



UNGUKA BANK Ltd

Progress & Prosperity

PRODUCTS PAPER

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Currently UNGUKA BANK is offering its clients the following main products:

- I. Loan products
- II. Savings products

[1] LOAN PRODUCTS

I.1. SME

- Working capital
- Asset finance
- Construction & Mortgage
- Credit line
- Tender Facility
- Performance and Bid Guaranty
- Promise of credit line and Credit line confirmation
- Invoice discount Facility
- Overdraft

I.2. Micro lending

- Micro working capital
- Group lending
- Potato lending
- Moto cycle loan

I.3. Personal loan

- Personal loan
- Mid-month facility;
- Car loan
- Mortgage loan

[2] SAVINGS

Currently we have six kinds of savings listed below

1. Current account
2. Special current account "lyungure saving"
3. Fixed deposit (term deposit)
4. Flexi savings account
5. Mortgage, project and education savings
6. Compulsory savings

I.1. SMES LOAN PRODUCTS

I.1.1. WORKING CAPITAL

WORKING CAPITAL LOAN	
Product Description	Fully secured working capital loan to entrepreneurs with active businesses to all Rwandan registered companies and individuals.
Targeted Customers	<ul style="list-style-type: none">- Individuals- Trade Companies (Retail trade, wholesales trade, pharmacies hardware shops, etc...)- Cooperatives and Associations
Customer Value Proposition	<ul style="list-style-type: none">- Repayable up to 4years- In 14days terms and condition applies- Increase the amount of articles- Add new articles- Avoid stock shortfall- Empower business capacity
Competition	<ul style="list-style-type: none">- Price vs speed of access and no recurring charges- International transfers facilities vs other Partners
Eligibility Criteria	<ul style="list-style-type: none">- Open account in UB- Active business (experience for 6 months)- Loan Security- The business has to be located in Rwanda.
Features	<ul style="list-style-type: none">- Repayment is monthly (Capital + Interests)- Interest rate is 18-21% declining- Repayment term up to 4 Years
Requirements	<ul style="list-style-type: none">- Application letter- Project description (customer needs statement)- Financial statement certified- Company Registration Certificate/ID copy of the applicant and his guarantor- Legal status certificate- RRA Tax Clearance Certificate- Valuation report of collateral (done by a valuer which has a partnership with UNGUKA Bank Ltd)- Collateral title (land, factory, car etc) and movable security documents

		<ul style="list-style-type: none"> - Act of lending property if the collateral doesn't belong to the borrower - Life insurance is mandatory for individuals - Fire insurance for house and comprehensive insurance for car (applicable for loan beyond 3Million) - Notified Board resolution for companies - Bank statements for the last 6 months (if account held with another financial institution)
	Key risks to consider	<ul style="list-style-type: none"> - Fake documentations - Deviation of loan purpose - Low skills to manage business - Low repayment capacity - Customer integrity - Renewal for insurances - Product conditions
	Maximum loan amount	- 500 Million
	Tenor	- Not exceeding 4 years
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 18-20% Declining
	Grace period	- N/A
	Collateral	- Fixed or movable Asset collateral (House, plot, car, etc...)

I.1.2. ASSETS FINANCE LOAN

ASSETS FINANCE LOAN	
Product Description	This is a short to medium term loan granted to customers for purchase of moveable capital assets, mainly: motor vehicles, construction equipment, industrial plant & machinery; agricultural equipment, office & IT based equipment
Targeted Customers	<ul style="list-style-type: none"> - Companies (Transport, manufacturing, agriculture) - Business owners - Cooperatives and Associations - Public Companies - NGOs
Customer value proposition	<ul style="list-style-type: none"> - Assets is part of collateral - Attractive interest rate - Turnaround time of 7 - 14days - Motor vehicles access - Construction equipment access - Industrial plant & machinery - Agricultural equipment - Office & IT based equipment
Competition	- Assets considered as collateral vs flexibility in disbursement
Eligibility Criteria	<ul style="list-style-type: none"> - Open account in UB - Regular income (from: business, livestock, rent etc...) - 20% of customer contribution
Features	<ul style="list-style-type: none"> - Repayment depends on the business cycle (monthly, quarterly, etc...) - Interest rate is 18-21% declining - Repayment term up to 5 Years - 20% of customer contribution
Requirements	<ul style="list-style-type: none"> - Application letter - Project description (customer needs statement) - Financial statement - Company Registration Certificate/ID copy of the applicant and his guarantor

		<ul style="list-style-type: none"> - Legal status certificate - RRA Tax Clearance Certificate - Valuation report of the collateral of 100% of forced value (done by a valuer which has a partnership with UNGUKA Bank Ltd) - Collateral title documents - Act of lending property if the collateral doesn't belong to the borrower - Life insurance is mandatory - Asset insurance - Proforma invoice or Provision sales agreement - Notified Board resolution for companies - Bank statements for the last 6 months (if account held with another financial institution)
Key risks to consider		<ul style="list-style-type: none"> - Fake documentations - Deviation of loan purpose - Low repayment capacity - Customer integrity - Renewal for insurances - Spare-part availability - Manufacture faulty - Maintenance capacity
Maximum loan amount		- 100 Million
Tenor		- 5 years
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 18-21% Declining
Grace period		- Not applicable
Collateral		- Fixed or movable asset collateral (House, plot, car, etc...) and assets to be purchased

I.1.3. CREDIT LINE

CREDIT LINE	
Product Description	Short term loan allowing the client to continuously withdraw money up to the limit
Targeted Customers	<ul style="list-style-type: none"> - Companies (Transport, manufacturing, agriculture) - Business owners - Cooperatives and Associations
Customer value proposition	<ul style="list-style-type: none"> - Overcome liquidity shortage - Interests are only paid monthly in case the credit line was used - Turnaround time of 7 - 14days - Attractive interest rate - Working capital requirements - Finance capital expenditures - Upcoming tax payments
Competition	- Business as loan security
Eligibility Criteria	<ul style="list-style-type: none"> - Open account in UB - Regular income (from: business, livestock, rent, etc...) - Turnover for 3 months equivalent or greater than the requested credit line amount plus interest
Features	<ul style="list-style-type: none"> - Interests are only paid monthly in case the credit line was used - Interest rate is 2% per month declining - Repayment term up to 1 Year
Requirements	<ul style="list-style-type: none"> - Application letter - Project description (customer needs statement) - Financial statement - Company Registration Certificate/ID copy of the applicant and his guarantor - Legal status certificate - RRA Tax Clearance Certificate - Valuation report of the collateral (done by a valuer which has a partnership with UNGUKA Bank Ltd) - Collateral title documents

		<ul style="list-style-type: none"> - Fire insurance; - Notified Board resolution for companies - Bank statements for the last 6 months (if account held with another financial institution)
Key risks to consider		<ul style="list-style-type: none"> - Fake documentations - Deviation of loan purpose - Low repayment capacity - Customer integrity - Weak cash flow
Maximum loan amount		- 500 Million
Tenor		-1 years
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 2% per month Declining
	Management fee	- 0.5% per month
Grace period		- N/A
Collateral		- Fixed or movable asset collateral (House, plot, car, etc...)

