

PRICING FOR PRODUCTS AND SERVICES 2009 CORPORATE BANKING

PRODUCT / SERVICE	Price applicable
Lending	
Loans/Overdrafts Excess interest rate	Base rate plus margin 2% per annum above base rate for authorised excess 6% per annum above base rate for unauthorised excess
Excess/Loan in arrears	Accounts exceeding agreed limits or loans will be charged an excess interest above normal rate K500,000 per occurrence
Encashment against uncleared effects Arrangement/Facility fee Renewal fee Commitment fee on new, enhancement	1 to 2.0% on value (Negotiable) collected upfront 1.0% on value (Negotiable) collected upfront 0.125% if facility is not drawn within 3 months (or on the undrawn balance) Free
Appraisal fee Non utilisation fee Administrative charge on all excesses/OD	0.125% for undrawn facility Customer Rate + 6%, minimum K500,000 per occurrence
Bonds & Guarantees by the Bank	
Sealing fees Arrangement/Establishment fee	K150,000 per document Free
Commissions:	
Indemnities Bank Guarantee Cheque Guarantees Bid Bond Performance Bond Advance Payment Guarantee Retention Bond Warehouse Bond Customs & Excise Bond	Free 3% per 6 months or part thereof 3% per 6 months or part thereof 3% per 6 months or part thereof 3% per 6 months or part thereof 3% per 6 months or part thereof 3% per 6 months or part thereof 3% per 6 months or part thereof 3% per 6 months or part thereof
Transaction fees	
Kwacha current accounts Foreign currency accounts (CFCA)	K11,500 per customer initiated entry US\$1 per transaction, minimum \$10 per month
Account Maintenance Fees	
Current Accounts Kwacha Accounts Foreign Currency Accounts Zanaco Savers	K50,000 per month US\$10 or Kwacha equivalent per month K25,000 per month
Commission on Closure of account	
Within 6 months of opening an account After 6 months of opening an account Foreign currency Accounts Premature withdrawal of Time deposit	K100,000 on all Kwacha accounts with or without notice K75,000 on all Kwacha accounts with or without notice \$25 within 6 months of opening & \$18.75 after 6 months Interest forfeited plus admin. fee of K500,000
Standing orders	
Commission on set up Within branch Between branches To other banks Premature cancellation of S/O	K50,000 Free K12,000 per transaction K50,000 K50,000 per transaction
Unpaid/dishonoured instruments due to insufficient	
funds or uncleared effects Local/foreign currency cheques DDACC Standing Orders Irregularly drawn cheques	As per Act on unpaid Cheques As per Act on unpaid Cheques K350,000 K350,000 Free
Stop Payment	
Insufficient funds Lost/Stolen	K 350,000 K150,000 per report

Cheque Deposits	
Local cheque deposit at branch counter Commission on upcountry cheques Agency Commission -upcountry chqs	Free Free for Zanaco cheques; others 1% minimum K10,000 As set by BAZ ie 2% min K25,000 , max K500,000 per item
Commission on Salary handling	
Manual Electronic Semi Manual DDACC Direct Debit And Credit Clearing (DDACC) Commission on funds transfer within Zambia Between Zanaco accounts RTGS (ML)	K25,000 per salary entry plus VAT charged to employer 1% of total salary bill plus VAT, maximum K20m to the originator K10,000 per entry 1% of the total value plus VAT min K50,000 max K20m to the originator Free K50,000 per entry
Commission on On-line transactions	
E-cash Online deposits Online encashments Commission on Bank cheques issued Counter Cheque / Cash Voucher Commission on cashing from suspense accts	Free 0.5% min K10,000 max K500,000 0.5% min K50,000 K75,000 per Cheque K75,000 per cheque K75,000 per item
Safe Custody per quarter	
Small envelopes and Big envelopes Small boxes Medium Boxes Large boxes Temporary uplifting Replacement of night safe wallet Replacement of night safe key Overnight safe custody	K60,000 plus VAT K125,000 plus VAT K300,000 plus VAT K600,000.00 plus VAT K50,000.00 plus VAT Full cost Full cost + 50% At Manager's discretion min K150,000 per box per night plus VAT K75,000.00 plus VAT per wallet/quarter
Night Safe	
Cost of Cheque Book	
Corporate Corporate customised	Free Full recovery of cost
Cost of Deposit Books	
Personal Corporate Customised deposit books	K5,000 Full Recovery of cost
ENQUIRIES	
Monthly Statements Interim/Duplicate statements	Free 1-6 months K35,000 per page. Above 6 months K55,000 per page Free for cash management customers; others K50,000 per page
On other Branches/centralised printing	
Account Enquiries	Balance, within or on another Branch - Free Other enquiries, within or on another Branch K10,000 K200,000 per customer request K50,000 per cheque Foreign Currency Accounts - \$2,500 Zanaco Savers - K1,000,000
Outward Status Enquiry except on account opening Cheque Images Minimum Balances for Payment of Interest	
Communication charges - fax, phone	
Within Zambia International SWIFT Charge	K60,000 K172,500 Full L/C Text US\$55.00, brief message \$25

