

Local Financing Institutions and Banks

Loan Product Summary for Ghanaian Banks and Financial Institutions

Source: Africa Project Development Facility (APDF), http://www.gipc.org.gh/IPA_Information.asp?hdnGroupID=8&hdnLevelID=4

ECOBANK

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
Advance in Current Account (Ecobank) Short-term loan (Ecobank)	Open ended	On merit	On merit	1 yr 3 yrs	Cedi rate: 39.5 – 45.5% USD rate: Citibank New York rate + spread	Fixed and floating charges Mortgages & guarantees	The facility is targeted at Accounting holding Individuals/Enterprises and used for working capital and expansion purposes
Short/Medium Term Loan/Credit facilities for small/Medium scale enterprises (Ecobank)	¢27B	¢20M			15%		Available to Small/Medium Scale Enterprises engaged in the production of non-traditional exports.
Trade & Investment (TIP) Program (Ministry of Finance)	\$1.57M	Not Specified		1 yr	Citibank New York Rate + spread		Used as a credit support to firms engaged in world processing for local and export market
Forest Resource Managemtn Program (FRMP) (Ministry of lands & Forestry)	Euro 5.0M			12 yrs	EBG Base rate + spread		Targeted at Medium scale businesses in manufacturing and agro processing and related services with a maximum of 500 employees.
European Investment Bank Facility (EIB) FMO Fund (FMO)	Euro 3.5M			4yrs	43 – 45%	Assigned of proceeds and insurance guarantee	The facility is available to Micro and Small Scale Businesses established in Ghana with total assets not exceeding Euro 250,000 with a maximum of 30 employees.

AGRICULTURAL DEVELOPMENT BANK

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
Overdraft (Source: ADB)	Not specified	On Merit	On Merit	12 mths	45.5%	Assignment of Treasury Bills/ stock/Charge over Immovable property	Available for all Account holding Enterprises in all sectors
Guarantees (Performance Bond) (Source:ADB)				3yrs	N/A	Assignment of Receivables/Contract Proceeds	Available for Account holding contractors in all sectors
IFAD scheme (Source: IFAD)				1.5 yrs	36%	Group Guarantee	Targeted at organised trade associations and vocation members at the micro level in agriculture
Nucleus Out-grower Scheme (Source: ADB)				3yrs	36%	Charge over immovable property/stocks	Available to Commercial Farmers with proven credentials and ability to influence and supervise other small scale farmers
Cocoa Maintenance Scheme (Source: ADB)				12mths	36%	Group Guarantee	Targeted at Cocoa farmers
Fish Inventory Scheme (Source: ADB)				3yrs	45.5%	Charge over Immovable property/stocks etc.	Available to Fishing Boat owners for commercial fishing purpose

Coffee/Cashew Scheme (Source: ADB)				3yrs	36%	Charge over Immovable property/stocks	Targeted at Farmers/Dealers in Coffee and Cashew
Cotton Scheme (Source: ADB)				3yrs	LIBOR +3%	Charge over Immovable property/stocks	Used as a support for Farmers/Dealers engaged in Cotton

BARCLAYS BANK OF GHANA LIMITED

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
Corporate Loans And Revolving Overdrafts (source: Barclays Bank of Ghana)	Open Ended	50M	26B (Unsecured) 65B (secured)	3 yrs	Cedi Base + 0% - 8% p.a.	Various including: - Personal Guarantees - Corporate Guarantees - Negative pledge - Mortgage/Charge over fixed assets - Insurance guarantee	Available to SME's large Corporates and Multinationals for working capital and expansion etc.
Executive Loan (Source: Barclays Bank of Ghana)		50M	200M	5 yrs	Cedi Base + 5% p.a.	Cash, T-bills or landed property	Available to accounts holding salaried workers earning more than 50m monthly.
Barclay loan (Source: Barclays Bank of Ghana)		2.5M	50M	4 yrs	46% p.a. (in Cedi)	Salary payments	Available to accounts holding salaried workers earning more than 50m monthly.

CAL MERCHANT BANK

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
Small Business Loan Portfolio Guarantee (LPG) Scheme (Source: USAID)	\$2m	\$5,000	\$150,000	5 yrs	1% of the amount plus Bank normal fees	- Director's Guarantee - Charge over borrowers trade stocks - Mortgage/charge over tangible	All SME's with maximum asset value of \$150,000, excluding timber processing, alcohol, and military sectors
Working capital facilities (Source:CAL)	11.5B	On merit of Proposal	On merit of proposal	12 mths	Cedi Base rate + 2-5% margin p.a.	Blue Chip – Parent company guarantee or unsecured Others – Charge or stocks of company mortgage over landed property	Available to Enterprises in all sectors
Fixed Asset Acquisition (Source: CAL)	11.5B	On merit of Proposal	On merit of proposal	36 months	Cedi Base rate + 2-5% margin p.a.	- Debenture on assets of Company or equipment Financed - Mortgage over landed property. - Guarantee from Blue Chip company or offshore bank	Available to Enterprises in all sectors for fixed capital acquisition

						<ul style="list-style-type: none"> - Director guarantees - Cash collateral 	
Pre-Shipment Finance (Source: CAL)	11.5B	On merit of Proposal	On merit of proposal	12 months	\$Base rate _ 2% margin p.a.	Assignment of export proceeds	Facility available to all Exporters for kpre-shipment financing
Petrol Scheme for fuel retailers (Source: CAL)	5B	On merit of proposal	100M (Unsecured) 500M (Secured)	12 months	Cedi Base Rate + 4% margin p.a.	<ul style="list-style-type: none"> - Charge over stocks - Director's guarantees - Mortgage over landed property 	Targeted at all fuel retailers with a valid dealer's agreement
Pharma Scheme for Pharmaceutical companies (Source: CAL)	5B	20M	100M	12 moths	Cedi Base rate + 5% margin p.a.	<ul style="list-style-type: none"> - Charge over stocks - Director's guarantees - Mortgage over landed property stocks 	Available to all reputable pharmaceutical manufacturers retailers for working capital and expansions.

