

Partner Guide

Online Distribution Specifications



Version 1.0 (30 November 2021)

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1. Introduction

1.1 Purpose

The purpose of this document is to guide Zurich's intermediaries on the requirement for microsite or API implementation for GI & GT.

2. Website Requirements

2.1 Disclosure & Consent

- For ZGIMB API Implementation, to include the statement "Please read this <u>Product Disclosure</u> <u>Sheet</u> for more information about the product and take note of your <u>Duty of Disclosure</u> before proceeding." Alternatively, you may visit Zurich branches for your coverage needs
 - Example:



Important: Please read this <u>Product Disclosure Sheet</u> for more information about the product and take note of your <u>Duty of Disclosure</u> before proceeding.

Alternatively, you may visit Zurich branches for your coverage needs

- For ZGTMB API Implementation, to include the statement "Please read this <u>Product Disclosure</u> <u>Sheet</u> for more information about the product and take note of your <u>Duty of Disclosure</u> and <u>Zurich</u>'s Treatment of Small Amount [i] before proceeding." Alternatively, you may visit Zurich branches for your coverage needs
 - Example:



- 3. To comply with BNM Guidelines on Fair Treatment of Consumers (FTC). Refer to the attached FTC guideline FTFC_PD_028_103.pdf
- 4. To ensure the Product Disclosure Sheet (PDS) is made available before/during point of sales.
- 5. To obtain confirmation from the customer, they've read the PDS before concluding the sales/payment.
- 6. To obtain confirmation from the customer on their Duty of Disclosure, PDPA -Consent of Data Use for Future Marketing.
- 7. For customer consent on marketing purpose by Zurich 3rd party, please ensure customers are given a choice (i.e. not forced) and the checkbox should never be defaulted ticked.
- 8. To use standardised wording and documents from Zurich per the table below.

| Item | ZGIMB | ZGTMB |
|-------------------------------------|--|---|
| Product Disclosure Sheet Link | https://www.zurich.com.my/- /media/project/zwp/malaysia/docs/insurance- products/product-disclosure-sheets/zgimb-motor-insurance- pds-eng-ho.pdf | https://www.zurich.com.my/- /media/project/zwp/malaysia/docs/takaful-products/product- disclosure-sheets/zgtmb-motor-takaful-eng-bm.pdf |
| | *For non-Motor, please request PDS document from your respective marketer. | *For non-Motor, please request PDS document from your respective marketer. |



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|--|--|--|--|--|--|
| Duty of | https://www.zurich.com.my/- | https://www.zurich.com.my/- | | | |
| Disclosure | /media/project/zwp/malaysia/docs/insurance- | /media/project/zwp/malaysia/docs/takaful-products/zgtmb- | | | |
| Link | products/zgimb-duty-of-disclosure | <u>duty-of-disclosure</u> | | | |
| | | | | | |
| | | | | | |
| Treatment | | Small Amount shall mean any amount below | | | |
| of Small | | Ringgit Malaysia Ten (RM10) arises from | | | |
| Amount | | maturity, contribution excess, surrender, | | | |
| Information | | surplus distribution or claims that are to be | | | |
| - to be | | made other than by way of electronic | | | |
| included | | payment. The Small Amount shall be | | | |
| when a | | channeled to donation. However, if You | | | |
| customer | | decide otherwise, You are required to | | | |
| hovers | | submit a formal request to Us. We may review the applicability of the above stated | | | |
| over the [i] | | small amount and any change to the amount | | | |
| icon | | will be subjected to Our Shariah Committee | | | |
| | | approval. | | | |
| | | '' | | | |
| PDPA I hereby confirm that I have read the Personal Data Protection N | | | | | |
| Consent | Zurich General <insurance takaful=""> Malaysia Berhad's website</insurance> | | | | |
| (Motor and | (https://www.zurich.com.my/pdpa) | | | | |
| Non- | ☐ I hereby consent to the processing of my personal data for marketing and promotional | | | | |
| Motor) | purpose by other service providers and/or other related services of business partner, with | | | | |
| | whom Zurich General <insurance takaful=""> Malaysia Berhad maintains business referral or</insurance> | | | | |
| | other arrangements. | | | | |
| | | | | | |
| | | | | | |
| | **Note: | | | | |
| | i) Checkbox should not be defaulted ticked | | | | |
| | ii)For API integration, partner to capture the direct marketing consent for Zurich's business partner in | | | | |
| their system and to be provided to Zurich upon request eg. Txt report until the PDPA enhanceme | | | | | |
| for API is ready | | | | | |

2.2 GI & GT Key Terminologies

To use the accurate terminologies in any publication – website, poster, etc.

| Insurance | Takaful |
|----------------|------------------------------|
| Policy | Certificate |
| Insured | Person Covered |
| Pay / Paid | Make / Made |
| Purchase / buy | Participate / Subscribe |
| Premium | Contribution |
| Insurability | Permissible Takaful Interest |
| Policyholder | Participant |

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2.3 Zurich Logo

- 1. There are 2 logo formats for Zurich logos, ranged and stacked. The placement of these logo are subject to the space allocated by vendors in their website (and any other materials).
- 2. If the space are square (less width, more height) we use staked version.
- 3. If the space are rectangle (More width, less height) we use ranged version.
- 4. However, we should always comply with the Clear Space around the logo when using Zurich logo:





