



# Corporate and Investment Banking

Product and pricing guide 2019



**FNB**

How can we help you?

First National Bank of Swaziland Limited – a subsidiary of FirstRand EMA (Pty) Ltd. A Licensed Financial Services Institution. Reg. No. R7/6271

# Rooted in Eswatini. Reaching beyond local borders for businesses that think globally

At FNB Corporate and Investment Banking, we not only value your business but know its value to you. This is why we employ solutionist thinking to offer tailor-made transactional, trade and working solutions that help you grow and expand your business beyond local reach.

Through our dedicated Customer Experience Centre, a team of skilled Relationship Managers who understand your business are on hand to give guidance on how you can bank better, freeing you to manage the day-to-day demands of your business.

## Get more value for what you put in with your FNB Corporate Account:

Optimised receipting solutions

Liquidity management solutions

Electronic validation

Dedicated relationship managers

Free electronic transfers

Freebalance enquiries

# FNB CIB offering differentiated, dedicated service

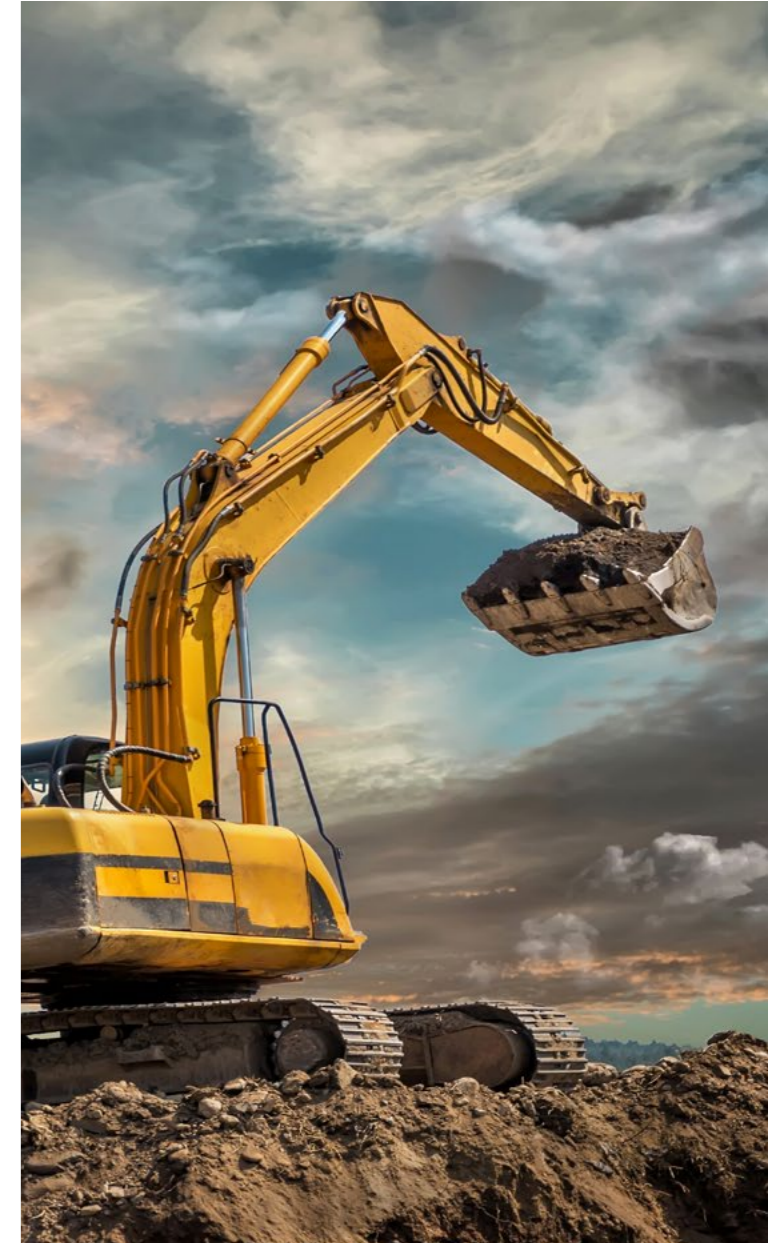
Specialised teams of Relationship Managers and Relationship Analysts have 24/7 solutions to enhance your banking experience. The FNB CIB service model guarantees you customised solutions to ensure seamless value addition to your business through various electronic and self-service channels.

