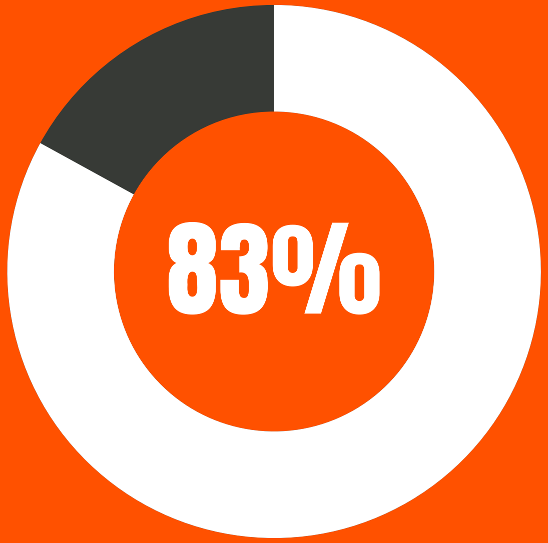
CREDIT AND SAVINGS/ INVESTMENT LANDSCAPE

MONÉ JVR 2023


MOROCCO
ALGERIA
LIBYA
EGYPT
TUNISIA
WESTERN SAHARA
MAURITANIA
MALI
NIGER
CHAD
SUDAN
ERITREA
SENEGAL
BURKINA FASO
GUINEA
BENIN
NIGERIA
ETHIOPIA
SOMALIA
SIERRA LEONE
LIBERIA
COTE D'IVOIRE
GHANA
TOGO
CAMEROON
CENTRAL AFRICAN REPUBLIC
SOUTH SUDAN
UGANDA
KENYA
GABON
REPUBLIC OF THE CONGO
DEMOCRATIC REPUBLIC
RWANDA
BURUNDI
ANGOLA
MALAWI
MOZAMBIQUE
MADAGASCAR
ZIMBABWE
NAMIBIA
BOTSWANA
SOUTH AFRICA
LESOTHO

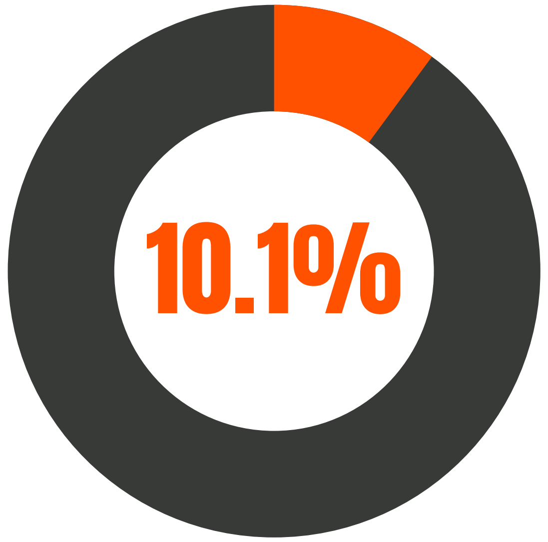
ZIMBABWE

OVERVIEW



Financial inclusion in 2022

6.96 Million mobile money users in 2022



Savings rate in 2021

NPL ratio of 1.41% in 2022

NB Competitors

COMPETITORS	Reason for inclusion	Market size	Savings	Loans	Platforms	Qualification criteria
STEWARD BANK Everyday Banking For Everyday People A Registered Commercial Bank / ECOCASH Your phone. Your wallet.	Major MNO in Zimbabwe	68% mobile money shares	• EcoCash savings club (Group) • EcoCash Save • USD $0 - $100 monthly deposit • 4 - 5.5% p.a interest	• EcoCash loans USD $15 - $50 • Kashagi Personal loan up to ZWL 1 000	*USSD#, APP	• Savings - registered customer • Loans EcoCash save account with min $5 for 3 months • Kashagi- EcoCash & Steward account
POSB / NetOne	Fast growing MNO in Zimbabwe	29% mobile money shares		• Mobiloan max ZWL 1 500 payable within 30 days • KaTsoana loan USD $10 - $50, 30 days repayment & 10% interest	*USSD#	• Mobiloan - Used OneMoney wallet within 3 months • Katsoana- OneMoney wallet active and used for over 1 month
eshagi ANYTIME ANYWHERE	Important SME offerings	Started operating in 2020 with 51-200 current employees		• Salary loans USD $ 50 - $500 • Store credit • Device funding • Recharge credit ZWL 100 - 1 000	WWW., Thandie	• ID • Proof of employment • Passport size phot • Scanned copy of payslip
cbz Bank	Offers comprehensive range of industry services	More than 1.1 million active customers in 2021	• Savings account: no min, tiered interest • CashPlus: Individual, Housing, Business: $50 up to 4% p.a interest • Unit trusts & Money Markets	• Salary based loan: US$ 20 000 / 6 m. • SME loan: ZWL 100 000 / 12 m • Order Finance: ZWL 100 000 / 6m • Group Loan: ZWL 50 000 / 6 m • Microfinance agricultural: USD 5 000 • 15% p.m reducing balance, 5% est. fees,	WWW., BANK	• Original + certified copy of ID • Copy of current payslip • 3 months bank statement • Current utilities bill • Cash flows, invoice book, trade ref • Collateral

Wide variety of products in ZImbabwe with mobile money becoming extremely popular for microfinance or quick and easy access. Working capital are also popular among banks and fintechs with a few Agriloans. USSD is a strong channel for offerings in Zim however there is a gap for providing agriloans on USSD for smallholder farmers. Chatbots are fairly new in Zim banking industry and could be a valuable USP for customers. Group savings and loans are also popular. Offerings in both USD and ZWL.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NAMIBIA
BOTSWANA
SOUTH AFRICA
LESOTHO

MALAWI

OVERVIEW

55%

Financial inclusion in 2022

7.1 Million mobile money users in 2022

6.9%

Savings rate in 2019

NPL ratio of 4.2% in 2022

NB Competitors

COMPETITORS	Reason for inclusion	Market size	Savings	Loans	Platforms	Qualification criteria
Chitukuko SACCO Together let's grow	Malawi's leading SACCO	Established in 1986 with members from over 51 affiliates	• Short-term fixed deposit: MK50 000 at 15% p.a (3,6,12 m) • School fees deposit: 10%p.a • Christmas deposit: MK2 000 at 10% p.a • Holiday savings: 10%p.a • Ordinary deposit: 7%p.a	• Normal loan: 3.5% p.m up to 24 m • Emergency loan: MWK200 000, 4%p.m up to 4m. • Advance loan: MK100 000, 5%p.m up to 4 months • Material loan: 3.5%-6% p.m up to 24m.	EMAIL SHOP	Need to be a member. Membership fee of MWK2 000, savings through shares of min MWK5 000 p.m. To exit: No outstanding loans, A withdrawal fee of MWK 5,000, All of the member's savings will be paid out, minus a fee of MWK 6,500.
FINCA®	Shared target market	Over 70 000 customers in 2020 with gross loan portfolio of USD12,3 million in 2020	• Fixed deposit: MWK10 000 • Phindu: MWK1 000 with 6% p.a • Pamodzi (Group): MWK 5 000	• Individual: MWK50 000 - 75 000 between 6-24m. • Group: MWK20 000 - 1 500 000 between 4-6m • Payroll: MWK100 000 - 3 500 000 between 3-24m.	*USSD# APP	Proof of residence, signed MOU, between 18-60 years, 6 months salary, credit reference bureau report. For business loans needs to be active for at least 6 months
airtel money FDH Bank	Major MNO in Zlm	Airtel has 60,9% marketshare in Malawi at the end of 2021		• Kutchova Loans MWK500 - 80 000 up to 15 days with loan charged 10% of loan amount.	*USSD# WWW.	Subscribers that have been on the network for over 6 months eligible. Behaviour on wallet indicates loan amount.
Standard Bank	Rapid growth	58% increase in profitability in 2022	• Fixed deposit: MWK20 000 for 3-12 months • Call Account: MWK 50 000, 2%p.a • Contract Save: MWK10 000, 5-8% p.a 3-12 m • Puresave: MK5 000, 4%p.a	• Working capital between 6-24. • Pay Day loans: 40% of salary interest free MWK50 000-MWK3 000 000 • Fixed term loans: MK35 000- MWK1 500 000 over 12/24m. • Revolving term loans: MWK 6 000 000 over 36 m with 3/6m rev facility	WWW. APP BANK	Letter of undertaking from employer, latest payslip, ID, utility bill, over 18.

Offerings less diverse in Malawi. Savings and Credit cooperatives are popular in Malawi and community based/village savings and loans are popular products. Majority of companies offer savings and loans. Agriloans and home improvement loans are also popular offerings and fixed deposit savings. Online websites is the most popular channel for applications however UX journeys on websites aren't very developed in Malawi.


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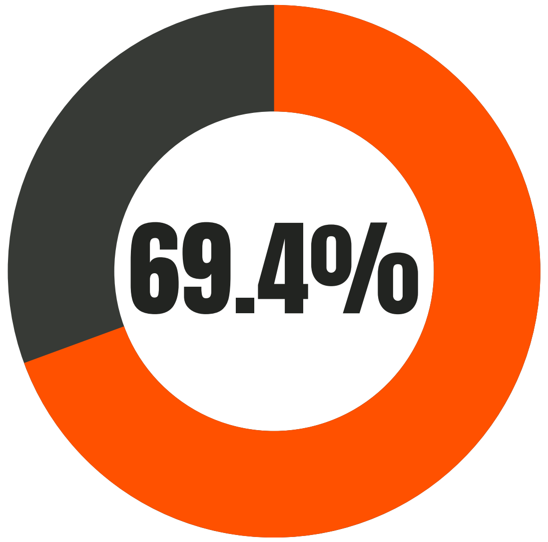
SOUTH AFRICA

ZAMBIA

OVERVIEW



Financial inclusion in 2020

11.2 Million mobile money users in 2022

Savings rate in 2021

NPL ratio of 6.1% in 2022

NB Competitors

COMPETITORS	Reason for inclusion	Market size	Savings	Loans	Platforms	Qualification criteria
MTN, JUMO, absa	MNO with savings and credit options	Biggest mobile operator in Zambia with 8.3 million subscribers in 2023	• Patumba savings: K1 min for min 93 days with 10% p.a interest • Kasaka savings: anytime and any amount up to 5% p.a interest	• Kongola XtraCash up to K10 000 • Kongola Kasaka: Loan amounts vary depending on MoMo usage, airtime usage and increase each time loans are repaid.	*USSD#, WWW.	Needs to be regular user of MoMo over 18.
TENGA!, atlasmara	MNO with savings and credit options	Recently acquired by Access Mara, resulting in an expanding market size, currently undisclosed	• Microsavings from 7 - 365 days with interest. • Example: K1 000 with 14 days savings duration at 3% interest	• Microloans max K2 000 payable over 30 days with no interest but 5% processing fee upfront.	*USSD#, APP, SHOP	Need to hold a Zambia NRC and mobile number Loans - save and transact on Tenga wallet, level of savings determines
PREMIER CREDIT ZAMBIA LIMITED, Zamtel	compelling products and features for the shared target market	Started in 2019 with 6 branches across Zambia - one of the fastest growing fintechs in Zambia	• Peer to peer lending: min K500 with buy back guarantee after 60 days if loan is delinquent	• Payday loans: K10 000 • Personal loans: K100 000 (60 months) • Makwebo (business loans): K250 000 with flexible payment • Order financing	WWW., APP, SHOP	21 or older, NRC, drivers/ passport Full employment with active bank account/ 6 months business trading, registered phone number
NATSAVE	Offers comprehensive range of non-bank industry services	38 branches in all 10 provinces	• Growth savers: K100 (2x interest) • Pensioners account: K1 • Karibu personal (refugees) • Pamodzi savings (group) • SME commercial: Low min (2x interest)	• Institutional: payroll (12-36 months) • Micro enterprise: Max 36 months • Asset plus: Max 36 months • NatQuick: Salary backed • Natflex: 6-12 m revolving tenure	APP, SHOP	NRC, payslip (Natquick) Other: Additionally, need an active account which has operated for at list 6 months. Security required.

Mobile wallets are more popular and advanced in Zambia with payment and receiving of loans. Diverse channels across offerings. Group savings and credit is also popular in Zambia. Payroll/Payday loans are extremely popular in Zambia. Consumption credit market is saturated.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SOUTH AFRICA

BOTSWANA

OVERVIEW

84%

Financial inclusion in 2020

1.8 Million mobile money users in 2023

30.4%

Savings rate in 2022

NPL ratio of 3.8%

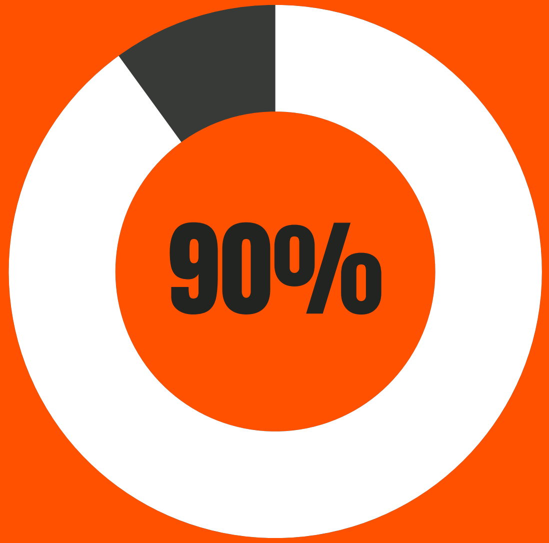
NB Competitors

COMPETITORS	Reason for inclusion	Market size	Savings	Loans	Platforms	Qualification criteria
Orange access	Fast growing MNO	39% market share in 2022		• N'Stakolle loans: P50 - P1200 repayable between 3 - 30 days and interests between 7,5 - 12,5%.	*USSD# WWW.	Have an active Orange money account for at least 6 months, KYC compliant account, not blacklisted, over 18.
Letshego Let's improve life; MASCOM Number 1 because of you.	Letshego is second most traded stock in 2023 and Mascom has 43% market share	Over 400 000 customers		• Personal: P600 000 over 72m • Payroll • Pension : P300 000 • My Zaka: P50 - P1 500 repaid within 30 days, 12% interest	*USSD# APP WWW.	latest Pay slip , ID, Marriage Certificate + Regime, Months statement, Confirmation of residence (Affidavit or Water bill), consent of Spouse , Letter of Confirmation of Work . My Zaka: 18-65, Active MyZaka for 6 m.
btc Live connected. absa	Interesting products	BTC has 18% market share	• Smega Motshelo Account: P500 with min of 2 members.		*USSD# WWW. SHOP	Minimum of 2 members , 2 signatories to manage account, ID and BTC mobile number
Botswana Savings Bank	Offers comprehensive range of bank industry services while being awarded best bank in Botswana in 2023	Profit after tax grew a record 560% from P5.2mn in 2021 to P34.3mn 2022	• Ordinary savings: P50 with 1,75%p.a • Sesigo savings: P200 up to 3,75% • Save as you earn: P200 for 12-60m and 1,25%-2% interest • fixed deposit: P 1000 with 1,52%	• Ipelegeng personal loan P1 000-P100 000/ 24m, prime +5% • BSB Express loan: P100 000/24m • Eezi auto loan: • Pensioners loan: P1 000- P40 000	WWW. BANK	Omang/Passport, Recent Payslip, Settlement balances of loans and loan statements. Cert. copy of marriage certificate. ID & consent letter of spouse , proof employment + residence , Cert. 6 months' bank statement which includes 6 salaries

Mobile wallets specifically are more also popular among loans products but not as developed in savings. Compared to other markets, products offerings are vary limited. Personal loans and pension loans are popular in Botswana. Most non-banks offerings are targeted towards individuals and not SMEs in Bots. USSD and online applications are popular channels.

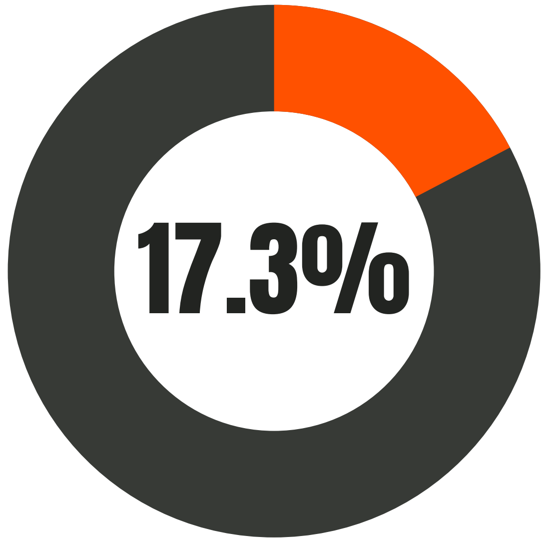
SOUTH AFRICA

OVERVIEW



Financial inclusion in 2022

18 Million mobile money users in 2022



Savings rate in 2022

NPL ratio of 5.0% in 2023

NB Competitors

COMPETITORS	Reason for inclusion	Market size	Savings	Loans	Platforms	Qualification criteria
EasyPay Everywhere	Compelling product offerings	Over 1.1 million active customers		• Personal loan: R100 - R2 000 from 1-6 months • Payday loan: R500 • Device loans: R265 - 431 pm for 6 months	*USSD# / www. / SHOP	Must be an accountholder, income/grant must be paid into account for min 3 consecutive months, pass the affordability requirements to qualify for a loan, ID, mobile phone, payslip, proof of address
Vodacom	Compelling product offerings	Largest telecom operator in Sa with 43% market size		• Vodalend Cash advance: R50 - R500 • Airtime advance: R5, R10, R20 • Data advance: 10MB, 25MB, 70MB, 125MB • Voucher advance: R15 • Business lending: R5 000 000 • Business cash advance: R1 500 000	APP	Individual- Vodacom network for min 6 months, 3 months bank statement Business- operating& registered for 12 months, good credit, 500k p.a turnover and 40k p.m. Need to trade for 4 months on VodaPay while making R3 000 p.m for cash advance
EasyEquities / Telkom	Interesting products and extremely fast growth in SA	1.4 million customers in 2022 and growing by 60 000 per month	• Stocks • ETF's • Crypto • Property • Offer fractional share investing • ZAR, TSFA, AUD, USD, GBP, EUR wallets		APP / Telcom digital wallet	Basic FICA documents depending on if you're an individual, foreign national, corporate company.
TymeBank	One of the fastest growing digital banks in the world with shared target market	Over 5 million customers	• Fixed deposit with 11% p.a over 12 months • Goalsave account (max 10 'pockets) with 7% p.a entire account and max R100 000	• More Tyme - paid back in 3 monthly installments over 2 months. • Limit 3x everyday account • TymeAdvance: R300 - R5 000 • Cash loans: R15 000	*USSD# / www. / APP / SHOP	TymeAdvance is only available to employees whose employers have signed up with TymeAdvance. Loans: SA ID , recent payslip or bank statement, over 18, earn at least 3k m.

More diversified options in South Africa with multiple currency options. App and online channels are popular. Over supply of credit while undersupply of savings. Most loans provide Debicheck options. Revolving credit is a popular offering in South Africa. Both individual and business offerings widely available.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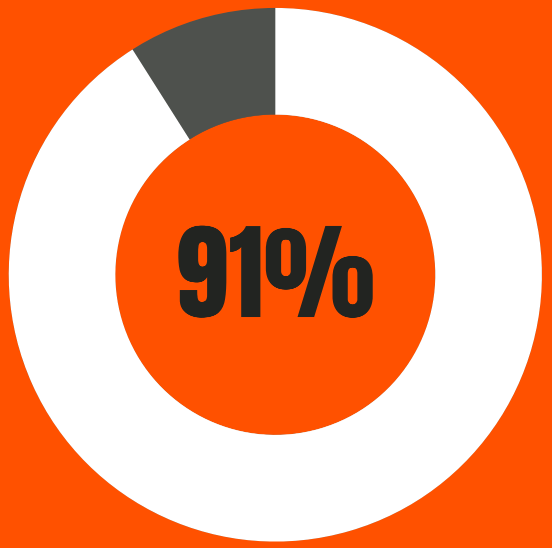
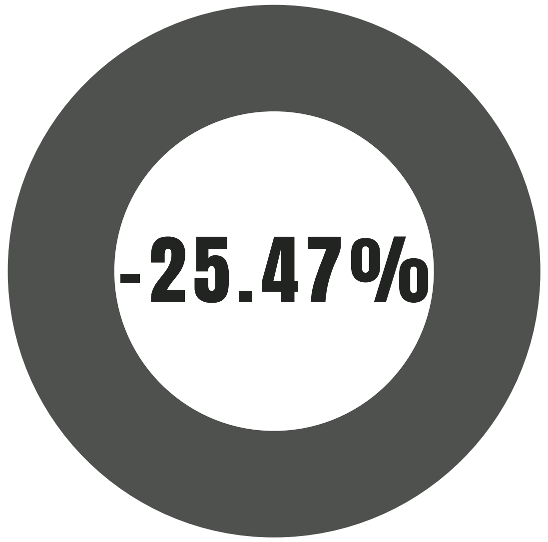
LESOTHO

OVERVIEW



Financial inclusion in 2021

1.1 Million mobile money users in 2021



Savings rate in 2020

NPL ratio of 4.4% in 2022.

NB Competitors

COMPETITORS	Reason for inclusion	Market size	Savings	Loans	Platforms	Qualification criteria
m-pesa	MNO that offers savings and credit products	88% market share in Lesotho	• Mokhalto group savings max 10 accounts but unlimited members, no limits no fees	• Ntlatse loan - overdraft facility • Nkalime short term loan: M10 - M50 with 15% interest p.a after 30 day period	*USSD# WWW. APP SHOP	3 months user of M-Pesa, over 18
LESOTHO PostBank Affordable.Accessible.Anytime	Innovative digital wallet offering from bank	90 000 customers in 2020	• Khetsi micro and community savings either time based or amount based	• Nano & group loans: M10 - M500 for 30 days	*USSD# APP	Dont need to be lesotho post bank account holder but need to be fully registered with Khetsi and have a goodtrack record in using the wallet. Longer you use it the higher loan you qualify for
PULAMALIBOHO FINANCIAL SERVICES Chaperone	Offers a variety of products using mobile wallet to shared target audience	Chaperone has over 100 000 customers and launched in 2020		• Personal loans • Small business loans • Home improvement • Emergency loans • Buy now pay later : M10 - 100 000 (C-Pay).	*USSD# APP EMAIL	Subscribers that have been on the network for over 6 months eligible
LESOTHO PostBank Affordable.Accessible.Anytime	Offers comprehensive range of bank industry services	15 branches and ATMs in Maseru, TY, Maputsoe, Hlotse, Butha-Buthe, Mokhotlong, Qacha`s Nek, Quthing, Mafeteng, Roma, Thaba-Tseka and Semonkong.	• Puresave : no mins • Organisation : no mins • Fupe fixed dep: M1 000 (3-36 m) • Ngatana subscription deposit: M100 (6-60m) • Call account: no min	• Various agriculture loans • Personal loan • Overdraft facility • Vehicle finance: Personal + Comercial	EMAIL APP BANK	Fica documents for either individual or business. Business cash flow projections as well

Group savings and loans are popular in Lesotho. Very little savings options. Payroll and personal loans are popular in Lesotho as well as working capital. USSD and online channels are most popularly offered. UX journeys on websites aren't very developed in Lesotho. Majority of websites dont offer amounts interest info and direct customers to email enquiries.

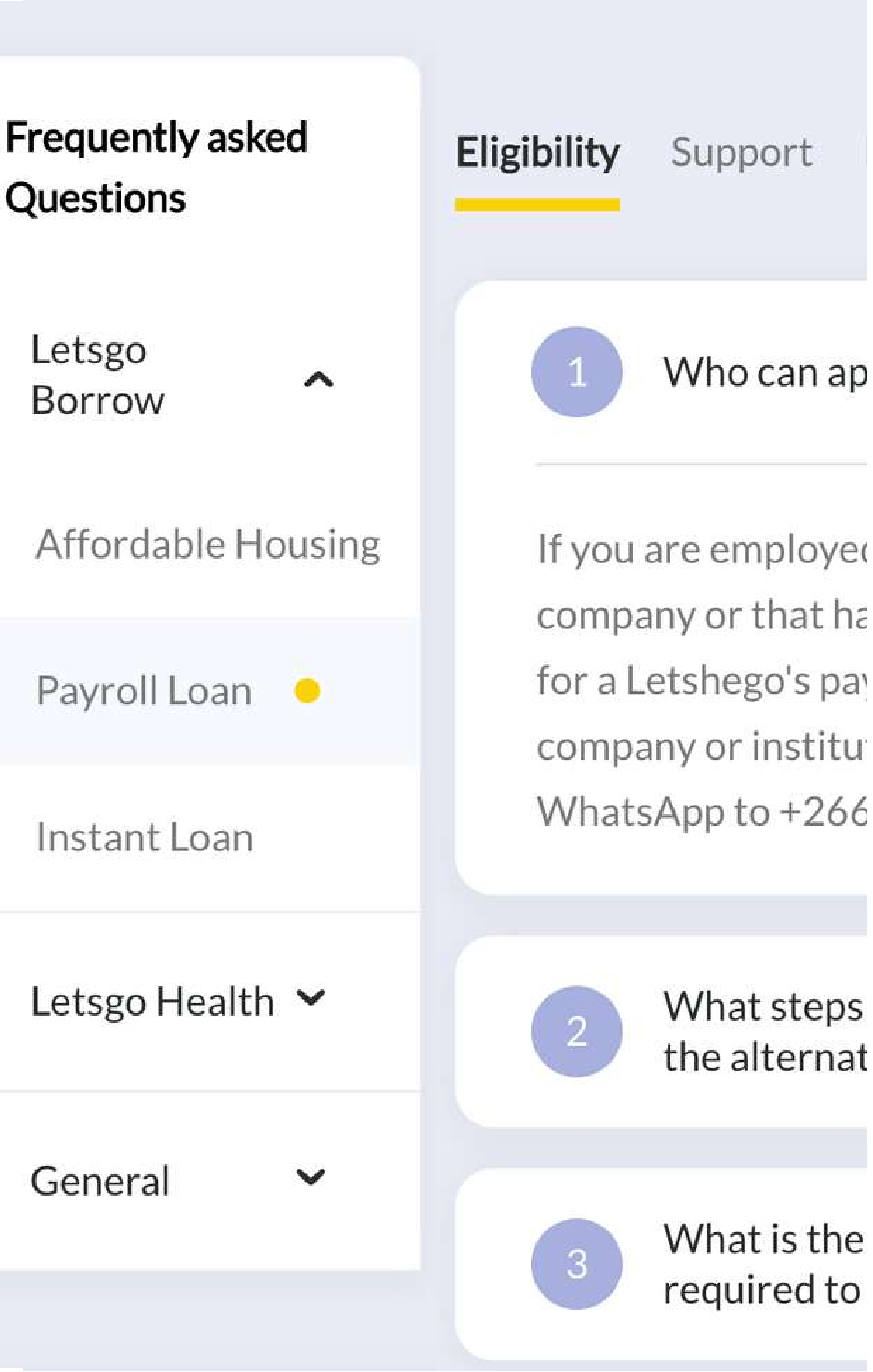
Considerations

User Experience journey

Real-time calulators

Unique features/names

UX journey



Frequently asked Questions
Letsgo Borrow
Affordable Housing
Payroll Loan
Instant Loan
Letsgo Health
General
Eligibility
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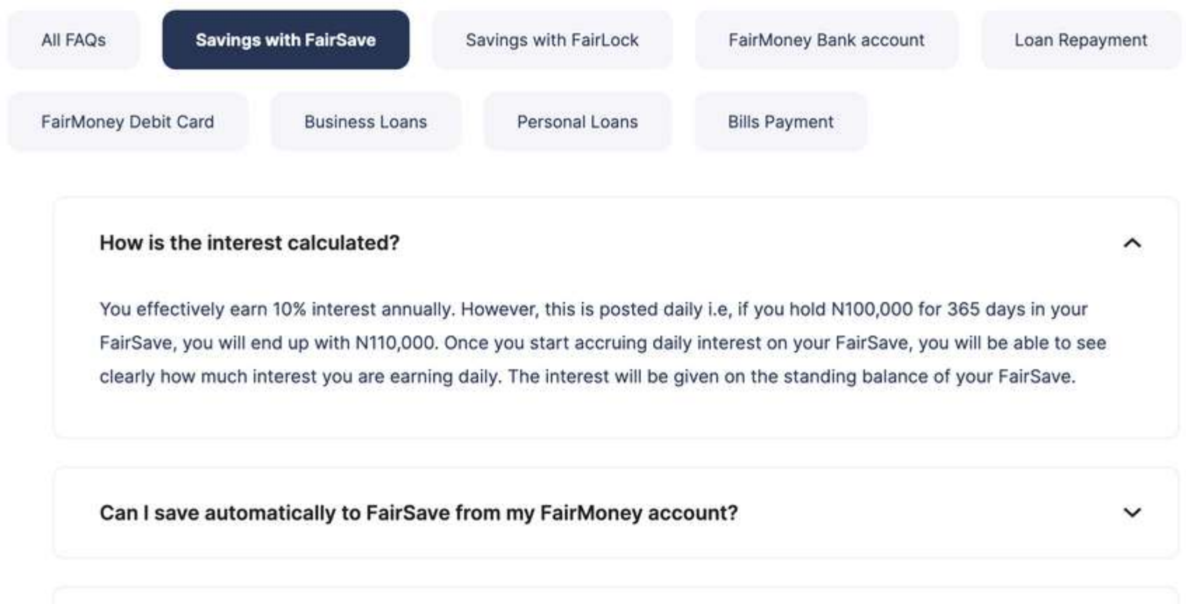
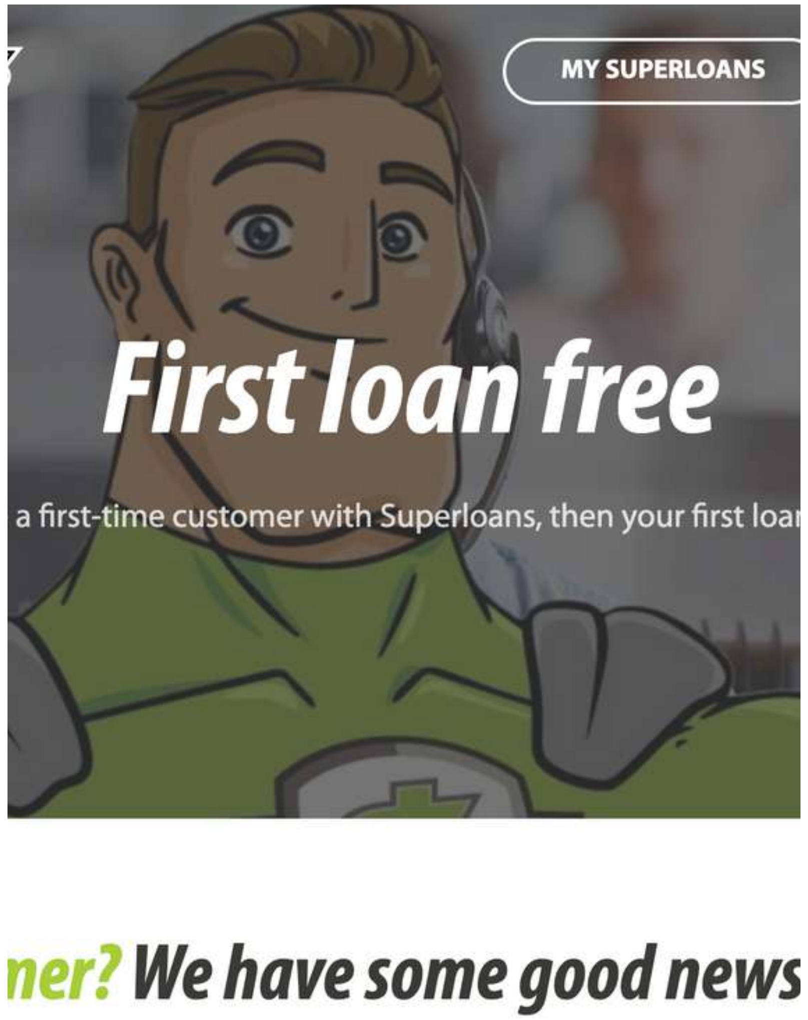


