



STEP UP ENTREPRENEUR



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Service/Product Definition

The Young Entrepreneurs product and service offering is a package designed to assist young entrepreneurs with a means to access various financial products and services from the Bank. A young entrepreneur is any person carrying on business or intending to start a business falling within the age group of 21 to 35 years.

Service/Product Target

- Those with established businesses and,
- Those with only innovative ideas in need of start-up capital

To qualify a young entrepreneur must fulfil the following:

- a. The customer must open/have a business account (Step UP Entrepreneur Account).
- b. The business must be the main source of income.
- c. Average monthly account turnover must not exceed MK8.4 million

Product and Service Offering

The eligible young entrepreneurs shall have access to the following package:

- Transactional account
- Credit Offering
- Business management workshops
- Digital Channel services

Product Attributes/ Features

1. Transactional Account

- Monthly service fee will be 50% of that of a normal SME account.
- Cheque book fee will be 50% of the normal tariff.
- BankNet360 at a monthly fee of 50% of normal fees
- Mo626 Digital+ at a monthly fee of 50% of normal fees

For qualifying customers, existing business accounts will be converted into the Step-Up Entrepreneur Account

2. Working Capital Finance

- Clean short-term loans to entrepreneurs with a limit of MK5 million.
- Maximum repayment period of 2 Years.

3. Order/ Invoice based Financing

Access to order financing for orders of up to MK10, 000,000.00.

4. Guarantees & Bonds

- Unsecured bid bonds, Advance Payment bond and Performance Bond of up to MK5, 000,000.00 per customer per transaction.
- Maximum tenure of 90 days.

5. Credit Card

- Limit of MK1,000,000 per customer only to cater for travel and e-payments requirements.
- Repayment ratio of 50%

Pricing

- Arrangement fees shall be 1% of the amount of the facility being availed.
- Appraisal and arrangement fees as per applicable SME bank's tariff.
- Interest rate shall be 7.1% above the prevailing reference Rate.

Young Entrepreneurs with innovative ideas

- Innovative bankable business idea that is selected through an innovation symposium organized by the Bank.
- Winning ideas to access Start-up capital finance as part of the project development financing, upon meeting qualification criteria.
- All terms and conditions shall apply

Note: all the credit offering will be accessed by young entrepreneurs without requirement of any collateral

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