“forex”) dan Kadar Swap Keuntungan Islam (“IPRS”).

## REJUVENATING FRANCHISE VALUE

Under Bank Islam's Inorganic Growth roadmap, Sri Lanka was chosen as our first international foray, capitalising on our existing presence and its favourable long-term economic prospects. On 22 January 2011, Bank Islam completed the acquisition of a total of 180,562,011 shares representing 20% equity interest in Amana Bank Limited ("ABL"). With this investment, Bank Islam became the single largest shareholder of ABL. With projections of its overall banking sector's assets to double to US\$51 billion by 2015 from the estimated US\$25.7 billion in 2011, Sri Lanka offers tremendous untapped potential for Bank Islam, in particular in the commercial banking segment.

Domestically, the Bank continues to improve and expand its delivery channels. The franchise development programme targets opening new branches in emerging and vibrant townships and building on our strong ties with universities to open campus branches. Branch remodeling and service transformation initiatives are also high on the priority list as Bank Islam continues to enhance service delivery.

As at end-2011, branch count increased from 113 to 122 and the number of self-service terminals rose to 1,120 from 945. In addition, the Bank introduced Retail Service Outlets in commercial centres and cost-effective Consumer Business Centres nationwide for hassle-free access to selected banking services.

## RELENTLESS GOOD GOVERNANCE

The Board is fully committed to undertaking good corporate governance practices and to the recommendations of the Malaysian Code of Corporate Governance. Stringent internal and external controls as well as a risk management framework in line with best practices in corporate governance ensure that we uphold integrity, transparency and accountability in all our dealings.

As the pioneer Islamic bank in Malaysia, the Bank adheres diligently to all Bank Negara Malaysia's ("BNM") guiding principles. Having already adopted recommendations under the BNM's new Guidelines on Responsible Financing ("GRF") in 2011, the GRF was in fact a testimony of our long-standing prudent, responsible and transparent retail lending procedures and practices.

## MEMPERKUKUH NILAI FRANCAIS

Di bawah pelan hala tuju Pertumbuhan Bukan Organik Bank Islam, Sri Lanka telah dipilih sebagai penerokaan antarabangsa sulung kami, dengan mengambil kesempatan daripada kehadiran sedia ada kami dan prospek ekonomi jangka panjang Sri Lanka yang menggalakkan. Pada 22 Januari 2011, Bank Islam melengkapkan pengambilalihan sejumlah 180,562,011 saham yang mewakili 20% daripada kepentingan ekuiti di Amana Bank Limited ("ABL"). Dengan pelaburan ini, Bank Islam menjadi pemegang saham tunggal terbesar bagi ABL. Dengan unjuran aset sektor perbankan keseluruhan berganda kepada AS\$51 bilion menjelang 2015 daripada anggaran AS\$25.7 bilion pada 2011, Sri Lanka menawarkan potensi yang amat besar yang belum diterokai oleh Bank Islam, khususnya dalam segmen perbankan komersil.

Di peringkat domestik, Bank terus memperbaiki dan memperluas saluran penyampaian. Program pembangunan francais menyasarkan pembukaan cawangan baharu di perbandaran baharu muncul dan bertenaga dan menggunakan hubungan erat kami dengan universiti untuk membuka cawangan kampus. Pengubahsuaian semula cawangan dan inisiatif transformasi perkhidmatan juga adalah tinggi dalam senarai keutamaan selain Bank Islam terus meningkatkan penyampaian perkhidmatannya.

Pada akhir 2011, bilangan cawangan telah meningkat daripada 113 kepada 122 dan bilangan terminal layan diri meningkat kepada 1,120 daripada 945. Di samping itu, Bank telah memperkenalkan Saluran Perkhidmatan Runcit di pusat perdagangan dan Pusat Perniagaan Pengguna yang berkos efektif di seluruh negara untuk akses mudah kepada perkhidmatan perbankan terpilih.

## TADBIR URUS BAIK YANG BERTERUSAN

Lembaga Pengarah komited sepenuhnya untuk menjalankan amalan tadbir urus korporat yang baik dan menyahut saranan Kod Tadbir Urus Korporat Malaysia. Kawalan dalaman dan luaran yang ketat serta rangka kerja pengurusan risiko selari dengan amalan terbaik dalam tadbir urus korporat memastikan bahawa kami mendukung integriti, ketelusan dan akauntabiliti dalam semua urusan kami.

Sebagai perintis bank Islam di Malaysia, Bank berpegang teguh terhadap semua prinsip panduan Bank Negara Malaysia ("BNM"). Setelah menerima pakai saranan di bawah Garis panduan baharu BNM tentang Pembiayaan Bertanggungjawab ("GRF") pada 2011, didapati GRF sebenarnya adalah bukti kepada prosedur dan amalan kami sejak sekian lama dalam pemberian pinjaman runcit yang berhemah, bertanggungjawab dan telus.





The Bank also warmly welcomes the introduction of BNM's Shariah Governance Framework ("SGF") for Islamic financial institutions in December 2010. In essence, the SGF seeks to strengthen the Shariah governance process, decision-making, accountability and independence of the relevant organs or functions involved in Shariah governance. The SGF, among others, requires the establishment of internal Shariah review and Shariah audit functions supported by a Shariah risk management control and Shariah research capability to ensure strict Shariah compliance bank-wide. Having already complied with all the requirements of the framework, the need to meet the 1 July 2011 deadline did not necessitate major adjustments to the Bank's existing Shariah compliance processes, once again demonstrating the advantage of being an Islamic banking pioneer.

The Bank has embarked on an exercise to review the effectiveness of the Management oversight committees, as part of the Board's aspiration to further strengthen Bank Islam's oversight functions. This takes into account the Bank's corporate direction, risk appetite and operational strategy. The review exercise covers the overall design, set up, structure, composition and process of the Management committees as well as benchmarking against the practices of other domestic and foreign financial institutions.

Individually, our directors continue to adhere to the Code of Ethics based on the Code of Conduct expected of financial institutions' directors as issued by the Companies Commission of Malaysia ("CCM"). Our directors fully understand their fiduciary responsibilities, hence are conscious of the interests of shareholders, employees, creditors and customers of the Bank, and at all times, discharge our duties with honesty, responsibility and in utmost good faith towards the Bank.

A detailed report on our corporate governance best practices and Shariah compliance can be found on pages 92 and 194 of this annual report.

Bank juga sangat mengalu-alukan pengenalan Rangka Kerja Tadbir Urus Syariah ("SGF") oleh BNM untuk institusi kewangan Islam pada bulan Disember 2010. Pada dasarnya, SGF bertujuan untuk mengukuhkan proses tadbir urus Syariah, proses membuat keputusan, akauntabiliti dan kebebasan bahagian atau fungsi berkaitan yang terlibat dalam tadbir urus Syariah. SGF, antara lain, memerlukan pembentukan kajian dalaman Syariah dan fungsi audit Syariah yang disokong oleh kawalan pengurusan risiko Syariah dan keupayaan penyelidikan Syariah untuk memastikan pematuan Syariah yang ketat bagi keseluruhan bank. Setelah mematuhi semua keperluan rangka kerja ini, keperluan untuk memenuhi tarikh akhir 1 Julai 2011 tidak memerlukan pelarasan utama kepada proses pematuan Syariah Bank sedia ada, menunjukkan sekali lagi kelebihan menjadi perintis perbankan Islam.

Bank telah memulakan usaha untuk mengkaji semula keberkesanan jawatankuasa pengawasan Pengurusan, sebagai sebahagian daripada aspirasi Lembaga Pengarah untuk mengukuhkan lagi fungsi pemantauan Bank Islam. Kajian ini mengambil kira hala tuju korporat Bank, toleransi risiko dan strategi operasi. Kajian tersebut meliputi reka bentuk keseluruhan, susun atur, struktur, komposisi dan proses jawatankuasa Pengurusan serta menanda aras amalan institusi kewangan domestik dan asing yang lain.

Secara individu, pengarah kami terus mematuhi Tataetika berdasarkan Tatakelakuan yang perlu dipatuhi oleh pengarah institusi kewangan sebagaimana yang dikeluarkan oleh Suruhanjaya Syarikat Malaysia ("SSM"). Pengarah kami memahami sepenuhnya tanggungjawab mereka, justeru sedar kepentingan pemegang saham, kakitangan, pemiutang dan pelanggan Bank, pada setiap masa, melaksanakan tugas kami dengan kejujuran, bertanggungjawab dan dengan sesungguhnya berniat baik terhadap Bank.

Laporan terperinci tentang amalan urus tadbir korporat terbaik dan pematuan Syariah boleh didapati di halaman 92 dan 194 laporan tahunan ini.





## Chairman's Statement Pernyataan Pengerusi

### REACHING OUT AND TOUCHING LIVES

Since its inception, Bank Islam has contributed to the infrastructural and institutional development of an advanced Islamic financial system and helped build Malaysia's strong brand of Islamic finance. We have also produced numerous leaders and specialists in the industry.

In giving back to the IFSI at home and abroad, the Bank shares its experience and knowledge by receiving delegations from the Islamic financial community worldwide; participating in seminars, conferences and forums; facilitating studies and research activities conducted by institutions of higher learning as well as maintaining an ongoing internship programme for local and foreign talents.

Giving back to the community is another high priority. Bank Islam has always taken seriously our responsibility in contributing to society and promoting sustainable socio-economic development. This corporate value is exemplified by its employees who have worked tirelessly in carrying out the Bank's many Corporate Responsibility activities and initiatives which aim at bringing about positive differences to the community and environment.

We have especially been on the lookout for requests to provide for the needy and less fortunate throughout the country by contributing houses and other necessities. The Bank has also made a significant contribution towards ensuring educational development, especially for underprivileged children nationwide. As an Islamic institution, the Bank has allocated a significant amount of *zakat* funds to schools and other learning institutions, non-governmental organisations and various mosques.

A detailed report on our various Corporate Responsibility initiatives for 2011 can be found from page 168 to 175.

### MEDEKATI DAN MENYENTUH KEHIDUPAN

Sejak penubuhannya, Bank Islam telah menyumbang kepada pembangunan infrastruktur dan institusi sistem kewangan Islam yang maju dan membantu membina jenama kewangan Islam yang kukuh bagi Malaysia. Kami juga telah menghasilkan ramai pemimpin dan pakar dalam industri ini.

Dalam menyumbang semula kepada IFSI di dalam dan di luar negara, Bank berkongsi pengalaman dan pengetahuannya dengan menerima delegasi dari masyarakat kewangan Islam di seluruh dunia; mengambil bahagian dalam seminar, persidangan dan forum; memudahkan aktiviti kajian dan penyelidikan yang dijalankan oleh institusi pengajian tinggi serta mengekalkan program latihan amali berterusan bagi bakat tempatan dan asing.

Menyumbang semula kepada masyarakat merupakan satu lagi keutamaan yang tinggi. Bank Islam memang sentiasa mengambil serius tanggungjawab kami dalam menyumbang kepada masyarakat dan menggalakkan pembangunan sosio-ekonomi yang mampan. Nilai korporat ini telah ditunjukkan oleh kakitangan yang bertungkus lumus dalam menjalankan banyak aktiviti dan inisiatif Tanggungjawab Korporat Bank bertujuan untuk membawa perbezaan positif kepada masyarakat dan alam sekitar.

Secara khususnya, kami memang mencari permintaan bagi menyediakan peruntukan terhadap golongan yang memerlukan dan kurang bernasib baik di seluruh negara dengan menyumbang rumah dan keperluan lain. Bank Islam juga telah membuat sumbangan penting ke arah memastikan pembangunan pendidikan, terutamanya untuk kanak-kanak kurang bernasib baik di seluruh negara. Sebagai sebuah institusi Islam, Bank telah memperuntukkan sejumlah besar dana zakat kepada sekolah dan institusi pengajian lain, badan bukan kerajaan ("NGO") dan masjid.

Laporan terperinci tentang pelbagai inisiatif Tanggungjawab Korporat kami bagi 2011 boleh didapati dari halaman 168 hingga 175.

## RESHAPING THE FUTURE

The Malaysian economy grew at a slower pace of 5.2% year-on-year (“YoY”) in the fourth quarter of 2011 (from 5.8% in the third quarter), taking the full year growth to 5.1% in 2011 as compared to 7.2% in 2010. The export slowdown will continue to have an adverse impact on the Bank, in particular through our trade finance business. The latest global growth forecasts by the International Monetary Fund (“IMF”) for 2012 pegged the world economic growth at 3.3% given a multitude of external headwinds. For Malaysia, continued growth moderation is expected to last throughout the first half of 2012 before a stronger pick-up emerges in the second half. At this juncture, the official full-year GDP growth forecasts for Malaysia for 2012 stand within a 4%-5% range.

The global economy and financial markets are at a turning point. Fast growth economies in Asia, Middle East, Africa, Latin America and Eastern Europe now form almost half of global GDP. In 2011, emerging economies were estimated to have contributed about three percentage points to the overall global growth of 3.8%. The 2008/2009 financial crisis provides further impetus for the growth of Islamic finance. Islamic banking assets with commercial banks globally were estimated to have breached the US\$1 trillion milestone in 2011 (2010: US\$826 billion). With its wide-ranging tax and non-tax incentives as well as liberalisation measures in place, Malaysia’s IFSI is certainly in a leadership position among a handful of other global Islamic financial hub aspirants.

The international financial community has taken note of Malaysia’s strategic direction in developing and accelerating the growth of its IFSI. Robust regulatory and Shariah frameworks, liberal foreign exchange regime and clear and deliberate policies spelt out in both the Financial Sector Blueprint (2011-2020) and the Capital Market Master Plan II. These have positioned Malaysia at the forefront of Islamic finance and spurred advancements that demand a corresponding increase in quality skills and experts in the industry.

For that purpose, Bank Islam has been putting a strong emphasis on attracting, developing and retaining exceptional talents to continue building capacity and capability. In 2011, the Bank initiated the Young Leaders Programme (“YLP”) to provide top graduates from local and foreign universities a strong foundation in Shariah-based banking and thereafter draw them into the Bank’s workforce. Enhancement of our succession planning framework and a structured training programme are in the pipeline for 2012.

## MEMBENTUK SEMULA MASA HADAPAN

Ekonomi Malaysia berkembang pada kadar yang lebih perlahan sebanyak 5.2% tahun ke tahun (“YoY”) pada suku keempat 2011 (daripada 5.8% pada suku ketiga), menjadikan pertumbuhan setahun penuh kepada 5.1% pada 2011 berbanding 7.2% pada 2010. Kelembapan eksport akan terus mempunyai kesan buruk ke atas Bank, khususnya melalui perniagaan pembiayaan perdagangan kami. Ramalan pertumbuhan terkini dunia oleh Tabung Kewangan Antarabangsa (“IMF”) untuk 2012 menambatkan pertumbuhan ekonomi dunia pada kadar 3.3% disebabkan oleh pelbagai gangguan luaran. Bagi Malaysia, pertumbuhan yang sederhana dijangka berterusan sehingga sepanjang separuh pertama 2012 sebelum peningkatan yang lebih kukuh muncul pada separuh kedua. Pada ketika ini, Keluaran Dalam Negara Kasar (“KDNK”) rasmi bagi setahun penuh yang diunjurkan untuk Malaysia bagi 2012 berada dalam lingkungan 4%-5%.

Kini, ekonomi global dan pasaran kewangan berada pada titik perubahan. Negara-negara dengan pertumbuhan ekonomi cergas di Asia, Timur Tengah, Afrika, Amerika Latin dan Eropah Timur kini membentuk hampir separuh daripada KDNK global. Pada 2011, negara ekonomi baharu muncul dianggarkan telah menyumbang kira-kira tiga mata peratusan kepada pertumbuhan keseluruhan global sebanyak 3.8%. Krisis kewangan pada 2008/2009 menyediakan lebih banyak dorongan untuk pertumbuhan kewangan Islam. Aset perbankan Islam dengan bank perdagangan di seluruh dunia dianggarkan telah melepasi tahap AS\$1 trilion pada 2011 (2010: AS\$826 bilion). Dengan insentif cukai dan bukan cukai yang luas serta langkah-langkah liberalisasi yang ada, IFSI di Malaysia, sudah pasti berada pada kedudukan sebagai peneraju dari kalangan segelintir calon hab kewangan Islam global yang lain.

Masyarakat kewangan antarabangsa telah mengambil perhatian terhadap hala tuju strategik Malaysia dalam membangun dan mempercepat pertumbuhan IFSInya. Pengawalseliaan dan rangka kerja Syariah yang mantap, rejim pertukaran asing yang liberal dan dasar yang jelas dan terancang dinyatakan dalam kedua-dua Pelan Induk Sektor Kewangan (2011-2020) dan Pelan Induk Pasaran Modal II. Semua ini telah meletakkan Malaysia di barisan hadapan tentang kewangan Islam dan mendorong kemajuan yang menuntut peningkatan yang sepadan pada kualiti dan kemahiran pakar dalam industri.

Bagi maksud tersebut, Bank Islam meletakkan penekanan yang kuat untuk menarik, membangun dan mengekalkan bakat-bakat besar untuk meneruskan peningkatan kapasiti dan keupayaan. Pada 2011, Bank memulakan Program Pemimpin Muda (The Young Leaders, YLP) untuk menyediakan graduan terbaik dari universiti tempatan dan asing dengan asas yang kukuh dalam perbankan berasaskan Syariah dan selepas itu menarik mereka ke dalam tenaga kerja Bank. Peningkatan rangka kerja perancangan penggantian dan program latihan berstruktur akan dilaksanakan pada 2012.

## Chairman's Statement

### Pernyataan Pengurus

BNM's monetary policy is anticipated to remain accommodative as the balance of risks appears almost equal between concerns about growth and inflation. The odds are for the Overnight Policy Rate ("OPR") to be maintained at 3% throughout 2012 with a slight downside bias.

Therefore, on the consumer banking front, personal and house financing should continue to be the main thrust in 2012, with a strategic direction to target selected household segments. The focus for commercial banking is to target priority sectors with resilience to any downturn and high growth potential as identified among the 12 National Key Economic Areas ("NKEAs") such as oil and gas, palm oil, healthcare and education.

Corporate banking will continue to further pursue syndicated financing opportunities to drive asset growth, while investment banking seeks more fresh Sukuk and corporate finance advisory mandates to enhance non-fund based income contribution. Treasury will continue to spearhead its forex business and explore the opportunity of establishing an international currency business unit ("ICBU").

Moving forward, while Bank Islam's short-term focus remains trained on strengthening its domestic presence, inorganic growth is part of its long-term strategy. The Bank will continue exploring opportunities in Indonesia, an economic giant in the making, where there is huge growth potential for its IFSI, being the world's most populous Muslim nation with entrenched Islamic finance infrastructure.

## ACKNOWLEDGEMENTS & GRATITUDE

On behalf of the Board of Directors, I wish to record Bank Islam's sincere appreciation to Mr. Fadhel Abdulbaqi Abu Al-Hasan Al-Ali and Mr. Marwan Hassan Ali Al-Khatib who resigned from the Board on 1 August 2011 and 7 December 2011 respectively. Our appreciation also goes out to Dato' Haji Daud Muhammad and Professor Dr. Yusof Ramli who both resigned from the Shariah Supervisory Council on 31 March 2011. We wish them the very best in their future undertakings.

Dasar monetari BNM dijangka kekal akomodatif kerana perimbangan risiko nampaknya hampir sama antara kebimbangan tentang pertumbuhan dengan inflasi. Kemungkinannya adalah untuk Kadar Dasar Semalaman ("OPR") dikekalkan pada kadar 3% sepanjang 2012 dengan sedikit kecenderungan penurunan.

Oleh itu, dari segi perbankan pengguna, pembiayaan peribadi dan perumahan harus terus menjadi teras utama pada 2012, dengan hala tuju strategik untuk menyasarkan segmen isi rumah terpilih. Fokus bagi perbankan komersil adalah untuk menyasarkan sektor keutamaan yang berdaya tahan terhadap apa-apa kemelesetan dan berpotensi mencapai pertumbuhan tinggi seperti yang dikenal pasti dalam kalangan 12 Bidang Utama Ekonomi Negara ("NKEA") seperti minyak dan gas, minyak sawit, penjagaan kesihatan dan pendidikan.

Perbankan korporat akan meneruskan usaha selanjutnya bagi mendapatkan peluang pembiayaan bersindiket untuk memacu pertumbuhan aset, manakala perbankan pelaburan akan mendapatkan lebih banyak mandat untuk Sukuk baharu dan nasihat kewangan korporat bagi meningkatkan sumbangan pendapatan berasaskan bukan dana. Perbendaharaan akan terus menerajui perniagaan pertukaran wang dan meneroka peluang untuk menubuhkan unit perniagaan mata wang antarabangsa ("ICBU").

Melangkah ke hadapan, ketika fokus jangka pendek Bank Islam masih terus ditumpukan terhadap pengukuhan kehadirannya di dalam negeri, pertumbuhan bukan organik adalah sebahagian daripada strategi jangka panjang. Bank akan terus meneroka peluang di Indonesia, yang merupakan gergasi ekonomi masa hadapan, di mana terdapatnya potensi pertumbuhan yang besar untuk IFSI, kerana Indonesia merupakan negara yang mempunyai paling ramai penduduk Islam di dunia dengan infrastruktur kewangan Islam yang telah pun berakar umbi.

## PENGHARGAAN & UCAPAN TERIMA KASIH

Bagi pihak Lembaga Pengarah, saya ingin merakamkan penghargaan ikhlas Bank Islam kepada Encik Fadhel Abdulbaqi Abu Al-Hasan Al-Ali dan Encik Marwan Hassan Ali Al-Khatib yang masing-masing meletakkan jawatan sebagai ahli Lembaga Pengarah pada 1 Ogos 2011 dan 7 Disember 2011. Penghargaan kami juga ditujukan kepada Dato' Haji Daud Muhammad dan Profesor Dr. Yusof Ramli yang meletakkan jawatan sebagai ahli Majlis Pengawasan Syariah pada 31 Mac 2011. Kita doakan agar mereka berjaya dalam apa jua bidang yang mereka ceburi.



We take this opportunity as well to welcome two new Non-Independent Non-Executive Directors, Mr. Abdullah Abdulrahman Abdullah Sharafi and Mr. Mohammed Abdul Ghaffar Hussain who were appointed to the Board on 1 August 2011 and 7 December 2011 respectively. We also extend a warm welcome to our new colleagues, Professor Dr. Ahmad Hidayat Buang and Dr. Muhammad Syafii Antonio (an Indonesian national) who were appointed to the Shariah Supervisory Council during the year under review, as part of the Bank's initiative to have a good mix of local and foreign Shariah experts. May the addition of these new members help guide Bank Islam to greater heights.

At the same time, we would like to thank Mr. Adrian Lee Lye Wang of KPMG Desa Megat & Co. who retired as Bank Islam's engagement partner for external audit on 31 December 2011. He was replaced by Madam Ow Peng Li.

Most importantly however, I would like to express my heartfelt thanks to all our stakeholders especially regulators, shareholders, employees and customers. Their steadfast dedication and unwavering support have been instrumental in making Bank Islam a success story, and together we remain committed to becoming an innovative leading banking institution that is "reshaping the future" of Islamic banking.

**Dato' Zamani Abdul Ghani**  
Chairman

Kami juga mengambil peluang ini untuk mengalu-alukan dua Pengarah Bukan Eksekutif Bukan Bebas, iaitu Encik Abdullah Abdulrahman Abdullah Sharafi dan Encik Mohammed Abdul Ghaffar Hussain yang masing-masing telah dilantik sebagai ahli Lembaga Pengarah pada 1 Ogos 2011 dan 7 Disember 2011. Kami juga mengucapkan selamat datang kepada rakan baharu kami, iaitu Profesor Dr. Ahmad Hidayat Buang dan Dr. Muhammad Syafii Antonio (seorang warga Indonesia) yang telah dilantik menjadi ahli Majlis Pengawasan Syariah dalam tahun di bawah tinjauan, sebagai sebahagian daripada inisiatif Bank untuk mendapatkan gabungan pakar Syariah tempatan dan asing yang baik. Penambahan ahli baharu ini diharapkan akan membantu memimpin Bank Islam ke tahap yang lebih tinggi.

Pada masa yang sama, kami ingin mengucapkan terima kasih kepada Encik Adrian Lee Lye Wang dari KPMG Desa Megat & Co. yang bersara sebagai rakan kongsi penglibatan Bank Islam untuk audit luar pada 31 Disember 2011. Beliau telah digantikan oleh Puan Ow Peng Li.

Walau bagaimanapun, yang paling penting, saya ingin merakamkan ucapan terima kasih yang tulus ikhlas kepada semua pihak berkepentingan terutama pihak kawal selia, pemegang saham, kakitangan dan pelanggan. Dedikasi mereka yang teguh dan sokongan mereka yang tidak berbelah bagi memainkan peranan penting dalam menjadikan Bank Islam sebagai satu contoh kejayaan, dan bersama-sama kami kekal komited untuk menjadi sebuah institusi perbankan berinovatif terkemuka yang "membentuk semula masa hadapan perbankan Islam".

**Dato' Zamani Abdul Ghani**  
Pengerusi



# Statement of Corporate Governance

## Penyata Tadbir Urus Korporat

The Board of Directors of Bank Islam (“the Board”) recognises the importance of corporate governance and is fully committed to the recommendations of the Malaysian Code of Corporate Governance. In this respect, the Board constantly strives to ensure high standards of corporate governance, internal control and risk management are practised throughout Bank Islam and its subsidiaries.

Further to this, the Board also adopts the relevant requirements as outlined under the respective guidelines by Bank Negara Malaysia (“BNM”).

Lembaga Pengarah Bank Islam (“Lembaga Pengarah”) mengiktiraf kepentingan tadbir urus korporat dan amat komited dengan cadangan Kod Tadbir Urus Korporat Malaysia. Dalam hal ini, Lembaga Pengarah sentiasa berusaha memastikan piawaian yang tinggi diamalkan secara menyeluruh bagi tadbir urus korporat, kawalan dalaman dan pengurusan risiko oleh Bank Islam dan subsidiarinya.

Lembaga Pengarah juga turut mengguna pakai peruntukan yang berkaitan di bawah garis panduan Bank Negara Malaysia (“BNM”).

### 1.0 THE BOARD OF DIRECTORS

#### 1.1 Composition of the Board

As at 31 December 2011, the Board has nine members, comprising of one non-executive Chairman, one Managing Director and seven non-executive directors, of which four are independent. The current composition of the Board is in compliance with BNM Guidelines on Corporate Governance for Licensed Islamic Banks (“BNM/GP1-i”). More than one-third of its directors are independent directors that provide an effective check and balance in the function of the Board.

The Board comprises members from diverse professional backgrounds and experience such as banking, finance, accounting and legal. The Board members have vast experience and bring with them invaluable knowledge, expertise and perspective to achieve Bank Islam’s objectives and visions.

#### 1.2 Code of Ethics

The Directors continue to adhere to a Code of Ethics based on the Code of Conduct expected of financial institutions’ directors as set out in the BNM/GP7 – Guidelines on the Code of Conduct for Directors, Officers and Employees, the Companies Act 1965 and the Company Directors’ Code of Ethics issued by the Companies Commission of Malaysia.

### 1.0 LEMBAGA PENGARAH

#### 1.1 Komposisi Lembaga Pengarah

Pada 31 Disember 2011, Bank Islam mempunyai sembilan ahli Lembaga Pengarah yang terdiri daripada seorang Pengerusi bukan eksekutif, seorang Pengarah Urusan dan tujuh pengarah bukan eksekutif; empat daripadanya merupakan pengarah bebas. Komposisi terkini Lembaga Pengarah ini mematuhi Garis Panduan BNM berkaitan dengan Tadbir Urus Korporat untuk Bank-bank Islam Berlesen (“BNM/ GP1-i”). Lebih daripada satu per tiga pengarahnya merupakan pengarah bebas; mewujudkan sekatan dan imbalan yang berkesan dalam fungsi Lembaga Pengarah.

Lembaga Pengarah terdiri daripada individu daripada pelbagai latar belakang dan pengalaman profesional seperti perbankan, kewangan, perakaunan dan perundangan. Dengan pengalaman mereka yang luas, ahli Lembaga Pengarah membawa bersama mereka pengetahuan, kepakaran dan perspektif yang berharga untuk mencapai objektif dan visi Bank Islam.

#### 1.2 Kod Tataetika

Para pengarah tersebut sentiasa mematuhi Tataetika berdasarkan Tatakelakuan sebagaimana yang perlu dipatuhi oleh pengarah institusi kewangan seperti yang ditetapkan dalam Garis Panduan Tatakelakuan Pengarah, Pegawai dan Kakitangan (“BNM/GP7”), Akta Syarikat 1965 dan Kod Tataetika Pengarah Syarikat yang digariskan oleh Suruhanjaya Syarikat Malaysia.

The Code of Ethics for Company Directors, amongst others, highlighted the following criteria of which a company director should observe in the performance of his/her duties:

- (a) He/she should at all times act with utmost good faith towards the company in any transaction and to act honestly and responsibly in the exercise of his/her powers in discharging his/her duties;
- (b) He/she should be conscious of the interests of shareholders, employees, creditors and customers of the company; and
- (c) He/she should ensure that the activities and the operations of the company do not harm the interest and well-being of society at large.

### 1.3 Roles of the Chairman and Managing Director

The roles of the Chairman and Managing Director are clearly defined and differentiated. This distinction is to ensure a balance of power and authority for better understanding and distribution of responsibilities and accountabilities. The Chairman together with the rest of the Board are responsible for setting the policy framework within which the Management is to operate. The role of the Chairman includes the following:

- (a) Provide leadership to achieve the overall performance in meeting the corporate goals and objectives of Bank Islam;
- (b) Ensure that the responsibilities of the Board, the Board Committees and the individual directors are well understood by the Board and individual directors and are executed effectively; and
- (c) Develop an effective working relationship with the Management.

The Managing Director has the overall executive responsibility for the day-to-day operations of Bank Islam which includes implementing the policies and strategies adopted by the Board, keeping the Board fully informed of all important aspects of the Bank's operations and ensuring sufficient information is distributed to the Board members. The Managing Director also carries the primary responsibilities for ensuring management competency including the placement of an effective succession plan to sustain continuity.

Kod Tataetika bagi Pengarah Syarikat, antara lain, menekankan kriteria yang perlu dipatuhi oleh pengarah syarikat untuk melaksanakan tugas mereka seperti berikut:

- (a) Beliau hendaklah pada setiap masa bertindak dengan niat baik terhadap syarikat dalam apa-apa urusan niaga serta jujur dan bertanggungjawab dalam menggunakan kuasanya ketika melaksanakan tugas;
- (b) Beliau hendaklah peka terhadap kepentingan pemegang saham, kakitangan, pemiutang dan pelanggan syarikat; dan
- (c) Beliau hendaklah memastikan bahawa aktiviti dan operasi syarikat tidak menjejaskan kepentingan dan kesejahteraan masyarakat secara amnya.

### 1.3 Peranan Pengerusi dan Pengarah Urusan

Peranan Pengerusi dan Pengarah Urusan adalah berbeza dan ditakrifkan dengan jelas. Perbezaan ini adalah untuk memastikan keseimbangan kuasa dan autoriti mudah difahami dan pengagihan tanggungjawab dan akauntabiliti yang lebih jelas. Pengerusi bersama dengan seluruh Lembaga Pengarah bertanggungjawab menetapkan rangka kerja dasar untuk operasi Pengurusan. Peranan Pengerusi termasuklah yang berikut:

- (a) Memberi kepimpinan untuk mencapai prestasi keseluruhan bagi memenuhi matlamat dan objektif korporat Bank Islam;
- (b) Memastikan tanggungjawab Lembaga Pengarah, Jawatankuasa Lembaga Pengarah dan setiap pengarah difahami dengan jelas oleh Lembaga Pengarah dan setiap ahlinya serta dilaksanakan dengan berkesan; dan
- (c) Mewujudkan hubungan kerja yang berkesan dengan pihak Pengurusan.

Pengarah Urusan mempunyai tanggungjawab eksekutif yang menyeluruh dalam operasi harian Bank Islam yang merangkumi pelaksanaan dasar dan strategi yang diterima pakai oleh Lembaga Pengarah, memastikan Lembaga Pengarah sentiasa dimaklumkan sepenuhnya tentang semua aspek penting berhubung dengan operasi Bank, dan memastikan maklumat yang mencukupi disampaikan kepada ahli Lembaga Pengarah. Pengarah Urusan juga memikul tanggungjawab utama untuk memastikan kecekapan pengurusan termasuk menyediakan pelan penggantian yang berkesan bagi mengekalkan kesinambungan.

#### 1.4 Primary Duties and Responsibilities of the Board

The terms of reference of the Board specify that the Board plays a critical role in ensuring sound and prudent policies and practices in the Bank. It provides an effective check and balance mechanism in the overall management of the Bank. The Board carries ultimate responsibility for the proper stewardship of the Bank. It has the responsibility to ensure optimisation of shareholders' value and safeguard the stakeholders' interest.

The Board's primary duties and responsibilities are as follows:

(a) Finance/Operations

- (i) Review and approve all strategic and policy matters including the objectives, strategic business plan and significant operating policies of the Bank and monitor the Management's performance in implementing them based on the Key Performance Indicators ("KPIs") approved by the Board;
- (ii) Review the adequacy and integrity of the Bank's accounting and financial reporting system and ensure appropriate controls are in place;
- (iii) Review and approve the following matters, including but not limited to:
  - Annual Business Plan and Budget of the Bank;
  - Monthly financial and business performance of the Bank;
  - Any write-off proposal;
  - Material Litigation;
  - Investment proposal or ventures on strategic alliance;
  - Authority Limits documents including discretionary authority vested to any officer of Bank Islam;
  - Distribution of the Company's dividend;
  - Any purchase and disposal of goods or fixed assets or any purchase or termination of services within limits stipulated in the Authority Limits document; and
  - Acquisition of and prepayment of any loans or indebtedness of the Bank;
- (iv) Approve capital plan as part of budget exercise and any significant capital raising and repayment activities and review reports on capital adequacy;

#### 1.4 Tugas dan Tanggungjawab Utama Lembaga Pengarah

Terma Rujukan Lembaga Pengarah menyatakan bahawa Lembaga Pengarah memainkan peranan penting untuk memastikan dasar dan amalan yang baik dan berhemat dilaksanakan di Bank. Ia menyediakan mekanisme sekatan dan imbalan yang berkesan dalam keseluruhan pengurusan Bank. Lembaga Pengarah memikul tanggungjawab mutlak bagi menentukan kepimpinan Bank yang wajar. Ia bertanggungjawab memastikan nilai pemegang saham yang optimum dan melindungi kepentingan pihak berkepentingan.

Tugas dan tanggungjawab utama Lembaga Pengarah adalah seperti yang berikut:

(a) Kewangan/Operasi

- (i) Menyemak dan meluluskan semua perkara yang berkaitan dengan strategi dan polisi termasuk objektif, pelan perniagaan strategik dan dasar operasi utama Bank, serta memantau prestasi pihak Pengurusan dalam pelaksanaannya berdasarkan Penunjuk Prestasi Utama ("KPI") yang diluluskan oleh Lembaga Pengarah;
- (ii) Menyemak kecukupan dan integriti sistem laporan kewangan dan perakaunan Bank dan memastikan terdapat kawalan yang sewajarnya;
- (iii) Menyemak dan meluluskan perkara berikut, termasuk tetapi tidak terhad kepada:
  - Pelan Perniagaan dan Belanjawan Tahunan Bank;
  - Prestasi kewangan dan perniagaan bulanan Bank;
  - Apa-apa cadangan hapus kira;
  - Litigasi yang material;
  - Cadangan atau usaha niaga pelaburan berdasarkan perhubungan strategik;
  - Dokumen Had Autoriti termasuk kuasa budi bicara yang diberi kepada mana-mana pegawai Bank Islam;
  - Pengagihan dividen Bank;
  - Apa-apa pembelian atau pelupusan barang atau aset tetap atau apa-apa pembelian atau penamatan perkhidmatan mengikut had autoriti yang ditetapkan dalam dokumen Had Autoriti; dan
  - Perolehan dan pembayaran awal apa-apa pinjaman atau keterhutangan Bank;
- (iv) Meluluskan pelan modal sebagai sebahagian daripada amalan belanjawan dan apa-apa peningkatan modal yang ketara dan aktiviti pembayaran balik, dan menyemak laporan tentang kecukupan modal;

- (v) Review and approve significant business and operational policies including but not limited to the following:
    - New products or services and review the performance and profitability of such products or services;
    - Dividend policy;
    - Depreciation policy;
    - Procurement policy;
    - Outsourcing policy; and
    - IT security and other related IT policies;
  - (vi) Review and approve any appointment of such person, consultants or advisors or establishment of committee or task force to undertake any specific assignments in relation to the Bank's business and operations within limits stipulated under the Authority Limits document;
- (b) Risk Management
- (i) Review and approve risk management policies and ensure that the Bank establishes adequate internal controls and infrastructure;
  - (ii) Review and approve the Bank's Business Continuity Management Policy in dealing with various extreme internal/ external events and disasters;
  - (iii) Review and approve the entry into, or variation of, any contract, arrangement or commitment with any related party or any transactions involving conflict of interest situation;
  - (iv) Evaluate the effectiveness of the Management in managing the risks of the Bank;
- (c) Human Resource & Governance
- (i) Review and approve the appointment and removal of the Board of Directors, Shariah Supervisory Council ("SSC") members and key senior management personnel holding the function of Managing Director or Chief Executive Officer, Chief Operating Officer, Chief Financial Officer, Chief Risk Officer and such other functions as determined by the Board of Directors from time to time;
- (v) Menyemak dan meluluskan dasar perniagaan dan operasi yang utama, termasuk tetapi tidak terhad kepada perkara berikut:
    - produk dan perkhidmatan baharu dan menyemak prestasi dan keuntungan produk atau perkhidmatan tersebut;
    - Polisi Dividen;
    - Polisi Susut Nilai;
    - Polisi Pemerolehan;
    - Polisi Penggunaan Khidmat Luar; dan
    - Polisi Sekuriti IT dan dasar IT lain yang berkaitan.
  - (vi) Menyemak dan meluluskan apa-apa pelantikan individu, perunding atau penasihat atau penubuhan jawatankuasa atau pasukan petugas untuk mengendalikan apa-apa tugas khusus yang berkaitan dengan perniagaan dan operasi Bank mengikut had autoriti yang ditetapkan dalam dokumen Had Autoriti;
- (b) Pengurusan Risiko
- (i) Menyemak dan meluluskan polisi pengurusan risiko dan memastikan bahawa Bank mewujudkan kawalan dalaman dan infrastruktur yang mencukupi;
  - (ii) Menyemak dan meluluskan Polisi Pengurusan Kesenambungan Perniagaan Bank untuk menangani pelbagai peristiwa dan bencana dalaman/luaran yang ekstrem;
  - (iii) Menyemak dan meluluskan termeterinya, atau variasi apa-apa kontrak, pengaturan atau komitmen dengan mana-mana pihak yang berkaitan atau apa-apa urus niaga yang melibatkan konflik kepentingan; dan
  - (iv) Menilai keberkesanan pihak Pengurusan dalam menguruskan risiko Bank;
- (c) Sumber Manusia & Tadbir Urus
- (i) Menyemak dan meluluskan pelantikan dan penamatan perkhidmatan ahli Lembaga Pengarah, ahli Majlis Pengawasan Syariah ("SSC") dan kakitangan pengurusan kanan utama yang berperanan sebagai Pengarah Urusan, Ketua Pegawai Eksekutif, Ketua Pegawai Operasi, Ketua Pegawai Kewangan, Ketua Pegawai Risiko dan lain-lain fungsi seumpamanya seperti yang ditentukan oleh Lembaga Pengarah dari semasa ke semasa;



- (ii) Review and recommend the remuneration of the SSC members and key senior management personnel holding the function of Managing Director or Chief Executive Officer, Chief Operating Officer, Chief Financial Officer, Chief Risk Officer and such other functions as determined by the Board of Directors from time to time. Remuneration of the Board of Directors were approved by the shareholders via the Annual General Meeting;
- (iii) Review and approve Human Resource policy including but not limited to the succession plan, salary and remuneration schemes, code of conduct, whistle blowing procedures, disciplinary action procedures and grievance procedures;
- (iv) Review and approve succession planning for the Board; and
- (v) Annually review the performance of individual directors, SSC members and key senior management personnel including the Managing Director and the effectiveness of the Board and the SSC as a whole;
- (d) Shariah Governance
  - (i) Perform the oversight function over the effective functioning of Bank Islam Shariah governance framework and ensure that the framework commensurates with the size, complexity and nature of business; and
  - (ii) Review and approve all policies relating to Shariah in relation to the Bank's business and operations upon consultation with the SSC;
- (e) Compliance
  - (i) Review relevant reports or proposals to ensure operations of the Bank are in compliance with:
    - The relevant framework of laws including but not limited to the Islamic Banking Act 1983, Anti Money Laundering & Anti Terrorist Financing Act 2001 and Companies Act 1965 and any regulations and guidelines under the relevant laws;
    - The relevant Shariah principles;
    - Any established policies and procedures of the Bank.
  - (ii) Perform the oversight function on any regulatory requirements as imposed by relevant regulatory authorities including Bank Negara Malaysia ("BNM"); and
- (ii) Menyemak dan menyarankan imbuhan ahli SSC dan kakitangan pengurusan kanan utama yang berperanan sebagai Pengarah Urusan, Ketua Pegawai Eksekutif, Ketua Pegawai Operasi, Ketua Pegawai Kewangan, Ketua Pegawai Risiko dan lain-lain fungsi seumpamanya seperti yang ditentukan oleh Lembaga Pengarah dari semasa ke semasa. Imbuhan Lembaga Pengarah telah diluluskan oleh pemegang saham melalui Mesyuarat Tahunan Agung;
- (iii) Menyemak dan meluluskan polisi Sumber Manusia, termasuk tetapi tidak terhad kepada, pelan penggantian, skim gaji dan imbuhan, kod tatakelakuan, prosedur pemberian maklumat, prosedur tindakan disiplin dan prosedur kilan;
- (iv) Menyemak dan meluluskan pelan penggantian untuk Lembaga Pengarah; dan
- (v) Menyemak prestasi pengarah, ahli SSC dan kakitangan pengurusan kanan utama termasuk Pengarah Urusan dan keberkesanan Lembaga Pengarah dan SSC secara keseluruhannya setiap tahun;
- (d) Tadbir Urus Syariah
  - (i) Melaksanakan fungsi penyemakan terhadap keberkesanan rangka kerja tadbir urus Syariah Bank Islam dan memastikan bahawa rangka kerja tersebut sepadan dengan saiz, kerumitan dan jenis perniagaan; dan
  - (ii) Menyemak dan meluluskan kesemua polisi yang berkaitan dengan Syariah dalam perniagaan dan operasi Bank setelah berunding dengan SSC;
- (e) Pematuhan
  - (i) Menyemak laporan atau cadangan yang berkaitan untuk memastikan operasi Bank mematuhi:
    - Rangka kerja undang-undang yang berkaitan, termasuk tetapi tidak terhad kepada, Akta Perbankan Islam 1983, Akta Pencegahan Pengubahan Wang Haram & Pencegahan Pembiayaan Keganasan 2001 dan Akta Syarikat 1965 dan apa-apa peraturan serta garis panduan di bawah undang-undang yang berkaitan;
    - Prinsip Syariah yang berkaitan; dan
    - Apa-apa polisi dan prosedur Bank yang diwujudkan.
  - (ii) Melaksanakan fungsi penyemakan terhadap apa-apa keperluan kawal selia seperti yang dikenakan oleh pihak berkuasa kawal selia yang berkaitan termasuk BNM; dan

- (iii) Consider and provide any response, attestation, undertaking or confirmation as required by regulatory authorities in relation to compliance with regulatory requirements.

## 1.5 Fundamental Principles Applicable to the Board of Directors

The directors are expected to demonstrate utmost integrity and conduct themselves with high standards of behavior based on the following fundamental principles:

### (a) Duty of Confidentiality

All directors are required to respect the confidentiality of sensitive information held by the Bank. A director is prohibited from making improper use of information obtained in the course of performing his or her duties for his or her gain or advantage. In addition, a director cannot disclose information relating to the business and affairs of the Bank or that he or she obtains in the course of performance of duties and functions, as well as information about customers of the Bank. All confidential information remains confidential even when they are no longer on the Board and it cannot be exploited or improperly used.

### (b) Loyalty to the Bank and the Board

The directors must be loyal to the Bank, the Board and fellow directors on the Board, and be fully committed to all Board-related activities.

A director is prohibited from doing, saying or publishing anything that may be detrimental to the Bank's interest. A director should never publicly criticise the Bank or fellow directors, attempt to undermine the Board decision or distance himself from the other directors outside of the Boardroom. If a director has specific concerns about the manner in which the Bank is being run, these concerns should be raised with the Chairman and Management.

### (c) Operational Issues

The Board's role is to consider and approve strategies, plans and policies for the Bank and to monitor and review the Management's performance. It is the role of the Management to recommend and implement those plans and strategies. The directors should avoid interfering in the day to day running of the organisation.

The Board is to hold the Management to account more effectively and to make difficult decisions on the Bank's priorities.

- (iii) Mempertimbangkan dan memberikan apa-apa maklum balas, pengakuan, aku janji atau pengesahan seperti yang dikehendaki oleh pihak berkuasa kawal selia berkaitan dengan pematuhan keperluan kawal selia.

## 1.5 Prinsip Asas yang terpakai kepada Ahli Lembaga Pengarah

Pengarah hendaklah menunjukkan integriti yang tinggi dan berkelakuan menurut piawaian tingkah laku yang tinggi berdasarkan prinsip asas berikut:

### (a) Tanggungjawab Kerahsiaan

Semua pengarah dikehendaki menghormati kerahsiaan maklumat sensitif yang dimiliki oleh Bank. Mana-mana pengarah dilarang menyalahgunakan maklumat yang diperolehi ketika melaksanakan tugasnya untuk kepentingan dirinya. Selain itu, pengarah tidak boleh mendedahkan maklumat berkaitan dengan perniagaan dan hal ehwal Bank atau maklumat yang diperolehinya ketika melaksanakan tugas dan fungsinya, serta maklumat tentang pelanggan Bank. Semua maklumat sulit akan kekal sulit walaupun mereka tidak lagi menjadi ahli Lembaga Pengarah dan maklumat tersebut tidak boleh dieksploitasi atau digunakan dengan cara yang tidak wajar.

### (b) Kesetiaan kepada Bank dan Lembaga Pengarah

Semua pengarah mestilah setia kepada Bank, Lembaga Pengarah dan ahli Lembaga Pengarah yang lain, serta memberikan komitmen sepenuhnya kepada semua aktiviti Lembaga Pengarah.

Mana-mana pengarah dilarang melakukan, menyatakan atau menerbitkan apa-apa perkara yang boleh menjejaskan kepentingan Bank. Seseorang pengarah tidak boleh sama sekali mengkritik Bank atau ahli Lembaga Pengarah yang lain secara terbuka, mempersoalkan keputusan Lembaga Pengarah atau menjauhkan diri daripada pengarah yang lain di luar bilik Lembaga Pengarah. Jika seseorang pengarah khuatir tentang cara pengurusan Bank, ia harus mengemukakan kekhawatirannya itu kepada Pengerusi dan pihak Pengurusan.

### (c) Isu Operasi

Peranan Lembaga Pengarah adalah untuk mempertimbangkan dan meluluskan strategi, pelan dan polisi Bank serta memantau dan menyemak prestasi pihak Pengurusan. Pihak Pengurusan berperanan untuk mencadangkan dan melaksanakan pelan dan strategi tersebut. Semua pengarah hendaklah mengelakkan campur tangan dalam pengurusan harian organisasi.

Lembaga Pengarah berperanan membuat keputusan sukar tentang keutamaan Bank dan membantu pihak Pengurusan dalam melaksanakan tanggungjawabnya dengan lebih berkesan.

(d) Responsibility for Board Decisions

The directors must be capable of providing constructive challenge. They are also expected to share responsibility for decisions taken by the Board as a whole. If any of the directors fundamentally disagree with the decision taken by the Board, they have the option of recording their disagreement in the minutes. However ultimately, they must accept and support the collective decision of the Board.

## 1.6 Board Meetings

Board meetings are scheduled at the beginning of the year where meetings are held at least six (6) times a year with additional meetings convened as and when warranted by situations, i.e. important decisions are required to be taken between the scheduled meetings.

Eight (8) Board meetings were held during the financial year ended 31 December 2011, as follows:

| Date of Meeting | Percentage of Directors' Attendance |
|-----------------|-------------------------------------|
| February 2011   | 88%                                 |
| March 2011      | 100%                                |
| April 2011*     | 78%                                 |
| May 2011        | 89%                                 |
| July 2011       | 78%                                 |
| August 2011*    | 100%                                |
| October 2011    | 89%                                 |
| December 2011   | 89%                                 |

\* Special Meeting

## 1.7 Access to Information

The directors have full and unrestricted access to all information pertaining to Bank Islam's business and affairs to enable them to discharge their duties effectively. All directors have access to the Management and to the advice and services of the Company Secretary and they may also seek independent professional advice where necessary.

Reports providing updates on operational, financial and corporate developments are circulated prior to Board meetings to enable the directors to seek further clarification or explanation where necessary in order to be adequately apprised before the meeting.

(d) Tanggungjawab terhadap Keputusan Lembaga Pengarah

Semua Pengarah mestilah berupaya untuk memberi cabaran yang konstruktif. Mereka juga dikehendaki berkongsi tanggungjawab terhadap keputusan yang dibuat oleh Lembaga Pengarah secara keseluruhannya. Jika mana-mana pengarah secara asasnya tidak bersetuju dengan keputusan yang dibuat oleh Lembaga Pengarah, maka mereka mempunyai pilihan untuk mencatatkan perkara tersebut dalam minit mesyuarat. Walau bagaimanapun, mereka mestilah menerima dan menyokong keputusan kolektif Lembaga Pengarah tersebut.

## 1.6 Mesyuarat Lembaga Pengarah

Mesyuarat Lembaga Pengarah dijadualkan pada awal setiap tahun, di mana sekurang-kurangnya enam (6) mesyuarat diadakan setiap tahun dengan mesyuarat tambahan diadakan apabila perlu mengikut keadaan, jika keputusan penting perlu dibuat dalam tempoh antara mesyuarat yang telah dijadualkan tersebut.

Lapan (8) mesyuarat Lembaga Pengarah telah diadakan sepanjang tahun kewangan berakhir 31 Disember 2011, seperti yang berikut:

| Tarikh Mesyuarat | Peratus Kehadiran Pengarah |
|------------------|----------------------------|
| Februari 2011    | 88%                        |
| Mac 2011         | 100%                       |
| April 2011*      | 78%                        |
| Mei 2011         | 89%                        |
| Julai 2011       | 78%                        |
| Ogos 2011*       | 100%                       |
| Oktober 2011     | 89%                        |
| Disember 2011    | 89%                        |

\* Mesyuarat Khas

## 1.7 Akses kepada Maklumat

Semua pengarah mempunyai akses penuh dan tanpa had kepada semua maklumat yang berkaitan dengan perniagaan dan urusan Bank Islam bagi membolehkan mereka melaksanakan tugas mereka secara berkesan. Semua pengarah boleh mendapatkan maklumat daripada pihak Pengurusan serta khidmat nasihat dan perkhidmatan daripada Setiausaha Syarikat dan juga mendapatkan khidmat nasihat profesional bebas jika perlu.

Laporan tentang operasi, kewangan dan korporat yang terkini diedarkan sebelum mesyuarat Lembaga Pengarah diadakan. Ini membolehkan pengarah mendapatkan penjelasan atau keterangan lanjut jika perlu agar mereka mendapat maklumat secukupnya sebelum mesyuarat.

## 1.8 Appointment and Reappointment to the Board

The Board, through the Nomination and Assessment Committee's recommendations, ensures that the level and make-up of its members are of the necessary credibility, integrity and calibre with the required skills and knowledge. The selection for the appointment and reappointment to the Board is made based on the Fit and Proper criteria determined by the Board. There is a formal and transparent procedure for the appointment of new members and reappointment of the existing members to the Board.

All appointment and reappointment of directors are subject to the approval of BNM.

## 1.9 Re-Election of Directors

In accordance with Bank Islam's Articles of Association, all directors other than the Managing Director are subject to retirement from office at due intervals by rotation. Being eligible, they may offer themselves for re-election, a process that enables shareholders or proxy holders to vote them back into office.

Directors who are appointed as additional directors or to fill casual vacancies during the year are subject to re-election by the shareholders at the next Annual General Meeting following their appointment.

The office of Managing Director is exempted from retirement by rotation so as not to expose his office to vagaries of discontinuity.

## 1.10 Board Performance

The Board has implemented an annual performance evaluation process, carried out by the Nomination and Assessment Committee, to assess the effectiveness of the Board as a whole, the Board Committees and the contribution of each individual director.

Each director evaluates the performance of the Board as a whole by way of a self-assessment questionnaire. The assessments are made against the pre-established criteria in the following areas:

- (a) Board Composition/Structure;
- (b) Board Process;
- (c) Board Governance; and
- (d) Major Responsibilities of the Board.

## 1.8 Pelantikan dan Pelantikan Semula Lembaga Pengarah

Lembaga Pengarah, melalui cadangan yang dibuat oleh Jawatankuasa Penamaan dan Penilaian, memastikan bahawa tahap dan komposisi ahli Lembaga Pengarah mempunyai kredibiliti, integriti dan kewibawaan serta kemahiran dan pengetahuan yang diperlukan. Pemilihan bagi pelantikan dan pelantikan semula ahli Lembaga Pengarah dibuat berdasarkan kriteria Kesesuaian dan Kewajaran yang ditentukan oleh Lembaga Pengarah. Terdapat prosedur formal dan telus bagi pelantikan ahli baharu dan pelantikan semula ahli sedia ada dalam Lembaga Pengarah.

Semua pelantikan dan pelantikan semula pengarah adalah tertakluk kepada kelulusan BNM.

## 1.9 Pemilihan Semula Pengarah

Menurut Tataurus Persatuan Bank Islam, semua pengarah selain Pengarah Urusan perlu bersara daripada jawatannya dalam selang masa yang ditetapkan mengikut giliran. Mereka layak dan boleh menawarkan diri untuk dipilih semula, iaitu satu proses yang membolehkan pemegang saham atau pemegang proksi untuk melantik semula pengarah tersebut ke jawatannya.

Pengarah yang dilantik sebagai pengarah tambahan atau untuk mengisi kekosongan casual pada tahun itu adalah tertakluk kepada pemilihan semula oleh pemegang saham pada Mesyuarat Agung Tahunan berikutnya selepas mereka dilantik.

Pengarah Urusan dikecualikan daripada persaraan mengikut giliran agar jawatan ini tidak terdedah kepada ketidaktentuan akibat tiada kesinambungan.

## 1.10 Prestasi Lembaga Pengarah

Lembaga Pengarah telah mewujudkan proses penilaian prestasi tahunan yang dilaksanakan oleh Jawatankuasa Penamaan dan Penilaian, bagi menilai keberkesanan Lembaga Pengarah secara keseluruhannya, Jawatankuasa Lembaga Pengarah serta sumbangan setiap pengarah.

Setiap pengarah menilai keseluruhan prestasi Lembaga Pengarah dengan menggunakan soal selidik penilaian diri. Penilaian tersebut dibuat berdasarkan kriteria yang telah ditetapkan dalam aspek berikut:

- (a) Komposisi/Struktur Lembaga Pengarah;
- (b) Proses Lembaga Pengarah;
- (c) Tadbir Urus Lembaga Pengarah; dan
- (d) Tanggungjawab Utama Lembaga Pengarah.



For individual directors' assessments, Self/Peer Assessment Forms are completed by each director individually and the results are compiled for the Nomination and Assessment Committee's deliberation.

The results of the evaluation are reviewed and discussed for improvements among the Board members at the Board meeting.

### 1.11 Board Training

Continuous training is vital for the directors to gain insight and keep abreast with the development in the banking industry to further enhance their skills and knowledge in discharging their responsibilities effectively. Pursuant to the Bank's framework for directors' training, all directors are encouraged to attend at least two training course/seminar relating to the relevant areas within a financial year.

Towards this end, the directors are provided with the opportunity for relevant training programmes on an ongoing basis in areas relating to the banking and financial industry to keep abreast with the latest developments in the industry. During the financial year, the directors attended seminars, courses and briefings organised by professional bodies and regulatory authorities as well as those conducted in-house. The directors also receive briefings on relevant new laws, rules and regulations, risk management updates and changes in the accounting standards at the Board/Board Committee meetings.

Newly appointed directors will undergo a briefing session by the Managing Director's Office and the Company Secretary of the Bank.

## 2.0 BOARD COMMITTEES

The Board has delegated certain responsibilities to Board Committees, which operate within clearly defined terms of reference. These Committees are:

### 2.1 Nomination and Assessment Committee ("Committee or NAC")

The Board delegates to this Committee the process for the election, appointment and reappointment of directors, assessing the nominated candidate based on the Fit and Proper criteria and evaluate the performance of the existing directors, thereafter making the necessary recommendation to the Board. This function extends to the appointment of the members of the SSC and key senior management within Bank Islam.

Bagi penilaian prestasi pengarah secara individu, Borang Penilaian Diri/Rakan akan dilengkapkan oleh setiap pengarah secara individu dan keputusannya dibentangkan untuk dibincangkan oleh Jawatankuasa Penamaan dan Penilaian.

Keputusan penilaian tersebut disemak dan dibincangkan untuk penambahbaikan ahli Lembaga Pengarah ketika mesyuarat Lembaga Pengarah.

### 1.11 Latihan untuk Lembaga Pengarah

Latihan yang berterusan adalah penting agar pengarah memperoleh pengetahuan dan maklumat perkembangan terkini berkaitan dengan industri perbankan bagi mempertingkatkan kemahiran dan pengetahuan mereka untuk melaksanakan tanggungjawab mereka dengan lebih berkesan. Berdasarkan rangka kerja Bank berhubung dengan latihan untuk pengarah, semua pengarah digalakkan untuk menghadiri sekurang-kurangnya dua (2) kursus/seminar latihan dalam bidang yang berkaitan pada setiap tahun kewangan.

