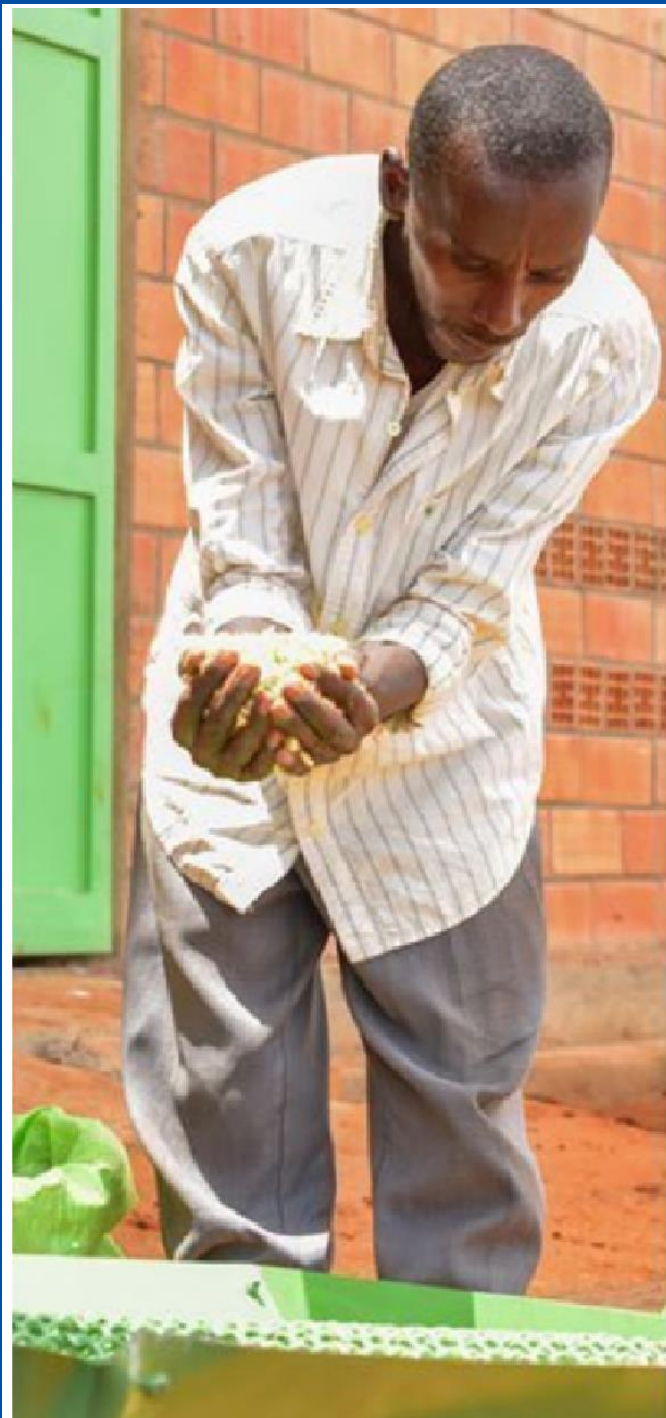


## LOAN PRODUCTS

- 1) Coffee Working Capital
- 2) Agric-Inventory Financing
- 3) Invoice Discounting
- 4) Cash Credit Line
- 5) Investment Loan
- 6) Seasonal Loan Secured
- 7) Seasonal Loan Unsecured
- 8) Invoice Discount Facility
- 9) Micro – Loan
- 10) Advance on Contract –AOC
- 11) Overdraft
- 12) Contract/LPO Finance
- 13) Bank Guarantee
- 14) Letter of Credit
- 15) Equipment Loan
- 16) Factoring
- 17) Stock Loan



**Agri-Business PRODUCTS**

## 01 I. LOAN PRODUCTS

1

### COFFEE WORKING CAPITAL

This is a financing facility provided by the Bank of Kigali to enable its customers to cover their pre and post export expenses related to the cherries collection, processing, drying and export.

#### FEATURES

- Granted in Local and Foreign currency
- Repayment period is up to 12 months
- Flexible collateral requirement

#### REQUIREMENTS

- Being in coffee business for almost two years
- Being coffee exporter with track record
- Having good banking and borrowing history
- Clean CRB report
- Being BK Client

2

### AGRIC-INVENTORY FINANCING

This It is a facility obtained by businesses to pay for products /commodities from suppliers that aren't intended for immediate sale.