Online banking for corporates

FNB Banking App for corporates

Forex online

Merchant services



# Making transacting for everyday corporate needs **easier**

## eWallet Bulksend

Still doing cheque or cash payments that take up time and introduce risk in what should be routine, seamless monthly payments? Switch to eWallet Bulksend. Create your eWallet Bulksend profile online and make bulk payments to your employees or anyone with an MTN Eswatini or Eswatini Mobile number in real-time.

## Automated Deposit Tellers

Because we know your business has demands that don't keep normal banking hours, we have made depositing money to your FNB Corporate Account easier, more accessible and more convenient. Our Automated Deposit Tellers allow you to deposit and withdraw money 24/7. Anyone with an FNB account can instantly access their funds, withdrawing them from any of our FNB ATMs/ADTs.



# FNB CIB dedicated to **helping you bank better**

Transacting globally on home soil

## Forex online

Doing business beyond our borders? Do it with FNB Corporate and Investment Banking. Through FNB Forex Online, now you can pay your suppliers anywhere in the world from the comfort of your office or home.

So, when your business goes global, you can send and receive money with ease.

Need a little extra help? Our dedicated team is on hand to help you manage foreign exchange payments securely through your registered FNB Online Banking Enterprise. You can also send payments and get help by sending an email to [getglobal@fnb.co.sz](mailto:getglobal@fnb.co.sz)



# Forex online

## Making payments online

- Capture all foreign exchange payments online, instead of completing the forex payment form from the branch
- Set up and Save foreign Beneficiaries Online
- Signatories can authorise payments from anywhere, even on mobile devices

## Benefits of using forex online for your business

- Execute payments quicker and with more ease
- Online Multiple Authorisation on all Forex transactions initiated from your FNB Corporate Account
- View statements and balances online
- Easy BoP reporting online with each transaction
- Preferential exchange rates for all deals above SZL75,000 equivalent
- Confirmation of payment emailed to you upon completion of transaction

## Making transfers online:

- Transfer funds online between your Foreign Currency Accounts
- Transfer funds online from your Foreign Currency Account to your Emalangi account (SZL)

# Reduce exchange rate risk with your **current foreign currency account**

Are you involved in import or export transactions? Are you a merchant trade service provider? Then the Foreign Currency Account from FNB is tailored for you. This account allows you to park your foreign currency in the event of a timing mismatch between currency receipts and payments.

Reduce the risk of exposure to exchange rate risk as well as the cost of transacting globally whilst on home soil with the comprehensive solutions within FNB Corporate's CFC.

We will keep you up-to-date with information on activity on your CFC account with daily, weekly or monthly statements via e-mail.

## Currencies and cut-off times



Euro **14h00** same day



Pound sterling **14h00** same day



US dollar **14h00** same day



# Make **complex trade and working capital** needs easier to navigate through solutions from **FNB Corporate and Investment Banking**

Whether you are importing or exporting, navigate these waters with ease with a team committed to sustainable partnerships giving you trusted advice for complex transactions.

Our traditional values and innovative ideas make us well positioned to help you mitigate international trade risks and optimise your cash flow whilst responding to customer, market and regulatory demands.

## Letters of credit

With your FNB Corporate Account, getting Letters of Credit (LCs) is simple, making global trade safer and more seamless whether you are importing or exporting.

### Import letters of credit

Your FNB Corporate Account helps you secure import letters of credit, giving you comfort that the goods you have bought are shipped in accordance with instructions given and are in good order with verification done by the nominated bank.

### Export letters of credit

FNB Corporate Export Letters of Credit give an added layer of comfort that the exporter can rely on in addition to LCs from issuing bank.



# FNB Corporate, **reducing risk** by giving you **guarantees** in all trade transactions

FNB Corporate and Investment Banking gives a range of guarantees against non-performance associated with parties in trade transactions, reducing the risk to the Guarantee beneficiary, an FNB Corporate Trade Guarantee, all trade partners are assured of serious intent to underwritten obligations.

### Facility guarantee

Thinking of expanding operations offshore and don't have security? A Facility Guarantee from FNB Corporate and Investment Banking will help provide security to another bank, enabling that bank to advance money to you in your individual capacity or to your business.

### Tender guarantee (bid bond)

A tender guarantee from FNB Corporate, compensates the beneficiary for a percentage (1%-2%) of the contract value should the tendering party not take up the contract, necessitating the awarding of the tender to another party.

### Performance guarantee

A performance guarantee from FNB Corporate and Investment Banking assures payment to the beneficiary if a contractor fails to fulfil their contractual obligations. Guarantees offer between 5% - 12.5% of the contact value.