Justeru itu, para pengarah diberi peluang untuk menyertai program latihan secara berterusan dalam bidang yang berkaitan dengan industri perbankan dan kewangan agar mereka dapat mengikuti perkembangan terkini dalam industri tersebut. Sepanjang tahun kewangan, para pengarah telah menghadiri pelbagai seminar, kursus dan taklimat yang dianjurkan oleh badan profesional dan pihak berkuasa kawal selia termasuklah program yang diadakan dalam organisasi. Semua pengarah juga diberi taklimat tentang undang-undang, kaedah dan peraturan baharu yang berkaitan, maklumat terkini tentang pengurusan risiko serta perubahan dalam piawaian perakaunan semasa mesyuarat Lembaga Pengarah/Jawatankuasa Lembaga Pengarah.

Pengarah yang baharu dilantik akan diberi taklimat oleh Pejabat Pengarah Urusan dan Setiausaha Syarikat Bank.

## 2.0 JAWATANKUASA LEMBAGA PENGARAH

Lembaga Pengarah telah menugaskan tanggungjawab tertentu kepada Jawatankuasa Lembaga Pengarah yang beroperasi menurut terma rujukan yang jelas. Jawatankuasa ini ialah:

### 2.1 Jawatankuasa Penamaan dan Penilaian ("Jawatankuasa atau NAC")

Lembaga Pengarah telah menugaskan kepada Jawatankuasa ini, proses pemilihan, pelantikan dan pelantikan semula pengarah, penilaian pengarah yang dicalonkan berdasarkan kriteria Kesesuaian dan Kewajaran serta penilaian prestasi pengarah sedia ada dan seterusnya mengemukakan cadangan yang perlu kepada Lembaga Pengarah. Fungsi ini turut merangkumi pelantikan ahli SSC dan pengurusan kanan utama di Bank Islam.

Seven (7) NAC meetings were held during the financial year ended 31 December 2011, as follows:

| Date of Meeting | Percentage of Directors' Attendance |
|-----------------|-------------------------------------|
| January 2011*   | 80%                                 |
| February 2011   | 100%                                |
| March 2011      | 100%                                |
| May 2011        | 83%                                 |
| August 2011     | 100%                                |
| October 2011    | 100%                                |
| December 2011   | 80%                                 |

\* Special Meeting

The primary duties and responsibilities of the NAC are as follows:

- Review the structure, size and composition of the Board and make recommendations to the Board on any adjustments that are deemed necessary including in terms of the appropriate size and skills, the balance between Executive Directors, Non-executive Directors and Independent Directors, regularly or at least once a year;
- Where there are vacancies on the Board, in the SSC or of key senior management position including the Managing Director, Chief Financial Officer and Chief Risk Officer, identify and nominate for the Board's approval, candidates for the position vacated;
- Establish the minimum requirements on the skills, experience, qualification and other core competencies of a director and SSC member in light of an evaluation of the balance of skills, knowledge and experience;
- Assess and recommend to the Board the nominees for directorship, membership in Board committees and SSC and the Managing Director;
- Recommend to the Board for the removal of any directors, SSC members and the Managing Director from the Board/ Committee/Management if they are ineffective, errant and negligent in discharging their responsibilities;

Tujuh (7) mesyuarat NAC telah diadakan sepanjang tahun kewangan berakhir 31 Disember 2011 seperti yang berikut:

| Tarikh Mesyuarat | Peratus Kehadiran Pengarah |
|------------------|----------------------------|
| Januari 2011*    | 80%                        |
| Februari 2011    | 100%                       |
| Mac 2011         | 100%                       |
| Mei 2011         | 83%                        |
| Ogos 2011        | 100%                       |
| Oktober 2011     | 100%                       |
| Disember 2011    | 80%                        |

\* Mesyuarat Khas

Tugas dan tanggungjawab utama NAC adalah seperti yang berikut:

- Menyemak struktur, saiz dan komposisi Lembaga Pengarah dan memberikan cadangan kepada Lembaga Pengarah tentang apa-apa pelarasan yang dianggap perlu, termasuk dari segi saiz dan kemahiran yang sesuai dan keseimbangan antara Pengarah Eksekutif, Pengarah Bukan Eksekutif dan Pengarah Bebas. Ini dilakukan dari semasa ke semasa atau sekurang-kurangnya setahun sekali.
- Mengenalpasti dan mencalonkan untuk kelulusan Lembaga Pengarah, individu untuk mengisi kekosongan jika terdapat kekosongan dalam Lembaga Pengarah, SSC atau dalam jawatan pengurusan kanan utama termasuk Pengarah Urusan, Ketua Pegawai Kewangan dan Ketua Pegawai Risiko.
- Mengenalpasti keperluan minimum bagi kemahiran, pengalaman, kelayakan dan kecekapan teras lain bagi pengarah dan ahli SSC berdasarkan penilaian keseimbangan antara kemahiran, pengetahuan dan pengalaman.
- Menilai dan mencadangkan kepada Lembaga Pengarah calon untuk jawatan pengarah, keahlian dalam jawatankuasa Lembaga Pengarah dan SSC serta jawatan Pengarah Urusan.
- Mencadangkan kepada Lembaga Pengarah penamatan perkhidmatan mana-mana pengarah, ahli SSC dan Pengarah Urusan daripada Lembaga Pengarah/Jawatankuasa/Pengurusan jika mereka tidak cekap, melakukan penyelewengan dan cuai dalam melaksanakan tanggungjawab mereka;

- (f) In consultation with the Chairman, regularly or at least once a year, review the performance of individual directors, SSC members and the Managing Director and evaluate the effectiveness of the Board and the SSC as a whole and report to the Board as is necessary;
- (g) Assess and recommend to the Board the nominees for key senior management holding the function of Managing Director or Chief Executive Officer, Chief Operating Officer, Chief Financial Officer, Chief Risk Officer and such other function as determined by the Board from time to time;
- (h) Make recommendations to the Board on:
  - (i) Succession plan in respect of the Board;
  - (ii) Reappointment of any directors or SSC members at the conclusion of his specified term of office as approved by BNM; and
  - (iii) The continuation (or discontinuance) in service of any director who has attained the age of 70 years; and
- (i) Undertake such other duties and responsibilities as determined by the Board from time to time.

## 2.2 Remuneration Committee (“Committee or RC”)

The Committee has a broad responsibility of recommending to the Board the remuneration of the SSC members, the Managing Director and key senior management. The remuneration package for Board of Directors was approved by the shareholders via the Annual General Meeting.

Six (6) RC meetings were held during the financial year ended 31 December 2011, as follows:

| Date of Meeting | Percentage of Directors' Attendance |
|-----------------|-------------------------------------|
| February 2011   | 100%                                |
| March 2011      | 100%                                |
| May 2011        | 80%                                 |
| August 2011     | 100%                                |
| October 2011    | 100%                                |
| December 2011   | 75%                                 |

- (f) Menerusi perundingan dengan Pengerusi, pada setiap masa atau sekurang-kurangnya sekali dalam setahun, menilai prestasi setiap pengarah secara individu, ahli SSC dan Pengarah Urusan serta menilai keberkesanan Lembaga Pengarah dan SSC secara keseluruhannya dan melaporkannya kepada Lembaga Pengarah, apabila perlu.
- (g) Menilai dan mencadangkan kepada Lembaga Pengarah calon untuk jawatan pengurusan kanan utama yang memikul tanggungjawab sebagai Pengarah Urusan atau Ketua Pegawai Eksekutif, Ketua Pegawai Operasi, Ketua Pegawai Kewangan, Ketua Pegawai Risiko dan jawatan lain seperti yang ditentukan oleh Lembaga Pengarah dari semasa ke semasa.
- (h) Membuat cadangan kepada Lembaga Pengarah tentang:
  - (i) Pelan penggantian bagi Lembaga Pengarah;
  - (ii) Pelantikan semula mana-mana pengarah atau ahli SSC setelah tamat tempoh jawatan yang ditetapkan seperti yang diluluskan oleh BNM; dan
  - (iii) Pelanjutan (atau penamatan) perkhidmatan mana-mana pengarah yang telah mencapai usia 70 tahun; dan
- (i) Menjalankan tugas dan tanggungjawab lain seumpamanya seperti yang ditentukan oleh Lembaga Pengarah dari semasa ke semasa.

## 2.2 Jawatankuasa Imbuhan (“Jawatankuasa atau RC”)

Jawatankuasa ini mempunyai tanggungjawab yang luas untuk mencadangkan kepada Lembaga Pengarah tentang imbuhan ahli SSC, Pengarah Urusan dan pengurusan kanan utama. Pakej imbuhan Lembaga Pengarah diluluskan oleh pemegang saham melalui Mesyuarat Agung Tahunan.

Enam (6) mesyuarat RC telah diadakan sepanjang tahun kewangan berakhir 31 Disember 2011 seperti yang berikut:

| Tarikh Mesyuarat | Peratus Kehadiran Pengarah |
|------------------|----------------------------|
| Februari 2011    | 100%                       |
| Mac 2011         | 100%                       |
| Mei 2011         | 80%                        |
| Ogos 2011        | 100%                       |
| Oktober 2011     | 100%                       |
| Disember 2011    | 75%                        |

The primary duties and responsibilities of the RC are as follows:

- (a) Review and recommend to the Board the overall remuneration policy for Managing Director and key senior management to ensure appropriate incentives to encourage enhanced performance and the incentives commensurate with their contribution and level of responsibility and is sufficient to attract and retain directors/Managing Director/key senior management of calibre. The remuneration policy should support the Bank's culture, objectives and strategy;
- (b) Review and recommend to the Board specific remuneration package for the Managing Director and key senior management holding the function of Chief Operating Officer, Chief Financial Officer, Chief Risk Officer and such other function as determined by the Board from time to time. The remuneration package should be structured to be competitive and consistent with the Bank's culture, objectives and strategy and to reflect their contribution, level of responsibility and performance;
- (c) Within the terms of the agreed remuneration policy and based on the individual performance, determine the total individual remuneration package for the employees including, where appropriate, bonuses, incentive payments, etc;
- (d) Make recommendation to the Board in relation to any review to employee remuneration and benefit structures including bonuses and performance related schemes to ensure alignment throughout the Bank;
- (e) Review and recommend to the Board the remuneration of the SSC members. The remuneration shall commensurate and reflect the roles and responsibilities of the SSC members;
- (f) Determine and approve specific remuneration package for key senior management officers other than the officers mentioned in para (b). The remuneration package should be structured to be competitive and consistent with the Bank's culture, objectives and strategy and reflect their contribution, level of responsibility and performance; and
- (g) Undertake such other duties and responsibilities as determined by the Board of Directors of the Bank from time to time.

Tugas dan tanggungjawab utama RC adalah seperti yang berikut:

- (a) Menyemak dan mencadangkan kepada Lembaga Pengarah keseluruhan polisi imbuhan untuk Pengarah Urusan dan pengurusan kanan utama bagi memastikan insentif yang sewajarnya sebagai galakan untuk meningkatkan prestasi agar insentif tersebut setara dengan sumbangan dan tahap tanggungjawab mereka. Insentif tersebut hendaklah mencukupi untuk menarik minat dan mengekalkan Pengarah Urusan/pengurusan kanan utama yang berwibawa. Dasar imbuhan itu hendaklah menyokong budaya, objektif dan strategi Bank;
- (b) Menyemak dan mencadangkan kepada Lembaga Pengarah, pakej imbuhan khusus untuk Pengarah Urusan dan pengurusan kanan utama yang memegang jawatan Ketua Pegawai Operasi, Ketua Pegawai Kewangan, Ketua Pegawai Risiko dan jawatan lain seumpamanya seperti yang ditentukan oleh Lembaga Pengarah dari semasa ke semasa. Struktur pakej imbuhan tersebut hendaklah berdaya saing dan selaras dengan budaya, objektif dan strategi Bank, serta mencerminkan sumbangan, tahap tanggungjawab dan prestasi mereka;
- (c) Menentukan jumlah pakej imbuhan untuk kakitangan termasuk bonus, pembayaran insentif yang bersesuaian dan sebagainya berdasarkan polisi imbuhan yang telah diluluskan dan juga prestasi individu;
- (d) Memberikan cadangan kepada Lembaga Pengarah berhubung dengan apa-apa semakan terhadap imbuhan kakitangan dan struktur manfaat termasuk bonus dan skim imbuhan berkaitan dengan prestasi bagi memastikan ianya selari dengan polisi Bank;
- (e) Menyemak dan mencadangkan kepada Lembaga Pengarah imbuhan bagi ahli SSC. Imbuhan tersebut hendaklah setara dan mencerminkan peranan dan tanggungjawab ahli SSC berkenaan;
- (f) Menentukan dan meluluskan pakej imbuhan khusus bagi pegawai pengurusan kanan utama selain pegawai yang dinyatakan dalam perenggan (b). Struktur pakej imbuhan ini hendaklah berdaya saing dan selaras dengan budaya, objektif dan strategi Bank, serta mencerminkan sumbangan, tahap tanggungjawab dan prestasi mereka; dan
- (g) Menjalankan tugas dan tanggungjawab lain seperti yang ditentukan oleh Lembaga Pengarah Bank dari semasa ke semasa.



## 2.3 Board Financing Review Committee (“Committee or BFRC”)

This Committee is responsible for the review of financing and/or investment proposals approved by the Financing Committee ‘A’ (“FCA”) and/or Underwriting & Investment Committee (“UIC”) of the Management based on the limits determined by the Board. BFRC may if necessary, exercise the right veto UIC/FCA approval/decisions.

Eleven BFRC meetings were held during the financial year ended 31 December 2011, as follows:

| Date of Meeting | Percentage of Directors' Attendance |
|-----------------|-------------------------------------|
| February 2011   | 100%                                |
| Mid March 2011  | 100%                                |
| End March 2011  | 100%                                |
| May 2011        | 75%                                 |
| June 2011       | 75%                                 |
| Early July 2011 | 100%                                |
| End July 2011   | 75%                                 |
| September 2011  | 100%                                |
| October 2011    | 100%                                |
| November 2011   | 50%                                 |
| December 2011   | 75%                                 |

The primary duties and responsibilities of the BFRC are as follows:

- To deliberate, review and if necessary exercise the right to veto UIC or FCA's approvals/decisions on all investment or financing/credit related proposals including the proposed terms and conditions or any variations thereof whilst ensuring that the Bank's interest is safeguarded; and
- To exercise the authority of the Board to approve any investment or financing/credit related proposals for connected party.

## 2.3 Jawatankuasa Lembaga Pengarah Semakan Pembiayaan (“Jawatankuasa atau BFRC”)

Jawatankuasa ini bertanggungjawab menyemak cadangan pembiayaan dan/atau pelaburan yang diluluskan oleh pihak Pengurusan melalui Jawatankuasa Pembiayaan A (“FCA”) dan/atau Jawatankuasa Penajaan Jamin & Pelaburan (“UIC”) berdasarkan had yang ditentukan oleh Lembaga Pengarah. BFRC boleh sekiranya perlu menggunakan hak veto terhadap kelulusan/keputusan UIC atau FCA.

Sebelas (11) mesyuarat BFRC telah diadakan sepanjang tahun kewangan berakhir 31 Disember 2011, seperti yang berikut:

| Tarikh Mesyuarat     | Peratus Kehadiran Pengarah |
|----------------------|----------------------------|
| Februari 2011        | 100%                       |
| Pertengahan Mac 2011 | 100%                       |
| Akhir Mac 2011       | 100%                       |
| Mei 2011             | 75%                        |
| Jun 2011             | 75%                        |
| Awal Julai 2011      | 100%                       |
| Akhir Julai 2011     | 75%                        |
| September 2011       | 100%                       |
| Oktober 2011         | 100%                       |
| November 2011        | 50%                        |
| Disember 2011        | 75%                        |

Tugas dan tanggungjawab utama BFRC adalah seperti yang berikut:

- Membincangkan, menyemak dan jika perlu menggunakan hak veto terhadap kelulusan/keputusan UIC atau FCA berhubung dengan semua cadangan berkaitan dengan pelaburan atau pembiayaan/kredit termasuk terma dan syarat yang dicadangkan atau apa-apa perubahannya, di samping memastikan kepentingan Bank terpelihara; dan
- Melaksanakan kuasa Lembaga Pengarah untuk meluluskan apa-apa cadangan berhubung dengan pelaburan atau pembiayaan/kredit untuk pihak yang berkaitan.

## 2.4 Board Risk Committee (“Committee or BRC”)

The BRC is established to assist the Board in discharging its functions by having a focused forum that deliberates on risk management issues to ensure effective management of risks and enforcement of risk tolerance within Bank Islam. In addition, the Committee is responsible to review and assess the adequacy of the existing risk management framework in addressing the various risk factors in Bank Islam.

Seven (7) BRC meetings were held during the financial year ended 31 December 2011, as follows:

| Date of Meeting     | Percentage of Directors' Attendance |
|---------------------|-------------------------------------|
| Early February 2011 | 67%                                 |
| Mid February 2011*  | 67%                                 |
| March 2011          | 100%                                |
| May 2011            | 100%                                |
| July 2011           | 75%                                 |
| October 2011        | 100%                                |
| December 2011       | 100%                                |

\* Special Meeting

The primary duties and responsibilities of the BRC are as follows:

- Review and recommend risk management strategies, policies and risk tolerance for the Board's approval;
- Review and assess adequacy of risk management policies and framework in identifying, measuring, monitoring and controlling risk and the extent to which these are operating effectively;
- Review the implementation of capital management in line with the Capital Adequacy Framework for Islamic Banks issued by BNM and approve scenario for stress test on capital adequacy.

## 2.4 Jawatankuasa Lembaga Pengarah Risiko (“Jawatankuasa atau BRC”)

BRC ditubuhkan untuk membantu Lembaga Pengarah melaksanakan tugasnya melalui suatu forum yang fokusnya tertumpu kepada perbincangan isu pengurusan risiko bagi memastikan keberkesanan dalam pengurusan risiko dan penguatkuasaan toleransi risiko di Bank Islam. Jawatankuasa ini juga bertanggungjawab menyemak dan menilai kecukupan rangka kerja pengurusan risiko yang sedia ada dalam menangani pelbagai faktor risiko di Bank Islam.

Tujuh (7) mesyuarat BRC telah diadakan sepanjang tahun kewangan berakhir 31 Disember 2011 seperti yang berikut:

| Tarikh Mesyuarat           | Peratus Kehadiran Pengarah |
|----------------------------|----------------------------|
| Awal Februari 2011         | 67%                        |
| Pertengahan Februari 2011* | 67%                        |
| Mac 2011                   | 100%                       |
| Mei 2011                   | 100%                       |
| Julai 2011                 | 75%                        |
| Oktober 2011               | 100%                       |
| Disember 2011              | 100%                       |

\* Mesyuarat Khas

Tugas dan tanggungjawab utama BRC adalah seperti yang berikut:

- Menyemak dan mencadangkan strategi pengurusan risiko, dasar dan toleransi risiko untuk kelulusan Lembaga Pengarah;
- Menyemak dan menilai kecukupan polisi dan rangka kerja pengurusan risiko untuk mengenal pasti, mengukur, memantau dan mengawal risiko serta tahap keberkesanan perkara tersebut;
- Menyemak pelaksanaan pengurusan modal sejajar dengan Rangka Kerja Kecukupan Modal untuk Bank Islam yang dikeluarkan oleh BNM dan meluluskan senario untuk ujian tekanan berhubung dengan kecukupan modal;

- (d) Oversee and control the implementation of Internal Capital Adequacy Assessment Process (“ICAAP”) which includes:
    - (i) Review capital plan;
    - (ii) Review summary of capital adequacy reports as part of the risk reports; and
    - (iii) Note mandate of capital management committee, capital management standards and policies.
  - (e) Determine the risk appetite/tolerance level of the Bank at enterprise and at strategic business unit levels including but not limited to sectoral limit and counterparty limits;
  - (f) Review the allocation of risk-adjusted capital and broad-based limits across the Bank covering market, credit and operational risk;
  - (g) Review and if necessary recommend to the Board the Company’s Business Continuity Management framework and policy for dealing with various extreme internal/external events and disasters;
  - (h) Review the effectiveness of the reporting structure for the overall business activities and risk management functions and the implementation of the appropriate system to manage various types of risks undertaken by the Bank;
  - (i) Review the risk management processes, systems and internal controls throughout the Bank;
  - (j) Review regularly the Management’s reports on risk exposure, risk portfolio composition and risk management activities including the adequacy of tools, systems and resources for the successful execution of risk functions within the Bank;
  - (k) Review and approve risk methodologies for measuring and managing risks arising from the Bank’s overall management of all risks covering market, credit and operational through identified tools;
  - (l) Review and monitor Management’s initiatives and activities on anti money laundering/counter financing of terrorism (“AML/CFT”) and other regulatory requirements;
- (d) Menyelia dan mengawal pelaksanaan Proses Penilaian Kecukupan Modal Dalam (“ICAAP”) yang termasuk:
    - (i) Menyemak pelan modal;
    - (ii) Menyemak ringkasan laporan kecukupan modal sebagai sebahagian daripada laporan risiko; dan
    - (iii) Mencatatkan mandat jawatankuasa pengurusan modal, piawaian dan dasar polisi pengurusan modal;
  - (e) Menentukan tahap tanggungan/toleransi risiko Bank di peringkat perusahaan dan unit perniagaan strategik termasuk tetapi tidak terhad kepada had sektor dan had pihak yang berurus niaga dengan Bank;
  - (f) Menyemak pengagihan modal terlaras risiko dan had dasar keseluruhan di Bank, yang meliputi risiko pasaran, kredit dan operasi;
  - (g) Menyemak dan jika perlu mencadangkan kepada Lembaga Pengarah, rangka kerja dan polisi Pengurusan Kesenambungan Perniagaan Syarikat untuk menangani pelbagai peristiwa dan bencana dalaman/luaran yang ekstrem;
  - (h) Menyemak keberkesanan struktur pelaporan bagi keseluruhan aktiviti perniagaan dan fungsi pengurusan risiko dan pelaksanaan sistem yang sesuai untuk menguruskan pelbagai jenis risiko yang diambil oleh Bank;
  - (i) Menyemak proses, sistem dan kawalan dalaman pengurusan risiko di seluruh Bank;
  - (j) Sentiasa menyemak laporan pihak Pengurusan berhubung dengan pendedahan risiko, komposisi portfolio risiko dan aktiviti pengurusan risiko termasuk kecukupan kaedah, sistem dan sumber bagi memastikan kejayaan pelaksanaan fungsi risiko di Bank;
  - (k) Menyemak dan meluluskan metodologi risiko bagi mengukur dan menguruskan risiko yang timbul daripada keseluruhan pengurusan Bank bagi semua risiko yang meliputi pasaran, kredit dan operasi melalui kaedah yang dikenal pasti;
  - (l) Menyemak dan memantau usaha dan aktiviti pihak Pengurusan terhadap pengubahan wang haram/pencegahan pembiayaan keganasan (“AML/CFT”) dan keperluan kawal selia yang lain;

- (m) Review, monitor and regularly report to the Board on the following:
    - (i) credit transactions with connected parties;
    - (ii) aggregate credit exposure to each connected party and their status; and
    - (iii) material concentration.
  - (n) Approve the engagement of external and independent reviewers for the validation of risk measurement methodologies and outputs;
  - (o) Review and recommend to the Board any business proposals on the following:
    - (i) New products and services;
    - (ii) Discretionary power or authority limits in relation to any product programmes proposals;
  - (p) Review any business proposals particularly on:
    - (i) Product programmes and its performance;
    - (ii) Target market and risk acceptance criteria of any products or services; and
    - (iii) Product profitability assessment;
  - (q) Ensure that a comprehensive risk management structure is in place to manage the risk associated with the Mudharabah and Musharakah contracts, which include regular review on the performance of Mudharabah and Musharakah financing or investment, establishment of exit strategies including extension and redemption, and regular update to the Board on the exposures of Mudharabah and Musharakah financing or investment;
  - (r) Review proposals on single or joint discretionary authority to members of Management/Management Committee and make relevant recommendations to the Board on the same;
  - (s) Review and approve any new outsourcing proposals and take note of renewal of the outsourcing services, including the appointment and/or renewal of the outsourcing service provider; and
  - (t) Undertake such other duties and responsibilities as determined by the Board from time to time.
- (m) Menyemak, memantau dan sentiasa melaporkan kepada Lembaga Pengarah tentang perkara berikut:
    - (i) urus niaga kredit dengan pihak yang berkaitan;
    - (ii) pendedahan kredit agregat kepada setiap pihak berkaitan dan statusnya; dan
    - (iii) penumpuan material.
  - (n) Meluluskan pelantikan penyemak luar dan bebas untuk mengesahkan metodologi dan output pengukuran risiko;
  - (o) Menyemak dan mencadangkan kepada Lembaga Pengarah apa-apa cadangan perniagaan tentang perkara berikut:
    - (i) Produk dan perkhidmatan baharu;
    - (ii) Kuasa budi bicara atau had autoriti berkaitan apa-apa cadangan program produk.
  - (p) Menyemak apa-apa cadangan perniagaan terutamanya tentang:
    - (i) Program produk dan prestasinya;
    - (ii) Pasaran sasaran dan kriteria penerimaan risiko bagi mana-mana produk atau perkhidmatan; dan
    - (iii) Penilaian keuntungan produk;
  - (q) Memastikan struktur pengurusan risiko yang komprehensif telah diwujudkan untuk menguruskan risiko yang berkaitan dengan kontrak Mudharabah dan Musharakah, yang termasuklah semakan secara tetap tentang prestasi pembiayaan atau pelaburan Mudharabah dan Musharakah, pewujudan strategi keluar termasuk pelanjutan dan penebusan, dan pelaporan kepada Lembaga Pengarah dari semasa ke semasa tentang pendedahan pembiayaan atau pelaburan Mudharabah dan Musharakah terkini;
  - (r) Menyemak cadangan berhubung dengan kuasa budi bicara tunggal atau bersama bagi ahli Pengurusan/Jawatankuasa Pengurusan dan memberikan cadangan yang berkaitan kepada Lembaga Pengarah tentang perkara tersebut;
  - (s) Menyemak dan meluluskan apa-apa cadangan penggunaan khidmat luar yang baharu dan mengambil maklum tentang pembaharuan kontrak perkhidmatan luar, termasuk pelantikan dan/atau pembaharuan kontrak penyedia perkhidmatan luar tersebut; dan
  - (t) Menjalankan tugas dan tanggungjawab lain seumpamanya seperti yang ditentukan oleh Lembaga Pengarah dari semasa ke semasa.



## 2.5 Audit and Examination Committee (“Committee or AEC”)

The Committee is established to provide independent oversight of Bank Islam’s financial reporting and internal control system as well as ensuring check and balances within the Bank.

Eight (8) AEC meetings were held during the financial year ended 31 December 2011, as follows:

| Date of Meeting | Percentage of Directors’ Attendance |
|-----------------|-------------------------------------|
| January 2011*   | 100%                                |
| February 2011   | 100%                                |
| March 2011      | 100%                                |
| April 2011*     | 75%                                 |
| May 2011        | 100%                                |
| July 2011       | 100%                                |
| October 2011    | 100%                                |
| December 2011   | 100%                                |

\* Special Meeting

The primary duties and responsibilities of the AEC are as follows:

- (a) Ensure fair and transparent reporting and prompt publication of financial accounts;
- (b) Oversee the effectiveness of the internal audit function and ensure compliance with BNM’s Revised New Guidelines on Internal Audit Function of Licensed Institution requirements such as:
  - (i) Review the scope of audit plan, audit programme and processes;
  - (ii) Ensure adequate and technically competent resources for effective discharge of responsibilities;
  - (iii) Review the effectiveness of infrastructure for ensuring Shariah compliance;
  - (iv) To ensure appropriate actions have been taken by the Management on the recommendations made by the internal auditors;

## 2.5 Jawatankuasa Audit dan Pemeriksaan (“Jawatankuasa atau AEC”)

Jawatankuasa ini ditubuhkan bagi mewujudkan penyeliaan bebas ke atas laporan kewangan dan sistem kawalan dalaman Bank Islam serta memastikan sekatan dan imbalan di dalam Bank.

Lapan (8) mesyuarat AEC telah diadakan sepanjang tahun kewangan berakhir 31 Disember 2011, seperti yang berikut:

| Tarikh Mesyuarat | Peratus Kehadiran Pengarah |
|------------------|----------------------------|
| Januari 2011*    | 100%                       |
| Februari 2011    | 100%                       |
| Mac 2011         | 100%                       |
| April 2011*      | 75%                        |
| Mei 2011         | 100%                       |
| Julai 2011       | 100%                       |
| Oktober 2011     | 100%                       |
| Disember 2011    | 100%                       |

\* Mesyuarat Khas

Tugas dan tanggungjawab utama AEC adalah seperti yang berikut:

- (a) Memastikan laporan yang saksama dan telus serta penerbitan akaun kewangan menurut masa yang ditetapkan;
- (b) Mengawasi keberkesanan fungsi audit dalaman dan memastikan pematuhan terhadap keperluan Garis Panduan yang baru disemak oleh BNM berkaitan dengan Fungsi Audit Dalaman bagi Institusi Berlesen seperti:
  - (i) Menyemak skop pelan, program dan proses audit;
  - (ii) Menentukan sumber yang mencukupi dan cekap dari segi teknikal bagi memastikan tanggungjawab dilaksanakan dengan berkesan;
  - (iii) Menyemak keberkesanan infrastruktur bagi memastikan pematuhan Syariah;
  - (iv) Memastikan tindakan sewajarnya telah diambil oleh pihak Pengurusan berdasarkan cadangan yang dibuat oleh juruaudit dalaman;

- (v) To appoint, evaluate the performance and decide on the transfer or dismissal of the Chief Internal Auditor; and
  - (vi) To determine the remuneration package of the internal auditors;
  - (c) To ensure that all frauds and non-fraud related irregularities are deliberated at the AEC meeting;
  - (d) Review the effectiveness of internal controls and risk management processes;
  - (e) External Auditors
    - (i) Recommend to the Board for the external auditors' appointment and audit fee payable including any decision on removal;
    - (ii) Review the external auditors' management letter; and management's response on weaknesses of internal accounting procedures and controls;
    - (iii) Assess objectivity, performance and independence of external auditors;
    - (iv) Approve provision of non-audit services by external auditors and ensure adequacy of proper checks and balances such that the provision of non-audit services does not interfere with the external auditors' exercise of independent judgment; and
    - (v) The Committee shall meet with the external auditors without the presence of management, at least annually;
  - (f) On the implementation of Internal Capital Adequacy Assessment Process ("ICAAP"):
    - (i) Note and monitor reports on capital adequacy; and
    - (ii) Review internal audit reports on capital management.
- (v) Melantik, menilai prestasi dan membuat keputusan tentang pemindahan atau penamatan perkhidmatan Ketua Juruaudit Dalam; dan
  - (vi) Menetapkan pakej imbuhan bagi juruaudit dalam;
  - (c) Memastikan semua perkara yang di luar aturan berkaitan dengan penipuan dan bukan penipuan dibincangkan dalam mesyuarat AEC;
  - (d) Menyemak keberkesanan kawalan dalam dan proses pengurusan risiko;
  - (e) Juruaudit Luar
    - (i) Mencadangkan kepada Lembaga Pengarah tentang pelantikan juruaudit luar dan fi audit yang perlu dibayar termasuk apa-apa keputusan untuk menamatkan perkhidmatan mereka;
    - (ii) Menyemak surat pengurusan juruaudit luar; dan maklum balas pihak Pengurusan terhadap kelemahan prosedur dan kawalan perakaunan dalam;
    - (iii) Menilai objektiviti, prestasi dan kebebasan juruaudit luar;
    - (iv) Meluluskan peruntukan bagi perkhidmatan bukan audit oleh juruaudit luar dan menentukan sekatan dan imbalan yang wajar agar perkhidmatan bukan audit tersebut tidak mengganggu pertimbangan bebas mereka sebagai juruaudit luar; dan
    - (v) Jawatankuasa hendaklah mengadakan mesyuarat dengan juruaudit luar sekurang-kurangnya setahun sekali tanpa kehadiran pihak Pengurusan;
  - (f) Berkaitan dengan pelaksanaan Proses Penilaian Kekukupan Modal Dalam ("ICAAP"):
    - (i) Menyemak dan memantau laporan tentang kecukupan modal; dan
    - (ii) Menyemak laporan audit dalam tentang pengurusan modal.

- (g) Management is responsible for reviewing all related party transactions to ensure that they have been established at arms length terms.

The Committee shall review any significant transactions that are not within the normal course of business and where potential conflict of interest may arise between related parties; and

- (h) External Experts

- (i) Where the internal audit function lack the expertise needed to perform the audit of specialised areas, external experts may be engaged. The Committee is responsible to ensure that audit of specialised areas is adequate; and
- (ii) The Committee shall ensure that the terms and scope of engagement, the working arrangement with the internal auditors and reporting requirements are clearly established.

### 3.0 SHARIAH SUPERVISORY COUNCIL ("THE COUNCIL OR SSC")

As an Islamic bank, a Shariah governance framework is put in place as a distinct feature in the organisational structure of the Bank, which includes establishment of the Council in line with the requirement of Section 3 (5) (b) of the Islamic Banking Act 1983 ("IBA 1983") and the Shariah Governance Framework for Islamic Financial Institutions ("SGF") issued by BNM which took effect on 1 January 2011. The Council serves to advise the Board and Management in ensuring that the Bank's operations are in line with Shariah rules and principles.

Functionally, the Council reports to the Board of Directors of the Bank. In ensuring Shariah compliance and implementing decisions of the Council and Shariah Advisory Council of the regulators, Bank Negara Malaysia and Securities Commission (on capital market matters), the Bank performs Shariah Review, Compliance and Control, Advisory and Research and Shariah Audit functions to support the implementation of Shariah throughout the organisation.

- (g) Pihak Pengurusan bertanggungjawab menyemak dan memastikan semua urusan niaga dengan pihak yang berkaitan dijalankan secara tulus dan adil.

Jawatankuasa hendaklah menyemak apa-apa urusan niaga besar yang dijalankan tanpa mengikut peraturan perniagaan yang lazim dan jika terdapat kemungkinan adanya konflik kepentingan dengan pihak yang berkaitan; dan

- (h) Pakar Luar

- (i) Jika fungsi audit dalaman tidak memiliki kepakaran yang mencukupi untuk melaksanakan pengauditan bagi bidang khusus, maka pakar luar boleh dilantik. Jawatankuasa bertanggungjawab memastikan pengauditan bagi bidang khusus adalah mencukupi; dan
- (ii) Jawatankuasa hendaklah memastikan syarat dan skop pelantikan, aturan kerja dengan juruaudit dalaman dan keperluan pelaporan adalah jelas.

### 3.0 MAJLIS PENGAWASAN SYARIAH ("MAJLIS ATAU SSC")

Sebagai sebuah bank Islam, satu rangka kerja tadbir urus Syariah telah diwujudkan sebagai ciri khas dalam struktur organisasi Bank, yang merangkumi penubuhan Majlis ini selari dengan keperluan Seksyen 3 (5)(b) Akta Perbankan Islam 1983 dan Rangka Kerja Tadbir Urus Syariah bagi Institusi Kewangan Islam ("SGF") yang dikeluarkan oleh BNM yang berkuat kuasa pada 1 Januari 2011. Majlis ini berperanan untuk menasihatkan Lembaga Pengarah dan pihak Pengurusan dalam memastikan operasi Bank selari dengan peraturan dan prinsip Syariah.

Dari segi fungsinya, Majlis ini bertanggungjawab secara langsung kepada Lembaga Pengarah Bank. Untuk memastikan pematuhan Syariah dan pelaksanaan keputusan Majlis dan Majlis Penasihat badan kawal selia seperti BNM dan Suruhanjaya Sekuriti (mengenai pasaran modal), Bank menjalankan fungsi Semakan, Pematuhan dan Kawalan, Khidmat Nasihat dan Penyelidikan serta fungsi Audit Syariah untuk menyokong pelaksanaan prinsip Syariah di seluruh organisasi.

The diagram below describes the Shariah governance framework of Bank Islam:

Gambar rajah berikut menunjukkan rangka kerja tadbir urus Syariah di Bank Islam:

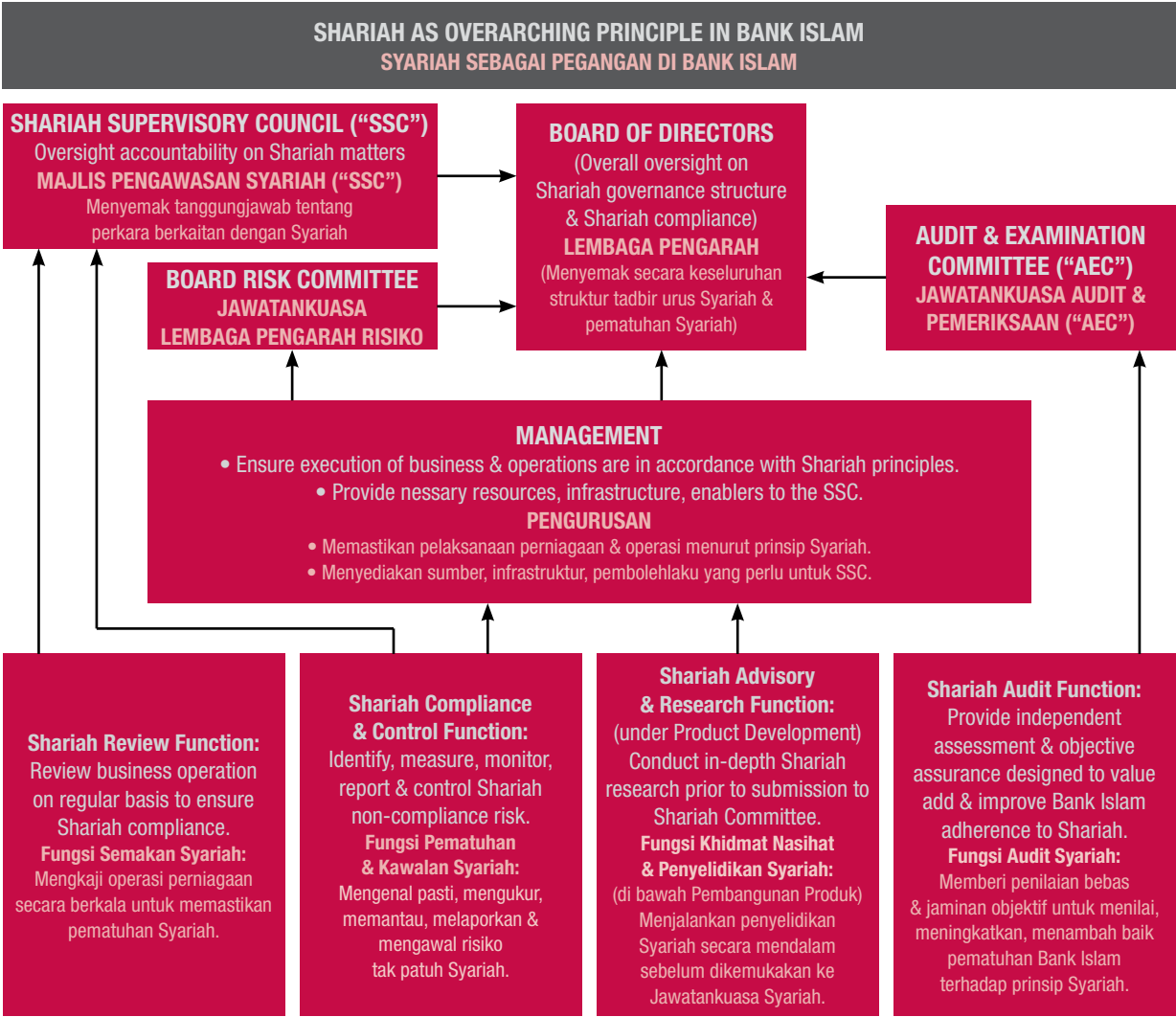


Figure: Shariah Governance Framework in Bank Islam    Rajah: Rangka Kerja Tadbir Urus Syariah di Bank Islam



### 3.1 Composition of the Council

Members of the Council are scholars who have the qualification and necessary knowledge, expertise and experience in the areas of Shariah especially Islamic jurisprudence (*usul al-fiqh*) and Islamic commercial laws (*fiqh al-mu'amalat*). In Bank Islam, the Council consists of six (6) members of diverse backgrounds in terms of qualification, experience and knowledge, including law and economics, so as to support the depth and breadth of the Shariah deliberations. The Memorandum of Association of Bank Islam provides that the composition of the Council shall be a minimum of five (5) and a maximum of seven (7) members.

### 3.2 Meetings and Primary Duties and Responsibilities of the Council

For the financial year ended 31 December 2011, five (5) Council meetings were held during the twelve (12) months period, as follows:

| Date of Meeting | Percentage of Members' Attendance |
|-----------------|-----------------------------------|
| March 2011      | 50%                               |
| June 2011       | 83%                               |
| July 2011       | 67%                               |
| October 2011    | 67%                               |
| December 2011   | 83%                               |

### 3.1 Komposisi Majlis

Ahli Majlis terdiri daripada golongan cendekiawan yang mempunyai kelayakan dan pengetahuan yang diperlukan, kepakaran dan pengalaman dalam bidang Syariah terutamanya perundangan Islam (*usul al-fiqh*) dan undang-undang perdagangan Islam (*fiqh al-mu'amalat*). Di Bank Islam, Majlis terdiri daripada enam (6) ahli daripada pelbagai latar belakang dari segi kelayakan, pengalaman dan pengetahuan, termasuk undang-undang dan ekonomi, untuk memastikan perbincangan Syariah yang mendalam dan luas. Memorandum Persatuan Bank Islam menyatakan bahawa Majlis hendaklah mempunyai paling minimum lima (5) dan maksimum tujuh (7) ahli.

### 3.2 Mesyuarat serta Tugas dan Tanggungjawab Utama Majlis

Dalam tahun kewangan berakhir 31 Disember 2011, lima (5) mesyuarat Majlis telah diadakan sepanjang 12 bulan seperti yang berikut:

| Tarikh Mesyuarat | Peratus Kehadiran Ahli |
|------------------|------------------------|
| Mac 2011         | 50%                    |
| Jun 2011         | 83%                    |
| Julai 2011       | 67%                    |
| Oktober 2011     | 67%                    |
| Disember 2011    | 83%                    |

The main duties and responsibilities of the Council are principally based on the SGF. The duties and responsibilities of the Council are:

- (a) Advising the Board of Directors and Management on Shariah-related matters in order for the Bank to comply with Shariah requirements at all times;
- (b) Endorsing Shariah related policies and guidelines;
- (c) Approving products and services to ensure compliance with Shariah rules and principles which include:
  - (i) validating the terms and conditions contained in the forms, contracts, agreements or other legal documentations used in executing the transactions; and
  - (ii) validating the product manual, marketing advertisements, sales illustrations and brochures used to describe the product and services;
- (d) Assessing work carried out by Shariah review and Shariah audit in order to ensure compliance with Shariah which forms part of SSC duties in providing assessment of Shariah compliance and assurance to be included in the annual report of the Bank;
- (e) Assisting and advising related parties such as the Bank's legal counsel, auditor or consultant on Shariah matters upon request;
- (f) Advising the Bank on any matters that require consultation with the Shariah Advisory Council of Bank Negara Malaysia ("SAC") on Shariah matters that cannot be resolved by the Council;
- (g) Providing written Shariah opinions in circumstances where the Bank makes reference to the SAC for further deliberation, or where the Bank submits any application to Bank Negara Malaysia ("BNM") for new product approval; and
- (h) Advising and approving the Bank on the computation, payment and distribution of zakat.

Tugas dan tanggungjawab utama Majlis adalah secara amnya berdasarkan SGF. Tugas dan tanggungjawab tersebut adalah:

- (a) Menasihati Lembaga Pengarah dan pihak Pengurusan tentang perkara berkaitan dengan Syariah agar Bank sentiasa mematuhi keperluan Syariah;
- (b) Meluluskan polisi dan garis panduan berkaitan dengan Syariah;
- (c) Meluluskan produk dan perkhidmatan yang mematuhi peraturan dan prinsip Syariah, termasuklah:
  - (i) mengesahkan terma dan syarat yang terkandung dalam borang, kontrak, perjanjian atau dokumen undang-undang lain yang digunakan untuk menyempurnakan transaksi; dan
  - (ii) mengesahkan manual produk, iklan pemasaran, ilustrasi jualan dan brosur produk dan perkhidmatan;
- (d) Menilai kerja yang dijalankan di bawah semakan dan audit Syariah untuk memastikan prinsip Syariah dipatuhi. Ini merupakan sebahagian daripada tugas SSC dalam menilai pematuhan dan jaminan Syariah yang akan dimasukkan dalam laporan tahunan Bank;
- (e) Membantu dan menasihati pihak berkaitan seperti peguam, juruaudit dan perunding Bank tentang perkara berkaitan dengan Syariah;
- (f) Menasihati Bank tentang apa-apa perkara yang memerlukan perundingan dengan Majlis Penasihat Syariah BNM ("SAC") tentang apa-apa perkara yang berkaitan dengan Syariah yang tidak boleh diputuskan oleh Majlis;
- (g) Menyediakan pendapat Syariah secara bertulis bila mana Bank merujuk kepada SAC untuk nasihat, atau apabila Bank menyerahkan apa-apa permohonan kepada BNM untuk mendapatkan kelulusan produk baharu; dan
- (h) Memberikan nasihat dan kelulusan kepada Bank berhubung dengan pengiraan, pembayaran dan pengagihan zakat.

In addition, in performing its roles and responsibilities, the Council is supported by its sub-committee. The Shariah Review Committee ("SRC") is responsible for the deliberation of Shariah review reports and Shariah audit observations submitted by the Shariah Division and Internal Audit Division respectively. The SRC, which comprises four (4) members is also empowered to validate product operational manuals, products' and sukuk legal documents based on the approved structure by the Council as well as to decide on Shariah status of issues arising from the Bank's daily operation. The decisions of the SRC require the endorsement of the Council in its subsequent meetings.

For the financial year ended 31 December 2011, nine (9) SRC meetings were held during the twelve (12) months period, as follows:

| Meeting | Date of Meeting        | Percentage of Members' Attendance |
|---------|------------------------|-----------------------------------|
| 1/2011  | January 2011           | 100%                              |
| 2/2011  | January 2011           | 75%                               |
| 2/2011  | February 2011 (cont'd) | 50%                               |
| 3/2011  | March 2011             | 75%                               |
| 4/2011  | April 2011             | 67%                               |
| 5/2011  | May 2011               | 100%                              |
| 6/2011  | June 2011              | 100%                              |
| 7/2011  | August 2011            | 100%                              |
| 1/2011  | November 2011*         | 67%                               |
| 8/2011  | December 2011          | 50%                               |

\* Special Meeting

Selain itu, dalam melaksanakan peranan dan tanggungjawabnya, Majlis disokong oleh jawatankuasa kecilnya. Jawatankuasa Semakan Syariah ("SRC") bertanggungjawab untuk membincangkan laporan semakan dan pemerhatian audit Syariah yang diserahkan oleh Jabatan Syariah dan Jabatan Audit Dalam. SRC, yang mempunyai empat (4) ahli juga diberi kuasa untuk mengesahkan manual operasi produk, dokumen undang-undang produk dan sukuk berdasarkan struktur yang diluluskan oleh Majlis, disamping memutuskan status Syariah yang timbul daripada operasi harian Bank. Keputusan SRC memerlukan pengendorsan daripada Majlis dalam mesyuarat berikutnya.

Dalam tahun kewangan berakhir 31 Disember 2011, sembilan (9) mesyuarat SRC telah diadakan sepanjang tempoh 12 bulan seperti yang berikut:

| Mesyuarat | Tarikh Mesyuarat      | Peratus Kehadiran Ahli |
|-----------|-----------------------|------------------------|
| 1/2011    | Januari 2011          | 100%                   |
| 2/2011    | Januari 2011          | 75%                    |
| 2/2011    | Februari 2011 (samb.) | 50%                    |
| 3/2011    | Mac 2011              | 75%                    |
| 4/2011    | April 2011            | 67%                    |
| 5/2011    | Mei 2011              | 100%                   |
| 6/2011    | Jun 2011              | 100%                   |
| 7/2011    | Ogos 2011             | 100%                   |
| 1/2011    | November 2011*        | 67%                    |
| 8/2011    | Disember 2011         | 50%                    |

\* Mesyuarat Khas

### 3.3 Code of Conduct of Council Members

In performing his/her duties, a Council member is expected to possess good character and competence, diligence and capable of making sound judgment. The terms of the Code of Conduct have been laid out in the Letter of Appointment of the Council members, and agreed upon on the appointment of each member. The salient requirements of the Code of Conduct include the following:

- (a) He/She should at all times maintain good character, which means that he/she should demonstrate honesty, integrity, fairness and reputation over time in dealing with the Bank as well as personal relationship with public;
- (b) He/She should sustain independence and professionalism while carrying out his/her duties; a Council member should always have complete moral, intellectual and professional independence. A Council member should consider carefully and thoroughly the following in carrying out their obligations by striving to:
  - (i) uphold fairness and equity for all the stakeholders;
  - (ii) act in a manner that preserves his/her honesty and integrity;
  - (iii) exercise appropriate discretion in decision-making by taking into consideration not only the technical aspects of Shariah compliance; and
  - (iv) appreciate the diversity of opinions among various mazhabs and differences in expertise among his/her fellow members of the Council.
- (c) He/She has the duty to observe the confidentiality of all information with which a Council member is entrusted by the Bank or which is brought to his/her attention during or at any time after the carrying out of his/her assignment. Confidential information here refers to information received by members of the Council in the course of their duties that is not public and is not authorised to be made public; and
- (d) The interpretation of the Shariah rules and principles based on the discipline of *fiqh al-mu'amalat* is a matter of the professional judgment of the Council members. He/She should ensure consistency, which in this respect is related to the level of competency and independency, as mentioned above, and it is also a matter of professional ethics.

### 3.3 Kod Tatakelakuan Ahli Majlis

Dalam menjalankan tugas mereka, ahli Majlis diharapkan dapat menunjukkan ciri sahsiah yang baik serta kecekapan, ketekunan dan mampu membuat keputusan yang bijak. Terma Kod Tatakelakuan telah dinyatakan dalam Surat Pelantikan ahli Majlis, dan dipersetujui apabila pelantikan setiap ahli dibuat. Ciri penting dalam Kod Tatakelakuan termasuklah yang berikut:

- (a) Ahli Majlis hendaklah pada setiap masa mengekalkan ciri sahsiah yang baik, iaitu beliau hendaklah menunjukkan kejujuran, integriti, keadilan dan reputasi yang baik sepanjang beliau berurusan dengan Bank, termasuklah mempunyai hubungan yang baik dengan orang awam;
- (b) Beliau hendaklah mengekalkan kebebasan dan profesionalisme semasa menjalankan tugas; ahli Majlis patut sentiasa menunjukkan moral yang baik, intelektual dan profesional. Ahli Majlis hendaklah mempertimbangkan dengan berhati-hati dan teliti perkara berikut dalam menjalankan obligasi mereka dan berusaha untuk:
  - (i) menegakkan keadilan dan kesaksamaan untuk pemegang berkepentingan;
  - (ii) bertindak dalam cara yang mengekalkan kejujuran dan integriti beliau;
  - (iii) menggunakan budi bicara yang sewajarnya semasa membuat keputusan dengan mengambil kira bukan sahaja aspek teknikal pematuhan Syariah; dan
  - (iv) menghargai pelbagai pendapat antara mazhab dan perbezaan dalam kepakaran di kalangan ahli Majlis.
- (c) Beliau berkewajipan untuk mematuhi kerahsiaan semua maklumat yang diamanahkan oleh Bank kepada ahli Majlis atau yang dibawa ke perhatian beliau semasa atau pada bila-bila masa selepas menjalankan tugas beliau. Maklumat sulit di sini merujuk kepada maklumat yang diterima oleh ahli Majlis semasa menjalankan tugas mereka yang bukan maklumat untuk orang awam dan tidak dibenarkan untuk didedahkan kepada orang awam.
- (d) Tafsiran peraturan dan prinsip Syariah berdasarkan bidang *fiqh al-mu'amalat* adalah berkenaan pertimbangan profesional ahli Majlis. Beliau hendaklah memastikan keselarasan, yang dalam hal ini berkaitan dengan tahap kecekapan dan kebebasan, seperti yang dinyatakan di atas, dan juga berkaitan dengan etika profesional.



In order to ensure the quality and consistency of the Shariah decisions made by the Council, the Council has developed and approved the Shariah Supervisory Council Decision Making Document. This document describes the methodology and the means for the Council members to make the decision on a given issue including application of *usul fiqh* discipline and reference to established Shariah standards, fatwa and resolutions of Shariah authority councils and Fiqh academies. The document also provides the process of the Council and the Bank in dealing with decisions that have been proven to be a mistake and review to the previous decisions.

#### 3.4 Responsibilities of the SSC and the Bank Towards the Council and Shariah Compliance

Manifestation from the definition of Islamic banking business in IBA 1983; banking business whose aims and operations do not involve any element which is not approved by the religion of Islam, it is crucial that the Bank works hand-in-hand with the Council and the Shariah Division so as to ensure that all business activities, products, services and operations of the Bank are in compliance with Shariah rules and principles.

Therefore, it is the responsibilities of the Bank to perform the following:

- (a) To refer all Shariah issues in its business operations to the Council for decision;
- (b) To adopt and take necessary measures for implementation of the Council's decisions;
- (c) To provide sufficient resources to the Council including budget allocation, independent expert consultation, reference materials and training;
- (d) To ensure that the Council is familiar with the operations and business of the Bank;
- (e) To provide to the Council access to all relevant records, transactions, manuals and relevant information, as required by its members in performing their duties; and
- (f) To remunerate the members of the Council accordingly which should commensurate with and reflect the duties and responsibilities of the Council.

Bagi memastikan kualiti dan keselarasan keputusan Syariah yang dibuat oleh Majlis, Majlis telah mewujudkan dan meluluskan Dokumen Membuat Keputusan Majlis Pengawasan Syariah. Dokumen ini menerapkan metodologi dan cara ahli Majlis membuat keputusan berkenaan dengan isu tertentu termasuk penggunaan prinsip usul fiqh dan rujukan kepada piawaian Syariah yang telah diterimapakai, fatwa dan ketetapan majlis pihak berkuasa Syariah dan cendekiawan Syariah. Dokumen tersebut juga mengandungi proses Majlis dan Bank dalam menangani keputusan yang terbukti khilaf dan penyemakan semula keputusan terdahulu.

#### 3.4 Tanggungjawab SSC dan Bank terhadap Majlis dan Pematuhan Syariah

Manifestasi daripada takrif perniagaan perbankan Islam dalam IBA 1983; perniagaan perbankan yang matlamat dan operasinya tidak melibatkan apa-apa unsur yang tidak dibenarkan oleh agama Islam. Oleh itu, adalah penting bagi Bank untuk bekerjasama dengan Majlis dan Bahagian Syariah untuk memastikan semua aktiviti perniagaan, produk, perkhidmatan dan operasi Bank mematuhi peraturan dan prinsip Syariah.

Oleh yang demikian adalah menjadi tanggungjawab Bank untuk melaksanakan perkara berikut:

- (a) untuk merujuk kepada Majlis dan mendapatkan keputusan berkaitan semua isu Syariah dalam operasi perniagaannya;
- (b) untuk mengguna pakai dan mengambil langkah yang perlu untuk melaksanakan keputusan Majlis;
- (c) untuk menyediakan sumber yang mencukupi untuk Majlis termasuklah peruntukan belanjawan, khidmat runding pakar bebas, bahan rujukan dan latihan;
- (d) untuk memastikan Majlis memahami operasi dan perniagaan Bank;
- (e) untuk memberi Majlis akses kepada semua rekod, transaksi, manual dan maklumat yang berkaitan, yang diperlukan oleh ahli Majlis untuk menjalankan tugasnya; dan
- (f) untuk memberi imbuhan yang sewajarnya kepada ahli Majlis setara dengan dan mencerminkan tugas dan tanggungjawab ahli Majlis.

In furtherance of that, it is the responsibilities of the Bank to perform the following with regard to Shariah Compliance:

- (a) To comply with all the Council decisions and established Shariah requirements in its entire products, services, legal documentations and activities;
- (b) The Bank shall not change its allegiance and obedience to the Council decisions to suit its convenience. Such a practice could impair the independence of the Council members and have a damaging impact on the integrity and credibility of the Bank, in particular, and on the Islamic banking industry as a whole; and
- (c) While the Council is responsible for forming and expressing decisions on the extent of the Bank's compliance with the Shariah, the responsibility for compliance therewith rests with the Management of the Bank.

### 3.5 Appointment and Reappointment

The Board of Directors, based on the recommendation of the Nomination and Assessment Committee may appoint and reappoint members of the Council. The appointment or reappointment of the Council members shall be subject to BNM's written approval. The Council members shall be persons of recognised reputation, character and integrity. The Bank upon discovery of any breaches of corporate governance, reserves the right to disqualify any member of the Council as laid out in the SGF upon obtaining BNM's approval.

### 3.6 Council Member Performance

The Council members are subject to an evaluation of their performance as to whether they deliver and support a sound Shariah governance system. The terms of appointment of the Council members provides that this evaluation shall be completed 90 days prior to the expiry of their term of service. The evaluation includes the Council peer evaluation and evaluation by internal resources.

Selain itu, adalah menjadi tanggungjawab Bank untuk melaksanakan perkara berikut berhubung dengan Pematuhan Syariah:

- (a) Mematuhi semua keputusan Majlis dan menetapkan keperluan Syariah bagi semua produk, perkhidmatan, dokumentasi perundangan dan aktivitinya;
- (b) Bank hendaklah akur dan patuh kepada keputusan Majlis dan tidak mempermudah pelaksanaan keputusan. Amalan mempermudah pelaksanaan keputusan boleh menjejaskan kebebasan ahli Majlis dan merosakkan integriti dan kredibiliti Bank khususnya dan industri perbankan Islam secara amnya; dan
- (c) Majlis bertanggungjawab membuat dan menyuarakan keputusan tentang pematuhan Syariah Bank, namun tanggungjawab pematuhan terletak pada pihak Pengurusan Bank.