All FAQs
Savings with FairSave
Savings with FairLock
FairMoney Bank account
Loan Repayment
FairMoney Debit Card
Business Loans
Personal Loans
Bills Payment
How is the interest calculated?
You effectively earn 10% interest annually. However, this is posted daily i.e, if you hold N100,000 for 365 days in your FairSave, you will end up with N110,000. Once you start accruing daily interest on your FairSave, you will be able to see clearly how much interest you are earning daily. The interest will be given on the standing balance of your FairSave.
Can I save automatically to FairSave from my FairMoney account?



MY SUPERLOANS
First loan free
a first-time customer with Superloans, then your first loa
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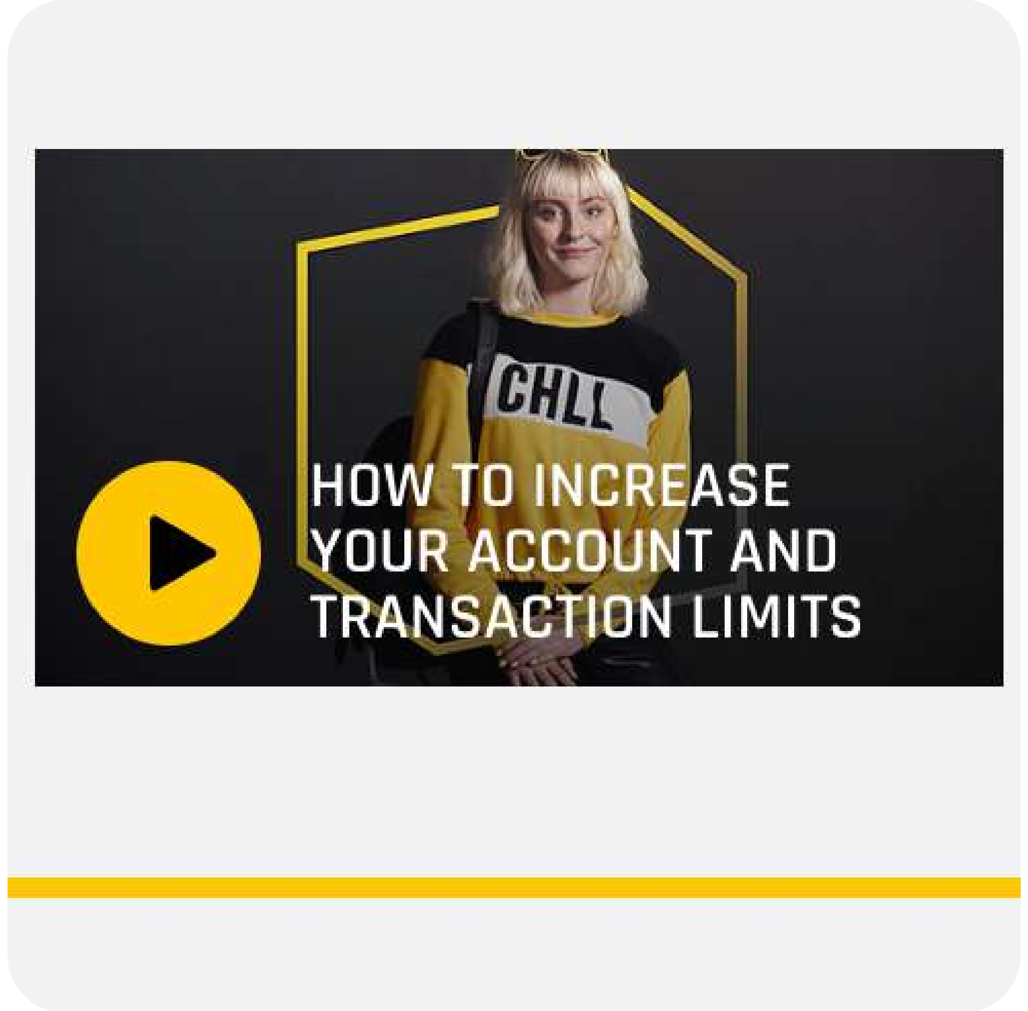
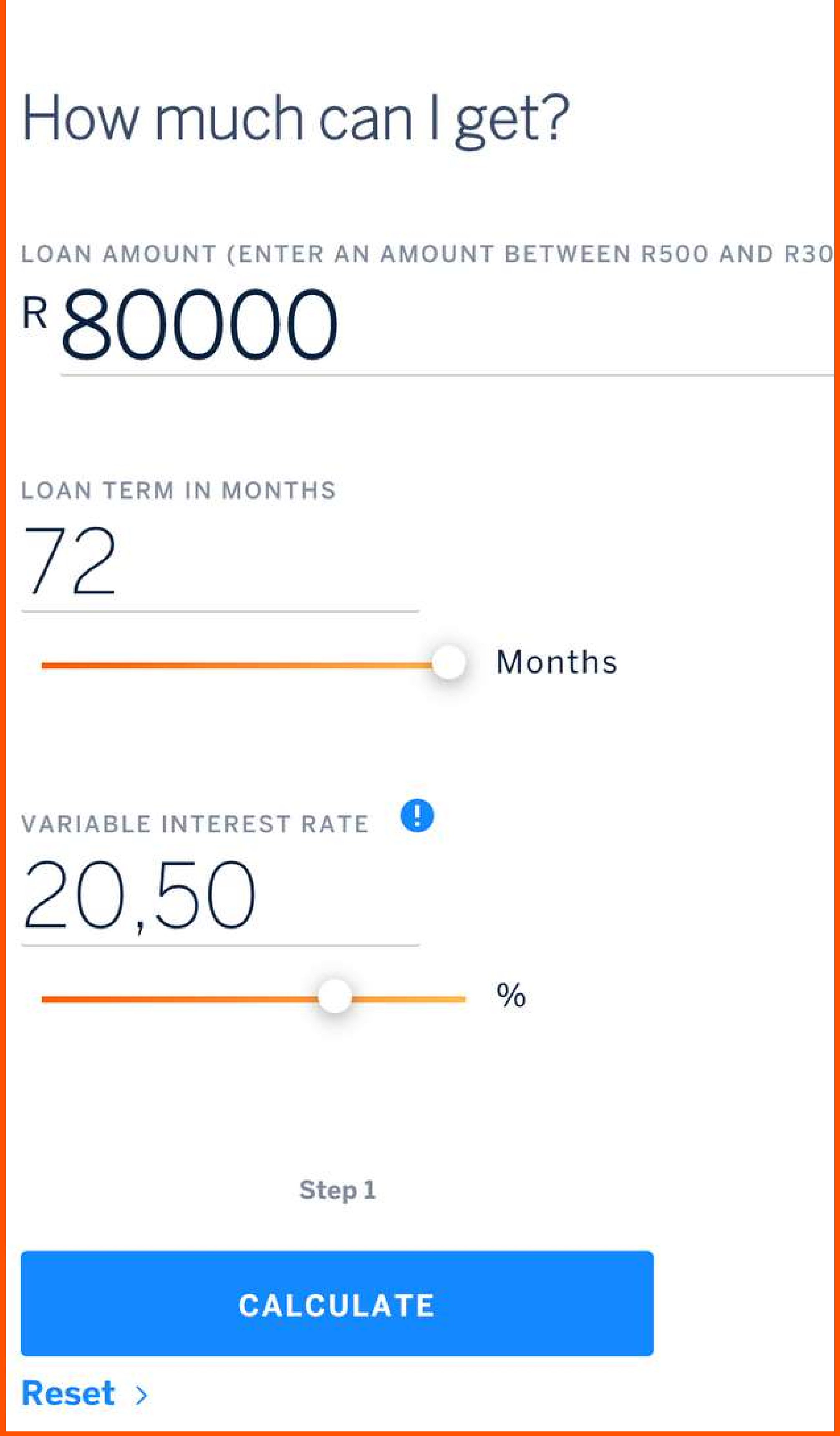
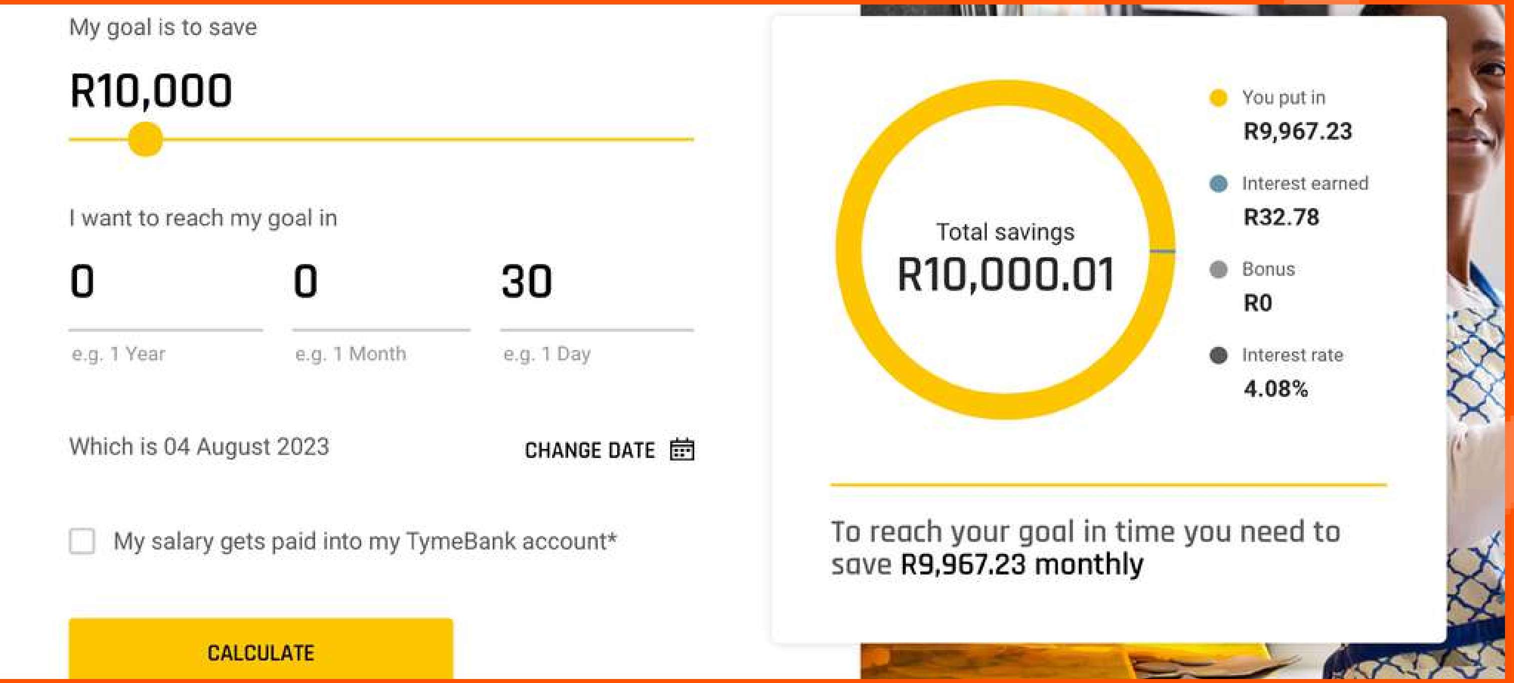