## Advance payment guarantee

An Advance Payment Guarantee guarantees beneficiaries refunds of advance payments made in the event of default. This Guarantee gives a trading partner comfort as it is either issued for the full amount or part of the advance payment with built in reduction clauses which enable a reduction in the maximum amount upon evidence of progressive performance.

## Retention money guarantee

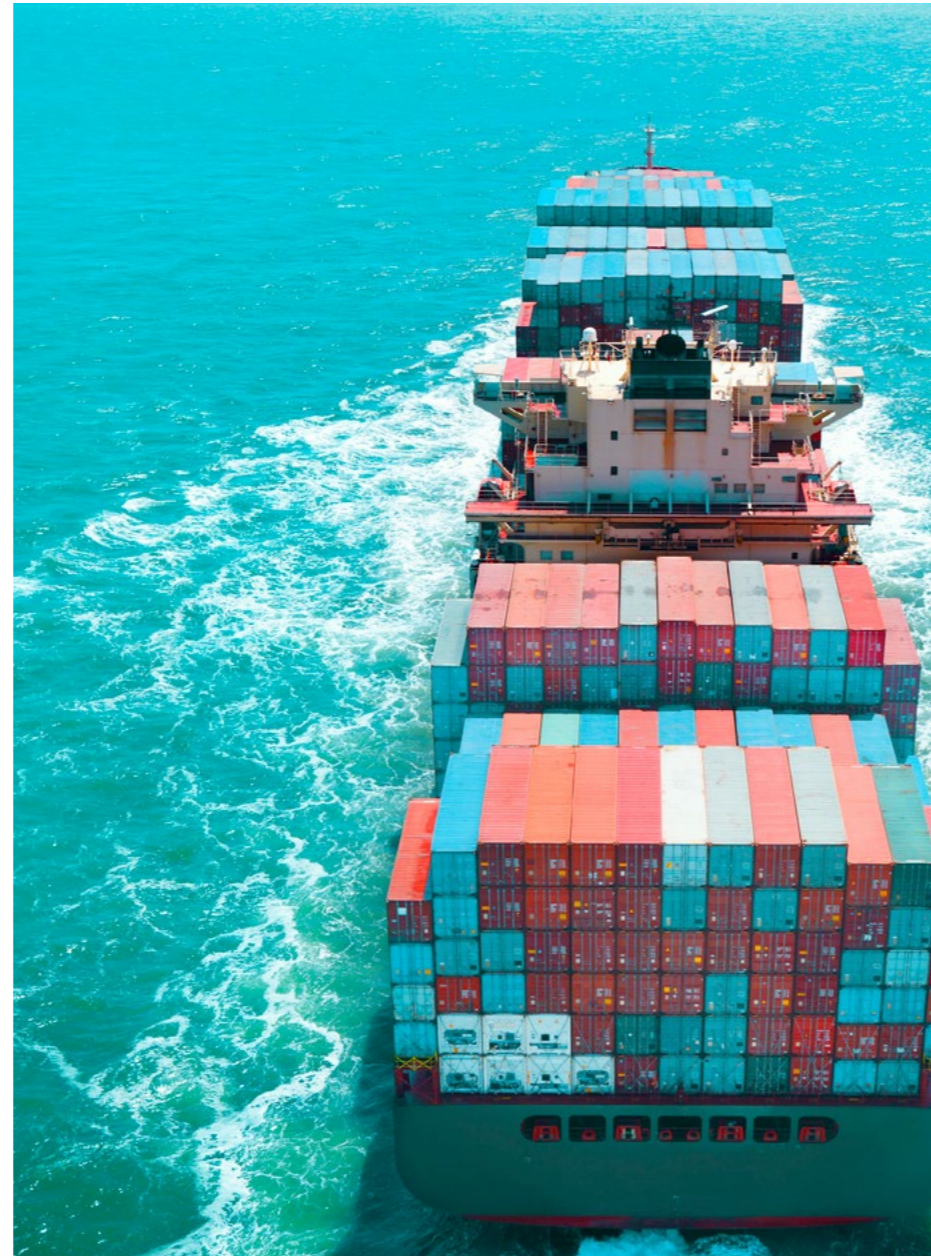
Retention money guarantees ensure beneficiaries retain a percentage of the payment (retention money) as cover for hidden defects which is normally needed in most major projects which call for stage payments as work progresses.

