

## APION MICRO-LENDING SOLUTIONS LIMITED

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### OUR LOANS

#### Salary Loans

Our salary loans are for those in formal employment-both in government and private sector. The starting threshold is **K3,000**, which graduates upto **K20,000** in multiples of **K1,000** every repayment cycle, depending on a good repayment history. If you want to skip the graduation process and get upto **K20,000** first time, you need to pledge a motor vehicle in good condition and value as collateral. Your monthly repayment cannot be more than 40% of your take-home pay. To access a salary loan, we need 1) three months latest payslips (stamped by your employer) 2) three months latest bank statement (stamped by your bank), 3) introductory letter from your employer 4) proof of address 5) NRC and 6) passport photos.

#### Business Collateral Loans

**Motor vehicle Collateral**-With a motor vehicle as collateral, you can get a loan of between **K20,000** to **K50,000** depending on the value of the vehicle. You keep driving the vehicle but we retain a copy of the White Book.

**Titled Land Collateral**-We accept titled land as collateral and you can get a collateral-based loan between **K50,000** to **K100,000**. We do not accept land on customary tenure, occupancy license or council papers.

**Developed Property Collateral**-We accept developed property as collateral. The developed property must be on titled land with the Ministry of Lands. You can get a loan of between **K100,000** to **K500,000** depending on the assessed value of your property. You need to have a registered business and a clear business plan when accessing this type of loan.

To access this loan, we need proof that you are in business or have a viable project, and therefore we will need 1) business plan 2) pacra documents 3) bank statement and 4) ZRA

#### Smart Loans

We have smart loans which we offer to our loyal customers. These are loans which clients can access themselves online through a web portal without walking into any of our branches. A client needs to be pre-approved first and needs to have accessed a conventional loan from us for at least three times with a clean repayment record. Once processed, smart loans become available instantly and go straight into your mobile money account or bank account.

#### Mobile Money Loans

Our mobile money loans are very small loans upto **K1,000** for emergencies, available to our pre-approved clients with a pre-subscription agreement. Loans are repayable over 1/7/14/21 days or **30** day tenor periods. Once pre-approved, we subscribe you to our database. Whenever in need, you just call any of customer care line, and your mobile wallet will be credited with the loan.

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