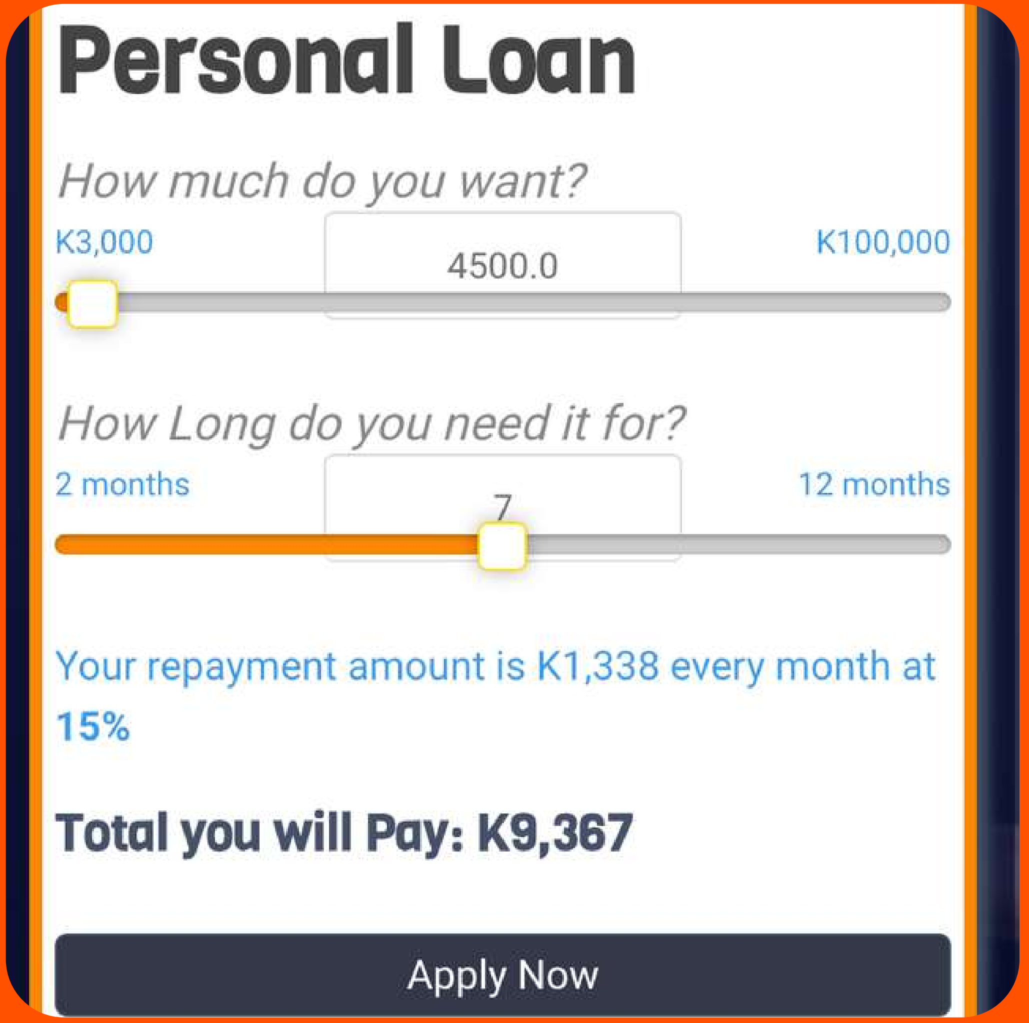
HOW TO INCREASE
YOUR ACCOUNT AND
TRANSACTION LIMITS

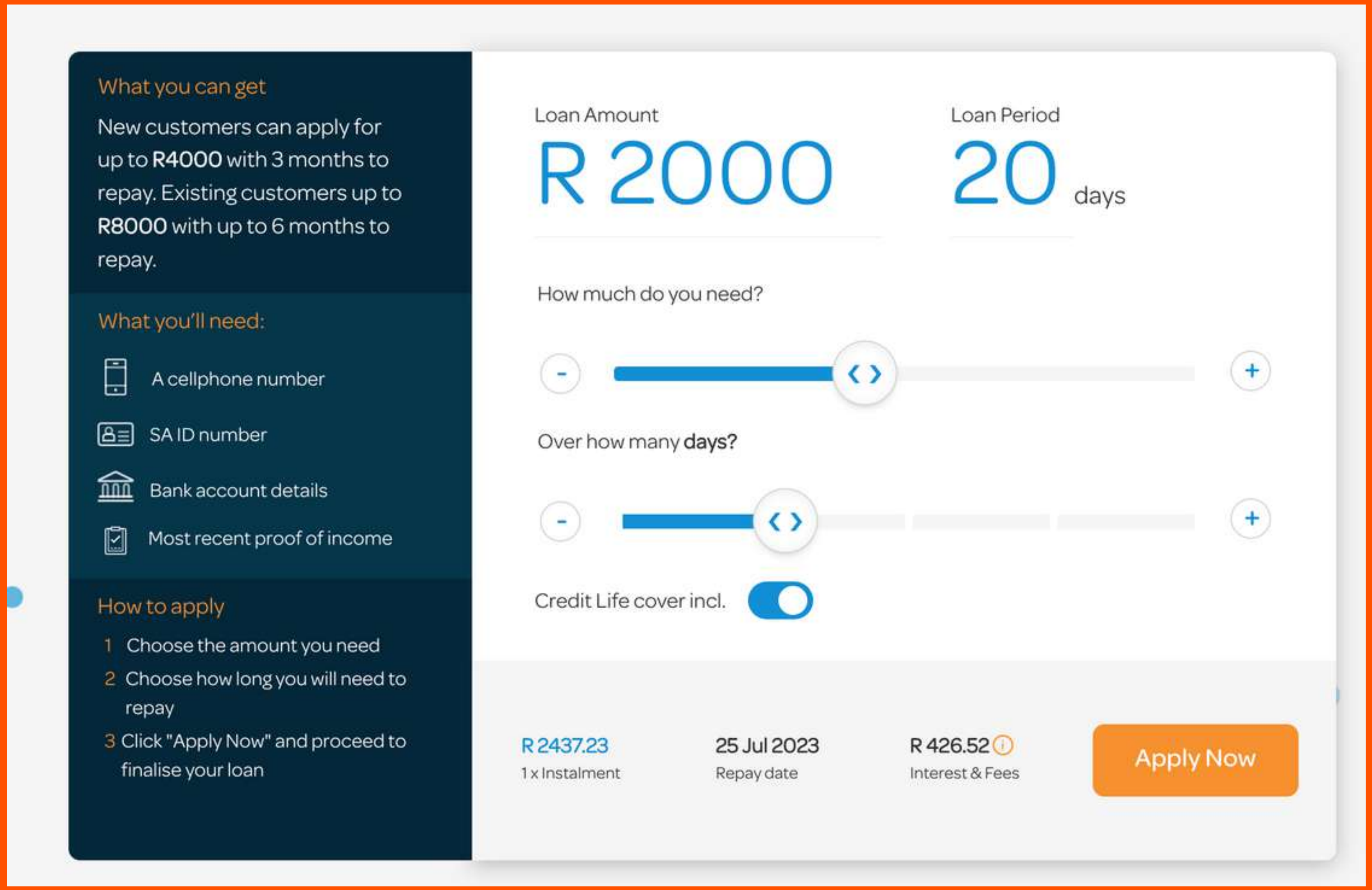
EcoCash
USD
PROMOTION
SCHOOL FEES VOUCHER
Transact & win!
end money, buy airtime, make payments
very week & stand a chance to WIN loads
e Life the EcoCash Way
0777 222 150

Real-time calculator









Real-time calculator

Ready to save? Calculate your Interest

Estimate your investment growth

Start Using Fairlock

How much would you like to borrow?

For how many months

1 Month

Enter you gross salary

Enter your net salary

Check Affordability

FairSave FairLock

How much do you want to save?

How long do you want to save for?

Select one

Calculate Clear

Bring a smile to your dial with a Boodle quick loan

− R8 000 +

− 16 days +

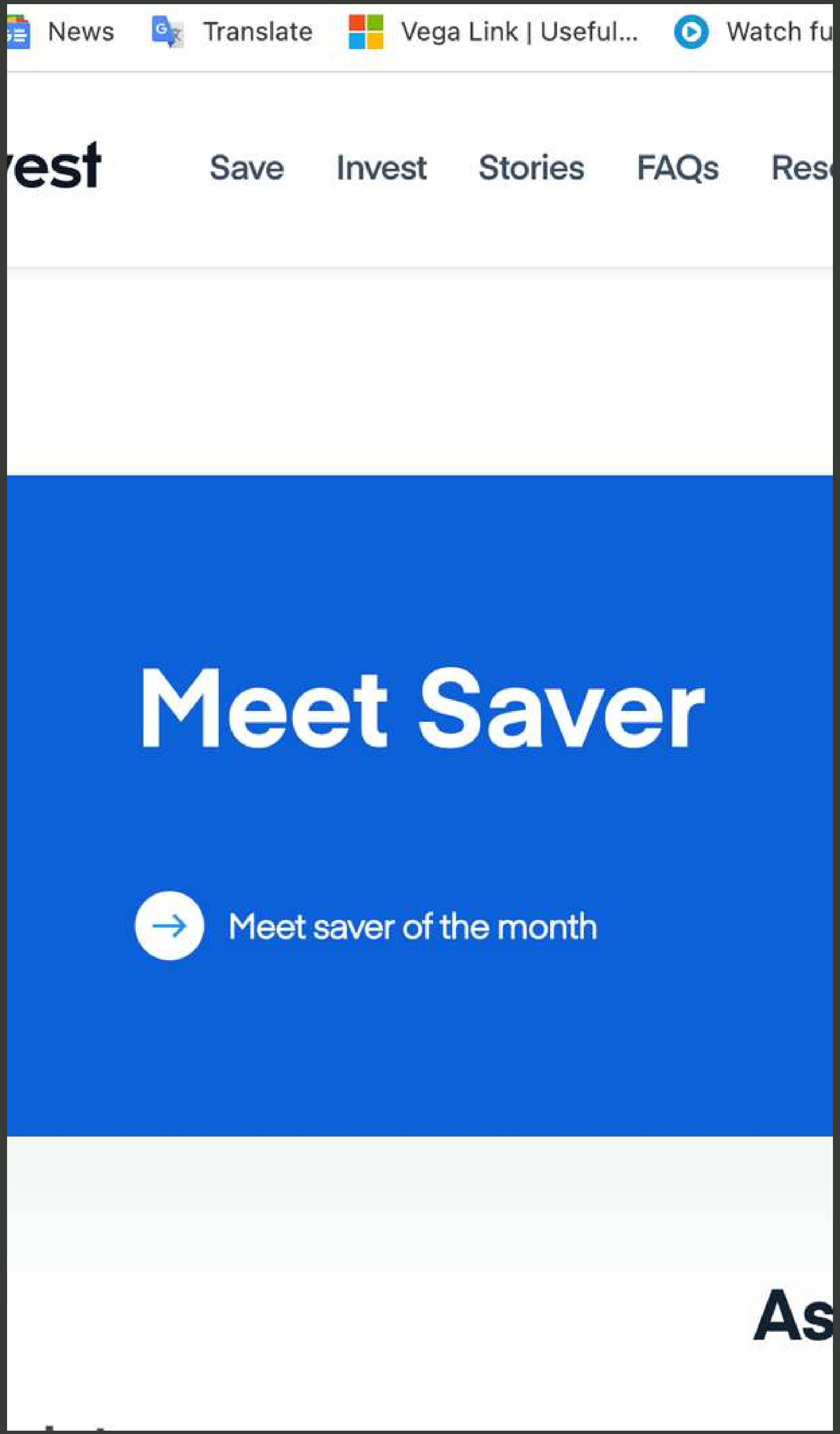
HOW MUCH BOODLE DO YOU WANT ?

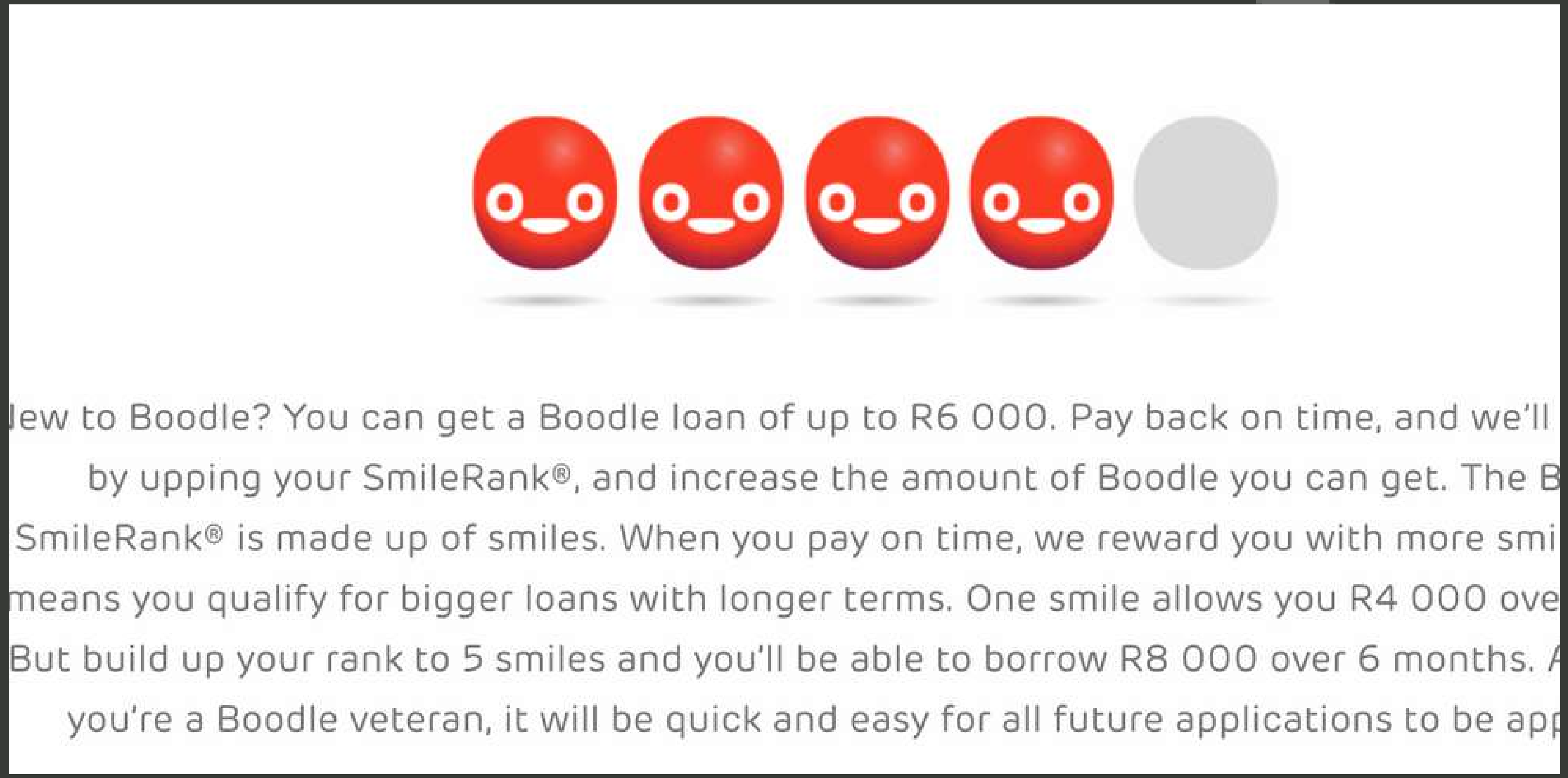
HOW MANY DAYS DO YOU WANT IT FOR ?