GENERAL	
Other payment arrangements Auditor's report Certificate of balance Search Fees for items over one year Excessive encashment of >K25m	3%-5% of the amount paid plus VAT and CIT K250,000.00 K100,000 K150,000 per item K250,000 per occurrence/transaction plus 0.2% for armts >K25m 1% minimum K100,000 per Occurrence N/A K100,000 per copy Set up free; monthly rental K100,000
Bulk Cash-Deposit of small denomination. Issuance of Non Micr cheque Certification of customer documents Zanaco Customer Interface	
Company and Deeds Registry Search	
Companies Societies Co-operatives	K 100,000 K 100,000 K 20,000
Investment in Government Securities	
Commission - Treasury bills GRZ Bonds Form G Letter of guarantee to BOZ for T/bills & Bonds bid	1% of discount, min K100,000 1% of coupon, min K100,000 - K150,000
E-BANKING	
Direct Debit and Credit Clearing (DDACC) ZANACO customers Non customers	1% of the total value plus VAT min K50,000 max K20m to the originator 1.5% of the total value plus VAT min K200,000, max K20m to the originator Free to cash management customers; others 1% of through put 1% of total salary bill plus VAT, maximum K20m to the originator Set up free - K100,000 monthly, K5,000 per funds transfer Application Free , K5,000 per occurrence
Bill Muster Payflexi Internet Banking E-tracer	
FOREIGN TRANSACTIONS	
Exchange rates Purchase of Foreign Exchange Travellers cheques Foreign Currency notes Telegraphic Transfer/SWIFT (inward) Zanaco Customers Non Customers Drafts/Bills Sale of Foreign exchange Travellers cheques	see our daily exchange rates 1.5% of the amount, min \$20 Free for USD & ZAR others 1% minimum \$10 0.5% of the amount, minimum \$50 1% of the amount min \$25 1% of the amount min US\$25 1.5% of the amount min \$25 or Kwacha equivalent Rand TCs will be charged a further 1% on each sale Ruling exchange rates 1% of the amount min US\$50, max \$150 or Kwacha plus swift charge of \$25 or Kwacha equivalent 1% of the amount min US\$25, max \$150 or Kwacha
Foreign currency notes Telegraphic Transfer/SWIFT (outward)	
Drafts/Bills	
Other Fees - foreign exchange	
Recall of Transferred funds Investigating Fees on T/Is Draft Cancellation Drafts Stop Payment Back to Back transaction Conversion from Kwacha to CFCA Cash withdrawals from CFCA accounts Collection charges on cheques International - Local -	US\$30 plus correspondent charges US\$30 plus correspondent charges \$20 US\$ 20 + Swift charge of US\$ 25 plus correspondent charges 2% of the transaction min US\$10 or Kwacha equivalent Selling Rate N/A 1% min US\$20 max \$100 or k/equivalent \$10 per instrument Full cost
Postage	

LETTERS OF CREDIT	
OUTWARD LETTERS OF CREDIT - IMPORTS	
Commission on (i) Usance L/Cs Up to 90 days 91-180 days Above 181 days (ii) Sight L/Cs (iii) Donor funded L/Cs Cancellation of import L/C Closing Charge under undrawn L/C Extension of L/C Expiry date validity Drawing commission Amendment commission Amendment for increase in value Inland courier postage Delivery of Documents Other amendments	0.5 - 1% per quarter (risk based) 0.5 - 1% per quarter Cash Covered 0.5% min US\$100 or \$200 if not cash covered US\$100 or Kwacha equivalent 0.85% minimum US\$100 or Kwacha equivalent Ext with Conf 0.5% of amount min \$30 \$25 US\$50 plus SWIFT charge or Kwacha equivalent 1% of the additional amount, minimum \$55 Actual courier cost plus 50% thereof as handling charges K100,000 US\$30 plus SWIFT charge or Kwacha equivalent
INWARD LETTERS OF CREDIT - EXPORTS	
Advising commission Confirmation Commission Negotiation commission Extension of L/C Expiry date/validity Amendment with our confirmation Other amendments Courier charge Closing charge under undrawn L/C Communication charges Discounting of Letters of Credit LC document examination	US\$100 or Kwacha equivalent 1% of the amount min \$150 or Kwacha equivalent 1% of the amount min US\$100 or Kwacha equivalent Extension with Confirmation 0.5% of the amount min \$30 or Kwacha equivalent 1% of increased amount min \$55 for Zanaco customers 1% of the increased amount min \$100 for non customers US\$35 or Kwacha equivalent plus SWIFT charge US\$100 or Kwacha equivalent 0.85% of utilized amount, min \$100 or Kwacha equivalent Communication charges as applicable Obtain Information from Branch Manager \$50 per set of documents on both imports & exports
TENDER/PERFORMANCE/ADVANCE PAYMENT	
GUARANTEE ON ACCOUNT OF CORRESPONDENT BANKS	
Advising commission Confirmation Commission Increase in Value Other Amendments	1%(per mille) min US\$150 Kwacha equivalent 1% min US\$150 or Kwacha equivalent 1% of the amount min US\$100 or Kwacha equivalent \$100 or kwacha equivalent
SHIPPING GUARANTEES ON BEHALF OF CUSTOMERS	
Issuing commission	1.5% min \$150 plus Swift charge.
EXPORT DOCUMENTARY COLLECTIONS Collection commission	1% of the value, minimum \$150 plus courier charge \$100
IMPORT DOCUMENTARY COLLECTIONS 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
Lusaka		
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
Central		
Mkushi	362316/362352	362201
Kapiri Mposhi	271083-4	271154
Copperbelt		
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
Eastern		
Chipata	21478/2220	21777
Lundazi	80365-7	80076
Mfuwe	45047/45038	45038
Petauke	71365/71301	71322
Southern		
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
Luapula		
Mansa	821711-2	821507
Kawambwa	960202/960133	960202
Northern		
Kasama	21009/222149	221085
Mpika	370620/370509	370251
Western		
Mongu	221313/221144	221224
Senanga	230131/230129	
North Western		
Solwezi	821148/821415	821976
HEAD OFFICE	221355/228979/238880	223082

www.zanaco.co.zm



Pricing for products and services 2009 (Corporate Banking)