I.1.4. TENDER FINANCE

TENDER FINANCE	
Product Description	Short term loan from 1 to maximum 12 months which is granted to business customers having procurement contract
Targeted Customers	<ul style="list-style-type: none"> - Companies and entrepreneurs - Business owners - Cooperatives
Customer value proposition	<ul style="list-style-type: none"> - Tender execution facility - Repayment flexibility according to the procurement contract - Turnaround time of 7 - 14days - Execution of contract, sub-Contract or PO - Attractive interest rate
Competition	<ul style="list-style-type: none"> - Attractive interest rate - In 7days
Eligibility Criteria	<ul style="list-style-type: none"> - Open account in UB - Procurement contract, sub-contract or Purchase Order - 20% of customer contribution - Experience in business or in tender execution
Features	<ul style="list-style-type: none"> - Repayment flexibility according to the procurement contract - 80% of the total contract - Interest rate is 2% per month declining - Repayment term up to 1 Year
Requirements	<ul style="list-style-type: none"> - Application letter - Payment domiciliation in UB - Company Registration Certificate/ID copy of the applicant and his guarantor - Procurement Contract, Sub-Contract or Purchase Order - Legal status certificate - RRA Tax Clearance Certificate - Valuation report of the collateral (done by a valuer which has a partnership with UNGUKA Bank Ltd)

		<ul style="list-style-type: none"> - Collateral title documents - Act of lending property if the collateral doesn't belong to the borrower - Life insurance is mandatory - Fire insurance - Notified Board resolution for companies - Bank statements for the last 6 months (if account held with another financial institution) - Service completion certificate
Key risks to consider		<ul style="list-style-type: none"> - Delays of payments - Financial instability of the Contract Issuer - Fake documentations - Failure to execute the contract - Deviation of loan purpose - Customer integrity
Maximum loan amount		- 500 Million
Tenor		- 1 years
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 2% per month Declining
Grace period		- N/A
Collateral		<ul style="list-style-type: none"> - Fixed or movable asset collateral (House, plot, cash, car, etc...) - Financial Securities issued by the Central Bank - Collateral received from the Government or the Central Bank

I.1.5. BANK GUARANTY PERFORMANCE AND BID GUARANTY

PERFORMANCE AND BID GUARANTY	
Product Description	<p>This is a written irrevocable undertaking issued by the bank to pay the beneficiary on demand if the customer has not fulfilled contractual obligations</p> <p>Performance Guaranty This represents an irrevocable obligation of the bank to pay a specified amount of money if the party for which the bank is giving the guarantee does not fulfil its contractual obligations</p> <p>A bid guaranty Issued by the bank as part of a bidding process to the tendering body guaranteeing that the client if successful in the bidding process, will undertake the contract under the terms and condition of the tender (market)</p>
Targeted Customers	<ul style="list-style-type: none"> - Companies - Individuals - Cooperatives and Associations
Customer Value Proposition	<ul style="list-style-type: none"> - TAT of 3day - Asset collateral - Bidding to the tender - Signing tender contract and its execution
Competition	<ul style="list-style-type: none"> - Speed (decentralisation) Vs flexible conditions
Eligibility Criteria	<ul style="list-style-type: none"> - Have an account in UB - Final notification of performance guaranty - Experience in tender execution for performance guaranty
Product Features	<ul style="list-style-type: none"> - 130% Cash Collateral or fixed collateral - Maturity of performance guaranty depends on the nature of the work to be performed
Requirements	<ul style="list-style-type: none"> - Application letter - Company Registration Certificate/ID copy of the applicant and his guarantor

		<ul style="list-style-type: none"> - Legal status certificate - RRA Tax Clearance Certificate - Contract notification for performance guaranty - Request for proposal (DAO) - Copy of valid identification documents - 130% cash or asset collateral
	Key risk to consider	<ul style="list-style-type: none"> - Fake documentations - Failure of execution - Customer integrity
	Maximum loan amount	- Rwf 500 million
	Tenor	<ul style="list-style-type: none"> - 12 months maximum for bid - Performance guaranty depends on the contract period
Tarif	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 24% Flat
	Management fee	- 0.20%+VAT quarterly
	Grace period	- Non applicable
	Collateral	- Cash or asset collateral
	Repayment frequency	- N/A

I.1.6. PROMISE OF CREDIT LINE AND CREDIT LINE CONFIRMATION

PROMISE OF CREDIT LINE AND CREDIT LINE CONFIRMATION	
Product Description	<p>Promise of credit line It is a facility whereby the lender is expected to ensure that if the clients win the market they are bidding for, or if the clients have any other financial engagement to be ensured by the lender, the bank will facilitate them to get a credit line subject to meet current eligibility criteria. This type of guarantee does not commit the bank</p> <p>Credit confirmation By credit line confirmation the bank is confirming that the customer has already the credit line by precising the amount and its maturity date</p>
Targeted Customers	<ul style="list-style-type: none"> - Companies - Individuals - Cooperatives and Associations
Customer value proposition	<ul style="list-style-type: none"> - Attractive commission - TAT of 2day - Bidding to the tender - Signing tender contract and its execution
Competition	<ul style="list-style-type: none"> - Speed (decentralization) Vs flexible condition
Eligibility Criteria	<ul style="list-style-type: none"> - Have an account in UB - Having a credit line for credit line confirmation facility
Product Features	<ul style="list-style-type: none"> - Commission of 30,000+VAT is paid on demand - Promise of credit line facility is given up on the supplier demand - Having credit line in place for credit line confirmation
Requirements	<ul style="list-style-type: none"> - Application letter - Company Registration Certificate/ID copy of the applicant and his guarantor - RRA Tax Clearance Certificate

Key risk to consider	- Not offer a credit line facility due to ineligibility of the customer while promised	
Maximum loan amount	- Rwf 500 million	
Tenor	- Confirmation of Credit line up to maturity date of credit line	
Tariff	Appraisal fee	- N/A
	Processing fee	- N/A
	Interest rate	- N/A
	Commission fee	- 30,000+VAT
Grace period	- N/A	
Collateral	- N/A	
Repayment frequency	- N/A	

I.1.7. INVOICE DISCOUNT FACILITY

INVOICE DISCOUNT FACILITY	
Product Description	- Full secured loan by discounting the invoices that have extended maturity dates to enable our clients to overcome their cash flow shortage
Targeted Customers	- Trade Companies (Retail trade, wholesales trade, pharmacies, hardware shops, etc...) - Individuals - Cooperatives and Associations
Customer value proposition	- Flexible invoice facility; - TAT of 5 days; - Financial facility of short term while waiting for the invoice payment
Competition	- Financing 100% of the Invoice value Vs speed of service
Eligibility Criteria	- Have an account in UB; - Have pending payment invoice
Product Features	- The invoice has to be paid through your UB account - Automatic deduction from your account once in voice payment is made - Loan Payment period is equal to the invoice maturity - Finance of up to 80% of invoice proceeds - 5 days Maximum processing period
Requirements	- Application letter - Contract or purchase order related to the invoice - Invoices to be discounted - Company Registration Certificate/ID copy of the applicant and his guarantor - Legal status certificate; - RRA Tax Clearance Certificate; - Valuation report of collateral (done by a valuer which has a partnership with UNGUKA Bank Ltd) - Collateral title (land, factory, car etc) and movable security documents