### 3.5 Pelantikan dan Pelantikan Semula

Lembaga Pengarah, berdasarkan cadangan daripada Jawatankuasa Penamaan dan Penilaian, boleh melantik dan melantik semula ahli Majlis. Pelantikan dan pelantikan semula ahli Majlis tertakluk kepada kelulusan bertulis BNM. Ahli Majlis hendaklah merupakan individu yang mempunyai reputasi, sahsiah dan integriti yang tinggi. Jika Bank mengetahui berlakunya apa-apa pelanggaran tadbir urus korporat, mempunyai hak untuk menyingkirkan mana-mana ahli Majlis seperti yang dinyatakan dalam SGF setelah mendapat kelulusan BNM.

### 3.6 Prestasi Ahli Majlis

Ahli Majlis adalah tertakluk kepada penilaian prestasi iaitu samada mereka melaksanakan tanggungjawab mereka dalam mewujudkan dan menyokong sistem tadbir urus Syariah yang utuh. Terma pelantikan Ahli Majlis memperuntukkan bahawa penilaian ke atas ahli Majlis dibuat 90 hari sebelum tamat tempoh pelantikan seseorang ahli. Penilaian tersebut merangkumi penilaian oleh rakan sekerja dan oleh sumber dalaman.

#### 4.0 RISK MANAGEMENT STRUCTURE

Bank Islam recognises that the essence of banking is centered on risk taking. In fact, the Bank strongly believes that its competitive advantage relies on how well it manages the risk related to opportunities available in the market. As such, the Bank has continued to significantly invest in its risk management capabilities in terms of human resources, processes and information technology systems and tools during the period under review and has re-defined the roadmap for further enhancement of its risk function. Going forward, the next phase in further risk management sophistication and integration is the design and implementation of the Internal Capital Adequacy Assessment Process ("ICAAP") under Basel II pillar 2 based on international best practices and standards.

##### 4.1 Risk Management Philosophy

The Bank has formulated a Risk Management Framework; a high-level architecture for the ongoing development and enhancement of the Bank's integrated risk management infrastructure and capabilities. Philosophically, this framework is based on the concept of **Solah** which is the most important constituent of the Muslim Faith and one of the essential elements of Islam, as depicted in the following diagram.

#### 4.0 STRUKTUR PENGURUSAN RISIKO

Bank Islam mengiktiraf bahawa inti pati aktiviti perbankan secara dasarnya bertumpu kepada pengambilan risiko. Malah, Bank yakin bahawa kelebihan daya saingnya bergantung kepada kemampuan Bank untuk menguruskan risiko yang berkaitan dengan peluang yang ada di pasaran. Justeru itu, Bank terus membuat pelaburan yang besar dalam penambahbaikan kemampuan pengurusan risikonya dari segi sumber manusia, proses serta sistem dan peralatan teknologi maklumat semasa tempoh di bawah tinjauan selain mentakrif semula hala tuju bagi meningkatkan lagi fungsi risikonya. Melangkah ke hadapan, fasa seterusnya dalam usaha pencanggihan dan integrasi pengurusan risiko selanjutnya adalah mereka cipta dan melaksanakan Proses Penilaian Kekurangan Modal Dalamann ("ICAAP") di bawah Basel II tunggal 2 yang berasaskan amalan dan piawaian antarabangsa yang terbaik.

##### 4.1 Falsafah Pengurusan Risiko

Bank telah merumuskan Rangka Kerja Pengurusan Risiko ("RMF"), suatu struktur peringkat tinggi bagi pembangunan dan peningkatan berterusan bagi infrastruktur dan keupayaan pengurusan risiko Bank yang bersepadu. Dari segi falsafahnya, rangka kerja ini adalah berdasarkan konsep Solah yang merupakan aspek terpenting dalam aqidah Islam dan salah satu elemen dalam rukun Islam seperti yang ditunjukkan oleh rajah yang berikut.

| SOLAH – THE PILLAR OF ISLAM<br>SOLAH – TIANG AGAMA                                         | PHILOSOPHY OF SOLAH IN LIFE<br>FALSAFAH SOLAH DALAM HIDUP | BANK ISLAM'S RMF<br>RMF BANK ISLAM              |
|--------------------------------------------------------------------------------------------|-----------------------------------------------------------|-------------------------------------------------|
| NIYYAH<br>Pronouncement/Statement of Solah<br>NIAT<br>Sebutan/Pernyataan Solah             | MISSION STATEMENT<br>PERNYATAAN MISI                      | MISSION & OBJECTIVES<br>MISI & MATLAMAT         |
| JAMA'AH<br>Implementation Structure of Solah<br>JEMAAH<br>Pelaksanaan Solah                | STRUCTURE<br>STRUKTUR                                     | FUNCTIONAL STRUCTURE<br>STRUKTUR FUNGSI         |
| SYARAT<br>Necessary Elements of Solah<br>SYARAT<br>Elemen Penting Solah                    | RULE OF LAW<br>KEDAULATAN UNDANG-UNDANG                   | POLICIES & GUIDELINES<br>POLISI & GARIS PANDUAN |
| RUKUN<br>Essential Activities of Solah<br>RUKUN<br>Aktiviti Penting Solah                  | PROCEDURE<br>PROSEDUR                                     | PROCESSES<br>PROSES                             |
| QAEDAH<br>Facilities Required for Solah<br>KAEDAH<br>Kemudahan yang Diperlukan untuk Solah | TOOLS<br>PERALATAN                                        | ENABLERS<br>FAKTOR PENDORONG                    |

The basis of *Solah* is built upon five (5) important elements, namely *Niyyah*, *Jama'ah*, *Syarat*, *Rukun* and *Qaedah*. These elements are transformed into the framework by applying each of them to the five (5) core areas of managing risk: Mission and Objectives, Functional Structure, Policies and Guidelines, Processes and Enablers or Tools. These areas are in turn applied to all key risk areas that Bank Islam is exposed to, namely Credit Risk, Market and Liquidity Risk, Operational Risk and Shariah Compliance Risk.

The Bank adheres to the 'three levels of defence' principle. The individual business units are primarily responsible for all risks taken within their division/unit. Risk management forms the second line of defence by pro-actively setting risk boundaries within which the business can operate. Internal audit forms the third and final line of defence by independently auditing the effectiveness of the risk framework and ensuring that business units have adhered to the relevant risk policies, guidelines and boundaries.

## 4.2 Risk Culture

The Bank acknowledges that culture is the most important determinant of risk management effectiveness. Culture, as defined by the Institute of International Finance, is "the norms and traditions of individuals and of groups within an organisation that determine the way in which they identify, understand, discuss and act upon the risks the organisation confronts and the risk it takes."

As it is impossible for management to know everything it needs to know, the establishment of effective formal and informal channels for information sharing is essential. Hence, the Bank is continuously striving to deliberately create an environment that encourages frank and open dialogues about risks at every level of the organisation. In particular, the Bank encourages its employees to question, challenge and/or escalate any issue that needs senior management's attention and if the issue is deemed too sensitive for whatever reason, the Bank's effective whistle blowing procedures provides an additional route for escalating concerns.

Asas Solah terdiri daripada lima (5) elemen penting iaitu Niat, Jemaah, Syarat, Rukun dan Kaedah. Elemen ini ditransformasikan ke dalam rangka kerja tersebut dengan mengaplikasikan setiap satu daripadanya dalam lima (5) aspek teras pengurusan risiko: Misi dan Objektif, Struktur Fungsi, Polisi dan Garis Panduan, Proses dan Pembolehlaku atau Alat. Semua aspek ini kemudiannya diaplikasikan dalam semua aspek risiko utama yang terdedah kepada Bank Islam, iaitu Risiko Kredit, Risiko Pasaran dan Kecairan, Risiko Operasi dan Risiko Pematuhan Syariah.

Bank mematuhi prinsip 'tiga peringkat pertahanan'. Setiap unit perniagaan adalah bertanggungjawab ke atas semua risiko yang diambil oleh bahagian/unit mereka. Pengurusan risiko merupakan peringkat kedua pertahanan dengan mewujudkan sempadan risiko secara proaktif dalam lingkungan operasi perniagaan. Audit dalaman membentuk pertahanan peringkat ketiga dan terakhir, dengan menjalankan audit bebas ke atas keberkesanan rangka kerja risiko dan memastikan bahawa unit perniagaan mematuhi polisi, garis panduan dan sempadan risiko yang berkaitan.

## 4.2 Budaya Risiko

Bank mengiktiraf bahawa budaya merupakan penentu terpenting bagi keberkesanan pengurusan risiko. Seperti yang ditakrifkan oleh Institut Kewangan Antarabangsa, budaya, ialah "norma dan tradisi setiap individu dan kumpulan dalam sesebuah organisasi yang menentukan cara mereka mengenal pasti, memahami, membincangkan dan mengambil tindakan ke atas risiko yang dihadapi oleh organisasi tersebut serta risiko yang diambilnya."

Oleh kerana pihak Pengurusan tidak mungkin mengetahui semua perkara yang perlu diketahui, pembentukan saluran perkongsian maklumat rasmi dan tidak rasmi yang berkesan adalah penting. Justeru itu, Bank terus berusaha membina satu persekitaran yang menggalakkan dialog telus dan terbuka tentang risiko pada setiap peringkat organisasi. Secara khususnya, Bank menggalakkan kakitangannya untuk mempersoalkan, mencabar dan/atau membangkitkan apa-apa isu yang memerlukan perhatian daripada pihak pengurusan kanan. Jika isu tersebut dianggap terlalu sensitif bagi apa jua sebab, prosedur pemberian maklumat Bank yang berkesan menyediakan satu saluran tambahan untuk menyuarakan isu terbabit.



A strong risk culture can only be nurtured through appropriate leadership, communication, processes and infrastructure. As such, the culture at Bank Islam is driven by the top through committed leadership by setting the right tone and ensuring that appropriate behaviour is rewarded. The appropriate infrastructure of processes and controls as well as strong enforcement methods further ensure that the risk culture is increasingly inculcated into the Bank's DNA.

Specific initiatives undertaken to reinforce a risk aware culture are, amongst others:

- Educational programmes, starting from the Bank's induction course for all new staff to regular training conducted by risk management, legal, compliance and internal audit staff;
- Financing origination to specific target customers/groups only and strict risk based underwriting standards; and
- Implementation of risk based Key Performance Indicators and remuneration systems.

#### 4.3 Risk Management Governance Structure

The Bank has realigned its risk related organisational responsibilities with the objective of ensuring a common view of risks across the Bank. The following illustrates the Bank's governance structure.

The ultimate responsibility for understanding all risks taken by the Bank and ensuring that they are properly managed lies with the Board of Directors. The Board approves all risk policies and the Bank's overall risk appetite. Assisting the Board in discharging its role is the Board Risk Committee ("BRC"), responsible for effective oversight of the Bank's risk management function. BRC is chaired by a non-executive independent director.

Budaya risiko yang mantap hanya boleh dipupuk melalui kepimpinan, komunikasi, proses dan infrastruktur yang sewajarnya. Oleh itu, budaya di Bank Islam didorong oleh pihak atasan menerusi kepimpinan padu dengan menentukan rentak yang betul serta memastikan bahawa tingkah laku yang wajar diberikan ganjaran. Infrastruktur yang sewajarnya bagi proses dan kawalan serta kaedah penguatkuasaan yang kukuh memastikan dengan bahawa budaya risiko terus diterapkan sehingga ke akar umbi Bank.

Antara inisiatif khusus yang dilaksanakan bagi menerapkan budaya kesedaran risiko adalah:

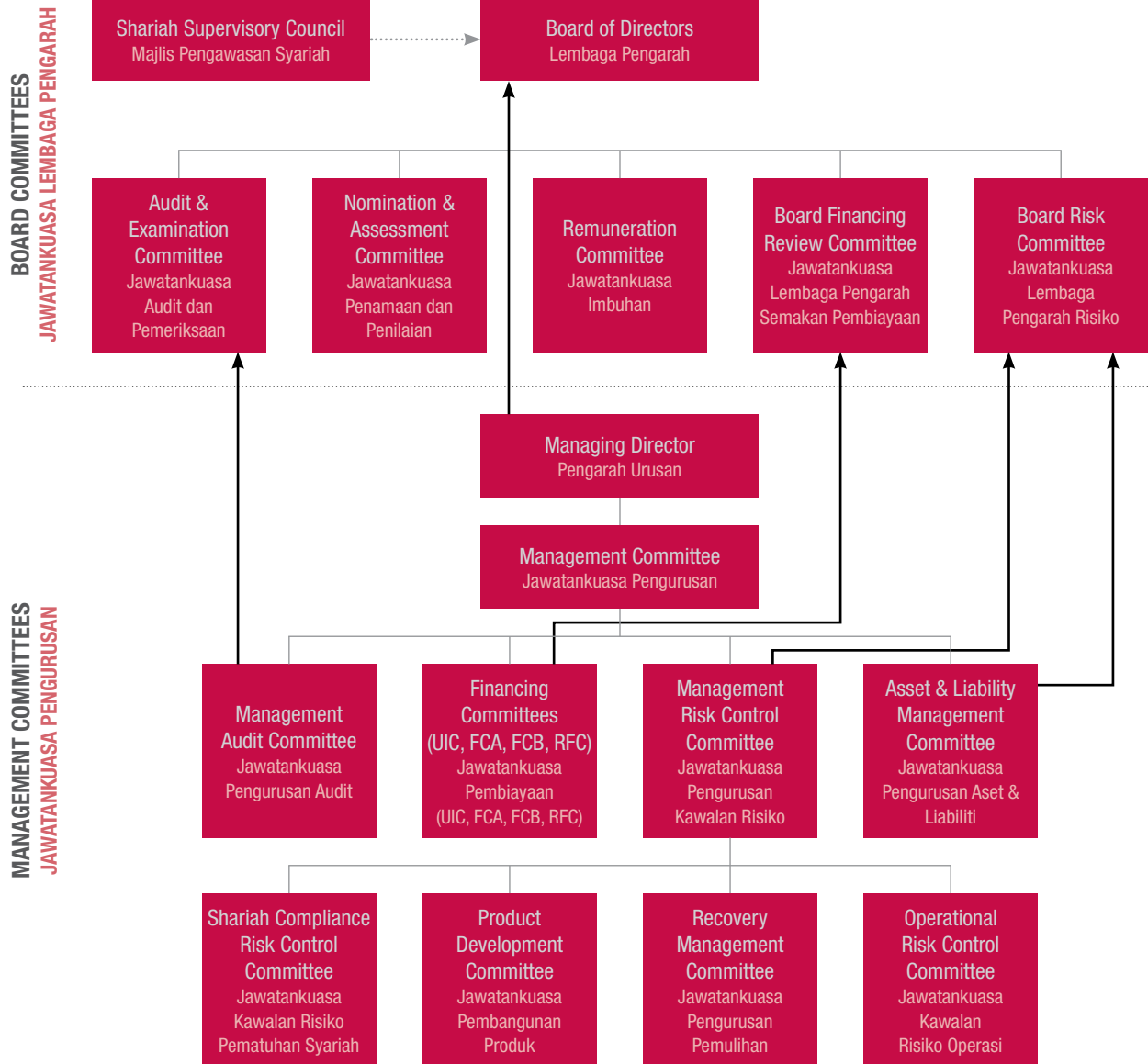
- Program pendidikan, bermula daripada kursus induksi bagi semua kakitangan baharu dan latihan berkala yang dijalankan oleh kakitangan pengurusan risiko, perundangan, pematuhan dan audit dalaman;
- Pembiayaan disasarkan kepada pelanggan/kumpulan tertentu sahaja berdasarkan standard penajaan jamin berasaskan risiko yang ketat; dan
- Pelaksanaan sistem Penunjuk Prestasi Utama berasaskan risiko dan sistem imbuhan.

#### 4.3 Struktur Tadbir Urus Pengurusan Risiko

Bank telah menjajarkan semula tanggungjawab organisasinya yang berkaitan risiko dengan matlamat memastikan Bank secara keseluruhan mempunyai pandangan yang sama terhadap risiko. Ilustrasi berikut menggambarkan struktur tadbir urus Bank.

Lembaga Pengarah mempunyai tanggungjawab mutlak untuk memahami semua risiko yang diambil oleh Bank dan memastikan risiko berkenaan diuruskan dengan betul. Lembaga Pengarah meluluskan semua polisi risiko dan penanggungan risiko keseluruhan Bank. Jawatankuasa Lembaga Pengarah Risiko ("BRC") membantu Lembaga Pengarah melaksanakan peranannya. Ia bertanggungjawab membuat pemantauan yang berkesan terhadap fungsi pengurusan risiko Bank. BRC dipengerusikan oleh pengarah bebas bukan eksekutif.

**BANK GOVERNANCE STRUCTURE**  
**STRUKTUR TADBIR URUS BANK**



At senior management level, the Bank has established the Management Risk Control Committee (“MRCC”), which focuses on the execution and implementation of directives by the Board and the BRC and the effective management of the risk issues. Four (4) MRCC sub-committees are:

- (a) Operational Risk Control Committee (“ORCC”), focuses on the deliberation of key operational risk issues;
- (b) Recovery Management Committee (“RMC”), focuses on financings turned Non Performing Financing (“NPF”) and the appropriate recovery strategies;
- (c) Shariah Compliance Risk Control Committee (“SCRCC”) for reviewing and deliberating all Shariah risk management issues and ensuring adherence to all Shariah policies and principles at all times; and
- (d) Product Development Committee (“PDC”) focuses on reviewing all existing and new products or services to ensure that all risks associated with them are appropriately identified, assessed, and mitigated prior to launching. Our Product Development Guideline is in line with BNM's Guidelines on Product Transparency and Disclosure, placing a great emphasis on the importance of safeguarding consumer interests through, among others, promoting consumers' awareness and understanding of Islamic banking products and services, and informed decision making.

The Bank has instituted several financing approval committees, Financing Committee A (“FCA”), Financing Committee B (“FCB”), Regional Financing Committee (“RFC”) and Underwriting & Investment Committee (“UIC”), which assess and approve credits or investment proposals within their respective approval authority levels. Financings or investments that are above the specified limit are reviewed by the BFRC.

#### 4.4 Credit Risk

Credit risk arises from all transactions that could lead to actual, contingent or potential claims against any party, borrower or obligor (counterparties). The Bank recognises four types of credit risks in its portfolio:

- (a) Default Risk or the risk that counterparties fail to meet contractual payment obligations;
- (b) Settlement Risk or the risk that the settlement or clearance of transactions will fail;

Di peringkat pengurusan kanan, Bank telah menubuhkan Jawatankuasa Pengurusan Kawalan Risiko (“MRCC”) yang memberi tumpuan pada pelaksanaan arahan oleh Lembaga Pengarah dan BRC serta pengurusan isu risiko yang berkesan. Empat (4) jawatankuasa kecil MRCC adalah:

- (a) Jawatankuasa Kawalan Risiko Operasi (“ORCC”), memberi tumpuan pada isu utama risiko operasi;
- (b) Jawatankuasa Pengurusan Pemulihan Semula (“RMC”), memberi tumpuan pada pembiayaan yang bertukar menjadi Pembiayaan Tak Berbayar (“NPF”) dan strategi pemulihan yang sesuai;
- (c) Jawatankuasa Kawalan Risiko Pematuhan Syariah (“SCRCC”) menyemak dan mempertimbangkan semua isu pengurusan risiko Syariah dan memastikan pematuhan kepada semua polisi dan prinsip Syariah pada setiap masa; dan
- (d) Jawatankuasa Pembangunan Produk (“PDC”) menumpukan kepada penyemakan semua produk atau perkhidmatan sedia ada dan baharu bagi memastikan semua risiko yang berkaitan yang telah dikenal pasti, dinilai dan ditangani dengan sewajarnya sebelum dilancarkan. Garis Panduan Pembangunan Produk Bank adalah sejajar dengan Garis Panduan Ketelusan dan Pendedahan Produk BNM, dengan penekanan utama ke atas penjagaan kepentingan pengguna melalui, antara lainnya, promosi kesedaran dan pemahaman pengguna mengenai produk dan perkhidmatan perbankan Islam serta pembuatan keputusan yang bijak.

Bank telah menubuhkan beberapa jawatankuasa pelulusan pembiayaan, Jawatankuasa Pembiayaan A (“FCA”), Jawatankuasa Pembiayaan B (“FCB”), Jawatankuasa Pembiayaan Wilayah (“RFC”) dan Jawatankuasa Taja Jamin & Pelaburan (“UIC”) yang menilai dan meluluskan cadangan pelaburan atau kredit dalam lingkungan had kuasa kelulusan mereka. Pembiayaan atau pelaburan yang melebihi had yang ditetapkan harus disemak oleh BFRC.

#### 4.4 Risiko Kredit

Risiko kredit berpunca daripada semua urusan niaga yang boleh membawa kepada tuntutan sebenar, luar jangka atau berpotensi terhadap mana-mana pihak, peminjam atau obligor (pihak yang mengurus niaga dengan Bank). Bank mengenal pasti empat (4) jenis risiko kredit dalam portfolionya:

- (a) Risiko Mungkir atau risiko kegagalan pihak yang mengurus niaga dengan Bank memenuhi obligasi kontrak pembayaran;
- (b) Risiko Penyelesaian atau risiko penjelasan urusan niaga gagal;

- (c) Country Risk or the risk that the Bank may suffer a loss in any given country due to any reason; and
- (d) Contingent Financing Risk or the risk that arises from claims/draw downs of approved financings such as bank guarantees.

The management of credit risks is performed by three distinct departments within the Risk Management Division ("RMD"), Credit Analysis, Credit Risk Management & Reporting and Credit Modeling & Analytics and two divisions outside of the RMD domain, namely Credit Administration and Credit Recovery. All five divisions/departments play a crucial role in risk management and control of the credit cycle.

Financings are approved based on a set of principles:

- (a) All financings approved need to conform to risk acceptance criteria, as set by MRCC and, if applicable approved by the BRC. Consistent credit analysis standards are applied across all the financing committees;
- (b) All approved facilities must conform to the Bank's target market and financing strategies;
- (c) Financings are priced to commensurate with the risk taken during the expected life of the transaction; and
- (d) All financings conform to statutory, regulatory, Shariah and internal credit requirements.

The Bank monitors its credit exposures either on a portfolio basis, as is the case for most of its Consumer Financing portfolio, or by annual reviews. The Bank has policies and guidelines in place to pro-actively monitor its portfolio through a set of early warning signals that could trigger immediate reviews of (certain parts) of the portfolio. The affected portfolio or financing is placed on the watchlist to enforce close monitoring and prevent a financing from turning impaired or to increase the chances of full recovery.

A comprehensive limit structure is put in place to ensure that risks taken are within the risk appetite as set by the Board and to avoid credit risk concentration to a single customer, sector, product, Shariah contract, and to any other segments as deemed appropriate.

- (c) Risiko Negara atau kemungkinan risiko kerugian yang mungkin ditanggung oleh Bank di mana-mana negara atas sebarang sebab; dan
- (d) Risiko Pembiayaan Luar Jangka atau risiko yang berpunca daripada tuntutan/pengeluaran pembiayaan yang telah diluluskan, seperti jaminan Bank.

Pengurusan risiko kredit dilaksanakan oleh tiga jabatan berlainan dalam Bahagian Pengurusan Risiko ("RMD"), Analisis Kredit, Pengurusan & Pelaporan Risiko Kredit dan Pemodelan & Analisis Kredit serta dua bahagian di luar domain RMD iaitu Pentadbiran Kredit dan Pemulihan Kredit. Kesemua lima (5) bahagian/jabatan memainkan peranan penting dalam kitaran pengurusan risiko dan kawalan kredit.

Pembiayaan diluluskan berdasarkan prinsip-prinsip berikut:

- (a) Semua pembiayaan yang diluluskan perlu mematuhi kriteria penerimaan risiko seperti yang ditetapkan oleh MRCC dan, jika perlu diluluskan oleh BRC. Standard analisis kredit yang konsisten digunakan oleh keemua jawatankuasa pembiayaan;
- (b) Semua kemudahan yang diluluskan hendaklah mematuhi sasaran pasaran dan strategi pembiayaan Bank;
- (c) Kadar yang ditetapkan bagi pembiayaan adalah setara dengan risiko yang diambil sepanjang tempoh urus niaga; dan
- (d) Kesemua pembiayaan mematuhi keperluan undang-undang, kawal selia, Syariah dan kredit dalaman.

Bank memantau pendedahan kreditnya sama ada berdasarkan portfolio, seperti yang dilaksanakan bagi kebanyakan portfolio Pembiayaan Pengguna, atau melalui semakan tahunan. Bank mempunyai polisi dan garis panduan yang tersedia untuk memantau secara proaktif portfolionya melalui beberapa amaran awal yang boleh mendorong kepada semakan segera terhadap bahagian-bahagian tertentu. Portfolio atau pembiayaan yang terjejas diletakkan di bawah senarai pengawasan bagi pemantauan rapi dan mencegah pembiayaan tersebut daripada terjejas atau untuk meningkatkan peluang pemulihan semula sepenuhnya.

Struktur had yang komprehensif telah diwujudkan bagi memastikan risiko yang diambil adalah dalam had toleransi risiko yang ditetapkan oleh Lembaga Pengarah dan bagi membendung penumpuan risiko kredit kepada seseorang pengguna, sesuatu sektor, produk, kontrak Syariah dan segmen-segmen lain yang sesuai.



Through our risk management system, we can perform up to date granular segment analyses on (parts of) our portfolio, enabling us to pro-actively measure and manage credit risks and detect potential stresses in the portfolio before they become significant problem areas. This, in combination with newly developed application scorecards for most of our Consumer Banking products, have resulted in an improved underwriting criteria as evidenced by the lower levels of impairment over the period in review.

Also our corporate and commercial credit application scorecards have been reviewed and calibrated against external rating models that have proven to be accurate in predicting the probability of default over one (for commercial) and two (for corporate) year time horizons.

Finally, in order to better assess the residual risks after taking into account collateral and other security arrangements, we have introduced a facility rating and have re-rated the corporate and commercial banking portfolios accordingly.

#### 4.5 Market Risk

All the Bank's businesses are subject to the risk that market prices and rates will move, resulting in profit or losses to the Bank. Furthermore, significant or sudden movements in rates could affect the Bank's liquidity/funding position. The Bank is exposed to the following main market/liquidity risk factors:

- (a) Rate of Return or Profit Risk: the potential impact on the Bank's profitability caused by changes in the market rate of return, either due to general market movements or due to issuer/borrower specific causes;
- (b) Foreign Exchange Risk: the impact of exchange rate movements on the Bank's currency positions;
- (c) Equity Investment Risk: the profitability impact on the Bank's equity positions or investments caused by changes in equity prices or values;
- (d) Commodity Inventory Risk: the risk of loss due to movements in commodity prices;
- (e) Displaced Commercial Risk: the risk arising from assets managed by the Bank on behalf of depositors/investors as the Bank follows the practice of potentially foregoing part or all of its *Mudarib* share of profit on these assets; and
- (f) Liquidity Risk: the potential inability of the Bank to meet its funding requirements at a reasonable cost (funding liquidity risk) or its inability to liquidate positions quickly at a reasonable price (market liquidity risk).

Menerusi sistem pengurusan risiko Bank, Bank boleh melakukan analisis segmen granular yang terkini ke atas (bahagian tertentu) portfolio Bank, yang membolehkan Bank mengukur dan menguruskan risiko kredit secara proaktif serta mengesan potensi tekanan dalam portfolio tersebut sebelum ia menjadi lebih rumit. Sistem ini berserta kad penilaian permohonan yang baru dibangunkan untuk kebanyakan produk Perbankan Pengguna Bank, telah menghasilkan peningkatan ke atas kriteria taja jamin seperti yang terbukti menerusi tahap pembiayaan terjejas yang lebih rendah dalam tempoh di bawah tinjauan.

Kad penilaian permohonan kredit komersil dan korporat Bank juga telah disemak dan diselaraskan dengan model penarafan luar yang terbukti tepat dalam meramal kemungkinan berlakunya kemungkiran dalam tempoh satu tahun (untuk komersil) dan dua tahun (untuk korporat).

Akhir sekali, untuk menilai baki risiko dengan lebih baik selepas mengambil kira cagaran dan lain-lain aturan sekuriti, Bank telah memperkenalkan satu penarafan kemudahan dan menaraf semula portfolio korporat dan komersil dengan sewajarnya.

#### 4.5 Risiko Pasaran

Kesemua perniagaan Bank adalah tertakluk pada risiko pergerakan harga dan kadar pasaran yang menentukan keuntungan atau kerugian kepada Bank. Lebih-lebih lagi, pergerakan kadar yang ketara atau secara tiba-tiba boleh menjejaskan kedudukan kecairan/dana Bank. Bank terdedah kepada faktor-faktor utama risiko pasaran/kecairan seperti berikut:

- (a) Kadar Pulangan atau Risiko Keuntungan: Perubahan kadar pulangan pasaran, sama ada disebabkan pergerakan am pasaran atau atas sebab-sebab khusus penerbit/peminjam berpotensi memberi kesan ke atas keuntungan Bank;
- (b) Risiko Pertukaran Mata Wang Asing: kesan pergerakan kadar tukaran ke atas kedudukan mata wang Bank;
- (c) Risiko Pelaburan Ekuiti: kesan keuntungan ke atas kedudukan ekuiti atau pelaburan Bank yang disebabkan oleh perubahan harga atau nilai ekuiti;
- (d) Risiko Inventori Komoditi: risiko kerugian yang disebabkan oleh pergerakan harga komoditi;
- (e) Risiko Komersil Teranjak: risiko yang timbul daripada aset yang diuruskan oleh Bank bagi pihak pendeposit/pelabur kerana Bank mematuhi amalan kemungkinan menyetepikan sebahagian atau semua bahagian keuntungan *Mudarib* ke atas aset tersebut; dan
- (f) Risiko Kecairan: Potensi Bank tidak berupaya untuk memenuhi keperluan dana pada kos yang munasabah (risiko kecairan pembiayaan) atau ketidakupayaan membubarkan kedudukannya dengan segera pada harga yang munasabah (risiko kecairan pasaran).

Market risks in both the trading and banking portfolios are managed by the Market Risk and Analytics Department (“MRAD”). MRAD identifies the various risk factors, measures exposures to these factors using appropriate tools and theoretical models and assesses the Bank’s ability to effectively manage the resulting risks. Limits commensurate with the Bank’s risk appetite are set at various levels and monitored on a daily basis with strict approval and escalation procedures in case of any breach. The limit structure is complemented with the Value at Risk analysis to arrive at a holistic measure for the maximum expected one-day loss on our trading portfolio within a 99% confidence interval using historical simulation and stress tests to capture unexpected losses. RMD recognises the limitations of theoretical models and is committed to continuously improve on the assumptions used by performing periodical back tests.

A comprehensive set of tools is used to measure the liquidity and profit rate gaps in the banking book and is deliberated monthly at Asset and Liability Management (“ALCO”). Bank Islam has adopted the liquidity framework introduced by BNM based on the contractual and behavioural cash flow assumptions derived from the Bank’s assets, liabilities and off balance sheet commitments.

#### 4.6 Operational Risk

Bank Islam defines Operational Risk in line with Basel’s BIS definition. Operational risk is the risk of losses resulting from inadequate or failed internal processes, people and systems or from external events, which includes legal risk and Shariah non-compliance risk but excludes strategic and reputational risk.

While external events are not always within our control, we intend to mitigate the impact of such events where feasible and practicable.

Operational risks are managed by the Operational Risk Management Department (“ORMD”) who ensure the safety and soundness of Bank Islam’s operating environment on an ongoing basis.

The objectives of ORMD include:

- (a) To proactively manage operational risk in a comprehensive manner within the defined framework;
- (b) To ensure that operational risks are properly identified, addressed, monitored, managed and reported in a structured, systematic and consistent manner; and
- (c) Analysing internal and external trends to assist in forecasting and predicting potential risk events and their impacts.

Risiko pasaran bagi portfolio urus niaga dan perbankan diuruskan oleh Jabatan Analitis dan Risiko Pasaran (“MRAD”). MRAD mengenal pasti pelbagai faktor risiko, menilai pendedahan kepada faktor-faktor tersebut menggunakan kaedah dan model teori yang sesuai serta menilai keupayaan Bank mengurus risiko yang terhasil secara berkesan. Had yang setara dengan had toleransi risiko Bank ditetapkan dipelbagai peringkat dan dipantau setiap hari dengan prosedur laporan dan kelulusan yang ketat sekiranya berlaku sebarang pelanggaran. Struktur had ini dilengkapi dengan analisis Nilai Berisiko (*Value at Risk*) bagi penilaian holistik terhadap jangkaan kerugian harian maksimum atas portfolio urus niaga dengan jeda keyakinan pada kadar 99%. Ianya menggunakan simulasi lampau dan ujian tekanan bagi mengambil kira kerugian yang tidak dijangka. RMD sedia maklum bahawa terdapat beberapa kelemahan model teori dan komited untuk terus memperbaiki andaian yang digunakan melalui ujian berkala.

Satu kaedah yang komprehensif digunakan bagi menilai kecairan dan jurang kadar keuntungan Bank dan ianya dibincangkan setiap bulan dalam mesyuarat Pengurusan Aset dan Liabiliti (“ALCO”). Bank Islam telah mengguna pakai rangka kerja kecairan yang diperkenalkan oleh BNM berdasarkan andaian aliran tunai di bawah kontrak dan kelakuan aliran tunai yang terhasil daripada aset, liabiliti dan komitmen luar jangka kunci kira-kira Bank.

#### 4.6 Risiko Operasi

Bank Islam mentakrifkan Risiko Operasi selaras dengan takrif BIS Basel. Risiko operasi adalah risiko kerugian yang terhasil daripada ketidakcukupan atau kegagalan proses dalaman, warga kerja dan sistem dalaman atau daripada peristiwa luar, yang merangkumi risiko perundangan dan risiko ketidakpatuhan Syariah tetapi tidak termasuk risiko strategi dan reputasi.

Walaupun peristiwa luar berada di luar kawalan, Bank berhasrat mengurangkan impak daripada peristiwa tersebut di mana wajar dan praktikal.

Risiko operasi diuruskan oleh Jabatan Pengurusan Risiko Operasi (“ORMD”) yang memastikan keselamatan dan kesempurnaan persekitaran operasi Bank Islam secara berterusan.

Objektif ORMD termasuk:

- (a) Untuk menguruskan risiko operasi secara proaktif dan menyeluruh dalam rangka kerja yang ditetapkan;
- (b) Untuk memastikan bahawa risiko operasi dikenal pasti, ditangani, dipantau, diuruskan dan dilaporkan sewajarnya secara berstruktur, sistematik dan konsisten; dan
- (c) Menganalisis aliran luar dan dalaman bagi membantu dalam ramalan kebarangkalian berlakunya peristiwa berisiko serta impaknya.

ORMD provides/uses various tools and techniques to assess, monitor and manage operational risks across all the Bank's businesses and support units:

- (a) Management Awareness Self Assessment ("MASA"): a tool, also called Risk Control Self Assessment ("RCSA"), for the business/support unit to self-assess their risks and the effectiveness of their internal controls so as to provide reasonable assurance that business objectives can be met;
- (b) Risk Loss Event Management and Reporting ("RLEMR"): for fostering a consistent and robust risk/loss event reporting culture. This facilitates the building of a centralised risk loss event database in line with Basel BIS 2 requirements;
- (c) Key Risk Indicators ("KRI"): tracks and reports pre-warning signals of the changes in the level of risks and the effectiveness of controls across business and support units;
- (d) Risk Analyses and Reporting ("RAR"): qualitative and quantitative results from various operational risk tools as well as audits and regulatory inspections are analysed and reported to provide all relevant management levels with regular reports on the operational risk profile; and
- (e) Process Risk Mapping ("PRM"): identifies key risks and controls in the end to end transaction processing cycle supporting a product or a service with the objective of ascertaining that controls are in place, appropriate, adequate and effective.

ORMD also manages the Bank's Business Continuity Management ("BCM") process to ensure that the impacts of business disruption are minimised and to provide an acceptable level of business until normal business operations can resume. Key BCM building blocks include:

- (a) Establishment of ownership, roles and responsibilities for ensuring the effectiveness of the Bank's BCM programme;
- (b) Risk analysis assesses the factors that may cause or worsen the impact of a disruption;
- (c) Business Impact analysis ("BIA") quantifies and qualifies the impacts to establish the Bank's critical business units, recovery priorities and recovery timeframe;
- (d) Recovery strategies address a minimum loss of workspace, loss of vital records, IT system failure, loss of key personnel and failure by dependency on outsourced service providers;

ORMD menyediakan/menggunakan pelbagai alat dan teknik untuk menilai, memantau dan menguruskan risiko operasi dalam keseluruhan unit perniagaan dan sokongan Bank:

- (a) Penilaian Kendiri Kesedaran Pengurusan ("MASA"): juga dipanggil Penilaian Kendiri Kawalan Risiko ("RCSA"), satu alat bagi membolehkan unit perniagaan/sokongan menilai sendiri risiko dan keberkesanan kawalan dalaman mereka bagi menyediakan jaminan munasabah bahawa objektif perniagaan boleh dicapai;
- (b) Pengurusan dan Pelaporan Peristiwa Kerugian Risiko ("RLEMR"): untuk memupuk budaya pelaporan peristiwa risiko/kerugian yang konsisten dan mantap. Ini membantu membina pangkalan data berpusat bagi peristiwa kerugian risiko sejajar dengan kehendak Basel BIS 2;
- (c) Penunjuk Utama Risiko ("KRI"): mengesan dan melaporkan tanda amaran awal dalam perubahan tahap risiko dan keberkesanan kawalan di seluruh unit perniagaan dan sokongan;
- (d) Analisis dan Laporan Risiko ("RAR"): keputusan kualitatif dan kuantitatif daripada pelbagai kaedah risiko operasi serta pemeriksaan audit dan kawal selia dianalisis dan dilaporkan bagi menyediakan laporan berkala mengenai profil risiko operasi kepada peringkat pengurusan yang berkenaan; dan
- (e) Pemetaan Proses Risiko ("PRM"): mengenal pasti risiko dan kawalan utama dalam kitaran pemprosesan urus niaga hujung-ke-hujung yang menyokong sesuatu produk atau perkhidmatan dengan matlamat untuk memastikan bahawa kawalan telah disediakan, bersesuaian, mencukupi dan berkesan.

ORMD juga menguruskan proses Pengurusan Kesenambungan Perniagaan ("BCM") Bank bagi memastikan bahawa impak gangguan perniagaan dikurangkan dan bagi menyediakan tahap perniagaan yang boleh diterima sehingga operasi perniagaan yang lazim boleh disambung semula. Asas utama BCM merangkumi:

- (a) Penentuan pemilikan, peranan dan tanggungjawab bagi memastikan keberkesanan program BCM Bank;
- (b) Analisis risiko menilai faktor yang mungkin menyebabkan atau memburukkan impak sesuatu gangguan;
- (c) Analisis Impak Perniagaan ("BIA") menyatakan kuantiti dan melayakkan impak tersebut bagi mewujudkan unit perniagaan kritikal, keutamaan pemulihan dan rangka masa pemulihan Bank;
- (d) Strategi pemulihan menangani kehilangan ruang kerja yang minimum, kehilangan rekod penting, kegagalan sistem IT, kehilangan kakitangan utama dan kegagalan ekoran bergantung kepada penyedia khidmat luar;

- (e) Regular review and maintenance of the Business Continuity Plan (“BCP”);
- (f) Emergency response plan addresses incidents and potential crises in a timely, effective and well coordinated manner; and
- (g) Annual attestation of business continuity preparedness by management.

#### 4.7 Shariah Compliance

Shariah Compliance Risk (“SCR”) is one the unique risks for Islamic banks in addition to other generic risks of Islamic bank, e.g., rate of return risk, displaced commercial risk and equity investment risk. This means that Shariah compliance considerations are taken into account in all Islamic banks’ activities. From Bank Islam’s perspective, SCR refers to risks arising from Bank Islam’s failure to comply with Shariah rules and principles determined by the Shariah regulatory councils i.e. SAC of BNM, SAC of Securities Commission and SSC of Bank Islam.

In managing SCR, clear responsibilities are assigned to various functions, which are responsible for developing strategies to identify, assess, monitor and control/mitigate SCR, and designing and implementing the SCR Management (“SCRM”), its methodology and reporting system in the Bank. These include Board of Directors (including BRC), MRCC, SCRCC, Shariah Department (“SD”), Shariah audit function of Internal Audit Division (“IAD”) as well as line managers and all staff of Bank Islam. The above is guided by a SCRM Policy and the policy is supplemented by several Shariah guidelines and Shariah Compliance Manual.

As part of Bank Islam’s efforts to improve the oversight on the SCRM at the Board level, the Bank has implemented “cross attendance” in the BRC and SSC meetings whereby two of the SSC members attend the BRC meeting and vice versa. At management level, Bank Islam has established the SCRCC, which deliberates all Shariah non-compliances tracked by the SD and its rectification plans and recommends acceptable standards of internal control and appropriate mechanism(s) to ensure effective and efficient Shariah compliance risk management across the Bank.

- (e) Semakan dan penyelenggaraan berkala ke atas Pelan Kesenambungan Perniagaan (“BCP”);
- (f) Pelan tindak balas kecemasan menangani insiden dan potensi krisis dengan cara yang teratur, berkesan dan diselaraskan dengan baik; dan
- (g) Pengakuan tahunan oleh pihak Pengurusan mengenai kebersediaan kesinambungan perniagaan.

#### 4.7 Pematuhan Syariah

Risiko Pematuhan Syariah (“SCR”) merupakan salah satu risiko unik bagi perbankan Islam, disamping risiko genetik perbankan Islam yang lain, contohnya risiko kadar pulangan, risiko komersil teranjak dan risiko pelaburan ekuiti. Ini bermakna bahawa pertimbangan pada pematuhan Syariah diambil kira dalam semua aktiviti perbankan Islam. Daripada perspektif Bank Islam, SCR merujuk risiko akibat kegagalan Bank Islam mematuhi peraturan dan prinsip Syariah yang ditetapkan oleh majlis pengawalseliaan Syariah, iaitu SAC BNM, SAC Suruhanjaya Sekuriti dan SSC Bank Islam.

Dalam pengurusan SCR, tanggungjawab yang jelas ditugaskan kepada pelbagai fungsi yang bertanggungjawab menyediakan strategi bagi mengenal pasti, menilai, memantau dan mengawal/mengurangkan SCR, serta membentuk dan melaksanakan Pengurusan SCR (“SCRM”), kaedah dan sistem pelaporannya dalam Bank. Ini termasuk Lembaga Pengarah (termasuk BRC), MRCC, SCRCC, Jabatan Syariah (“SD”), fungsi audit Syariah Bahagian Audit Dalaman (“IAD”) serta pengurus-pengurus jabatan dan semua kakitangan Bank Islam. Semua di atas adalah berpandukan polisi SCRM yang disokong oleh beberapa garis panduan Syariah dan Manual Pematuhan Syariah.

Sebagai sebahagian daripada usaha Bank Islam untuk meningkatkan pemantauan ke atas SCRM di peringkat Lembaga Pengarah, Bank telah melaksanakan “kehadiran silang” dalam mesyuarat BRC dan SSC, di mana dua ahli SSC menghadiri mesyuarat BRC dan sebaliknya. Di peringkat pengurusan, Bank Islam telah menubuhkan SCRCC yang membincangkan semua isu ketidakpatuhan Syariah yang dipantau oleh SD dan langkah pembetulannya dan mencadangkan standard kawalan dalaman yang boleh diterima dan mekanisme yang sesuai untuk memastikan pengurusan risiko pematuhan Syariah yang cekap dan berkesan di seluruh Bank.



SD supports the SSC in providing day-to-day Shariah advice to the business and support units based on the decisions of the Shariah regulatory councils, as well as to work independently of the business and support units in facilitating the process of identifying, measuring, controlling and monitoring SCRs inherent in the Bank's operations and activities. The department also participates in conducting Shariah assessment, audit and other activities together with other relevant business and risk management units, financing committees and IAD.

#### 4.8 Capital Management

Bank Islam has implemented a comprehensive capital management framework in line with BNM's Capital Adequacy Framework ("CAFIB") for Islamic Banks, to ensure that there is sufficient capital to support the expected losses of the Bank's business activities. Currently the Bank has adopted the Standardised Approach for both credit and market risk and the Basic Indicator Approach for operational risk. The year-end Risk Weighted Capital ratio (before proposed dividend) stood at 17%, well above BNM's minimum requirement of 10%.

In order to ensure that the Bank's capital can withstand unexpected losses, which can be significantly higher than the expected losses in the Bank's business portfolio during normal business environments, RMD performs regular parametric and scenario based stress tests.

#### 4.9 Stress testing

The Risk Management Division undertakes periodical stress tests across its entire portfolio of credit, market, asset and liability and operational risks in order to ensure that the Bank remains viable, even under highly severe, i.e. unlikely but plausible stress conditions. At least once every quarter, BRC will deliberate on the potential economic and other stress events that could materialise over the next 1 to 3 years, such as a double-dip recession, a severe housing crash or a sudden inflation spike. Risk management will then assess the potential impact of such events at various levels of severity and discuss the outcome with senior management and BRC. Over and above these scenario-based stress tests, the Bank is also developing a reverse stress test methodology where various main risk drivers are being stressed until non-viability of the Bank. The Board will then assess the likelihood of such (combination) of events and take action if needed. If any historical, scenario-based or reverse stress test shows a plausible likelihood of non-viability of the Bank, the Board will instruct the management to take immediate action, such as freezing certain business activities, unwinding security portfolios or implementing appropriate hedge programmes.

SD membantu SSC dalam memberi khidmat nasihat harian kepada unit perniagaan dan unit sokongan berasaskan keputusan majlis kawal selia Syariah, serta melakukannya secara sendiri dalam memudahkan proses mengenal pasti, menilai, mengawal dan memantau SCR dalam aktiviti dan operasi Bank. Jabatan ini turut membuat penilaian Syariah, audit dan aktiviti lain bersama dengan unit perniagaan lain yang berkaitan dan unit Pengurusan risiko, jawatankuasa pembiayaan dan IAD.

#### 4.8 Pengurusan Modal

Bank Islam telah melaksanakan rangka kerja pengurusan modal yang komprehensif sejajar dengan Rangka Kerja Kecukupan Modal BNM untuk Bank-bank Islam ("CAFIB"), bagi memastikan terdapat modal yang mencukupi untuk menampung jangkaan kerugian daripada aktiviti-aktiviti perniagaan Bank. Pada masa ini, Bank telah menggunakan pakai Pendekatan Berpiawai untuk kedua-dua risiko kredit dan pasaran serta Pendekatan Penunjuk Asas untuk risiko operasi. Nisbah Modal Berwajaran Risiko akhir tahun (sebelum cadangan dividen) berada pada kadar 17%, jauh di atas keperluan minimum BNM iaitu sebanyak 10%.

Bagi memastikan modal Bank mampu menghadapi kerugian yang tidak dijangka, yang berkemungkinan lebih tinggi berbanding jangkaan kerugian dalam portfolio perniagaan Bank dalam persekitaran perniagaan yang lazim, RMD menjalankan ujian tekanan berkala berasaskan parameter dan senario.

#### 4.9 Ujian Tekanan

Bahagian Pengurusan Risiko menjalankan ujian tekanan berkala ke atas semua portfolio risiko kredit, pasaran, aset dan liabiliti serta operasi bagi memastikan Bank kekal berdaya maju, walaupun dalam keadaan tekanan yang tinggi (iaitu keadaan yang tidak mungkin berlaku tetapi munasabah). Sekurang-kurangnya sekali setiap suku tahun, BRC akan membincangkan senario ekonomi dan lain-lain senario tekanan yang berpotensi untuk berlaku dalam jangka masa 1 hingga 3 tahun akan datang, seperti kegawatan ekonomi berganda, kejatuhan pasaran hartanah yang teruk dan kenaikan inflasi yang mendadak. Pengurusan risiko kemudiannya akan menilai impak yang mungkin berlaku akibat senario tersebut mengikut tahap keamatan dan membincangkan keputusannya dengan pihak pengurusan kanan serta BRC. Selain daripada ujian tekanan berasaskan senario ini, Bank juga sedang merangka satu kaedah ujian tekanan berbalik di mana pelbagai pemicu risiko utama diberi tekanan sehingga Bank tidak berdaya maju. Lembaga Pengarah kemudian akan menilai kebarangkalian berlakunya (kombinasi) senario terbabit dan mengambil tindakan jika perlu. Sekiranya sebarang ujian tekanan berasaskan senario, sejarah atau ujian berbalik menunjukkan kebarangkalian tinggi bahawa Bank akan kehilangan daya majunya, Lembaga Pengarah akan mengarahkan pihak pengurusan kanan untuk mengambil tindakan segera, seperti membekukan aktiviti perniagaan tertentu, membubarkan portfolio sekuriti atau melaksanakan program lindung nilai yang sewajarnya.

#### 4.10 Internal Capital Adequacy Assessment Process

During the period under review, the Bank has made progress on the so called Internal Capital Adequacy Assessment Process or ICAAP which is expected to be fully implemented by the year 2012. ICAAP is a methodology for assessing additional risks and the related capital charges not considered under the CAFIB Pillar 1 capital assessment. Each of these risks are identified, assessed and subsequently evaluated based on their materiality and where required an additional capital charge will be assigned. One or more dynamic stress test are conducted to ensure that over a 3-year period the risk weighted capital ratio does not fall below a minimum required level as set out in the Bank's risk appetite statement. If the stress test indicates that there might be a capital shortfall during that period, the Bank will need to conduct a comprehensive capital planning exercise to address the potential shortfall if and when it materialises.

#### 5.0 INTERNAL AUDIT FUNCTION

Bank Islam's IAD undertakes the audit of entities within Bank Islam and subsidiaries of the Bank based on an annual Audit Plan approved by the AEC. The Audit Plan that adopts a risk-based approach to audit, covers the review of adequacy of risk management and operational controls, compliance with laws and regulations, quality of assets and management efficacy. The Internal audits highlight control and process weaknesses and makes appropriate recommendations for improvement to Management.

Its authority is provided in the Audit Charter, which formally documents the roles, duties and responsibilities of IAD and relationship with the Board, AEC, Management, external auditors and regulators.

IAD is committed to enhancing the audit processes through providing advisory services, upgrading staff competencies and conducting audits in accordance to industry best practices. Overall, IAD was instrumental in facilitating a sound internal control environment and promoting a compliant culture within the Bank and its subsidiaries.

#### 4.10 Proses Penilaian Kecukupan Modal Dalam

Semasa tempoh di bawah tinjauan, Bank telah mencapai kemajuan dalam Proses Penilaian Kecukupan Modal Dalam atau ICAAP yang dijangka akan dilaksanakan sepenuhnya menjelang tahun 2012. ICAAP ialah satu kaedah untuk menilai risiko tambahan dan caj modal berkaitan yang tidak diambil kira di bawah penilaian modal CAFIB Pillar 1. Setiap risiko ini dikenal pasti, disemak dan seterusnya dinilai berdasarkan materialiti dan jika perlu caj modal tambahan akan dikenakan. Satu atau lebih ujian tekanan dinamik akan dijalankan bagi memastikan bahawa dalam tempoh 3 tahun, nisbah modal berwajaran risiko tidak jatuh di bawah tahap minimum yang diperlukan seperti yang ditetapkan oleh penyata risiko Bank. Sekiranya ujian tekanan tersebut menunjukkan terdapat kemungkinan kekurangan modal dalam tempoh tersebut, Bank perlu mengambil langkah perancangan modal yang komprehensif bagi menangani kemungkinan tersebut.

#### 5.0 FUNGSI AUDIT DALAMAN

IAD Bank Islam melaksanakan pengauditan ke atas entiti dalam Bank Islam dan subsidiari-subsidiarinya berdasarkan Pelan Audit tahunan yang telah diluluskan oleh AEC. Pelan Audit tersebut yang mengguna pakai pendekatan berasaskan risiko ke atas pengauditan, meliputi semakan kecukupan pengurusan risiko dan kawalan operasi, pematuhan kepada undang-undang dan peraturan, kualiti aset dan keberkesanan pengurusan. Audit dalaman melaporkan kelemahan kawalan dan proses serta membuat cadangan peningkatan yang sewajarnya kepada pihak Pengurusan.

Autoritinya dinyatakan dalam Piagam Audit, yang mendokumentasikan secara formal peranan, tugas dan tanggungjawab IAD serta hubungannya dengan Lembaga Pengarah, AEC, pihak Pengurusan, juruaudit luar dan pengawal selia.

IAD komited untuk mempertingkatkan proses audit dengan memberikan khidmat nasihat, menaik taraf kecekapan kakitangan dan mengendalikan proses audit sejajar dengan amalan terbaik industri. Secara keseluruhan, IAD memainkan peranan penting dalam mewujudkan persekitaran kawalan dalaman yang mantap serta menggalakkan budaya pematuhan dalam Bank dan subsidiarinya.

## 6.0 ACCOUNTABILITY AND AUDIT

### 6.1 Financial Reporting

The Board takes responsibility for presenting a balanced and comprehensive assessment of Bank Islam's operations and prospects each time it releases its quarterly and annual financial statements to its shareholders. The Board ensures financial statements are properly drawn up in accordance with the provision of the Companies Act 1965, approved accounting standards in Malaysia, BNM Guidelines and Shariah requirements. The Board is assisted by the AEC in scrutinising information to be disclosed to ensure accuracy, adequacy, completeness and transparency.

### 6.2 Statement on Internal Control

The Board recognises the importance of maintaining a sound system of internal controls and risk management practices as well as good corporate governance. The Board exercises overall responsibility in identifying, evaluating and reviewing the adequacy and integrity of Bank Islam's internal controls and its effectiveness. The Board recognises that risks cannot be eliminated completely. As such, systems and processes have been put in place to provide reasonable assurance and not absolute assurance of effectiveness against material misstatement of financial information or against any losses and fraud.

The Board is of the view that the internal control framework that has been instituted throughout Bank Islam is sufficient to safeguard the shareholders' investment, customers' interest and Bank Islam's assets. Nevertheless, reviews are continuously carried out to ensure the effectiveness of the system.

BRC was established to further strengthen Bank Islam's risk management process, where it meets regularly with the objective of assisting the Board in managing Bank Islam's range of inter-related risks in an integrated manner.

The key processes that the Board has established in reviewing the integrity of the system of internal controls are as follows:

- (a) The management of Bank Islam is delegated to the Managing Director, whose role and responsibilities, and authority limits are set by the Board. The appointment of the Managing Director requires the approval of the Board;
- (b) Specific responsibilities have been delegated to the relevant Board Committees, based on their respective terms of reference. These Committees have the authority to examine all matters within their scope of responsibility and submit their recommendations to the Board. The ultimate responsibility for the final decision on all matters, however, lies with the entire Board;

## 6.0 AKAUNTABILITI DAN AUDIT

### 6.1 Laporan Kewangan

Lembaga Pengarah bertanggungjawab membentangkan penilaian yang seimbang dan menyeluruh tentang operasi dan prospek Bank Islam kepada pemegang sahamnya setiap kali penyata kewangan suku tahunan dan tahunan diterbitkan. Lembaga Pengarah memastikan penyata kewangan disediakan dengan betul mengikut peruntukan Akta Syarikat 1965, piawaian perakaunan yang diluluskan di Malaysia, Garis Panduan BNM dan keperluan Syariah. Lembaga Pengarah dengan bantuan AEC meneliti maklumat yang akan didedahkan bagi memastikan maklumat berkenaan tepat, cukup, lengkap dan telus.

### 6.2 Penyata Kawalan Dalaman

Lembaga Pengarah mengiktiraf kepentingan mengekalkan sistem kawalan dalaman dan amalan pengurusan risiko yang mantap serta tadbir urus korporat yang baik. Lembaga Pengarah bertanggungjawab sepenuhnya untuk mengenal pasti, menilai dan menyemak kecukupan dan integriti kawalan dalaman Bank Islam serta keberkesanannya. Lembaga Pengarah sedia maklum bahawa risiko tidak boleh dihapuskan sepenuhnya. Justeru itu, beberapa sistem dan proses telah disediakan bagi memberi jaminan berwajaran dan bukan jaminan mutlak ke atas keberkesanannya menghindari berlakunya kesilapan penting mengenai maklumat kewangan atau sebarang kerugian dan penipuan.

Lembaga Pengarah berpendapat bahawa rangka kerja kawalan dalaman yang digunakan di seluruh Bank Islam adalah mencukupi untuk melindungi pelaburan pemegang saham, kepentingan pelanggan dan aset-aset Bank Islam. Walaubagaimanapun, semakan dijalankan secara berterusan bagi memastikan keberkesanan sistem tersebut.

BRC ditubuhkan bagi memperkukuhkan lagi proses pengurusan risiko Bank Islam, di mana mesyuaratnya diadakan dari masa ke semasa bagi membantu Lembaga Pengarah menguruskan pelbagai risiko Bank Islam yang saling berkait secara bersepadu.

