



Corporate Protection Malaysia

# Trading, Distribution & Logistics Platform

August 2020

## Introduction –

CPM Corporate Protection Malaysia Sdn Bhd (CPM) is a complete end-to-end QHSE Industry Service Provider.

Our extensive capability includes PPE Procurement, Emergency Health & Medical services, Fire Safety Compliance and Security / Risk Management.

CPM has enjoyed a strong working relationship with Corporate Protection Australia Group (CPAG) since incorporation in 2014 and Malaysian equity partner Perantau Utama Sdn Bhd since 2016.

CPM offer innovation and flexibility in the provision of a total safety and emergency response capability solution combined with the development and integration of improved processes and systems.

Our corporate vision is to empower our clients with a comprehensive, holistic suite of Health, Safety and Emergency Management solutions utilising the considerable resources of our corporate and service delivery partners.

## CPM Logistics, Distribution & Trading

CPM is part of an integrated international PPE trading network.

Through horizontal and vertical integration, we have created a strategic advantage enabling CPM to successfully navigate the highly complex and unpredictable fluctuations of the PPE market but also facilitate a consistent flow of goods and services to our clients.

Located in Malaysia, CPM has longstanding relationships with leading Nitrile Glove and Face mask manufacturers in Malaysia, Vietnam, Thailand, and China. We are familiar with stock on hand, output capacity and access to the very best pricing and shipping terms.

We are uniquely positioned to connect buyers and sellers.

The market for disposable gloves, face masks and other PPE is rising every day. So are the number of intermediaries and incidents of fraud.

CPM and partners will fulfil all requirements placed on it by its clients while adhering to strict protocols of Banking, Financial Management, Trade and Commerce, Tax and Customs, including Money laundering, questionable sources of income and the financing of terrorism.

# CPM Suppliers -

## Nitrile Gloves (Powder Free)

CPM deal directly with Level 1 authorised Manufacturer Distributors / Agents and International Super-Stockists representing manufacturers in Malaysia, Vietnam, Thailand, and China

Malaysia	Vietnam	Thailand	China	Other
Hartalega Top Glove Supermax Kimberley Clark	V Glove Superieur SkyMed Khai Hoan (VRG)	SkyMed Qualatril Pure Glove AE Glove Sri Trand	IntCo Green Country JL Gloves	Cranberry Evolve 3M Cardinal Dolphin

## Face masks

CPM delivery partner, Ultra Health, is connected to vast network of PPE manufacturers in China. As such we can offer the most competitive pricing on China manufactured PPE.

All products comply with international quality standards and certifications.

### China

3Ply Face Mask (Non-Sterile)  
3ply Face Mask (Sterile )  
KN95 Face Mask  
N95 Face Mask  
N95 NIOSH Face Mask

# CPM Transaction Process -

CPM has developed a fully transparent and 100% secure transaction platform for the benefit and comfort of all parties. It is a simple and well-defined process.

- Letter of Intent (LOI) from Buyer
- Proof of Funds (POF) - In one of these forms:
  - Attestation Letter from attorney.
  - BCL
- Non-Compete Non-Disclosure Agreement (NCNDA) issued by CPM
- Pro Forma invoice Issued by CPM
- Full Product disclosure incl. Certifications and regulatory Approvals
- Irrevocable Corporate Purchase Order (ICPO) issued by Buyer
- Draft SPA and KYC Requirements issued.
- 100% Escrow / Letter of Credit terms presented to the buyer for review

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*CPM facilitates identical Back-to Back SPA Contracts with the Buyer and Seller culminating in an Escrow Agreement (EA) between the Buyer and Seller.*

*The agreed terms of the respective SPA's are incorporated into the EA with clear conditions for the release of funds to the seller.*

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- KYC / FICA documentation produced by Buyer for independent Client Due Diligence (CDD) by AMICORP Trustees (Singapore) Ltd. (ATSL)
- SPA signed, Escrow Agreement (EA) is executed or LC is raised
- Buyer deposits full contract value funds into the Escrow Account. The Seller is notified by ATSL
- The order is initiated, and a production schedule is presented to the buyer
- Funds released and remitted to the Seller only after SGS Inspection Report completed and approved.
- The bill of lading is handed over.

# Payment Terms

## 100% Escrow

The **CPM / AMICORP Escrow Account Service** was specifically established to facilitate 100% secure, transparent transactions between Buyers & Sellers. AMICORP Trustees (Singapore) Ltd are highly respected with a global footprint. See attached and website. <https://www.amicorp.com/offices/singapore>



With full transparency we can facilitate the following:

1. **Simple 100% Escrow transactions -**
  - Buyer deposits 100% funds directly after SPA and Escrow Agreement (EA) signing.
  - Funds are released to the Seller only when all delivery conditions have been met and verified - incl. SGS Inspection Report.
2. **10-30% Deposit Transactions –**
  - Buyer deposits 100% funds directly after SPA and Escrow Agreement (EA) signing.
  - Deposit is released to the Seller only after CDD is conducted.
  - The order progresses and remaining Funds are released to the Seller only when all delivery conditions have been met and verified - incl. SGS Inspection Report.
3. **Multi-phase delivery Transactions –**
  - Buyer deposits 100% funds directly after SPA and Escrow Agreement (EA) signing.
  - Funds are released to the Seller for each delivery only when all delivery conditions have been met and verified - incl. SGS Inspection Report – for that that specific delivery.

# Payment Terms

## Transferable Letter of Credit

As transaction Intermediary, CPM processes Letters of Credit via Financial Intermediary **Vectro Asia Pte Ltd (VA)** and OCBC Bank in Singapore. **Vectro Asia** is contractually recognised in the SPA with strict roles and responsibilities. <http://vektro.asia/>



The following Standard Operating Procedure will be used to effect payment of the Purchase Price for the Product.

1. The Financial Intermediary will instruct its bank to prepare a Transferable Letter of Credit ("TLC"), at the Financial Intermediary's cost for the Purchase Price; and in the name of the Seller, which will be issued to the Seller's bank, within three (3) days from the date the Conditions Precedent are met.
2. The Seller's bank will acknowledge receipt of the TLC in a satisfactory form.

*NB. The Parties acknowledge that Steps 2, 3 and 4 may, subject to weekends and public holidays and courier delivery times, be estimated to take up to six (6) Business Days.*

3. Thereafter the Seller will initiate the production of the Product, pursuant to the Product Order.
4. Upon the Seller confirming the Product is ready for delivery, the Purchaser will instruct the ultimate purchasers to initiate the SGS inspection.
5. Upon successful SGS inspection and production of the final report, SGS and/or the Seller will remit all original documents, the following including:
6. Once the Purchaser and the Financial Intermediary's bank are satisfied that all original documents have been received and are in good order, the Financial Intermediary will instruct its bank to release the TLC in favour of the Seller.

# Contact CPM

For all enquiries contact us directly.

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