		<ul style="list-style-type: none"> - Act of lending property if the collateral doesn't belong to the borrower - Invoice payment domiciliation - Notified Board resolution for companies
	Key risk to consider	<ul style="list-style-type: none"> - Fake documentations - Customer integrity - Integrity of Invoice issuer - Deviation of payment - Delay of invoice payment
	Maximum loan amount	- 80% of the Invoice value
	Loan maturity	- Depending on invoice payment maturity date
Tarif	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 24% Flat
	Grace period	- N/A
	Collateral	- Fixed or movable Asset collateral (House, plot, car, etc...)
	Repayment Frequency	- At the Invoice payment

I.1.8. OVERDRAFT

OVERDRAFT	
Product Description	An overdraft loan is a lending arrangement on a current account that permit the customer to over withdraw on current account up to the specific limit with a specific expiry date
Targeted Customers	<ul style="list-style-type: none"> - Individuals - Trade Companies (Retail trade, wholesales trade, pharmacies, hardware shops, etc...) - Cooperatives and Associations
Customer value proposition	<ul style="list-style-type: none"> - Financial facility to overcome the liquidity issues - TAT of 3days - Repayable in three months - Competitive interest rates charged only on the overdrawn amount - Interest is only charged when the overdraft is utilized - To meet short term need
Competition	- Speed of access Vs no recurring charges
Eligibility Criteria	- Have account in UB
Product Features	<ul style="list-style-type: none"> - Tenor of 3moths at maximum - Repayment period 3 months at maximum - TAT is 3 days - Interests rate is 2% monthly - Flexible overdraft limit depending on the customer need
Requirements	<ul style="list-style-type: none"> - Project description (customer needs statement) - Application letter - Company Registration Certificate/ID copy of the applicant and his guarantor - Legal status certificate - RRA Tax Clearance Certificate - Valuation report of collateral (done by a valuer who has a partnership with UNGUKA Bank Ltd)

		<ul style="list-style-type: none"> - Collateral title (land, factory, car etc) and movable security documents - Act of lending property if the collateral doesn't belong to the borrower - Notified Board resolution for companies
Key risk to consider		<ul style="list-style-type: none"> - Fake documentations - Deviation of loan purpose - Low skills to manage business - Low repayment capacity - Customer integrity - Product conditions
Maximum credit amount		- Rwf 500 million
Tenor		- 3 months maximum
Tariff	Appraisal fee	- 0.25%+VAT with minimum of 5,000+VAT
	Processing fee	- % +VAT with minimum of 5,000+VAT
	Interest rate (flat)	- 2 % monthly flat
Extra condition, Grace period etc.		- N/A
Collateral		- Asset collateral
Repayment Frequency		- N/A

I.2. MICRO LENDING

I.2.1. MICRO WORKING CAPITAL

MICRO WORKING CAPITAL LOAN	
Product Description	Fully secured working capital loan to entrepreneurs with active small businesses to all Rwandan registered companies and individuals
Targeted Customers	<ul style="list-style-type: none"> - Individuals - Trade Companies (Retail trade, pharmacies, hardware shops, etc...) - Cooperatives and Associations
Customer Value Proposition	<ul style="list-style-type: none"> - Repayable up to 2years - In 14days terms and condition applies - Increase the amount of articles - Add new articles - Avoid stock shortfall - Empower small business capacity - Stock increase
Competition	<ul style="list-style-type: none"> - Price vs speed of access and no recurring charges - International transfers facilities vs other Partners
Eligibility Criteria	<ul style="list-style-type: none"> - Open account in UB - Active business (experience for 6 months) - Loan Security - The business has to be located in Rwanda
Product Features	<ul style="list-style-type: none"> - Repayment is monthly (Capital + Interests) - Interest rate is 21% flat - Repayment term up to 2 Years
Requirements	<ul style="list-style-type: none"> - Project description (customer needs statement) - Financial statement certified - Application letter - Company Registration Certificate/ID copy of the applicant and his guarantor - Legal status certificate - RRA Tax Clearance Certificate - Valuation report of collateral (done by a valuer which has a partnership with UNGUKA Bank Ltd)

		<ul style="list-style-type: none"> - Collateral title (land, factory, car etc) and movable security documents - Act of lending property if the collateral doesn't belong to the borrower - Life insurance is mandatory for individuals - Notified Board resolution for companies - Bank statements for the last 6 months (if account held with another financial institution)
Key risks		<ul style="list-style-type: none"> - Fake documentations - Deviation of loan purpose - Low skills to manage business - Low repayment capacity - Customer integrity - Renewal for insurances - Product conditions
Maximum loan amount		- 3 Million
Tenor		- Not exceeding 2 years
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 21% Flat
Grace period		- Non applicable
Collateral		- Fixed or movable Asset collateral (House, plot, car, etc...)

I.2.2. POTATO LOAN

POTATO LOAN	
Product Description	Fully secured seasonal agriculture loan granted to the potato farmers
Targeted Customers	<ul style="list-style-type: none"> - Individual potato farmers - Cooperatives potato farmers
Customer value proposition	<ul style="list-style-type: none"> - Seasonal repayment - No need of Loan application to each season - TAT of 7 days - Potato farming
Competition	- No competitive advantage for competitors
Eligibility Criteria	<ul style="list-style-type: none"> - Have an account in UB - Having potato farming experience - Owning or renting the land
Product Features	<ul style="list-style-type: none"> - Loan amount will be for one year but will be granted in three parts except if the customer is not willing (season A,B and Season C) each season will be disbursed in two phases (Phase 1: Seed purchase; work force and fertilizers acquisition and phase 2:Crop maintenance and harvesting) - The amount disbursed in the season will be paid in total plus interests before disbursement of the next season - Monthly Interest rate of 2% flat if without weather insurance and 1.65% monthly interest rate flat if with weather insurance - Possibility of monthly repayment for willing applicants; - Rwf 100,000 minimum facility - 20% of the Borrower contribution to the facility - No RDB security registration for facility \leq Rwf 1million while facility approval will be as per current lending policy.
Requirements	<ul style="list-style-type: none"> - Potato farming project (customer needs statement) - Application letter

		<ul style="list-style-type: none"> - RCA Certificate for cooperative/ID copy of the applicant and his guarantor - Legal status certificate - Valuation report of collateral (done by a valuer which has a partnership with UNGUKA Bank Ltd) - Collateral title (land, factory, car etc) and movable security documents - Act of lending property if the collateral doesn't belong to the borrower - Life insurance is mandatory for individuals - Potato insurance is an option - Notified Board resolution for cooperative
	Key risk to consider	<ul style="list-style-type: none"> - Climate change - Deviation of the loan purpose - Insufficient collateral
	Tenor	-12 months maximum
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate (flat)	- 24% flat
	Grace period	- N/A
	Collateral	- Fixed or movable Asset collateral (House, plot, car, etc...)

