



Consolidated Bank of Kenya
Consolidated Bank House
Koinange Street
P O Box 51133, 00200
NAIROBI



KEY FACTS DOCUMENT STATEMENT

Consolidated Bank's Key Facts document (KFD) has been created to enable all existing and potential borrowers understand the key issues of the Bank's lending products before making a loan application. These facts have been developed in line with the Risk Management Guideline on Credit Risk Management as well as Central Bank of Kenya's Prudential Guidelines on Consumer Protection.

The table below outlines the Costs or Charges for each Product. Actual rates may differ from product to product and they are subject to change at the Bank's discretion. The Interest rate is a variable interest rate as per the Bank's loan pricing policy and is calculated on monthly reducing balances. It comprises of the Bank's base rate plus a margin. The Bank reserves the right to vary the Base rate and the margin from time to time pursuant to the Lending terms and conditions which should be read together with the Letter of offer. A variable interest rate is an interest rate that fluctuates from time to time depending on the prevailing economic conditions.

RETAIL CUSTOMERS

PRODUCT	VARIABLE INTEREST RATE	MAX LOAN AMOUNT	LOAN TENOR	APPLICATION DOCUMENTS REQUIRED	LOAN PROCESSING FEE	OTHER
Personal Unsecured Loans through Check	As per the Pricing guide. Currently	Up to Kes 4 million subject to	Minimum – 6 months Maximum – 72	1. Certified Copy of Original ID and KRA PIN 2. Latest three month's	2% plus 20% Excise duty	Third party costs Group Credit Life Insurance One off premium. Covers death and

off arrangement with employer or existing salary account holders)	being offered at Base + Max Margin of 4% p.a.	ability to service	months. A longer tenor subject to agreement with employer.	payslips bearing authentication/ certifying stamp/ mark from the issuing institution. 3. Original Introduction letter from employer 4. Duly completed Application Form 5. 6 month's bank statements (for non-account holders) bearing authentication/ certifying stamp/ mark from the issuing institution.		Permanent disability Benefits: 1. Loan of up to KES 4 million without collateral. 2. Flexible repayment period of 6 to 72 months. 3. Competitive variable interest rates. 4. Group Credit Life Insurance covers death and permanent disability. 5. Simple application process, especially for salaried employees with an existing salary account.
Mortgages	As per the pricing guide. Currently being offered at Base + Max Margin of 4% p.a..	Subject to location of the property and ability to service	Maximum - 15 years	1. Certified Copy of Original ID 2. Certified Copy of PIN certificate 3. Latest three months' payslips bearing authentication/certifying	2% plus 20% Excise duty	Third party costs 1. Valuation fees 2. Lawyer's fees 3. Group Credit Life Insurance Annual premium. Covers death and Permanent disability. 4. Property Insurance

				<p>stamp/ mark from the issuing institution. Original Introduction letter from employer</p> <p>4. Duly completed Application Form</p> <p>6. 6 months bank statements (for non-account holders) bearing authentication/ certifying stamp/ mark from the issuing institution.</p> <p>5. Certified Copy of Title</p> <p>6. Original valid Sale Agreement</p>	<p>5. Stamp duty and other government levies</p> <p>6. Land rent and rates</p> <p>7. Original certificate of official search, 6 months current.</p> <p>8. Original spousal consent.</p> <p>Benefits:</p> <p>1. Maximum loan tenure of 15 years.</p> <p>2. Competitive variable interest rates.</p> <p>3. Group Credit Life Insurance covers death and permanent disability.</p> <p>4. Property insurance protects against unforeseen damages.</p> <p>5. Financing based on location and borrower's ability to service the loan.</p>
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Asset Finance	As per the pricing guide. Currently being offered at Base + Max Margin	Subject to the age of the vehicle and ability to service	New – 60 months Second hand – 48 months	<ol style="list-style-type: none"> 1. Certified Copy of Original ID 2. Certified Copy of PIN certificate 3. Latest three months' payslips. Certified copies 	2% plus 20% Excise duty	Third party costs <ol style="list-style-type: none"> 1. Valuation fees 2. Lawyer's fees 3. Group Credit Life Insurance. Annual premium. Covers death and Permanent disability.
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				<p>may suffice.</p> <ol style="list-style-type: none"> 4. Introduction letter from employer 5. Duly completed Application Form 6. 6 months' bank statements (for non-account holders) 7. Copy of Log book 8. Original valid Sale Agreement/Proforma Invoice 		<ol style="list-style-type: none"> 4. Motor Insurance 5. Tracking device 6. Stamp duty and other government levies <p>Benefits:</p> <ol style="list-style-type: none"> 1. Financing for a wide range of assets, including vehicles. 2. Motor insurance and tracking device options to secure assets. 3. Competitive interest rates and repayment flexibility.
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SME CUSTOMERS

