

# PRICING FOR PRODUCTS AND SERVICES 2010 CORPORATE BANKING

PRODUCT / SERVICE	Price applicable
<b>LOANS &amp; ADVANCES</b>	
Applicable Rate	ZMK Base Rate + Margin USD Base Rate + Margin
Rate on unauthorised excesses	10% p.a above applicable rate
Administrative Fees	Authorised excess 2% flat of excess amount Unauthorised excess 6% flat of excess amount
Encashment against uncleared effects	K500,000 per occurrence
Arrangement/Facility fee	1.5% on value collected upfront
Renewal fee (At annual review)	1% flat
Management Fee (Additional or restructuring)	0.5% of additional amount or restructured portion
Commitment Fees	0.125% if undrawn after 3 months
<b>GUARANTEES BY BANK</b>	
Bank Guarantee	1% per quarter or part thereof min. US\$200
Cheque Guarantees	1% flat min K500,000
Bid Bond	0.5% per quarter of part thereof minimum K500,000
Performance Bond	0.5% per quarter of part thereof minimum K500,000
Advance Payment Guarantee	0.5% per quarter of part thereof minimum K500,000
Retention Bond	0.5% per quarter of part thereof minimum K500,000
Warehouse Bond	0.5% per quarter of part thereof minimum K500,000
Customs & Excise Bond	0.5% per quarter of part thereof minimum K500,000
Sealing fees	K150,000 per document
<b>TRANSACTION FEES</b>	
Kwacha Current Accounts	K10,000 per debit entry but charged as bulk per month
Foreign Currency Accounts (CFCA)	US\$1 per transaction, minimum \$10 per month
<b>ACCOUNT MAINTENANCE FEES</b>	
Kwacha Accounts	K75,000 per month
Foreign Currency Account	US\$10 or Kwacha equivalent per month
<b>CLOSURE OF ACCOUNTS</b>	
All Kwacha Accounts with or without notice	K100,000
Foreign Accounts with or without notice	US\$100
Premature withdrawal of time deposit	Forefeiture of interest plus K500,000 administrative fee
<b>UNPAID/DISHONoured INSTRUMENTS DUE TO INSUFICIENT FUNDS OR UNCLEARED EFFECTS</b>	
Cheques	As per NPS Act on unpaid cheques
Local/foreign currency cheques	As per NPS Act on unpaid cheques
Standing Orders/DDACC	K350,000
Irregularly drawn cheques	Free
<b>STOP PAYMENTS</b>	
Insufficient funds	K450,000
Lost/stolen	K175,000 per report

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<b>DEPOSITS</b>	
Online deposits	Free
Zanaco cheque deposit at branch counter	Free
Commission on upcountry cheques	Free for Zanaco cheques; others 0.75% minimum K10,000 maximum K150,000
Agency Commission -upcountry chqs	As set by BAZ ie 2% min K25,000 , max K500,000 per item
<b>CASH MANAGEMENT/ELECTRONIC BANKING</b>	
Bill Muster	3.0% of throughput
Internet Banking	K100,000 monthly
E-TRACER	Application Free , K5,000 per occurrence
Zanaco customer interface	Setup free, monthly rentals K100,000
Standing orders-to other banks	K50,000
Structured Payments	K15,000 per entry plus VAT charged to originator
Structured Collections	3.0% of the total value
Direct Debit and Credit Clearing (DDACC)	1% of the total value, min. K70,000, max K20m to originator
<b>SALARY HANDLING</b>	
Commission on manual salary handling	K35,000 per salary entry plus VAT charged to employer
Electronic salary processing	K15,000 per entry plus VAT charged to employer
<b>FUNDS TRANSFER</b>	
To other banks	K15,000 per entry
RTGS	K50,000 per entry
<b>COST OF CHEQUE &amp; DEPOSIT BOOKS</b>	
Ordinary	Free
Customised	Full recovery of cost
Cost of Deposit Books	Free
Customised deposit books	Full recovery of cost
<b>ENQUIRIES</b>	
Account enquiry	Balance within or on another Branch - Free Other enquiries within or on another Branch K10,000
Monthly Statements	Free
Interim/Duplicate statements	1-6 months K35,000 per page. Above 6 months K55,000 per page
On other Branches/centralised printing	Free for cash management customers, others K50,000 per page
Minimum Balances for Payment of Interest	ZMK1,000,000,000 USD250,000
Cheque image	K50,000 per cheque
Outward status enquiry except on account opening	K200,000 per customer request
<b>GENERAL</b>	
Night Safe	K100,000 plus VAT per wallet/quarter