I.2.3. MOTORCYCLE LOAN

MOTORCYCLE LOAN	
Product Description	Fully secured loan granted to cooperatives, motorcyclist belong in cooperatives for personnel transport
Targeted Customers	<ul style="list-style-type: none"> - Cooperatives - Individuals
Customer value proposition	<ul style="list-style-type: none"> - Repayable up to 18months - Attractive interest rate - Flexibility of weekly repayment - In 14days - Stop driving for others own your motorcycle
Competition	<ul style="list-style-type: none"> - Motorcycle considered as collateral vs flexibility in disbursement
Eligibility Criteria	<ul style="list-style-type: none"> - Have an account in UB - Having driving license category A issued by Government of Rwanda - Being a Motorcycle transport cooperative member
Product Features	<ul style="list-style-type: none"> - Repayment depends on the business cycle (monthly, weekly) - Interest rate is 24% flat - Repayment term up to 18months - 20% of customer contribution - Facility amount limited to need funds for immediate acquisition of the motorcycle - Payment made directly to supplier who ensures registration of the document in cooperative member's names.
Requirements	<ul style="list-style-type: none"> - Application letter - Customer needs statement - Company Registration Certificate/ID copy of the applicant and his guarantor - Driving license A issued by Government of Rwanda - Legal status certificate - RRA Tax Clearance Certificate of the cooperative

		<ul style="list-style-type: none"> - Valuation report of the collateral of 100% of forced value (done by a valuer who has a partnership with UNGUKA Bank Ltd) - Collateral title documents - Act of lending property if the collateral doesn't belong to the borrower - Life insurance is mandatory - Motorcycle insurance - Proforma invoice or Provision sales agreement - Notified Board resolution for companies
Key risk to consider		<ul style="list-style-type: none"> - Fake documentations - Deviation of loan purpose - Poor cooperative management - Low repayment capacity - Customer integrity - Dismiss of motorcyclist - Renewal for motorcycle insurances - Transport of illegal things (urumogi, kanyanga etc) - Manufacture faulty - Maintenance capacity
Maximum loan amount		- Rfw 1,300,000
Tenor		- 18 months maximum
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate (flat)	- 24% Flat
Grace period		- Not applicable
Collateral		- Fixed or movable asset collateral (House, plot, car, Motorcycle etc)
Repayment Frequency		- Weekly or monthly

I.3. CONSUMER LOAN

I.3.1. PERSONAL LOAN

PERSONAL LOAN	
Product Description	Fully secured salary loan to employees with employment contracts in all organizations in Rwanda and pensioners
Targeted Customers	<ul style="list-style-type: none"> - Civil servants (Employees of Government ministries, Local Government, Government institutions) - Employees of private companies - NGOs Employees - Churches and religious' institutions Employees - Pensioners
Customer Value Proposition	<ul style="list-style-type: none"> - 16 times your net salary - Repayable up to 4years - In 7days - Loan facility for <ul style="list-style-type: none"> - Consumer - Construction - Asset finance - Marriage - School fees - Medical treatment - Buying a car - Holydays etc
Competition	<ul style="list-style-type: none"> - Unsecured loan Vs size of loan 16 times net salary - Price Vs speed of access and loan size
Eligibility Criteria	<ul style="list-style-type: none"> - Not earning less than 100,000 - Have an employment contract (not in probation) - Open account in UB - Have a security to cover the loan
Product Features	<ul style="list-style-type: none"> - Repayment is monthly (Capital+Interests) - 5% of monthly instalment Post savings 4% of interests as late payment penalty - Interest rate is 20% declining
Requirements	<ul style="list-style-type: none"> - Employment contract - Salary certificate from employer

		<ul style="list-style-type: none"> - The latest two months original certified pay slips - Attestation and commitment letter of employer - Application form (borrower's address, loan purpose, duration, source of repayment and collateral's address) - ID copy of the applicant and his guarantor - Valuation report of collateral (done by a valuer which has a partnership with UNGUKA Bank Ltd) - Collateral title (land, factory, car etc) and movable security documents - Act of lending property if the collateral doesn't belong to the borrower - Proof of legal status (marriage certificate, certificate of celibacy, widowhood, ...) - Life Insurance is mandatory and paid on disbursement - Fire Insurance if it is a house starting from a loan of 3Million if it is a car it will have omnium insurance
	Key risks to consider	<ul style="list-style-type: none"> - Fake documentation - Stability of the employer and/or the employee - Deviation of salary account - Simultaneous of customer request in other financial institution - Employer conditions - Renewal for insurances - Product conditions
	Maximum loan amount	- 16 times of monthly net salary
	Tenor	- Not exceeding the employment contract period up to a maximum of 4 years
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 20% Declining
	Grace period	- Not applicable
	Collateral	- Fixed or movable Asset collateral (House, plot, car etc)

I.3.2. MID-MONTH FACILITY

MID-MONTH FACILITY	
Product Description	- It is a loan in short term granted to the salary earners
Targeted Customers	<ul style="list-style-type: none"> - Civil servants (Employees of Government ministries, Local Government, Government institutions) - Employees of private companies - NGOs Employees - Churches and religious' institutions Employees - Pensioners
Customer value proposition	<ul style="list-style-type: none"> - 50% Of your net salary - Repayable up to 15days - In 1day - Without security - Loan facility for - Consumer - Marriage - School fees - Medical treatment - Holidays etc
Competition	- Deliverable at any date...Vs speed of the loan
Eligibility Criteria	<ul style="list-style-type: none"> - Have an employment contract (not in probation) - Open account in UB - Have a security to cover the loan - Requesting this loan from 10th of the month and above
Product Features	<ul style="list-style-type: none"> - Repayable on the salary of the current month (Capital+Interests) - Interests rate is 24% per month
Requirements	<ul style="list-style-type: none"> - Employment contract - Commitment of the employer - Attestation and commitment letter of employer - Application form (borrower's address, loan purpose, duration, source of repayment) - ID copy of the applicant

Key risks	- Fake documentation - Stability of the employer and/or the employee - Deviation of salary account
Maximum loan amount	- 50% of monthly net salary
Tenor	- 20days maximum
Tariff	Appraisal fee - 0.25% +VAT with minimum of 5,000+VAT
	Processing fee - 2% +VAT with minimum of 5,000+VAT
	Interest rate (flat) - 24% Flat
Grace period	- Non applicable
Collateral	- Not applicable