FIDELITY GROUP

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
LPO Finance (Source: Fidelity Group)	Not specified	\$30,000 ¢210M	Open	1 yrs			Available to Institutions, enterprises & Corporate Bodies
Invoice Discounting (Source: Fidelity Group)		\$20,000 ¢210M					
Contractors Certificate Discounting (Source: Fidelity Group)		\$20,000 ¢140m					Available to Construction firms
Bridge Finance (Source: Fidelity Group)	USD4.5M	\$50,000 ¢350M				Assignment of receivables and insurance guarantee	Institutions, Enterprises & Corporate Bodies
Venture Capital (Source: Fidelity Group + External Facilities)		\$100,000	\$800,000	7 yrs	15% + (USD Rate)	Share Ownership	Available to all businesses (minus Agric, Hospital, Hotel and Trading for equity Purpose.

FIRST ATLANTIC MERCHANT BANK

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
T. I. P. Trade & Investment Program (Source: USAID)	€2B			12 months	15%	Assignment of export proceeds	Export finance: Non-Traditional exporter, Covers pre-shipment and post shipment export finance.
Overdraft (Source: FAMBL)	Open	Negotiable	25% of Bank Net worth	1 yr	Based rate of 39.5% plus premium	Various including: Charge over:- Landed property, Directors guarantees, Cash collateral, lien over stocks Assignments, Exports proceeds.	All sectors cover: Working capital Import financing, Equipment finance.

GENERAL LEASING & FINANCE CO. LTD

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
Programme of assistance for Small & Medium Scale En. (Source: USAID)	GHC1.5B	USD50,000	USD50,000	5 yrs	15%	Lien over equipment leased	
European Investment Bank Fund (EIB) (Source: EU)	Euro 3M	GHC 10,000M	USD50,000	7yrs	48 mths	Asset under finance + 5-10% of the lease amount as security deposit	
Finance Lease (Source: PROPARCO)	USD1M	GHC100M	On merit of proposal	48 months	LIBOR + margin		
Operating Lease (Source: GLFC & External Banks Funds)	GHC10B	GHC100M		48 mths	48 mths		
Trade Finance (Source: GLFC & External Banks Funds)	GHC2B	GHC50M		30-360 days		Various eg Lien on stocks, assignment of receivables charge on fixed assets or other security.	
Corporate Finance (Source: GLFC & External Banks funds)	No limit			N/A	Specific Tasks		

GHANA COMMERCIAL BANK

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
Buyers Credit Line (for capital goods) (Source: HSBC Bank, BHF Bank, DG Bank)	DEM30M	DEM 200,000 or USD 200,000	DEM 5M or USD5M	5 yrs	3mths EUROBOR or 3 mths LIBOR margin of 1% - 4	<ul style="list-style-type: none"> - Charge over floating assets - Legal mortgage - Lien over Assignment of proceeds 	Available to Construction, Manufacturing, Agriculture, Services and Export sectors and used for the importation of capital goods.
Motor Finance (Source: GCB)	Open	On merit of proposal	On merit of proposal	3 yrs	40 –45%	<ul style="list-style-type: none"> - Charge over floating assets - Registration and comprehensive insurance in joint names of the bank and customer 	Used for the purchase of Vehicle
Special package for dealers in petroleum products (Source: GCB)	Open	On merit of proposal	On merit of proposal	12 mths		<ul style="list-style-type: none"> - Legal mortgage - Hypothecation of stocks - Keyman insurance 	Targeted at all petroleum dealers with a valid dealer's agreement.
Medium term loans (Source GCB)				5yrs		<ul style="list-style-type: none"> - Legal mortgage - Persons guarantee by Directors - Lien over Assignment of 	Available to Enterprises in all sectors for expansions and working capital purposes.

						receivable	
Short term loans (Source: GCB)				12 mths		<ul style="list-style-type: none"> - Legal mortgage - Personal guarantee by Directors - Lien assignment of receivables 	
Overdrafts (Source: GCB)				12 mths		<ul style="list-style-type: none"> - Legal mortgage - Personal guarantee by Directors - Lien Assignment of receivables 	

GHANA LEASING COMPANY

Facility	Amount Available	Minimum	Maximum	Maximum Term	Interest Rate/Fees	Security	General Remarks
Finance Lease (Source: Local + ABSA, EIB, Webster Bank + other External Funds)	USD9.5M	USD20,000	On merit of proposal	5 yrs	Libor + 3-4% for Dollar/Euro based facility	Leased Equipment Other collateral requirements on a case by case basis.	This funds can be sought for the acquisition of equipment such as earth moving machines, mining equipment, cars, trucks, computers sawmills and irrigation pumps etc.
Sale & Lease Back (Source: Local + ABSA, EIB, Webster Bank + other External Funds)	USD9.5M ¢7B	USD20,000			Treasury Bill rate + 5-7% for cedi funds		
Operating Lease (Source: Local + ABSA, EIB, other External Funds)	USD9.5M ¢7B	USD20,000					