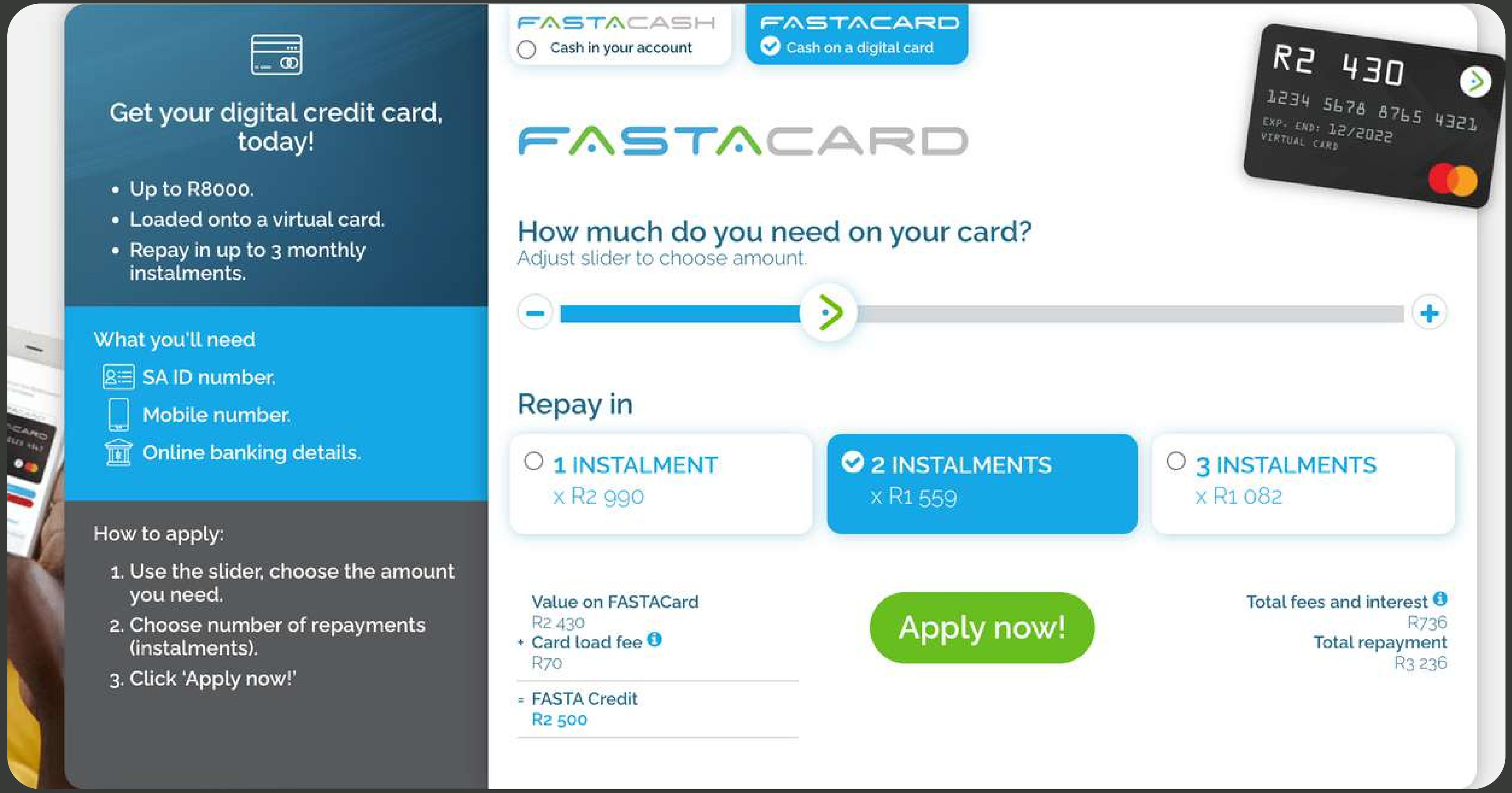
Yet another reason to smile...
Simply select your payment plan over days or months
Select an option below:

DAYS MONTHS

Unique features







Suggestion

"PulaPocket savings"

- WhatsApp, USSD management
- Available to anyone with reistered Mukuru wallet
- USP: savings calculator, and video how to's
- Opening balance of P:50

Suggestion

"Dreambuilder Savings and Dreambuilder loans"

- WhatsApp or online applications, USSD management
- Need to have active Mukuru wallet for 5 months and business operations for 1 year
- Max loan amounts depend on length of wallet usage, tiers and how much is in savings
- USP: Loan and savings calculator, and video how to's in English and Chichewa

Thank You

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Click in this box for link to Excel sheet

mukuru

Annexure A - NB MNO Competitors

Country	MNO	Partners	Wallet Offering	Savings/Investment offering	Credit Offering	Target Customer	Platforms	Qualification criteria	Notes
Zimbabwe	EcoNet (EcoCash)	Steward Bank	EcoCash Wallet. Send money across networks, Pay for goods and services, Pay bills (school fees, utilitiy, DSTV), withdraw money, airtime & data , link wallet to bank account, manage account	EcoCash Savings Club, EcoCash Save Plus. Interest between 4-5.5% p.a, Ranges from no monthly deposit to $100 min. Option between 0, $5, $20, $100.	EcoCash Loans. Ranging from as low as $15 to $500 depending on how much saved with EcoCash. The more you save the higher the loan amount. Minimum of $5 or more for 3 months saving in EcoCash wallet. Kashagi personal loan with Steward Bank.	Individual Customer	USSD; EcoCash; WhatsApp for Assitance	Must be EcoCash customers	MOMO service from EcoNet. Save in USD. No business option, Existing bank account with Agribank, BancABC, CABS, CBZ, MBCA, NMB, POSB, Stanbic, Steward Bank and ZB Bank, can linked to EcoCash wallet. USD spent on EcoCash gets points and if over 20 points weekly entered into weekly draws (cash prizes, TV sets, grocery vouchers, school fees vouchers etc)
Zambia	MTN	JUMO& Barclays Zambia (Absa)	Bank push and pull (AbSA, Stanchart, Stanbic, Access, Natsave, INDO, ECO, UBA, AB Bank, FINCA), fuel payment (Mt Meru and Ngucha) , school fees payment, international remitances, MOMO Visa card, Bill payments, Airtime sale (selling airtime earning 6% comission, MOMO tariffs	Patumba Savings partnered with Hobiton Trust . Anyone with active MTN MOMO can invest as low as K1 into Patumba (Hobbiton Money Unit Trust Fund) for minimum of 93 days. ROI: 365 day tresury Bill. 10% interest rate on all investments. Receive cash with 48 hours. Kasaka Savings partnered with Barclays Bank Zambia that allows customers to deposit money anytime and earn rewards on savings. No transaction feeds, opening or closing accounts, deposits and withdrawals are free. Rewards cycles are a month longs and starts from the day you open savings account. Reward percentages is 5% p.a (subject to change at interest rates	Kongola Xtracash loan amount will be deposited into MTN wallet and you can use it for any purposes. Amounts can grow up to ZMW 10 000 overtime. Need to be a regular user of MoMo. Maximum loans are tailor made and can grow if you repay loans overtime. Have to repay loan before applying for another one. Kongola Kasaka loan fee amounts vary depening on MoMo usage and repayment history. Loan amounts vary on on MoMo usage and airtime usage and increase as you pay back each loan each time. If loans arent repaid extension fees are added JUMO blacklists account and customer details handed to credit bureau which impacts other loans.	Individual Customer	USSD, Online	18 years or older, holding mobile money account	Easy to use FAQ page on site for each of their offerings
Zambia	Tenga	Atlas Mara	Pay for bills, transfer funds to any mobile, transfer funds to Atlas Mara prepaid cards, pay for goods internationally using tenga prepaid visa card, deposit and withdraw cash at any atlas mara branch, atm and tenga outlet,	Entry level savings ranging from 7 days savings to 1 year savings with interest. K 1000 with 14 day savings udration at 3%.	Microloans of up to K 2000 payable over 30 days with no interest charged only a processing fee of 5% upfront. To qualify you need to save and transact on the Tenga wallet. Level of savings and transactions determines amount one can qualify for.	Individual Customer	USSD, App, Atlas Mara branch, Tenga outlet	NRC and have mobile number. Need to save and transact on Tenga for loans, the more you save and transact the higher loans you qualify for	
South Africa, Zambia, Malawi	Be Mobile Africa		Send, hold and receive money money in 14 different curracncies, competitive fx rates, send money to over 160 countries and transferred using mobile phone numbers. Visa card coming soon	Earn up to 5% interes p.a on money. Can participate in Be Mobile Africa's savings from min USD 100 or equivilent local currency. Per mobile ID can have 1 savings profile in USD and 1 profile in EUR. No other savings currencies. Interests calculated daily and available after 90 day hold period.	Coming soon with salary advance lending of up to 1 000 USD loan credited to wallet with approval under 5 mins. No paperwork, no collateral.	Both	Works via app		Leverages DeFi and block chain to provide ultra convenience. Only need selfie and ID to apply, approved within 24 hours. Send money to international bank account through EFT or Wire transfer

Annexure A - NB MNO Competitors pt 2

Country	MNO	Partners	Wallet Offering	Savings/Investment offering	Credit Offering	Target Customer	Platforms	Qualification criteria	Notes
South Africa, Zambia, Malawi	Tyme Bank	They have a TFG Money Bank account option with extra perks such as getting salary a day early, 10% interest on goalsave, triple spending power with MoreTyme	Send money to anyone with SA cellphone, buy airtime + data, free administration fees, online purchases, bill payments, cash money vouchers fro R7, EFTs, cash deposits	Fixed deposit savings account with 11% interest over 12 months, interest earned daily, no min or max limits, no fees or charges. Goalsave account - savings tool linked to everyday account, earn up to 7% interest p.a. (10 days notice gives bous on interest earned). Can have as many as 10 goalsaves add money as often as youd like max limit in all goal save and everyday account is R100 000.	MoreTyme (on for personal banking). Sort of like lay by. Buy what you need now and paaid it back in 3 equal interest free instalments. No monthly fee and no buying fee. Generally more tyme limit is 3x what is in your Everyday account. Monthly instalments where first payment comes off immediately. Works only with retailer partners. Payments are automatically deducted from Tymebank everyday account/linked cards	Both	Kiosks, App, Online, USSD, Till points, ATM's	TymeAdvance is only available to employees whose employers have signed up with TymeAdvance. Loans: SA ID , recent payslip or bank statement, over 18, earn at least 3k m.	Have a goal save calculator to enable customers to work out how much and for how long they need to save to reach their goals
South Africa, Zambia, Malawi	Telkom	Easy Equities	Digital wallet on WhatsApp. Add Telkom pay on whatsapp to make payments, send and receive money within SA phone numbers, shop local businesses and scan QR code to pay, get paid. Upload cash via EFT, card, atm or pick n pay, withdraw cash at nedbank atm or pick n pay, link card, buy airtime, data and electircity,	Savings for individuals: Easy equities. Invest shares through easy equities using digital wallet with a free R50 and start investing from as little as R5 buy shares in JSE brands (Including Telkom shares).	Business funding (cash advances) for between R20 000 and R5 000 000. Ranges from daily or weekly or monthly repayments between 3-12 months repyament. Apply and get approved within 24hr and have cash reflect in account within 24hr. Minimum criteria: R30k monthly turnover, 3 months trade history and 6 months ownership. No collateral	Both	whatsapp chatbot, ussd, call me back qr code, online chatbot (Thuso)	Minimum criteria: R30k monthly turnover, 3 months trade history and 6 months ownership. No collateral	Friend referrals and get up to R10 telkom airtime/data for every successful referral
Lesotho	M-PESA	Redeem Financial services (Ntlatse) Air Vantage Lesotho (Nkalime)	send and receive money domestically and internationally, cash in, cash out, retail payments, pay utilities, school fees, taxes, airtime and data purchases, bulk salaries, roll up	Mokhalto Group savings account with unlimited members but maximum of 10 accounts, no limits no fees,	Overdraft facility Ntlatse (short term) service. Allows a top up to customer in case they have insufficient funds to complete a transaction available to send money, pay bills or pay merchant transaction options. Sign up to use the service and opt out when they no longer need it. Need to be three month users of M-PESA. To repay deposit money into wallet and loan is automatically subtracted. Customer behaviour determines how much and how often a customer may recieve top ups from Ntlatse. Also offer Nkalime short term loans of M10, M20 or M50 with 15% interest chanrged after 30 day period. Failure to pay loan will have extra 5% interest added. Allows loans to be repaid in partial payments or in full. Allowed to pay for multiple loans provided that their credit limit hasnt been reached	Both	online, in-store, app, USSD	For Ntlatse loans: need to be 18, registered an active M-PESA subscriber for min 3 months immediately preceding the date of application to register for the Service.	
Lesotho	Lesotho Post Bank (Khetsi mobile wallet)		cash in, send money, pay merchants, utility payments (electricity, bill payments, insurance, TV payments, Parastalsals, aitrime purchases, ATM cardless withdrawals, ATM chasless deposit, trasnaction history, POP, balance enquiry	micro and commmunity savings either time based on amount based	nano and group loans: Loans range from M10.00 up to M500.00 depending on one's needs.	Both	USSD, app	To access the loan, one does not have to be banking with Lesotho Post Bank but will have to be fully registered with a good track record in using Khetsi. The longer you use Khetsi the higher loan qualification you receive	

Annexure B - Zim Savings/investments

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Bank	CBZ Bank		Money Market, Unit Trusts	Both	Online, In-store	Deals below 89 days the VAT is 15%, wiitholding tax of 15%. 30 days: 5% per annum 60 days: 5% per annum 90 days: 6% per annum	Proof of residence, FATCA form, Certificate oof Incorporation, Memorandum and Articles of Association	
Bank	Steward Bank	EcoCash	iSave and Savings account	Individual consumer	USSD, Online Banking, Online chatbot (Batsirai)	Monthly fees of $100, Minimum balance of $100, -3% withdrawal fee	Full KYC Copy of National ID/ Driver's Licence / Valid Passport 2 Passport Size Photos, Proof of Income, Proof of Residence.	One of fastest growing banks in Zim. One UVP is their chat bot which is a first in the banking industry in Zim. Batsi assists customers with queries on Facebook, Square Mobile App, Online banking. Don't have business savings options
Bank	CBZ Bank		Savings account	Individual consumer	Online, In-store		2 passport size photos. Latest payslip. Valid ID. Proof of residence in the form of latest utility bill.	Tiered interest rates paid half-yearly and calculated on minimum monthly account balance
Bank	Stanbic Bank		Pure save savings	Individual Customer	Online, In-store	Min deposit is ZWL 100	Must have transactional account. Proof of identity (valid Voter's ID Card, driver's licence or passport) Two passport-sized photographs. Proof of address- utility bill less than three months old.	No business options for Zim

Annexure B - Zim Credit

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Bank	Steward Bank	EcoCash	Kashagi Personal Loan	Individual Customer	USSD	30 days Tenor, 15% Handling Fee (deducted from principle), Free Interest Rate. Penalty is 5% (principal+ penaltym1). No interest levied on loan	loans may be accessed by customers who have an EcoCash wallet and a Steward Bank account.	Loan application and disbursement takes place under 60 seconds. Admin fee is 25%.
Non-bank	POSB Zimbabwe	One Money	Mobiloan	Individual Customer	USSD	Maximum of ZWL $1 500 payable within 30 days	Need to have used One Money wallet within 3 months to qualify	
Fin-tech	eShagi		Salary loans, Store credit, Device Funding, Recharge Credit	Individual Customer	Online applications, WhatsApp bot (Thandie)	Salary loans: Interest rate of 12% per month, term of 3-24 months. Loans range from USD50 to USD1 000. Store credit loan amount reimbursed within 24/h after approval. Recharge credit: Borrow ZW $100 - 1 000 or airtime or electricity with 15% interest and a term of 7-30 days	ID, proof of employment, passport size photo, scanned copy of payslip	Online real time calculator to see how much loan a customer qualifies for. Also operating in Zimbabwe, Zambia, Malawi and South Africa.
MNO	NetOne (One Money)	Zimbabe Women's Microfinance Bank	Katsaona Loan	Both	USSD, Online	Katsaona loans between $10 and $50 depending on how much you qualify for. With maximum repayment of 30 days and interest is 10%. Failure of payment results in additional fee of 15% on top of interest rate.	OneMoney account needs to be active and used for more than a month	One Money is a product of NetOne in Zimbabwe. Customers can Sell NetOne airtime and get an instant discount with OneMoney. Customers can also earn money from selling airtime. Works in USD. KaTsoana loans accessed in 3 minutes straight into One Money mobile wallet
Bank	CBZ Bank		Fixed deposits, short-medium term loans, SME pension fund, Microfinance agricultural loans, Micro-leasing, group loans	Both	Online, In-store	For loans: 5% establishment fees, 2,5% insurance and 15% per month on reducing balance. SME loans ZWL100 000 for 12 months. Up to US$5000.00 Loans for small holder Farmers.	passport photos, ID, proof of residence not older than 3 months, movable assets, 3 months bank statement with visible salary, 3 consecutive payslips	Offers in ZW and USD
Bank	Stanbic Bank		Personal loans, Mortgages, Asset Finance, Business loans Vehicle asset finance	Both	Online, In-store		Individual: Application form, Proof of income, National ID, Current proof of residence. Business: Audited financial statements. Management accounts Cash flow forecast for the term of the facility Business Profile Completed application form Certificate of Incorporation Memorandum & Articles of Association Tax Clearance Certificate	Offers real time loans calculator
Fin-tech	Zimnat		Personal loans (salary based loans), Working Capital loans, Order Financing	Both	online, call, in store		ID, proof of employment, current payslip. Businesses: ID, company registration documents, company profile	