#### FEATURES

- Aggregated Commodities are used as collateral
- Granted in Local currency
- Repayment period up to 12 months (with seasonal review)

#### REQUIREMENTS

- Being aggregator/traders/cooperatives in maize, rice and other cereals value chains with minimum two years of experience
- Having good banking and borrowing history
- Clean CRB report
- Having assured market for the produce
- Availability of warehouse with required standards
- Strong track record in aggregation and postharvest techniques.
- Being BK Client

3

### INVOICE DISCOUNTING

This it is a financing facility provided by the Bank of Kigali to enable their customers who have pending invoices from reputable and recognized institutions / organizations

#### FEATURES

- Financing up to 70% of the pending and confirmed invoice value.
- Repayment period up to 12 months with clean up period of 3 months for each financed invoice.
- Flexible collateral requirement

#### REQUIREMENTS

- Contract/LPO under execution
- Pending and confirmed invoices
- Having good banking and borrowing history
- Clean CRB report
- Being BK client

4

### CASH CREDIT LINE

This is a working capital financing provided by the bank of Kigali allowing his Agriculture clients to continuously draw funds up to the limit of the credit line.

#### FEATURES

- Repayment period of up to 12 months' renewable
- Granted in LCY and FCY

#### REQUIREMENTS

- Clean CRB
- Being a BK client
- Have been in the business for at least 3 years

5

### INVESTMENT LOAN

This is a fixed contract to finance the acquisition of an asset, Land, business (buying shares), expansion of diversification of existing operations

#### FEATURES

- Financing revenue generating capital assets with a minimum 20% contribution
- Moratorium period
- Granted in LCY and FCY
- Repayment period up to 10 years

#### REQUIREMENTS

- Clean CRB
- Being a BK Client
- Have been in Business for at least 3 years
- Flexible collateral requirement

## 01 II. LOAN PRODUCTS

6

### SEASONAL LOAN SECURED

This is a financing facility provided by the Bank of Kigali to enable cooperatives in agribusiness to cover their seasonal financing needs

#### FEATURES

- Granted in Local currency
- Repayment period is up to 12 months
- Flexible collateral requirement
- Seasonal payment terms

#### REQUIREMENTS

- Being cooperative
- Having good banking and borrowing history
- Clean CRB report
- Being BK Client

7

### SEASONAL LOAN UNSECURED

This is a financing facility provided by the Bank of Kigali to enable cooperatives in Dairy, Rice, tea and Maize seed Production to cover their seasonal financing needs up to RWF 50 Million

#### FEATURES

- Granted in Local currency
- Repayment period is up to 12 months
- Seasonal payment terms

#### REQUIREMENTS

- Being cooperative
- Having good banking and borrowing history
- Clean CRB report
- Being BK Client
- Being on the list of identified coops

8

### INVOICE DISCOUNT FACILITY

This is a financing facility provided by the Bank of Kigali to enable cooperatives in Dairy value chain to cover their seasonal financing needs up to RWF 50 Million

#### FEATURES

- Granted in Local currency
- Repayment period is up to 12 months
- Seasonal payment terms

#### REQUIREMENTS

- Being cooperative in Dairy value chain
- Having good banking and borrowing history
- Clean CRB report
- Being BK Client

9

### Micro – Loan

This is a financing facility provided by the Bank of Kigali to enable individual farmers to access financing for their operations

#### FEATURES

- Granted in Local currency
- Repayment period is up to 36 months
- Seasonal payment terms

#### REQUIREMENTS

- Being individual farmer
- Having good banking and borrowing history
- Clean CRB report
- Being BK Client

10

### ADVANCE ON CONTRACT -AOC

This is a financing facility provided by the Bank of Kigali to enable customers in agribusiness to meet their contract obligations.

#### FEATURES

- Granted in Local currency
- Repayment period is up to 12 months
- One bullet payment

#### REQUIREMENTS

- Being agribusiness customer
- Having good banking and borrowing history
- Clean CRB report
- Being BK Client
- Having valid and ongoing contract

## 01 III. LOAN PRODUCTS

11

### OVERDRAFT

An overdraft is a flexible short-term/self-liquidating facility authorized on current account up to 12 months and repayable on demand. It is intended to finance fluctuating working capital of a business.

#### FEATURES

- No minimum loan amounts
- Maximum up to 50% of the average monthly account turnover
- Tenor up to 12 months
- The business cash conversion cycle must not exceed 4 months

#### REQUIREMENTS

- Request letter
- ID for owners
- Tax Clearance
- RDB full registration Certificate of the company.

12

### CONTRACT/LPO FINANCE

Contract/LPO Finance is designed to provide relief for SMEs in urgent need of cash injection. They are typically repaid within a period of 1 year.