Proses utama yang telah disediakan oleh Lembaga Pengarah bagi menyemak integriti sistem kawalan dalaman adalah seperti berikut:

- (a) Pengurusan Bank Islam diserahkan kepada Pengarah Urusan, yang mana peranan, tanggungjawab serta had kuasanya ditetapkan oleh Lembaga Pengarah. Pelantikan Pengarah Urusan memerlukan kelulusan Lembaga Pengarah;
- (b) Tanggungjawab khusus telah diagihkan kepada Jawatankuasa Lembaga Pengarah yang berkaitan, berdasarkan terma rujukan masing-masing. Kesemua Jawatankuasa ini mempunyai kuasa untuk meneliti semua perkara dalam skop tanggungjawab mereka dan menyerahkan saranan mereka kepada Lembaga Pengarah. Bagaimanapun, tanggungjawab mutlak untuk membuat keputusan akhir adalah milik Lembaga Pengarah;

- (c) Delegation of authority, including limits at various levels of management and those requiring the Board's approval, are documented and designed to ensure proper accountability and responsibility;
- (d) Policies and procedure manuals for key processes are documented and regularly reviewed and updated for application across Bank Islam;
- (e) AEC regularly reviews reports on the adequacy and integrity of Bank Islam's internal control systems and management information system including systems for compliance with applicable laws, regulations, rules, directives and guidelines as identified by the internal auditors, the external auditors and regulatory authorities. It also reviews the adequacy and comprehensiveness of the internal audit process, scope of audits, competency of the auditors and independence of the Internal Audit function;
- (f) Bank Islam's annual business plan and budget are submitted to the Board for approval. In addition, variances between actual and targeted results are also presented on a monthly basis. This allow for timely responses and corrective actions to be taken to mitigate risks;
- (g) The Internal Audit function reports to the AEC, performs regular reviews of the processes to assess their effectiveness and highlights any significant risks affecting Bank Islam. The AEC reviews the internal auditors scope of work and resources annually, via the Audit Plan and budget submitted;
- (h) AEC regularly reviews and holds discussions with Management on actions taken to address lapses in internal controls and issues identified in reports prepared by the internal auditors, external auditors and regulatory authorities; and
- (i) BRC regularly reviews risk profiles based on a range of key risk indicators, as well as other risk assessment tools.

### 6.3 Relationship with External Auditors

Bank Islam, through the AEC, has established an appropriate and transparent relationship with the external auditors, where they meet at least once a year, without the presence of Management when the annual audited accounts and reports are presented to the Board for approval.

- (c) Pengagihan kuasa, termasuk had pada pelbagai peringkat pengurusan serta yang memerlukan kelulusan Lembaga Pengarah, didokumentasikan dan distruktur bagi memastikan akauntabiliti dan tanggungjawab yang sewajarnya;
- (d) Manual polisi dan prosedur untuk proses utama didokumentasikan dan disemak serta dikemas kini secara berkala untuk diaplikasikan di seluruh Bank Islam;
- (e) AEC menyemak secara berkala laporan tentang kecukupan dan integriti sistem kawalan dalaman dan sistem maklumat pengurusan termasuk sistem pematuhan terhadap undang-undang, peraturan, arahan, perintah dan garis panduan terpakai seperti yang dikenal pasti oleh juruaudit dalaman, juruaudit luar dan pihak pengawalseliaan. Ia juga menjalankan semakan ke atas kecukupan dan keberkesanan proses audit dalaman, skop audit, kecekapan juruaudit dan kebebasan fungsi Audit Dalaman;
- (f) Pelan perniagaan dan belanjawan tahunan Bank Islam diserahkan kepada Lembaga Pengarah untuk kelulusan. Selain itu, perbezaan antara keputusan sebenar dan sasaran juga dibentangkan setiap bulan. Ini membolehkan maklumbalas segera dan tindakan pembetulan diambil bagi mengurangkan risiko;
- (g) Fungsi Audit Dalaman adalah melaporkan kepada AEC, menjalankan semakan berkala ke atas proses-proses bagi menilai keberkesananannya serta melaporkan sebarang risiko penting yang memberi kesan kepada Bank Islam. AEC menyemak skop kerja dan sumber-sumber juruaudit dalaman setiap tahun menerusi Pelan Audit dan belanjawan yang diserahkan;
- (h) AEC menyemak dan mengadakan perbincangan secara berkala dengan pihak Pengurusan mengenai tindakan-tindakan yang diambil bagi menangani kelemahan kawalan dalaman dan isu yang dikenal pasti dalam laporan yang disediakan oleh juruaudit dalaman, juruaudit luar dan pihak pengawalseliaan; dan
- (i) BRC menyemak profil risiko secara berkala menggunakan beberapa penunjuk risiko utama serta lain-lain alat penilaian risiko.

### 6.3 Hubungan dengan Juruaudit Luar

Bank Islam, melalui AEC, telah mewujudkan hubungan yang wajar dan telus dengan juruaudit luar. Mereka bermesyuarat sekurang-kurangnya setahun sekali tanpa kehadiran pihak Pengurusan apabila akaun dan laporan tahunan yang telah diaudit dibentangkan kepada Lembaga Pengarah untuk kelulusan.



# Ethics, Integrity & Trust

## Etika, Integriti & Amanah

In the service industry, Bank Islam has achieved a good standing as a banking and financial institution that interlaces ethics, integrity and trust in every facet. The Bank has taken steps in ensuring the public's confidence and trust to sustain credibility and minimise risk of unethical or disingenuous conduct by the Bank's employees and customers.

Dalam industri perkhidmatan, Bank Islam telah mencapai kedudukan yang baik sebagai sebuah institusi perbankan dan kewangan yang menjalinkan etika, integriti dan amanah dalam setiap aspek. Bank telah mengambil beberapa langkah bagi memastikan keyakinan dan kepercayaan orang ramai terpelihara demi mengekalkan kredibiliti dan meminimumkan risiko disebabkan amalan tidak beretika atau ketidakjujuran oleh kakitangan dan pelanggan Bank.

To deliver steadfast financial services and solutions of global standards, the Bank leverages on the foundation of the greatness of Islamic conduct that values principles of integrity, honesty and responsibility. Thus, expectations of customers and the public are realised.

The formalisation of codes and policies which are issued to all employees represents the essential assurance in building a culture of trust and integrity in a form of visible documentation. Amongst such codes are the Whistle-Blowing Procedure and the Anti-Money Laundering Policy.

### WHISTLE-BLOWING PROCEDURE

The Whistle-Blowing Procedure is established to provide an avenue for immediate reporting and/or disclosing any wrong doings, malpractices or irregularities, committed by employees and/or external parties against the Bank's interest, which includes the following:

- Breach of policies and procedures;
- Fraud, embezzlement, corruption or dishonesty;
- Actions which could cause physical danger to another person or give rise to a risk of damage to properties/assets;
- Forgery or alteration of any documents belonging to the Bank, customers, another financial institution, or agents of the Bank;
- Profiteering as a result of insider knowledge;
- Misuse of position;

Bank menggunakan asas kesyumulan perlakuan Islam yang menghargai prinsip integriti, kejujuran dan tanggungjawab bagi memberikan perkhidmatan dan penyelesaian kewangan bertaraf global yang mantap. Dengan itu, Bank dapat merealisasikan harapan para pelanggan dan masyarakat.

Pemformalan kod dan dasar yang dikeluarkan kepada semua kakitangan melambangkan jaminan penting dalam membina budaya beramanah dan berintegriti dalam bentuk dokumentasi yang dapat dilihat. Antara kod dan dasar tersebut ialah Prosedur Pemberian Maklumat dan Dasar Pencegahan Pengubahan Wang Haram.

### PROSEDUR PEMBERIAN MAKLUMAT

Prosedur Pemberian Maklumat diwujudkan untuk menyediakan saluran bagi melaporkan dan/atau mendedahkan dengan segera apa-apa salah laku, penyelewengan atau pelanggaran undang-undang yang dilakukan oleh kakitangan dan/atau pihak luar terhadap kepentingan Bank, termasuk yang berikut:

- Pelanggaran dasar dan prosedur;
- Penipuan, penggelapan wang, rasuah atau ketidakjujuran;
- Tindakan yang boleh mengakibatkan bahaya fizikal kepada orang lain atau menimbulkan risiko kerosakan pada harta benda/aset;
- Pemalsuan atau pemindaan apa-apa dokumen milik Bank, pelanggan, institusi kewangan yang lain atau ejen Bank;
- Pengautan keuntungan hasil daripada maklumat orang dalam;
- Penyalahgunaan kedudukan;

- Breach of Bank Negara Malaysia Guideline BNM/GP7;
- Any other similar or related irregularities; and
- Any other wrongdoings as may be determined by Board Risk Committee to be included in the scope of this procedure, from time to time.

## ANTI-MONEY LAUNDERING POLICY

Bank Islam will conduct its business in conformity with high ethical standards and will adhere to all Shariah laws and regulations pertaining to financial institutions. While it is accepted that the Bank may not always be able to determine whether a transaction originates from, or is part of, any unlawful activities, the Bank will conduct its business in compliance with the following general principles:

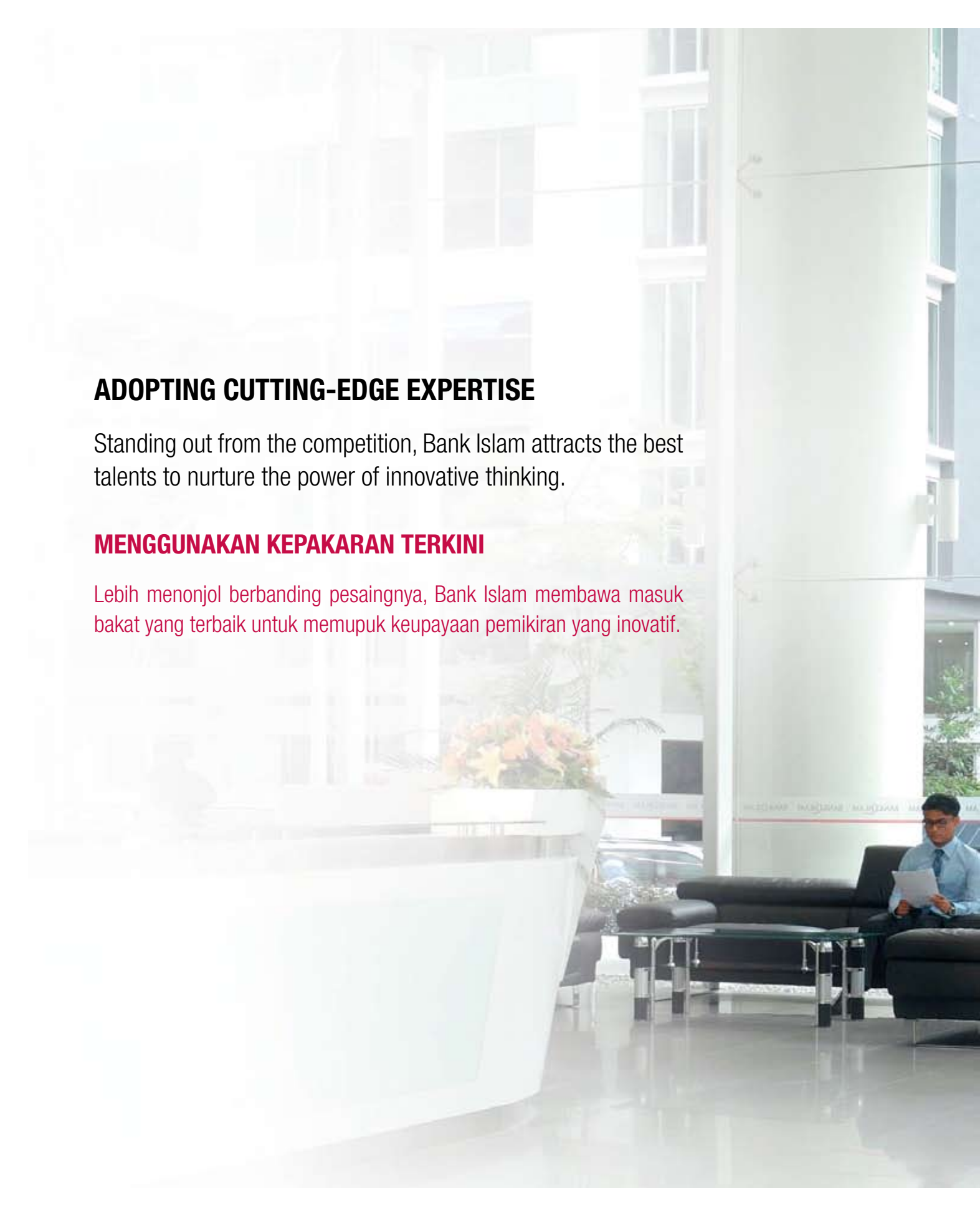
- Comply with applicable anti-money laundering and terrorist financing laws and regulations as established by Bank Negara Malaysia;
- Maintain a system of internal control and establish procedure to ensure ongoing Anti Money Laundering/Counter Financing of Terrorism (“AML/CFT”) compliance and prompt actions;
- Appoint Designated Compliance Officers (“DCOs”) who are responsible to implement AML/CFT procedures and measures;
- Develop compliance programme to ensure awareness on AML/CFT procedures and requirements and monitoring of AML/CFT measures;
- Establish customer due diligence for all customers including implementation of KYC Policy and enhanced due diligence for customers and transactions presenting higher risk;
- Establish and maintain appropriate procedures to monitor customer accounts and activities for evidence of suspicious transactions that may be indicative of money laundering activities;
- Retain identification and transactional documentation as defined in the legislation;
- Report to relevant authority in a timely and comprehensive manner on all identified suspicious activities where there are reasonable grounds to suspect that a money laundering offence has been or is being committed; and
- Cooperate fully with law enforcement and regulatory authorities on AML/CFT issues.

- Pelanggaran Garis Panduan Bank Negara Malaysia BNM/GP7;
- Apa-apa tindakan luar aturan lain yang serupa atau yang berkaitan; dan
- Apa-apa perbuatan salah laku lain sebagaimana yang ditentukan oleh Jawatankuasa Risiko Lembaga Pengarah untuk dimasukkan dalam prosedur ini dari semasa ke semasa.

## DASAR PENCEGAHAN PENGUBAHAN WANG HARAM

Bank Islam akan menjalankan perniagaannya selaras dengan standard etika yang tinggi dan mematuhi semua undang-undang dan peraturan Syariah yang berkaitan dengan institusi kewangan. Walaupun telah sedia maklum bahawa Bank mungkin tidak sentiasa dapat menentukan sama ada sesuatu urusan niaga berasal daripada, atau merupakan sebahagian daripada aktiviti yang menyalahi undang-undang, Bank akan sentiasa menjalankan perniagaannya berlandaskan prinsip am yang berikut:

- Mematuhi undang-undang dan peraturan berkaitan pencegahan pengubahan wang haram dan pembiayaan keganasan seperti yang telah ditetapkan oleh Bank Negara Malaysia;
- Mengekalkan sistem kawalan dalaman dan mewujudkan prosedur bagi memastikan pematuhan berterusan Pencegahan Pengubahan Wang Haram/Pencegahan Pembiayaan Keganasan (“AML/CFT”) serta pengambilan tindakan segera;
- Melantik Pegawai Khusus Pematuhan (“DCO”) yang bertanggungjawab melaksanakan prosedur dan langkah-langkah AML/CFT;
- Mewujudkan program pematuhan bagi memastikan kesedaran tentang prosedur dan keperluan AML/CFT serta bagi memantau langkah-langkah AML/CFT;
- Mewujudkan usaha wajar untuk semua pelanggan termasuk pelaksanaan Dasar KYC serta usaha wajar yang dipertingkatkan untuk para pelanggan dan urusan niaga yang mempunyai risiko lebih tinggi;
- Mewujud dan mengekalkan prosedur yang bersesuaian bagi memantau akaun dan aktiviti pelanggan untuk bukti urusan niaga meragukan yang mungkin menunjukkan aktiviti pengubahan wang haram;
- Menyimpan dokumentasi pengenalan dan urusan niaga seperti yang ditetapkan dalam perundangan;
- Melaporkan kepada pihak berkuasa yang berkenaan secara menyeluruh dan tepat pada masanya tentang semua aktiviti meragukan yang dikenal pasti dan mempunyai bukti wajar bagi mengesyaki bahawa kesalahan pengubahan wang haram telah atau sedang dilakukan; dan
- Bekerjasama sepenuhnya dengan pihak penguat kuasa undang-undang dan pihak berkuasa kawal selia tentang isu AML/CFT



## **ADOPTING CUTTING-EDGE EXPERTISE**

Standing out from the competition, Bank Islam attracts the best talents to nurture the power of innovative thinking.

## **MENGGUNAKAN KEPAKARAN TERKINI**

Lebih menonjol berbanding pesaingnya, Bank Islam membawa masuk bakat yang terbaik untuk memupuk keupayaan pemikiran yang inovatif.







# Economic Review

## Ulasan Ekonomi

Thanks largely to rather robust domestic demand, the quicker 5.5% YoY pace for Malaysia's Gross Domestic Product ("GDP") in the second half of 2011 ("2H2011") despite the increasingly challenging external environment proved insufficient to make up for a more modest GDP growth of 4.8% YoY on average in the 1H2011 particularly in the second quarter ("2Q2011") due to sluggishness in advanced economies and global manufacturing supply disruptions caused by Japan's Fukushima disaster. As a result, reflecting the multitude of exogenous headwinds, Malaysia's economic growth slowed to 5.1% in 2011 from 7.2% in the previous year.

Kadar pertumbuhan 5.5% tahun ke tahun ("YoY") yang lebih cepat bagi Keluaran Dalam Negeri Kasar ("KDNK") Malaysia yang sebahagian besarnya disebabkan oleh permintaan domestik yang agak teguh dalam separuh kedua 2011, walaupun dalam keadaan persekitaran luaran yang semakin mencabar, terbukti tidak cukup untuk mengimbangi pertumbuhan purata KDNK yang lebih sederhana pada kadar 4.8% YoY dalam separuh pertama 2011, terutamanya dalam suku kedua. Ini disebabkan oleh kelembapan ekonomi di negara maju dan gangguan pada rantai bekalan perkilangan sedunia akibat bencana Fukushima di Jepun. Justeru, mencerminkan kesan pelbagai faktor luaran, pertumbuhan ekonomi Malaysia perlahan kepada 5.1% pada 2011 berbanding 7.2% pada tahun sebelumnya.

Overall, resilient domestic demand which expanded by 8.2% in 2011 (2010: +6.3%), led in particular by public consumption (+16.8%) as well as both business (+14.4%) and household (+6.9%) spending helped to a certain extent, mitigate the impact of an export growth slowdown, which moderated sharply to 3.7% from 9.9% in 2010. However, public investment suffered a 2.4% contraction in 2011 largely on account of lower Federal Government's disbursement of development expenditure.

On the supply side, growth momentum was noticeably much weaker in the 1H2011 especially in the 2Q2011 across all sectors although the services sector maintained roughly the same vigour throughout the year. As such, underpinned by sustained activities in domestic-oriented industries as well as firm regional demand for commodities and resource-based products, the services sector was by far the leader of the pack, followed by the agriculture, fishing & forestry; the manufacturing and the construction sectors while the mining & quarrying sector slipped into the negative territory for the third time in four years.

Secara keseluruhan, permintaan domestik yang teguh telah berkembang 8.2% pada 2011 (2010: +6.3%), didorong terutamanya oleh penggunaan awam (+16.8%), perbelanjaan perniagaan (+14.4%) dan isi rumah (+6.9%) membantu sehingga ke takat tertentu, mengurangkan kesan kelembapan pertumbuhan eksport yang perlahan dengan mendadak kepada 3.7% berbanding 9.9% pada 2010. Walau bagaimanapun, pelaburan awam susut 2.4% pada 2011 yang sebahagian besarnya akibat pembayaran perbelanjaan pembangunan oleh Kerajaan Persekutuan yang lebih rendah.

Dari segi penawaran, momentum pertumbuhan didapati ketara lebih lemah dalam separuh tahun pertama 2011 terutamanya pada suku kedua 2011 bagi semua sektor walaupun sektor perkhidmatan secara kasarnya kekal teguh sepanjang tahun. Disokong oleh aktiviti mampan dalam industri berasaskan permintaan domestik serta permintaan serantau yang kukuh terhadap komoditi dan produk berasaskan sumber asli, sektor perkhidmatan jauh mendahului semua sektor, diikuti dengan sektor pertanian, perikanan & perhutanan; perkilangan dan pembinaan manakala sektor perlombongan dan kuari mencatat pertumbuhan negatif untuk kali ketiga dalam tempoh empat tahun.

The services sector, the largest contributor to the Malaysian economy, accounting for 3.9 percentage points of overall GDP growth in 2011, retained the same expansion rate of 6.8% that it delivered in the previous year, leveraging on solid private consumption and other domestic demand led activities notwithstanding moderating tourist arrival growth and global uncertainties. Among the fastest-growing sub-sectors were the government services (+11.6%), wholesale & retail trade (+7.6%), communications (+7.6%), real estate & business services (+6.3%) and finance & insurance (+5.9%).

Growth in manufacturing activities was more than halved to 4.5% in 2011 (2010: +11.4%), reflecting by and large, the impact of subdued external demand on export-oriented industries which grew by only 3.4% (2010: +9.7%) as sustained regional demand for products from the primary-related industry that ensured its faster-than-anticipated growth of 7.4% could only partially offset the downturn (-3.6%) in the key electronics & electrical ("E&E") industry. Nonetheless, despite significant moderation in momentum to a 8.9% pace (2010: +15.6%), domestic-oriented industries in particular production and processing of building materials, construction-related products and food stuffs continued to lend support to manufacturing growth.

Less intense activities in the civil engineering and non-residential sub-sectors caused the construction sector's growth to moderate significantly to 3.5% in 2011 from 5.1% in 2010, after two consecutive years remaining above the 5%-threshold. Growth of the non-residential sub-sector slowed sharply from a double-digit pace in 2010 on oversupply concerns for the office and commercial segment. The civil engineering and special trade sub-sector took a beating in particular in the second quarter following the completion of major highway projects as well as of maintenance and upgrading work under the second Stimulus Package. Nonetheless, the residential property sub-sector took advantage of a turnaround in building approvals in 2010 in particular construction of high-end properties.

In 2011, while the agriculture sector benefited from favourable supply and demand conditions, the mining sector was severely affected by shutdowns of production facilities for maintenance purposes. Growth of the farming sector almost tripled to 5.6% in 2011 from 2.1% in the previous year thanks to the 5.3% rebound in production of industrial crops (2010: -3.3%) in particular crude palm oil output (+11.3%) and rubber (+6.1%) as well as reasonably strong growth by 5.8% in food crop production (2010: +7.4%) especially output of vegetables (+10.5%) and livestock (+4.4%). With a sharp 5.7% contraction in 2011, the mining sector reverted to a sliding trend, reversing the tentative 0.2% recovery in 2010. The 10.2% dip in crude oil output due to facility shutdowns, declining production from mature oilfields and lower-than-expected yield from new oilfields was the major culprit, notwithstanding the marginal 0.4% rise in natural gas output.

**Azrul Azwar Ahmad Tajudin**  
Chief Economist

Sektor perkhidmatan, penyumbang terbesar kepada ekonomi Malaysia, yang menyumbang 3.9 peratusan mata kepada pertumbuhan KDNK keseluruhan bagi 2011, mengekalkan kadar pertumbuhan 6.8% yang sama dicapai pada tahun sebelumnya, dengan memanfaatkan penggunaan swasta yang kukuh dan aktiviti berdasarkan permintaan domestik yang lain, meskipun pertumbuhan ketibaan pelancong sederhana dan impak ketidakpastian global terus terasa. Antara subsektor yang paling cepat berkembang adalah perkhidmatan kerajaan (+11.6%), perdagangan borong & runcit (+7.6%), komunikasi (+7.6%), perkhidmatan harta tanah & perniagaan (+6.3%) dan kewangan & insurans (+5.9%).

Kadar pertumbuhan dalam aktiviti perkilangan perlahan lebih daripada separuh kepada 4.5% pada 2011 (2010: +11.4%), secara umumnya mencerminkan kesan permintaan luar yang suram bagi industri berorientasikan eksport yang hanya berkembang 3.4% (2010: +9.7%). Ini adalah kerana walaupun permintaan serantau yang mampan bagi produk keluaran industri berkaitan primer memastikan pertumbuhan lebih cepat daripada jangkaan pada kadar 7.4%, ia hanya mampu mengimbangi sebahagian daripada penguncupan (-3.6%) dalam industri utama elektronik & elektrik ("E&E"). Walau bagaimanapun, di sebalik kemerosotan ketara momentum kepada kadar pertumbuhan 8.9% (2010: +15.6%), industri berasaskan permintaan domestik khususnya pengeluaran dan pemrosesan bahan binaan, produk berkaitan pembinaan dan bahan makanan terus memberi sokongan kepada pertumbuhan sektor perkilangan.

Aktiviti yang kurang menggalakkan dalam subsektor kejuruteraan awam dan bukan kediaman menyebabkan pertumbuhan sektor pembinaan perlahan dengan ketara kepada kadar 3.5% pada 2011 berbanding 5.1% pada 2010, selepas dua tahun berturut-turut melebihi paras ambang 5%. Pertumbuhan subsektor bukan kediaman merosot dengan ketara daripada kadar dua angka pada 2010 disebabkan kebimbangan penawaran berlebihan bagi segmen pejabat dan komersil. Subsektor kejuruteraan awam dan perdagangan khas susut khususnya dalam suku kedua berikutan siapnya beberapa projek lebuh raya utama serta kerja penyelenggaraan dan penambahbaikan di bawah Pakej Rangsangan Ekonomi kedua. Walau bagaimanapun, subsektor harta kediaman memanfaatkan peningkatan dalam kelulusan bangunan pada 2010 khususnya pembinaan harta tanah mewah.

Pada 2011, tatkala sektor pertanian mendapat manfaat daripada keadaan penawaran dan permintaan yang menggalakkan, sektor perlombongan pula terjejas teruk akibat penutupan fasiliti pengeluaran bagi tujuan penyelenggaraan. Pertumbuhan sektor perladangan meningkat hampir tiga kali ganda kepada 5.6% pada 2011 berbanding 2.1% pada tahun sebelumnya disebabkan lantunan 5.3% dalam pengeluaran tanaman industri (2010: -3.3%), khususnya keluaran minyak sawit mentah (+11.3%) dan getah (+6.1%) serta pertumbuhan yang agak memberangsangkan pada kadar 5.8% dalam pengeluaran tanaman makanan (2010: +7.4%) terutamanya keluaran sayuran (+10.5%) dan ternakan (+4.4%). Dengan pengecutan ketara 5.7% pada 2011, sektor perlombongan kembali merudum, memansuhkan pemulihan sementara pada kadar 0.2% pada 2010. Penguncupan 10.2% dalam keluaran minyak mentah disebabkan oleh penutupan kemudahan, pengeluaran yang merosot daripada medan minyak yang matang dan hasil lebih rendah daripada jangkaan daripada medan minyak baharu merupakan punca utama, walaupun terdapat kenaikan marginal 0.4% dalam keluaran gas asli.

**Azrul Azwar Ahmad Tajudin**  
Ketua Pakar Ekonomi



# Managing Director's

## Operational Review

### Ulasan Operasi **Pengarah Urusan**

Dear Stakeholders,

2011 was a hallmark year for Bank Islam. Notwithstanding a challenging economic landscape and an increasingly competitive operating environment, Bank Islam continued to grow its market presence and reach out to its stakeholders. The Bank was voted as the Best Islamic Bank in Malaysia 2011 in an industry-wide poll conducted by Islamic Finance News (“IFN”), and ranked as the Fourth Strongest Bank in Malaysia by The Asian Banker. Given our relatively small size, these were momentous achievements.

Pihak berkepentingan yang dihormati,

2011 merupakan tahun yang signifikan bagi Bank Islam. Walaupun dengan landskap ekonomi yang mencabar dan persekitaran operasi yang semakin kompetitif, Bank Islam terus meningkatkan kehadirannya di pasaran dan mendekati orang berkepentingan. Bank telah dipilih sebagai Bank Islam Terbaik di Malaysia 2011 dalam suatu pengundian seluruh industri yang dilaksanakan oleh Islamic Finance News (“IFN”), dan diiktiraf sebagai Bank Keempat Paling Kukuh di Malaysia oleh The Asian Banker. Memandangkan saiz Bank yang agak kecil, semua ini merupakan pencapaian yang sangat penting.

**Dato' Sri Zukri Samat**



2011 was also the year of harvesting the fruits of our labour in achieving targets set under the Sustainable Growth Plan ("SGP") for the purpose or as part of:

- robust risk management infrastructure;
- talent development to build our capability and capacity;
- far-reaching delivery channels for greater proximity with customers;
- upgrading to cutting-edge technology to support our business expansion;
- marketing and promotional initiatives to rejuvenate Bank Islam's franchise, and
- business process re-engineering to deliver cost-effective, prompt and consistent service to meet customer needs

In essence, the SGP is a three-year blueprint that charts the strategic direction of Bank Islam, targeting organic growth in retail banking business with focus on broad-based retail customers and secured or collateralised financings. The SGP will draw to a close by end-December 2012.

The year also welcomed the opening of Menara Bank Islam – our new corporate office in the heart of Kuala Lumpur. This was a timely move to reinforce our strategic positioning as the flag-bearer of Islamic banking in Malaysia, as we continue to redefine the industry.

## ISLAMIC BANKING INDUSTRY

Malaysia's banking industry remained resilient with strong capital buffers of more than RM71.1 billion despite slowing growth momentum in the last quarter of the year, reflecting the global slowdown.

Profitability was sustained amidst continued growth in lending activity with average returns on assets and equity at 1.6% and 17.4% respectively as at end-December 2011. Financing was broad-based, with financing to households and small-and-medium enterprises accounting for about 71.5% of total outstanding financing. Capitalisation was strong with risk-weighted capital ratio of 15.1% and core capital ratio of 13.2%. Meanwhile, the net impaired loans ratio (net of individual and collective assessment allowances) strengthened further to 0.01%, indicating continuous improvement in the banking system's asset quality.

2011 juga adalah tahun menuai hasil daripada usaha-usaha Bank dalam mencapai sasaran yang ditetapkan di bawah Pelan Pertumbuhan Mampan ("SGP") bagi memenuhi tujuan atau sebagai sebahagian daripada:

- infrastruktur pengurusan risiko yang mantap;
- perkembangan bakat untuk membina kebolehan dan kapasiti;
- saluran penyampaian yang meluas agar lebih dekat dengan pelanggan;
- menaik taraf kepada teknologi terkini bagi menyokong perkembangan perniagaan;
- inisiatif pemasaran dan promosi untuk memberi nafas baharu kepada francais Bank Islam, dan
- perekaayaan semula proses perniagaan bagi menyampaikan perkhidmatan yang berkesan dari segi kos, pantas dan konsisten untuk memenuhi keperluan pelanggan

Pada dasarnya, SGP adalah rangka tindakan selama tiga tahun yang mencartakan hala tuju strategik Bank Islam. Ia menyasarkan pertumbuhan organik dalam bidang perbankan runcit dengan tumpuan terhadap semua pelanggan runcit dan pembiayaan bercagar atau bersandar. SGP akan berakhir menjelang hujung Disember 2012.

Tahun ini juga mengalu-alukan pembukaan Menara Bank Islam – pejabat korporat baharu Bank di tengah-tengah Kuala Lumpur. Ini merupakan tindakan yang tepat pada masanya bagi mengukuhkan kedudukan strategik Bank sebagai peneraju perbankan Islam di Malaysia di kala Bank terus mentakrif semula industri ini.

## INDUSTRI PERBANKAN ISLAM

Industri perbankan Malaysia kekal bingkis dengan penimbal modal yang kukuh berjumlah lebih daripada RM71.1 bilion walaupun dengan momentum pertumbuhan yang perlahan pada suku terakhir bagi tahun tersebut, menggambarkan keperlahanan global.

Keuntungan dapat dikekalkan seiring dengan pertumbuhan berterusan dalam aktiviti pembiayaan dengan purata pulangan ke atas aset dan ekuiti masing-masing pada kadar 1.6% dan 17.4% setakat akhir Disember 2011. Pembiayaan adalah menyeluruh, dengan pembiayaan kepada isi rumah serta syarikat kecil dan sederhana mewakili lebih kurang 71.5% daripada jumlah pembiayaan keseluruhan. Permodalan adalah kukuh dengan nisbah modal berwajaran risiko pada kadar 15.1% dan nisbah modal teras pada kadar 13.2%. Sementara itu, nisbah pinjaman terjejas bersih (selepas ditolak peruntukan individu dan kolektif) terus mengukuh kepada 0.01%. Ini menandakan peningkatan berterusan dalam kualiti aset sistem perbankan.



As at end-December 2011, the market share of Islamic banking assets of the total banking industry stood at 22.4% from 6.9% in 2000 while Islamic financings accounted for 24.3% of the banking system's total financings, which the Financial Sector Blueprint targets to hit 40% by 2020. Islamic finance is the fastest growing industry within the Malaysian financial sector with an average annual growth rate of 20% over the past five years. Malaysia is the world's largest market for Sukuk or Islamic bond market, which makes up around 65% of the global market share.

As of 31 December 2011, Bank Islam is the third largest Islamic bank in Malaysia in terms of assets and deposits, amounting to RM32.2 billion and RM28.3 billion respectively. The Bank prides itself with more than 3,500 employees, 122 dedicated branches nationwide and a comprehensive spectrum of Shariah-based financial products and services to serve a total customer base of over 3.5 million.

## RESHAPING OUR BALANCE SHEET

Robust financing growth together with the steady gains in lower-cost core customer deposits contributed to the improved performance in 2011. Net financings expanded by 19.2% or RM2.3 billion to RM14.1 billion from RM11.9 billion the preceding year, driven by solid increases in credit extended by the Consumer (+18% or RM1.7 billion), Commercial (+20.8% or RM311.6 million) and Corporate (+23.8% or RM288.3 million) Banking divisions, indicating continued broad-based demand for Shariah-based financing solutions offered by Bank Islam. As a result, the financing-to-deposits ratio increased to 51.5% as at end-2011 from 45.7% a year ago.

In addition, the Bank's non-fund based income continued its double-digit growth trend, surging 52.3% to RM229.1 million on the back of higher fee-based income and investment income. The ratio of non-fund based income to total income rose to 13.8% from 10.8% a year ago.

Setakat akhir Disember 2011, bahagian pasaran aset perbankan Islam daripada seluruh industri perbankan adalah pada kadar 22.4% berbanding 6.9% pada 2000 manakala pembiayaan Islam mewakili 24.3% daripada jumlah pembiayaan sistem perbankan yang mana Rangka Tindakan Sektor Kewangan menasaskan nisbah ini untuk mencecah 40% menjelang 2020. Kewangan Islam adalah industri yang mengalami pertumbuhan paling pesat dalam sektor kewangan Malaysia dengan purata kadar pertumbuhan tahunan sebanyak 20% sepanjang lima tahun yang lepas. Malaysia merupakan pasaran Sukuk atau pasaran bon Islam paling besar di dunia menguasai kira-kira 65% daripada bahagian pasaran global.

Setakat 31 Disember 2011, Bank Islam adalah bank Islam ketiga terbesar di Malaysia dari segi aset dan deposit, masing-masing dengan jumlah RM32.2 bilion dan RM28.3 bilion. Bank berbangga memiliki lebih daripada 3,500 kakitangan, 122 cawangan khusus di seluruh negara dan spektrum produk dan perkhidmatan berasaskan Syariah yang komprehensif untuk memenuhi keperluan pelanggan yang berjumlah lebih daripada 3.5 juta.

## PEMBENTUKAN SEMULA KUNCI KIRA-KIRA

Pertumbuhan pembiayaan yang mantap berserta peningkatan yang stabil dalam deposit pelanggan teras berkos lebih rendah menyumbang kepada peningkatan prestasi pada 2011. Pembiayaan bersih melonjak 19.2% atau sebanyak RM2.3 bilion kepada RM14.1 bilion daripada RM11.9 bilion pada tahun sebelumnya, didorong oleh kenaikan kukuh dalam pemberian kredit bahagian Perbankan Pengguna (+18% atau RM1.7 bilion), Komersil (+20.8% atau RM311.6 juta) dan Korporat (+23.8% atau RM288.3 juta). Ini menunjukkan permintaan menyeluruh yang berterusan bagi penyelesaian pembiayaan berasaskan Syariah yang ditawarkan oleh Bank Islam. Hasilnya, nisbah pembiayaan kepada deposit meningkat kepada 51.5% setakat akhir 2011 daripada 45.7% setahun yang lalu.

Di samping itu, pendapatan berasaskan bukan dana Bank meneruskan trend pertumbuhan dua digitnya, melonjak 52.3% kepada RM229.1 juta hasil peningkatan pendapatan berasaskan fi dan pendapatan pelaburan. Nisbah pendapatan berasaskan bukan dana kepada pendapatan keseluruhan meningkat kepada 13.8% daripada 10.8% setahun yang lalu.



## Managing Director's Operational Review Ulasan Operasi Pengarah Urusan

The Bank's tireless initiatives to secure quality financings through prudent underwriting standards, robust risk management practices and aggressive collection efforts continue to deliver encouraging results. There was a continued decline in net impaired financing ratio which dropped from 1.1% as at 31 December 2010 to -0.3% as at end-2011, a mark of significant improvement in asset quality.

The Bank's key direction for 2011 was to ensure profit sustainability while driving down cost-to-income ratio through operational reorganisation, business process re-engineering and a fast-growing current and savings accounts ("CASA") base. We streamlined processes and engaged in disciplined cost management to improve operational efficiency and the productivity of our people, as we sought new innovative solutions to enhance customer delivery and satisfaction at less cost.

In reshaping the balance sheet, we continued to work towards achieving an asset composition of 70:30, between consumer and non-consumer banking portfolio. We also shifted our focus towards attaining the right balance for our asset mix between financings, securities and placements; secured and unsecured assets as well as floating and fixed rates for our product offerings while increasing contribution of non-fund based income to the Bank's overall revenue.

We believe in continued investments to harness our information technology enablers, expand delivery channels and upgrade staff competencies as catalysts to attain our business targets in particular those set under the SGP. We also further enhanced our risk management capability, embarked on a new collection system and adopted a new collection strategy.

Inisiatif berterusan Bank untuk mendapatkan pembiayaan yang berkualiti menerusi standard taja jamin yang berhemat, amalan pengurusan risiko yang mantap dan usaha pengutipan yang agresif terus membuahkan hasil yang menggalakkan. Nisbah pembiayaan jejas bersih turun berterusan daripada 1.1% setakat 31 Disember 2010 kepada -0.3% setakat akhir 2011, tanda penambahbaikan ketara dalam kualiti aset.

Hala tuju utama Bank bagi 2011 adalah untuk memastikan kemampanan keuntungan sambil menurunkan nisbah kos kepada pendapatan menerusi penyusunan semula operasi, merekayasa semula proses perniagaan dan pangkalan akaun semasa dan simpanan ("CASA") yang tumbuh pesat. Bank memperkemas proses dan melibatkan diri dalam pengurusan kos berdisiplin untuk meningkatkan kecekapan operasi dan produktiviti kakitangan, sambil mencari penyelesaian inovatif baharu untuk mempertingkatkan penyampaian dan kepuasan pelanggan dengan kos yang lebih rendah.

Dalam pembentukan semula kunci kira-kira, Bank terus berusaha ke arah mencapai komposisi aset pada nisbah 70:30 antara portfolio perbankan pengguna dan bukan pengguna. Bank juga mengalihkan tumpuan terhadap mencapai keseimbangan yang sesuai bagi campuran aset antara pembiayaan, sekuriti dan simpanan; aset terjamin dan aset tidak terjamin serta kadar terapan dan kadar tetap untuk produk Bank sambil meningkatkan sumbangan pendapatan berasaskan bukan dana kepada hasil keseluruhan Bank.

Bank menitikberatkan pelaburan berterusan bagi menambahbaik pendorong teknologi maklumat, menambah saluran penyampaian dan menaik taraf kecekapan kakitangan sebagai pemangkin untuk mencapai sasaran perniagaan Bank, khususnya sasaran yang ditetapkan di bawah SGP. Bank juga mempertingkatkan lagi kebolehan pengurusan risiko, memulakan sistem kutipan yang baharu dan mengguna pakai strategi kutipan yang baharu.



## ENHANCING OUR FINANCIAL SOLUTIONS

In 2011, Bank Islam unveiled an array of new product launches and business lines. These included Bank Islam's Debit Card-i, Al-Awfar Junior, Home Financing with Cash-Line-i, Islamic Bridging Financing, 'Money2Overseas' remittance, E-banker Foreign Bulk remittance, Corporate Bill Payment, Cashback Letter of Credit and the BIMB i-Dividend fund.

The Bank also successfully developed and put up Bank Islam's Bloomberg pages ("BIKL") to publish its Treasury division's daily market rates for Mudharabah deposits, Negotiable Instruments of Deposit Certificates ("NIDC"), Sukuk, Islamic Private Debt Securities ("PDS"), foreign exchange ("forex") and Islamic Profit Rate Swaps ("IPRS").

On the investment banking front, Bank Islam had a series of fresh Sukuk and corporate finance advisory mandates that significantly boosted non-fund based income contribution in 2011. The Bank played various roles in over RM9 billion worth of Sukuk issuances in several notable transactions for TNB Janamanjung, Pembinaan BLT and Syarikat Prasarana Negara.

A pioneering milestone was achieved in March 2011 when Bank Islam's Corporate Investment Banking ("CIB") division successfully concluded Bank Islam's first ever initial public offering ("IPO") mandate with the listing of APFT Berhad on the Main Market of Bursa Malaysia Securities Berhad, followed closely by the conclusion of the Bank's second IPO and listing, Focus Lumber Berhad, in April 2011. This foray into the equity fundraising segment represents a pioneering step not just for Bank Islam but for the entire Islamic banking industry, being the first time an Islamic bank has advised on equity-related transactions of such nature.

With this expansion into the equity advisory business, Bank Islam continues to reshape the future by ensuring the availability to customers of a comprehensive array of fully Shariah-based products and services, covering all facets of the consumer, commercial, corporate and investment banking segments as well as the Treasury business.

## HARNESSING OUR TALENT POOL

Human capital remains the greatest asset for Bank Islam as a competent and dynamic workforce is vital to remain competitive and spur innovation within an increasingly crowded marketplace. Beyond enhancing the present capabilities of existing staff, the Bank actively seeks out talented individuals from diverse fields to develop and enrich our pool of talents.

## PENINGKATAN PENYELESAIAN KEWANGAN

Pada 2011, Bank Islam melancarkan pelbagai produk dan jalur niaga baharu. Antara lainnya termasuk Kad Debit-i Bank Islam, Al-Awfar Junior, Pembiayaan Perumahan dengan Aliran Tunai-i, Pembiayaan Titian Islam, pengiriman 'Money2Overseas', kiriman wang asing Pukal E-banker, Pembayaran Bil Korporat, Surat Kredit Pulangantunai dan dana BIMB i-Dividend.

Bank juga berjaya membangunkan dan menyediakan halaman Bloomberg Bank Islam ("BIKL") untuk menyiarkan kadar pasaran harian bahagian Perbendaharaan bagi deposit Mudharabah, Sijil Deposit Instrumen Boleh Niaga ("NIDC"), Sukuk, Sekuriti Hutang Swasta Islam ("PDS"), pertukaran asing ("forex") dan Swap Kadar Keuntungan Islam ("IPRS").

Dari segi perbankan pelaburan, Bank Islam menyempurnakan beberapa Sukuk dan mandat khidmat nasihat kewangan korporat baharu yang telah meningkatkan sumbangan pendapatan berasaskan bukan dana pada 2011. Bank memainkan pelbagai peranan dalam terbitan Sukuk yang bernilai lebih daripada RM9 bilion dalam beberapa urusan niaga penting bagi TNB Janamanjung, Pembinaan BLT dan Syarikat Prasarana Negara.

Suatu pencapaian perintis telah dilakar pada bulan Mac 2011 apabila bahagian Perbankan Pelaburan Korporat ("CIB") Bank Islam berjaya menyempurnakan mandat tawaran awam awal ("IPO") Bank Islam yang pertama dengan penyenaraian APFT Berhad di Pasaran Utama Bursa Malaysia Securities Berhad, yang kemudiannya disusuli dengan penyempurnaan IPO dan penyenaraian kedua Bank, Focus Lumber Berhad, pada April 2011. Penceburan ke segmen pendanaan ekuiti merupakan langkah sulung bukan hanya kepada Bank Islam tetapi juga kepada seluruh industri perbankan Islam kerana buat pertama kalinya sebuah bank Islam telah memberikan khidmat nasihat tentang urusan niaga berkaitan ekuiti seperti ini.

Dengan penglibatan dalam bidang khidmat nasihat ekuiti, Bank Islam terus melakar semula masa hadapan dengan memastikan ketersediaan bagi pelanggan pelbagai produk dan perkhidmatan berasaskan Syariah sepenuhnya yang komprehensif, merangkumi semua aspek dalam segmen perbankan pengguna, komersil, korporat dan pelaburan serta urusan Perbendaharaan.

## MEMPERTINGKAT KUMPULAN PEKERJA BERBAKAT

Modal insan kekal sebagai aset utama bagi Bank Islam kerana tenaga kerja yang cekap dan dinamik penting untuk mengekalkan daya saing dan mencetus inovasi dalam pasaran yang semakin sesak. Selain meningkatkan kebolehan terkini kakitangan yang ada, Bank secara aktif berusaha mendapatkan individu berbakat dalam pelbagai bidang untuk membangun dan memperkasakan kumpulan pekerja berbakatnya.



During the course of the year under review, we recruited several new senior management members namely, Chief Operations Officer of Operations, Head of Shariah, Chief Information Officer and Head of Corporate Communications to revitalise our team with fresh approaches and out-of-the-box perspectives.

## REVIEW OF BUSINESS OPERATIONS

### CONSUMER BANKING

#### 2011 Awards & Achievements:

- Best Visa Debit Card Launch
- Biggest Islamic Visa Debit Payment Volume
- 'Malaysia Service to Care' Champion 2011 by Prof. Dr. Philip Kotler
- Islamic Innovation Award 2011 by the Ministry of Science, Technology and Innovation ("MOSTI") & Department of Religious Affairs, Prime Minister's Office ("JAKIM")

#### Reshaping Our Consumer Portfolio

A retail bank in essence, Consumer Banking is Bank Islam's key engine for business innovation. The division is introducing new products, working towards achieving the right balance between secured and unsecured assets, focusing on floating rates for our product offerings and intensifying non-fund based income. The pillar of our retail banking model lies in direct salary deduction at source and robust underwriting standards.

Notwithstanding a landscape dominated by intense price wars, aggressive marketing campaigns and more sophisticated customer demand, Consumer Banking experienced a strong financing growth of 18% in 2011. The core product offerings were Personal Financing, which jumped by 26.9%, and Vehicle Financing, which recorded an 18.7% growth. The high growth was attributed to the success of the strategy adopted by the division where the focus is more on the affluent segment of the population including professionals such as medical practitioners, accountants and engineers. The Bank also continued to focus on its existing package for employers which target Government-linked companies, universities, multinational corporations and others.

The growth in Personal Financing corresponded with Bank Islam's introduction of floating rate personal financing for the first time ever, offering even lower financing rates to customers while providing the Bank a natural hedging mechanism.

Sepanjang tahun di bawah tinjauan, Bank telah merekrut beberapa ahli pengurusan kanan yang baharu iaitu, Ketua Pegawai Operasi, Ketua Syariah, Ketua Pegawai Maklumat dan Ketua Komunikasi Korporat untuk memberi nafas baharu kepada pasukan pengurusan dengan pendekatan segar dan perspektif di luar kotak.

### ULASAN OPERASI PERNIAGAAN

#### Anugerah & Pencapaian 2011:

- Pelancaran Kad Debit Visa Terbaik
- Jumlah Pembayaran Debit Visa Islam Tertinggi
- Juara 'Malaysia Service to Care' 2011 oleh Prof. Dr. Philip Kotler
- Anugerah Inovasi Islam 2011 oleh Kementerian Sains, Teknologi dan Inovasi ("MOSTI") & Jabatan Hal-Ehwal Agama, Jabatan Perdana Menteri ("JAKIM")

### PERBANKAN PENGGUNA

#### Menyusun Semula Portfolio Pengguna Kami

Sebagai sebuah bank runcit secara terasnya, Perbankan Pengguna merupakan enjin utama Bank Islam untuk inovasi perniagaan. Bahagian ini memperkenalkan produk baharu, berusaha ke arah mencapai keseimbangan yang sesuai antara aset terjamin dan tidak terjamin, menumpukan kepada kadar terapung bagi produk Bank dan meningkatkan pendapatan berasaskan bukan dana. Tunggak model perbankan runcit Bank kami terletak pada potongan gaji secara langsung dari sumber dan standard taja jamin yang mantap.

Walaupun landskap operasi terus didominasi oleh perang harga yang sengit, kempen pemasaran yang agresif dan permintaan pelanggan yang kian sofistikated, pertumbuhan pembiayaan Perbankan Pengguna kekal teguh pada kadar 18% pada tahun 2011. Antara produk teras ialah Pembiayaan Peribadi yang melonjak pada kadar 26.9% dan Pembiayaan Kenderaan yang mencatat pertumbuhan pada kadar 18.7%. Pertumbuhan tinggi ini didorong oleh kejayaan strategi yang diguna pakai oleh bahagian yang lebih tertumpu kepada segmen populasi berpendapatan lebih tinggi merangkumi golongan profesional seperti pengamal perubatan, akauntan dan jurutera. Bank juga terus menumpukan perhatian kepada pakejnya yang sedia ada untuk majikan dengan menasarkannya syarikat berkaitan Kerajaan, universiti, syarikat multinasional dan lain-lain.

Pertumbuhan dalam Pembiayaan Peribadi sejajar dengan pelancaran pembiayaan peribadi berasaskan kadar terapung yang diperkenalkan oleh Bank Islam buat julung kalinya. Pembiayaan ini menawarkan kadar pembiayaan yang lebih rendah kepada pelanggan dan pada masa yang sama, menyediakan kepada Bank suatu mekanisme lindung nilai semula jadi.



New innovative 'win-win' products continued to be launched in 2011, even as the division continued to reap in the benefits of previous successful innovations such as TAP Mobile Banking-i and Al-Awfar investment and savings-i.

TAP Mobile Banking-i has attracted close to 200,000 subscribers as at end-December 2011. The division extended the list of bill payment for TAP mobile banking in 2011 to garner higher fee income for the Bank. At the same time, Al-Awfar has grown by almost RM320.4 million since 2010 to RM814.9 million, registering an annual growth of 64.8%. Building on its success, the division introduced the Al-Awfar Junior savings account-i on 27 September 2011, to tap into opportunities in the children's savings market.

Already attracting more than 600,000 subscribers since its introduction in February 2011, Bank Islam Visa Debit Card-i has the added advantage of enabling users to perform Tabung Haji account transactions, in addition to ATM and VISA card functions. The Bank is also currently working with various universities to integrate it as a university student ID card.

Home Financing with Cash Line-i based on the Tawarruq contract, was another new product launched during the year. Cash Line-i, as an alternative to conventional overdraft facility, provides flexibility to customers for the purchase of assets or for personal consumption. At the same time, the Bank has introduced risk-based financing as part of its HFA portfolio based on the customer credit scorecard. The division has also adopted 'Skim Rumah Pertamaku' (My First Home Scheme), a Government initiative to assist young adults up to the age of 35 earning RM3,000 per month or less, to own their first home.

The Bank's asset management subsidiary, BIMB Investment Management Berhad ("BIMB Invest") launched its sixth unit trust product, which was made available for sale at all Bank Islam branches nationwide. The BIMB i-Dividend Fund, an open-ended fund that invests in Shariah-compliant equities listed on Bursa Malaysia, is designed to provide investors with steady and recurring income and capital appreciation potential in the medium-to-long term.

Produk 'sama menang' berinovatif yang baharu terus diperkenalkan pada 2011, meskipun bahagian ini terus mengaut keuntungan daripada inovasi terdahulu yang berjaya seperti Perbankan Mudah Alih-i TAP dan pelaburan dan simpanan-i Al-Awfar.

Perbankan Mudah Alih-i TAP telah menarik hampir 200,000 pelanggan setakat akhir Disember 2011. Bahagian ini menambahkan senarai pembayaran bil bagi perbankan mudah alih TAP pada 2011 untuk meraih pendapatan fi yang lebih tinggi buat Bank. Pada masa yang sama, Al-Awfar telah meningkat hampir RM320.4 juta sejak 2010 kepada RM814.9 juta, sekaligus mencatat pertumbuhan tahunan pada kadar 64.8%. Berikutan kejayaan ini, bahagian ini melancarkan akaun simpanan-i Al-Awfar Junior pada 27 September 2011 untuk mencungkil peluang dalam pasaran simpanan kanak-kanak.

Menarik lebih daripada 600,000 pelanggan sejak pelancarannya pada Februari 2011, Kad Debit-i Visa Bank Islam memiliki kelebihan tambahan di mana pengguna boleh melaksanakan urusan niaga akaun Tabung Haji, selain fungsi biasa kad ATM dan VISA. Bank juga sedang berusaha dengan pelbagai universiti untuk menyepadukannya sebagai kad ID pelajar universiti.

Pembiayaan Perumahan dengan Aliran Tunai-i berasaskan kontrak Tawarruq adalah satu lagi produk baharu yang dilancarkan sepanjang tahun ini. Aliran Tunai-i, sebagai satu alternatif kepada kemudahan overdraf konvensional, memberikan fleksibiliti kepada pelanggan untuk pembelian aset atau kegunaan peribadi. Pada masa yang sama, Bank telah memperkenalkan pembiayaan berasaskan risiko sebagai sebahagian daripada portfolio HFA berdasarkan kad penilaian kredit pelanggan. Bahagian ini juga mengguna pakai 'Skim Rumah Pertamaku' (*My First Home Scheme*), satu inisiatif Kerajaan bagi membantu golongan muda sehingga berumur 35 tahun yang berpendapatan RM3,000 sebulan atau kurang untuk memiliki rumah pertama.

Subsidiari pengurusan aset Bank, BIMB Investment Management Berhad ("BIMB Invest") telah melancarkan produk amanah saham keenamnya yang dijual di semua cawangan Bank Islam di seluruh negara. Dana Dividen-i BIMB, sebuah dana terbuka yang membuat pelaburan dalam ekuiti patuh Syariah tersenarai di Bursa Malaysia, direka untuk menawarkan pendapatan yang stabil dan berulang serta potensi peningkatan modal pada jangka sederhana hingga panjang kepada para pelabur.



## Managing Director's Operational Review

### Ulasan Operasi Pengarah Urusan

These innovative offerings were supported by improved operational efficiency and upgraded systems and processes as the division took steps to stay at the forefront of industry practices and 'Reshape the Future' of Islamic banking. Initiatives taken included laying the groundwork for the implementation of the Financing Origination System to improve the processing time of financing applications; implementation of the Integrated Unit Trust System ("IUTS") to support unit trust nominee structure; migration to the Tawarruq concept for Bank Islam Card renewal, to be in line with the latest acceptable industry practices; revisiting the Service Level Agreement ("SLA") with Syarikat Takaful Malaysia Berhad ("STMB") to enhance operational effectiveness; revising the scoring parameters for financing applications; and incorporating the latest portfolio data for greater accuracy in predicting repayment patterns and ability.

Moving ahead into 2012, we are committed to continuous improvement of our customer product holding ratio given our goal for every household in Malaysia to have at least one account with Bank Islam. Towards this goal, we leverage on competitive pricing, being the first to market exclusive deals with partners and vendors while having strategically placed branches and enhanced service delivery.

Produk berinovatif seperti ini disokong oleh kecekapan operasi yang diperbaiki serta sistem dan proses yang dipertingkatkan tatkala bahagian ini mengambil langkah untuk kekal di hadapan dari segi amalan industri dan 'Membentuk Semula Masa Hadapan' bagi perbankan Islam. Antara inisiatif yang diambil termasuk membuat persediaan asas bagi melaksanakan Sistem Originasi Pembiayaan untuk mengurangkan masa memproses permohonan pembiayaan; melaksanakan Sistem Amanah Saham Bersepadu ("IUTS") untuk menyokong struktur penama amanah saham; berhijrah kepada konsep Tawarruq bagi Kad Bank Islam yang diperbaharui agar sejajar dengan amalan industri terkini yang diterimapakai; menyemak semula Perjanjian Tahap Perkhidmatan ("SLA") dengan Syarikat Takaful Malaysia Berhad ("STMB") untuk meningkatkan keberkesanan operasi; mengkaji semula parameter pemarkahan untuk permohonan pembiayaan; dan menggabungkan data portfolio terkini untuk mencapai ketepatan yang lebih tinggi dalam membuat unjuran bagi corak dan keupayaan pembayaran semula.

Melangkah ke tahun 2012, Bank komited untuk terus meningkatkan nisbah pegangan produk pelanggan bersandarkan matlamat kami agar setiap isi rumah di Malaysia memiliki sekurang-kurangnya satu akaun dengan Bank Islam. Untuk mencapai matlamat ini, Bank memanfaatkan harga yang kompetitif dengan menjadi bank pertama yang membuat urus janji eksklusif dengan rakan kongsi dan vendor di samping menyediakan cawangan di lokasi strategik dan penyampaian perkhidmatan yang kukuh.



## COMMERCIAL BANKING

### Balancing our Asset Mix

As part of the business foundation set in 2010, the Commercial Banking Division continued to focus on secured financing. Traditionally, Commercial Banking is mainly exposed to Guaranteed Scheme for SMEs and Contract Financing. During the year under review, the division decided to continue building relationships with companies in stable businesses such as oil and gas, palm oil plantation and healthcare.

The Commercial Banking division gradually shifted its focus from credit based on guarantee scheme to credit based on established track record and acceptable tangible security arrangements, in line with our strategy to aggressively grow good assets. Under this new business model, the division approved a total financing amount of more than RM2.5 billion, and registered a commendable asset growth by about RM510 million or about 42% in 2011.

Correspondingly, total income for the year under review stood at RM110.5 million with fund based income contributing RM94.0 million and non-fund based income RM16.5 million of which RM11.3 million emanated from trade finance and forex business.

As part of the Bank's strategy to increase secured financing asset, the Business Premises Financing ("BPF") programme was developed in the second half of 2010. The main intention was to use it as a platform to re-grow the SME portfolio. For the year under review, BPF portfolio grew by about 630% to RM332.3 million. The Emerging Corporate portfolio also chalked up a healthy growth of about 42% to RM937 million which is derived from secured term financing mainly to established companies focusing on the property and plantation industries.

