

absa.co.bw



Business Banking

Start your business

Our products and services are designed to take your business from start-up to fulfilling it's potential as a fully functional business.

Business Current Account

This is a simple and convenient business bank account that meets all your basic transacting needs such as deposits, withdrawals, payments and transfers.

Business Debit Card

This card gives you access to your company funds at any ATM or Point-of-Sale machine locally or internationally in a quicker, smarter and safer way.

Business Internet Banking

With our internet banking that's specific for business, you will be able to handle your business banking needs immediately, online, without having to visit a branch.

Benefits of online banking;

- Account monitoring: balance enquiries, mini statements, request cheque books
- Transactions: funds transfer, bill payments, airtime top up
- Create and manage mandates: create usernames and passwords, manage users roles, retain final transaction approval
- Security: our internet banking is always kept up-to-date with the latest security, giving you peace of mind to focus on your business.

Investment Account

These accounts give you a better credit interest option and flexibility.

Call Deposit – Earn interest on your investment account and have the money available to you on demand.

Fixed Deposit – You will be required to make an initial deposit for a fixed period of time.

Manage your business

Let us help you stay on top of the general management of your business by taking control of your entire cash management and payment processes.

Card acquiring

Point-of-Sale Machines

Enjoy added convenience and safety of our Point-of-Sale machines.

mPOS

This is a pocket size Point-of-Sale machine that allows you to take payments anywhere there is network coverage. You have a choice of USD, GBP, EUR, ZAR or BWP as a settlement currency. For convenience, mPOS gives a digital receipt to the customer via SMS.

Mobi-paid

This payment solution enables customers to make payments online via a credit card/debit card using a secured link sent via SMS or an email. It is a convenient and easy way to receive payment from customers residing outside Botswana.

Dynamic Currency Conversion

With Dynamic Currency Conversion (DCC), your international Visa and MasterCard customers can pay in their home currency. As a merchant, you will get a rebate on the transactional fees.

Cash management products

Manage your business liquidity through our extensive range of products and services.

We can help you streamline your processes, optimise your funds and automate everyday tasks, resulting in cost-effective management of your cash flow.

Liquidity management

- Current accounts, including flexible interest are arranged in local and other currencies
- A range of flexible deposit products including offshore options, money market and time deposit are available
- Automated sweeping – funds can be swept into an investment option such as a deposit account, a Treasury Deposit or a Liquidity Fund
- Payments and collection services.

Our payment instruments include

- Bankers cheque
- International drafts
- Payroll payment
- Post-dated payment
- Standing order
- EFTS (Electronic funds transfer service)
- RTGS (Real time gross settlement).

Collections

- Branch counter service
- Bulk cash handling
- Domestic and foreign cheque deposits
- Domestic direct debit
- EFTS (Electronic funds transfer service)
- RTGS (Real time gross settlement).

E-commerce

Tap into the huge market that is the worldwide web. E-commerce is ideal for businesses and organisations looking for a cost effective electronic collections channel. These include airlines, hotels, utilities, government agencies, retail, travel operators, subscription based businesses and charities.

Grow your business

Take your business to new heights with our wide range of solutions.

Lending products

Overdraft

When you need extra funds, get a short-term loan that can be drawn up to the maximum amount you qualify for.

Property loan and mortgage

Enjoy the benefit of acquiring residential or commercial property without paying the entire amount up front. The property is held as collateral until the loan is paid in full. You can obtain financing either to purchase or construct the property.

Trade Finance

Maximise your international and domestic trading potential by allowing us to assist your import and export business, while improving your cash flow with tailor made financial solutions.

Production Loan

To increase your farm production, we will finance your seeds, feeds, fertilizer, diesel and other necessities using proceeds from your crop/livestock as the main source of security.

Letters of credit

Our letters of credit support businesses of any size or complexity and protect your business against defaults on overseas payments and trading risks.

Term Loan

This loan is repaid in regular payments over a set period of time. We offer a maximum financing term of five to seven years.

Purchase Order (PO) Finance

We know it can be challenging to cover the costs of doing business. That's why we offer short-term working capital to pay suppliers upfront.

How does PO Finance work?

- There is no limit to the number of loans that you can access
- No tangible security is required because the facility will be secured by the purchase order itself and a Deed of Cession over payments.

Agribusiness mortgage loan

You can buy or improve an agricultural property such as a farm. We will offer a mortgage loan against security of mortgage bond over the property.

How does it work?