I.3.3. CAR LOAN

CAR LOAN	
Product Description	Fully secured loan to enable our customers to purchase a vehicle of their choice, which will usually be a vehicle for personal use. The vehicle can either be new or used but should have a resale value and serviceable at the point of application
Targeted Customers	<ul style="list-style-type: none"> - Individuals with regular income - Salary earners (Civil servants, Employees of private companies, NGOs Employees, Churches and Religious Institutions Employees) - Pensioners
Customer value proposition	<ul style="list-style-type: none"> - Repayable up to 48months - Attractive interest rate - In 13days - Vehicle for personal use
Competition	<ul style="list-style-type: none"> - Vehicle considered as collateral vs flexibility in disbursement
Eligibility Criteria	<ul style="list-style-type: none"> - Have an account in UB - Having permanent and regular income from stable employer
Product Features	<ul style="list-style-type: none"> - Interest rate is 21% declining - Repayment term up to 48months - 20% of customer contribution available on his/her current account - The vehicle should be made from 2000 and above - The vehicle purchased should be a collateral
Requirements	<ul style="list-style-type: none"> - Application letter - Legal status certificate - Employment contract/service certificate for the employee - Last 3 months payslips - Proforma Invoice (If purchasing from a car dealer) - Provisional sale contract (if purchasing from a third party)

		<ul style="list-style-type: none"> - Copy of the yellow card and photos of the vehicle - Valuation report of the collateral of 100% of forced value (done by a valuer which has a partnership with UNGUKA Bank Ltd) - Collateral title documents - Act of lending property if the collateral doesn't belong to the borrower - Life insurance is mandatory - Vehicle insurance.
Key risks to consider		<ul style="list-style-type: none"> - Fake documentations - Deviation of loan purpose - Customer integrity - Spare-part availability - Manufacture faulty - Car transfer process - Maintenance capacity
Maximum loan amount		- Rfw 10,000,000
Tenor		- 48 months
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate (flat)	- 21% declining
Grace period		- N/A
Collateral		- Purchased car
Repayment Frequency		- Monthly

I.3.4. MORTGAGE LOAN

MORTGAGE LOAN	
Product Description	Medium and long term facility for acquisition, renovation or construction of residential houses, commercial buildings, schools, medical clinics, etc...
Targeted Customers	<ul style="list-style-type: none"> - Civil servants (Employees of Government ministries, Local Government, Government institutions) - Employees of private companies - NGOs Employees - Business Owners - Individual with regular income - Companies - Pensioners
Customer value proposition	- repayable up to 10 Years for UB Employees and 5 Years for others
proposition	<ul style="list-style-type: none"> - Attractive interest rate - Property purchased or under construction serves as collateral - In 14days - Residential houses - Commercial building - School building - Medical clinics
Competition	<ul style="list-style-type: none"> - Price and long term vs speed of access and no recurring charges - Diaspora - 30% of contribution vs 20% for employees includes the cost of the plot
Eligibility Criteria	<ul style="list-style-type: none"> - Open account in UB - Regular income (from: salary, business, livestock, rent, etc...) - 20% of customer contribution for Employees and 30 % for other customers
Product Features	<ul style="list-style-type: none"> - Repayment is monthly (Capital + Interests) - Interest rate is 19% declining

	<ul style="list-style-type: none"> - Repayment term up to 10 Years for Employee and 5Years for Other Customers - 20% of customer contribution for Employees and 30 % for other customers. - Disbursement is done instalments
<p>Requirements</p>	<p>1. Employees:</p> <ul style="list-style-type: none"> - Completed application form - Employment contract - Salary certificate from employer - The latest two months original certified pay slips - Attestation and commitment letter of employer - Application form (borrower's address, loan purpose, duration, source of repayment and collateral's address) - ID copy of the applicant and his guarantor - Valuation report of the property and bill of quantity of remaining work (done by a valuer which has a partnership with UNGUKA Bank Ltd) - Construction permit - Collateral title documents - Act of lending property if the collateral doesn't belong to the borrower - Proof of legal status (marriage certificate, certificate of celibacy, widowhood, ...) - Life Insurance is mandatory - Fire Insurance post completion - Provision sales agreement for purchase. <p>2. Others:</p> <ul style="list-style-type: none"> - Application letter - Company Registration Certificate/ID copy of the applicant and his guarantor - Legal status certificate - RRA Tax Clearance Certificate - Valuation report of the property and bill of quantity of remaining work (done by a valuer which has a partnership with UNGUKA Bank Ltd)

		<ul style="list-style-type: none"> - Construction permit - Collateral title documents - Act of lending property if the collateral doesn't belong to the borrower - Life insurance is mandatory - Fire insurance - Provision sales agreement for purchase - Notified Board resolution for companies - Bank statements for the last 6 months (if account held with another financial institution)
Key risks to consider		<ul style="list-style-type: none"> - Fake documentations - Deviation of loan purpose - House price volatility - Over-estimation of house value - Low repayment capacity - Customer integrity - Renewal for insurances
Maximum loan amount		- 500 Million
Tenor		- 10 years for employees and 5 years for others
Tariff	Appraisal fee	- 0.25% +VAT with minimum of 5,000 +VAT
	Processing fee	- 2% +VAT with minimum of 5,000+VAT
	Interest rate	- 19% Declining
Grace period		- Up to 6 months
Collateral		- House/Building under construction or purchased

II. SAVINGS

These savings are useful not only for the clients but also for the bank because they are stable deposits for a certain period.

II.1. CURRENT ACCOUNT

CURRENT ACCOUNT	
Product Description	This account offers you fast and convenient access to your cash at any time and is available in Rwandan francs or any major foreign currency
Targeted Customers	<ul style="list-style-type: none">- Individuals- Companies- Civil servants (Employees of Government ministries, Local Government, Government institutions)- Employees of private companies- NGOs;- NGOs Employees- Churches and religious' institutions Employees- Pensioners- Public institutions and others
Customer Value Proposition	<ul style="list-style-type: none">- Safe way to secure your finances- Access to other services i.e. cheque books, mobile banking etc- Make transfers to any other accounts in UB and in other banks (local & International)- Access to credit facilities- Carry out a whole range banking transactions
Competition	- A current account customer can get: ATM Cards, VISA Cards, Debit cards Vs Mobile banking services, extended working hours and cheap management fee
Eligibility Criteria	<ul style="list-style-type: none">- Aged of 18 years and above for individuals- Registered companies, Cooperatives, NGOs, etc- Friendly groups, Clubs, Mutual funds, Chorus groups with MOU.