Acknowledging intense competition as the main cause of a margin squeeze in financing products, the division has embarked on cross-selling initiatives in particular with other business units such as Trade, Treasury and Cash Management to promote more than two products per customer as a mechanism to mitigate the margin compression. At the same time, free float current account balances as well as contingent liabilities products such as bank guarantee and forex will continue to be among major offerings to further enhance the fee-based income.

## PERBANKAN KOMERSIL

### Mengimbangi Campuran Aset

Sebagai sebahagian daripada asas perniagaan yang ditetapkan pada 2010, Bahagian Perbankan Komersil terus menumpukan perhatian kepada pembiayaan terjamin. Secara tradisi, Perbankan Komersil terdedah terutamanya kepada Skim Jaminan untuk IKS dan Pembiayaan Kontrak. Sepanjang tahun di bawah tinjauan, bahagian ini mengambil keputusan untuk terus menjalin hubungan dengan syarikat dalam industri yang stabil seperti minyak dan gas, perladangan minyak sawit serta penjagaan kesihatan.

Bahagian Perbankan Komersil secara beransur-ansur mengalih tumpuan daripada kredit berdasarkan skim jaminan kepada kredit berdasarkan rekod prestasi cemerlang dan pengaturann sekuriti ketara yang boleh diterimapakai, sejajar dengan strategi Bank untuk menambahkan aset berkualiti secara agresif. Di bawah model niaga baharu ini, bahagian ini meluluskan jumlah pembiayaan melebihi RM2.5 bilion, dan mencatat pertumbuhan aset yang memberangsangkan sebanyak lebih kurang RM510 juta atau pada kadar 42% pada 2011.

Oleh yang demikian, jumlah pendapatan bagi tahun di bawah tinjauan ialah RM110.5 juta dengan pendapatan berasaskan dana menyumbang RM94.0 juta dan pendapatan berasaskan bukan dana menyumbang RM16.5 juta di mana RM11.3 juta diperolehi daripada pembiayaan perdagangan dan urusniaga tukaran mata wang asing.

Sebagai sebahagian daripada strategi Bank untuk menambahkan aset pembiayaan terjamin, program Pembiayaan Premis Perniagaan ("BPF") diwujudkan pada separuh kedua tahun 2010. Bank berhasrat menggunakan BPF sebagai platform untuk meningkatkan semula portfolio IKS. Bagi tahun di bawah tinjauan, portfolio BPF meningkat pada kadar lebih kurang 630% kepada RM332.3 juta. Portfolio Korporat yang Sedang Meningkatkan Naik juga mencatat pertumbuhan pesat sekitar 42% kepada RM937 juta yang terhasil daripada pembiayaan berjangka terjamin khususnya kepada syarikat yang sudah lama bertapak dalam industri hartanah dan perladangan.

Memperakui persaingan sengit sebagai penyebab utama bagi himpitan margin pada produk pembiayaan, bahagian ini telah memulakan inisiatif jualan silang terutamanya dengan unit perniagaan lain seperti Perdagangan, Perbendaharaan dan Pengurusan Tunai untuk mempromosikan lebih daripada dua produk bagi setiap pelanggan sebagai mekanisme untuk mengurangkan kekangan margin. Pada masa yang sama, baki akaun semasa apungan bebas serta produk liabiliti luar jangka seperti jaminan bank dan tukaran mata wang asing akan terus menjadi antara produk utama untuk mengukuhkan lagi pendapatan berasaskan fi.



Moving forward, having made good progress in developing our in-house Contract Financing products to finance secured contracts, we continue to focus on developing products that meet growing business needs in the Islamic landscape. In the pipeline, we are now working with reputable property developers to launch an Islamic bridging financing model focusing on the Build-Then-Sell ("BTS") concept using the Istisna' contract. This concept will provide a much more secure structure especially in managing the completion risk, providing greater protection of the interests of end-buyers.

We will also leverage on our strong branding in Islamic banking, anchored by a proven track record, to further tap opportunities with Government-linked and state-owned companies in providing them with total banking solutions.

## CORPORATE INVESTMENT BANKING ("CIB")

### 2011 Awards & Achievements:

- Ijarah Deal of the Year 2011 by Islamic Finance News
- Asia Pacific Bond Deal of the Year 2011 by Project Finance International
- New Project Finance Benchmark Deal 2011 by Rating Agency Malaysia

## Sustaining Growth

The challenging operating environment and increasingly intense competition in the marketplace continued to curtail the general level of corporate deal flows as well as the number of business transactions and mandates in 2011.

In order to meet these challenges, CIB adopted a strategy of focusing its marketing efforts on the more viable Government-related and blue-chip deals as well as selective transactions with strong fundamentals, based on the premise of efficiently allocating the division's resources to increase the probability of success. At the same time, CIB leveraged on its proven capabilities, established track record as well as the strength and experience of its team as key value-added propositions in pitching for new mandates.

As a result, the division registered growth in all its three key results areas for 2011, namely a 45.7% jump in non-fund based income to RM11.0 million and a 3.4% increase in fund based income to RM66.4 million while financing assets grew by 23.8% to RM1.5 billion. In terms of portfolio mix, trade financing assets were up by 76.4% to RM635 million, making up 42% of the division's financing assets, with term financing assets of RM866 million accounting for the remaining 58% of the portfolio.

Pada masa hadapan, dengan kemajuan dalam membangunkan produk Pembiayaan Kontrak untuk membiayai kontrak yang pasti terjamin, Bank terus menumpukan kepada penyediaan produk yang memenuhi keperluan perniagaan yang semakin pesat berkembang dalam landskap bercirikan Islam. Bank bersama dengan pemaju hartanah yang bereputasi baik sedang dalam perancangan untuk melancarkan sebuah model pembiayaan penyambung bercirikan Islam yang menumpukan kepada konsep Bina Kemudian Jual ("BTS") berdasarkan kontrak Istisna'. Konsep ini akan menyediakan struktur yang lebih terjamin terutamanya dalam menangani risiko penyiapan serta memberikan lebih perlindungan bagi kepentingan pembeli.

Bank juga akan memanfaatkan jenamanya yang kukuh dalam perbankan Islam, diperkuatkan oleh rekod prestasi yang meyakinkan, untuk mencungkil peluang dalam menyediakan penyelesaian perbankan menyeluruh kepada syarikat berkaitan Kerajaan dan milik kerajaan negeri.

## PERBANKAN PELABURAN KORPORAT ("CIB")

### Anugerah & Pencapaian 2011:

- Urus Janji Ijarah Terbaik 2011 oleh Islamic Finance News
- Urus Janji Bon Asia Pasifik Terbaik 2011 oleh Project Finance International
- Urus Janji Tanda Aras Pembiayaan Projek Baharu 2011 oleh Rating Agency Malaysia

## Mengekalkan Pertumbuhan

Persekitaran operasi yang mencabar dan persaingan yang semakin sengit dalam pasaran terus mengekang tahap aliran urus janji korporat secara umum serta bilangan transaksi dan mandat perniagaan pada 2011.

Dalam menangani cabaran ini, CIB mengguna pakai strategi yang menumpukan usaha pemasarannya pada urus janji dengan entiti berkaitan Kerajaan dan syarikat perdana yang lebih berdaya maju serta urus niaga terpilih yang mempunyai fundamental yang kukuh, berdasarkan premis pengagihan cekap sumber di CIB bagi meningkatkan kemungkinan untuk berjaya. Pada masa yang sama, CIB memanfaatkan keupayaannya yang terbukti, rekod prestasi cemerlang serta kekuatan dan pengalaman pasukannya sebagai tawaran nilai tambah utama untuk mendapatkan mandat baharu.

Hasilnya, bahagian ini mencatat pertumbuhan dalam ketiga-tiga bidang keberhasilan utamanya pada 2011, yakni lonjakan 45.7% dalam pendapatan berasaskan bukan dana kepada RM11.0 juta dan kenaikan 3.4% dalam pendapatan berasaskan dana kepada RM66.4 juta manakala aset pembiayaan meningkat pada kadar 23.8% kepada RM1.5 bilion. Dari segi campuran portfolio, aset pembiayaan perdagangan telah meningkat pada kadar 76.4% kepada RM635 juta, membentuk 42% daripada aset pembiayaan bahagian ini. Aset pembiayaan berjangka sebanyak RM866 juta pula membentuk baki 58% daripada portfolio tersebut.



In March 2011, CIB successfully concluded Bank Islam's first ever IPO mandate with the listing of APFT Berhad on the Main Market of Bursa Malaysia Securities Berhad, followed closely by the conclusion of the Bank's second IPO and listing, Focus Lumber Berhad, in April 2011. This represented a pioneering achievement, being the first time an Islamic bank has advised on equity-related transactions of such nature.

On the Sukuk front, CIB played a key role in Pembinaan BLT Sdn Bhd's RM10 billion Islamic Medium Term Notes Programme and jointly lead arranged a RM5 billion Islamic Securities Programme for TNB Janamanjung Sdn Bhd. For its role as Joint Principal Adviser/Joint Lead Arranger/Joint Lead Manager for the latter, CIB won the Ijarah Deal of the Year 2011 award by Islamic Finance News, the Asia Pacific Bond Deal of the Year 2011 award by Project Finance International and Rating Agency Malaysia's Blueprint Award for New Project Finance Benchmark Deal 2011.

Whilst contributing significantly to the division's financial performance for 2011, more importantly, these transactions greatly enhanced Bank Islam's visibility and profile in the investment banking arena while at the same time providing CIB with the requisite track record and platform from which to vie even more competitively for further mandates.

Apart from the tangible growth in its key results areas, CIB has made significant inroads in the domestic capital market, as evidenced by Bank Islam's improved rankings in the various league tables for 2011. For the first time ever, the Bank made it onto Bloomberg's equity capital markets league tables, at No. 14 for Malaysia Domestic Equity Offerings ("IPO") and No. 16 for both Malaysia Domestic Equity Offerings and Malaysia Equity & Rights Offerings.

There was marked improvement in the debt capital market as well, with Bank Islam rising considerably from the 46<sup>th</sup> to the 14<sup>th</sup> position for ASEAN Domestic Bonds, the 17<sup>th</sup> to the 6<sup>th</sup> place for Malaysia Domestic Bonds and No. 12 to No. 6 for Malaysian Ringgit Islamic Bonds in Bloomberg's league tables whilst also finishing at the 5<sup>th</sup> place in the Lead Managers' league tables 2011 of both Rating Agency Malaysia and Malaysian Rating Corporation.

Pada bulan Mac 2011, CIB berjaya menyempurnakan mandat IPO Bank Islam yang pertama dengan penyertaan APFT Berhad di Pasaran Utama Bursa Malaysia Securities Berhad, disusuli rapat oleh penyempurnaan IPO dan penyertaan kedua Bank, Focus Lumber Berhad, pada April 2011. Ini merupakan suatu pencapaian perintis memandangkan Bank merupakan bank Islam sulung yang memberikan khidmat nasihat tentang urus niaga berkaitan ekuiti seperti ini.

Dari segi Sukuk, CIB memainkan peranan penting dalam Program Nota Jangka Sederhana Islam untuk Pembinaan BLT Sdn Bhd bernilai RM10 bilion dan menjadi Pengatur Utama Bersama bagi Program Sekuriti Islam bernilai RM5 bilion untuk TNB Janamanjung Sdn Bhd. Atas peranannya sebagai Penasihat Utama Bersama/Pengatur Utama Bersama/Pengurus Utama Bersama, CIB memenangi anugerah Urus Janji Ijarah Terbaik 2011 daripada Islamic Finance News, anugerah Urus Janji Bon Asia Pasifik Terbaik 2011 daripada Project Finance International dan Anugerah Rangka Tindakan untuk Urus Janji Tanda Aras Pembiayaan Projek Baharu 2011 oleh Rating Agency Malaysia.

Di samping memberikan sumbangan yang signifikan kepada prestasi kewangan bahagian ini untuk 2011, lebih penting lagi, kesemua urus niaga ini meningkatkan visibiliti dan profil Bank Islam dalam arena perbankan pelaburan dan pada masa yang sama memberikan CIB rekod prestasi dan platform yang diperlukan untuk bersaing secara lebih kompetitif bagi mendapatkan lebih banyak mandat.

Selain pertumbuhan ketara dalam bidang keberhasilan utama, CIB telah menembusi pasaran modal domestik dengan lebih giat lagi, sebagaimana terbukti melalui peningkatan kedudukan Bank Islam dalam pelbagai jadual liga pada 2011. Buat julung kalinya, Bank berjaya mendapat tempat dalam jadual liga pasaran modal ekuiti Bloomberg, di kedudukan ke-14 untuk Tawaran Ekuiti Domestik Malaysia ("IPO") dan tempat ke-16 untuk kedua-dua Tawaran Ekuiti Domestik Malaysia dan Tawaran Ekuiti & Hak Malaysia.

Peningkatan ketara juga dapat dilihat dalam pasaran modal hutang, apabila Bank Islam melonjak dari kedudukan ke-46 ke kedudukan ke-14 bagi Bon Domestik ASEAN, dari tempat ke-17 ke tempat ke-6 untuk Bon Domestik Malaysia dan dari tempat ke-12 ke tempat ke-6 untuk Bon Islam Ringgit Malaysia dalam jadual liga Bloomberg. Pada masa yang sama, Bank berada di tempat ke-5 dalam jadual liga Pengurus Utama 2011 bagi kedua-dua Rating Agency Malaysia dan Malaysian Rating Corporation.



## Managing Director's Operational Review Ulasan Operasi Pengarah Urusan

Looking ahead, competition in the investment banking segment is expected to remain intense, exacerbated by the weak and still uncertain global environment which will weigh down on investors' risk appetite and corporations' capital and fundraising plans; in turn affecting the level of activities in the capital market. However, opportunities associated with the various projects earmarked for implementation under the Economic Transformation Programme and the 10<sup>th</sup> Malaysia Plan may mitigate the impact of global uncertainties.

Taking cognisance of the economic scenario, CIB will continue with its cautious and selective approach in pursuing new business opportunities, with deal quality and transaction viability as the primary drivers. The division will also aim to capitalise on Bank Islam's enhanced profile and franchise in the market to provide it with that extra competitive edge in the quest to secure mandates.

Moving forward, we seek to build on our unique but wholesome package of value propositions being the sole Islamic bank providing a comprehensive range of fully Shariah-compliant corporate and investment banking solutions covering the equity and debt capital markets as well as the banking market to meet the ever-evolving needs of our corporate clientele. This is the cornerstone in developing the Bank's investment banking franchise for continuous deal flows and sustainable revenue generation while maintaining asset quality standards with an overriding policy of prudence.

Memandang ke hadapan, persaingan dalam segmen perbankan pelaburan dijangka terus sengit, diburukkan lagi oleh persekitaran global yang lemah dan masih tidak menentu yang akan membebani toleransi risiko para pelabur dan rancangan modal dan pendanaan korporat; seterusnya memberikan kesan kepada tahap aktiviti dalam pasaran modal. Walau bagaimanapun, peluang-peluang berkaitan dengan pelbagai projek yang diperuntukkan untuk dilaksanakan di bawah Program Transformasi Ekonomi dan Rancangan Malaysia ke-10 mungkin boleh mengurangkan kesan ketidaktentuan global.

Menyedari senario ekonomi ini, CIB akan meneruskan pendekatan berhati-hati dan selektif dalam memburu peluang perniagaan baharu, menjadikan kualiti dan daya maju urus niaga sebagai pendorong utama. Bahagian ini juga beriltizam untuk memanfaatkan profil kukuh dan francais Bank Islam di pasaran untuk memberikan Bank kelebihan daya saing tambahan dalam usaha mendapatkan mandat.

Pada masa hadapan, Bank berhasrat menggunakan pakej tawaran nilai yang unik dan baik selaku bank Islam tunggal yang menyediakan pelbagai penyelesaian perbankan korporat dan pelaburan yang patuh Syariah sepenuhnya dan komprehensif merangkumi pasaran ekuiti dan modal hutang serta pasaran perbankan untuk memenuhi keperluan pelanggan korporat Bank yang sentiasa berubah. Asas ini digunakan untuk membangunkan francais perbankan pelaburan Bank untuk aliran urus janji yang berterusan dan penjanaan hasil yang mampan sambil mengekalkan piawaian kualiti aset dengan dasar berhemat yang utama.

## TREASURY

### 2011 Awards & Achievements:

- Ranked No. 1 Islamic Principal Dealer by Bank Negara Malaysia since 2009

### Reinforcing Our Competitive Edge

Bank Islam's Treasury division continued to enjoy strong performance with total Treasury revenue of RM596 million, led by the record high non-fund based Treasury income of RM87 million that more than doubled the previous year's achievement of RM46 million.

As at 31 December 2011, the division contributed RM596 million or 36% to the Bank's total revenue. Treasury's contribution rate to Bank Islam's overall revenue has increased from 29% to 36% over the past four years, against the general industry trends due to the division's deliberate strategy initiated in 2007 to focus on forex and fixed income non-fund based activities. The strategic revamp, which resulted in a reorganisation of the division and implementation of enhanced system and processes, aims to reshape a future that continues to surpass expectations.

#### Forex

Notwithstanding the global trade slowdown, customer forex sales volume increased by 17% from the previous year, while total forex sales revenue increased almost four-fold from the previous year. This was attributed to the division's strategic foresight in focusing on Treasury remittance, proactive global controls and the launch of an enhanced forex Telegraphic Transfer product, which allows customers to remit more than 100 currencies to more than 100 countries in a cost-effective, expedient and safe manner.

Bank Islam also secured a significant mandate from a prime customer during the year, which should ensure a material increase in steady forex income flows.

## PERBENDAHARAAN

### Anugerah & Pencapaian 2011:

- Peniaga Utama Islam No. 1 oleh Bank Negara Malaysia sejak 2009

### Mengukuhkan Kelebihan Daya Saing

Bahagian Perbendaharaan Bank Islam terus menikmati prestasi kukuh dengan jumlah hasil Perbendaharaan sebanyak RM596 juta, didahului oleh catatan tertinggi pendapatan Perbendaharaan berasaskan bukan dana sebanyak RM87 juta yang meningkat lebih sekali ganda daripada pencapaian tahun sebelumnya sebanyak RM46 juta.

Setakat 31 Disember 2011, bahagian ini menyumbang RM596 juta atau 36% kepada hasil keseluruhan Bank. Kadar sumbangan bahagian Perbendaharaan kepada hasil keseluruhan Bank Islam meningkat daripada 29% kepada 36% sepanjang empat tahun yang lepas, bertentangan dengan trend biasa industri. Peningkatan ini didorong oleh strategi bahagian bermula pada 2007 dengan memberikan tumpuan kepada tukaran mata wang asing dan aktiviti berasaskan bukan dana berpendapatan tetap. Rombakan strategik yang mengakibatkan penyusunan semula bahagian dan pelaksanaan sistem dan proses yang dipertingkatkan, berhasrat untuk membentuk semula masa hadapan yang terus-menerus melangkaui jangkaan.

#### Tukaran Mata Wang Asing

Meskipun mengharungi kelembapan perdagangan dunia, volum jualan tukaran mata wang asing pelanggan meningkat pada kadar 17% dari tahun sebelumnya, manakala jumlah hasil jualan tukaran mata wang asing meningkat hampir empat kali ganda dari tahun sebelumnya. Ini didorong oleh pandangan jauh strategik bahagian yang memberikan tumpuan kepada pengiriman Perbendaharaan, kawalan global yang proaktif dan pelancaran produk Pemindahan Telegraf tukaran mata wang asing yang dipertingkatkan, membolehkan pelanggan mengirim lebih daripada 100 jenis mata wang antarabangsa ke lebih daripada 100 negara dengan cara yang wajar, selamat dan pada kos yang berpatutan.

Bank Islam juga mendapat mandat penting daripada satu pelanggan utama sepanjang tahun ini, yang pastinya menjamin kenaikan signifikan dalam aliran pendapatan tukaran mata wang asing yang stabil.



## Securities

Sale of securities to investors jumped by 120% or more than doubled to RM14.8 billion from RM6.7 billion in the previous year. In line with the increased volume, non-fund based income from sale of securities also almost doubled. Although the Bank realised a significant amount of profit from the securities portfolio for the year, the Bank still held a sizable amount of unrealised profit from securities in the AFS portfolio of RM117 million as at end-December 2011. Having maintained BNM's ranking as No. 1 Islamic Principal Dealer since 2009 is recognition of Bank Islam's contribution to the Islamic securities market.

Moving forward, given the heightened global financial volatility, the division has implemented proactive controls to global exposure to temporarily suspend affected limits, particularly with interbank counterparties in Europe and the US. The division continues to closely monitor the situation and practise selective exposures to global markets, while working on strategies to further enhance portfolio returns and ensure a competitive funding profile. Several new product launches are also in the pipeline to capitalise on niche opportunities. We will also continue to put emphasis on managing the asset-liability gap, profit rate risk and displaced commercial risk within the Bank's prescribed risk appetite.

## BUSINESS SUPPORT DIVISION

### Re-engineering Business Processes

Business Support Division ("BSD") assists Bank Islam's business units in building relationships with customers and narrowing gaps between routine banking processes through continuous process improvement. BSD also systematically identifies root causes of rework and delays, eliminates waste and redundancy while reducing performance variability to improve productivity.

In 2011, the division undertook the following initiatives to significantly improve the Bank's internal processes, enrich service delivery and nurture customer loyalty:

- Developed and established service level agreements ("SLA") with its stakeholders and business partners, internally and externally;
- Renamed the "Customer Care Department" to "Feedback Channel & Distribution" to reinforce its role as the Bank's information provider on customer experience services. Through the efforts of the team, all complaints and inquiries during the year under review were acknowledged within 24 hours and most disputes were handled within 14 days;

## Sekuriti

Penjualan sekuriti kepada para pelabur melonjak pada kadar 120% atau meningkat lebih sekali ganda kepada RM14.8 bilion daripada RM6.7 bilion pada tahun sebelumnya. Sejalan dengan peningkatan volum, pendapatan berasaskan bukan dana daripada penjualan sekuriti juga meningkat hampir sekali ganda. Walaupun Bank merealisasikan jumlah keuntungan yang tinggi daripada portfolio sekuriti pada tahun ini, Bank masih memegang jumlah keuntungan tidak direalisasikan yang agak besar daripada sekuriti dalam portfolio AFS sebanyak RM117 juta setakat akhir Disember 2011. Mengekalkan kedudukan sebagai Peniaga Utama Islam No. 1 BNM sejak 2009 adalah pengiktirafan terhadap sumbangan Bank Islam kepada pasaran sekuriti Islam.

Pada masa hadapan, memandangkan volatiliti kewangan global yang meningkat, bahagian ini telah melaksanakan kawalan yang proaktif terhadap pendedahan global dengan menggantung sementara had yang terjejas, khususnya dengan pihak yang berurus niaga dengan Bank, antara bank di Eropah dan Amerika Syarikat. Bahagian ini terus memantau dengan teliti situasi tersebut dan mengamalkan pendedahan selektif terhadap penanda global, sambil merangka strategi untuk meningkatkan lagi pulangan portfolio dan memastikan profil pendanaan yang berdaya saing. Beberapa pelancaran produk baharu juga sedang dalam perancangan untuk memanfaatkan peluang terbaik. Bank akan terus memberikan penekanan ke atas pengurusan jurang aset-liabiliti, risiko kadar keuntungan dan risiko komersil teralih dalam lingkungan toleransi risiko Bank yang disyorkan.

## BAHAGIAN SOKONGAN PERNIAGAAN

### Merekayasa Semula Proses Perniagaan

Bahagian Sokongan Perniagaan ("BSD") membantu unit perniagaan Bank Islam untuk menjalin hubungan dengan pelanggan dan merapatkan jurang antara proses perbankan rutin menerusi penambahbaikan proses secara berterusan. BSD juga mengenal pasti secara sistematik punca kerja semula dan kelewatan, menghapuskan pembaziran dan lebih tenaga kerja sambil mengurangkan kebolehubahan prestasi untuk meningkatkan produktiviti.

Pada 2011, bahagian ini mengambil inisiatif berikut untuk membuat penambahbaikan ketara terhadap proses dalaman Bank, memantapkan sistem penyampaian perkhidmatan dan memupuk kesetiaan pelanggan:

- Membentuk dan menyediakan perjanjian tahap perkhidmatan ("SLA") dengan pihak berkepentingan dan rakan kongsi perniagaan, dalam dan luar;
- Menamakan semula "Jabatan Khidmat Pelanggan" kepada "Saluran & Pengagihan Maklum Balas" untuk mengukuhkan peranan bahagian sebagai penyedia maklumat Bank mengenai perkhidmatan pengalaman pelanggan. Menerusi usaha berpasukan ini, semua aduan dan pertanyaan sepanjang tahun di bawah tinjauan dimaklumkan dalam tempoh 24 jam dan kebanyakan pertikaian ditangani dalam tempoh 14 hari;



- c. Leveraged on the NUMARA System to improve its quality and efficiency in handling customer complaints;
- d. Re-engineered the Credit Administration department to centralise credit administration activities at Bank Islam's head office in Kuala Lumpur. This has helped to speed up the processes of financing as well as settlement of accounts, increasing our competitiveness in supporting business growth;
- e. Introduced system automation on critical processes to reduce the turnaround time, minimise costs and mitigate risks; and
- f. Centralised back-end posting for clearing items from branches to the Transaction Services department so that front-liners can focus on sales and services.

The year saw marked improvement in customer satisfaction with a 9 percentage point increase in Complete Satisfaction under Bank Islam's annual Customer Satisfaction Index's ("CSI") survey on overall customer satisfaction.

With our capability and capacity, BSD will continue to focus on innovative process improvement for service efficiency and cost reduction. System automation on critical processes, system enhancement and review of operation manuals are key focus areas to reduce the turnaround time, lower costs and mitigate risks. These will remain as our core initiatives and projects through 2012.

## OPERATIONS DIVISION

### Strengthening Customer Convenience

The Operations division focuses on enhancing customer services through various delivery channels for retail customers and offering end-to-end solutions to business and institutional customers. During the year under review, we undertook various initiatives to identify new customer service enhancement models, strengthen service delivery, employ technology for further improvement in turnaround time and build customer loyalty.

- c. Memanfaatkan Sistem NUMARA untuk meningkatkan kualiti dan kecekapan dalam menangani aduan pelanggan;
- d. Merekayasa semula jabatan Pentadbiran Kredit untuk memusatkan aktiviti pentadbiran kredit di ibu pejabat Bank Islam di Kuala Lumpur. Langkah ini telah membantu mempercepat proses pembiayaan serta penyelesaian akaun, lantas meningkatkan daya saing Bank dalam menyokong pertumbuhan perniagaan;
- e. Memperkenalkan automasi sistem bagi proses-proses kritikal untuk mengurangkan tempoh tindakan, meminimumkan kos dan mengurangkan risiko; dan
- f. Memusatkan "*back-end posting*" untuk pembersihan item dari cawangan ke jabatan Khidmat Urus Niaga supaya kakitangan barisan hadapan boleh memberikan tumpuan kepada penjualan dan perkhidmatan.

Tahun ini menyaksikan peningkatan ketara dalam kepuasan pelanggan dengan kenaikan 9 peratusan mata pada Kepuasan Sepenuhnya dalam tinjauan Tahunan Indeks Kepuasan Pelanggan ("CSI") Bank Islam ke atas kepuasan pelanggan secara keseluruhan.

Dengan keupayaan dan kapasiti Bank, BSD akan terus memberikan tumpuan kepada peningkatan proses berinovatif untuk kecekapan perkhidmatan dan pengurangan kos. Automasi sistem ke atas proses-proses kritikal, peningkatan sistem dan semakan semula manual operasi merupakan bidang fokus utama untuk mengurangkan tempoh tindakan, kos dan risiko. Kesemua ini akan terus menjadi inisiatif dan projek teras Bank sehingga 2012.

## BAHAGIAN OPERASI

### Mempertingkatkan Keselesaan Pelanggan

Bahagian Operasi memberikan tumpuan kepada peningkatan perkhidmatan pelanggan menerusi pelbagai saluran penyampaian bagi pelanggan runcit dan menawarkan penyelesaian hujung-ke-hujung bagi pelanggan perniagaan dan institusi. Sepanjang tahun di bawah tinjauan, Bank mengambil pelbagai inisiatif untuk mengenal pasti beberapa model peningkatan perkhidmatan pelanggan yang baharu, mempertingkatkan penyampaian perkhidmatan, menggunakan teknologi bagi memperbaiki lagi tempoh tindakan dan membina kesetiaan pelanggan.



## Managing Director's Operational Review Ulasan Operasi Pengarah Urusan

### Cash Management

The Cash Management business makes a significant contribution to the Bank's growing demand deposit and fee based income while helping to enhance customer loyalty. In 2011, the Bank's demand deposit from Corporate and Commercial customers grew by 24% to RM6.6 billion from RM5.2 billion in 2010.

As one of the earliest banks in Malaysia to provide e-payment through Financial Process Exchange ("FPX") and MasterCard Internet Gateway Services ("MIGS") to the government, the number of Bank Islam Internet Banking Payee Corporations rose by 10% in 2011, in line with the country's migration to e-payment. The Bank also provides cash management for institutions of higher learning, allowing student fees to be collected and reconciled in a seamless manner. Through our collaboration with Perbadanan Tabung Pendidikan Tinggi Nasional ("PTPTN"), we provide efficient disbursement of loans and collection of repayments to and from hundred of thousands of students in the country. Bank Islam is also one of the major PTPTN agent banks vis-à-vis the opening and collection of Skim Simpanan Pendidikan Nasional ("SSPN") deposits.

Another pioneering breakthrough in cash management has been Bank Islam's collaboration with Lembaga Tabung Haji and the various state-level Zakat and religious bodies, which facilitate the Ummah in fulfilling their religious obligations.

### Pengurusan Tunai

Perniagaan Pengurusan Tunai merupakan penyumbang utama kepada deposit permintaan dan pendapatan berasaskan fi Bank yang semakin meningkat disamping membantu mengukuhkan kesetiaan pelanggan. Pada 2011, deposit permintaan Bank daripada pelanggan Korporat dan Komersil meningkat pada kadar 24% kepada RM6.6 bilion daripada RM5.2 bilion pada 2010.

Selaku salah sebuah bank terawal di Malaysia yang menyediakan e-pembayaran menerusi Pertukaran Proses Kewangan ("FPX") dan Perkhidmatan Gerbang Internet MasterCard ("MIGS") kepada kerajaan, bilangan Syarikat Penerima dalam Perbankan Internet Bank Islam meningkat 10% pada 2011, sejajar dengan penghijrahan negara ke arah e-pembayaran. Bank juga menyediakan pengurusan tunai untuk institusi pengajian tinggi, dengan membolehkan yuran pelajar dikutip dan diselaraskan secara berterusan tanpa sebarang sekatan. Melalui kerjasama dengan Perbadanan Tabung Pendidikan Tinggi Nasional ("PTPTN"), Bank menyediakan khidmat pengeluaran pinjaman dan kutipan bayaran yang cekap kepada dan daripada beratus ribu pelajar di negara ini. Bank Islam juga merupakan salah sebuah bank ejen PTPTN yang utama berhubung dengan pembukaan dan kutipan deposit Skim Simpanan Pendidikan Nasional ("SSPN").

Satu lagi pencapaian perintis dalam pengurusan tunai adalah kerjasama Bank Islam dengan Lembaga Tabung Haji dan pelbagai badan Zakat dan agama peringkat negeri yang memudahkan umat Islam memenuhi kewajipan agama mereka.



## LOOKING AHEAD

A more challenging operating environment is anticipated in 2012. Business prospects, at least in the first half of 2012 are unlikely to match the highs of 2011. While sluggish exports are likely to continue weighing down the overall Gross Domestic Product (“GDP”) growth, the resilience of domestic demand is expected to pick up the slack thanks to supportive policy measures.

Given the multitude of external headwinds, the official GDP growth forecasts for 2012 were recently downgraded to a 4%-5% range from 5%-6% previously. As a severe slump is not on the cards while upside risks to inflation linger, BNM is widely expected to retain the Overnight Policy Rate (“OPR”) at 3.0% throughout 2012 although we do not discount the possibility of rate-cuts should the economic outlook deteriorate.

In view of these uncertainties, Bank Islam is focusing on resilient industries in particular those that are set to benefit from the Economic Transformation Programme (“ETP”) such as agriculture; oil, gas and energy; palm oil; business services; wholesale & retail; communications content & infrastructure; education and healthcare.

Moving forward, in order to stay competitive, Bank Islam will continue pushing for greater innovation and transformational initiatives in attracting, developing and retaining exceptional talents, developing competitive financial solutions, ensuring service excellence and enhancing operational efficiency; effective capital management, well-diversified funding base, adequate risk-based pricing and disciplined cost containment; the right asset mix and portfolio composition between retail and non-retail businesses, secured and unsecured assets and fixed and floating rates; cross-selling opportunities, leveraging on existing customers as well as business referrals across the group and from key stakeholders while maximising product holding per customer as well as strengthening domestic presence through wide-ranging delivery channel footprint in particular in strategic locations.

Bank Islam will also continue to invest in our people and system to ensure we live up to our customers’ expectations and remain competitive in the industry. Together, with the support of our stakeholders, and the grace of Allah S.W.T., I look forward to the exciting journey ahead of us as Bank Islam progresses towards its vision ‘To be a global leader in Islamic banking’.

Allah S.W.T. knows best and may the peace and blessings of Allah S.W.T. be upon the Prophet Muhammad S.A.W., his family and his companions.

**Dato’ Sri Zukri Samat**  
Managing Director

## MEMANDANG KE HADAPAN

Persekitaran operasi yang lebih mencabar dijangka pada 2012. Prospek perniagaan, sekurang-kurangnya pada separuh pertama 2012 tidak mungkin dapat menyamai pencapaian terbaik pada 2011. Walaupun kelembapan eksport berkemungkinan besar akan terus membantutkan pertumbuhan keseluruhan Keluaran Dalam Negara Kasar (“KDNK”), namun kebingkasan permintaan domestik dijangka mampu mengimbangi sebahagian daripada kelemahan luaran itu dibantu oleh langkah-langkah dasar sokongan.

Berikutan pelbagai rintangan luaran, unjuran rasmi pertumbuhan KDNK untuk 2012 baru-baru ini diturunkan kepada antara 4%-5% daripada 5%-6% sebelum ini. Memandangkan kemelesetan ekonomi yang teruk tidak mungkin berlaku manakala risiko tekanan ke atas inflasi masih terasa, BNM dijangka mengekalkan Kadar Dasar Semalaman (“OPR”) pada 3.0% sepanjang 2012 meskipun Bank tidak mengeneipkan kemungkinan potongan kadar jika tinjauan ekonomi merosot teruk.

Dengan mengambil kira semua ketidaktentuan ini, Bank Islam memberikan tumpuan kepada industri yang bingkak khususnya industri yang akan mendapat manfaat daripada Program Transformasi Ekonomi (“ETP”) seperti pertanian; minyak, gas dan tenaga; minyak sawit; perkhidmatan perniagaan; borong & runcit; kandungan & infrastruktur komunikasi; pendidikan dan penjagaan kesihatan.

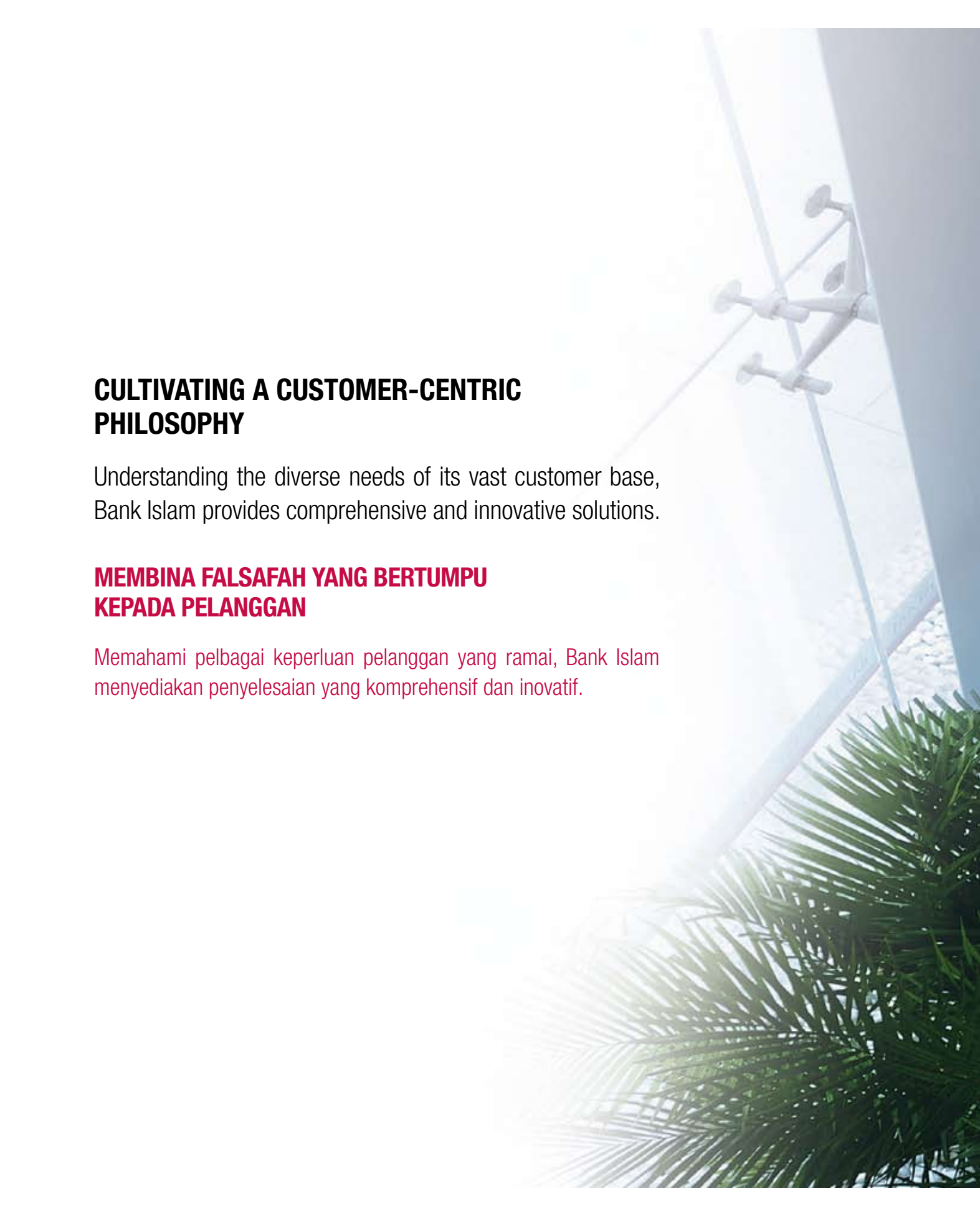
Untuk kekal berdaya saing pada masa hadapan, Bank Islam akan terus mendorong inisiatif inovasi dan transformasi yang lebih besar untuk menarik, membangunkan dan mengekalkan bakat-bakat cemerlang, mewujudkan penyelesaian kewangan yang kompetitif, memastikan kecemerlangan perkhidmatan dan meningkatkan kecekapan operasi; pengurusan modal yang berkesan, pangkalan dana yang dipelbagaikan, penetapan harga berdasarkan risiko yang sesuai dan pengendalian kos yang berdisiplin; campuran aset yang sesuai dan komposisi portfolio antara perniagaan runcit dan bukan runcit, aset terjamin dan tidak terjamin serta kadar tetap dan terapung; peluang-peluang jualan silang, memanfaatkan pelanggan sedia ada serta rujukan perniagaan di seluruh kumpulan dan daripada para pihak berkepentingan utama sambil memaksimumkan pegangan produk bagi setiap pelanggan serta mengukuhkan kehadiran domestik menerusi pelbagai jejak saluran penyampaian khususnya di lokasi strategik.

Bank Islam juga akan terus melabur dalam warga kerja dan sistem untuk memastikan Bank memenuhi jangkaan pelanggan dan kekal berdaya saing dalam industri ini. Dengan usaha padu dan sokongan daripada pihak berkepentingan serta limpah kurnia daripada Allah S.W.T., saya sangat teruja dengan pengalaman dan cabaran yang Bank Islam bakal tempuhi pada masa hadapan dalam usahanya mencapai visi ‘Menjadi pemimpin global dalam perbankan Islam’.

Allah S.W.T. Maha Mengetahui dan semoga Allah S.W.T. melimpahkan kesejahteraan dan rahmat ke atas junjungan kita Nabi Muhammad S.A.W., keluarga dan para sahabat Baginda.

**Dato’ Sri Zukri Samat**  
Pengarah Urusan



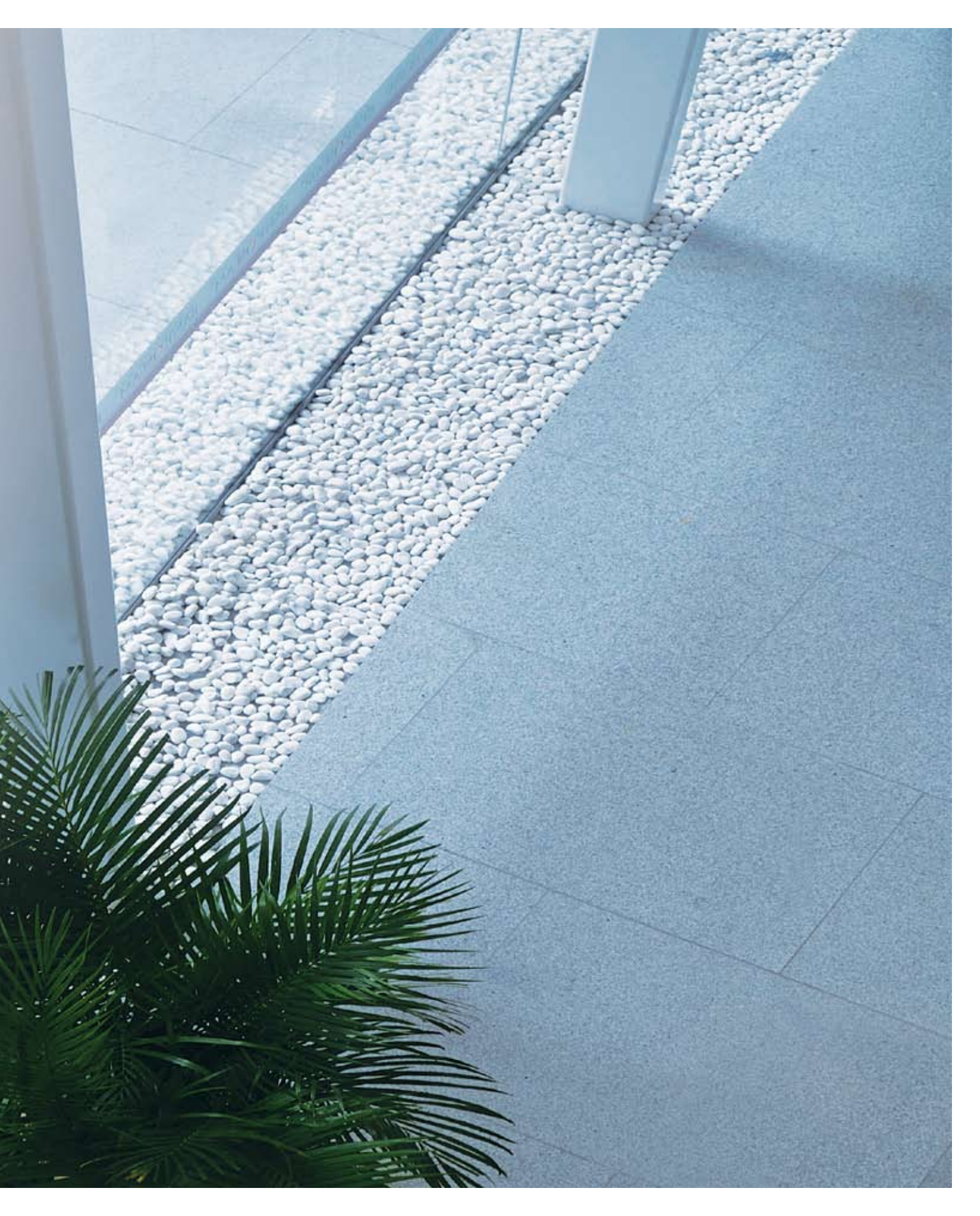


## **CULTIVATING A CUSTOMER-CENTRIC PHILOSOPHY**

Understanding the diverse needs of its vast customer base, Bank Islam provides comprehensive and innovative solutions.

## **MEMBINA FALSAFAH YANG BERTUMPU KEPADA PELANGGAN**

Memahami pelbagai keperluan pelanggan yang ramai, Bank Islam menyediakan penyelesaian yang komprehensif dan inovatif.





# Calendar of Significant Event

## Kalendar Peristiwa Penting



## JANUARY

**13** Welcomed an official study visit by the delegates from Qatar Islamic Bank for the purpose of knowledge sharing on the recent developments in the Islamic Banking Industry.

Menerima lawatan rasmi sambil belajar delegasi daripada Qatar Islamic Bank untuk tujuan perkongsian ilmu tentang perkembangan terkini dalam Industri Perbankan Islam.

**13** Organised the “Doa Selamat & Pecah Tanah” ceremony at Sungai Tengah, Kulim, Kedah as a symbolic event to kick-off the rebuilding project for the 12 old folks' houses.

Menganjurkan majlis Doa Selamat & Pecah Tanah di Sungai Tengah, Kulim, Kedah sebagai tanda bermulanya projek pembinaan semula 12 rumah untuk warga tua.

## FEBRUARY

**15** Participated in the celebration of “Maulidur Rasul 1432H” with the theme “1 Malaysia 1 Ummah” at the Masjid Tuanku Mizan Zainal Abidin, Putrajaya.

Mengambil bahagian dalam sambutan Maulidur Rasul 1432H dengan tema “1 Malaysia 1 Ummah” di Masjid Tuanku Mizan Zainal Abidin, Putrajaya.

**18** Presented RM200,000 worth of Zakat fund to UiTM’s “Tabung Mengubah Destini Anak Bangsa” in an effort to help poor rural students further their studies at higher learning institutions.

Menyerahkan wang zakat bernilai RM200,000 kepada Tabung Mengubah Destini Anak Bangsa UiTM dalam usaha untuk membantu pelajar luar bandar yang miskin melanjutkan pelajaran mereka ke institusi pengajian tinggi.

**21** Introduced VISA Debit Card-i, a multifunctional card which combines the functionality of both ATM card and VISA card.

Memperkenalkan VISA Debit Card-i, iaitu kad pelbagai fungsi yang menggabungkan fungsi kad ATM dengan kad VISA.

**24** Participated in the launch of APFT Berhad’s prospectus where Bank Islam has been appointed as Principal Adviser, Managing Underwriter, Underwriter and Placement Agent for APFT’s initial public offering (“IPO”) thus creating history by being the first Islamic bank in Malaysian corporate history to advise on a listing exercise.

Menyertai pelancaran prospektus APFT Berhad di mana Bank Islam dilantik sebagai Penasihat Utama, Pengurus Penaja Jamin, Penaja Jamin dan Ejen Penempatan untuk tawaran awam awal (“IPO”) APFT, lalu mencipta sejarah dengan menjadi bank Islam pertama dalam sejarah korporat Malaysia untuk memberikan nasihat tentang penyenaraian.



# 2011

**25** Announced record profit of RM503.4 million before tax and Zakat for the 18-month period ended 13 December 2010.  
Mengisytiharkan keuntungan tertinggi sebanyak RM503.4 juta sebelum cukai dan zakat untuk tempoh 18 bulan yang berakhir 13 Disember.

## MARCH

**17** Signed underwriting agreement with Focus Lumber Berhad in conjunction with Focus Lumber's listing on the Main Market of Bursa Malaysia Securities Berhad ("Bursa Malaysia").  
Menandatangani perjanjian penajaan jamin dengan Focus Lumber Berhad sehubungan dengan penyenaian Focus Lumber dalam Pasaran Utama Bursa Malaysia Securities Berhad ("Bursa Malaysia").

**18** Launching of BIMB i Dividend by BIMB Investment Management Berhad, its sixth unit trust fund.  
Melancarkan BIMB i Dividend oleh BIMB Investment Management Berhad, iaitu dana amanah sahamnya yang keenam.

**21** Launched the "Debit = Myvi Campaign" at Plaza Low Yatt in which cardholders have the chance to drive away with Perodua Myvi.  
Melancarkan Kempen Debit = Myvi di Plaza Low Yatt yang menawarkan peluang kepada pemegang kad untuk memenangi Perodua Myvi.

**23** Declared the winner of the BrandLaureate Awards 2010-2011 for Best Brand in Banking (Islamic Banking) by the Asia Pacific Brands Foundation for the second year in a row.  
Diisytiharkan pemenang "BrandLaureate Awards 2010-2011" untuk kategori Jenama Terbaik dalam Perbankan (Perbankan Islam) oleh Asia Pacific Brands Foundation untuk tahun kedua berturut-turut.

**31** Received an accolade "The Wireless Solution for Financial Services Industry" from Celcom for innovation in the implementation of wireless solution.  
Menerima penganugerahan "The Wireless Solution for Financial Services Industry" daripada Celcom untuk inovasi dalam pelaksanaan penyelesaian tanpa wayar.

## APRIL

**08** Completed Share Subscription and Technical Advisory Services Agreement with Amana Bank Limited in which Bank Islam is the single largest shareholder with a 20% stake.  
Memeterai Perjanjian Pembelian Saham dan Perkhidmatan Penasihat Teknikal dengan Amana Bank Limited, justeru menjadikan Bank Islam sebagai pemegang saham tunggal terbesar dengan kepentingan sebanyak 20%.



## Calendar of Significant Event Kalendar Peristiwa Penting



**20 - 26** Participated in the *Minggu Saham Amanah Malaysia* ("MSAM") 2011 at Stadium Indera Mulia, Kompleks Sukan Bandaraya Ipoh, Perak.

Mengambil bahagian dalam *Minggu Saham Amanah Malaysia* ("MSAM") 2011 di Stadium Indera Mulia, Kompleks Sukan Bandaraya Ipoh, Perak.

## MAY

**08** Organised the various Corporate Social Responsibility programmes with *Imam Muda* Season 2 throughout the state of Selangor which started with the villagers of Kampung Merbau Sempak at Sungai Buloh, senior citizens of Rumah Seri Kenangan Cheras at Kajang and lastly, orphans of Pertubuhan Kebajikan Ukhuwah Anak Yatim Miskin at Sungai Besar, Sabak Bernam.

Menganjurkan pelbagai program Tanggungjawab Sosial Korporat bersama peserta *Imam Muda* Musim ke-2 di seluruh negeri Selangor, bermula dengan penduduk Kampung Merbau Sempak di Sungai Buloh, warga tua Rumah Seri Kenangan Cheras di Kajang dan akhir sekali anak yatim Pertubuhan Kebajikan Ukhuwah Anak Yatim Miskin di Sungai Besar, Sabak Bernam.

**11** Organised the Luncheon Talk : 2011 Economic & Market Outlook event.

Menganjurkan acara "Luncheon Talk : 2011 Economic & Market Outlook".

**14 - 15** Kick-started the workshop "Shaping Future Leader through Excellent Operation" for the Branch Managers & Branch Operation Managers of all regions (Central, North, East, South and East Malaysia).

Melancarkan bengkel "Shaping Future Leader through Excellent Operation" untuk Pengurus Cawangan dan Pengurus Operasi Cawangan dari semua wilayah (Tengah, Utara, Timur, Selatan dan Malaysia Timur).

**31** Presented business Zakat worth more than RM11.5 million to representatives of Majlis Agama Islam and Pusat Zakat from 14 states.

Menyerahkan wang zakat perniagaan bernilai lebih daripada RM11.5 juta kepada wakil Majlis Agama Islam dan Pusat Zakat dari 14 buah negeri.



# 2011

## JUNE

**01** Received the “Malaysia Service to Care Award 2011” for excellence in the Islamic Financial products and services.

Memenangi “Malaysia Service to Care Award 2011” atas kecemerlangan dalam produk dan perkhidmatan Kewangan Islam.

**01** Received the Platinum Trusted Brand Award 2011 in the Islamic Financial Services category from Reader’s Digest.

Menerima “Platinum Trusted Brand Award 2011” dalam kategori Perkhidmatan Kewangan Islam daripada Reader’s Digest.

**02** Participated in “Karnival Inovasi Islam Peringkat Kebangsaan 2011” and received the “Anugerah Inovasi Islam Peringkat Kebangsaan 2011” by the Ministry of Science, Technology and Innovation.

Mengambil bahagian dalam Karnival Inovasi Islam Peringkat Kebangsaan 2011 dan menerima Anugerah Inovasi Islam Peringkat Kebangsaan 2011 oleh Kementerian Sains, Teknologi dan Inovasi.

**04 - 05** Organised the Bank Islam Sport Carnival 2011 with participation of Bank Islam staff from all regional offices and branches nationwide.

Menganjurkan Karnival Sukan Bank Islam 2011 dengan penyertaan kakitangan Bank Islam dari semua wilayah di Malaysia.

**18 - 19** Organised Media Amazing Hunt 2011 in which Bank Islam staff raced from KL to Melaka in participating in the treasure hunting and CSR activities together with members of the media.

Menganjurkan “Media Amazing Hunt 2011” yang menyaksikan kakitangan Bank Islam berlumba dari Kuala Lumpur hingga Melaka dalam mencari harta karun dan aktiviti CSR bersama-sama pihak media.

**24 - 26** Participated in the GLC Open Day at the KL Convention Centre.

Menyertai Hari Terbuka GLC di Pusat Konvensyen KL.

## JULY

**05** Organised the handover ceremony of “Rumah Bantuan Bank Islam” at Rumah Cahaya Sungai Tengas, Kulim Kedah for 12 senior citizens.

Menganjurkan upacara penyerahan Rumah Bantuan Bank Islam di Rumah Cahaya Sungai Tengas, Kulim, Kedah kepada 12 orang warga tua.

## Calendar of Significant Event Kalender Peristiwa Penting



**12** Handed over the contribution to the “Zero to Hero” programme at Sekolah Menengah Kebangsaan Gombak Setia, Selangor.

Menyerahkan sumbangan kepada program “Zero to Hero” di Sekolah Menengah Kebangsaan Gombak Setia, Selangor.

**14** Bank Islam welcomed an official visit from Kargozar Public Relations Institute & Iranian Association of Public Relations Specialists.

Bank Islam menerima lawatan rasmi daripada Kargozar Public Relations Institute & Iranian Association of Public Relations Specialists.

**14** Presented awards to the staff of Transaction Services in recognition for their significant contribution to the OACC Project.

Menyampaikan anugerah kepada kakitangan Perkhidmatan Urus Niaga untuk mengiktiraf sumbangan penting mereka kepada Projek OACC.

**16** Conducted the “Mangrove Tree Planting” exercise at the forest reserve of Pulau Che Mat Zin, Klang, Selangor.

Menjalankan aktiviti Penanaman Pokok Bakau di hutan simpan Pulau Che Mat Zin, Klang, Selangor.

**21** Welcomed an official visit from International Institute of Islamic Waqf (“IIIW”), United Arab Emirates (“UAE”).

Menerima lawatan rasmi daripada International Institute of Islamic Waqf (“IIIW”), Emiriah Arab Bersatu (“UAE”).

**22** Dato’ Sri Zukri Samat became the recipient of the Global Leadership Awards 2011 in the Islamic Banking category for outstanding leadership.

Dato’ Sri Zukri Samat menerima “Global Leadership Awards 2011” dalam kategori Perbankan Islam atas kepimpinan cemerlang.

**27** Conducted Special Briefing to the Central Bank of Oman at Sasana Kijang, Bank Negara Malaysia.

Mengadakan Taklimat Khas untuk Central Bank of Oman di Sasana Kijang, Bank Negara Malaysia.

## AUGUST

**02** Get the Ramadhan initiative off the ground by distributing Ramadhan Gift Pack to the public at various states starting at Ipoh, Perak followed by Miri, Sarawak and the Grand Saga Plaza Toll on the Cheras - Kajang highway.

Memulakan aktiviti amal sempena bulan Ramadan dengan mengedarkan Pek Hadah Ramadan kepada orang ramai di serata negeri bermula di Ipoh, Perak diikuti dengan Miri, Sarawak dan Plaza Tol Grand Saga di lebuh raya Cheras - Kajang.





# 2011

**02** Started a series of “*Majlis Berbuka Puasa*” in conjunction with Ramadhan month for the underprivileged including orphans, senior citizens, single mothers and “*mualaf*” nationwide at Ipoh, Miri, Kuala Terengganu, Kuantan and UKM, Bangi, Selangor.

Mengadakan Majlis Berbuka Puasa sempena bulan Ramadan untuk golongan kurang bernasib baik, termasuk anak yatim, warga tua, ibu tunggal dan mualaf seluruh negara, bertempat di Ipoh, Miri, Kuala Terengganu, Kuantan dan UKM, Bangi, Selangor.

**03** Distributed packed food and “*bubur lambuk*” to staff of Utusan Malaysia and Kosmo at Utusan Melayu's office in Kuala Lumpur, in conjunction with the Ramadhan month.

Mengedarkan bungkusan makanan dan bubur lambuk kepada kakitangan Utusan Malaysia dan Kosmo di pejabat Utusan Melayu di Kuala Lumpur sempena sambutan bulan Ramadan.

**08** Organised a “*Majlis Berbuka Puasa*” for the NSTP Group staff at Balai Berita, Jalan Riong, Bangsar, Kuala Lumpur.

Menganjurkan Majlis Berbuka Puasa untuk kakitangan NSTP Group di Balai Berita, Jalan Riong, Bangsar, Kuala Lumpur.

**10** Distributed packed food and “*bubur lambuk*” to staff of Sinar Harian at Karangkrak in conjunction with the Ramadhan month.

Mengedarkan bungkusan makanan dan bubur lambuk kepada kakitangan Sinar Harian di Karangkrak sempena sambutan bulan Ramadan.

**12** Organised a “*Majlis Berbuka Puasa*” for the BERNAMA staff at Wisma BERNAMA, Kuala Lumpur.

Menganjurkan Majlis Berbuka Puasa untuk kakitangan BERNAMA di Wisma BERNAMA, Kuala Lumpur.