Annexure C - Malawi Savings/investments

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Fin-tech	Angle Dimension (Khusa)		Community group/village savings	Individual Customer	App, website, USSD, WhatsApp chatbot	Pricing page has an issue on their end		Bridges formal market players to facilitate push and pull of funds from platform to various group members
Non-bank	FINCA		Fixed deposit savings, Phindu savings account, Padomzi savings account	Individual customer	USSD, App,	Fixed deposit: opening balance of MWK10 000. Fixed deposit savings has option to get interest upfront. PHINDU savings account opening balance of MWK 1 000 and 6% interest rate p.a for book balances as low as MWK 1 000. Pamodzi savings account min opening balance of MWK 5 000	Registration certificate, full names of group members , reference letter (if under organisation), constitution and minutes, ID's, proof of address, anticipated volume of activity and nature of funds	
Bank	Old Mutual		Tsogolo savings plan	Individual Customer	Online, In-store	Starting from MK 10 000 per month which is automatically split between the 2 pockets	Proof of identification (a valid ID or passport) Proof of residence. Bank account details.	Secures 80% of the money in long term pocket while allowing you to use 20% from the short term pocket. Starting from as little as MK10,000 which is automatically split between the two pockets.Added bonus each march. Long term investment is 10 years.
Bank	Standard Bank		Puresave savings and Contract save account. Fixed deposit account, call account,	Both	Online, app, in-store		Minimum amount of MWK 5,000 to open the account. A copy of your valid Identity Document. Address verification document (copy of a utility bill less than 3 months old) You must be above 18 yrs. Business: MEMARTS or. A visit to the customer's business address and annotate details as verified or. Tenancy Agreement or. Utility Bill where available.	
Non-bank	Chitukuko SACCO		Short term fixed deposits: 3,6,12 months at 15%p.a. Deposits start from MK 50 000. School fees deposits: 10%p.a. Christmas depsosits deducted monthly drawn on 21 December 10%p.a start from MK2 000 Monthly. Ordinary depsosits are 7%p.a	Individual cusotmer	In store	Short term fixed deposits: 3,6,12 months at 15%p.a. Deposits start from MK 50 000. School fees deposits: 10%p.a. Christmas depsosits deducted monthly drawn on 21 December 10%p.a start from MK2 000 Monthly. Ordinary depsosits are 7%p.a	Need to be a member. Membership fee of MWK 2 000, savings through shares of min MWK5 000 p.m. To exit : No outstanding loans, A withdrawal fee of MWK 5,000 , All of the member’s savings will be paid out, minus a fee of MWK 6,50	School fees deposits can be drawed within agreed school calander dates. Need to be a member

Annexure C - Malawi Credit

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
MNO	Airtel Money	FDH Bank	Buy internet bundles on credit. Kutchova Loans	Both	Online, in-store, USSD for Kutchova loan access	Internet credit bundles. Kutchova Loans between K500 and K80 000. Loan tenure is up to 15 days from the disbursement date. Loan charges are 10% of loan amount (when repaid with 15 days), 2.5% penalty oon outstanding amount (12,5% total) 2,5% added every 15 days the loan remains unsettled.	Only subscribers that have been on the network for not less than 6 months are eligible for Kutchova Loans. Loan limit is dependent of the subscriber's usage of their Airtel Money account; voice (Airtime) as well as Data.	
Bank	National Bank of Malawi		Farm infrastructure and implements loan, Finanse Lease, Term Loans, Sale and Lease Back, Car Ownership Scheme, Pay Day loans	Both	Online, In-store	Consumer loans: Min – MK100,000 Max – MK3,000,000, unsecured Interest at RBM + 11p.a	latest payslip, utilitiy bill, ID, letter of undertaking from employer	Repayment amount not to exceed 30% of salary Maximum repayment period of 36months Unsecured loan of up to MK3 million Can be topped up after paying 50% Second loan is accessible as long as repayment remains at 30% of net income Can be repaid before expiry at no cost
Bank	Standard Bank		Farmers loans, Pay day loans, Fixed term loans, Revolving term loans	Both	Online, In-store	Payday loans 40% of salary interest free with min MWK50 000 - MWK 3 000 000 accessible quartarly. Fixed termr loans over 12/24 months of amounts MK35 000 and MWK1 500 000. Revolving facility up to MWK6 000 000 with 36 months tenure and revolving every 3/6 months.	letter of undertaking from employer, 3 months bank statement (new customers), latest payslip, ID	
Fin-tech	FINCA		Individual and group business loans, payroll loans	Individual customers	Online, App	Individual: from MWK 500 000 to MWK 75 000 000 with 6 - 24 months repayment periods. With flexible and affordable collateral. Groups: Loan amounts in the group ranging from MWK 20 000 to MWK 1 500 000 (5-25 members) repayable between 4-6 months with no security requirements. Payroll loans from K100 000 to K 3 500 000 with 3-24 months repayment terms, no collateral to obtain the loan, can get top up after servicing half of the loan.	proof of residence, signed MOU with clients employer, between 18-60 years, 6 months confirmed monthly salary, credit reference bureau report, proof of residence, active business with at least 6 months of existance	
Non-bank	Chitukuko SACCO		Normal Loan, Emergency Loan, Advance Loan, Usova Loan, Material Loan.	Individual customers	In store	Normal loan: max 24 months with interest at 3.5%p.m. Processing fee of 4%. Maximum amount is 200% of current shares.Emergency loan 4% interest max repayment is 4 months. Max amount is 100% of current shares with cap of MWK 200 000. Processing fee of 4%. Advance loan 5% interest repayment max 2 months. max amount is 100% current shares with a cap of MWK 100 000. No processing fee. Usova loan disbured every Friday with 4% interest and max repayment of 6 months. Max amount is 200% current shares with cap of MWK500 000. processing fee of 6%. Material loan maximum repayment of 24 months with 3.5% - 6% interest p.m. Max amount 200% current shares.	Need to be a member: Membership entry fee once of MWK 2 000 and needs to be a payroll employee with consent from employer. Monthly membership fee through savings (higher the savings, higher the qualified loan), member ship withdrawal fee of MWK 5 000 and wait period of 90 days. Can withdraw if you have outstanding loans.	Loan Caluculator.UVP: Offers loans at the lowest rate in Malawi. Need to be a member.

Annexure D - Zambia Savings/investment

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Fin-tech	ComGrow		Village savings	Individual Customer	Mobile money wallets, e-wallet, debit/credit cards, paypal	Monthly savings based on balance amount (no interest rates available on website).	older than 16, we require your full name, local Zambian mobile number, physical address, date of birth and NRC number.	At the end of the groups cycle full balance is paid out and by default cycle starts again
Non-bank	Natsave		Growth savers, pensioners account, karibu personal account, pamoodzi saings account,	Individual Customer	Mobile app, In-store, Call centre	Growth savers (regular income individuals): min book balance of K100, interest paid twice a year, 4 withdrawals allowed a year. Pensioners account: minimum balance required, no charges transactional fee of K1. Karibu personal account (refugee communitiess and agencies to support welfare of refugees in the country): no account maintaince fee, favourable interest rates. Pamodzi savings account (group savings): Book balance of K20, no account maintenance fee, access to group credit facilities	over 18, NRC, proof of residense	Mobile banking option available
Non-bank	FINCA		Flex account, Finca Saver, Fixed term deposit	Individual Customer	In-store, Finca eXpress Agent	Flex account: for personal and business purposes (includes fee insurance coverage). Finca saver: offers platform to make more fequent smaller deposits at no cost, no min balance, no transaction limits, no monthly maintance fees and earns interest. Fixed term deposit: assured of ROI low initial investments starting at K250, no fees during fixed period (more interest earned), 3-12month investments, can have interest paid out straight or reinvested	Duly completed account opening form. Duly completed specimen signature card, over 18.	Offerings limited to where there are Finca branches
Bank	Indo Zambia Bank		Classic savings, priviledge savings account, tisunge savings, tonse savings, forex savings	Individual Customer	App, Online, In-store, toll free call line, whatsapp	Savings provides access to credit facilities, require initial cash deposit of K100 to K500. Forex savings can be opened in USD, Pounds, ZAR or Euro	application form, cash deposit of K250, proof of residence, passport size photos, NRC	
Bank	FNB		Savings pocket, 32 day interest plus, flexi fixed account, eSavings account, business notice deposit, business fixed deposit, business flexifixed deposit	Both	Online, in store, app		1 passport size photo. Certified copies of NRC/Passport/Driver's License. Proof of residence/ affidavit from counsel lawyer. One reference from any account holder. Resident/ Work permit (For Non-Citizens) Tax Payers Identification Number (TPIN) Certificate.	
Bank	Zanaco		Tresure chest savings, Sure save account, Pensioner account, Fixed deposit,	Both	Online, in store, app		Certified copies of NRC, valid Passport or valid Driver's License. Proof of residence. Two passport size photos.	
Fin-tech	Premier Credit	Zamtel	Premier Invest: Peer to peer lending. (May investors come together to invest a loan)	Individual Customer	Online, in-store,app, Zamtel USSD, Zamtel MoMo wallet menu. Bid invested amount only available on app and website	Can lend a minimum of K500 or more. Guaranteed repayment of all loans or buyback guarantee. Investing can earn higher returns upt o 50%. Zamtel MoMo users can specifically earn up to 36% on investments.	21 or older, NRC, drivers/ passport Full employment with active bank account/ 6 months business trading, registered phone number	Can only invest in local currancy however FAQ about foregin currency investments indicating a potential gap in meeting demand??? Launched in May 2023. Using cash, appliances, grocery vouchers and Toyota Hilux giveaways to prmote singing up to investment platform via zamtel ussd or app.

Annexure D - Zambia Credit

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Fin-tech	Premier credit	Can use Zamtel, Airtel and MTN mobile money wallets for paying and receiving money	Pay day loans, Personal loans, Business (Makwebo) loans, and order financing.	Both	Apply online, via call center or in-store, app recieve loans via premier debit card, e-wallet services, bank account and mobile money wallet	Pay day loans: Within 24 hours for approval, immediate money up to K 10 000 . Personal loans: up to K100,000 up to 60 months. SME loans up to k250 000 tailor made to SME's with flexible repayment plans. Order Finance loans: to improve SME's working capital and cash flow and draw money against a confirmed purchase order from customers.	21 or older, valid NRC drivers/passport, in full employment with active bank account, actively trading in business for more than 6 months, holder of a registered phone number.	Loan calculator, Wesbite chatbot. Needs to be over 21 to loan.
Fin-tech	Comgrow		Village Banking loans	Individual Customer	Mobile money wallets, e-wallet, debit/credit cards, paypal	the most that can be borrowed at any one time is 3 times the groups current balance which is sum of total savings, repayments and earned interest, less loans and any payouts you may have taken. Customers choose loan payments duration		Receiving money is instant and paid to mobile money wallet or bank account
MNO	Airtel Money	Jumo	Nasova Cash Loan (Microloan)	Individual Customer	USSD, Airtel MoMo wallet	Loans vary from 7,14 or 21 days with single payment at the end of the term. Loan amounts vary depending on repyament history and how you use MoMo wallet.	are offered to selected Airtel customers who use Airtel Money and the Airtel services.	If loan is not paid on time on time, an extension fee of 10% will be charged and you will get a lower loan amount in future.
Fin-tech	Unifi		Zako Loans	Individual Customer	USSD, Online, Uniapp	Zako loans repaid after one month (emergency loan to get you to the next pay day, instant cash. Reward loans- special offer for loyal clients with good unifi credit scores. Higher amounts ate lower rates with a term of up to 7 months.	NRC, latest payslip, latest bank statement	Repayments via Unifi Ozow online portal which takes you to your bank and you log in to online banking and choose the account you want to make the paymment from then accept bank authorisation
Non-bank	Natsave		Institutional loans, Micro Enterprise loan, asset plus loan, NatQuick loans	Both	Mobile app, In-store, Call centre	Institutional loan (offered to employees of institutions that have signed a memorandum of understanding with the bank): these employess have access to loans without the condition off maintaining prior to getting a loan, 12-60 month repayment deducted by employer through payroll. Employer remits payment to the bank monthly. Micro enterprise loans: maximum term of loan 36 months. Asset plus loans (purchase of equipment/implements needed to enhance profitability): maximum term of loan 36 months. NatQuick loan: salary backed loan, instant loan at any branch	NRC, payslip (Natquick) Other: Additionally, need an active account which has operated for at list 6 months.	Mobile banking option available
Non-bank	FINCA		Small enterprise loan, business loan, group loan	Both	In-store, Finca eXpress Agent	Business loans aimed at providing opportunity too increase working capital or acquring assets with flexible collateral. Group loans don't require collateral or capital	Proof of residence , signed MOU, between 18-60 years, 6 months salary, credit reference bureau report . For business loans needs to be active for at least 6 months	Products have not launched yet but are launching soon. Loans processing takes at least 5 days. Loan repayments are monthly. Loan amounts range from K1 000 - K1 000 000. Collateral ranges from personal property to tangible assets. Offerings limited to where there are FINCA branches