Product Features	<ul style="list-style-type: none"> - Free withdraw and deposit of any amount at any working time - Non-interest bearing - Rwf 500 monthly account management fees for individual - Rwf 1,000 monthly account management fee for corporate and SMEs - \$2 monthly management fee for individual for USD account - \$3 monthly management fee for corporate for USD account - Rwf1000 of minimum balance
Key risks to consider	<ul style="list-style-type: none"> - Fake documentation - Money laundering and financing terrorism
Requirements	<p>Individuals</p> <ul style="list-style-type: none"> - Fill an account application form - ID or passport, for account owner and for signatory if any - Resident permit/Visa/employment letter for foreigners - Not blacklisted (UN sanction list, BNR list, CRB etc) - Passport size photo for account owner and signatory if any - Minimum deposit for the first time of Rwf 5,000 (for cheque/pass book and the required minimum balance and - Minimum balance of \$2 in foreign currency - Acceptance of terms and conditions <p>Companies</p> <ul style="list-style-type: none"> - Fill an account application form - Full RDB Certificate of registration and full company registration document - ID or passport, Passport size photo for signatories - Not blacklisted (UN sanction list, BNR list, CRB etc) - Minimum deposit for the first time of Rwf 5,000 (for cheque and the required minimum balance)

	<ul style="list-style-type: none"> - Minimum balance of Rwf1000 and \$2 in foreign currency; - Board resolution for opening account and signatories; - Memorandum or articles of Association if applicable; - Acceptance of terms and conditions <p>NGOs, Cooperatives, Friend Groups, Chorus funds</p> <ul style="list-style-type: none"> - Fill an account application form - RGB, RCA Certificate of registration - Memorandum or articles of Association if applicable for cooperatives and NGOs - MOU for Friendly Groups, Chorus funds and Mutual fund - ID or passport, Passport size photo for signatories - Not blacklisted (UN sanction list, BNR list, CRB etc) - Minimum deposit for the first time of Rwf 5,000 (for cheque and the required minimum balance) - Minimum balance of Rwf1000 and \$2 in foreign currency - Board resolution for opening account and signatories for cooperatives and Associations - Governing Board resolution for opening account for Friend Groups, Chorus funds and mutual funds
Minimum balance amount	- Rwf 1,000
Savings Maturity	- N/A
Interest rate	- N/A

II.2. SPECIAL CURRENT ACCOUNT “IYUNGURE SAVING”

IYUNGURE SAVING	
Product Description	This is a current account bearing interests available to special customers with average account balance according to the Tariff
Targeted Customers	<ul style="list-style-type: none"> - Financial institutions (Saccos, MFIs, Mutual funds) - Corporate Customers - Big individuals
Customer value proposition	<ul style="list-style-type: none"> - Having access at 100% to the account balance - Earning interests on daily closing balance
Competition	- Non
Eligibility Criteria	<ul style="list-style-type: none"> - Aged of 18 years and above for individuals - Registered companies, Cooperatives, Associations etc - Friendly groups, Clubs, Mutual funds, Chorus groups with MOU
Product Features	<ul style="list-style-type: none"> - 4% maximum interest rate - Bearing interest from Frw 10,000,000 - No limitations on withdrawal transactions - Interest rates are computed on daily closing balances and payable on a monthly basis
Key risks	<ul style="list-style-type: none"> - Fluctuation of interest rate on the financial market - Deposit money at the End of Day and withdraw every morning.
Requirements	<p>Individuals</p> <ul style="list-style-type: none"> - Fill an account application form - ID or passport, for account owner and for signatory if any - Resident permit/Visa/employment letter for foreigners - Not blacklisted (UN sanction list, BNR list, CRB etc) - Minimum balance of Rwf1,000 - Passport size photo for account owner and signatory if any - Acceptance of terms and conditions - Opening balance of Rwf10 million

	<p>Companies</p> <ul style="list-style-type: none"> - Fill an account application form - Full RCA Certificate of registration and full company registration document - ID or passport, Passport size photo for signatories - Not blacklisted (UN sanction list, BNR list, CRB etc); - Minimum balance of Rwf1000 - Board resolution for opening account and signatories - Memorandum or articles of Association if applicable - Acceptance of terms and conditions - Opening balance of Rwf10 million <p>NGOs, Cooperatives, Friend Groups, Chorus funds</p> <ul style="list-style-type: none"> - Fill an account application form - RGB, RCA Certificate of registration - MOU for Friendly Groups, Chorus funds and Mutual fund - ID or passport, Passport size photo for signatories - Not blacklisted (UN sanction list, BNR list, CRB etc) - Minimum balance of Rwf1000 - Board resolution for opening account and signatories for cooperatives and Associations - Governing Board resolution for opening account for Friend Groups, Chorus funds and mutual funds - Opening balance of Rwf10 million
Minimum savings amount	- Rwf1,000
Savings Maturity	- N/A
Interest rate	- 1% to 4%

II.3. FIXED DEPOSIT (TERM DEPOSIT)

FIXED DEPOSIT	
Product Description	A fixed deposit account or term deposit is a type of a saving in which the account holds a specific amount of money for a specified duration i.e. 3month, 6 months or longer at a pre- agreed interest rate with the bank
Targeted Customers	<ul style="list-style-type: none"> - Individuals - Companies - Civil servants (Employees of Government ministries, Local Government, Government institutions) - Employees of private companies - NGOs Employees - Churches and Religious Institutions Employees - Pensioners - Public institutions and others
Customer value proposition	<ul style="list-style-type: none"> - Secured income growth - Competitive interest - Possibility of withdraw before Maturity - No management fee - It can serve as collateral for borrowing
Competition	- We are the best offer
Eligibility Criteria	- Having current account
Product Features	<ul style="list-style-type: none"> - Annual Interest rate varies depending upon the amount and saving period (as per the tariff) - Interests are accrued on daily basis and be posted at the maturity date - Minimum savings period is three (3) months - Minimum amount to save is Rwf50,000 - Withdraw before maturity is subject of a penalty of 2% +VAT of the amount withdrawn - No account maintenance fee
Requirements	- Fill an application form
Key risks	<ul style="list-style-type: none"> - Money laundering - Liquidity risk due to premature withdraw

Minimum savings amount	- Frw 50,000
Savings Maturity	- Maximum 1 Year renewable
Interest rate	- 2% to 9%

II.4. FLEXI SAVINGS ACCOUNT

FLEXI SAVINGS ACCOUNT	
Product Description	This is a saving account for which the interest is paid monthly with the flexibility of limited withdraw
Targeted Customers	<ul style="list-style-type: none"> - SACCOs - Financial institutions
Customer value proposition	<ul style="list-style-type: none"> - Competitive interest rate - Withdraw flexibility - No management fee - Transport facility on deposits - Secured income growth
Competition	- No limit of withdraw Vs competitive interest rate
Eligibility Criteria	- Opening UB Flexi account
Features	<ul style="list-style-type: none"> - Interest is from 8 to 9% - Interest rates are computed on a monthly basis on daily balance - Withdraw of 2times per month - To exceed 2times of withdraw per month can be a subject of 2% +VAT on the amount withdrawn as exceeding limit fees - No account maintenance fee
Requirement	- Having current account
Key risk	- Liquidity risk due to not respecting the number of withdraw per month
Minimum savings amount	- Rwf 25,000,000
Savings Maturity	- N/A
Interest rate	- From 8% to 9%