**18** Distributed packed food and “*bubur lambuk*” to Radio Televisyen Malaysia staff at Angkasapuri in conjunction with the Ramadhan month.

Mengedarkan bungkusan makanan dan bubur lambuk kepada kakitangan Radio Televisyen Malaysia di Angkasapuri sempena sambutan bulan Ramadan.

**25** Announced profit before tax and *Zakat* of RM240.9 million for the first half of financial year 2011, a 56.2% jump compared to last year.

Mengumumkan keuntungan sebelum cukai dan zakat sebanyak RM240.9 juta untuk separuh pertama tahun kewangan 2011, iaitu kenaikan sebanyak 56.2% berbanding dengan tahun lepas September 2011.



## Calendar of Significant Event Kalender Peristiwa Penting



## SEPTEMBER

**08** Participated in the “*Majlis Simbolik Penyerahan & Penghargaan Sahabat Korporat Bagi Musim Haji 1432H*”.

Menyertai Majlis Simbolik Penyerahan & Penghargaan Sahabat Korporat Bagi Musim Haji 1432H.

**13** Started a series of “*Hari Raya Aidilfitri Open House*” celebration with corporate clients of all regions nationwide at Johor Bahru, Kuala Lumpur, Seberang Jaya (Penang) and Kuantan.

Mengadakan majlis sambutan Rumah Terbuka Hari Raya Aidilfitri bersama pelanggan korporat dari semua wilayah di seluruh negara di Johor Bahru, Kuala Lumpur, Seberang Jaya (Pulau Pinang) dan Kuantan.

**14** Celebrated Hari Raya Aidilfitri with the staff of Bank Islam Head Office at Menara Bank Islam, Kuala Lumpur.

Menyambut Hari Raya Aidilfitri bersama kakitangan Ibu Pejabat Bank Islam di Menara Bank Islam, Kuala Lumpur.

**27** Launched the Al-Awfar Junior savings products, specially aimed at the young depositors.

Melancarkan akaun simpanan Al-Awfar Junior, yang disasarkan khusus kepada golongan muda.

**28** Organised a “*Majlis Doa Selamat*” to pray for the safe journey of the Bank Islam staff who are about to conduct the Hajj pilgrimage for 1432H.

Menganjurkan Majlis Doa Selamat untuk mendoakan keselamatan perjalanan kakitangan Bank Islam yang menunaikan haji bagi musim 1432H.

## OCTOBER

**01** Participated in “*Malam Simfoni Kasih 2011*” with Zakat contribution of RM200,000 for the “*Mengubah Destinasi Anak Bangsa*” fund at UiTM, Shah Alam, Selangor.

Menyertai Malam Simfoni Kasih 2011 dengan penyampaian wang zakat sebanyak RM200,000 kepada tabung Mengubah Destinasi Anak Bangsa di UiTM, Shah Alam, Selangor.

**08** Organised a Corporate Social Responsibility programme at Masjid Nurul Hidayah, Kampung Sungai Seri Cheeding Banting, Kuala Langat, Selangor with Dato’ Sri Zukri Samat participating.

Menganjurkan program Tanggungjawab Sosial Korporat di Masjid Nurul Hidayah, Kampung Sungai Seri Cheeding Banting, Kuala Langat, Selangor dengan penyertaan Dato’ Sri Zukri Samat.



# 2011

**15** Participated in the Minggu Matematik 2011 “*Matematik Menjana Transformasi Minda*” event with a contribution of RM10,000 and the intention to encourage innovative and creative thinking within the students.

Menyertai Minggu Matematik 2011 dalam acara Matematik Menjana Transformasi Minda dengan sumbangan sebanyak RM10,000 dan bertujuan untuk menggalakkan pemikiran inovatif dan kreatif dalam kalangan pelajar.

**15** Organised a series of Corporate Social Responsibility programmes with Ustazah Pilihan together starting with the villagers of Kampung Orang Asli Sungai Mas at Sg. Lembing, Kuantan, Pahang and the occupants of Taman Seri Puteri Cheras, a shelter for women.

Menganjurkan program Tanggungjawab Sosial Korporat bersama peserta Ustazah Pilihan, bermula dengan penduduk Kampung Orang Asli Sungai Mas di Sg. Lembing, Kuantan, Pahang dan penghuni Taman Seri Puteri Cheras, iaitu sebuah tempat perlindungan untuk wanita.

**17** Participated as the Associate Sponsor for Islamic Finance News 2011 Issuers & Investors Asia Forum at Kuala Lumpur Convention Centre.

Mengambil bahagian sebagai Penaja Bersekutu untuk Forum Penerbit & Pelabur Asia IFN 2011 di Pusat Konvensyen Kuala Lumpur.

**19** Organised the official launch of Menara Bank Islam with His Majesty Seri Paduka Baginda Yang di-Pertuan Agong Sultan Mizan Zainal Abidin officiating the opening of the new corporate office.

Menganjurkan pelancaran rasmi Menara Bank Islam dengan Duli yang Maha Mulia Seri Paduka Baginda Yang di-Pertuan Agong Sultan Mizan Zainal Abidin merasmikan pembukaan pejabat korporat yang baharu.

**24** Organised a Zakat Handover Ceremony with contribution of RM30,000 to Universiti Teknikal Melaka Malaysia (“UTeM”). Menganjurkan Upacara Penyerahan Zakat dengan sumbangan sebanyak RM30,000 kepada Universiti Teknikal Melaka Malaysia (“UTeM”).

## NOVEMBER

**04** Organised a Zakat Handover Ceremony with contribution of RM30,000 to Universiti Industri Selangor (“UNISEL”). Menganjurkan Upacara Penyerahan Zakat dengan sumbangan sebanyak RM30,000 kepada Universiti Industri Selangor (“UNISEL”).

## Calendar of Significant Event Kalender Peristiwa Penting



**12** Organised a Strategic Brainstorming Retreat 2011 at Cyberview Lodge Resort, Cyberjaya.

Menganjurkan "Strategic Brainstorming Retreat 2011" di Cyberview Lodge Resort, Cyberjaya.

**15** Organised a "Program Motivasi Keibubapaan dan Sumbangan Zakat" at Sekolah Kebangsaan Pasir Puteh in Kelantan.

Menganjurkan Program Motivasi Keibubapaan dan Sumbangan Zakat di Sekolah Kebangsaan Pasir Puteh di Kelantan.

**19** Organised a beach-cleaning programme "Beriadah dan Sayangi Pantai Anda Bersama Bank Islam" at Pantai Taman Gelora, Kuantan, Pahang.

Menganjurkan program pembersihan pantai, Beriadah dan Sayangi Pantai Anda Bersama Bank Islam di Pantai Taman Gelora, Kuantan, Pahang.

**23** Organised the Debit = MyVi Campaign Prize-giving Ceremony to celebrate the six winners of Perodua Myvi.

Menganjurkan Majlis Penyampaian Hadiah bagi Kempen Debit=MyVi untuk meraikan enam pemenang Perodua Myvi.

**25** Organised a Zakat Handover Ceremony with contribution of RM50,000 to Universiti Teknologi Malaysia ("UTM").

Menganjurkan Upacara Penyerahan Zakat dengan sumbangan sebanyak RM50,000 kepada Universiti Teknologi Malaysia ("UTM").

**29** Organised an Official Launch Ceremony of FPX and MIGS together with Majlis Agama Islam Kelantan ("MAIK") which enable online debiting of Current and Savings account with MAIK.

Menganjurkan Upacara Pelancaran Rasmi FPX dan MIGS bersama Majlis Agama Islam Kelantan ("MAIK") yang membolehkan pendebitan dalam talian akaun Semasa dan Simpanan dengan MAIK Disember 2011.

## DECEMBER

**06** Organised a Zakat Handover Ceremony with contribution of RM50,000 to Uinversiti Sains Malaysia ("USM").

Menganjurkan Upacara Penyerahan Zakat dengan sumbangan sebanyak RM50,000 kepada Universiti Sains Malaysia ("USM").





# 2011

**07** Organised the Reach Out Programme Briefing as well as the announcement on Bank Islam's collaboration with Reach Out Malaysia on its commitment to provide food and essential items for the homeless for a full one year. Bank Islam staff also participated as volunteer in distributing these items to the homeless together with Reach Out volunteers throughout the streets of Kuala Lumpur and Bus Stand Klang.

Menganjurkan Taklimat Program Reach Out serta pengumuman tentang kerjasama Bank Islam dengan Reach Out Malaysia mengenai komitmennya untuk menghulurkan makanan dan barangan keperluan kepada orang tak berumah selama satu tahun penuh. Kakitangan Bank Islam juga mengambil bahagian sebagai sukarelawan untuk mengedarkan barangan ini kepada orang tak berumah bersama sukarelawan Reach Out di jalan sekitar Kuala Lumpur dan Perhentian Bas Klang.

**28** Nurlina Jirang from Bank Islam Sandakan branch emerged as champion during the Prize-giving Ceremony of the "Pertandingan Pidato antara Institusi Kewangan Piala Gabenor Bank Negara".

Nurlina Jirang daripada Bank Islam cawangan Sandakan muncul juara dalam Majlis Penyampaian Hadiah Pertandingan Pidato antara Institusi Kewangan Piala Gabenor Bank Negara.



# Enriching Society

## Memakmurkan Masyarakat



*“The question isn’t whether people are credit-worthy. It is whether banks are people—worthy”*

~ Mohammad Yunus, Nobel Prize Winner 2006

The notion of social responsibility and justice has been an integral part of Islamic society for nearly 14 centuries. It seems natural therefore for Bank Islam Malaysia Berhad (“Bank Islam”) to embed its Corporate Responsibility (“CR”) programmes in the heart of all its business operations. We have based our CR strategies on the idea of *falah* (human well-being) and *hayat tayyibah* (good life). We are therefore delighted to support the Government’s ‘Big-Push’ for socio-economic justice which underpins the 10<sup>th</sup> Malaysia Plan. The 1 Malaysia concept of People First, Performance Now resonates well with the Bank’s own CR strategies that seek to help communities preserve and enrich their faith, life, health and wealth.

Konsep tanggungjawab sosial dan keadilan telah menjadi sebahagian penting dalam masyarakat Islam untuk hampir 14 abad. Oleh itu, adalah biasa bagi Bank Islam Malaysia Berhad (“Bank Islam”) untuk menanamkan program Tanggungjawab Korporat (“CR”) dalam tunjang semua operasi perniagaan Bank. Kami mendasarkan strategi CR kami pada idea *falah* (kesejahteraan manusia) dan *hayat tayyibah* (kehidupan baik). Justeru, kami dengan gembira menyokong ‘Tolakan Besar’ Kerajaan untuk keadilan sosio-ekonomi yang menguatkan Rancangan Malaysia ke-10. Konsep 1 Malaysia, iaitu Rakyat Didahulukan, Pencapaian Diutamakan sealiran dengan strategi CR Bank yang berhasrat untuk membantu masyarakat memelihara dan meningkatkan kualiti kehidupan, kepercayaan, kesihatan dan kekayaan mereka.

## CORPORATE RESPONSIBILITY – BUSINESS DRIVER OF THE FUTURE

Bank Islam has always maintained that CR is more than an ideology. We see it as a business driver of the future. Our CR initiatives are not random acts of kindness but closely follow Islamic jurisprudence (*Fiqh*) and are part and parcel of our business practices. The Bank sees its business and CR services as two sides of the same coin.

Over the last 12 months, Bank Islam has used its CR projects as the building blocks to transform the lives of deprived communities. Staff involvement and 'community buy-in' has underscored all its CR initiatives.

2011 saw the Bank engage in poverty reduction projects, education initiatives, welfare support, unity programmes and care of the aged. We draw inspiration from the Quran, within which there are effective moral systems outlined for us. We learn from this that whatever leads to the welfare of the individual enriches society.

In the year under review Bank Islam strengthened its flagship CR programme with a direct investment of close to RM800,000 into its *Projek Bantuan Rumah* (Housing Aid Project). This programme was designed to not only provide a roof over the heads of the poor and destitute, but to enrich and empower the community by providing opportunities for local contractors, materials suppliers and local skilled and semi-skilled villagers. In 2011, this innovative programme directly impacted the lives in 40 households, with homes being renovated or re-built.

## TANGGUNGJAWAB KORPORAT – PEMACU PERNIAGAAN MASA HADAPAN

Bank Islam sentiasa berpendapat bahawa CR adalah lebih daripada satu ideologi. Kami melihatnya sebagai pamacu perniagaan untuk masa hadapan. Inisiatif CR kami bukanlah perbuatan kebaikan secara rawak tetapi benar-benar mengikuti perundangan Islam (*Fiqh*) dan adalah perkara wajib dalam amalan perniagaan kami. Bank melihat perniagaan dan usaha CR sebagai dua elemen yang sama penting.

Sepanjang 12 bulan yang lepas, Bank Islam menggunakan projek CR sebagai batu asas untuk mengubah kehidupan masyarakat yang serba kekurangan. Penglibatan kakitangan dan kepercayaan masyarakat telah mengukuhkan semua projek tersebut.

Tahun 2011 menyaksikan Bank melibatkan diri dalam projek pengurangan kemiskinan, inisiatif pendidikan, sokongan kebajikan, program perpaduan dan penjagaan warga tua. Kami menjana inspirasi daripada Quran, yang di dalamnya terdapat sistem moral berkesan yang telah dirancang untuk kita. Kami belajar bahawa apa-apa yang menjurus kepada kebajikan individu akan memakmurkan masyarakat.

Dalam tahun di bawah tinjauan, Bank Islam mengukuhkan program CR utama dengan pelaburan langsung sebanyak hampir RM800,000 dalam Projek Bantuan Rumah (Housing Aid Project). Program ini direka bentuk bukan hanya untuk menyediakan tempat berteduh bagi orang miskin dan melarat, tetapi juga untuk meningkatkan dan memperkasa masyarakat dengan membuka peluang kepada kontraktor tempatan, pembekal bahan serta penduduk kampung tempatan yang berkemahiran dan separuh mahir. Pada 2011, program inovatif ini memberikan impak secara langsung kepada kehidupan 40 keluarga dengan pengubahsuaian atau pembinaan semula rumah.





12 senior citizens at Sungai Tengah, Kulim, Kedah, had their old houses replaced with comfortable new homes, built at a cost of RM360,000. In all, the bank built 20 houses in the state of Kedah and 10 other houses were upgraded in the district of Pokok Sena, Baling and Kulim. The Bank has, since 2008 built 30 houses in Kelantan, 37 in Terengganu, 30 in Kedah, and 25 in Pahang. In 2011, *Projek Bantuan Rumah* was extended to communities in Sabah and Sarawak as well. Assessments and approvals to build were done on a case-by-case basis.

A distinct characteristic of this programme as with other Bank Islam CR projects is the involvement of the Bank's staff in the entire project cycle. Bank personnel in the vicinity help identify members of the community that are most in need. They also assist in the selection of contractors and facilitate 'self-help' where this is possible.

Going forward, Bank Islam is set to grow and strengthen this programme further and intensify community and staff participation. 2012 will see the *Projek Bantuan Rumah* making a huge impact in Pahang.

In line with its overall CR Commitment the bank focused on youth development in terms of investing money, manpower and creative packages into building the thinking and learning skills of young people. The Bank believes that providing innovative solutions to enable young people to develop their capacity for original ideas and academic achievement will lead to a much better human resource capital for the country.

In 2011, the Bank's overarching moral guideline translated into a RM200,000 grant to boost the coffers of the *Tabung Mengubah Destinasi Anak Bangsa* (Fund To Change The Destiny of the Nation's Youth) or MDAB, which was mooted by Prime Minister YAB Dato' Sri Mohd Najib Tun Hj Abdul Razak. Essentially, this grant will be used to provide scholarships for young people unable to pursue their studies in Universiti Teknologi Mara (UiTM). This initiative also saw Bank Islam partnering UiTM to launch in 2010, a Mastercard called *Kad Platinum Mastercard Bank Islam-Alumni UiTM*. The idea is to raise funds for the MDAB programme by engaging thousands of UiTM Alumni members to give back to society by supporting their *alma mater* through a card loyalty programme. For every purchase using the Bank Islam-Alumni UiTM Mastercard 0.3 percent is donated to the fund. The Bank basically has created an opportunity to take rural children out of poverty. Access to education at all levels is a powerful tool to redress inequalities in society. To quote Managing Director, Dato' Sri Zukri Samat, **"Bank Islam hopes this noble initiative will be supported by some 400,000 UiTM Alumni. They will be providing less fortunate children with a life-long gift of education"**. Bank Islam has created a 'painless', win-win solution to enrich the country's human capital.

Rumah lama kepunyaan 12 orang warga emas di Sungai Tengah, Kulim, Kedah telah digantikan dengan rumah baharu selesa yang dibina dengan kos keseluruhan sebanyak RM360,000. Kesemuanya, Bank membina 20 buah rumah di negeri Kedah dan 10 buah rumah lain dinaik taraf di daerah Pokok Sena, Baling dan Kulim. Sejak 2008, Bank telah membina 30 buah rumah di Kelantan, 37 di Terengganu, 30 di Kedah dan 25 di Pahang. Pada 2011, *Projek Bantuan Rumah* turut diperluaskan kepada masyarakat di Sabah and Sarawak. Penilaian dan kebenaran bagi pembinaan dilakukan mengikut kes.

Ciri khas bagi program ini berbanding projek CR Bank Islam lain adalah penglibatan kakitangan Bank dalam seluruh kitaran projek. Kakitangan Bank di kawasan sekitar membantu mengenal pasti ahli masyarakat yang paling memerlukan bantuan. Mereka juga membantu dalam pemilihan kontraktor dan memudahkan 'bantu diri' apabila mungkin.

Pada masa hadapan, Bank Islam bersedia untuk mengembang dan mengukuhkan program ini selanjutnya serta menambah penglibatan masyarakat dan kakitangan. Tahun 2012 akan menyaksikan *Projek Bantuan Rumah* memberikan impak yang besar di Pahang.

Sejajar dengan seluruh Komitmen CR, Bank memberikan tumpuan kepada pembangunan belia dengan melabur wang, tenaga dan pakej kreatif untuk membina kemahiran pemikiran dan pembelajaran golongan muda. Bank percaya bahawa dengan memberikan penyelesaian yang inovatif bagi membolehkan golongan muda membina keupayaan dalam pencapaian akademik dan berdaya cipta, modal insan yang lebih baik dapat dihasilkan untuk negara.

Pada 2011, garis panduan moral Bank diterjemahkan kepada geran sebanyak RM200,000 untuk merangsang Tabung Mengubah Destinasi Anak Bangsa (*Fund To Change The Destiny of the Nation's Youth*) atau MDAB yang dicetuskan oleh Perdana Menteri YAB Dato Sri Mohd Najib Tun Hj Abdul Razak. Pada asasnya, geran ini akan digunakan untuk menyediakan biasiswa kepada anak muda untuk melanjutkan pelajaran di Universiti Teknologi Mara (UiTM). Inisiatif ini juga menyaksikan Bank Islam bekerjasama dengan UiTM untuk melancarkan Mastercard yang dinamakan Kad Platinum Mastercard Bank Islam-Alumni UiTM pada 2010. Idea ini bertujuan untuk mengumpulkan dana bagi program MDAB dengan melibatkan beribu-ribu alumni UiTM untuk menyumbang kepada masyarakat dengan menyokong alma mater mereka melalui program kad kesetiaan. Dengan setiap pembelian menggunakan Mastercard Bank Islam-Alumni UiTM, 0.3 peratus akan disumbangkan kepada dana tersebut. Bank pada dasarnya mewujudkan peluang untuk mengeluarkan kanak-kanak luar bandar daripada kemiskinan. Akses kepada pendidikan di semua peringkat merupakan alat yang paling berkesan untuk menyelaraskan ketidakseimbangan dalam masyarakat. Memetik kata-kata Pengarah Urusan Dato' Sri Zukri Samat, **"Bank Islam berharap inisiatif mulia ini akan disokong oleh sejumlah 400,000 Alumni UiTM. Mereka akan memberi kanak-kanak yang kurang bernasib baik hadiah pendidikan seumur hidup"**. Bank Islam telah mewujudkan satu penyelesaian yang 'tidak menyakitkan' serta sama menang untuk memakmurkan modal insan negara.







### CORPORATE RESPONSIBILITY FOR COMMUNITY COHESION

During the year, the bank's interacted with the community in two ways. It either supported existing CR programmes for nationwide impact or designed its own which were then rolled out on an incremental basis.

During the year under review, the bank also made significant investments in education. For the very young, Bank Islam participated in the 'Zero to Hero' initiative which saw the bank adopt five schools nationwide under the PINTAR programme. Investing RM39,000 in building competencies in English, developing self-confidence and enriching the learning experience of 133 students, Bank Islam became a part of a national drive to improve the quality of education. Participating schools have reported higher levels of fluency, improved grammar, a wider vocabulary and effective presentation skills among students attending the programme.

### BANK ISLAM IN THE BUSINESS OF CARING

The Holy Qur'an, Sura Al-Maidah-5:32 tells us that saving of one life is equivalent to the saving of all humankind. Several projects during the year though modest in scale, demonstrated the power of one. An Amal Jariah donation to build a kitchen and toilet for Puan Hamisah Nasip in Kampung Gunding, Kota Belud, Sabah clearly reflected the Bank's ability for outreach work. The Bank is delighted that the programme was aired on Salam Ramadan Nasi Lemak Kopi O.

### TANGGUNGJAWAB KORPORAT UNTUK PERPADUAN MASYARAKAT

Sepanjang tahun, Bank berinteraksi dengan masyarakat dalam dua cara, sama ada menyokong program CR sedia ada yang memberikan kesan ke seluruh negara atau menghasilkan program sendiri yang kemudian dilaksanakan dalam beberapa fasa.

Dalam tahun di bawah tinjauan, Bank juga membuat pelaburan penting dalam pendidikan. Bagi golongan muda, Bank Islam menyertai inisiatif 'Zero to Hero' yang menyaksikan Bank mengambil lima sekolah di seluruh negara sebagai sekolah angkat di bawah program PINTAR. Dengan melabur RM39,000 untuk membina kecekapan teras dalam Bahasa Inggeris, membina keyakinan diri dan mengayakan pengalaman pembelajaran bagi 133 orang pelajar, Bank Islam menjadi sebahagian daripada pemacu negara bagi mempertingkatkan kualiti pendidikan. Sekolah yang terlibat telah melaporkan peningkatan tahap kefasihan, tatabahasa yang lebih baik, perbendaharaan kata yang lebih luas dan kemahiran penyampaian yang berkesan dalam kalangan pelajar yang mengikuti program.

### BANK ISLAM YANG PRIHATIN

Dalam al-Quran, Surah Al-Maidah, ayat ke-32 (5:32) menyatakan bahawa menyelamatkan satu nyawa adalah sama dengan menyelamatkan semua manusia. Beberapa projek sepanjang tahun, walaupun berskala sederhana, membuktikan kuasa yang satu. Sedekah Amal Jariah bagi membina sebuah dapur dan tandas untuk Puan Hamisah Nasip di Kampung Gunding, Kota Belud, Sabah, jelas menunjukkan keupayaan Bank dalam program bantuan. Bank berasa gembira apabila program tersebut disiarkan dalam rancangan Salam Ramadan Nasi Lemak Kopi O. Program ini diharapkan

It is hoped that this has a 'multiplier' effect with other donors meeting the basic needs of the disenfranchised in society. During the year under review, Amal Jariah donations also saw several single mothers in Ampangan and Rembau Negeri Sembilan, Taman Tambai Jaya and Ulu Bertam Melaka, Merotai Besar and Kampung Tanjung Batu Laut, Tawau, Sabah, Taman Sri Teratai and Kampung Kelapa and other areas throughout Malaysia. These donations help for medication, food and other basic needs. Several needy families across the country received urgent aid in the form of small grants that immediately addressed serious financial difficulties. All these efforts are to ensure that there is sustainability in the support of impoverished families.

## GOOD STEWARDSHIP OF THE PLANET

How well we are able to care for ourselves influences the way we care for the planet. In 2011, the projects implemented helped create the spirit of *Ukhuwah* (harmony and brotherhood) as well as care of the environment when Bank Islam invested RM20,000 to support a beach clean-up campaign in Pantai Taman Gelora, Kuantan. This project not only enabled close encounters between the community and the staff of the Bank but also created a spirit of caring and camaraderie among the staff. Bank Islam believes that doing well commercially and doing good, in terms of caring for the community, are not mutually exclusive objectives but mutually reinforcing ones.

On 16 July 2011, in what can only be described as an intrepid adventure, Bank Islam staff joined YAWA (Yayasan Anak Warisan Alam) to plant mangrove trees off the Klang coast. 60 Bank Islam staff planted 600 *api-api* saplings in Pulau Che Mat Zin. The challenges of tree planting in muddy, humid conditions gave the staff an idea of what it took to preserve and rehabilitate denuded areas. It also gave them an idea of how fragile our eco-systems are.

Tree planting and building media ties saw Bank Islam organise its first installment of 'The Amazing Media Hunt' which took place in Malacca. This exciting activity reached a 'sustainable' conclusion with both journalists and Bank staff planting trees on 18 June 2011. Conservation and sustainability in the Bank's operations is slowly gaining ground. An internal initiative to be as paperless as possible and to save energy in a systematic and deliberate way is also being put in place. Environmental awareness and good stewardship of the planet is given special attention with email notifications to all staff. Useful tips and ideas to staff on how to make conservation a top-of-mind recall are disseminated two staff on a regular basis. Bank staff are also encouraged to observe international conservation events such as Earth Day.

dapat memberikan kesan 'penggandaan' ke atas penyumbang lain dalam memenuhi keperluan asas bagi golongan terpinggir dalam masyarakat. Sepanjang tahun di bawah tinjauan, sedekah Amal Jariah diberikan kepada beberapa ibu tunggal di Ampangan dan Rembau di Negeri Sembilan, Taman Tambai Jaya dan Ulu Bertam di Melaka, Merotai Besar dan Kampung Tanjung Batu Laut di Tawau, Sabah, Taman Sri Teratai dan Kampung Kelapa dan kawasan lain di seluruh Malaysia. Sumbangan ini membantu mereka membeli ubat, makanan dan keperluan asas lain. Beberapa keluarga miskin di seluruh negara menerima bantuan segera dalam bentuk geran kecil yang dengan serta-merta menyelesaikan masalah kewangan yang serius. Semua usaha ini memastikan agar terdapat kemampanan dalam sokongan terhadap keluarga miskin.

## PENGAWASAN PLANET YANG BAIK

Bagaimana kita menjaga diri sendiri mempengaruhi cara kita menjaga planet ini. Pada 2011, projek yang dilaksanakan membantu mewujudkan semangat *Ukhuwah* (harmoni dan persaudaraan) serta penjagaan alam sekitar apabila Bank Islam membelanjakan RM20,000 untuk menyokong kempen pembersihan pantai di Pantai Taman Gelora, Kuantan. Projek ini bukan sahaja membolehkan pertemuan antara masyarakat dengan kakitangan Bank malah mewujudkan semangat prihatin dan keakraban antara kakitangan. Bank Islam percaya bahawa berjaya secara komersil dan berbuat kebaikan dengan menyayangi masyarakat bukanlah objektif yang saling eksklusif tetapi saling mengukuhkan.

Pada 16 Julai 2011, dalam pengalaman yang boleh digambarkan sebagai berani, kakitangan Bank Islam menyertai YAWA (Yayasan Anak Warisan Alam) untuk menanam pokok bakau di pantai Klang. Enam puluh kakitangan Bank Islam menanam 600 anak pokok api-api di Pulau Che Mat Zin. Cabaran menanam pokok dalam keadaan yang berlumpur dan lembap memberi kakitangan idea tentang apa yang diperlukan untuk memelihara dan memulihkan kawasan yang gondol. Ia juga memberi mereka gambaran tentang betapa mudahnya ekosistem kita terjejas.

Menanam pokok dan menjalin hubungan dengan media menyaksikan Bank Islam menganjur siri pertama 'The Amazing Media Hunt' yang diadakan di Melaka. Aktiviti menyeronokkan ini berakhir dengan penyelesaian yang 'mampan' apabila wartawan dan kakitangan Bank menanam pokok pada 18 Jun 2011. Pemuliharaan dan kemampanan dalam operasi Bank mula diterima sedikit demi sedikit. Inisiatif dalaman untuk beroperasi seberapa boleh tanpa kertas dan menjimat tenaga secara sistematik dan perlahan-lahan juga sedang dilaksanakan. Kesedaran alam sekitar dan pengawasan planet yang baik diberikan perhatian khusus dengan notifikasi e-mel kepada semua kakitangan. Tip dan idea yang berguna tentang cara untuk menjadikan pemuliharaan paling penting disebarkan kepada kakitangan secara tetap. Kakitangan juga digalakkan untuk meraikan peristiwa pemuliharaan antarabangsa seperti Hari Bumi.

## **CORPORATE RESPONSIBILITY AS A POWERFUL TOOL FOR ECONOMIC INTERVENTION**

History has shown us that for as long as a nation is stricken by poverty, it cannot really be free. Wealth without redistribution leads to unstable societies. CR can be a powerful tool for economic intervention. This is particularly so when the poor and disenfranchised are the beneficiaries. With this in mind, Bank Islam's CR approach has been to provide communities with basic needs from housing to social welfare. This has helped relieve the burden of poor households and enhance their disposable incomes.

Bank Islam's CR initiatives seek to empower all our stakeholders. Particular emphasis is given to the communities in which we operate. The Bank operates in a multi-ethnic and multicultural environment, and is therefore inclusive in all aspects of its operations, including its CR activities.

For the financial year ending 2011, Bank Islam has given out RM11,588,188 from its Zakat funds for the benefit of the marginalised segments of Muslim society, state Zakat authorities, mosques, Islamic institutions and non-governmental organisations. Bank Islam is committed to continuing its poverty reduction efforts throughout the country. This is consistent with the Bank's mission to be a responsible and caring corporate body.

## **ISLAMIC CORPORATE RESPONSIBILITY VALUES AS UNIVERSAL CORPORATE RESPONSIBILITY VALUES**

Bank Islam is well-positioned to lead the way in building the industry into a viable global alternative to conventional banking. The Bank has played a pivotal role in developing an advanced Islamic financial system in Malaysia. It is proud to be associated with 'growing' several leaders and specialists in the industry.

In the year under review, Bank Islam continued to lead the way by providing effective platforms for debate and discussion. In January, it welcomed an official study visit by the delegates from Qatar Islamic Bank, where discussions centred around current challenges, knowledge-sharing and recent developments in the Islamic banking industry. On July 14, 2011, the Bank received members of the Kargozar Public Institute and the Iranian Association of Public Relations Specialists. The Bank arranged for briefing sessions on its operations and an overview of the Islamic banking industry.

## **TANGGUNGJAWAB KORPORAT SEBAGAI ALAT BERKESAN UNTUK CAMPUR TANGAN EKONOMI**

Sejarah telah membuktikan kepada kita bahawa selagi sebuah negara dilanda kemiskinan, ia tidak sebenar-benarnya bebas. Kekayaan tanpa pengagihan semula menghasilkan masyarakat yang tidak stabil. CR boleh menjadi alat yang berkesan untuk campur tangan ekonomi. Terutamanya apabila golongan miskin dan terpinggir menjadi benefisiari. Atas ingatan ini, pendekatan CR Bank Islam adalah untuk menyediakan keperluan asas daripada perumahan hingga kebajikan sosial kepada masyarakat. Tindakan ini telah membantu meringankan beban keluarga miskin dan menambah pendapatan boleh guna mereka.

Inisiatif CR Bank Islam berhasrat untuk memperkasa semua pihak berkepentingan. Penekanan khusus diberikan kepada masyarakat di mana kami beroperasi. Memandangkan Bank beroperasi dalam persekitaran berbilang etnik dan budaya, maka ia merangkumi semua aspek operasinya termasuk aktiviti CR.

Bagi tahun kewangan berakhir 2011, Bank Islam telah mengeluarkan RM11,588,188 daripada dana Zakat untuk manfaat golongan terpinggir dalam masyarakat Islam, pihak berkuasa Zakat negeri, masjid, institusi Islam dan organisasi bukan kerajaan. Bank Islam komited untuk meneruskan usaha pengurangan kemiskinan di seluruh negara, konsisten dengan misinya untuk menjadi badan korporat yang bertanggungjawab dan prihatin.

## **NILAI TANGGUNGJAWAB KORPORAT ISLAM SEBAGAI NILAI TANGGUNGJAWAB KORPORAT UNIVERSAL**

Bank Islam berkedudukan baik untuk menjadi peneraju dalam membangunkan industri sebagai alternatif global yang berdaya maju kepada perbankan konvensional. Bank telah memainkan peranan penting dalam membangunkan sistem kewangan Islam yang maju di Malaysia. Bank Islam bangga apabila dikaitkan dengan penghasilan beberapa pemimpin dan pakar dalam industri ini.

Dalam tahun di bawah tinjauan, Bank terus meneraju dengan menyediakan platform berkesan untuk perdebatan dan perbincangan. Pada bulan Januari, ia menyambut kedatangan delegasi dari Qatar Islamic Bank atas lawatan rasmi sambil belajar, dan mengadakan perbincangan yang berlegar tentang cabaran semasa, perkongsian ilmu dan perkembangan terkini dalam industri perbankan Islam. Pada 14 Julai 2011, Bank menyambut kedatangan ahli Kargozar Public Institute dan Iranian Association of Public Relations Specialists. Bank mengatur sesi taklimat tentang operasinya dan gambaran menyeluruh industri perbankan Islam. Pada bulan yang sama, Bank Islam





In the same month, it welcomed members of the International Institute of Islamic Waqf from the United Arab Emirates. The Bank also held a special briefing for the Central Bank of Oman at Sasana Kijang, Bank Negara Malaysia. Bank Islam was the Associate Sponsor of the Islamic Finance News ("IFN") 2011 Issuers & Investors Asia Forum, which welcomed more than 1,500 local and international participants. The story of Bank Islam and how it has weathered the challenges of industry globalisation was well covered at the forum.

In the final analysis, the Bank proved to have successfully adapted to new market realities in the aftermath of the most severe economic crisis in decades for advanced economies. Moving forward, Bank Islam hopes to mirror the Malaysian success story: Wealth creation with redistribution; dynamic business environment within a harmonious nation and a stable succession planning with sustainable growth.

menyambut kedatangan ahli International Institute of Islamic Waqf dari Emiriah Arab Bersatu. Bank juga mengadakan taklimat khas untuk Bank Pusat Oman di Sasana Kijang, Bank Negara Malaysia. Bank Islam menjadi Rakan Sponsor bagi Islamic Finance News ("IFN") 2011 Issuers & Investors Asia Forum yang menyambut kedatangan lebih daripada 1,500 peserta tempatan dan luar negeri. Kisah Bank Islam dan cara ia menempuh cabaran globalisasi industri dibincangkan dengan menyeluruh di forum tersebut.

Dalam analisis akhir, Bank terbukti telah berjaya menyesuaikan diri dengan realiti pasaran baharu akibat krisis ekonomi yang paling teruk dalam beberapa dekad bagi ekonomi maju. Melangkah ke hadapan, Bank Islam berharap dapat mencerminkan kisah kejayaan Malaysia: Pewujudan kekayaan dengan pengagihan semula; persekitaran perniagaan yang dinamik dalam negara yang harmoni dan perancangan pewarisan yang stabil dengan pertumbuhan mampan.



# Optimising the Service Experience

## Mengoptimumkan Pengalaman Perkhidmatan



Excellent customer service is a key differentiator as competition mounts in the industry. Through Service Transformation, Bank Islam is cultivating a sense of ownership towards the bank among customers and staff.

Building a positive customer experience is an important catalyst in reaching Bank Islam's business goals. Delivering excellent services to customers and meeting customers' expectations will create customer loyalty as well as contributing to the Bank's business growth and leading to greater Return on Investment ("ROI").

Perkhidmatan pelanggan yang cemerlang menjadi pembeza utama apabila banyak persaingan timbul dalam industri. Melalui Transformasi Perkhidmatan, Bank Islam sedang memupuk semangat pemilikan terhadap bank antara pelanggan dan kakitangan.

Membina pengalaman positif pelanggan merupakan mangkin penting untuk mencapai matlamat perniagaan Bank Islam. Menyampaikan perkhidmatan cemerlang kepada pelanggan dan memenuhi jangkaan pelanggan akan mewujudkan kesetiaan pelanggan dan juga menyumbang ke arah pertumbuhan perniagaan Bank dan membawa kepada Pulangan Pelaburan ("ROI") yang lebih besar.

In 2011, we embarked on a dedicated journey to identify new service models, enhance current service delivery and use technology to shorten turnaround time as well as improve customer satisfaction and loyalty. The overall transformation that has taken place has resulted in better customer service, high productivity at branches and reduced operational cost for the Bank.

### RESHAPING CUSTOMER SERVICE FOR HIGH PERFORMANCE

As at end December 2011, 70 branches have been remodeled to enhance branding as well as improve customer convenience and comfort, as part of the Bank's commitment to raise its service levels to top competitive levels. An additional 19 more branches have been identified for remodeling in 2012. 26 branches have also been relocated to more strategic areas in an effort to better serve the customers. The Bank has also opened nine new branches and installed 100 ATMs as part of Bank Islam's continuous exercise to expand its network and reach out to an ever-expanding customer base.

During the course of the year under review, a new Ar-Rahnu branch was also introduced in Pasir Mas, Kelantan and two new Customer Business Centres were opened in Seberang Jaya, Penang and Bandar Melaka respectively. The Bank has also relocated its Bureau de Change office from Plaza Kotaraya to the Islamic Financial Service Centre in Johor Bahru.

Pada 2011, kami memulakan pencarian khusus untuk mengenal pasti model perkhidmatan baharu, meningkatkan penyampaian perkhidmatan semasa dan menggunakan teknologi untuk memendekkan tempoh tindakan dan juga meningkatkan kepuasan dan kesetiaan pelanggan. Transformasi menyeluruh yang telah dilakukan menghasilkan perkhidmatan pelanggan yang lebih baik, produktiviti tinggi di cawangan dan mengurangkan kos operasi untuk Bank.

### MEMBENTUK SEMULA PERKHIDMATAN PELANGGAN KE ARAH PRESTASI TINGGI

Setakat hujung Disember 2011, 70 cawangan telah diubah suai dengan penampilan baharu serta kemudahan terkini bagi meningkatkan penjenamaan serta keselesaan pelanggan, sebagai sebahagian daripada komitmen Bank untuk menaikkan tahap perkhidmatannya ke paras kompetitif teratas. Sebanyak 19 cawangan tambahan telah dikenal pasti untuk dibentuk semula pada 2012. 26 cawangan juga telah ditempatkan semula ke kawasan yang lebih strategik dalam usaha memberikan perkhidmatan yang lebih baik kepada pelanggan. Bank juga telah membuka sembilan cawangan baharu dan memasang 100 buah ATM sebagai sebahagian daripada pelaksanaan berterusan oleh Bank Islam untuk mengembangkan rangkaianannya dan menjangkau pangkalan pelanggan yang sentiasa berkembang.

Dalam tempoh tahun di bawah tinjauan, cawangan baharu Ar-Rahnu juga diperkenalkan di Pasir Mas, Kelantan dan dua Pusat Perniagaan Pelanggan yang baharu masing-masing dibuka di Seberang Jaya, Pulau Pinang dan di Bandar Melaka. Bank juga telah menempatkan semula pejabat Biro Pertukaran Wang dari Plaza Kotaraya ke Pusat Khidmat Kewangan Islam di Johor Bahru.



Optimising the Service Experience  
Mengoptimumkan Pengalaman Perkhidmatan



In delivering better customer service experience, apart from the normal branch network, the Bank has also implemented a Tele-Presence (“TP”) kiosk, currently available at our signature branch, Menara Bank Islam. The system enables our customers to interact directly with our Helpdesk cum Contact Centre agents for any enquiries, complaints and obtaining solutions to their banking requirements. The “interactive screen” placed at Menara Bank Islam also enables our customers to book for appointments with our Branch Officers at their convenience.

Dalam menyampaikan pengalaman perkhidmatan pelanggan yang lebih baik, selain rangkaian cawangan yang biasa, Bank juga telah melaksanakan kiosk Tele-Presence (“TP”), kini disediakan di cawangan pengenalan kami, Menara Bank Islam. Sistem ini membolehkan pelanggan berinteraksi secara terus dengan ejen Meja Bantuan merangkap Pusat Panggilan untuk apa-apa pertanyaan, aduan dan mendapatkan penyelesaian bagi keperluan perbankan mereka. “Skrin Interaktif” yang diletakkan di Menara Bank Islam juga membolehkan pelanggan kami membuat janji temu dengan Pegawai Cawangan mengikut keselesaan mereka.



Towards the same end, Bank Islam has increased the number of touchpoints in its branch and e-channel network. By December 2011, the Bank has 1120 Self-Service Terminals (“SST”) placed at the branches nationwide as well as offsite locations. The Bank’s Internet Banking Platform was reviewed and a greater number of merchants were enabled online, to better serve our customers with the convenience of 24 hours banking.

At branch level, key goals were reached during the course of the year as Bank Islam made significant progress in improving the customer waiting time.

A transformation initiative was implemented to centralise account opening operations via a Customer Service Officer (“CSO”) One Stop Centre. This immediately enhanced efficiency as it shortened the account opening process to less than 15 minutes.

Measures were also put in place to increase speed of frontline service at every branch. As a result, 70% of branches are now delivering standard average waiting time and serving time of five and ten minutes respectively.

In 2011, a nationwide regional workshop and operations workshop for frontline operators were implemented. A full-fledged ‘mock branch’ was made available at Bangunan Setia 1, located next to Wisma Bank Islam, Jalan Dungun, Kuala Lumpur to expose newly recruited front liners to the necessary operational know-how before they are assigned to the branch. Another new initiative implemented during the year under review was our new operational strategy to ensure ready supply of well-trained back-up staff for full counter service operations at all times.

Several other transformations in operational processes were spearheaded by centralisation and automation initiatives. These have led to improved cost to income margins for Bank Islam during the year under review and continue to be a vital area in enhancing the Bank’s competitiveness.

Centralisation of frontline processes to the back office also liberates our service staff to concentrate on optimising customer experience thus increasing overall productivity of the branch. At the same time, leveraging on the ease of information flow that automation provides, our back office benefits from improved financial reporting which ensures better adherence to regulations.

## LOOKING AHEAD

Looking ahead, our Service Transformation goals are clearly contained in the three key areas – reducing operational cost, improving customer service and increasing staff efficiency. As our market continues to expand and the Bank continues to pioneer change and lead the way forward for Islamic banking, our transformation initiatives will continue to elevate performance and sharpen Bank Islam’s competitive edge.

Ke arah matlamat yang sama, Bank Islam telah menambah bilangan titik sentuh di cawangannya dan rangkaian e-saluran. Pada Disember 2011, Bank mempunyai 1120 Terminal Layan Diri (“SST”) yang diletakkan di cawangan di seluruh negara dan juga di lokasi luar tapak. Platform Perbankan Internet bagi Bank telah dikaji semula dan lebih banyak dagangan boleh dijalankan dalam talian, supaya dapat memberikan perkhidmatan yang lebih baik kepada pelanggan melalui kemudahan perbankan 24 jam.

Pada peringkat cawangan, matlamat utama dicapai sepanjang tahun 2011 apabila Bank Islam membuat penambahbaikan yang ketara dalam masa tempoh tindakan untuk pelanggan.

Inisiatif transformasi telah dilaksanakan untuk memusatkan operasi pembukaan akaun melalui Pusat Sehenti, Pegawai Perkhidmatan Pelanggan (“CSO”). Inisiatif ini dengan segeranya berjaya meningkatkan kecekapan kerana ia memendekkan proses membuka akaun kepada kurang dari 15 minit.

Langkah juga diambil untuk meningkatkan kepantasan perkhidmatan barisan hadapan di setiap cawangan. Hasilnya, 70% cawangan kini menyampaikan standard masa menunggu dan masa perkhidmatan purata masing-masing selama lima dan sepuluh minit.

Pada 2011, bengkel wilayah dan bengkel operasi di seluruh negara untuk pengendali barisan hadapan telah diadakan. Cawangan olok-olok yang lengkap disediakan di Bangunan Setia 1, yang terletak bersebelahan Wisma Bank Islam, Jalan Dungun, Kuala Lumpur untuk mendedahkan barisan hadapan yang baharu diambil bekerja kepada pengetahuan operasi yang perlu sebelum mereka ditempatkan di mana-mana cawangan. Satu lagi inisiatif baharu yang dilaksanakan dalam tempoh tahun di bawah tinjauan adalah strategi operasi baharu bagi memastikan bekalan kakitangan sandaran yang cukup terlatih sentiasa tersedia untuk operasi perkhidmatan kaunter penuh pada setiap masa.

Beberapa transformasi lain dalam proses operasi didahului dengan inisiatif pemusatan dan automasi. Ini membawa kepada peningkatan margin kos berbanding pendapatan untuk Bank Islam dalam tempoh tahun di bawah tinjauan dan terus menjadi bidang penting dalam meningkatkan kebersaingan Bank.

Pemusatan proses barisan hadapan ke pejabat pentadbiran juga membenarkan kakitangan perkhidmatan kami memberikan tumpuan kepada mengoptimalkan pengalaman pelanggan dan oleh itu meningkatkan produktiviti cawangan secara keseluruhan. Pada masa yang sama, menggunakan aliran maklumat yang dimudahkan melalui automasi membolehkan pejabat pentadbiran kami mendapat manfaat daripada laporan kewangan yang bertambah baik, yang memastikan pematuhan peraturan yang lebih baik.

## MEMANDANG KE HADAPAN

Memandang ke hadapan, matlamat Transformasi Perkhidmatan kami jelas terkandung dalam tiga bidang utama – mengurangkan kos operasi, meningkatkan perkhidmatan pelanggan dan meningkatkan kecekapan kakitangan. Serentak dengan pasaran kami yang terus berkembang dan Bank yang terus merintis perubahan dan mendahului laluan ke arah perbankan Islam, inisiatif transformasi kami akan terus meningkatkan prestasi dan meneguhkan kelebihan bersaing Bank Islam.



# Sustaining A Talented and Engaged Workforce

## Mengekalkan Tenaga Kerja Berbakat dan Komited



Bank Islam realises the importance of its employees as the catalyst to drive its business and ensure sustainable growth. With the banking industry facing serious constraints in acquiring and retaining talents, the bank is proactively working to attract high calibre individuals and invest in enriching and developing our people's core competencies through structured training and development programmes.

Our status as the pioneer in Islamic Banking is a distinctive magnet that attracts high achievers and enable us to continue to develop and enrich our pool of talents. We expanded our staff strength to 3,885, an increase of 4.8% from the previous year, to support our business growth and provide sustainable return to our shareholders.

Bank Islam menyedari akan kepentingan kakitangannya sebagai pemangkin untuk mendorong perniagaannya dan memastikan pertumbuhan yang mampan. Dalam suasana industri perbankan yang menghadapi kekangan yang serius dalam memperoleh dan mengekalkan kakitangan berbakat, Bank secara proaktif berusaha menarik individu berkaliber tinggi dan melabur dalam usaha memperkaya dan membangunkan kecekapan teras dalam kalangan kakitangannya melalui program latihan dan pembangunan berstruktur.

Status kami sebagai perintis dalam perbankan islam menjadi penarik utama yang menarik pencapaian cemerlang dan membolehkan kami terus membangunkan dan memperkaya kumpulan kakitangan berbakat kami. Kami menambah kekuatan kakitangan kepada 3,885, peningkatan sebanyak 4.8% berbanding tahun sebelumnya, untuk menyokong pertumbuhan perniagaan kami dan menyediakan pulangan yang mampan untuk pemegang saham kami.

## OUR PEOPLE

Our people are the pride of our organisation. Committed to the Banks aspiration “To be the Global Leader in Islamic Banking”, they form a strong and dynamic force that strives to realise Bank Islam’s business goals. Our sustainable achievement over the years is ultimately propelled by the capability, talent and commitment of our dedicated employees.

As in the previous years, our emphasis remains steadfast in developing our human capital to support the fast-paced business environment. Wider scopes of learning opportunities are provided and career progression is tailored to their development needs. With adequate knowledge and skills, we are convinced that our employees will be ready to face future challenges.

In the course of 2011, strategies and initiatives carried out by Human Resources (“HR”) were centred on building our employees’ core competencies, talent management, performance management and systems enhancement – parallel to our aim of “Reshaping the Future” through our cadre of talented individuals.

## CAPACITY BUILDING & TALENT ENRICHMENT

Investment in training and development remains one of our strategic priorities in building and strengthening employees’ key competencies. During the year under review, a total of RM7.16 million was invested on numerous training programmes covering both soft and functional skills, with emphasis given to inculcate high performance work culture. Our training programmes comprises both in-house and external training programmes that are strengthened by our affiliation with various professional bodies such as the Institute of Bankers Malaysia (“IBBM”), Institute of Internal Auditors Malaysia (“IIAM”) and Islamic Banking & Finance Institute Malaysia (“IBFIM”), catering for both professional certification courses and other management courses. During the year under review, a total of 11,580 course participants from all over the country attended leadership, functional and soft skills courses covering 48 in-house training programmes organised by HR. Apart from this, a total of 752 staff attended 270 external training programmes organised by various training providers.

We also develop the leadership abilities of our employees. Under our Talent Management programme, internal talents are identified and groomed to hold managerial positions. These potential future leaders attend various Leadership Development Programmes such as the “Senior Leadership Strategy Workshop: Performance-Driven Leadership” by International Centre for Leadership in Finance (“ICLIF”).

## KAKITANGAN KAMI

Kakitangan kami menjadi kebanggaan organisasi kami. Berpegang pada aspirasi Bank “Menjadi Pemimpin Global dalam Perbankan Islam”, mereka membentuk daya yang kukuh dan dinamik yang berusaha ke arah merealisasikan matlamat perniagaan Bank Islam. Pencapaian kami yang mampan selama ini digerakkan terutamanya oleh kemampuan, bakat dan komitmen kakitangan kami yang berdedikasi.

Seperti pada tahun-tahun sebelumnya, penekanan kami masih terus berkisar dalam pembangunan modal insan untuk menyokong persekitaran perniagaan yang bergerak pantas. Skop yang lebih luas dalam peluang pembelajaran disediakan dan perkembangan kerjaya disesuaikan mengikut keperluan pembangunan mereka. Dengan pengetahuan dan kemahiran yang mencukupi, kami yakin kakitangan kami bersedia menghadapi cabaran masa hadapan.

Sepanjang 2011, strategi dan inisiatif yang dijalankan oleh Sumber Manusia (“HR”) ditumpukan kepada pembinaan kecekapan teras kakitangan kami, pengurusan bakat, pengurusan prestasi dan peningkatan sistem – selaras dengan matlamat kami untuk “Membentuk Semula Masa Hadapan” melalui kumpulan individu kami yang berbakat.

## PEMBANGUNAN KEUPAYAAN & PENGAYAAN BAKAT

Pelaburan dalam latihan dan pembangunan terus menjadi salah satu keutamaan strategi kami dalam membina dan mengukuhkan kecekapan utama kakitangan. Dalam tahun di bawah tinjauan, sejumlah RM7.16 juta dilaburkan dalam pelbagai program latihan yang meliputi ketrampilan diri dan kemahiran fungsian, dengan penekanan diberikan kepada penerapan budaya kerja berprestasi tinggi. Program latihan kami termasuk program latihan dalaman dan luar yang diperkukuhkan oleh hubungan kami dengan pelbagai badan profesional seperti Institut Jurubank Malaysia (“IBBM”), Institut Juruaudit Dalam Malaysia (“IIAM”) dan Institut Perbankan dan Kewangan Islam Malaysia (“IBFIM”), yang menyediakan kursus pensijilan profesional dan kursus pengurusan yang lain. Dalam tahun di bawah tinjauan, sejumlah 11,580 peserta kursus dari seluruh negara menghadiri kursus kepimpinan, ketrampilan diri dan kemahiran fungsian dengan 48 program latihan dalaman dianjurkan oleh HR. Selain itu, sejumlah 752 kakitangan menghadiri 270 program latihan luar yang dianjurkan oleh pelbagai penyedia latihan.

Kami juga membangunkan kemampuan kepimpinan kakitangan kami. Di bawah program Pengurusan Bakat, bakat dalaman dikenal pasti dan diasah untuk memegang jawatan pengurus. Bakal pemimpin yang berpotensi ini menghadiri pelbagai Program Pembangunan Kepimpinan seperti “Bengkel Strategi Kepimpinan Kanan: Kepimpinan Berteraskan Prestasi” oleh Pusat Kepimpinan Kewangan Antarabangsa (“ICLIF”).

## Sustaining A Talented and Engaged Workforce

### Mengekalkan Tenaga Kerja Berbakat dan Komited

In addition to this, in 2011, the Bank introduced the Young Leaders Programme (“YLP”), a fast-tracked developmental programme designed to lure highly talented graduates. The YLP Programme aims to equip selected young leaders with a strong foundation in Shariah-based finance and thereafter, help them to identify a suitable career path within Bank Islam. Leveraging on attractive remuneration packages and career development programmes, the YLP programme has attracted top graduates from renowned local and foreign universities.

### MANAGING PERFORMANCE

At Bank Islam, helping employees perform at their utmost level is an ongoing course of action, backed by a fair and transparent performance management process to keep them motivated, devoted and productive. In our continuous effort to inculcate a performance-driven culture that links performance with reward, several improvements were introduced to our Performance Management Development’s (“PMD”) evaluation process to provide a more quantitative and equitable means of evaluating staff performance.

Our PMD processes had undergone a number of significant changes incorporating elements that clearly differentiates an employee’s performance relative to co-workers, and a significantly more visible line of communication to employees about the overall performance management process. It also provides employees with the opportunity to hold regular discussions with their superiors on their performance and personal development plan. Bi-annual assessments are performed to enable our employees to regulate and keep track of their personal development plan.

The year under review saw an additional facet incorporated into our PMD programme. The Performance Improvement Plan (“PIP”) was introduced to guide and assist employees to achieve expected levels of performance, while serving as a tool for our Line Managers to enhance the productivity of their respective Units through better management of subordinates.

The Bank also structures remuneration packages to suit employees’ skills, competencies and level of responsibility while at the same time giving due recognition to high performers through competitive performance bonus. This, coupled with a fair reward system, serves as a retention strategy to existing staff and a lure to draw new talents.

Selain itu, pada 2011, Bank memperkenalkan Program Pemimpin Muda (“YLP”), program pembangunan pantas yang direka untuk menarik siswazah berbakat tinggi. Program YLP bertujuan untuk melengkapkan pemimpin muda terpilih dengan asas yang kukuh dalam kewangan berasaskan Syariah dan seterusnya membantu mereka mengenal pasti laluan kerjaya yang sesuai dalam Bank Islam. Dengan memanfaatkan pakej saaraan yang menarik dan program pembangunan kerjaya, program YLP berjaya menarik siswazah terbaik dari universiti tempatan dan luar negeri yang terkenal.

### MENGURUSKAN PRESTASI

Di Bank Islam, membantu kakitangan dalam memberi prestasi pada tahap tertinggi merupakan tindakan yang berterusan, disokong oleh proses pengurusan prestasi yang adil dan telus supaya mereka sentiasa terdorong, tertumpu dan produktif. Dalam usaha kami yang berterusan untuk menerapkan budaya berteraskan prestasi yang mengaitkan prestasi dengan ganjaran, beberapa penambahbaikan telah diperkenalkan dalam proses penilaian Pembangunan Pengurusan Prestasi (“PMD”) untuk menyediakan kaedah yang lebih kuantitatif dan saksama dalam menilai prestasi kakitangan.

Proses PMD kami telah menjalani beberapa perubahan yang ketara dengan memasukkan unsur yang dapat membezakan dengan jelas prestasi kakitangan berbanding rakan sekerja, dan talian komunikasi yang jauh lebih jelas dengan kakitangan tentang proses pengurusan prestasi secara keseluruhan. Ia juga menyediakan peluang kepada kakitangan untuk mengadakan perbincangan secara tetap dengan pegawai atasan mereka berhubung dengan prestasi dan pelan pembangunan diri mereka. Penilaian dua kali setahun dijalankan bagi membolehkan kakitangan kami menyelaraskan dan mengawasi pelan pembangunan diri mereka.

Tahun di bawah tinjauan menyaksikan aspek tambahan dimasukkan ke dalam program PMD kami. Pelan Peningkatan Prestasi (“PIP”) diperkenalkan untuk dijadikan panduan dan membantu kakitangan mencapai tahap prestasi yang dijangkakan, sambil berfungsi sebagai alat untuk Pengurus Peringkat meningkatkan produktiviti Unit masing-masing melalui pengurusan orang bawahan yang lebih baik.

Bank juga menyusun pakej saaraan untuk disesuaikan dengan kemahiran, kecekapan dan tahap tanggungjawab kakitangan dan pada masa yang sama memberikan pengiktirafan sewajarnya kepada kakitangan cemerlang melalui bonus prestasi kompetitif. Pengiktirafan ini yang digandingkan dengan sistem ganjaran yang adil, berfungsi sebagai strategi pengekalan bagi kakitangan sedia ada dan daya penarik kepada bakat baharu.







## Sustaining A Talented and Engaged Workforce Mengekalkan Tenaga Kerja Berbakat dan Komited



### PRESERVING SOUND INDUSTRIAL CLIMATE & WORKPLACE HARMONY

The Bank maintains amiable rapport with various employees' unions to preserve a sound industrial climate. This in turn creates a conducive workplace for our employees. We are also committed to ensuring the health, safety and welfare of our employees and creating a safe working environment. All our Occupational Safety and Health related operations have been reviewed to ensure that these are in line with requirements from the National Institute of Safety and Health. We believe that our efforts in these areas not only enhance daily work conditions but also motivate our employees to render better services to our customers – which in turn will increase our stakeholders' value.

In promoting workplace harmony, we have taken several measures such as reviewing the Guidelines on Disciplinary Process, and establishing a Disciplinary Committee to act as an independent body in handling disciplinary cases. Apart from this, the Bank's Industrial Relations' awareness programme creates a platform to forge better interaction and understanding between HR and staff of other divisions.

