U bank microfinance

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| **DATE :** | 28TH FEBRUARY, 2023 | **REF:** | IOM/PDT/02/2023/ |
| **TO :** | ALCO | | |
| **FROM :** | PRODUCT DEPARTMENT | | |
| **SUBJECT:** | CHANGE IN MARK-UP ON CONVENTIONAL LOAN PRODUCTS | | |

Considering recent market conditions, ALCO has decided to make changes in mark-up rates of below mentioned lending products. These changes will be applicable on all disbursements from 1st March, 2023.

| Loan Product Code | Loan Product | Existing Mark-up Rate | | Revised Mark-up Rate | |
|---|---|---|---|---|---|
| | | Flat Rate | IRR | Flat Rate | IRR |
| 164 | Livestock & Dairy Loan (EMI) | 40.00% | 67.18% | 42.00% | 70.26% |
| 167 | Livestock & Dairy Loan (Bullet) | 50.00% | 50.00% | 52.00% | 52.00% |
| 165 | Livestock & Dairy Loan Plus (EMI) | 37.00% | 62.52% | 39.00% | 65.64% |
| 166 | Livestock & Dairy Loan Plus (HFY) | 45.00% | 57.58% | 47.00% | 60.05% |
| 209 | Enterprise Livestock & Dairy Development Loan (EMI) | 35.00% | 59.39% | 37.00% | 62.52% |
| 210 | Enterprise Livestock & Dairy Development Loan (HFY) | 42.00% | 53.87% | 44.00% | 56.35% |
| 163 | U Zarai Qarza | 50.00% | 50.00% | 52.00% | 52.00% |
| 179 | Agri. Loan for Small Farmers (CGSMF) | 50.00% | 50.00% | 52.00% | 52.00% |
| 207 | General Agri Passbook _ HFY | 38.00% | 48.89% | 40.00% | 51.38% |
| 205 | General Agri Passbook _ YRLY | 46.00% | 46.00% | 48.00% | 48.00% |
| 208 | MSME Agri Passbook _ HFY | 34.00% | 43.89% | 36.00% | 46.39% |
| 206 | MSME Agri Passbook _ YRLY | 41.00% | 41.00% | 43.00% | 43.00% |
| 190 | Tractor & Equipment Loan | 34.50% | 44.51% | 36.50% | 47.02% |
| 176 & 177 & 178 | Karsaz Gold Loan- (Bullet) (up to PKR 150,000) | 41.00% | 41.00% | 43.00% | 43.00% |
| 159 | Karsaz Gold Loan- (EMI) (up to PKR 150,000) | 40.00% | 67.18% | 42.00% | 70.26% |
| 189 &196 & 197 | MSME Gold Loan - (Bullet) (150,001 - 500,000) | 40.00% | 40.00% | 42.00% | 42.00% |
| 171 | MSME Gold Loan - (EMI) (150,001 - 500,000) | 38.00% | 64.08% | 40.00% | 67.18% |
| 191 & 195 & 194 | MSME Plus Gold Loan - (Bullet) (500,001 - 1,000,000) | 38.00% | 38.00% | 40.00% | 40.00% |
| 192 | MSME Plus Gold Loan - (EMI) (500,001 - 1,000,000) | 36.00% | 60.96% | 38.00% | 64.08% |
| 182 | MSME Barhta Karobar Loan (350,001-600,000) | 35.00% | 59.39% | 37.00% | 62.52% |
| 241 | Barhta Karobar Plus | 30.00% | 51.44% | 32.00% | 54.64% |
| 180 | Tankhwah Loan (up to PKR 150,000) | 31.00% | 53.04% | 33.00% | 56.23% |
| 181 | Tankhwah Loan (above PKR 150,000) | 30.00% | 51.44% | 32.00% | 54.64% |
| 193 | Pension Loan (up to PKR 150,000) | 31.00% | 53.04% | 33.00% | 56.23% |
| 200 | Pension Loan (above PKR 150,000) | 30.00% | 51.44% | 32.00% | 54.64% |
| 198 | Motorbike Loan (06-12 Months) | 34.00% | 57.81% | 36.00% | 60.96% |
| 199 | Motorbike Loan (13-36 Months) | 36.00% | 60.96% | 38.00% | 64.08% |
| 221 | Motorbike Loan (06-12 Months) _ Corporate | 27.00% | 46.60% | 29.00% | 49.84% |
| 222 | Motorbike Loan (13-36 Months) _ Corporate | 29.00% | 49.84% | 31.00% | 53.04% |
| 242 | U Bank Home Loan (Purchase) | 25.02% | 43.38% | 27.02% | 46.63% |
| 243 | U Bank Home Loan (Construction) | 25.02% | 43.38% | 27.02% | 46.63% |
| 244 | U Bank Home Loan (Renovation) | 25.02% | 43.38% | 27.02% | 46.63% |