Annexure D - Zambia Credit pt 2

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Bank	Indo Zambia Bank		Home loan, Personal loan, Vehicle Loan, MSME loan, Auto Finance, Agro Finance, Working Capital Finance,	Both	App, Online, In-store, toll free call line, whatsapp	Personal loan: maximum repayment of 36 months. Vehicle loan: new (72 months max), old (60 months max), customer minimum margin of 30% upfront. For business loans repayment will be as per cash flow of the business unit and maximum repayment ranges from 36 - 84 months depending on the loan.	SALARIED Undertaking from employer (M.O.U)Legal/equitable mortgage will be required where no undertaking or M.O.U is available NON-SALARIED Legal/Equitable mortgage	
Non-bank	Izwe loans		Personal loans, Salary advance loan, Car4Cash, Landed property loan, Auto Loan,	Both	USSD, Online, Call centre, In-store	Personal loan amounts of ZMW 150 000 with 60 months max repayment. Salary advances of up to ZMW 3 500 with max 18 months repayment. Max repayment for cars is 48 months and up to K 1 500 000 for new cars and K 1 000 000 for second hand vehicles.	An employee number for all Civil Servants (GRZ), Zambia Air Force (ZAF) and Zambia National Service (ZNS), Two original passport sized photos of yourself, A valid national ID / NRC. A bank account statement with recent 2 months' salary. Recent three months' salary slips. A signed pre-approval form and Employers' letter of introduction	Cash will be paid to you in less than 24h of loan approval for salary advances. Cash paid out in less than 72h of approval for car loans/ property loans. Car4cash enables you to use your car as collateral and get paid a loan against the value of your car.
Non-bank	Express Credit		Payday loans, Long-term loans	Individual Customer	Apply online or in-store, call-centre,	Pay day loans between K200 and K10 000. Long term loans between K5 000 and K20 000.	National registration card, passport or a driver's license. Stamped copy of the latest payslip. Official employment confirmation letter (must contain your residential address) Last 3-month bank statement stamped by the bank (e-bank statements will be accepted without the bank stamp)	Have an online chatbot, online loan calculator. Promotion of having 0% interest on your first payday loan. Highlight same day loan approval. 6 months max long term loan repayment. Referral programme where you can earn K150 per approved referal (limited to 5 uses). Recieve money into bank account or go to the branch to draw cash. Loan repayments through bank transfer, cash at nearest branch or MTN, Zamtel or Airtel mobile money transfers
Fin-tech	ZamCash	Airtel and MTN mobile money	Short term mobile money loans	Individual Customer	Apply online. Offer customer support call centre	Loans between K2 - K 2 000. New customers max loan amount is K500. Receive loan via MoMo Wallet (Airtel/MTN). Loan repayment on website via their payment aggregator WEBPAY through MoMo, online payment using MoMo USSD.	you need to be working under the private sector for a registered company and on a stable payroll. You are an Zambia citizen, age 21 to 60 years old and have a valid NRC. Your mobile phone number should be active	Online loan calculator. UVP receive a loan within 5 minutes. K500 repayment is 14 days
Bank	FNB		Personal loan, Home loan, Vehicle Finance	Individual Customer	Online, in store, app		You must be 21 years or older You must have a personal transactional account Be permanently employed Your salary must be paid directly into your bank account	
Bank	Zanaco		Climate financing, personal overdraft facility, scheme loan, personal loan, auto loan, term loan, project finance, working capital, minim value chain finance, farming loans	Both	Online,in store, app		Copy of NRC, 3 latest pay slips, 1 passport photo. 40% debt service ratio, Duly completed application, An existing Zanaco Account. Applicant must be aged over 18 years.	

Annexure E - Bots Savings/investment

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
MNO	BTC(Smega MoMo)	ABSA	Smega Motshelo Account	Individual Customer	USSD, Online, In-store	Group savings with P500 operating balance. Minimum of 2 members required.2 signatories to manage account. Monthly interest. Free funeral cover of P2,000 each for 10 nominated members	Minimum of 2 members , 2 signatories to manage account, ID and BTC mobile number	
Bank	Standard Chartered		Tema savings, standared savings, fixed deposit, upfront interest fixed deposit	Both	Online, In-store, App		Valid National Identity Document(ID) – Omang. Photo of your face or a Selfie.	Botswana's first digital retail bank
Bank	Botswana Savings Bank		Ordinary savings, Sesigo savings, save as you earn, fixed deposit	Individual Customer	in-store, whatsapp, call centre, post office	Ordinary savings: P50 opening amount, 1,75% interest p.a. No tax on interest. Maintaiance fee is R12 p.m and withdrawal fee is R2. Sesigo savings account: P200 opening amount, up to 3.25%, no tax on interest (balance can secure Ipelegeng personal loan). 2 free Withdrawals and P11 on each extra withdrawal. Pay as you earn: Minimum monthly contribution is P200, 12-60 month deduction. 1-2 years 1,25% p.a; 3-4 years 1.50%p.a; 5 years 2%p.a. Interest earned is tax free (balance can secure Ipelegeng personal loan). Fixed deposit: P1000 opening balance, 10 000-199 000 for 24 months has interest 3.45% No tax on interest earned.	ID/Passport or birth certificate for people under the age of 18.	Only have corporate savings account and SME transactional account (no savings offering). Have a savings calculator

Annexure E - Bots Credit

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
MNO	Orange Money	Access Bank	N' stakolle Loans	Individual Customer	USSD, Online	Short term loan between P50 and P1 200 to Orange Money account. Repayments between 3 - 30 days with interest rates between 7,5% and 12,5% per tenure period and 2,5% admin fee	Have an Orange Money account for a period of at least 6 months; Have an Orange Money account which is KYC compliant Should not be blacklisted to get loans by any legally known association or entity in Botswana such as the credit bureau Botswana Your Orange Money account should be active and in use; and The Customer should have reached the age of 18 years old to be considered for a loan. Be active on their Orange Money account by transacting monthly especially cash deposits at agents, send money, pay utility bills and buy mobile top up to improve their profile and qualify for N'stakolle Loan.	
MNO	Mascom	Letshego Botswana	MyZaka Instant loan	Individual Customer	USSD	A loan of P50 and P1 500 based on MyZaka account activity. Repaid within 30 days. Once off interest of 12% and additional 5% penalty each month for 2 months if loan hasn't been repaid.	MyZaka Instant Loan is offered to active MyZaka users between the ages of 18 and 65 years, who have been active on MyZaka for 6 months or more Customers must also be fully Know Your Customer compliant in order to qualify. Customer's information on MyZaka platform should be complete and up to date as follows. Firstname, Lastname, ID type Accepted ID types are only Omang (for Batswana) and Passport (for foreign nationals) ID document must be valid/still in use, and not expired ID Number, Date & place of birth PEP/PIP confirmation (customer has to be sanction screened to ensure they are not a listed PEP or PIP) Physical & Postal Addresses, Source of income All the above information is collected at the point of registering a customer for MyZaka In the event that an existing customer's ID has expired, they will need to update their KYC by providing a renewed ID document so they can qualify	
Non-bank	Express Credit		Open Market Loan, Ntslatse loans	Individual Customer	Apply online or in-store, call-centre	Open Market loans between P2 000 and P25 000 payable within 24 months. Ntlase loan between P500 and P5 000 repayable over 3 months.	21 years and above, ID, Proof of employment, proof of bank account andd bank card, spousal consent (if married within communal property)	Have an online chatbot, online loan calculator. Promotion of having 0% interest on your first payday loan. Highlight same day loan approval. Recieve money into bank account. Loan repayments through bank transfer, cash at nearest branch or Orange or Mascom mobile money transfers
Fin-tech	Letshego		Personal loans, Payroll Pension loans, home loans, instant loans, Working capital loans	Both	USSD, online, app	Payroll loans up to P600 000 with repayment of 72 months. Pension loan up to P300 000. Instant loans applied via USSD and whatsapp	latest Pay slip , ID, Marriage Certificate + Regime, Months statement, Confirmation of residence (Affidavit or Water bill), consent of Spouse , Letter of Confirmation of Work .	Also offer a flexisave account

Annexure E - Bots Credit pt 2

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Bank	Standard Chartered		Personal loan, home loan, auto loan,	Both	Online, In-store, App		Minimum gross salary of BWP3,750 for non-scheme and BWP1,750 for scheme Aged between 21-65 years We also take into consideration net take-home pay, period of employment etc. alid National Identification Proof of Income – Recent payslip/ Employer Letter/Certified Employment Contract/Other Banks Statements Proof of Residence – Latest utility bill / Current Lease Agreement/ Employment Letter/ Police Affidavit/ Letter from Tribal Administration Employment contract (where applicable) Employer Confirmation Letter Bank Statements of facilities held with other Banks	
Fin-tech	Sentle		Short term personal loans	Individual Customer	App, online, in store	loans between P 50 – P 10 000. The loans are repayable within 1 to 3 months. Variable interest rates starting from 15%		
Bank	Botswana Savings bank		Guaranteed Residential Property Scheme, Guaranteed Motor Vehicle Scheme, Ipelegeng personal loan, Lecha Personal Loan, BSB Express Loan, Eezi Auto loan, Pensioners loan	Individual Customer	in-store, whatsapp, call centre,	Guaranteed Residential property scheme: only for government and parastatals who have an agreement with BSB to offer their staff this loan. Repayment is 20 years, interest rate is prime rate - 0.25. Guaranteed motor vehicle same barriers to entry as guaranteed property loan, repayment is 4 years for used and 5 years for new, interest rate is at prime rate. Ipelegeng personal loan max amount is P1000 - P100 000 with max repayment of 48 months (balance in sesigo or save as you earn should constitute 60% of loan amount. Interest is prime + 5%. Lecha personal loam max amount is P5 000 - P500 000 with max repayment of 7 years. Min salary is P1 800. Varied interest rates between (Prime 14% and Prime 18%). Dont need to be existing BSB customers. BSB Express loan: Up to P100 000 with 24 month max repayment, min salary P2 500, 60%DSR. Fixed interest rate of 2.08% p.m, prime +22%. Eezi Auto loan: used cars prime + 5.5%, max repayment of 4 years new cars prime + 4.5% max repayment of 6 years, 100% financing no deposit required (accessible to employees of qualifying organisations). Pensioners loan P1000 - P40 000 wiith 4 years repayment subject to age of 65, pension income only, interest is Prime+3%	Express loan/guaranteed loans: Certified copy of National Identity card/ Omang, resident/work permit, passport (non-citizens) Latest payslip. Two month bank statement (for those with Motheo, or 3 months for new clients) Utility Bill/ proof of residence. Letter of confirmation from employer. Perosnal loans: 2 Certified Valid Omang/Passport · Settlement balances of loans to be cleared and loan statements · Certified copy of marriage certificate.	Lecha loan has turnaround time of 12-18 hours. Agreement fee for all loans ia 1%

Annexure F - S. Africa Savings/investment

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Fin-tech	Chipper Cash		Crypto and stock investments in addition to sending money to bank and momo accounts and digital visa card. Can also pay for airtime data, bills pay, DSTV etc.	Individual Customer	app	Buy and sell 10+ crypto coins (Bitcoin, Ethereum, USDC, Avax, Matic, Solana, Doge), available for purchase 24/7 with real time pricing, stable coins (USDC), Send and receive from any third party wallet address in SA, instant cash out to local currencies with no fees through connecting MOMO accounts. Buy fractional stock shares in US companies including Google, Apple, Nike, Amazon etc. Lowest commisions	south african bank account	Provide in app help, advice and tips
Fin-tech	Easy Equities		Stocks, ETFs, Crypto and Property	Both	online, app and add money via EFT or credit/debit card	fractional shares as much as you want from R10 - R1 000 or even more	necessary FICA doocuments necessary for if you are a foregin national, individual, business, ID.	Provides you with ZAR, TSFA (tax free savings), AUD, USD, GBP, EUR wallets as well as property, crypto, retirement annutieis, preservation provient fund and preservation pension fund. Easy money transfer with easyfx. No minimum balance, no monthly fees. Only ones who offer fractional share investing in SA.
Bank	FNB		shares (on and offshore), kruggerrands, unit trusts,	Individual Customer	online, in-store, app		over 18 years, transactional account	
Bank	Bank Zeo		Savings account, 7 day notice, 32 day notice, 45 day notice accounts	Both	app	interest table available at: https://www.bankzero.co.za/	proof of ID, a cell number and proof of address	Zero (or low banking fees) forex rates of 1% mark up. Bank zero have no credit offerings because they believe there is an over supply of credit in SA and undersupply of opportunities to help customers save and pay off debts.
Bank	Capitec		flexible savings, transactional savings, notice deposit	Both	app, USSD, internet banking, in store	Flexible savings: choose deposit amount and frequency of deposits, no monthly fees or minimum balance. 3,5% interest p.a on R0 - R24 999, 4,5% on R25 000 - R99 999, 5,75% on R100 000 - R249 999. Transactional account: R30 min balance and R7 monthly fee, interest p.a on daily balance. R0 - R24 999 3,5% interest; R25 000 - R99 999 4,5% interest and R100 000 - R249 999 5,75% interest. Notice deposit savings account - business (32 day or 367 day) min initial investment of R1 000 for 367 days.	Your SA ID number. A valid email address and SA cellphone number.	
Bank	FNB		fixed deposit, savings, 32 day flexi notice, FNB business call account, money on call, 32 day flexi notice, group savings	Both	online, in-store, app	Fixed deposit min opening deposit of R10 000, investment term between 7 days and 60 months with 10,50% max interest. Savings account max interest is 7,80%. 32 day flexi notice min opening deposit of R5 000 with 8,45% max interest. FNB business call account with min opening deposit of R1, access immediately with 7% interest. Money on call account, min opening deposit of R5000 with 6,65% max interest. 32 day flexi notice min opening depsoit of R5 000 and interest max of 8,45%	South African ID book/card. Proof of residential address (e.g. original council/telephone bill reflecting your parent's, legal guardian's or your name and address) Foreign nationals will be required to present a work or study permit.	FNB business call account savings needs transactional account

Annexure F - S. Africa Credit

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
MNO	MTN	Lndr	MoMo personal loan	Individual Customer	MoMo App	Loans between R2 000 and R18 000 ith R1 000 of the approved funds going directly to MoMo wallet	You need to be 18 or above. You have registered on MoMo for at least 3 months.	Customers will receive loan application outcome within 24-48 hours
MNO	Vodacom		Vodalend cash advance, airtime advance data advance, voucher advance	Individual Customer	Vodapay App, USSD	Between R50 and R500 cash advance paid within 7,14,21 or 28 days paid directly to vodapay wallet. Airtime advance has R1.10 access fee. Airtime advance of R5, R10 or R20 with 1 month repayment. Data advance has R1.10 access fee and options of 10MB, 25MB, 70MB and 125MB with one month repayment. Voucher advance from R15. No interest or fees on advance amount selected value based vouchers with short repayment times	Need to have been on vodacom netwrok for 6 months, 3 month bank statement	
MNO	Vodacom		Business lending, business cash advance	Group in Business	Vodapay App	Get approved for up to R5 000 000 today. Get funds within 24hr of approval and pay back in standard installments. Get up to R1 500 000 in 24 hours. Zero admin, initiation or credit life fees. No restrictions on the use of funding.	Your business must be registered and operational for 12 consecutive months, have a good credit standing, turnover of R500k a year and R40k a month foor business laon. You need to trade for 4 months on your VodaPay Kwika or Max, while making R3 000 a month to pre-qualify for a Business Cash Advance.	
Fin-tech	Unifi		Personal loans	Individual Customer	online	R2 000 - R8 000 loans same day approval, sent instantly to your bank account. Repayment options are either 1, 3 or 6 months	National ID document, one month's latest payslip and one month's latest bank statement to your nearest branch.	
Fin-tech	Lulalend		Business funding	Group in Business	online	Bridging finance, Revolving capital facility loan, equipment financing, inventory finance, offer trade capital and refinancin. All loans available between R10 000 and R5 000 000. Repayable between repayment in 3,6 or 12 months. With 6 and 12 month lending every month 1/6th or a 1/12th (depending on the plan) of the total advancement plus the monthly cost is paid. Monthly costs are 2-4% of advanced amount for the first 2 or 4 months (plan dependent) and 2% for the remaining months.	Need to be operating for minimum 1 year with minimum R500 000 year revenue in SA.	Business funding calculator in real time based on average lulalend score and credit history. No collateral not hidden costs.
Non-bank	Pow Wow Loans	FNB, Standard Bank, Nedbank, absa and Capitec Bank accounts only	Microloans (cash)	Individual Customer	online	Loans between R500 and R4 000 with repayment between 7 and 60 days. Service fees of R60p.m and annual interest rate of 60%. Existing customers may have loan amount extended to R8 000 subject to repayment of 5 loans within a set period of time	We will need a three-month bank statement and your latest payslip to verify your income and employment details.	Real time loan calculator. Debit order loans
Fin-tech	Zoop		Workplace lending	Individual in Business	web based app to apply once employer is signed up there is a unique access code which has agreed preferential rates for your advance	Payroll deduction of salary advancements loan repayments	You must be permanently employed and have a South African Bank account. Good previous credit history beneficial.	No fees for employer. For employees take out a secured payment option in the form of a voluntary salary deduction. Can charge lower rates and fees as you don't have to make up for subsequent losses due to non-payment.