### MENGEKALKAN SUASANA PERINDUSTRIAN YANG KUKUH & KEHARMONIAN TEMPAT KERJA

Bank mengekalkan hubungan baik dengan pelbagai kesatuan pekerja untuk memelihara suasana perindustrian yang kukuh. Ini dapat mewujudkan tempat kerja yang kondusif untuk kakitangan kami. Kami juga komited dalam memastikan kesihatan, keselamatan dan kebajikan kakitangan kami dan mewujudkan persekitaran kerja yang selamat. Semua operasi berkaitan Keselamatan dan Kesihatan Pekerjaan telah dikaji semula bagi memastikannya selaras dengan keperluan Institut Keselamatan dan Kesihatan Kebangsaan. Kami percaya usaha kami dalam bidang ini bukan sahaja dapat memperbaiki keadaan kerja harian tetapi juga mendorong kakitangan kami untuk memberikan perkhidmatan yang lebih baik kepada pelanggan kami – seterusnya akan meningkatkan nilai pemegang berkepentingan kami.

Dalam menggalakkan keharmonian tempat kerja, kami telah mengambil beberapa langkah seperti mengkaji semula Garis Panduan tentang Proses Disiplin, dan menubuhkan Jawatankuasa Disiplin untuk bertindak sebagai badan bebas dalam mengendalikan kes disiplin. Selain itu, program kesedaran Hubungan Perindustrian Bank membentuk platform bagi mewujudkan interaksi dan persefahaman yang lebih baik antara HR dengan kakitangan bahagian lain.

## EMPLOYEE ENGAGEMENT

While our attractive performance-linked compensation remains as a core engagement tool, we also recognise the needs for employees to find the right balance between work, family and other interests as a contributing factor towards our intention to be the Employer of Choice, with whom people feel supported, empowered and motivated to work for.

We encourage employees to participate in recreational and social activities. Leveraging on close collaboration between Human Resources and Kelab Kebajikan Bank Islam, in 2011 we organised several sporting events throughout the year. Most importantly, some of these activities involved teams representing our entities at various geographical regions. Other than this, regionalised team building programmes were also held to encourage teamwork and promote camaraderie and goodwill across our organisation.

In term of benefits, our Payment Holiday Scheme, first introduced to the Bank's customers in February 2008, has now been offered to our employees as an enhancement to the Bank's existing Staff House Financing Scheme. With the Payment Holiday benefit, eligible employees may opt to skip paying the monthly deduction for the months of November and December annually throughout their financing tenure. This is one of our initiatives in providing our employees with extra cash to help ease their burden for anticipated year-end expenses.

All in all, our dedicated effort in positioning Bank Islam as an Employer of Choice was reflected in a survey on the GLC Transformation Programme, with Bank Islam scoring better than the majority of G20s, ranking overall second place amongst GLCs in terms of the welfare of its employees.

## PREPARING FOR TURBULENCE

2011 was significant in relation to integrating our people with our business needs as we embarked on various initiatives to reshape our future. Moving forward, as more Islamic financial institutions emerge at home and abroad, and in anticipation of economic turbulence, we will continue to face new challenges that demand our employees' exceptional commitment to ascertain the survival of our business.

Therefore, our focus in 2012 is to relentlessly shape a talented and engaged workforce with capabilities to support our business in time of economic uncertainties, with increased focus trained on building a workforce capable of adapting to the Bank's business directions, centred on enhancing productivity, efficiency and service excellence.

## PENGAMBILAN PEKERJA

Walaupun pampasan berkaitan prestasi kami yang menarik menjadi alat pengambilan utama, kami juga mengenal pasti keperluan kakitangan supaya dapat mengimbangkan sewajarnya antara kerja, keluarga dengan kepentingan lain sebagai faktor penyumbang ke arah hasrat kami menjadi Majikan Pilihan, supaya kakitangan berasa mereka disokong, diberi kuasa dan didorong apabila bekerja dengan kami.

Kami menggalakkan kakitangan menyertai aktiviti rekreasi dan sosial. Dengan memanfaatkan kerjasama rapat antara Sumber Manusia dengan Kelab Kebajikan Bank Islam, kami telah menganjurkan beberapa acara sukan sepanjang 2011. Yang paling penting, sesetengah aktiviti ini melibatkan pasukan yang mewakili entiti kami di pelbagai wilayah geografi. Selain itu, program pembinaan pasukan mengikut wilayah juga diadakan untuk menggalakkan kerja berpasukan dan mendorong persahabatan dan perasaan muhibah di seluruh organisasi.

Dari segi manfaat, Skim Penangguhan Pembayaran kami yang kali pertama diperkenalkan kepada pelanggan Bank pada Februari 2008, kini ditawarkan kepada kakitangan kami sebagai penggalakan kepada Skim Pembiayaan Rumah Kakitangan Bank yang sedia ada. Dengan manfaat Penangguhan Pembayaran, kakitangan yang layak boleh memilih untuk tidak membayar potongan bulanan bagi bulan November dan Disember setiap tahun sepanjang tempoh pembiayaan mereka. Ini salah satu inisiatif kami dalam menyediakan wang tunai tambahan kepada kakitangan bagi membantu mereka meringankan beban perbelanjaan akhir tahun yang telah dijangka.

Secara umumnya, usaha dan dedikasi kami untuk meletakkan Bank Islam sebagai Majikan Pilihan dapat dilihat dalam kajian Program Transformasi GLC, dengan Bank Islam memperoleh mata lebih baik daripada kebanyakan G20, mendapat tempat kedua secara keseluruhan antara GLC dari segi kebajikan pekerjanya.

## PERSEDIAAN MENGHADAPI PERGOLAKAN

2011 penting apabila dikaitkan dengan usaha penyepaduan warga kerja dengan keperluan perniagaan kami, apabila kami memulakan pelbagai inisiatif untuk membentuk semula masa hadapan kami. Terus maju ke hadapan, apabila lebih banyak institusi kewangan Islam muncul di dalam dan di luar negara, dan dengan menjangka akan berlaku pergolakan ekonomi, kami akan terus menghadapi cabaran baharu yang memerlukan komitmen luar biasa daripada pekerja bagi memastikan kelangsungan perniagaan kami.

Oleh itu, tumpuan kami pada 2012 adalah berusaha bersungguh-sungguh untuk membentuk dan mengambil tenaga kerja berbakat dengan kemampuan untuk menyokong perniagaan dalam keadaan ketidakpastian ekonomi, dengan memberikan lebih tumpuan kepada membina tenaga kerja yang dapat menyesuaikan diri dengan hala tuju perniagaan Bank, yang berkisar ke arah meningkatkan produktiviti, kecekapan dan kecemerlangan perkhidmatan.

# Innovating New IT Capabilities and Possibilities

## Mencipta Kemampuan dan Kemungkinan IT Baharu



Bank Islam is venturing further in its drive to reshape the boundaries of Islamic Banking and keep up with the phenomenal pace of new technology adoption among consumers, by constantly upgrading its information technology systems, processes, network and resources.

In 2011, Bank Islam placed greater emphasis to align its information technology (“IT”) investments closely with its core business strategies to improve productivity, enhance operational efficiencies and support innovative service delivery initiatives.

Bank Islam terus meneroka dalam usaha untuk membentuk semula sempadan perbankan Islam dan mengikuti kadar luar biasa penerimaan teknologi baharu dalam kalangan para pelanggan dengan sentiasa menaik taraf sistem, proses, rangkaian dan sumber teknologi maklumat.

Pada 2011, Bank Islam memberi lebih penekanan agar pelaburan teknologi maklumat (“IT”) benar-benar sejajar dengan strategi perniagaan teras bagi meningkatkan produktiviti, mengukuhkan kecekapan operasi dan menyokong inisiatif penyampaian perkhidmatan yang inovatif.

The recent completion of the Bank's core banking system and other vital IT systems for credit risk management, collection and recovery, and electronic payment services has led to heightened service standards and more service innovation to establish a significant competitive edge for Bank Islam.

The new challenge is to continuously enhance and update our processes to keep pace with new regulatory compliances and Shariah principals as well as adapt to the latest technologies available to ensure that we deliver maximum convenience and security to our customers. The accelerated introduction of new must-have devices such as iPhone, smartphone and iPad and increased wireless speed, data and storage capacity requires the Bank to meet ever-shortening timelines to ensure compatibility.

The year under review saw the IT division keeping on its toes as it continued to implement new systems and processes while modernising Bank Islam's core capabilities.

## ENHANCING INTEGRATION

In 2010 an innovative IT-based Integrated Unit Trust System ("IUTS") was acquired to enable real-time straight-through processing to provide faster turnaround time in processing a customer's investment transaction. By facilitating a seamless integration of investor information and interface to provide comprehensive investment information, the IUTS has enhanced service quality levels for both the Bank and its customers.

New technologies were also introduced to prolong the life span of existing investments, particularly in the area of bandwidth capacity management. Such innovations not only contribute to increasing system availability and improved performance, but also lower maintenance cost.

## DRIVING AUTOMATION

The IT division also focused on automating transaction intensive as well as system intensive processes, such as Funds Transfer Pricing ("FTP"), to lower its total cost of ownership ("TCO"), reduce risk, boost operational efficiencies and meet increasingly stringent regulations.

Another highlight for the year was the automation of 'Ibra in accordance to Shariah principals, which has significantly improved turnaround time. As Shariah principals on certain concepts are yet evolving, automating certain Islamic financing aspects requires ingenuity in reworking conventional systems. Through the automation of 'Ibra, Bank Islam once again led the way forward for the industry.

Penyempurnaan sistem perbankan teras Bank dan sistem IT penting lain untuk pengurusan risiko kredit, kutipan dan pemulihan, serta perkhidmatan pembayaran elektronik telah meninggikan standard dan menambah inovasi perkhidmatan bagi mewujudkan kelebihan saingan yang ketara untuk Bank Islam.

Cabaran baharu adalah untuk terus mempertingkatkan dan mengemas kini proses Bank supaya selaras dengan pematuhan kawal selia yang baharu dan prinsip Syariah serta disesuaikan dengan teknologi terkini yang ada bagi memastikan kami menyedia kemudahan dan keselamatan maksimum kepada para pelanggan. Dengan kepesatan pengenalan alat yang mesti dimiliki seperti iPhone, telefon pintar dan iPad serta peningkatan kelajuan, data dan kapasiti storan wayarles, Bank dikehendaki memenuhi garis masa yang sentiasa memendek bagi memastikan keserasian.

Tahun di bawah tinjauan menyaksikan bahagian IT sentiasa peka dan terus melaksanakan sistem dan proses baharu sambil memodenkan keupayaan teras Bank Islam.

## MENINGKATKAN INTEGRASI

Pada 2010, Sistem Amanah Unit Bersepadu Berasaskan IT ("IUTS") yang inovatif telah diperolehi bagi membolehkan pemprosesan masa sebenar dan terus untuk menghasilkan tempoh tindakan yang lebih singkat apabila memproses urus niaga pelaburan pelanggan. Dengan memudahkan integrasi tanpa sempadan maklumat pelabur dan antara muka untuk memberikan maklumat pelaburan yang komprehensif, IUTS telah mempertingkatkan tahap kualiti perkhidmatan bagi Bank dan para pelanggan.

Teknologi baharu juga diperkenalkan untuk memanjangkan jangka hayat pelaburan yang ada, terutamanya dalam bidang pengurusan kapasiti lebar jalur. Inovasi seumpamanya bukan sahaja menyumbang kepada penambahan ketersediaan sistem dan peningkatan prestasi, bahkan mengurangkan kos penyelenggaraan.

## MEMACU AUTOMASI

Bahagian IT juga memberikan tumpuan kepada pengautomasi intensif urus niaga serta proses intensif sistem seperti Penentuan Harga Pindahan Dana (Funds Transfer Pricing, FTP) untuk mengurangkan kos keseluruhan pemilihan ("TCO"), mengurangkan risiko, meningkatkan kecekapan operasi dan memenuhi peraturan yang semakin ketat.

Satu lagi sorotan penting bagi tahun ini ialah automasi 'Ibra menurut prinsip Syariah yang telah meningkatkan tempoh tindakan dengan ketara. Memandangkan prinsip Syariah tentang konsep tertentu masih belum berubah, mengautomasikan aspek pembiayaan Islam tertentu memerlukan kepintaran dalam mengusahakan semula sistem konvensional. Melalui automasi 'Ibra, Bank Islam sekali lagi menjadi peneraju dalam industri.



## Innovating New IT Capabilities and Possibilities

### Mencipta Kemampuan dan Kemungkinan IT Baharu

Other achievements in 2011 included the automation of FX Management, end-of-day revaluation mechanism to generate daily forex reports and the automation of monthly branch reports to expedite process of data consolidation, monitoring of imbalance issues and resolving outstanding items in the general ledgers. The division had also enhanced its Data Back-Up System which provides automated daily end-of-day data back-up process via highly efficient tools to manage all form of data storage.

### INNOVATING DELIVERY

Having established a more secure, efficient and high performance IT infrastructure, the division continued to serve as the support to the delivery of innovative banking services and push the Bank to the forefront of customer convenience. Several new delivery platforms and exciting electronic payment services took off during the year under review.

This included the Bank Islam Visa Debit Card-i, a multifunctional combo card that combines the features of an ATM card, a Visa card, enables Tabung Haji account transactions, and can be integrated as a university student ID card.

Next was the development of Bank Islam's Bloomberg pages ("BIKL") to publish its Treasury division's daily market rates for Mudharabah deposits, Negotiable Instruments of Deposit Certificates ("NIDC"), Sukuk, Islamic Private Debt Securities ("PDS"), foreign exchange ("Forex") and Islamic Profit Rate Swaps ("IPRS").

The Bank also embarked on the 'Forex Real-time Monitoring & Alert Management' system to create alerts when set parameters have been broken, thereby allowing quick decision on a course of action while providing a wealth of insight and information.

Pencapaian lain dalam 2011 termasuk automasi Pengurusan FX, mekanisme penilaian semula akhir hari yang menghasilkan laporan tukaran mata wang asing harian dan automasi laporan cawangan bulanan bagi mempercepat proses penyatuan data, memantau isu ketidakseimbangan dan menyelesaikan item yang belum selesai dalam lejar am. Bahagian IT juga telah mempertingkatkan Sistem Sandaran Data yang menyediakan proses sandaran data akhir hari harian automatik menggunakan alat yang amat efisien untuk mengurus semua bentuk simpanan data.

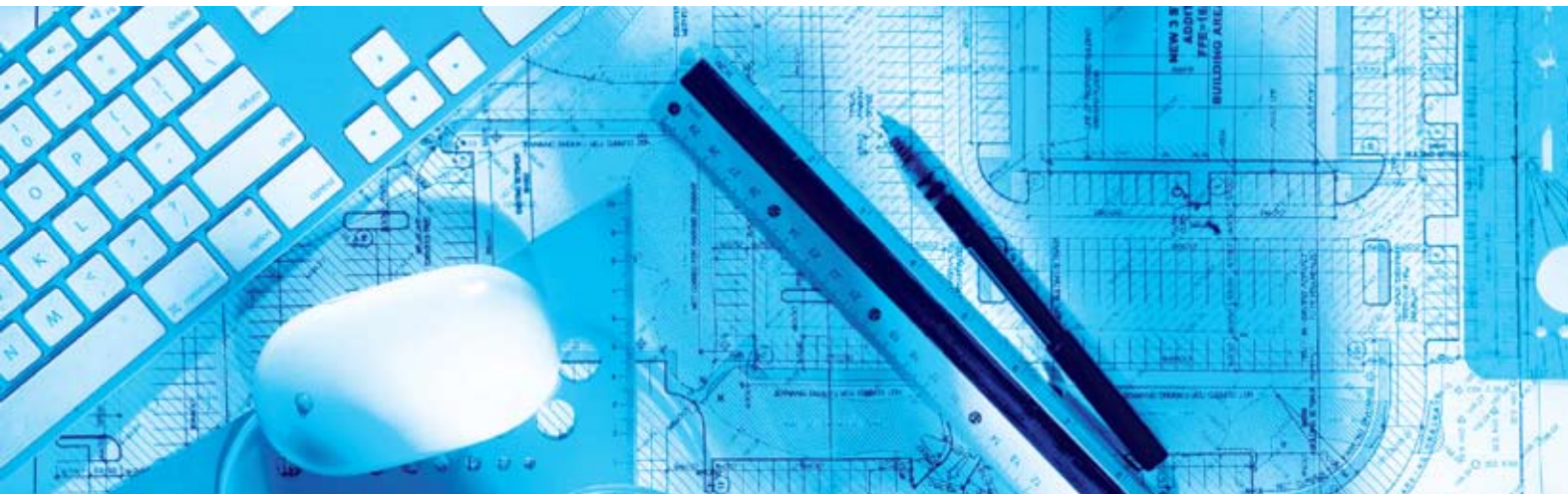
### MEMPERBAHARUI PENYAMPAIAN

Dengan mewujudkan infrastruktur IT yang lebih selamat, cekap dan berprestasi tinggi, bahagian IT terus berkhidmat bagi menyokong penyampaian perkhidmatan perbankan yang inovatif dan memacu usaha bagi kemudahan pelanggan Bank. Beberapa platform penyampaian dan perkhidmatan pembayaran elektronik baharu dilancarkan sepanjang tahun di bawah tinjauan.

Antara yang dilancarkan termasuk Kad Debit-i Visa Bank Islam, kad kombo pelbagai fungsi yang menggabungkan ciri kad ATM, kad Visa, membolehkan urus niaga akaun Tabung Haji serta boleh diintegrasikan sebagai kad ID pelajar universiti.

Seterusnya adalah penghasilan ruangan Bloomberg Bank Islam ("BIKL") bagi menyiarkan kadar pasaran harian bahagian Perbendaharaan untuk deposit Mudharabah, Sijil Deposit Boleh Niaga ("NIDC"), Sukuk, Sekuriti Hutang Swasta Islam ("PDS"), tukaran wang asing ("Forex") dan Swap Kadar Keuntungan Islam ("IPRS").

Bank juga memulakan usaha bagi sistem 'Pemantauan Masa Sebenar Forex & Pengurusan Awasan' untuk menghasilkan amaran apabila parameter yang ditetapkan telah dilanggar. Ini membolehkan keputusan tindakan yang pantas di ambil di samping memberikan pemahaman dan maklumat yang banyak.



## MOVING FORWARD

The main highlights on the next IT agenda are the acquisition of a Financing Origination System (“FOS”) and an Asset Liability Management (“ALM”) system. The FOS, developed specially to support financing application end-to-end processing needs of banks and financial institutions, employs workflow technology to control and monitor the various work steps in financing processing and uses digital imaging technology to reduce the delays and inefficiencies in handling paper documents. The ALM system offers extensive data management capabilities for accurate information gathering and analysis. With a powerful suite of analytical and reporting tools, it facilitates efficient liquidity and interest rate risk management, enables strategic decision-making and alerts users against potential deviations.

In 2011 contracts for these systems were initiated and awarded and implementation is expected to be completed by third quarter of 2012.

As Bank Islam continues to spearhead change in the industry, IT will be prioritised as a key enabler for future growth as we face increasingly sophisticated customer and business demands. Moving forward, the Bank will continue to review and refresh its IT infrastructure as well as further enhance IT support services, in an ongoing effort to strengthen our capabilities.

## MELANGKAH KE HADAPAN

Sorotan utama agenda IT seterusnya adalah pemerolehan Sistem Originaasi Pembiayaan (“FOS”) dan sistem Pengurusan Aset Liabiliti (“ALM”). FOS yang dibangunkan khususnya untuk menyokong keperluan pemprosesan hujung ke hujung aplikasi pembiayaan bagi bank dan institusi kewangan menggunakan teknologi aliran kerja untuk mengawal dan memantau pelbagai peringkat kerja dalam memproses pembiayaan. Sistem ini juga menggunakan teknologi imbasan digital bagi mengurangkan kelewatan dan ketidakcekapan dalam mengendalikan dokumen kertas. Sistem ALM menyediakan keupayaan pengurusan data yang terperinci bagi pengumpulan maklumat dan analisis yang tepat. Dengan set alat analisis dan pelaporan yang berkesan, sistem ini memudahkan pengurusan kecairan dan risiko kadar faedah yang efisien, membolehkan keputusan strategik dibuat dan menyedarkan pengguna tentang potensi penyelewengan.

Pada 2011, kontrak bagi sistem tersebut telah dimulakan dan diberikan. Pelaksanaan dijangka siap menjelang suku ketiga 2012.

Selagi Bank Islam terus memelopori perubahan dalam industri, IT akan diutamakan sebagai faktor pendorong utama bagi pertumbuhan masa hadapan sambil berdepan dengan permintaan pelanggan dan perniagaan yang semakin canggih. Melangkah ke hadapan, Bank akan terus mengkaji semula dan memperbaharui infrastruktur IT serta meningkatkan lagi perkhidmatan sokongan IT dalam usaha berterusan untuk mengukuhkan keupayaan Bank.

# Breaking New Ground in Waqaf Land Development

## Penemuan Baharu Dalam Pembangunan Tanah Wakaf



*“We will play a key role in the development of Waqaf land in the country. While being a financier, we may also go a step further to becoming joint project owner”*

*“Kami akan memainkan peranan utama dalam pembangunan tanah Wakaf dalam negara. Di samping menjadi pembiaya, kami mungkin juga melangkah lebih jauh untuk menjadi pemilik projek bersama”*

~ Dato' Sri Zukri Samat, NST 16<sup>th</sup> September 2009

Waqaf is an Islamic concept of trust when an owner donates a land or property for a specific or general welfare of the Muslim community. Such an asset is looked after by a trustee to ensure its perpetuity for the beneficiaries and guard against being used or disposed of outside of the specific purpose for which it is held. The development of Waqaf land in Malaysia has been generally limited to the provision of mosques, cemeteries, suraus and religious schools. This has hindered Waqaf property from generating income that could benefit the Muslim society in this country.

Wakaf ialah konsep amanah Islam apabila pemilik mendermakan tanah atau harta tanah untuk kebajikan khusus atau am komuniti Islam. Aset sedemikian dijaga oleh seorang pemegang amanah bagi memastikan keberterusannya untuk benefisiari dan melindunginya daripada digunakan atau dijual selain untuk tujuan khusus ia dipegang. Pembangunan tanah Wakaf di Malaysia secara umumnya dihadkan kepada pembinaan masjid, perkuburan, surau dan sekolah agama. Ini telah menghalang harta Wakaf daripada menjana pendapatan yang boleh memberi manfaat kepada masyarakat Islam di negara ini.



Working as a partner and financier to Waqaf trustees, Bank Islam is providing a path to unlock new opportunities through the full exploitation of Waqaf land for the social and economic development of the ummah and the society at large, by developing Waqaf land to its best and highest use according to the Waqaf law.

## WAQAF LAND IN MALAYSIA

In Malaysia, Waqaf land is under the administration and management of the State Religious Authority ("SRA") of the respective states. The total size of Malaysia's Waqaf land is estimated at 18,000 hectares (Berita Harian, 24 May 2010). However, a significant portion of the land has not been developed for any economic use. The key Shariah requirement for Waqaf land is that these land parcels are to be maintained and to perpetually remain as Waqaf land.

Bank Islam has been continuously exploring the opportunity of developing Waqaf lands of high potential via a series of discussions with various SRAs. No doubt, the development of Waqaf land will help unlock the value of the land, creating job opportunities and generating further wealth in the process through Shariah compliant economic activities undertaken on the developed land. Such activities will act as a catalyst to generate multiplier effects for the economy as a whole while completed property developments will generate a long and steady income stream for SRAs, and will help solve the problem of under-utilised, undeveloped and idle Waqaf land.

For this purpose, Bank Islam has actively taken a lead role to develop Waqaf land as a way of discharging our corporate social responsibility and to create new economic opportunities for the Muslim community. A pioneering move was taken in 2007 with the Bank's partnership in the nation's premier Waqaf land development project – Menara Bank Islam.

## MENARA BANK ISLAM

In July 2007, Bank Islam participated in a smart collaboration jointly with Majlis Agama Islam Wilayah Persekutuan ("MAIWP"), Lembaga Tabung Haji ("LTH") and Tabung Haji Technologies Sdn Bhd ("THT") to construct a 34-storey premium office building on a 1.21 acre piece of land on Lot 168/169, Jalan Perak, Kuala Lumpur. The land was dedicated to be Waqaf land by a businessman, Allahyarham Tuan Ahmad Dawjee Dadabhoy in 1934 and administered by the MAIWP.

The Build-Operate-Transfer ("BOT") or Build-Lease-Transfer ("BLT") approach was the preferred development model used for the construction of Menara Bank Islam. LTH offered 100% financing for the development of the project and leased the land from MAIWP for 25 years with total lease rental of RM56.6 million. LTH appointed THT to develop the premium office. The development cost is fully funded by LTH. Upon completion of the construction, LTH has leased the premium office to Bank Islam as the rental payment will be used to repay the total cost of the building. At the end of 25 years, LTH will hand over the land together with the building to MAIWP.

Sebagai rakan kongsi dan pembiaya kepada pemegang amanah Wakaf, Bank Islam menyediakan jalan untuk membuka peluang baharu menerusi penggunaan tanah Wakaf sepenuhnya bagi pembangunan sosial dan ekonomi ummah dan masyarakat pada umumnya, dengan membangunkan tanah Wakaf untuk digunakan dengan sebaiknya dan sepenuhnya menurut undang-undang Wakaf.

## TANAH WAKAF DI MALAYSIA

Di Malaysia, tanah Wakaf terletak di bawah pentadbiran dan pengurusan Pihak Berkuasa Agama Negeri ("SRA") bagi negeri masing-masing. Saiz keseluruhan tanah Wakaf di Malaysia dianggarkan seluas 18,000 hektar (Berita Harian, 24 Mei 2010). Walau bagaimanapun, sebahagian besar tanah tersebut belum dibangunkan untuk apa-apa kegunaan ekonomi. Syarat utama Syariah bagi tanah Wakaf adalah agar ia tetap dikekalkan sebagai tanah Wakaf.

Bank Islam sentiasa meninjau peluang untuk membangunkan tanah Wakaf yang berpotensi melalui beberapa perbincangan dengan pelbagai SRA. Tidak dapat dinafikan pembangunan tanah Wakaf akan membongkar nilai tanah tersebut, mewujudkan peluang pekerjaan dan menjana kekayaan menerusi aktiviti ekonomi berlandaskan Syariah yang dijalankan di atas tanah yang telah dibangunkan itu. Aktiviti berkenaan akan bertindak sebagai pemangkin untuk menghasilkan kesan pengganda kepada ekonomi secara keseluruhan, manakala pembangunan hartanah yang siap akan menjana aliran pendapatan yang berterusan dan tetap untuk SRA dan akan membantu menyelesaikan masalah tanah Wakaf yang kurang digunakan, tidak dibangunkan dan terbiar.

Bagi mencapai matlamat ini, Bank Islam telah menjadi peneraju aktif untuk membangunkan tanah Wakaf sebagai cara untuk melaksanakan tanggungjawab sosial korporat kami dan menghasilkan peluang ekonomi baharu untuk komuniti Islam. Langkah perintis diambil pada 2007 dengan perkongsian Bank dalam projek pembangunan tanah Wakaf ulung negara – Menara Bank Islam.

## MENARA BANK ISLAM

Pada Julai 2007, Bank Islam mengambil bahagian dalam kerjasama pintar bersama dengan Majlis Agama Islam Wilayah Persekutuan ("MAIWP"), Lembaga Tabung Haji ("LTH") dan Tabung Haji Technologies Sdn Bhd ("THT") untuk membina sebuah bangunan pejabat premium 34-tingkat di atas sekeping tanah seluas 1.21 ekar di Lot 168/169, Jalan Perak, Kuala Lumpur. Tanah tersebut dikhususkan sebagai tanah Wakaf oleh seorang ahli perniagaan, Allahyarham Tuan Ahmad Dawjee Dadabhoy pada 1934 dan ditadbir oleh MAIWP.

Pendekatan Bina-Kendali-Pindah ("BOT") atau Bina-Pajak-Pindah ("BLT") merupakan model pembangunan yang menjadi pilihan utama dan digunakan untuk pembinaan Menara Bank Islam. LTH menawarkan 100% pembiayaan untuk pembangunan projek tersebut dan memajak tanah ini daripada MAIWP selama 25 tahun dengan jumlah sewa pajakan sebanyak RM56.6 juta. LTH melantik THT untuk membina pejabat premium tersebut. Kos pembinaan dibiayai sepenuhnya oleh LTH. Apabila bangunan siap, LTH memajak pejabat premium tersebut kepada Bank Islam dimana bayaran sewa akan digunakan untuk membayar keseluruhan kos bangunan tersebut. Selepas 25 tahun, LTH akan menyerahkan tanah dan bangunan tersebut kepada MAIWP.





## Breaking New Ground in Waqaf Land Development

### Penemuan Baharu Dalam Pembangunan Tanah Wakaf

In October 2011, the project was completed and to date, has increased the value of the Waqaf property from RM34 million to RM200 million. MAIWP gained recognition for this effort with the Best Waqaf Land Development Award in 2009 for this project.

Beyond growth in commercial value, a multitude of benefits for the ummah has emerged with the development of this premier project, amongst which are:

- The creation of an iconic Islamic landmark in the heart of Kuala Lumpur
- Guaranteed lease rental earnings for 25 years channeled to Tabung Haji activities. This forms part of critical success factors for the project as it allows TH to recoup its cost of investment and ensure commercial viability of Waqaf development
- A completed commercial building for MAIWP's charitable purposes after 25 years
- Supporting the growth of Islamic banking, with the use of a Waqaf building as Bank Islam's headquarters
- Providing a convenient central location for Muslims in the vicinity to gather to perform their daily or Friday prayers at Surau Ahmad Dawjee Dadabhoy at Menara Bank Islam

### BANK ISLAM AS A FINANCIER

Apart from exploring the possibility of being involved as a partner, the Bank is also looking into providing end-financing to 'buyers' by developing dedicated financing products.

Bank Islam will continue to explore the possibility of undertaking collaborative initiatives between Islamic banks, SRAs and property developers on commercially viable Waqaf land projects. Such collaborations with SRAs and prominent property developers have led Bank Islam to develop a specially packaged financing product to finance payment of lease for houses built on Waqaf land.

In May 2012, Bank Islam launched Al-Waqaf Home Financing-i, a home financing product using the Tawarruq concept. This specially designed financing product facilitates individual financing of lease of residential property built on Waqaf land.

Bank Islam is committed to the development of new universally accepted products as a long-term alternative to replace Bai' 'Inah based products. The Bank will continuously undertake research activities on Waqaf to unlock the economic potential of properties endowed by Muslims for the benefit of the ummah. Tracking reports on product initiatives have been improved to ensure timely delivery of these new products and product variations.

Looking ahead, we are also looking towards offering equity-based financing products such as Mudharabah and Musharakah, as well as Istisna' Project Financing.

Pada Oktober 2011, projek tersebut siap dan sehingga kini, telah meningkatkan nilai harta Wakaf tersebut daripada RM34 juta kepada RM200 juta, dan MAIWP telah mendapat pengiktirafan untuk usaha tersebut dengan Anugerah Pembangunan Tanah Wakaf Terbaik 2009 untuk projek ini.

Lebih daripada peningkatan dalam nilai komersil, pembangunan projek ulung ini telah memberikan pelbagai manfaat kepada umat Islam, antaranya:

- Pembinaan mercu tanda Islam ikonik di tengah-tengah Kuala Lumpur
- Pendapatan sewa pajakan yang dijamin selama 25 tahun yang disalurkan kepada aktiviti Tabung Haji. Ini merupakan faktor utama kepada kejayaan projek ini kerana ia membolehkan TH untuk mendapat semula kos pelaburan dan memastikan daya maju komersil untuk pembangunan Wakaf
- Bangunan komersil yang siap bagi tujuan amal MAIWP selepas 25 tahun
- Menyokong pertumbuhan perbankan Islam, dengan penggunaan bangunan Wakaf sebagai ibu pejabat Bank Islam
- Menyediakan lokasi berpusat bagi memudahkan orang Islam di kawasan tersebut berkumpul untuk menunaikan solat harian atau Jumaat di Surau Ahmad Dawjee Dadabhoy di Menara Bank Islam

### BANK ISLAM SEBAGAI PEMBIAYA

Selain meninjau kemungkinan penglibatan sebagai rakan kongsi, Bank juga berhasrat menyediakan pembiayaan akhir kepada 'pembeli' dengan mewujudkan produk pembiayaan khusus.

Bank Islam akan terus meninjau peluang untuk menjalankan inisiatif usaha sama antara bank Islam, SRA dan pemaju hartanah berkaitan projek tanah Wakaf yang berdaya maju secara komersil. Lantaran usaha sama sebegini dengan SRA dan pemaju hartanah terkenal, Bank Islam telah menghasilkan produk pembiayaan yang dipakej khas untuk membiayai bayaran pajakan bagi rumah yang dibina di atas tanah Wakaf.

Pada Mei 2012, Bank Islam melancarkan Pembiayaan Rumah-i Al-Wakaf, iaitu produk pembiayaan rumah yang menggunakan konsep Tawarruq. Produk pembiayaan yang direka khas ini memudahkan pembiayaan pajakan bagi individu untuk harta kediaman yang dibina di atas tanah Wakaf.

Bank Islam komited terhadap pembangunan produk baharu yang diterima secara universal sebagai alternatif jangka panjang kepada produk berasaskan Bai' 'Inah. Bank akan terus mengkaji tentang Wakaf untuk mencungkil potensi ekonomi bagi hartanah yang didermakan oleh orang Islam untuk faedah ummah. Laporan pengesanan atas inisiatif produk telah dipertingkat bagi memastikan variasi serta penyampaian yang tepat pada masanya untuk produk baharu ini.

Pada masa hadapan, kami juga berhasrat menawarkan produk pembiayaan berasaskan ekuiti seperti Mudharabah dan Musharakah serta Pembiayaan Projek Istisna'.



# Strengthening Shariah Governance

## Mengukuhkan Tadbir Urus Syariah



Shariah governance is peculiarly exclusive and unique to Islamic banking system all over the world. A Shariah governance system established in an Islamic bank adds an additional layer of governance to the existing corporate governance structure of the bank.

Tadbir urus Syariah secara khususnya, eksklusif dan unik kepada sistem perbankan Islam di seluruh dunia. Sistem tadbir urus Syariah yang diwujudkan dalam sesebuah bank Islam menambah satu lagi lapisan pada struktur tadbir urus korporat bank sedia ada.

Islamic Financial Services Board (“IFSB-10”) Guiding Principles on Shariah Governance System for Institutions Offering Islamic Financial Services defines:

“A set of institutional and organisational arrangement through which Islamic financial institutions ensure that there is an effective independent oversight of Shariah compliance over the issuance of relevant Shariah pronouncements, dissemination of information and internal Shariah compliance review.”

This requires an Islamic bank to attain the followings:

1. A structured institutional and organisational arrangement among the important organs of the Bank especially the Board of Directors, Shariah Supervisory Council, Management, Shariah review, Shariah non-compliance risk management and Shariah audit.
2. Effective and independent oversight on Shariah compliance within the organisation. This includes ex-ante and ex-post aspects of the Bank’s operation to achieve the ethically and socially responsible banking.

Hence, Shariah governance plays an exclusive role in ensuring that the operation of the Islamic bank complies with the prescribed rules and principles of Shariah including validity of products. It also promotes moderation, justice and fair relationship among the stakeholders i.e. the shareholders, profit sharing investment account holders and financing customers; and consequently, enhances the confidence and trust of stakeholders. Shariah governance complements the risk management framework of an Islamic bank as proposed by the standard-setting bodies such as Basel Committee, Islamic Financial Services Board (“IFSB”), Accounting and Auditing Organisation for Islamic Financial Institutions (“AAOIFI”) and local regulators.

As such, the establishment of sound Shariah governance is one of the vital components in Bank Islam, being the flag bearer of the Islamic banking industry in Malaysia, in order to attain full Shariah compliance covering all sectors of the Bank.

Prinsip Panduan Lembaga Perkhidmatan Kewangan Islam (IFSB-10) tentang Sistem Tadbir Urus Syariah bagi Institusi yang Menawarkan Perkhidmatan Kewangan Islam mentakrifkan:

“Satu set aturan institusi dan organisasi yang membantu institusi kewangan Islam memastikan bahawa terdapat pemantauan yang berkesan dan bebas, terhadap pematuhan Syariah ke atas pengeluaran laporan Syariah yang relevan, penyebaran maklumat dan semakan pematuhan Syariah dalaman.”

Tadbir urus ini memerlukan sebuah bank Islam untuk memiliki perkara-perkara berikut:

1. Aturan institusi dan organisasi yang berstruktur antara organ-organ penting Bank terutamanya Lembaga Pengarah, Majlis Penasihat Syariah, Pengurusan, semakan Syariah, pengurusan risiko ketidakpatuhan Syariah dan audit Syariah.
2. Pemantauan yang berkesan dan bebas tentang kepatuhan Syariah dalam organisasi yang merangkumi aspek ex-ante dan ex-post operasi Bank untuk mencapai perbankan yang bertanggungjawab dari segi etika dan sosial.

Oleh itu, tadbir urus Syariah memainkan peranan yang eksklusif dalam memastikan operasi bank Islam mematuhi undang-undang dan prinsip Syariah yang ditetapkan termasuk kesahihan produk. Ia juga menggalakkan kesederhanaan, keadilan dan hubungan baik antara pihak-pihak berkepentingan, iaitu pemegang saham, pemegang akaun pelaburan dan pelanggan pembiayaan; justeru, mengukuhkan keyakinan dan kepercayaan pihak-pihak berkepentingan tersebut. Tadbir urus Syariah melengkapi rangka kerja pengurusan risiko bagi bank Islam seperti yang dicadangkan oleh badan penetapan standard seperti Jawatankuasa Basel, Lembaga Perkhidmatan Kewangan Islam (IFSB), Organisasi Perakaunan dan Pengauditan untuk Institusi Kewangan Islam (AAOIFI) dan pengawal selia tempatan.

Dengan itu, pewujudan tadbir urus Syariah yang teguh menjadi satu komponen penting dalam Bank Islam, sebagai peneraju industri perbankan Islam di Malaysia, bagi mencapai pematuhan Syariah sepenuhnya yang meliputi semua sektor Bank.



## SIGNIFICANCE OF SHARIAH COMPLIANCE

The Board and Management of Bank Islam believe that a sound and robust Shariah governance is very important as a weak Shariah governance can potentially lead the Bank into Shariah non-compliance which may cause non-financial and financial impacts. Among non-financial impacts are briefly discussed here but not limited to:

### (i) Against the command of Allah

The very foundation of an Islamic bank is to comply with the commands of Allah the Almighty as guided by the Holy Quran and the Sunnah i.e. to abstain from the practice of riba (usury) in financial transactions as being promoted by conventional banks since centuries. Any failure in adhering to the Shariah will result in the committing of transgression in Muslim faith.

### (ii) Impediment from Allah's blessings (barakah)

Any contravention to the Shariah shall lead to the impediment from Allah's blessings. For instance, Allah S.W.T. stressed on the practice of riba (usury): "Allah deprives interest of all blessings and develops charity; and Allah does not like an ungrateful, sinful person" (Al-Baqarah, 2: 276). It is apparently deduced from the verse that Allah shall refrain His blessings once riba is committed.

### (iii) Contravening with the provision of Islamic Banking Act 1983

Bank Islam is legally established within the ambit of section 3(6) of Islamic Banking Act 1983 whereby it states that any banking business shall not involve any element disapproved by the religion of Islam. Failure to operate in compliance with the Shariah may ultimately revoke the license to operate as an Islamic bank.

### (iv) Jeopardising the Bank's reputation as a full-fledged Islamic bank

Any non-Shariah compliant event shall definitely jeopardise the reputation of Bank Islam as the pioneer in the Islamic banking industry in Malaysia.

## KEPENTINGAN PEMATUHAN SYARIAH

Lembaga Pengarah dan Pengurusan Bank Islam percaya bahawa tadbir urus Syariah yang teguh dan mantap amat penting kerana tadbir urus Syariah yang lemah berpotensi membawa Bank menuju ketidakpatuhan Syariah yang boleh mengakibatkan implikasi bukan kewangan dan kewangan. Antara implikasi bukan kewangan dibincangkan secara ringkas di sini tetapi tidak terhad kepada:

### (i) Bertentangan dengan suruhan Allah

Asas penubuhan bank Islam adalah untuk mematuhi suruhan Allah Taala berpandukan al-Quran dan as-Sunnah, iaitu untuk menjauhi amalan riba dalam urus niaga kewangan seperti yang diamalkan oleh perbankan konvensional sejak berabad lamanya. Sebarang kegagalan dalam mematuhi Syariah adalah satu pelanggaran kepada hukum Syarak.

### (ii) Terhalang daripada mendapat rahmat Allah (barakah)

Sebarang pelanggaran terhadap Syariah boleh menghalang daripada mendapat rahmat Allah. Ini ditekankan oleh Allah Taala dalam pengharaman riba: "Allah susutkan (kebaikan harta) riba dan menumbuh-kembangkan berkat sedekah dan Allah tidak menyukai orang yang ingkar dan banyak berbuat dosa." (Al-Baqarah, 2: 276). Jelas dapat disimpulkan daripada ayat ini bahawa Allah akan menahan keberkatan-Nya dalam perkara-perkara berunsur riba.

### (iii) Menyalahi peruntukan Akta Bank Islam 1983

Bank Islam ditubuhkan secara sah di bawah Akta Bank Islam 1983 dan seksyen 3(6) Akta tersebut telah menetapkan bahawa mana-mana urusan bank tidak boleh melibatkan apa-apa elemen yang tidak dibenarkan oleh agama Islam. Kegagalan untuk beroperasi dengan mematuhi Syariah boleh mengakibatkan lesen untuk beroperasi sebagai sebuah bank Islam dibatalkan.

### (iv) Menjejaskan reputasi Bank sebagai bank Islam sepenuhnya

Sebarang ketidakpatuhan Syariah tentulah akan menjejaskan reputasi Bank Islam sebagai perintis dalam industri perbankan Islam di Malaysia.

Apart from the above, financial impacts due to Shariah non-compliance can be listed down as:

- (i) Invalidation of contract (akad) and profits shall not be recognised as income

All profits of an invalid transaction cannot be recognised as income to the Bank, hence is a loss to the shareholders as well as depositors. Hence, upon approval of the Shariah Supervisory Council, it shall be disposed to charitable causes as soon as possible.

- (ii) Capital adequacy ratio impact

Shariah non-compliance risk, which is part of operational risk as described by the IFSB, is defined as the risk that arises from the Bank's failure to comply with the Shariah rules and principles determined by the relevant Shariah regulatory councils. IFSB's Capital Adequacy Standard (IFSB – 2) required under Basic Indicator Approach ("BIA") to set aside 15% of average annual gross income over preceding three years gross for operational risk. In this regard, Bank Negara Malaysia has the discretion to impose a higher capital charge as they deem fit to cater for Shariah non-compliance risk.

However, the Capital Adequacy Framework for Islamic Bank ("CAFIB") is yet to impose such capital charge, most probably due to lack of Shariah non-Compliance Risk ("SCR") quantitative data. Pursuant to issuance of the Shariah Governance Framework ("SGF"), Bank Islam foresees that such requirements will be imposed in the near future upon readiness of the Islamic banks.

## BANK ISLAM'S SHARIAH GOVERNANCE FRAMEWORK

Standards issued by IFSB such as Guiding Principles on Corporate Governance and Guiding Principle on Risk Management promote creation of an appropriate mechanism within an Islamic bank in order to achieve its strategic business goal without breaching the Shariah rules and principles. A remarkable effort was also embarked by Bank Negara Malaysia when it introduced SGF for Islamic Financial Institutions in 2010 and required all Islamic banking players to comply with the framework by July 2011.

Selain daripada itu, implikasi kewangan disebabkan oleh ketidakpatuhan Syariah boleh disenaraikan seperti berikut:

- (i) Pembatalan kontrak (akad) dan keuntungan tidak boleh diiktiraf sebagai pendapatan

Semua keuntungan bagi urus niaga yang tidak sah di sisi Syariah tidak boleh diiktiraf sebagai pendapatan kepada Bank, justeru ianya menjadi kerugian kepada pemegang saham dan juga pendeposit. Maka, dengan kelulusan Majlis Pengawasan Syariah, semua pendapatan tidak halal bagi Bank Islam akan disalurkan untuk tujuan kebajikan secepat mungkin.

- (ii) Kesan nisbah kecukupan modal

Risiko ketidakpatuhan Syariah, yang merupakan sebahagian daripada risiko operasi seperti yang dijelaskan oleh IFSB, ditakrifkan sebagai risiko yang timbul akibat kegagalan Bank untuk mematuhi undang-undang dan prinsip Syariah yang ditetapkan oleh majlis pengawasan Syariah berkaitan. Standard Kecukupan Modal IFSB (IFSB – 2) mensyaratkan di bawah Pendekatan Indikator Asas (BIA) untuk mengeneppikan 15% daripada pendapatan kasar tahunan purata bagi tiga tahun sebelumnya untuk risiko operasi. Dalam hal ini, Bank Negara Malaysia mempunyai budi bicara untuk mengenakan caj modal yang lebih tinggi yang dianggap perlu untuk memenuhi keperluan risiko ketidakpatuhan Syariah.

Walaupun bagaimanapun, Rangka Kerja Kecukupan Modal untuk Bank Islam (CAFIB) masih belum lagi mengenakan caj modal seperti itu, barangkali disebabkan kekurangan data kuantitatif Risiko Ketidakpatuhan Syariah (SCR). Rentetan daripada pengeluaran Rangka Kerja Tadbir Urus Syariah (SGF) oleh Bank Negara Malaysia, Bank Islam meramalkan bahawa syarat berkenaan akan dikenakan kelak bergantung atas kesediaan bank-bank Islam.

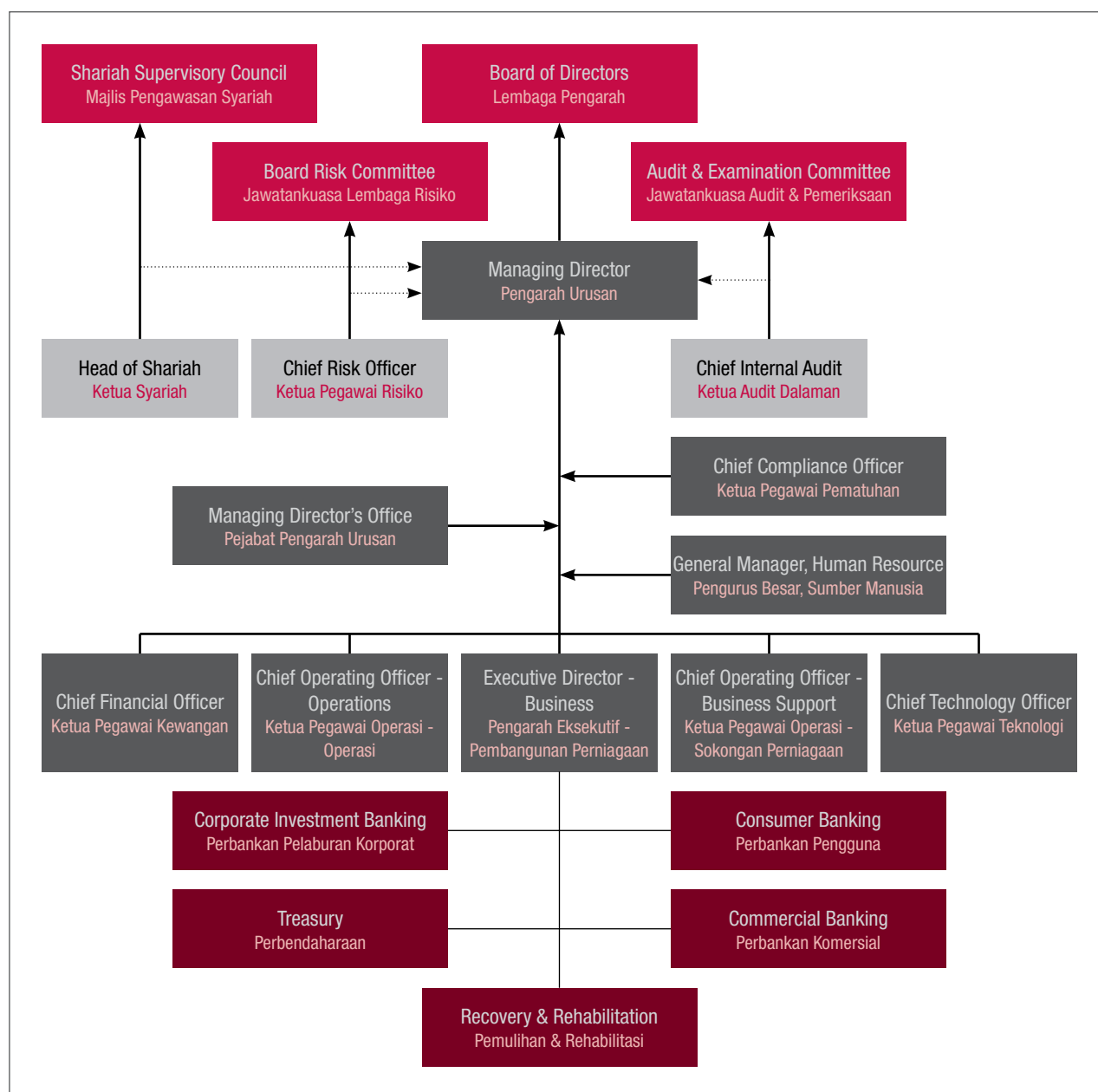
## RANGKA KERJA TADBIR URUS SYARIAH BANK ISLAM

Standard yang dikeluarkan oleh IFSB seperti Prinsip Panduan bagi Tadbir Urus Korporat dan Prinsip Panduan bagi Pengurusan Risiko menggalakkan pewujudan mekanisme yang sesuai dalam bank Islam untuk mencapai matlamat strategik perniagaan tanpa melanggar undang-undang dan prinsip Syariah. Usaha yang memberansangkan juga dimulakan oleh Bank Negara Malaysia apabila ia memperkenalkan SGF untuk Institusi Kewangan Islam pada 2010 dan mewajibkan semua bank Islam untuk mematuhi rangka kerja tersebut menjelang Julai 2011.

## Strengthening Shariah Governance Mengukuhkan Tadbir Urus Syariah

Bank Islam values the introduction of the SGF and gives its full commitment in establishing a good and prudent Shariah governance framework to achieve non-tolerance level of Shariah non-compliance within the Bank. The following structure illustrates Bank Islam's Shariah governance structure:

Bank Islam amat menghargai pengenalan SGF dan memberikan komitmen penuh dalam mendirikan rangka kerja tadbir urus Syariah yang baik dan berhemat untuk mencapai tahap tiada toleran bagi ketidakpatuhan Syariah di dalam Bank. Struktur berikut menggambarkan struktur tadbir urus Syariah Bank Islam:



In managing the SCR, the Bank adopts Shariah-compliance risk-owner concept through the implementation of 3 lines of defense model as follows:

#### 1ST LINE OF DEFENCE

**Line Management (including Business and Support Heads, Branch Managers, Business/Support Risk Officer, Designated Operational Risk Coordinator and all staff)**

RESPONSIBLE for ongoing oversight of risk and control at day to day work level.

#### 2ND LINE OF DEFENCE

**Shariah Division (Compliance & Control Department)**

ESTABLISH and maintain ORM and SCR Framework, assessing monitoring, reporting & controlling risk on a bank wide level.

#### 3RD LINE OF DEFENCE

**Internal Audit Division (including Shariah Audit)**

PROVIDE INDEPENDENT ASSURANCE to Board of Directors and Senior Management that Risk Management (including Shariah risk) processes and tools are effectively implemented.

1. First line of defense (risk-taking unit) – This consists of all staff who directly manage functional areas where the overall ownership of the risk environment and responsibility to manage SCR reside with them. In 2011, the Bank took an initiative to structurally manage SCR by leveraging on the appointed Business Risk Officers, Support Risk Officers and Designated Operational Risk Coordinators.
2. Second line of defense (risk control unit) – The second level of defense is backed by Shariah Division which is responsible in spearheading and guiding the instilling of controls to mitigate Shariah breaches at the first line of defense. This includes participation in product development, advisory on daily operation, proactive SNC management and Shariah review exercise. In fulfilling the function of the above, the Division comprises the following departments:
  - (a) Advisory and Research
  - (b) Compliance and Control
  - (c) Shariah Review
3. Third line of defense (independent assurance) – This is performed by Shariah Audit function under Internal Audit Division which is responsible in providing independent assurance on the Shariah control effectiveness to the Board, SSC and Management of the Bank.

Dalam mengurus SCR, Bank mengguna pakai konsep pemilik risiko menerusi pelaksanaan model pertahanan 3 lapisan seperti yang berikut:

#### LAPISAN PERTAHANAN PERTAMA

**Pengurusan Hadapan (termasuk Ketua Perniagaan dan Sokongan, Pengurusan Cawangan, Pegawai Risiko Perniagaan/Sokongan, Penyelaras Risiko Operasi Khusus dan semua staf)**

BERTANGGUNGJAWAB untuk pengawasan risiko dan kawalan yang sedang dilaksanakan pada tahap kerja harian.

#### LAPISAN PERTAHANAN KEDUA

**Bahagian Syariah (Jabatan Pemuatan & Kawalan)**

MEWUJUDKAN dan menyelenggara Rangka Kerja ORM dan SCR, menilai, memantau, melapor dan mengawal risiko di peringkat seluruh bank.

#### LAPISAN PERTAHANAN KETIGA

**Bahagian Audit Dalaman (Termasuk Audit Syariah)**

MEMBERI JAMINAN BEBAS kepada Lembaga Pengarah dan Pengurusan Kanan bahawa proses dan alat Pengurusan Risiko (termasuk risiko Syariah) dilaksanakan dengan berkesan.

1. Lapisan pertahanan pertama (unit pengambilan risiko) – Lapisan ini merangkumi semua staf yang mengurus bidang fungsi secara langsung di mana seluruh pemilikan persekitaran risiko dan tanggungjawab untuk mengurus SCR terletak pada mereka. Pada 2011, Bank mengambil inisiatif untuk mengurus SCR secara berstruktur dengan bergantung pada Pegawai Risiko Perniagaan, Pegawai Risiko Sokongan dan Penyelaras Risiko Operasi yang dilantik.
2. Lapisan pertahanan kedua (unit kawalan risiko) – Lapisan pertahanan kedua disokong oleh Bahagian Syariah yang bertanggungjawab dalam mengendali dan membimbing pewujudan kawalan bagi mengurangkan pelanggaran Syariah di lapisan pertahanan pertama. Ini merangkumi penglibatan dalam pembangunan produk, nasihat tentang operasi harian, pengurusan SNC yang proaktif dan pelaksanaan semakan Syariah. Dalam memenuhi fungsi di atas, lapisan ini merangkumi jabatan berikut:
  - (a) Penasihat dan Penyelidikan
  - (b) Pemuatan dan Kawalan
  - (c) Semakan Syariah
3. Lapisan pertahanan ketiga (jaminan bebas) – Pertahanan ini dilaksanakan oleh fungsi Audit Syariah di bawah Bahagian Audit Dalaman yang bertanggungjawab memberikan pengesahan bebas tentang keberkesanan kawalan Syariah kepada Lembaga Pengarah, SSC dan Pengurusan Bank.



## SHARIAH COMPLIANCE RISK MANAGEMENT: A BLUEPRINT

Bank Islam has launched a 3-year blueprint known as Shariah Compliance Risk Management Roadmap 2012-2014 which intends to ensure that the Bank has sound and robust Shariah compliance risk management in line with the best practices and regulatory standards.

## PENGURUSAN RISIKO PEMATUHAN SYARIAH: RANGKA TINDAKAN

Bank Islam telah melancarkan suatu rangka tindakan 3 tahun yang dikenali sebagai Hala Tuju Pengurusan Risiko Pematuhan Syariah 2012-2014 yang bertujuan untuk memastikan Bank memiliki pengurusan risiko pematuhan Syariah yang teguh dan mantap sejajar dengan standard amalan dan standard kawal selia terbaik.

### Shariah Compliance Risk Management Roadmap Hala Tuju Pengurusan Risiko Pematuhan Syariah



Commencing in 2012, the Bank is implementing the Shariah risk mapping exercise that involves all consumer banking products. Such exercise aims to identify all inherent Shariah-compliance risks within the Bank's products. The level of the risk shall then be assessed and measured according to: (i) likelihood of the occurrence, (ii) impact/severity of the risk, and (iii) adequacy/appropriateness of control. The Bank shall extend such Shariah-compliance risk profile into frequent self assessment exercise by the first line of the defense.

Additionally, the Bank is preparing for an international rating on its Shariah-compliance quality. This effort is an enormous challenge for the Bank to ensure the credibility of its Shariah-compliance in order to assure the shareholders and public that all the practices and activities are in compliance with Shariah at all times.

#### **SOUNDNESS OF SHARIAH GOVERNANCE FRAMEWORK: MOVING FORWARD**

In a nutshell, Shariah governance plays an undeniably important role in an Islamic bank and constant enhancement is necessary to ensure optimal Shariah governance takes place in a proper framework. A lot of efforts has been put into developing a standard of Shariah compliance risk management to ensure the execution of best practices in the Islamic banking industry as done by Basel II Principles in governing the operational risk management in the industry.

Bank Islam is committed to continuously enhancing its capability and utilising its resources to ensure adherence to Shariah rules and principles. The presence of a sound Shariah governance framework is necessary for the Bank to uphold its principle in providing ethical and responsible banking for all. *Wallahua'lam.*

Bermula pada 2012, Bank akan melaksanakan usaha pemetaan risiko Syariah yang melibatkan semua produk perbankan pengguna. Pelaksanaan ini bertujuan untuk mengenal pasti semua risiko pematuhan Syariah sedia ada dalam produk Bank. Tahap risiko kemudiannya akan dinilai dan diukur mengikut: (i) kebarangkalian kejadian (ii) kesan/keamatan risiko, dan (iii) kecukupan/kesesuaian kawalan. Bank akan memperluas profil risiko pematuhan Syariah berkenaan kepada pelaksanaan penilaian sendiri yang kerap oleh lapisan pertahanan pertama.