PRODUCT / SERVICE	Price applicable
Commission on Bank cheques issued	K75,000 per Cheque
Counter Cheque / Cash Voucher	K75,000 per cheque
Commission on cashing from suspense accts	K60,000 per item
Auditor's report	K250,000
Certificate of balance	K100,000
Certification of documents	K115,000 per copy plus VAT
Search Fees for items over one year	K150,000 per item
Excessive encashment of >K100m	K150,000 per occurrence/transaction for amounts >K100m
Bulk cash deposit of small denomination	Free
<b>COMPANY AND DEEDS REGISTRY SEARCH</b>	
Companies	K100,000
Societies	K 100,000
Co-operatives	K 100,000
<b>COMMUNICATION CHARGES- FAX, PHONE</b>	
Within Zambia	K70,000
International	K195,000
Swift charge	Full L/C Text US\$60 Brief message US\$30
<b>INVESTMENT IN GOVERNMENT SECURITIES</b>	
Commission - Treasury bills	1% of discount, min K100,000
GRZ Bonds	1% of coupon, min K100,000
Form G Letter of guarantee to Bank of Zambia for Treasury bills & Bonds	K150,000
<b>FOREIGN TRANSACTIONS</b>	
Exchange rates	see our daily exchange rates
Foreign currency Accounts (CFCA)	Below minimum balance \$5.00 per month
<b>PURCHASE OF FOREIGN EXCHANGE</b>	
Travellers cheques	2.0% of the amount, min \$20
Foreign Currency notes	Free for USD & ZAR others 1% minimum \$10
<b>TELEGRAPHIC TRANSFER/SWIFT (INWARD)</b>	
Zanaco Customers	0.5% of the amount, minimum \$50, maximum \$200
Non customers	1% of the amount min US\$50
Drafts/Bills	1% of the amount min US\$25
<b>SALE OF FOREIGN EXCHANGE</b>	
Travellers cheques	1.5% of the amount min \$25 or Kwacha equivalent
Foreign currency notes	Rand TCs will be charged a further 1% on each sale
Telegraphic Transfer/SWIFT (outward)	1.5% of amount min K50,000 for customers
Drafts/Bills	0.5% of the amount min US\$50, max \$200 or Kwacha equivalent plus Swift charge \$25 or Kwacha equivalent
	1% of the amount min US\$25, max \$150 or Kwacha

