

HF ID # \_\_\_\_\_

HF Hub \_\_\_\_\_

Customer Name \_\_\_\_\_

CNIC \_\_\_\_\_

Co-Applicant Name \_\_\_\_\_

CNIC \_\_\_\_\_

A. Your financing need:	
Name of Product	HBL Islamic HomeFinance
Type of Product	<input type="checkbox"/> Purchase <input type="checkbox"/> Construction <input type="checkbox"/> Renovate <input type="checkbox"/> Replace (BTF)
Finance Amount	PKR _____/-
Term of the Finance/Tenor	_____ Years (i.e. _____ Months)
Type of Rental	Fixed for _____ year and variable after _____ year. i.e. rate will be revised upon anniversary of the financing facility.
Bank Investment Ratio (BIR)/Financing to Value Ratio	_____% Note: BIR has been calculated by dividing financing amount to the pre-disbursement appraised value of property.
B. Estimated cost of this financing:	
Annual Percentage Rate (APR)	_____% (Applicable KIBOR + ____%)
APR formula as per SBP Prudential Regulations	$\frac{\text{Rental for the period}}{\text{Average Outstanding Principal Amount during the period}} \times \frac{365}{\text{No. of days}} \times 100$
What rental (fixed/variable) will you be charged approximately?	First Month Rental Amount PKR _____/- Monthly Rental Rate _____% (APR / 12)
What will be the monthly installment payable?	Your monthly installment will be PKR _____/- (approx)
Rental Revision Policy	Monthly installment will change at the time of rental revision based on the change in bench mark rate. 12 month KIBOR will be the bench mark for revision of rentals.
Rental Revision Rate	12 month KIBOR + _____%
What if the average of 12 months KIBOR INCREASES/ DECREASES by _____% at the time of annual rental revision?	The monthly installment will increase/decrease by *PKR _____ (approx). *This is an example only for understanding purpose.
Ceiling of profit rate	Floor Rate: _____% & Cap Rate: _____% At the time of rental revision, applicable rate shall not at any point exceed from the above mentioned "Cap Rate" and nor be less than the above mentioned "Floor Rate" at any time during the financing tenor.
When will the rental rate as per finance agreement expire?	Your existing rental rate is applicable for the period from _____ to _____ (specify dates i.e. month & year)
When will the rental rate as per finance agreement renewed?	Your rental revision date will be _____. Revised rentals will remain valid till _____ (specify dates i.e. month & year).
What additional documents will be required for renewal of finance agreement?	A payment schedule reflecting the revised rentals and unit price (if applicable) will be issued.
Installment due date	Your installment due date will be _____ of every month.
What total amount will you pay for the finance?	PKR _____/- (approx) that includes Financing Amount + Rental + Life Takaful (if availed). Please note that the above mentioned amount is the tentative figure as the facility is based on variable rate, therefore total amount may differ from the above mentioned amount due to upward/downward revision of rental amount on re-pricing.
What other charges will you have to pay?	<p><b>Pre-Approval Charges:</b> Processing fees PKR _____ + FED _____ Property evaluation charges PKR _____ per valuation* Legal opinion charges PKR _____ (*In certain cases more than one valuation is required).</p> <p><b>Post Approval Charges:</b> Musharakah documentation charges (stamp duty) PKR _____ . BOQ appraisal charges (where applicable) PKR _____ per visit. (In construction cases, BOQ appraisal will also be done after completion of house. Charges to be paid by customer).</p> <p><b>PTM/Mortgage Deed Charges:</b> At Actual (Mortgage Deed to be executed by the customer at Property Registrar Office at his/her own cost and responsibility)</p> <p>No additional/hidden charges in cash paid to any staff member of HBL. All applicable Islamic Home Finance related charges will be obtained as per ISOBC.</p> <p><b>Important Note:</b> HBL staff is not allowed to receive any amount from customers for completion of legal formalities. It is prime responsibility of customer to arrange the required legal documents such as Search Certificate, NEC, NOC, Mutation etc. from relevant regulatory authorities.</p>
Life Takaful	Standard rate for Life Takaful is _____% p.a. However, Takaful operator may increase the rate on case to case basis after their risk assessment. (Takaful rates are subject to change).  Takaful coverage will start upon acceptance of the case by Takaful operator. Takaful operator may demand for the medical examination which will be at the cost of Takaful operator. Takaful operator may reject the case. In case of rejection, Takaful contribution amount (if any) will be refunded.  Takaful contribution is payable on monthly basis.