Selain itu, Bank sedang bersedia untuk penilaian antarabangsa ke atas kualiti pematuhan Syariah. Usaha ini merupakan cabaran besar kepada Bank untuk memastikan kredibiliti pematuhan Syariah bagi memberikan jaminan kepada pemegang saham dan orang awam bahawa semua amalan dan aktiviti mematuhi Syariah pada setiap masa.

#### **KETEGUHAN RANGKA KERJA TADBIR URUS SYARIAH: MELANGKAH KE HADAPAN**

Ringkasnya, tadbir urus Syariah tidak dinafikan memainkan peranan yang penting dalam sebuah bank Islam dan peningkatan malar perlu bagi memastikan tadbir urus Syariah yang optimum berlaku dalam rangka kerja yang betul. Banyak usaha telah dibuat dalam membangunkan standard pengurusan risiko pematuhan Syariah untuk memastikan pelaksanaan amalan terbaik dalam industri perbankan Islam seperti yang digariskan oleh Prinsip Basel dalam mentadbir urus pengurusan risiko operasi dalam industri.

Bank Islam komited untuk terus meningkatkan keupayaannya dan menggunakan sumber bagi memastikan pematuhan pada peraturan dan prinsip Syariah. Kewujudan rangka kerja urus tadbir Syariah yang kukuh diperlukan oleh Bank untuk mendukung prinsipnya dalam menyediakan perbankan yang beretika dan bertanggungjawab untuk semua. *Wallahua'lam.*





## **SCALING NEW HEIGHTS OF PERFORMANCE**

Guided by a clear strategic plan, Bank Islam is poised to reach another level through synergistic collaboration and teamwork.

## **MENCAPAI PRESTASI YANG LEBIH TINGGI**

Berpandukan pelan strategik yang jelas, Bank Islam bersedia untuk mencapai tahap yang lebih tinggi melalui kerjasama dan kerja pasukan yang bersinergi.



# Shareholders Information

## Maklumat Pemegang Saham

### **BIMB HOLDINGS BERHAD (51.0%)**

BIMB Holdings Berhad (“BHB”) was established on March 20, 1997 and listed on the Main Market of Bursa Malaysia on September 16, 1997. BHB acts as an investment holding company for Malaysia’s pioneer Shariah-compliant business entities, involve mainly in Islamic banking, takaful and stockbroking. Being the premier Shariah-compliant financial services provider with an authorised capital of RM2 billion and paid-up capital of RM1,066,789,896, BHB is well-positioned to assist the Government in establishing the country as a vibrant International Islamic Financial Centre. BHB has gained in strength and stature over the years and celebrates its 15<sup>th</sup> anniversary in 2012 as a champion of Islamic banking, takaful and stockbroking industries via its stable of strategic investments in Malaysia’s pioneer Shariah-compliant entities.

### **DUBAI FINANCIAL GROUP LLC (30.5%)**

Dubai Financial Group LLC (“Dubai Financial Group”) is primarily an investment company focusing on banking and financial services. Headquartered in Dubai, Dubai Financial Group either directly or through its subsidiary companies, has active investment interests in conventional and Islamic financing in UAE, GCC, Pakistan and Malaysia. Dubai Financial Group is a subsidiary of Dubai Group.

### **LEMBAGA TABUNG HAJI (18.5%)**

Lembaga Tabung Haji (“TH”), a Government Linked Investment Company (“GLIC”) holds 51.47% and 18.5% of BIMB Holdings Berhad (known as the parent company of Bank Islam) and Bank Islam respectively. TH is a statutory body incorporated under the Lembaga Tabung Haji Act, 1995 (Act 535). The principal activity of TH is in Hajj management, savings and investment.

TH’s vision is to function as the pillar of economy for the Muslim community and provide excellent hajj management services. Among its core investment sectors are plantation, property, construction, banking, information technology, oil & gas, tourism, services and halal food. TH has 119 branches nationwide and a branch in Jeddah, Saudi Arabia. TH is highly determined to manage its investment responsibly in the best interest of its depositors, whilst ensuring competitive returns.

### **BIMB HOLDINGS BERHAD (51.0%)**

BIMB Holdings Berhad (“BHB”) ditubuhkan pada 20 Mac 1997 dan disenaraikan dalam Pasaran Utama Bursa Malaysia Securities Berhad pada 16 September 1997. BHB berfungsi sebagai syarikat pemegang pelaburan bagi entiti perniagaan berlandaskan Syariah yang pertama di Malaysia. Kebanyakan operasinya merangkumi perbankan Islam, takaful dan broker saham. Sebagai penyedia perkhidmatan kewangan berlandaskan Syariah yang terulung dengan modal dibenarkan sebanyak RM2 bilion dan modal berbayar sebanyak RM1,066,789,896, BHB kini bersedia untuk membantu Kerajaan memantapkan negara sebagai Pusat Kewangan Islam Antarabangsa yang unggul. BHB menjadi semakin kukuh dan dihormati serta meraikan ulang tahun ke-15 pada 2012 sebagai peneraju dalam industri perbankan Islam, takaful dan broker saham melalui pelaburan strategiknya yang stabil dalam entiti berlandaskan Syariah yang pertama di Malaysia.

### **DUBAI FINANCIAL GROUP LLC (30.5%)**

Dubai Financial Group (“Dubai Financial Group”) pada dasarnya merupakan syarikat pelaburan yang memberikan tumpuan kepada perkhidmatan perbankan dan kewangan. Berpangkalan di Dubai, Dubai Financial Group sama ada secara langsung atau menerusi anak-anak syarikatnya, mempunyai kepentingan pelaburan yang aktif dalam bidang pembiayaan konvensional dan Islam di UAE, GCC, Pakistan dan Malaysia. Dubai Financial Group ialah anak syarikat Dubai Group.

### **LEMBAGA TABUNG HAJI (18.5%)**

Lembaga Tabung Haji (“TH”), sebuah Syarikat Pelaburan Berkaitan Kerajaan (“GLIC”) memegang saham sebanyak 51.47% dan 18.5%, masing-masing dalam BIMB Holdings Berhad (dikenali sebagai syarikat induk Bank Islam) dan Bank Islam. TH merupakan badan berkanun yang ditubuhkan di bawah Akta Lembaga Tabung Haji 1995 (Akta 535). Aktiviti utama TH ialah pengurusan haji, simpanan dan pelaburan.

Visi TH adalah untuk menjadi tunggak ekonomi umat Islam dan menyediakan khidmat pengurusan haji yang cemerlang. Antara sektor pelaburan utamanya ialah perladangan, harta tanah, pembinaan, perbankan, teknologi maklumat, minyak dan gas, pelancongan, perkhidmatan dan makanan halal. TH mempunyai 119 buah cawangan di seluruh negara dan sebuah cawangan di Jeddah, Arab Saudi. TH bertekad untuk menguruskan pelaburannya secara bertanggungjawab demi kepentingan penyimpanannya dan pada masa yang sama memastikan pulangan yang kompetitif.

# Directory & Branch Network

## Direktori & Rangkaian Cawangan

### SUBSIDIARIES OF BANK ISLAM MALAYSIA BERHAD

#### ANAK SYARIKAT BANK ISLAM MALAYSIA BERHAD

##### **BIMB Investment Management Berhad**

19th Floor, Menara Bank Islam  
No. 22, Jalan Perak  
50450 Kuala Lumpur

Tel : (6) 03 2161 2524/2924  
Fax Faks: (6) 03 2161 2464

##### **Farihan Corporation Sdn Bhd**

19th Floor, Menara Bank Islam  
No. 22, Jalan Perak  
50450 Kuala Lumpur

Tel : (6) 03 2782 1333  
Fax Faks: (6) 03 2782 1355

##### **BIMB Foreign Currency Clearing Agency**

###### **Sdn Bhd ("BIFCA")**

39th Floor, Menara TH Perdana  
1001 Jalan Sultan Ismail  
50250 Kuala Lumpur

Tel : (6) 03 2693 4287/4327  
Fax Faks: (6) 03 2693 4115

##### **Al-Wakalah Nominees (Tempatan)**

###### **Sdn Bhd**

10th Floor, Wisma Bank Islam  
Jalan Dungun  
Bukit Damansara  
50490 Kuala Lumpur

Tel : (6) 03 2088 8762  
Fax Faks: (6) 03 2088 8742

##### **Bank Islam Trust Company (Labuan) Ltd**

Level 15(A), Main Office Tower  
Financial Park Labuan  
Jalan Merdeka  
87000 Labuan I.O.F.C.  
Malaysia

Tel : (6) 087 451 806  
Fax Faks: (6) 087 451 808

##### **Amana Bank Limited**

480, Galle Road  
Colombo 3  
Sri Lanka

Tel : (94) 11 775 6000  
Fax Faks: (94) 11 257 4419

### REGIONAL OFFICES

#### PEJABAT WILAYAH

##### **CENTRAL REGION**

###### **WILAYAH TENGAH**

5th Floor, Wisma Bank Islam  
Jalan Dungun  
Bukit Damansara  
50490 Kuala Lumpur

Head **Ketua**: **Bostamam Hassan**

Tel : (6) 03 2088 8111  
Fax Faks : (6) 03 2088 8125

##### **SOUTHERN REGION**

###### **WILAYAH SELATAN**

15th Floor, Menara TH  
Jalan Ayer Molek  
80000 Johor Bahru  
Johor

Head **Ketua**: **Faisal Ja'afar**

Tel : (6) 07 225 8800  
Fax Faks : (6) 07 225 8901

##### **NORTHERN REGION**

###### **WILAYAH UTARA**

Ground & First Floor  
No. 3009  
Bangunan KWSP Seberang Jaya  
Lebuhr Tenggiri 2  
13700 Seberang Jaya  
Pulau Pinang

Head **Ketua**: **Ahmad Fauzi Mohd Akhir**

Tel : (6) 04 382 9100  
Fax Faks : (6) 04 382 9166

##### **EAST MALAYSIA REGION**

###### **WILAYAH MALAYSIA TIMUR**

Lot 423-426, Bangunan Aiman  
Jalan Kulas Barat  
Section 5  
93400 Kuching  
Sarawak

Head **Ketua**: **Abdul Malek Abdullah**

Tel : (6) 082 425 118/235 419/416 215  
Fax Faks : (6) 082 233 172/234 108/235 521

##### **EASTERN REGION**

###### **WILAYAH TIMUR**

4th, 7th, 8th, 9th & 10th Floor  
Darul Takaful  
Jalan Sultan Ismail  
20200 Kuala Terengganu  
Terengganu

Head **Ketua**: **Wan Rosita Wan Mohamed**

Tel : (6) 09 627 2700/2777  
Fax Faks : (6) 09 627 2818

## AUTOMOBILE FINANCING CENTRES

### PUSAT PEMBIAYAAN OTOMOBIL

#### KUALA LUMPUR

Ground Floor & 3rd Floor  
Block E, Wisma RKT  
No. 10, Jalan Raja Abdullah  
Off Jalan Sultan Ismail  
50300 Kuala Lumpur

Manager **Pengurus:**  
**Ghazalaini Ghazali**

Tel : (6) 03 2691 0275/0276/0277/  
(6) 03 2691 0282/0286  
Fax **Faks:** (6) 03 2698 8636

#### ALOR SETAR

No. 1, Kompleks Perniagaan Utama  
Jalan Sultanah Sambungan  
05150 Alor Setar  
Kedah

Manager **Pengurus:**  
**Azmi Shariff**

Tel : (6) 04 735 5966/5930/5931  
Fax **Faks:** (6) 04 735 1002

#### AYER KEROH

1st Floor, 1 & 3, Jalan KF 4  
Kota Fesyen-MITC  
Hang Tuah Jaya  
75450 Ayer Keroh  
Melaka

Manager **Pengurus:**  
**Farouk Abdul Rahman**

Tel : (6) 06 232 6216/6024/6486  
Fax **Faks:** (6) 06 232 6494

#### BANDAR BOTANIC, KLANG

2nd Floor, Jalan Mahogani 5  
Bandar Botanic  
41200 Klang  
Selangor

Manager **Pengurus:**  
**Roslan Abu Bakar**

Tel : (6) 03 3322 1563/1564/1569  
Fax **Faks:** (6) 03 3322 1471

#### BANGI

1st Floor  
No. 2 & 4, Jalan 6C/7  
43650 Bandar Baru Bangi  
Selangor

Manager **Pengurus:**  
**Mohamad Zamri Muhamad**

Tel : (6) 03 8920 1182/1358/1795  
Fax **Faks:** (6) 03 8920 2212

#### BUTTERWORTH

1st & 2nd Floor  
No. 71 & 73, Jalan Taman Selat  
Off Jalan Bagan Luar  
12790 Butterworth  
Pulau Pinang

Manager **Pengurus:**  
**Suhaini Abd Manaf**

Tel : (6) 04 332 1333/6845/324 9089  
Fax **Faks:** (6) 04 333 4477

#### JOHOR BAHRU

No. 8-01, Jalan Padi Emas 5/2  
Bandar Baru Uda  
81200 Johor Bahru  
Johor

Manager **Pengurus:**  
**Mohd Fadzil Ajmain**

Tel : (6) 07 237 9155  
Fax **Faks:** (6) 07 237 9166

#### KOTA BHARU

First Floor, Lot 1542  
Persiaran KK 6  
Jalan Raja Perempuan Zainab II  
Bandar Baru Kubang Kerian  
16150 Kota Bharu  
Kelantan

Manager **Pengurus:**  
**Nazrul Shuhaimi**

Tel : (6) 09 764 0072/0073/0075  
Fax **Faks:** (6) 09 764 0079

#### KOTA KINABALU

Ground & First Floor  
Bangunan UMNO Sabah  
Jalan Kamajuan, Karamunsing  
88000 Kota Kinabalu  
Sabah

Manager **Pengurus:**  
**Zamri Abdul Kumang**

Tel : (6) 088 447 316/294/295/304  
Fax **Faks:** (6) 088 447 305

#### KUALA TERENGGANU

1st Floor, Lot 1129 - 1130  
Darul Takaful, Jalan Sultan Ismail  
20200 Kuala Terengganu  
Terengganu

Manager **Pengurus:**  
**Mazlan A. Bakar**

Tel : (6) 09 631 4544/6544/7544  
Fax **Faks:** (6) 09 631 5455

#### KUANTAN

Lot 1-06 & 1-07  
1st Floor, Mahkota Square  
Jalan Mahkota  
25000 Kuantan  
Pahang

Manager **Pengurus:**  
**Sumun Mat Saed**

Tel : (6) 09 513 6262/515 8624/8627  
Fax **Faks:** (6) 09 515 8623

#### KUCHING

2nd Floor, Lot 433-435  
Bangunan Tuanku Muhammad Al-Idrus  
Jalan Kulas  
Section 11, KTLD  
93400 Kuching  
Sarawak

Manager **Pengurus:**  
**Hamka Sarkawi**

Tel : (6) 082 240 499/254 186  
Fax **Faks:** (6) 082 414 360

## AUTOMOBILE FINANCING CENTRES

### PUSAT PEMBIAYAAN OTOMOBIL

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#### PETALING JAYA

2nd Floor  
No. 1, Jalan 52/16  
46200 Petaling Jaya  
Selangor

Manager **Pengurus:**  
**Mohd Mostain Hj Mohd Hojjali**

Tel : (6) 03 7960 0468/1295/2934  
Fax **Faks:** (6) 03 7960 5059

#### SERI PETALING

No. 1, 1st Floor,  
Jalan Radin Bagus  
Bandar Baru Seri Petaling  
57100 Kuala Lumpur

Manager **Pengurus:**  
**Mohd Hailaney Haidzir**

Tel : (6) 03 9056 3413/4319/9057 0425  
Fax **Faks:** (6) 03 9057 4457

#### SHAH ALAM

Ground Floor  
Wisma PKPS  
Section 14, Persiaran Perbandaran  
40675 Shah Alam  
Selangor

Manager **Pengurus:**  
**Ahmad Rafik Yahaya**

Tel : (6) 03 5519 5188/7677/5518 6435  
Fax **Faks:** (6) 03 5519 6188

## CONSUMER BANKING CENTRES

### PUSAT PERBANKAN KONSUMER

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#### BANDAR MELAKA

No. 50, Jalan Cempaka 1  
Taman Cempaka  
75300 Pringgit  
Melaka

Tel : (6) 06 282 8675/283 0967/  
(6) 06 284 7654  
Fax **Faks:** (6) 06 292 5930

#### BATU PAHAT

G4, G5 & Level 1, Square One Mall  
No. 1, Jalan Flora Utama 4  
Taman Flora Utama  
83000 Batu Pahat  
Johor

Tel : (6) 07 435 1185/1175  
Fax **Faks:** (6) 07 435 1775

#### KOTA BHARU

No. 1155, Section 11  
Bandar Kota Bharu  
15000 Kota Bharu  
Kelantan

Tel : (6) 09 743 3050  
Fax **Faks:** (6) 09 743 4050

#### PADANG GARONG

1st Floor, Lot 434 GF  
Jalan Padang Garong  
15000 Kota Bharu  
Kelantan

Tel : (6) 09 747 1867/1859  
Fax **Faks:** (6) 09 747 1902

#### SEBERANG JAYA

Ground Floor  
Bangunan KWSP Seberang Jaya  
No. 3009, Lebuhr Tenggiri  
13700 Seberang Jaya  
Pulau Pinang

Tel : (6) 04 399 0061/0062  
Fax **Faks:** (6) 04 399 0063

#### SPACE U8

Lot No. B1-7-G  
Space U8, No. 6  
Persiaran Pasak Bumi  
Taman Bukit Jelutong, Section U8  
40150 Shah Alam  
Selangor

Tel : (6) 03 5033 4850/4851  
Fax **Faks:** (6) 03 5033 4852

#### UiTM PUNCAK ALAM

1st Floor  
Plaza Satellite B  
42300 Bandar Puncak Alam  
Selangor

Tel : (6) 03 3392 2967/2968  
Fax **Faks:** (6) 03 3392 2969

#### USIM

Lot PK-A1-13  
Pusat Komersial Universiti Sains Islam  
Malaysia  
Bandar Baru Nilai  
71800 Nilai  
Negeri Sembilan

Tel : (6) 06 799 9187/9189  
Fax **Faks:** (6) 06 799 9190

#### UniSZA, TRENGGANU

Universiti Sultan Zainal Abidin  
Gong Badak  
21300 Kuala Terengganu  
Terengganu

Tel : (6) 09 666 6812/2682  
Fax **Faks:** (6) 09 666 6832



## JOHOR

### AERO MALL

Lot E7 & E8  
Public Concourse, Aero Mall  
Sultan Ismail International Airport  
81250 Johor Bahru  
Johor

Branch Manager **Pengurus Cawangan:**  
**Abd Razak Awab**

Tel : (6) 07 598 5975/5977  
Fax **Faks**: (6) 07 598 5978

### BANDAR PENAWAR

Bangunan Pusat Penerangan Pelancongan  
Jalan Dato' Onn 1  
81930 Bandar Penawar  
Kota Tinggi  
Johor

Branch Manager **Pengurus Cawangan:**  
**Faizal Omar**

Tel : (6) 07 822 2802/2803/2804  
Fax **Faks**: (6) 07 822 2806

### BATU PAHAT

No. 91-5 & 91-6, Jalan Rahmat  
83000 Batu Pahat  
Johor

Branch Manager **Pengurus Cawangan:**  
**Fadzilah Elham @ Alhim**

Tel : (6) 07 431 9350/9352/8927  
Fax **Faks**: (6) 07 431 9351

### IFSC JOHOR BAHRU

Ground Floor  
Menara Tabung Haji  
Jalan Ayer Molek  
80000 Johor Bahru  
Johor

Branch Manager **Pengurus Cawangan:**  
**Md Fazeli Md Johari**

Tel : (6) 07 223 7030/7031  
Fax **Faks**: (6) 07 223 7032

## JOHOR

### JOHOR BAHRU

L3-62  
Aras Abdullah Ibrahim  
Plaza Kotaraya  
80000 Johor Bahru  
Johor

Branch Manager **Pengurus Cawangan:**  
**Mohd Zakariah Abdul Rahman**

Tel : (6) 07 224 0242/0244/0272  
Fax **Faks**: (6) 07 224 0243

### KLUANG

No. 46 & 48  
Bangunan Tabung Haji  
Jalan Dato' Kapten Ahmad  
86000 Kluang  
Johor

Branch Manager **Pengurus Cawangan:**  
**Mohd Esa Daud**

Tel : (6) 07 772 6423/6417/6878  
Fax **Faks**: (6) 07 773 2702

### KOTA TINGGI

No. 14C & 14D, Jalan Tun Habab  
81900 Kota Tinggi  
Johor

Branch Manager **Pengurus Cawangan:**  
**Fairul Izzar Abdullah**

Tel : (6) 07 883 8800/5582/882 6205  
Fax **Faks**: (6) 07 882 4485

### KULAI JAYA

No. 50, Jalan Sri Putra 1  
Bandar Putra  
81000 Kulai  
Johor

Branch Manager **Pengurus Cawangan:**  
**Mohd Nasir Atan**

Tel : (6) 07 663 5204/5205/5206  
Fax **Faks**: (6) 07 663 3208

## JOHOR

### MERSING

Ground Floor  
No. 30, Jalan Abu Bakar  
86800 Mersing  
Johor

Branch Manager **Pengurus Cawangan:**  
**Azman Ngah**

Tel : 07-799 5076/6606/6607/6608  
Fax **Faks**: 07-799 5077

### MUAR

Ground & Mezzanine Floor  
No. 75-4 & 75-5  
Jalan Arab  
84000 Muar  
Johor

Branch Manager **Pengurus Cawangan:**  
**Misral Kadri**

Tel : (6) 06 952 8301/8302/8303  
Fax **Faks**: (6) 06 952 8304

### PASIR GUDANG

Ground & First Floor  
Lot 112719, No. 11  
Pusat Perdagangan Pasir Gudang  
Jalan Bandar  
81700 Pasir Gudang  
Johor

Branch Manager **Pengurus Cawangan:**  
**Ahmad Badrudin Hasan**

Tel : (6) 07 252 6671/6672/6673  
Fax **Faks**: (6) 07 252 6676

### PONTIAN

Ground & First Floor  
No. 29, Jalan Delima  
Pusat Perdagangan Pontian  
82000 Pontian  
Johor

Branch Manager **Pengurus Cawangan:**  
**Ikhawan Saidul Abidin**

Tel : (6) 07 688 1909/2259/686 5666  
Fax **Faks**: (6) 07 688 3660

## JOHOR

### SEGAMAT

No. 48 & 49  
Jalan Genuang Kampong  
85000 Segamat  
Johor

Branch Manager **Pengurus Cawangan:**  
**Khairul Anuar Dulah Hashim**

Tel : (6) 07 932 4257/2901/2862/2873  
Fax **Faks**: (6) 07 932 4273

### TAMPOI

No. 8 & 10, Jalan Padi Emas 5/2  
Bandar Baru Uda  
81200 Johor Bahru  
Johor

Branch Manager **Pengurus Cawangan:**  
**Ahdan Shariff Muhammad**

Tel : (6) 07 234 5228/5229/8785  
Fax **Faks**: (6) 07 234 5230

## KEDAH

### ALOR SETAR

No. 1  
Kompleks Perniagaan Utama  
Jalan Sultanah Sambungan  
05150 Alor Setar  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Hassanudin Hashim**

Tel : (6) 04 733 5126/5136/731 9813  
Fax **Faks**: (6) 04 733 5128

### BALING

Ground Floor, Lot B  
Bangunan Tabung Haji Baling  
Jalan Bandar Baru Baling  
09100 Baling  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Amir Ahmad**

Tel : (6) 04 470 1678/0248  
Fax **Faks**: (6) 04 470 1679

### GUAR CHEMPEDAK

Lot No. 00681  
Jalan Besar  
Bangunan Tabung Haji  
08800 Guar Chempedak  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Superizal Bahrom**

Tel : (6) 04 468 0880/4827/4829  
Fax **Faks**: (6) 04 468 0884

### JITRA

No. 64 & 65  
Kompleks Jitra  
Jalan Sungai Korok  
06000 Jitra  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Mohamad Saidin Haji Ismail**

Tel : (6) 04 917 4404/1151  
Fax : (6) 04 917 4225

## KEDAH

### KULIM

No. 23 & 24, Persiaran 1  
Taman Kulim Avenue  
Kulim Hi-Tech  
09000 Kulim  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Abdul Mutalib Abdul Rahman**

Tel : (6) 04 403 3300/3003/3976  
Fax **Faks**: (6) 04 403 3977

### LANGKAWI

No. 43 & 45, Jalan Pandak Mayah 5  
Pusat Bandar Kuah  
07000 Langkawi  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Abd Halim Ramlee**

Tel : (6) 04 966 2463/2464/2466/5191  
Fax **Faks**: (6) 04 966 2469

### PERSIARAN SULTAN ABDUL HAMID

No. 165 & 166  
Kompleks Perniagaan Sultan Abdul Hamid  
Fasa 2  
Susuran Sultan Abdul Hamid 11  
Persiaran Sultan Abdul Hamid  
05050 Alor Setar, Kedah

Branch Manager **Pengurus Cawangan:**  
**Fathin Hamimah Mokhtar**

Tel : (6) 04 772 8800/5818/771 6575  
Fax **Faks**: (6) 04 772 8100

### POKOK SENA

Lot 185 & 186  
Taman Angsana  
Jalan Angsana 9  
06400 Pokok Sena  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Mashadi Abdul Gapar**

Tel : (6) 04 782 1033/1034  
Fax **Faks**: (6) 04 782 1022

## KEDAH

### SUNGAI PETANI

Lot 71 & 72, Jalan Lagenda 1  
Lagenda Height  
08000 Sungai Petani  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Roziman Kamis**

Tel : (6) 04 422 0620/0621/0622/  
(6) 423 8752

Fax **Faks**: (6) 04 421 3912

### UNIVERSITI UTARA MALAYSIA

Varsity Mall  
Universiti Utara Malaysia  
06010 Sintok  
Kedah

Branch Manager **Pengurus Cawangan:**  
**Aizan Mohd Arif**

Tel : (6) 04 924 6271/6272/6273  
Fax **Faks**: (6) 04 924 6270

## KELANTAN

### GUA MUSANG

Ground Floor, Lot 7 & 8  
Bangunan Tabung Haji  
18300 Gua Musang  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Mohd Suhairy Amry Abdul Sattai**

Tel : (6) 09 912 2003  
Fax **Faks**: (6) 09 912 1772

### JALAN SULTAN IBRAHIM

No. 3486-P, Jalan Sultan Ibrahim  
15050 Kota Bharu  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Wan Mohd Haizul Wan Zain**

Tel : (6) 09 743 4020/4030/4060  
Fax **Faks**: (6) 09 743 3020

### KOTA BHARU

No. 72, Jalan Sultan Yahya Petra  
Section 25  
15720 Kota Bharu  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Mohd Supardi Yatim**

Tel : (6) 09 741 9222/9333/  
(6) 09 9555/743 8825  
Fax **Faks**: (6) 09 743 8826

### KUALA KRAI

No. 36 & 37, Jalan Sultan Yahya Petra  
18000 Kuala Krai  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Mohamad Dashuki Shukri**

Tel : (6) 09 966 4627/960 3004/  
(6) 09 3002/3008  
Fax **Faks**: (6) 09 966 4651

## KELANTAN

### KUBANG KERIAN

Ground Floor  
PT 1540, 1541 & 1542  
Persiaran KK 6  
Jalan Raja Perempuan Zainab II  
Bandar Baru Kubang Kerian  
16150 Kota Bharu  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Meor Abdul Rahman Md Yusop**

Tel : (6) 09 764 0058/0070/0071  
Fax **Faks**: (6) 09 764 0057

### MACHANG

No. 26 & 27, Jalan Tanjung  
Pasar Baru  
18500 Machang  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Shahrul Azrin Abdul Karim**

Tel : (6) 09 975 2800/1490  
Fax **Faks**: (6) 09 975 2900

### PASIR MAS

Ground & Mezzanine Floor  
No. 41 & 42, Jalan Tengku Ahmad  
17000 Pasir Mas  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Abdul Sukor Osman**

Tel : (6) 09 790 0750/0751  
Fax **Faks**: (6) 09 790 0752

### PASIR PUTEH

Lot No. 493, Section 1  
Bandar Pasir Puteh  
16800 Pasir Puteh  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Muhd Zafrullah Ghazy**

Tel : (6) 09 786 0061/0062/0063  
Fax **Faks**: (6) 09 786 0068

## KELANTAN

### PASIR TUMBOH

No. 8033 & 8034  
Bandar Satelit Islam Pasir Tumboh  
Jalan Pasir Puteh  
16150 Kota Bharu  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Zamri Daud**

Tel : (6) 09 764 4077  
Fax **Faks**: (6) 09 764 6077

### RANTAU PANJANG

No. 182, Jalan Besar Lubok Stoi  
17200 Rantau Panjang  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Mohamed Zaidi Mat Zain**

Tel : (6) 09 795 0077/2768  
Fax **Faks**: (6) 09 795 0088

### TANAH MERAH

Lot 4142, Jalan Tasik  
17500 Tanah Merah  
Kelantan

Branch Manager **Pengurus Cawangan:**  
**Fariza Kamariah Che Yusoff**

Tel : (6) 09 955 8341  
Fax **Faks**: (6) 09 955 8342

## KUALA LUMPUR

### BANDAR TASIK PERMAISURI

No. 53 & 55, Jalan Danau Lumayan  
Pusat Perniagaan Danau Lumayan  
Bandar Tasik Permaisuri, Cheras  
56100 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Mohd Nazri Mohd Sharif**

Tel : (6) 03 9171 4818/5078/7245  
Fax **Faks**: (6) 03 9171 7289

### BANDAR WAWASAN

No. 4 & 6  
Wisma RKT  
Jalan Raja Abdullah  
50300 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Norhalimi Yahya**

Tel : (6) 03 2694 8175/8192/8244  
Fax **Faks**: (6) 03 2694 8291

### BUKIT BINTANG

No. 57  
Mode Circle Building  
Jalan Bukit Bintang  
55100 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Mohd Farid Hamdan Mustafa**

Tel : (6) 03 2141 0477/0478/0485  
Fax **Faks**: (6) 03 2141 0487

### BUKIT DAMANSARA

3rd Floor  
Wisma Bank Islam  
Jalan Dungun, Bukit Damansara  
50490 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Muhammad Khairulail Zaki Sarwani**

Tel : (6) 03 2092 1064/1066/1067  
Fax **Faks**: (6) 03 2092 1072

## KUALA LUMPUR

### JALAN TUN RAZAK

Ground Floor  
Bangunan Ibu Pejabat Tabung Haji  
Jalan Tun Razak  
Peti Surat 11590  
50750 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Mohd Noran Zainal**

Tel : (6) 03 2161 1333/1340/1341  
Fax **Faks**: (6) 03 2161 1360/2164 8450

### KL SENTRAL

Ground Floor  
Unit No. CS/3B/G, Block 3B  
Plaza Sentral  
50474 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Susen Lan**

Tel : (6) 03 2274 9878/9899/  
(6) 03 2274 9901/ 6430  
Fax **Faks**: (6) 03 2274 9902 / 4324

### MEDAN MARA

Ground Floor  
No. 21  
Podium Block, Medan MARA  
Jalan Raja Laut  
P.O. Box 11698  
50350 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Ahmad Fahmi Mohd Yusop**

Tel : (6) 03 2691 9079/9082/  
(6) 03 2691 9086/9088  
Fax **Faks**: (6) 03 2692 1890



#### KUALA LUMPUR

##### **MENARA BANK ISLAM**

Ground Floor  
Menara Bank Islam  
No. 22, Jalan Perak  
50450 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Roslina Bujang**

Tel : (6) 03 2161 0073/0076/  
(6) 03 2161 2166 0797  
Fax **Faks:** (6) 03 2166 0798

##### **MENARA TM**

LG1, Menara Telekom  
Jalan Pantai Baru  
59200 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Rosmah Md Said**

Tel : (6) 03 2240 2020/0296  
Fax **Faks:** (6) 03 2240 2391

##### **SELAYANG**

Ground Floor  
Lot 150A, 152A & 154A  
Bangunan Persatuan Nelayan Kebangsaan  
(NEKMAT)  
Jalan 2/3A, Pusat Bandar Utara  
KM12, Off Jalan Ipoh  
68100 Batu Caves  
Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Sha'ari Omar**

Tel : (6) 03 6135 2655/2934/2935  
Fax **Faks:** (6) 03 6137 9199

#### KUALA LUMPUR

##### **SERI PETALING**

No.1, Jalan Radin Bagus  
Bandar Baru Seri Petaling  
57100 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Jumiaatun Md Noor**

Tel : (6) 03 9056 2939/2943/2969  
Fax **Faks:** (6) 03 9056 2982

##### **TAMAN MELAWATI**

No. 254 & 255, Jalan Bandar 12  
Taman Melawati  
53100 Hulu Klang  
Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Nor Ashikin Mohd Yusoff @ Ahmat**

Tel : (6) 03 4107 7800/6842/6852  
Fax **Faks:** (6) 03 4107 7181

##### **TAMAN TUN DR ISMAIL**

Ground Floor  
No. 5 & 7, Jalan Wan Kadir 2  
60000 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Abd Aziz Md Zain**

Tel : (6) 03 7726 5744/  
(6) 03 7728 7894/5270  
Fax **Faks:** (6) 03 7722 4539

##### **UIAM, GOMBAK**

Lot No. AHC1-5 & AHC2-4  
Azman Hashim Complex  
International Islamic University Malaysia  
53100 Gombak, Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Ismail Jamin**

Tel : (6) 03 6185 3150/3262/3282  
Fax **Faks:** (6) 03 6185 3402

#### KUALA LUMPUR

##### **UNIVERSITI MALAYA**

Ground Floor  
Bangunan Peperiksaan Universiti Malaya  
Jalan Pantai Baru  
50603 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Ahmad Shahrul Nizam Shuhaimi**

Tel : (6) 03 7960 8934/7429/6235  
Fax **Faks:** (6) 03 7960 4320

##### **WANGSA MAJU**

15G & 17G, Jalan Wangsa Delima 12  
Block C  
D' Wangsa Link  
53300 Kuala Lumpur

Branch Manager **Pengurus Cawangan:**  
**Musliza Mustapah**

Tel : (6) 03 4142 7733/7886/8204  
Fax : (6) 03 4142 8209

## MELAKA

### AYER KEROH

No. 1 & 3, Jalan KF4  
Kota Fesyen - MITC  
Hang Tuah Jaya  
75450 Ayer Keroh  
Melaka

Branch Manager **Pengurus Cawangan:**  
**Rakiah Bojong**

Tel : (6) 06 232 0986/1273/6559  
Fax **Faks**: (6) 06 232 6561

### BANDAR MELAKA

Lot G1, G2 & G3  
Wisma Air  
Jalan Hang Tuah  
75300 Melaka

Branch Manager **Pengurus Cawangan:**  
**Rasul Zainal**

Tel : (6) 06 284 1366/1367/1368  
Fax **Faks**: (6) 06 284 7257

### JASIN

Ground Floor  
No. JA 1765 & 1766  
Pusat Bandar Baru Jasin  
77000 Jasin  
Melaka

Branch Manager **Pengurus Cawangan:**  
**Mohd Radhi Omar**

Tel : (6) 06 529 4859/3515/3517  
Fax **Faks**: (6) 06 529 4875

### MASJID TANAH

Ground & First Floor  
MT 1357 & 1358  
Kompleks Perniagaan Masjid Tanah  
78300 Masjid Tanah  
Melaka

Branch Manager **Pengurus Cawangan:**  
**Kamarun Hamidy Ahmad**

Tel : (6) 06 384 5108/8340/8332  
Fax **Faks**: (6) 06 384 5109

## NEGERI SEMBILAN

### KUALA PILAH

Lot 3803 & 3804  
Bangunan Darul Takaful  
Jalan Dato' Ulu Muar  
72000 Kuala Pilah  
Negeri Sembilan

Branch Manager **Pengurus Cawangan:**  
**Mohd Hafez A. Hamid**

Tel : (6) 06 481 4600/8482  
Fax **Faks**: (6) 06 481 1431

### NILAI

Ground Floor  
PT7183 & PT7184  
Jalan BBN 1/2E  
Bandar Baru Nilai  
71800 Nilai  
Negeri Sembilan

Branch Manager **Pengurus Cawangan:**  
**Zuraimi Ayub**

Tel : (6) 06 799 0549/0277/6124  
Fax **Faks**: (6) 06 799 6217

### PORT DICKSON

No. 42, Jalan Mahajaya  
PD Centre Point  
71000 Port Dickson  
Negeri Sembilan

Branch Manager **Pengurus Cawangan:**  
**Zulkarnanie Ariffin**

Tel : (6) 06 647 4330/646 3281  
Fax **Faks**: (6) 06 647 5657

## NEGERI SEMBILAN

### SEREMBAN

Ground & First Floor, Lot 4981  
Jalan Dato Sheikh Ahmad  
70000 Seremban  
Negeri Sembilan

Branch Manager **Pengurus Cawangan:**  
**Idris Abdullah**

Tel : (6) 06 762 9814/9815/9816/9817  
Fax **Faks**: (6) 06 763 8391

### TAMPIN

Lot 40 & 41, Jalan Besar  
73000 Tampin  
Negeri Sembilan

Branch Manager **Pengurus Cawangan:**  
**Mohamad Fairuz Ja'afar**

Tel : (6) 06 441 4131/4132/4133/7479  
Fax **Faks**: (6) 06 441 4134

#### PAHANG

##### **BANDAR MUADZAM SHAH**

No. 9  
Medan Mewah  
26700 Bandar Muadzam Shah  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Nasaruddin Abdullah**

Tel : (6) 09 452 3175/5175/5176  
Fax **Faks** : (6) 09 452 3177 “

##### **BANDAR PUSAT JENGKA**

No. 33 & 34  
Kedai 36 Unit  
LKWJ, Nadi Kota  
26400 Bandar Jengka  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Mohd Suhairi Mohd Rasul**

Tel : (6) 09 466 2890/2871/4837/4153  
Fax **Faks** : (6) 09 466 2891

##### **JERANTUT**

No. 4, Lorong Dulang 1  
Bandar Baru Jerantut  
27000 Jerantut  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Mohamad Azuari Mohamed**

Tel : (6) 09 266 6120/6121/9096/  
(6) 09 266 9380/ 9381  
Fax **Faks** : (6) 09 266 6380

#### PAHANG

##### **KUALA ROMPIN**

No. 2 & 3, Ground Floor  
Jalan Cemara Utama  
Taman Rompin Jaya, Fasa 3  
26800 Kuala Rompin  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Samsol Mamat**

Tel : (6) 09 414 6064/6065/6068  
Fax **Faks** : (6) 09 414 6074

##### **KUANTAN**

No. G-05, G-06 & G-07  
Mahkota Square  
Jalan Mahkota  
25000 Kuantan  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Abdul Manan Talib**

Tel : (6) 09 513 3366/3367/3368  
Fax **Faks** : (6) 09 513 3369

##### **PEKAN**

No. 1 & 2, Lot 61  
Section 7  
Jalan Engku Muda Mansor  
26600 Pekan  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Nik Rosesida Nik Mohd**

Tel : (6) 09 422 8622/8922  
Fax **Faks** : (6) 09 422 8818

#### PAHANG

##### **PUTRA SQUARE**

No. 1, Jalan Putra Square 2  
Putra Square  
25200 Kuantan  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Amirudin Mohamed Ariffin**

Tel : (6) 09 517 3225/3229/3231  
Fax **Faks** : (6) 09 517 3235

##### **RAUB**

Lot 16474 & 16475  
Jalan Tras  
Pusat Perniagaan Inderapura  
27600 Raub  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Mohd Sharul Azman Marzuki**

Tel : (6) 09 355 8300/8301  
Fax **Faks** : (6) 09 355 8302

##### **TEMERLOH**

Lot No. C49 & C50  
Jalan Tengku Ismail  
28000 Temerloh  
Pahang

Branch Manager **Pengurus Cawangan:**  
**Ahmad Fauzi Jamlus**

Tel : (6) 09 296 5301/3222/1416  
Fax **Faks** : (6) 09 296 5300

## PERAK

### BAGAN SERAI

No. 126 & 128, Jalan Setia  
Pusat Bandar Bagan Serai  
34300 Bagan Serai  
Perak

Branch Manager **Pengurus Cawangan:**  
**Amad Dahlan Sani**

Tel : (6) 05 721 8509/8513/8512  
Fax **Faks**: (6) 05 721 8515

### IPOH

Ground Floor  
Kompleks Islam Darul Ridzuan  
Jalan Panglima Bukit Gantang Wahab  
P.O. Box 671  
30770 Ipoh  
Perak

Branch Manager **Pengurus Cawangan:**  
**Aziz Zaini**

Tel : (6) 05 255 3866/3867/3868  
Fax **Faks**: (6) 05 253 5760

### PARIT BUNTAR

No. 1 & 2  
Bangunan YPEIM  
Jalan Kelichap  
Pekan Baru Parit Buntar  
34200 Parit Buntar  
Perak

Branch Manager **Pengurus Cawangan:**  
**Hashim Mustapa**

Tel : (6) 05 716 4493/4494  
Fax **Faks**: (6) 05 716 4495

## PERAK

### SERI ISKANDAR

No. 1 & 1A, Jalan PP1  
Bandar Universiti Seri Iskandar  
32610 Bandar Seri Iskandar  
Perak

Branch Manager **Pengurus Cawangan:**  
**Zambri Abdul Majid**

Tel : (6) 05 363 3883/3884/3885  
Fax **Faks**: (6) 05 363 3888

### SRI MANJUNG

Ground & First Floor  
No. 2408  
Taman Samudera  
32040 Sri Manjung  
Perak

Branch Manager **Pengurus Cawangan:**  
**Mohd Zubir Pandak Ibrahim**

Tel : (6) 05 688 1227/9071  
Fax **Faks**: (6) 05 688 1672

### TAIPING

Ground & First Floor  
Lot 29 & 30  
Pusat Perniagaan Tupai  
34000 Taiping  
Perak

Branch Manager **Pengurus Cawangan:**  
**Wan Siti Hajar Wan Salim**

Tel : (6) 05 806 5441/5442/5443  
Fax **Faks**: (6) 05 806 5436

## PERAK

### TANJUNG MALIM

Ground & First Floor  
No. 33 & 35  
Jalan Bunga Anggerik  
35900 Tanjung Malim  
Perak

Branch Manager **Pengurus Cawangan:**  
**Nasaruddin Zawari**

Tel : (6) 05 459 8237/5127/5125  
Fax **Faks**: (6) 05 459 8241

### TELUK INTAN

No. 5002, 5003, 5004 & 5006  
Block A, SKOMK Complex  
Jalan Mahkamah  
36000 Teluk Intan  
Perak

Branch Manager **Pengurus Cawangan:**  
**Ramli Abd Rashid**

Tel : (6) 05 622 1700/1200/1411  
Fax : (6) 05 622 1489



## PERLIS

### KANGAR

Lot 49 & 51  
Lorong Seruling  
Off Jalan Raja Syed Alwi  
P.O. Box 30  
01700 Kangar  
Perlis

Branch Manager **Pengurus Cawangan:**  
**Muhammad Yusri Saidin**

Tel : (6) 04 976 3711/3712  
Fax **Faks:** (6) 04 976 0951

## PULAU PINANG

### BANDAR BARU PERDA

Lot G39  
AEON Seberang Prai City  
Pusat Membeli Belah AEON (Jusco)  
Seberang Prai City  
14000 Bukit Mertajam  
Pulau Pinang

Branch Manager **Pengurus Cawangan:**  
**Noor Azman Ismail @ Pawanteh**

Tel : (6) 04 540 3150/3151/3153  
Fax **Faks:** (6) 04 540 3152

### BAYAN BARU

No. 3 & 5  
Persiaran Mahsuri 1/3  
Sunway Tunas  
11900 Bayan Baru  
Pulau Pinang

Branch Manager **Pengurus Cawangan:**  
**Mohd Fauzi Hj Mohd Shariff**

Tel : (6) 04 642 5094/5095/5096/5097  
Fax **Faks:** (6) 04 642 5098

## PULAU PINANG

### BUTTERWORTH

No. 71 & 73, Jalan Taman Selat  
Off Jalan Bagan Luar  
P.O. Box 303  
12720 Butterworth  
Pulau Pinang

Branch Manager **Pengurus Cawangan:**  
**Jamilah Abdul**

Tel : (6) 04 331 2357/2358/  
(6) 04 332 1301/1317  
Fax **Faks:** (6) 04 331 2360

### GEORGETOWN

Ground Floor  
Wisma Great Eastern  
Light Street  
Peti Surat 1204  
10200 Georgetown  
Pulau Pinang

Branch Manager **Pengurus Cawangan:**  
**Kamaruzaman Ishak**

Tel : (6) 04 262 4724/4933/5019/0626  
Fax **Faks:** (6) 04 262 2594

### KEPALA BATAS

Ground Floor  
No. 2146 & 2147  
Jalan Bertam  
13200 Kepala Batas  
Seberang Perai  
Pulau Pinang

Branch Manager **Pengurus Cawangan:**  
**Rasidi Umar**

Tel : (6) 04 575 5517/5579/3376/4463  
Fax **Faks:** (6) 04 575 3986

## SABAH

### ALAMESRA

No. 146 & 147  
Alamesra Plaza Permai,  
Sulaman Coastal Highway  
88400 Kota Kinabalu  
Sabah

Branch Manager **Pengurus Cawangan:**  
**Johari Baharum**

Tel : (6) 088 487 978/975/976  
Fax **Faks:** (6) 088 487 980

### KOTA KINABALU

Ground & First Floor  
Bangunan UMNO Sabah  
Jalan Kemajuan, Karamunsing  
88000 Kota Kinabalu  
Sabah

Branch Manager **Pengurus Cawangan:**  
**Abd Rahim Muluk**

Tel : (6) 088 447 285/306/312/314  
Fax **Faks:** (6) 088 447 315

### LAHAD DATU

Lot 54 & 55  
Block 4, Bandar Wilayah  
91100 Lahad Datu  
Sabah

Branch Manager **Pengurus Cawangan:**  
**Ahmad Abir Mohd Noor**

Tel : (6) 089 889 233/244/255/266  
Fax **Faks:** (6) 089 889 277

## SABAH

### SANDAKAN

Lot 1 & 2  
Block 23, Bandar Indah  
Mile 4, North Road  
90000 Sandakan  
Sabah

Branch Manager **Pengurus Cawangan:**  
**Nona Baria Saruddin**

Tel : (6) 089 214 885/942/964  
Fax **Faks:** (6) 089 214 977

### TAWAU

Ground & First Floor  
Lot 1 & 2, Block 41  
Fajar Commercial Complex  
Jalan Haji Karim  
91000 Tawau  
Sabah

Branch Manager **Pengurus Cawangan:**  
**Herman Aripuddin**

Tel : (6) 089 778 966/758  
Fax **Faks:** (6) 089 779 666

## SARAWAK

### BINTULU

No. 195 & 196, Lot 3743  
Bintulu Park City Commercial Centre  
Jalan Tun Ahmad Zaidi  
97000 Bintulu  
Sarawak

Branch Manager **Pengurus Cawangan:**  
**Raliah Adeni**

Tel : (6) 086 337 413/418/493/781  
Fax **Faks:** (6) 086 337 401

### KOTA SAMARAHAN

No. 1-3, Block 1  
Desa Ilmu Commercial Centre  
Jalan Datuk Musa  
94300 Kota Samarahan  
Sarawak

Branch Manager **Pengurus Cawangan:**  
**Kamaruzzaman Padil**

Tel : (6) 082 662 616/617/284/285  
Fax **Faks:** (6) 082 662 618

### KUCHING

Lot 433, 434 & 435  
Section 11, KTLD  
Bangunan Tuanku Muhammad Al-Idrus  
Jalan Kulas  
93400 Kuching  
Sarawak

Branch Manager **Pengurus Cawangan:**  
**Ahmad Fadillah Haris**

Tel : (6) 082 412 259/413 229/  
(6) 082 414 159/417 289  
Fax **Faks:** (6) 082 410 446

## SARAWAK

### MIRI

No. 1257 & 1258, Block 9  
Centre Point Commercial District  
Jalan Melayu  
98000 Miri  
Sarawak

Branch Manager **Pengurus Cawangan:**  
**Kameri Edi**

Tel : (6) 085 415 422/424/425  
Fax **Faks:** (6) 085 415 421

### SIMPANG TIGA

Lot 10898, Section 64  
Kuching Town Land District (KTLD)  
Jalan Tun Jugah  
93350 Kuching  
Sarawak

Branch Manager **Pengurus Cawangan:**  
**Iswandy Shafi-ee**

Tel : (6) 082 453 716/726/736  
Fax **Faks:** (6) 082 453 711

## SELANGOR

### AMPANG

No. 1 & 3  
Jalan Pandan Prima 2  
Dataran Prima Ampang  
68000 Ampang  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Raja Rozlin Raja Mahayuddin**

Tel : (6) 03 9200 4389/4392/4497  
Fax **Faks:** (6) 03 9200 4507

### ARA DAMANSARA

A-G-01 & A-1-01, Block A  
No. 2, Jalan PJU 1A/7A  
Ara Damansara, PJU 1A  
47301 Petaling Jaya  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Jakiah Hassan**

Tel : (6) 03 7846 0557/1165/1347  
Fax **Faks:** (6) 03 7846 1473

### BANDAR BARU BANGI

No. 2 & 4, Jalan 6C/7  
43650 Bandar Baru Bangi  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Rosmawati Mohamed Zin**

Tel : (6) 03 8925 8490/8491/8492  
Fax **Faks:** (6) 03 8925 6168

### BANDAR BOTANIC, KLANG

No. 1, Jalan Mahogani 5  
Bandar Botanic  
41200 Klang  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Ishak Mohamed**

Tel : (6) 03 3324 7132/7623/8671  
Fax **Faks:** (6) 03 3324 8758

## SELANGOR

### BANTING

No. 2 & 6, Jalan Cemerlang 2  
Banting Business Centre  
42700 Banting  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Mohd Yusof Basran**

Tel : (6) 03 3187 3772/  
(6) 3181 4772/3776  
Fax **Faks:** (6) 03 3187 3776

### KAJANG

No. 20 & 21, Jalan Jeloh 3  
43000 Kajang  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Zunaidah Ab Rahman**

Tel : (6) 03 8736 0798/1773/2185  
Fax **Faks:** (6) 03 8736 2362

### KELANA JAYA

A-G-01, Jalan SS6/5A  
Dataran Glomac  
Pusat Bandar Kelana Jaya  
47301 Petaling Jaya  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Hairul Hafiz Jantan @ Senin**

Tel : (6) 03 7806 2955/2946/  
(6) 7803 8190  
Fax **Faks:** (6) 03 7806 1214

### KLANG

Lot 336  
Kompleks Majlis Agama Islam Selangor  
Section 23, Jalan Kapar  
41400 Klang, Selangor

Branch Manager **Pengurus Cawangan:**  
**Yahya Daud**

Tel : (6) 03 3342 1911/1912/1913  
Fax **Faks:** (6) 03 3342 1914

## SELANGOR

### KOTA DAMANSARA

No. 32-1, Jalan PJU 5/5  
Dataran Sunway  
47810 Kota Damansara  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Fazlan Pahmi**

Tel : (6) 03 6141 8447/8456/8465  
Fax **Faks:** (6) 03 6141 8474

### NEW TOWN, PETALING JAYA

No. 1, Jalan 52/16  
46200 Petaling Jaya  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Mohd Munif Yahaya**

Tel : (6) 03 7960 4812/4813/4814  
Fax **Faks:** (6) 03 7860 4815

### PUTRA HEIGHTS

No. 42A, Jalan Putra Mahkota 7/7A  
Putra Point Business Centre  
47650 Putra Heights, Subang Jaya  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Kamaruddin Mohd Ghazali**

Tel : (6) 03 5192 0981/1516/1532  
Fax **Faks:** (6) 03 5192 1534

### RAWANG

No. 1, Jalan Bandar Rawang 12  
Bandar Baru Rawang  
48000 Rawang  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Suhaini Shah Ruam**

Tel : (6) 03 6091 7652/7657/7661  
Fax **Faks:** (6) 03 6091 7682

## SELANGOR

### SAUJANA UTAMA

No. 1, Jalan Bandar Rawang 12  
Bandar Baru Rawang  
48000 Rawang  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Zulkarnaen Mohd Yasin**

Tel : 03 6091 7652/7657/7661  
Fax **Faks**: 03 6091 7682

### SECTION 14, PETALING JAYA

Ground & First Floor  
No. 2 & 4, Jalan 14/22, Section 14  
46100 Petaling Jaya  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Badrul Hisyam Mohammad Safie**

Tel : (6) 03 7957 3131/3834  
Fax **Faks**: (6) 03 7957 4141

### SECTION 18, SHAH ALAM

No. 28, Jalan Pinang 18/D  
Section 18  
40200 Shah Alam  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Zainul Hisyam Mat Drus**

Tel : (6) 03 5541 0250/0255  
Fax **Faks**: (6) 03 5541 0259

### SEMENYIH

No. 2, Jalan TPS 1/4  
Taman Pelangi Semenyih  
43500 Semenyih  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Mustafa Mohamad**

Tel : (6) 03 8723 4624/4629/4630  
Fax **Faks**: (6) 03 8723 4631

## SELANGOR

### SHAH ALAM

Ground Floor  
Wisma PKPS, Section 14  
Persiaran Perbandaran  
40675 Shah Alam  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Nik Habsah Nik Mahmod**

Tel : (6) 03 5510 1481/1492/4509  
Fax **Faks**: (6) 03 5510 1497

### SRI GOMBAK

Lot No. 120 & 121, Jalan Prima SG 5  
Prima Sri Gombak  
68100 Batu Caves  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Tarmeze Abd Rahman**

Tel : (6) 03 6185 9655/9667/9672  
Fax **Faks**: (6) 03 6185 9675

### SUBANG JAYA

Ground Floor, No. 56A  
Jalan USJ 10/1F  
Pusat Perniagaan USJ 10  
47610 UEP Subang Jaya  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Shamsul Azlan Mohd Noor**

Tel : (6) 03 8023 2072/2087/2125  
Fax **Faks**: (6) 03 8023 2140

### SUNGAI BESAR

No. 1 & 3, Jalan SBBC 1  
Sungai Besar Business Centre  
45300 Sungai Besar  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Rohana Kassim**

Tel : (6) 03 3224 2886/3478/  
(6) 03 3224 2434/2876  
Fax **Faks**: (6) 03 3224 3479

## SELANGOR

### TANJUNG KARANG

Ground Floor, Lot 342  
Bangunan Tabung Haji  
45500 Tanjung Karang  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Mohd Kusni Mohd Superi**

Tel : (6) 03 3269 1090/0090  
Fax **Faks**: (6) 03 3269 1091

### UiTM SHAH ALAM

Ground Floor  
Bangunan Prima Siswa  
Universiti Teknologi MARA  
40450 Shah Alam  
Selangor

Branch Manager **Pengurus Cawangan:**  
**Mohd Khairudin Mahzan**

Tel : (6) 03 5510 4194/4196  
Fax **Faks**: (6) 03 5510 4186



#### TERENGGANU

##### CHUKAI

PT16096, PT16097 & 16098  
Jalan Kubang Kurus  
24000 Kemaman  
Terengganu

Branch Manager **Pengurus Cawangan:**  
**Zameran Jusoh**

Tel : (6) 09 859 9999/9997  
Fax **Faks**: (6) 09 858 1675

##### DUNGUN

Ground & First Floor  
Lot 7928 & 7929  
Jalan Baru Pak Sabah  
23000 Dungun  
Terengganu

Branch Manager **Pengurus Cawangan:**  
**Nik Muhammad Nasuha Nik Razin**

Tel : (6) 09 848 5498/845 3302/3055  
Fax **Faks**: (6) 09 848 5502

##### JALAN PADANG HILIRAN

No. F-18  
Giant Hypermarket Kuala Terengganu  
Jalan Padang Hiliran  
21000 Cabang Tiga  
Kuala Terengganu  
Terengganu

Branch Manager **Pengurus Cawangan:**  
**Mohd Fadli Shah Mohd Alim**

Tel : (6) 09 631 3533/8354/8355  
Fax **Faks**: (6) 09 631 3633

#### TERENGGANU

##### JERTEH

Ground & First Floor  
Lot 180 & 181  
Jalan Tuan Hitam  
22000 Jerteh  
Terengganu

Branch Manager **Pengurus Cawangan:**  
**Sulaima Mohd Zin**

Tel : 09 697 3388/1672  
Fax **Faks**: 09 697 1592

##### KUALA TERENGGANU

Ground & First Floor  
Lot 1128  
Bangunan Majlis Agama Islam & Adat Melayu  
Terengganu  
Jalan Banggol  
Peti Surat 205  
20720 Kuala Terengganu  
Terengganu

Branch Manager **Pengurus Cawangan:**  
**Ahmad Nawawi Abd Rashid**

Tel : 09 622 4730/4744/4754/4780/  
09 623 4537  
Fax **Faks**: 09 623 3944

#### WILAYAH PERSEKUTUAN

##### LABUAN

Ground & First Floor  
Lot 13 & 14  
Lazenda Phase 3  
Jalan OKK Abdullah  
87008 Labuan  
Wilayah Persekutuan

Branch Manager **Pengurus Cawangan:**  
**Arifin Ag Besar**

Tel : 087 419 205/424 667  
Fax **Faks**: 087 419 206

##### PUTRAJAYA

Anjung Perdana  
Block E16  
Parcel E, Precinct 1  
62000 Putrajaya  
Wilayah Persekutuan

Branch Manager **Pengurus Cawangan:**  
**Nurzarina Abd Aziz**

Tel : 03 8889 3192/3193/3194  
Fax **Faks**: 03 8889 3189