



INSTITUTIONAL BANKING

VALUE PROPOSITION

INSTITUTIONAL BANKING CUSTOMER VALUE PROPOSITION

TARGET SEGMENTS

The target customers have been categorized into distinct segments based on corporate governance, and clustered as following:

1. **NGOs**
2. **Religious Organizations**
3. **FBOs**
4. **International Organizations**
5. **Private Corporate Institutions**
6. **Common Benefit Foundation**
7. **Education**

REQUIREMENT TO OPEN AN ACCOUNT

- Application letter for opening current account mentioning the authorized signatories, the letter must be duly signed by a representative.
- Board resolution authenticated by a public notary.
- RGB Certificate and Full RGB Form
- Copies of identity cards or passports of authorized signatories and shareholders+ small size pictures in color photos.
- Minimum deposit of RWF 10,000 or equivalent in foreign currency
- Sign bank application form, specimen signature, UBO, KFS and general conditions of the bank.
- KYC if the shareholders are individuals and they don't Bank with Bank of Kigali.

TECHNOLOGY SOLUTIONS

1. BK INTERNET BANKING

- Electronic funds transfers
- Bulk payments
- Payroll services
- Bank statements

2. Mobile Banking App

- Electronic funds transfers
- Personal use

3. Payment Tools:

- Corporate cards
- Prepaid cards

SERVICES

1. Foreign exchange services

2. Safe Custody services

3. Transactional settlement services

4. Corporate action services (in partnership with BK foundation)

5. Client reporting

6. Advisory services

7. Customer Service

- Dedicated Relationship Managers
- 24/7 Customer Support

LIABILITY PRODUCTS

1

MULTI-CURRENCY ACCOUNTS

For handling transactions in various currencies, which is common for international organizations.

FEATURES

- Zero Opening account
- Easy in transaction
- RWF 10,000 or equivalent Minimum daily balance
- Access to cheque book and Debit and Credit card
- Zero maintenance fee

REQUIREMENTS

- A passport picture of the signatories
- RWF 10,000 minimum opening balance
- Copy of ID/ International Passport with a valid work permit for foreigners
- Notarized Board resolution
- Registration certificate

2

TERM DEPOSITS AND SAVINGS ACCOUNTS

These are accounts that are interest-bearing negotiated by organizations

FEATURES

- Easy in transaction
- Competitive remuneration interest rate. (in Rwf negotiable 4-7)
- Deposits can be used as collateral for loans
- Zero maintenance fee

REQUIREMENTS

- Contract signed with the Bank
- Application letter
- Identification documents

3

ESCROW ACCOUNTS

This account is set to manage funds for specific projects or transactions for a specific period of time, ensuring security and compliance.

FEATURES

- Zero Opening account
- Zero maintenance fee
- Escrow agreement and request letter

REQUIREMENTS

- Escrow agreement and request letter
- ID copies of agreed signatories for all parties

4

INVESTMENTS ACCOUNTS

This is an investment opportunity facilitating institutions to place the funds in the Bank for a specific term period from short to long term.

FEATURES

- Competitive remuneration interest rate.
- Deposits can be used as collateral for loans.

REQUIREMENTS

- Contract signed with the Bank
- Application letter
- Identification documents

ASSETS PRODUCTS

1

COMMERCIAL MORTGAGE

It is a facility advanced to buy (or refinance), build, improve or equity release any land or property for business purposes.

FEATURES

- MOU allowing the NGOs, FBOs & IOs to request a loan
- 120-180 months repayment period
- 30% Down payment
- Competitive interest rate
- Direct payment to supplier
- Funds/donors proceeds
- Collateral coverage @100%
- Loan insurance

2

OVERDRAFT (SWAP LOANS)

This 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.

FEATURES

- MOU allowing the NGOs, FBOs & IOs to request a loan
- Latest 6 months account statement
- Audited/unaudited financials (2 years)
- Certificate of business registration
- Collateral: cash collateral
- Loan insurance

3

BRIDGE LOANS/ PROJECT FINANCE FACILITY

This account is set to manage funds for short-term funding to bridge gaps in financing.

FEATURES

- MOU allowing the NGOs, FBOs & IOs to request a loan
- 3-6 months repayment period
- Latest 6 months account statement
- Audited/unaudited financials (2 years)
- Certificate of business registration
- Receipt of invoice to be paid
- Loan insurance



Thank you