- Negotiable repayment terms of up to seven years
- Flexible repayment intervals of monthly, quarterly or annual installments
- On a case-by-case basis we can offer moratorium on installments
- A revolving credit facility and an approved up-front funding in line with financing requirements.

Other Solutions

Foreign exchange

We have a team of experts to offer competitive foreign currency exchange rates you can find in the market.

Spot transactions

This is an agreement to buy one currency against selling another currency at an agreed price for settlement in two working days. Same day or next day delivery is also available in some currencies.

Forward transactions

We can eliminate your exchange rate risk during a given period by structuring forward contracts for up to one year. Forward contracts are available in all major currencies and can be either fixed or option dated.

BARX

Bring the dealing room right to your office with our foreign exchange platform. BARX has market information to assist with informed decision making.

Franchising

You can avoid some of the risks a new enterprise faces by adopting the proven formula that is franchising.

The franchise team operates across a number of business categories;

- Grocery retail
- Restaurants
- Quick-service restaurants
- Entertainment
- Leisure and services
- Automotive and fuel.

Enterprise and Supply Chain Development (ESD)

Small businesses are the heartbeat of our economy and we are passionate about making sure that they are sustained and thrive.

What is Enterprise and Supply Chain Development (ESD)?

Using our core assets (financial, expertise and infrastructure), we will develop solutions that enable our communities to participate in the economy in a meaningful and sustainable way. Our enterprise development programmes are focused on giving SMEs access to finance, markets and business support.

ESD addresses these key three areas;

1. Access to markets

- Unlocking the value chains of corporates through the design and implementation of large scale enterprise development programmes .

2. Access to finance

- Providing finance based on future cash flows from contracts and purchase orders from corporates
- Contracts and purchase orders are used as collateral.

3. Access to business support

- Providing support through mentoring, coaching and training
- Sharing information through business seminars and networking sessions
- Access and usage of the ESD centre, which has meeting rooms, workstations, internet access and photo copiers.

Corporate requirements	SME requirements
<ul style="list-style-type: none">• In partnership with Absa, identify development programme goals	<ul style="list-style-type: none">• Open account with Absa for post loan management
<ul style="list-style-type: none">• Introduce SME's to Absa based on pre-determined selection criteria	<ul style="list-style-type: none">• Work with training providers for business support and capacity development
<ul style="list-style-type: none">• Assist in provision of sector specific business development support for SMEs	<ul style="list-style-type: none">• Apply for funding with Absa under an ESD programme
<ul style="list-style-type: none">• Sign Memorandum of Understanding to enter the programme	

Corporate's benefits	Supplier and distributor benefits
Reduce and eliminate funding burden <ul style="list-style-type: none"> To be freed of the administration of advancing, collecting and recovering funds from SME suppliers and distributors 	Increase access to funding opportunities <ul style="list-style-type: none"> Access to funding based on contracts with corporate clients using non-traditional lending methods
Strengthen SME suppliers and distributors <ul style="list-style-type: none"> Create more sustainable and reliable SME suppliers and distributors with business development support 	Strengthen business management <ul style="list-style-type: none"> Access to business skills training, development and wider networking opportunities
Value chain development <ul style="list-style-type: none"> Transform value chains through longer term programming – grow and develop market opportunities 	Market development <ul style="list-style-type: none"> Creating sustainable and longer term access to wider market for goods and services
Corporate social responsibility <ul style="list-style-type: none"> Targeting specific segments (women, youth), legislative compliance and localising supply chains 	Access to tools <ul style="list-style-type: none"> ED centre

Contact Details

Head office

Agri-Business Relationship Manager
363 3951/398 5484

Gaborone Broadhurst branch

Relationship Manager - 398 5493
SME Banker - 398 8408

Francistown branch

Relationship Manager Agribusiness - 242 5550
SME Banker - 242 5523

Kasane branch

Relationship Manager - 625 0221

POS

Card Acquiring Relationship Manager
398 8314/393 8979

Bancassurance

Bancassurance Product Manager - 367 2875

Gaborone Mall branch

SME Banker - 360 1416
Relationship Manager - 360 1433

Palapye branch

Relationship Manager - 398 3456
SME Banker - 492 0352

Maun branch

SME Banker - 398 8321
Relationship Manager Assistant - 686 0210

Markets

Markets Sales Manager - 390 1640/395 1590

Cash Management

Transactional Banking Sales Manager
3633 963/363 3904

Contact Centre

Commercial Contact Centre Agent - 315 9575

ED Centre

+267 398 8511