| Loan Product Code | Loan Product | Existing Mark-up Rate | | Revised Mark-up Rate | |
|---|---|---|---|---|---|
| | | Flat Rate | IRR | Flat Rate | IRR |
| 203 & 234 | Solar Financing _ Home Solution | 25.50% | 44.16% | 27.50% | 47.41% |
| 235 & 236 | Solar Financing _ Enterprise Solution | 25.50% | 44.16% | 27.50% | 47.41% |
| 204 | Solar Financing _ Agri Solution | 25.50% | 33.15% | 27.50% | 35.69% |
| 211 & 212 | Commercial Vehicles | 27.97% | 48.17% | 29.97% | 51.39% |
| 217 | Sunehra Sarmaya (1,000,001 - 2,000,000)_ EMI | 25.00% | 43.34% | 27.00% | 46.60% |
| 213 | Sunehra Sarmaya (1,000,001 - 2,000,000)_ HFY | 29.01% | 37.60% | 31.01% | 40.13% |
| 216 | Sunehra Sarmaya (1,000,001 - 2,000,000)_ YRLY | 34.51% | 34.51% | 36.51% | 36.51% |
| 218 | Sunehra Sarmaya (2,000,001 - 3,000,000)_ EMI | 24.16% | 41.97% | 26.16% | 45.24% |
| 219 | Sunehra Sarmaya (2,000,001 - 3,000,000)_ HFY | 28.24% | 36.63% | 30.24% | 39.16% |
| 220 | Sunehra Sarmaya (2,000,001 - 3,000,000)_ YRLY | 33.51% | 33.51% | 35.51% | 35.51% |
| 233 | Ehsaas Rehribaan Project | 29.00% | 49.84% | 31.00% | 53.04% |
| 248 | Sarmaya-i-Taleem (PKR 100,000 - 500,000) | 29.00% | 49.84% | 31.00% | 53.04% |
| 246 | Sarmaya-i-Taleem (PKR 500,001 - 1,000,000) | 28.00% | 48.22% | 30.00% | 51.44% |
| 247 | Sarmaya-i-Taleem (PKR1,00001 - 3,000,000) | 27.00% | 46.60% | 29.00% | 49.84% |
| 249 | Ubank Khud Mukhtar Loan | 30.00% | 44.33% | 32.00% | 46.75% |
| 250 | Ubank Khud Mukhtar Loan Plus | 27.00% | 40.62% | 29.00% | 43.10% |
| 252 | Mobile Phone Financing* | 24.00% | 40.88% | 31.00%* | 51.39% |
| 256 | Running Finance MSME | 36.00% | 60.95% | 38.00% | 64.08% |
| 257 | Running Finance MSME-QTLY | 36.00% | 54.18% | 38.00% | 57.02% |
| 258 | Running Finance MSME Plus | 24.00% | 41.70% | 26.00% | 44.98% |
| 259 | Running Finance MSME Plus-QTLY | 24.00% | 36.79% | 26.00% | 39.72% |
| 260 | Running Finance Salaried | 36.00% | 60.96% | 38.00% | 64.08% |
| 265 | Laptop for Rural Retail* | 26.00% | 43.94% | 31.00%* | 51.39% |

*Insurance premium baked in markup rate

| Discontinued Products | | | | | |
|---|---|---|---|---|---|
| 160 | Karsaz 12 M (Agriculture - Repayment at Maturity) | 41.00% | 41.00% | 43.00% | 43.00% |
| 161 | Karsaz 12 M (Livestock - Repayment at Maturity) | 41.00% | 41.00% | 43.00% | 43.00% |
| 162 | Karsaz 12 M( Enterprise - Repayment at Maturity) | 41.00% | 41.00% | 43.00% | 43.00% |
| 169 | Karsaz 12 M( Enterprise - Repayment at Maturity) | 40.00% | 40.00% | 42.00% | 42.00% |
| 170 | Microenterprise Loan (LVS Repayment at Maturity) | 40.00% | 40.00% | 42.00% | 42.00% |
| 172 | U Livestock Loan (Secured Repayment on Maturity) | 50.00% | 50.00% | 52.00% | 52.00% |
| 173 | U Livestock Loan ( Secured Repayment at Monthly) | 37.00% | 62.52% | 39.00% | 65.64% |
| 174 | Agri - Passbook Qarza | 46.00% | 46.00% | 48.00% | 48.00% |
| 175 | Microenterprise Loan (ENT Repayment at Maturity) | 40.00% | 40.00% | 42.00% | 42.00% |
| 183 | Enterprise Agri Passbook Qarza | 46.00% | 46.00% | 48.00% | 48.00% |
| 187 | MSME Loan (Agri Repayment at Maturity) Above 300K | 40.00% | 40.00% | 42.00% | 42.00% |
| 188 | MSME Loan (LVS Repayment at Maturity) Above 300K | 40.00% | 40.00% | 42.00% | 42.00% |
| 201 | U Bank Home Loan (up to PKR 500,000) | 25.00% | 43.34% | 27.00% | 46.60% |
| 202 | U Bank Home Loan (Above PKR 500,000) | 25.00% | 43.34% | 27.00% | 46.60% |

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| Loan Product Code | Loan Product | Existing Mark-up Rate | | Revised Mark-up Rate | |
|---|---|---|---|---|---|
| | | Flat Rate | IRR | Flat Rate | IRR |
| 158 | Apna Karobar Loan (up to PKR 150,000) | 40.00% | 67.18% | 42.00% | 70.26% |
| 157 | Apna Karobar Loan (above PKR 150,000) | 37.00% | 62.52% | 39.00% | 65.64% |
| 232 | U Bank Home Loan – Unsecure | 27.00% | 46.60% | 29.00% | 49.84% |

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