C. Early payments:	
Can you settle the finance facility (full or partial) before the maturity?	Yes, there is no restriction on early payment. However, in Sale & Leaseback cases (i.e Build, Renovation and Replacement), early unit purchase is allowed 12 month after the disbursement of last tranche.
Will you have to pay any additional amount/ profit for early settlement (full or partial) of the financing facility?	Musharakah units will be revalued at _____ % higher price.
How can you prepay finance before the maturity?	<ul style="list-style-type: none"> <li>• Early payment can be done through advance purchase of musharakah units either in full or partial</li> <li>• Early units purchase (partial) will only be allowed on installment due date along with normal/regular installment</li> <li>• The customer will have to inform the Bank at least 07 working days before the installment payment date</li> </ul>
D. Default/late payment information:	
What if you fail to fulfill your payment obligations?	<ul style="list-style-type: none"> <li>• In case of delay in payment of monthly installment, Bank will receive certain amount from customer as charity in accordance with customer's undertaking (Iltizam Bil Tasadduq) at the time of entering into the financing transaction</li> <li>• Furthermore, in case any installment is delayed for one month, the due rent of the un-purchased musharakah unit will be accounted for in the rental calculation for the next month</li> <li>• Failing to pay the overdue installment may result to report your Name, CNIC, outstanding facility and other account related information to ECIB (Electronic Credit Information Bureau) of SBP and/or any other credit bureau after 60 days past due. This may adversely affect your credibility with all financial institutions in Pakistan due to which you may face difficulty in getting any credit facility from other Financial Institutions in future</li> <li>• In case of non-payment of installment on time, Collection &amp; Recovery Department of the Bank will make call(s) to the customer or may visit their residence/business place</li> <li>• In case of default, legal proceedings will be initiated in accordance with the applicable law/regulations in force and SBP instructions issued from time to time</li> </ul>
What will you be charged for not paying on time?	In case of delay in monthly installment, charity amount will be calculated at PKR 1,000/- (flat) on each overdue rental.
Details of computing charity amount/sample calculation:	<b>Example:</b> Installment amount: PKR 60,000 (Rent + Unit) Rental portion PKR 40,000 Unit amount PKR 20,000 Installment due date: 01-Jan-2016 Installment payment date: 15-Jan-2016 No. of overdue days 15 days Charity amount PKR 1,000/- for delay of one installment
E. Other material information:	
What Takaful (Islamic Insurance) avenues do you have?	The Life Takaful is a mandatory part of the HBL Islamic HomeFinance. It is compulsory for all housing finance customers. Any customer (principal applicant) who has availed Life Takaful facility will have following coverage: a) Death due to any cause. b) Accidental or natural disability (permanent) as per terms.  Life Takaful will be obtained from Takaful operator on Bank's panel. Property Takaful coverage up to the financing amount will be obtained by Bank at its own cost.
What happens in case of death of customer(s)?	In the event of death of the customer (primary applicant only), the Takaful company shall purchase Bank's Musharakah Share on behalf of the legal heirs of the customer after fulfillment of all legal formalities at their end. After settlement of facility, property will be released to the legal heirs of deceased customer.
What are the guarantor's obligations?	Personal guarantor will be liable for settlement of the financing facility in case of default by the customer (a copy of PKFS will also be provided to the guarantor).
What documents will be provided to you?	<ul style="list-style-type: none"> <li>• Copy of application form.</li> <li>• Copies of financing agreements</li> <li>• Payment schedule</li> <li>• PKFS</li> </ul>
Where you can get assistance and redress?	In case of any complaint you may call our 24/7 call center at 111-111-425.
I/We have been thoroughly briefed the above mentioned features of the facility and understood the information mentioned in this document. I/We also acknowledge receipt of all aforementioned documents.	
<input type="text"/> <b>Applicant's Signature</b> Name <input type="text"/> Date <input type="text"/>	<input type="text"/> <b>Co-Applicant's Signature</b> Name <input type="text"/> Date <input type="text"/>
<b>Authorised Banker's Signature</b> <input type="text"/> Name of Bank Officer <input type="text"/>	Date <input type="text"/> Designation <input type="text"/>