Annexure F - S. Africa Credit pt 2

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Non-bank	Nano Capital		Small personal loans, venture capital funding	Both	online, call	Loan amounts between of R100 - R8 000 Loan repayment between 1 - 6 months.	You need to be a South African citizen You must be permanently employed for more than 6 months, Your salary must be paid into your bank account. ID Copy, 3 - Month Bank Statement, Latest Payslip, Proof of residence not older than 3 months You should not be under debt review or administration. For venture capital funding: Business Plan/Value Proposition	Loan calulator
Fin-tech	Wonga		Personal loans	Individual Customer	online	For new customers R600 - R4 000 payback within 3 months. (Max credit cost multiple of R4000 for 3 months would be 1.30 with max APR 123%) For existing customers R600 - R8 000 loans repaid over a maximum of 6 months (max credit cost multiple of 1.38 with APR of 78%).	You will need to provide us your ID number, employment details, monthly income and expenses as well as your bank account information. . You will need to provide us with your most recent payslip or bank statement which clearly shows your personal details as well as your income	Money goes to bank account. Loan calculator
Fin-tech	My Mulah		Payday loans	Individual Customer	online	New customers can apply for up to R4 000 with one month to repay. Existing customers can apply up to R8 000 with 3 months to repay. Service fee is R64pm. Initiation fee: loans under R1100 is 15%, Loans over R1100 R165 + 10% on any value over R1100. Interest on first loan is 3% and subsequant loans is 5%.	your employment status and South African Citizen ID number	Chatbot available for assitance, loan calculator. Money to bank account. Repayment via debit order on pay day date specified by you
Fin-tech	Finance27		Payday loans	Individual Customer	online, call	For new customers max loan limit for a months is R2 500 and for existing customers max loan limit is R4 700. After loan approoved it takes 24 hours for money to reflect into bank or can do an instant payment for R57	You need to be a South African citizen and above 18 years of age. You also need to be employed and have a valid bank account.	Provide debit order option
Fin-tech	Lime24		Payday loans	Individual Customer	online, call	Loans between R500 and R8 000 with a loan term up to 37 days. Interest rate day: 0,16 for new clients, 0,1% for subsequant clients. Initial fee of 16,5% of first R1 000 lent, 10% of loan amount over R1 000 + 15% VAT, service fee of R69 month	SA ID number, Your cellphone number, Your email, Bank account details, Employment details	Payments are made before 2pm on business days and will be in account by 7pm. Payments made after 2pm or on holidays/weekends will receive the money the following day. Repayment via debit order
Fin-tech	Fasta Loans		short term personal loans	Individual Customer	online	Loans of R800 -R8 000 in 1, 2 or 3 monthly installments. Interest rate is 3% p.m.	Have a valid South African ID Number Be 18 years or older Earn a minimum monthly salary of R6000 for the last 3 months Have a valid bank account in your name Have a valid email address and mobile number	their NPS is 72 because of convenience, online application, fast approval under minutes. Have a loan calculator which you apply from where you see the fees etc.
Fin-tech	Boodle		personal loans	Individual Customer	online, call	Loans in days (2 - 33 days) with loan amounts of R100 - R 8000. Loans in months (2 - 6 months) with amounts of R500 - R8 000. New customers limited at R4 000 and receive smiles to be able to loan more	banking details and ID number, registered south african mobile number	Application takes +- 10 minutes. Boodle loan paid out within 10 minutes once approval, manual route takes up to 2 hours for cash to be paid into account.

Annexure F - S. Africa Credit pt 3

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Bank	Capitec		revolving credit, personal loan, home loan. Business - instant overdraft, vehicle and asset finance, property finance, business term loan.	Both	whatsapp, call, online, app, in store	Up to R500 000 revolving credit repaid over up to 60 months, only pay for it when you use it. Service fee R69 p.m when owing, interest rate 13,75% - 22,25% and initiation fee of up to R1 207.5. Personal loan of up to R250 000 over 84 months (can choose lowest monthly installment or lowest interest rate), credit approved in minutes and available immediately, fixed monthly payments interest rates from 13,75%. Home loan. Instant overdraft up to R250 000 with quick approval and no security needed. Only pay interest on credit used. Vehicle and asset finance: various specified vehicles and equipment with negotiated deposit,balloon payment and repayment of up to 72 months. Property loans flexible structes based on cash flow and negotiable payment up to 10 years (business) and 30 years (residential) do require collateral. Business term loan repayable up to 60 months based on your budget with rates linked to prime lending .	Original ID document (must be 18 years or older) Latest salary slip, A bank statement showing your latest 3 consecutive salary deposits (only if the salary is not paid into your Capitec account). Business: Latest signed annual financial statements Up-to-date management accounts (not older than 3 months) Statement of personal assets and liabilities, Statement of personal income and expenditure, Most recent 6 months' bank statements (new clients only).	credit calculator for business loans need to be operational for 2 years
Fin-tech	Capfin	PEP and Ackermans	personal loans	Individual Customer	online, SMS, visit any PEP or Ackermans	up to R50 000 with 6 or 12 month repayments. Service fee is R69. Initiation fee is R535.	ID, 3 latest payslips, 3 latest bank statements	write off loan in event of clients death, can obtain bank statements directly from customers bank. Have how to videos on their website to show how to apply.
Fin-tech	Housing investment partners	Old Mutual, NHFC	Micromortgages	Individual Customer	online	Loans between R100 000 and R950 000	In full time employment (not self-employed) 24 months permanently employed. The period can be combined with current and previous employer. A South African citizen Between the ages of 21 and 40. Older ages may also apply and are considered on merit Earning a gross income of between R3 500 and R30 000 per month Cleared by the credit bureau	Repayments are predictable and always a fixed percentage of your salary (maximum of 30 %) for the duration of the loan. Repayments are also escalated annually in line with salary increases. Repayments are not impacted by changes in interest rates.
Fin-tech	EasyPay Everywhere		personal loans, device loans	Individual Customer	online, in-store, USSD, call centre	short-term loan offerings from 1-6 months, with loan amounts ranging between R100 and R2 000. Also, max R500 loans for 1 month. Device loans: Get a smartphone or tablet on a 6-month loan (Android GQ - R265pm, Android S12 Go - 345 pm, Android Original Version -415pm and Android tab go for R431pm) with all devices customers recive: 1 GB Data Once-Off 150 MB WhatsApp Data for 6x Months 50 Mins Once-Off FREE Education Package Free SIM card and data bundle A 1-year device warranty R 250 Garnish (mobile accessories) voucher	You must be an EasyPay Everywhere accountholder. Your income/grant must have been paid into your EasyPay Everywhere account over a minimum of three consecutive months: and You must pass the affordability requirements to qualify for a loan. Alternatively, if you are not an EasyPay Everywhere accountholder, please visit your nearest EasyPay Everywhere branch to apply for a one-month loan. To apply for a one-month loan, you will need the following documentation: Your ID document (a valid temporary ID). Your mobile phone. Proof of address, not older than three months. Payslip (proof of income).	income grant needs to be paid into easypay everywhere account
Bank	FNB		personal loan,revolving facility, vehicle finance, student loan, securities based lending, home loan, temporary loan, overdraft, business bounce back loan, busainess loan, business revolving loan	Both	online, in store, USSD, app	Personal loan up to R360 000 with fixed repayment up to 60 months payment with interest starting from 13,25%p.a. Revolving facility of up to R250 000 with debicheck and fixed payments. Overdraft: The interest rate is subject to customer profile and scoring, with a minimum interest rate of prime + 1% and maximum of NCA Max. Temporary finance up to R10 000 and interest free. Business bounce back loan: Min R10 000 with 60 months amortising loan with fixed prime rate+3%.Minimum business loan of R2 000 and minimum revolving loan of R20 000.	6 months of longer active FNB account, 18 years and abover, SA citizen, pass credibility assesment. ID, 3 month payslip, proof or residence. Overdraft: You need to have an active "qualifying" FNB transactional account to apply for an overdraft on the FNB App or Online Banking. For business loans: 6 months turnover through FNB business acount, business account in good standing, healthy credit record.	Have an option to get a payment break every January for personal loan. Can only apply for overdraft via app.

Annexure G - Lesotho Savings/investment

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Bank	Standard Lesotho bank		BOTHEBELELE SAVINGS ACCOUNT, CONTRASAVE, Fixed Deposit, Moritsoana Puresave, Notice deposit. Business: 32 day notice depsoit, call account, fixed deposit account	Both	online, in-store, app	BOTHEBELELE SAVINGS ACCOUNT for individuals earning less than M3000 p.m No monthly management fee, free cash deposits, low minimum balance. Contrsave fixed savings account with fixed debit order amounts between 12 and 36 months with increasing interest rates per year.	ID, proof of residence not older than 3 months	
Bank	Post Bank Lesotho		Puresave savings, organisation savings, mokolokotoane, fupe fixed deposit, telea fixed deposit, ngatana subscription deposit, call account	Both	online, in-store, app	Fupe fixed deposit min opening balance M1 000, investment from 3-36 months. Funds may be pledged as collateral. Telea fixed deposit min opening balance of M1 000, Interest rate above inflation 12 months onwards and the longer the investment the higher the rate.. Investment for 3-36 months, funds may be pledged as collateral. Ngatana subscription deposit min opening balance M100, investment terms from 6-60 months, guaranteed interest, can be used as cllateral when applying for a loan. Call account no min opening balance, no min balance, can be used as collateral	proof of income, proof of residence, ID. Business: personal documents for all signatories, constitution, resolution letter to open account. Tax clearance, Traders license, Memorandum of understanding, Articles of association, Certificate of incorporation, Resolution letter to open an account	

Annexure G - Lesotho Credit

Category	Competitor	Partners	Product & Offering	Target Customer	Platform	Pricing	Qualification criteria	Notes
Fin-tech	Express Credit		Personal long term loans	Both	online, in store, call centre	Loans between M1 500 - M50 000 repaymable in 3-48 months.	21 years and above, ID, Proof of employment, proof of bank account andd bank card, spousal consent (if married within communal property)	Refer a friend and earn M100 as a reward
Fin-tech	Select Africa		Payroll and Payday loans	Both	online	Up to M5 000 for payday loans to private, government and parastalsal employees. Payroll loans can be repaid between 1 and 72 months	Private employees with at least 6 months employment history with employer. Letter of employment from employer. National ID or passport. Clean Credit report must show no defaults and regular payments with other financial institutions.	
Fin-tech	Letshego		Personal loans, Payroll Pension loans, home loans, instant loans, Working capital loans	Both	USSD, online, app	Payroll loans up to P600 000 with repayment of 72 months. Pension loan up to P300 000. Instant loans applied via USSD and whatsapp	latest Pay slip , ID, Marriage Certificate + Regime, Months statement, Confirmation of residence (Affidavit or Water bill), consent of Spouse , Letter of Confirmation of Work .	Also offer a flexisave account
Fin-tech	Pula-Maliboho		Personal loans, Affordable housing, education loans, small business loans, emergency loans, home improvement loans, buy now pay later (partnered with Chaperone's C-Pay)	Individual in Business	Chapeone USSD, app, online, call	Buy Now Pay Later, which applies to businesses only and starts from as little as M10 to M10 000. Using C-pay mobile money to recieve and apply for loans	unknown	Website does not contain loan information
Bank	Post Bank Lesotho		Wool and Mohair loan, Agric short term loan, agric long term loan, crop production, poultry production, animal fattening	Individual in Business	online, in store, app	Personal loans medium to long term prioritises consistent income. Short term loans: either as once-off or periodic with identified source of income. The loan can either be for salaried and non-salaried individuals.Restructuiring fees for business loans are 2.8%, Idividual loans: 1% personal loan with max cap M300, 1% VAF loan max cap M 4000, 1% property finance with max cap M 5000. Loan handelling fee business loans 2,8%, Idividual loans: 1% personal loan with max cap M300, 1% VAF loan max cap M 4000, 1% property finance with max cap M 5000.	Persnonal: 3 months payslips Bank statements (new customer) Personal documentation Affordability assessmentOverdraft: 3 months payslips (individuals) Bank statement (new customer) Personal documentation (Proof of residence and Id/Passport) Affordability assessment (individuals) Cash-flow projections (business/corporates) Financial Statements (businesses/corporates) Personal Statements (Members/Directors of businesses/corporates) Debtors, creditors, and stock age analysis (businesses/corporates)	Loan repayment is deductible from source or from the account at Lesotho PostBank. They do not give max amounts on website only through applications.
Bank	Post Bank Lesotho		Personal term loan, overfraft facility, short term loan, home loan, vehicle finance, loan against collateral, suppplier finance, commercial property, commercial vehicle	Both	online, in store, app	Personal loans medium to long term prioritises consistent income. Short term loans: either as once-off or periodic with identified source of income. The loan can either be for salaried and non-salaried individuals. Restructuring fees for business loans are 2.8%, Individual loans: 1% personal loan with max cap M300, 1% VAF loan max cap M 4000, 1% property finance with max cap M 5000. Loan handeling fee business loans 2,8%, Individual loans: 1% personal loan with max cap M300, 1% VAF loan max cap M 4000, 1% property finance with max cap M 5000.	Personal: 3 months payslips, Bank statements (new customers), Personal documentation, Affordability assessment Overdraft: 3 months payslips (individuals), Bank statement (new customers), Personal documentation (Proof of residence and Id/Passport), Affordability assessment (individuals), Cash-flow projections (business/corporates), Financial Statements (businesses/corporates), Personal Statements (Members/Directors of businesses/corporates), Debtors, creditors, and stock age analysis (businesses/corporates)	Loan repayment is deductible from source or from the account at Lesotho PostBank. They do not give max amounts on website only through applications.

Thank You

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Click in this box for link to Excel sheet

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