## Customs guarantee

Importing equipment into Eswatini temporarily on contract? Don't struggle with import duty payments because with a customs guarantee from FNB Corporate, an exemption will be granted if the contracted entity undertakes to re-export the equipment on completion of the contract.

## Shipping guarantee

Are you shipping goods through a carrier and are worried of delays or loss? With an FNB Shipping guarantee, you can ensure the release of your goods from the carrier despite the loss or delay of the bill of lading.



Transaction Description	Pricing
Monthly Fees	£127.00
Commercial	£127.00

Payments and Transfers	Fees
Commission Local Transfer (third party payment)	£104.00
Online Payments	£15.00
Cheque Payments Business (Service Fee Based)	£57.00
Bank Cheque	£143.00
External Debit Orders	£21.80
Internal Debit Orders	£6.60
Electronic Transfers	Free
Manual Transfers	£57.00
Scheduled Payments- Establishment	£34.00
Scheduled Payments- Amendments	£17.00
Stop Payments - Online	£42.00
Stop Payments - Branch	£57.00

Withdrawals	Fees
FNB ATM Cash Withdrawal	£1.20 per £100 (Min £6.00)
Other Banks ATM Cash Withdrawals	£15 + £1.25 per £100
Mini ATM Cash Withdrawal-PAYU	£1.20 per £100 (Min £6.00)
International ATM Cash Withdrawal	£55.00
Branch Cash Withdrawals	£55 + £1.87 per £100
Cardless Cash Withdrawal	£1.20 per £100 (Min £6.00)
International Branch Cash Withdrawal	£57.00
Deposits	Fees
Bulk Processing	Free
Cross Border to SA (over the counter)	£63.00
ADT/ATM Cash Deposits	Free
Cheque Deposits	£30.00 + £5.20 per cheque (max £100)
Inward Deposits from Other Banks	FREE

Commision	Fees
Swift Transfers	0.60%
Inward Swift Minimum Charge	£80.00
Inward Swift Maximum Charge	£740.00
Outward Swift Minimum Charge	£161.00
Outward Swift Maximum Charge	£790.00
<b>RTGS</b>	
Less than £1.5 million	£155.00
More than £1.5 million	£156 - £500
Multicurrency	Fees
Outward Online payment	0.60%
Minimum Charge	£161.00
Maximum Charge	£790.00

Trade Seivices	Fees
<b>Property Guarantees</b>	
Cash Secured	0.75% per 6 months
Bank Financed	£520.00
<b>Local Guarantees</b>	
Cash Secured	0.75% per 6 months
Bank Financed	1% per 6 months, min £369
Foreign Guarantees	Fees
Cash Secured	0.75% per 6 months, min £570
Bank Financed	1% per 6 months, min £570
Amendments (Local and Foreign)	£364.00
ISwift Charge	£95.00
Postage/Courier	Actual cost

Export Letters of Credit	Fees
Advising Fee	£384.00
L/C collected to negotiate at another bank	£384.00
Amendment	£603 + SWIFT Charge
SWIFT	£98.50
Courier	Actual Cost
Negotiation	0.50%
Expired Unutilised fee	£234.00
Confirmation fee (dependent on perceived bank and country risk)	£379.00
Foreign Bills (Imports and Exports)	Fees
Commission	0.55% of value
Minimum Charge	£135.00
Maximum charge	£1745.00
SWIFT	£90.00
Customer Queries	Fees
Up to 3 months old	Free
Older than 3 months	£225.00

Import Letters of Credit	Fees
Establishment	0.8% per 3 months
Minimum Charge	£749.00
SWIFT	£280.00
LC Commission	0.25%
Amendment	£570.00
Discrepant documents	£570.00
Foreign Exchange Contracts	Fees
Establishment	£390.00
Exchange Control	Fees
Attestation F178	Minimum £20 Maximum £110
<b>Excon Applications</b>	
Written/Form G	£498.00
Extraordinary	£759.00

### Foreign Notes

### Fees

Foreign Notes	3%
Minimum Charge	£114.00
Maximum Charge	No maximum cost

### Foreign Currency Accounts

### Fees

Foreign Currency Accounts	0.50%
<b>Withdrawal</b>	
USD	Min \$25.00 Max \$80.00
GBP	Min £15.00 Max £75.00
EUR	Min €15.00 Max €75.00
Deposits	Free
Monthly Fee (per currency)*	£/€/ \$5.20
Monthly Fee (per currency)*	£/€/ \$5.20