



GHANA REGISTERED NURSES & MIDWIVES ASSOCIATION CVP

Stanbic Bank Moving Forward™

**The President
Ghana Registered Nurses & Midwives Association(GRNMA)
Accra**

16th April 2020

Dear Sir,

INTRODUCTION OF STANBIC EMPLOYEE VALUE BANKING PROPOSITION TO THE MEMBERS OF GRNMA

As a member of the Standard Bank Group, Stanbic Bank Ghana Limited, prides itself in being part of Africa's largest bank, with over 150 years' experience in the banking and financial services industry across Africa, the Americas and Asia. As the best financial institution in the 2010 edition of the Ghana Club 100 rankings, Stanbic Bank Ghana is also rated as a first-tier bank and operates a network of 40 branches in nine regions of the country.

Leveraging on our depth of rich financial heritage in Personal and Business banking services, we present to you our Employee Value Banking Proposition for your consideration. Our Employee Value Banking package is a unique mix of personal banking solutions designed to cater for the financial needs of your members of staff at the convenience of their workplace. With our Employee Value Banking solutions, we aim to assist your members move forward in life by providing convenient Transactional solutions, Lending options (such as Personal Loans, Vehicle & Homes Loans) and Investment Services when they earnestly require them.

In addition to the wide range of products and preferential pricing we will offer to members of GRNMA, a dedicated Relationship Management team would be available to manage your members banking needs towards ensuring a seamless relationship.

We believe that Stanbic Bank is well positioned to add value to the living standards of the staff members by providing world class bundled financial solutions them. It has to be noted however that members will only continue to benefit from this bundled package as long as they remain in the membership of your association.

The attached are the highlights of our Employee Value Banking solutions and other documents relevant to this proposal.

Summary of offering:

- **Unsecured Personal Loan: 19% PA**
- **National Mortgage Scheme: 12% PA**
- **Salary Advance (SALAD): 1.80% *****
- **Vehicle & Asset Finance: 20%**
- **Stanbic Mortgage Scheme: 20%**

Thank you for giving us the opportunity to present our Employee Value Banking solutions to your organization. We look forward to further discussions and a presentation to your team on this proposal.

Should you require any further clarification please contact the undersigned on 0266314531.

Yours faithfully,

HARRY OPOKU-AGYEMANG
Head, Personal Markets

DANIEL AFARI-DJAN
Relationship Manager, Employee Value Banking

*** This is exceptionally being offered to New Enrolled Nurses and Midwives who are yet to receive first salary credit



Our Value proposition to the Christian Health Association of Ghana

SALAD



Salary advance to cushion you in the first three to six months after enlistment



MORTGAGES



1. Accommodation needs catered for through National Mortgage Scheme
2. Property Completion Scheme
3. Vacant land Financing

VEHICLE & ASSET FINANCE



Financing for new or second hand vehicles dependant on budget and affordability



INSURANCE



Eduplan to cover further education for you or your dependants



UNSECURED PERSONAL LOANS



For your emergency and planned loans for asset acquisitions eg land acquisition



SAVINGS & INVESTMENTS



1. Investment and savings plans to prepare for Lifestyle and retirement
2. Financial Literacy Programs





Income (GHS 1K - 1.5K)



Delayed Initial Salary

- ✓ UPL
- ✓ Salary advance prior to initial salary

Accommodation

- ✓ National mortgage scheme

Furnishing

- ✓ Partnership with vendors
- ✓ Consumer finance scheme

Transportation

- ✓ Financing for motorbikes

Investment /Savings

- ✓ Eduplan
- ✓ Stanlib (Cash Trust)



Insurance

- ✓ Group funeral cover
- ✓ Critical Illness



Income GH\$ 1K – 2.5K)

Delayed Salary

- ✓ UPL
- ✓ Salary advance

Accommodation

- ✓ National mortgage scheme
- ✓ Property Completion Scheme
- ✓ Vacant Land Financing Scheme