II.5. MORTGAGE, PROJECT AND EDUCATION SAVINGS

PROJECT SAVINGS	
Product Description	This account allows to save for your future and for your dream projects. It can also serve as contribution of targeted project to be financed by the Bank
Targeted Customers	<ul style="list-style-type: none"> - Individuals - Companies - Civil servants (Employees of Government ministries, Local Government, Government institutions) - Employees of private companies - NGOs Employees - Churches and Religious Institutions Employees - Pensioners
Customer value proposition	<ul style="list-style-type: none"> - Customers achieve their dreams - Secured income growth - Competitive interest - Accessibility of withdraw - Targeting loan facilities
Competition	- High interest rate Vs flexibility to loan related
Eligibility Criteria	- Have a regular source of income
Product Features	<ul style="list-style-type: none"> - Bearing interest from a balance of Rwf 50,000 - Minimum monthly contribution of Rwf 30,000 for mortgage and project savings - Opening and minimum balance is Rwf 30,000 - Client contribution should be equal to 20% of the future loan amount - One withdraw per quarter is allowed (using internal voucher) - Exceeding withdraw limit per quarter the customer loses the quarterly interests - Non regular monthly contribution customer loses the benefit related to loan - Property purchased will serve as collateral

	<ul style="list-style-type: none"> - Interest rates are computed on daily closing balance and payable on a quarterly basis Benefit of Mortgage, Education and Project loan with a discount of 0.5% interest rate - The minimum savings period is 12months for mortgage savings and project savings , 6months for education - No account maintenance fee
<p>Requirements</p>	<p>Individuals</p> <ul style="list-style-type: none"> - Fill an account application form - ID or passport, for account owner and for signatory if any - Resident permit/Visa/employment letter for foreigners - Not blacklisted (UN sanction list, BNR list, CRB etc) - Passport size photo for account owner and signatory if any - Acceptance of terms and conditions <p>Companies</p> <ul style="list-style-type: none"> - Fill an account application form - Certificate of registration - ID or passport, Passport size photo for signatories - Not blacklisted (UN sanction list, BNR list, CRB etc) - Board resolution for opening account and signatories - Memorandum or articles of Association if applicable - Acceptance of terms and conditions <p>Associations, Cooperatives, Friend Groups, Chorus funds</p> <ul style="list-style-type: none"> - Fill an account application form; - Full RCA Certificate of registration and full company registration document; - RGB, RCA Certificate of registration; - MOU for Friendly Groups, Chorus funds and Mutual funds

	<ul style="list-style-type: none"> - ID or passport, Passport size photo for signatories - Not blacklisted (UN sanction list, BNR list, CRB etc) - Board resolution for opening account and signatories for cooperatives and Associations - Governing Board resolution for opening account for Friend Groups; Chorus funds and mutual funds
Minimum savings amount	- Rwf 30,000
Savings Maturity	- N/A
Interest rate	- 4% per annual

II.6. COMPULSORY SAVINGS

POST-LOAN SAVING

POST-LOAN SAVING	
Product Description	This is a compulsory saving for salary earners who benefited salary Advance loan
Targeted Customers	- Salary Advance borrowers
Customer value proposition	- Secured income growth - Competitive interest rate
Competition	- No competition
Eligibility Criteria	- Having Salary Advance loan
Product Features	- Withdraw is done on maturity of the loan - No particular contract for this product but one article of the Advance salary loan contract - 5% of monthly instalment as saving - Interests rate are accrued on daily closing balances, and paid at the loan maturity - Any amount bears interests
Requirement	-Having Salary advance
Key risk	- Defaulting of the loan will adversely affect the compulsory savings
Minimum savings amount	- N/A
Savings Maturity	- Loan maturity
Interest rate	- 2% start bearing from any amount saved

II.7. PROJECT SAVINGS

PROJECT SAVINGS	
Product Description	This account allows to save for your future and for your dream projects. It can also serve as contribution of targeted project to be financed by the bank.
Targeted Customers	<ul style="list-style-type: none"> - Individuals - Companies - Civil servants (Employees of Government ministries, Local Government, Government institutions) - Employees of private companies - NGOs Employees - Churches and Religious Institutions Employees - Pensioners - Student - MSMEs customers
Customer value proposition	<ul style="list-style-type: none"> - Customers achieve their dreams - Secured income growth - Accessibility of withdraw - Targeting loan facilities - Finance start-up business - 50% of BDF Guarantee
Competition	- High interest rate Vs BDF guarantee and finance the start-up business
Eligibility Criteria	<ul style="list-style-type: none"> - Opening balance of 20,000 Minimum - Monthly minimum contribution 10,000 - Minimum savings period is 1 year
Product Features	<ul style="list-style-type: none"> - Opening balance of 20,000 Minimum - Monthly minimum contribution 10,000 mandatory - Exceed of one withdrawal per year leads to the penalty of 2% of amount withdrawn - The minimum savings period is 1 year - At the maturity a customer will benefit from the Business Loan facility 3 times of the total savings and Finance the start-up project

	<ul style="list-style-type: none"> - Monthly instalment will not go above 2 times of monthly savings - Access 50% of BDF guarantee
<p>Requirement</p>	<p>Individuals</p> <ul style="list-style-type: none"> - Fill an account application form - ID or passport, for account owner and for signatory if any - Resident permit/Visa/employment letter for foreigners - Not blacklisted (UN sanction list, BNR list, CRB etc) - Passport size photo for account owner and signatory if any - Acceptance of terms and conditions <p>Companies</p> <ul style="list-style-type: none"> - Fill an account application form - Certificate of registration - ID or passport, Passport size photo for signatories - Not blacklisted (UN sanction list, BNR list, CRB etc) - Board resolution for opening account and signatories - Memorandum or articles of Association if applicable - Acceptance of terms and conditions <p>Associations, Cooperatives, Friend Groups, Chorus funds</p> <ul style="list-style-type: none"> - Fill an account application form - Full RCA Certificate of registration and full company registration document - RGB, RCA Certificate of registration - MOU for Friendly Groups, Chorus funds and Mutual funds - ID or passport, Passport size photo for signatories - Not blacklisted (UN sanction list, BNR list, CRB etc) - Board resolution for opening account and signatories for cooperatives and Associations - Governing Board resolution for opening account for Friend Groups; Chorus funds and mutual funds

Minimum savings amount monthly	- Rwf 20,000	
Savings Maturity	- 12 Months	
Interest Rate	Amount	Rate
	Below 10M	4-7%
	Above 10M	8%

