## FINANCE TRUST BANK PRICING GUIDE - EFFECTIVE 1st JULY 2018



| LOAN CHARGES | Arrangement Fees / Loan Application / Advance / Processing | Commission on <br> Guarantees | Loan Monitoring Fees | \|Insurance Fees | Interest Rate | Prime Lending <br> Rate <br> Rate | Prepayment Penality | Loan <br> Advancement / <br> facility Renewal |  | Late Payment Penalty <br> Penalty | Stamp Duty on Loan Agreement Agreement | Financial Card | CRB Inquiry |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BUSINESS LOANS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| SMEMicro/Corporate Loans | 3\% | N/A | - 0.5\% per month of the loan amount - Min 2,000 <br> Maximum 50,000 | 1\% - Loans 1 yr and below 1.5\% - Loans above 1yr | Micro loans - 44\% p.a. reducing balance Small loans - 39\% p.a. reducing balance | $22 \%$ р.a | $\begin{gathered} \text { 2months } \\ \text { interesest } \end{gathered}$ | N/A | $2 \%$ of the outstanding amoun | $0.5 \%$ of the amount in arrears <br> Maximum-10\% | 15,000-Loans above 3 m Nil - Loans 3m and below | 30,000 | 20,000 |
| Renewable Energy for Business Invoice / LPO Discounting / Contract SACCO and VSLA Loans Insurance Premium Finance Loan Women in Business Loan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank overdraft | 3\% | N/A | N/A | 1\% | Prime + / - $6 \%$ based on risk profile | 22\% p.a | N/A | N/A | $2 \%$ of the outstanding amount | N/A | 15,000-Loans above 3m Nil - Loans 3 m and below | 30,000 | 20,00 |
| Cash Collaterised Loans | 3\% | N/A | N/A | 1\% - Loans 1 yr and below 1.5\% - Loans above 1yr | prevailing Prime lending rate | 22\% р.a | $\begin{aligned} & 2 \text { months } \\ & \text { interest } \end{aligned}$ | N/A | $2 \%$ of the outstanding amount | - $0.5 \%$ of the amount | 15,000 - Loans above 3m Nil - Loans 3 m and below | 30,000 | 20,000 |
| Investment Club Loans | 3\% | N/A | - 0.5\% per month of the loan amount - Min 2,000 Maximum 50,000 | $1 \%$ - Loans 1 yr and below 1.5\% - Loans above 1yr | Prime $+1-6 \%$ based on risk profile | $22 \%$ p.a | 2 months <br> interes | N/A | $2 \%$ of the outstanding amount | in arrears <br> Maximum - 10\% | 15,000 - Loans above 3 m Nil - Loans 3 m and below | 30,000 | 20,000 |
| consumer loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salary Loans | 3\% | N/A | - $0.5 \%$ for the entire loan period on salary loans only <br> - $0.5 \%$ per month on other consumer loans | $1 \%$ - Loans 1 yr and below <br> 1.5\% - Loan above 1 year | Salary Loan - 19\%-27\% pa declining balance <br> School fees Loan-30\% p.a flat <br> Micro loans - 44\% p.a. reducing balance <br> Small loans - 39\% p.a. reducing balance | N/A | $\begin{gathered} 2 \text { months } \\ \text { interest } \end{gathered}$ | N/A | $2 \%$ of the outstanding amoun | $0.5 \%$ of the amount <br> in arrears <br> Maximum - 10\% | 15,000-Loans above 3 m Nil - Loans 3m and below | 30,000 | 20,000 |
| School Fees Loan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individual Personal Loan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Smarthome Loan ${ }^{\text {Renewable Energy for Consumption }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WASH Loan (Water Sanitation \& Hygiene) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Kyapa Loan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tust Youth Loan | 2\% | N/A | Nil | 1\% | 23\% p.a flat | N/A | 2 months | N/A | N/A | $0.5 \%$ of the amount in arrears <br> Maximum-10\% | 15,000 - Loans above 3 m Nil - Loans 3 m and below | 30,000 | 20,000 |
| AGRICULTURE LOANS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agro Production Loan | 3\% | N/A | - 0.5\% per month of the loan amount - Min 2,000 Maximum 50,000 | 1\%-Loans 1 yr and below <br> 1.5\% - Loan above 1 year | Micro loans - 44\% p.a. reducing balance <br> Small loans - 39\% p.a. reducing balance | $22 \%$ р.a | $\begin{aligned} & 2 \text { months } \\ & \text { interest } \end{aligned}$ | N/A | $2 \%$ of the outstanding amount | $0.5 \%$ of the amount in arrears <br> Maximum-10\% | 15,000-Loans above 3m Nil - Loans 3m and below | 30,000 | 20,000 |
| Agro Processing Loan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agro Marketing Loan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agro Investment Loan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Women in Agriculture Loan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ASSET FINANCE LOANS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Land / Other Asset Acquisition Loan | 3\% | N/A |  | 1\% - Loans 1 yr and below 1.5\% - Loan above 1 year | Micro loans $-44 \%$ p.a. reducing balance <br> Small loans - 39\% p.a. reducing balance | 22\% p.a | $\begin{aligned} & 2 \text { months } \\ & \text { interesest } \end{aligned}$ | N/A | $2 \%$ of the outstanding amoun | $0.5 \%$ of the amount in arrears <br> Maximum-10\% | 15,000-Loans above 3 m Nil - Loans 3m and below | 30,000 | 20,000 |
| Asset Improvement Loan Construction |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TRUST MOBILE LOAN / LOAN KU SIMU |  |  |  |  |  |  |  |  |  |  |  |  |  |
| OfF BALANCE SHEET PRODUCTS |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| OFF BALANCE SHEET PRODUC Bank Guarantee | Less than $500,000--50,000$ 4\% of the guarantee$>500,000-100,000$amount |  | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 15,000 - Loans above 3 m Nil - Loans 3 m and below | 30,000 | 20,000 |

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