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<b>OTHER FEES - FOREIGN EXCHANGE</b>	
Recall of Transferred fund	US\$25 plus correspondent charges
Investigating Fees on T/Ts	US\$25 plus correspondent charges
Draft Cancellation	\$15
Drafts Stop Payment	US\$ 20 + Swift charge of US\$ 25 plus correspondent charges
Conversion from Kwacha to CFCA	Selling Rate
Cash withdrawals from CFCA accounts	1.5% of the amount being withdrawn minimum \$15
Collection charges on cheques	International - 1% min US\$20 max \$100 or K/equivalent Local - \$10 per instrument Full cost
Postage	Full cost
<b>OUTWARD LETTERS OF CREDIT - IMPORTS</b>	
<b>Commission on</b>	
(i) Usance L/Cs	0.5% - 1% per quarter of part thereof
(ii) Sight L/Cs	0.5% per quarter of part thereof
(iii) Donor funded L/Cs	Donor/Cash Covered 0.3% min US\$100
Cancellation of import L/C	US\$100 or Kwacha equivalent
Closing Charge under undrawn L/C	US\$100 or Kwacha equivalent
Extension of L/C Expiry date validity	Ext with Conf 0.5% of amount min \$30 max \$500
Drawing commission	\$25
Amendment commission	US\$50 plus SWIFT charge or Kwacha equivalent
Amendment for increase in value	1% of the additional amount, minimum \$55
Inland courier postage	Actual courier cost plus 50% thereof as handling charges
Delivery of Documents	K100,000
Other amendments	US\$30 plus SWIFT charge or Kwacha equivalent
<b>INWARD LETTERS OF CREDIT - EXPORTS</b>	
Advising commission	US\$100 or Kwacha equivalent
Confirmation Commission	1% of the amount min \$150 or Kwacha equivalent
Negotiation commission	1% of the amount min US\$100 or Kwacha equivalent
Extension of L/C Expiry date/validity	Extension with Confirmation 0.5% of the amount min \$30 or Kwacha equivalent
Other amendments	US\$35 or Kwacha equivalent plus SWIFT charge
Courier charge	US\$100 or Kwacha equivalent
Closing charge under undrawn L/C	0.85% of utilized amount, min \$100 or Kwacha equivalent
Communication charges	Communication charges as applicable
Discounting of Letters of Credit	Based on base rate plus/minus margin
LC document examination	\$50 per set of documents on both imports & exports
<b>TENDER/PERFORMANCE/ADVANCE PAYMENT</b>	
<b>SHIPPING GUARANTEES ON BEHALF OF CUSTOMERS</b>	
Issuing commission	1.5% min \$150 plus Swift charge.
<b>EXPORT DOCUMENTARY COLLECTIONS</b>	
Collection commission	1% of the value, minimum \$150 plus courier charge \$100
<b>IMPORT DOCUMENTARY COLLECTIONS</b>	
Collection commission	1.5% of value minimum \$100 plus delivery charge of K100,000

**CONTACTS**

BUSINESS CENTRES	Tel	Fax
Cairo Road	227408/228167	225186
Kabwe	222051-3	221603
Kitwe	221816/221344	224506
Livingstone	321901-3	320182
Lusaka Government	228236/228340	221368
Lusaka	221941/221377	223097
Ndola	617353/610601/613849	612280
<b>Lusaka</b>		
Avondale-Lusaka	282749/281056	282462
Centre-Lusaka	227882-3	221725
City Market-Lusaka	286389	286390
Civic Centre - Lusaka	253052/254624	252761
Kwacha - Lusaka	223804/223521	221569
Manda Hill- Lusaka	255525	255528
Northmead-Lusaka	294936/49	294933
Premium House-Lusaka	227122/227117	225179
Kafue	311601-2/311273	311603
Chisamba	611233/611060	611054
<b>Central</b>		
Mkushi	362316/362352	362201
Kapiri Mposhi	271083-4	271154
<b>Copperbelt</b>		
Chingola	312988/311588	313891
Mufulira	412788/410566	411432
Ndola Industrial	650905/8	650425
Ndola West	610745	617758
Luanshya	511570/511580	510560
Kitwe Industrial	214196/214173	215727
<b>Eastern</b>		
Chipata	21478/2220	21777
Lundazi	80365-7	80076
Mfuwe	45047/45038	45038
Petauke	71365/71301	71322
<b>Southern</b>		
Chirundu	515073/515065	515093
Choma	21889/20252	20309
Itezhi-Tezhi	63172	63173
Maamba	78122/78109	78144
Mazabuka	30109/30050	30072
Monze	50565/50411	50277
Namwala	60048	60090
Siavonga	511062/511379	511226
<b>Luapula</b>		
Mansa	821711-2	821507
Kawambwa	960202/960133	960202
<b>Northern</b>		
Kasama	21009/222149	221085
Mpika	370620/370509	370251
<b>Western</b>		
Mongu	221313/221144	221224
Senanga	230131/230129	
<b>North Western</b>		
Solwezi	821148/821415	821976
HEAD OFFICE	221355/228979/238880	223082



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