II.8. EDUCATION SAVINGS

EDUCATION SAVINGS	
Product Description	This account allows to save for education
Targeted Customers	<ul style="list-style-type: none"> - All Individuals - Civil servants (Employees of Government ministries, Local Government, Government Institutions) - Employees of private companies - NGOs Employees - Churches and Religious Institutions' Employees - Pensioners - MSMEs business owners
Customer value proposition	<ul style="list-style-type: none"> - Customers overcome school fees challenges - Allow customers to save for schools fees - Accessibility of withdraw - Quick school fees loan facility
Competition	- Non-specific products in the market
Eligibility Criteria	<ul style="list-style-type: none"> - Opening balance of 50,000 - Minimum Monthly contribution 10,000
Product Features	<ul style="list-style-type: none"> - Opening balance of 50,000 - Minimum Monthly contribution 10,000 - One withdraws per quarter is allowed - Exceed one withdraw per quarter penalties 2% of amount withdrawn - The minimum savings period is one year - At quarterly basis a customer can benefit the Education Loan of 50% for total savings
Requirement	<p>Individuals</p> <ul style="list-style-type: none"> - Fill an account application form - ID or passport, for account owner and for signatory if any - Resident permit/Visa/employment letter for foreigners - Not blacklisted (UN sanction list, BNR list, CRB etc.) - Passport size photo for account owner and signatory if any

	- Acceptance of terms and conditions
Minimum Savings Amount	- Rwf 10,000
Savings Maturity	- 12 Months
Interest Rate	- 4%

II.9. MORTGAGE SAVINGS

MORTGAGE SAVINGS	
Product Description	This account allows to save for your dream house
Targeted Customers	<ul style="list-style-type: none"> - All Individuals - Civil servants (Employees of Government ministries, Local Government, Government Institutions) - Employees of private companies - NGOs Employees - Churches and Religious Institutions' Employees - Pensioners - MSMEs business owners
Customer Value Proposition	<ul style="list-style-type: none"> - Own your dream house - Allow customers not to rent anymore
Competition	<ul style="list-style-type: none"> - Low mortgage interest rate and loan repayment period vis-à-vis low period of saving
Eligibility Criteria	<ul style="list-style-type: none"> - Minimum Opening balance of 100,000 - Minimum Monthly contribution 50,000
Product Features	<ul style="list-style-type: none"> - Opening balance of 100,000 - Minimum Monthly contribution 50,000 - No withdraw before maturity date - Any withdrawal the customer loses the savings Loan facility benefits - The minimum savings period is 18months - At the maturity customer will benefit the Mortgage Loan facility 2.5 times of the savings and take the mortgage as collateral
Requirements	<p>Individuals</p> <ul style="list-style-type: none"> - Fill an account application form; - ID or passport, for account owner and for signatory if any - Resident permit/Visa/employment letter for foreigners - Not blacklisted (UN sanction list, BNR list, CRB etc.) - Passport size photo for account owner and signatory if any

	- Acceptance of terms and conditions	
Product Description	This account allows to save for your dream house	
Minimum Savings Amount Monthly	- Rwf 50,000	
Savings Maturity	- 18 Months	
Interest Rate	Amount	Rate
	Below 10M	4%-7%
	Above 10M	8%

II.10. CHILD SAVINGS ACCOUNTS

CHILD SAVINGS ACCOUNT	
Product Description	This mini savings account will assist your young one to realize the benefits of saving from an early age. Parents or guardians are able to meet their children's financial needs as they prepare them for future life's challenges (Education, medical etc.)
Targeted Customers	- Child under 16 years old
Customer Value Proposition	- Saving account Earning interests - Exemption of account Management fees - Free sms alert - Withdraw flexibility
Competition	- UB is the best due to the interest rate
Eligibility Criteria	- Having parents or guardians
Product Features	- Minimum Account Opening Balance 5,000 Frw - Minimum account balance 5,000 Frw - Interest is from 4 to 7% - Interests are accrued on daily basis and be posted at the end of the year - Minimum amount to bear interests is Rwf50,000 - Withdraw of 1time per month is allowed - To exceed 1 time of withdraw per month can be a subject of 2% +VAT on the amount withdrawn as exceeding limit fees - No account maintenance fee
Requirements	- Fill an application form
Key Risks	- Money laundering - Liquidity risk due to premature withdraw
Minimum Savings Amount	- Frw 20,000
Savings Maturity	At the age of 16 years of the child

Interest Rate	Range amount	Interest rate	Period
	50,000-5,000,000	4%	
	5,000,001-50,000,000	5%	At least 10years
	More 50,000,000	6%	

II.11. STUDENT CURRENT ACCOUNTS

STUDENT CURRENT ACCOUNT	
Product Description	This student account allows students to manage their financials and do savings, Student savings account is tailored to get all students interested in saving money for their college upkeep, study materials and personal utilities they would wish to acquire as students
Targeted Customers	- Students above 16 years old
Customer Value Proposition	<ul style="list-style-type: none"> - Saving account Earning interests - Exemption of account Management fees - SMS alert - Withdraw any time - ATM Debit card - The more you save the more you earn. - Access to other Bank products
Competition	- UB is the best due to the interest rate
Eligibility Criteria	<ul style="list-style-type: none"> - Having student card - Minimum opening balance 2,000 Frw
Product Features	<ul style="list-style-type: none"> - Interest is 2% - Interests are accrued on daily basis and be posted at the end of the year - Minimum amount to bear interests is Rwf 30,000 - Withdraw any time - No account maintenance fee - Having student card
Requirements	<ul style="list-style-type: none"> - Fill an application form - ID or passport, for account owner - Student card - Resident permit/Visa/employment letter for foreigners - Not blacklisted (UN sanction list, BNR list, CRB etc.) - Passport size photo for account owner and signatory if any - Acceptance of terms and conditions

Minimum Savings Amount	Any amount
Savings Maturity	Up to termination of education
Interest Rate	2% above the 30,000 Frw

II.12. IBIMINA SAVINGS

IBIMINA SAVINGS	
Product Description	IBIMINA Savings Group is a group of people who save together in a safe, convenient and flexible way. Savings Groups are owned, managed and operated by the members, using a simple, transparent method whereby groups accumulate and convert small amounts of cash into savings with a purpose to get individual loan or as a group targeting to achieve the pre-determined project. The products facilitate the customers to saving for achieving the goals determined by the group
Targeted Customer	- Any informal or formal savings groups
Customer Value Proposition	<ul style="list-style-type: none"> - Saving account Earning interests - Exemption of account Management fees - Possibility to get the loan - Withdraw any time - The more you save the more you earn - Access to other Bank products
Competition	- No competitor
Eligibility Criteria	<ul style="list-style-type: none"> - Regular Saving (weekly, bi-weekly or monthly) depending on the group internal rules and regulations - Having internal rules to manage the group
Product Features	<ul style="list-style-type: none"> - Interest between 4% -7% - Interests are accrued on daily basis and be posted at the end of the year - Minimum amount to bear interests is Rwf 50,000 - Withdraw any time for the amount above regular savings (Depending on group internal rules) - No account maintenance fee
Requirements	<ul style="list-style-type: none"> - Fill an account application form - MOU for Friendly Groups, Chorus funds and Mutual fund - ID or passport, Passport size photo for signatories - Governing Board resolution for opening account for Friend Groups, Chorus funds and mutual funds

Savings Maturity	Annual	
Interest rate	Amount	Interest rate
	50,000 -1,000,000	5%
	1,000,001- 5,000,000	6%
	Above 5,000,001	7%



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