Furnishing

- ✓ Partnership with vendors
- ✓ Consumer finance scheme

Transportation

- ✓ Financing for motorbikes
- ✓ Financing of both new or used vehicles

Emergency / Unplanned Financing

- ✓ Unsecured Personal Loan of up to 300k

Investment /Savings

- ✓ Eduplan
- ✓ Stanlib (Cash Trust)

Insurance

- ✓ Group funeral cover
- ✓ Critical Illness
- ✓ Home Content





Income (GHS +3.5K)

Accommodation

- ✓ National mortgage scheme
- ✓ Property Completion Scheme
- ✓ Vacant Land Financing Scheme

Lifestyle

- ✓ Partnership with vendors
- ✓ Consumer finance scheme
- ✓ Unsecured Personal Loan of up to 300k

Transportation

- ✓ Vehicle & Asset Financing: movable assets

Investment /Savings

- ✓ Eduplan
- ✓ Stanlib (Cash Trust)
- ✓ Retirement fund

Insurance

- ✓ Life Assurance
- ✓ Group funeral cover
- ✓ Critical Illness
- ✓ Home Content





Net Salary Amount (GHS)	Maximum SALAD Applicable
1,500.00	GHS 750.00
2,000.00	GHS 1000.00
2,500.00	GHS 1,250.00
3,000.00	GHS 1,500.00
3,500.00	GHS 1,750.00





Net Salary Amount (GHS)	Maximum UPL Applicable (60 months)
1,500.00	GHS 28,000.00
2,000.00	GHS 37,000.00
2,500.00	GHS 47,000.00
3,000.00	GHS 56,500.00
3,500.00	GHS 66,000.00





Net Salary Amount (GHS)	Value of Vehicle (second hand)	Repayment Amount (60 months)	Value of Vehicle (new)	Repayment Amount (84 months)
3,000.00	GHS 56,500.00	GHS 1,496.90	GHS 62,500.00	GHS 1,497.05
3,500.00	GHS 66,000.00	GHS 1,748.60	GHS 72,500.00	GHS 1,736.58



House Type	1 Bedroom		2 Bedroom	
Property Value	80,000.00	100,000.00	125,000.00	170,000.00
Repayment Amount	908.91	1,136.14	1,420.18	1,931.44



Home Loans (National Mortgage Scheme)



Net Salary	Max Loan	Monthly Repayment	Tenure	Interest rate
GHS 1,800	GHS 80,000	GHS 880.87	20 Years	12%
GHS 1,900	GHS 86,000	GHS 946.93	20 Years	12%
GHS 2,000	GHS 90,000	GHS 990.98	20 Years	12%
GHS 2,100	GHS 95,000	GHS 1,046.03	20 Years	12%
GHS 2,200	GHS 99,000	GHS 1,090.08	20 Years	12%
GHS 2,300	GHS 104,000	GHS 1,145.13	20 Years	12%
GHS 2,400	GHS 108,000	GHS 1,189.17	20 Years	12%
GHS 2,500	GHS 113,000	GHS 1,244.23	20 Years	12%
GHS 2,600	GHS 118,000	GHS 1,299.28	20 Years	12%
GHS 2,700	GHS 122,000	GHS 1,343.33	20 Years	12%
GHS 2,800	GHS 127,000	GHS 1,398.38	20 Years	12%
GHS 2,900	GHS 131,000	GHS 1,442.42	20 Years	12%
GHS 3,000	GHS 136,000	GHS 1,497.48	20 Years	12%
GHS 3,100	GHS 140,000	GHS 1,541.52	20 Years	12%
GHS 3,200	GHS 145,000	GHS 1,596.57	20 Years	12%
GHS 3,300	GHS 149,000	GHS 1,640.62	20 Years	12%





Cover Description	GHS 2,000 Benefit Level	GHS 5,000 Benefit Level
Family + 2 Parents	GHS 8.00	GHS 20.00
Member & Spouse Benefit	GHS 2,000	GHS 5,000
Parents Benefit	GHS 2,000	GHS 5,000
Children above 14 years Benefit	GHS 2,000	GHS 5,000
Children aged 6 yrs. to 13 yrs. Benefit	GHS 1,000	GHS 2,500
Children below 5yrs and Stillbirths Benefit	GHS 500	GHS 1,000