#### FEATURES

- Finance up to 70% of the contract value or 90% of the cost of executing the contract
- Finance up to 80% in case of invoice discounting
- Track record of similar contracts in the last 3 years
- Repayment: Bullet payment (All balances paid in full at once)
- Tenor: 6 to 12 months

#### REQUIREMENTS

- The LPO issuer to be an approved target name and the LPO confirmation from the obligor.
- The borrower must have been in existence for the last two years and should have undertaken at least two similar contract
- Irrevocable domiciliation of proceeds in place
- Call report
- Profitability analysis for the contract and LPO
- Valuation report (done by the approved BK Valuers)

13

### BANK GUARANTEE

Bank Guarantee is an undertaking by the Bank on behalf of a customer to make payment of a specified sum to a specified beneficiary by a specified date provided defined conditions are met

#### FEATURES

- No collateral or cash cover for Bid Bond up to RWF50M.
- 100% cash cover where the customer is enjoying other facilities which are secured against the fixed charge
- Legal Mortgage covering 120% (for guarantees issued in foreign currency)
- At least 2 years of experience in the market with a clean record
- Tenor: 12 months

#### REQUIREMENTS

- Proof of successful performance of similar contracts in the past.
- Domiciliation of proceeds from the contract.
- Financial statement for the past 2 years
- ID of the Business owners
- Tax certificate
- RDB company Full registration documents

14

### LETTER OF CREDIT

A Letter of Credit is an instrument issued by a Bank to a seller/supplier which substitutes the creditworthiness of the buyer with that of the Bank.

#### FEATURES

- Requires collateral with at least 80% of the LC amount
- An invoice and contract with terms and conditions from the supplier
- Requires 20% contribution of the invoice or contract amount
- Minimum experience of 2 years in the business with a track record
- Tenor: 12 months

#### REQUIREMENTS

- The entity should demonstrate proof of engagement in at least 2 similar trade deals in the past by presenting documentation like contracts, Corresponding delivery notes, and Bank Statement
- Purchase contract with the seller
- LC form to be filled by the customer
- Domiciliation of proceeds from
- Financial statement for the past 2 years
- ID for owners
- Tax certificate
- RDB full registration



## 01 IV. LOAN PRODUCTS

15

### EQUIPMENT LOAN

This is a type of loan specifically designed to finance the purchase of equipment or machinery for business purposes.

It provides businesses with the necessary funds to acquire or upgrade their equipment

#### FEATURES

- 60 months repayment period
- 30% down payment
- 10 years maximum age for new equipment,

#### REQUIREMENTS

- Audited/unaudited Financial statement
- Positive CRB
- Tax certificate
- Proforma invoice/valuation report with pictures
- Sale agreement
- Certificate of business registration

16

### FACTORING

This is a financial transaction where a business sells its accounts receivable (outstanding invoices) to a third-party financial institution, known as a factor. The factor provides immediate cash to the business, typically a percentage of the total value of the invoices, and assumes the responsibility of collecting payments from the customers who owe the invoices

#### FEATURES

- 1 to 24 months repayment period
- Competitive interest rate
- Domestic transaction
- Immediate cash flow
- Finance up to 90% of the invoices

#### REQUIREMENTS

- Confirmed invoices
- Audited/unaudited Financial statement for the last 3 years
- Positive CRB
- Certificate of business registration
- Tax certificate

17

### STOCK LOAN

A stock loan is a facility advanced to the business to assist to increase stock level or for

#### FEATURES

- Financed up to 50% of the customer's average monthly turnover
- Minimum experience of 2 years in the business with track record
- Evidence of the stock purchased or credit sales

#### REQUIREMENTS

- Request letter
- Latest 6 months Bank statements for non-BK customers
- Audited or unaudited financial statements for the past 2 years for large and Medium Enterprises.
- ID for business owners
- Tax Clearance
- Trading license for micro businesses
- RDB full registration
- Stock valuation report (done by the approved BK Valuers)

## SPECIAL PROGRAMS

18

### Commercialization and Derisking for Agricultural Transformation- CDAT

This program targets agribusinesses in inputs, primarily production and aggregation

#### FEATURES

- Up to 13 years repayment period
- 3 year grace period
- Investment and working capital allowed
- Competitive interest rate – Subsidized interest rate.
- Maximum loan amount : RWF 600 Million

#### REQUIREMENTS

- See investment and working capital facilities under agribusiness

19

### Export Growth Fund –EGF

This program targets all exporters in agribusiness in different value chains

#### FEATURES

- Up to 8 years repayment period
- Competitive interest rate (subsidized interest rate)
- Maximum loan amount of RWF 1Billion

#### REQUIREMENTS

- See investment and working capital facilities under agribusiness

20

### Economic Recovery Fund-ERF

This program targets all agribusinesses that invest in agri processing.

#### FEATURES

- Up to 8 years repayment period
- Competitive interest rate (subsidized interest rate)

#### REQUIREMENTS

- See investment facilities under agribusiness



**THANK YOU**