PRODUCT	VARIABLE INTEREST RATE	MAX LOAN AMOUNT	LOAN TENOR	APPLICATION DOCUMENTS REQUIRED	LOAN PROCESSING FEE	OTHER
Business Loans/ Overdrafts/ LPO Financing/ Invoice Discounting	As per the pricing guide. Currently being offered at Base + Max Margin of 4% p.a.	Subject to security being offered and ability to service	Loans Minimum – 6 months Maximum – 60 months. Overdrafts 12 months LPO financing and Invoice discounting 3 months or subject to contract	1. Certified Copy of Original ID 2. Copy of PIN certificate 3. Duly completed application form 4. 12 month’s bank statements (for non-account holders) bearing authentication/ certifying stamp/ mark from the issuing institution. 5. Copy of Title/Log book 6. Additional for Limited companies a. Certificate of	2% plus 20% Excise duty	Third party costs 1. Valuation fees 2. Lawyer’s fees 3. Group Credit Life Insurance. Annual premium. Covers death and Permanent disability. 4. Property/Motor Insurance. Annual premium Stamp duty and other government levies Benefits: 1. Customizable solutions based on business needs.

				<p>Incorporation/ Partnership Deed/ Business Registration certificate and any other required constitutive document.</p> <p>b. Memorandum & Articles of Association</p> <p>c. Latest Management Accounts and Audited Accounts for the last three years</p> <p>d. Original Board Resolution and/ or other authority to borrow.</p>		<p>2. Flexible security options including title deeds and logbooks.</p> <p>3. Business insurance options available for additional security.</p>
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				e. Company's CR12, 6 months current.		
Mortgages	As per the pricing guide. Currently being offered at Base + Max Margin of 4% p.a..	Subject to location of the property and ability to service	Maximum – 15 years	<ol style="list-style-type: none"> 1. Certified Copy of Original ID 2. Certified Copy of PIN certificate 3. Duly completed Application Form 4. 12 month's bank statements (for non-account holders) bearing authentication/ certifying stamp/mark from the issuing institution 5. Additional for Limited companies <ol style="list-style-type: none"> a. Certificate of Incorporation/ Partnership Deed/ Business Registration 	2% plus 20% Excise duty	Third party costs <ol style="list-style-type: none"> 1. Valuation fees 2. Lawyer's fees 3. Group Credit Life Insurance Annual premium. Covers death and Permanent disability. 4. Property Insurance. Annual premium. 5. Stamp duty and other government levies 6. Land rent and rates 7. Original certificate of official search, 6 months current. 8. Original spousal consent.

				<p>certificate and any other required constitutive document.</p> <p>b. Memorandum & Articles of Association</p> <p>6. Latest Management Accounts and Audited Accounts for the last three years</p> <p>7. Certified Copy of Title</p> <p>8. Original valid Sale Agreement where customer is purchasing the property</p> <p>9. Approved plans and Bill of Quantities for construction mortgages</p> <p>10. Company's CR 12, 6 months current.</p>	<p>Benefits:</p> <ol style="list-style-type: none"> 1. Competitive interest rates based on market conditions. 2. Property insurance for added security. 3. Financing for business properties and commercial real estate. 4. Group Credit Life Insurance covers death and permanent disability.
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				11. Board Resolution and/or other authority to borrow		
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General Risks Across All Products

1. Variable Interest Rate Risk

- The interest rate is subject to change based on the bank's pricing policy and market conditions.
- Increases in interest rates may lead to higher loan repayments, affecting affordability.

2. Credit Risk

- Borrowers may struggle to repay loans due to unforeseen financial difficulties, leading to **penalties, higher interest costs, or asset repossession.**

3. Loan Default and Legal Action

- Failure to repay loans can result in legal action, **negative credit ratings**, and difficulties in obtaining future financing.

4. Insurance Risks

- Group Credit Life Insurance and property/motor insurance cover certain risks (death, disability, property loss), but exclusions and claim limitations may apply.
- If a borrower fails to maintain **mandatory insurance**, they may be financially exposed.

5. Processing and Third-Party Costs

- The borrower is responsible for **valuation fees, legal fees, stamp duty, and other costs**, which can significantly increase the overall

cost of borrowing.

Product-Specific Risks

1. Personal Unsecured Loans (Check-Off Arrangement)

- **Job Loss Risk** – If employment is terminated, salary deductions for loan repayments may stop, leading to loan default.
- **High Total Cost** – Due to **third-party fees, excise duty, and insurance**, the total cost of the loan may be higher than expected.

2. Mortgages

- **Property Value Depreciation** – If the property value declines, the borrower may owe more than the property's worth.
- **Foreclosure Risk** – Failure to meet mortgage repayments can lead to the **bank repossessing and auctioning** the property.
- **Additional Costs** – **Stamp duty, legal fees, insurance, land rates** can significantly add to the cost.

3. Asset Finance

- **Depreciation Risk** – Vehicles and machinery financed through the loan may depreciate faster than the loan is repaid.
- **Repossessions** – If the borrower defaults, the bank may repossess and auction the financed asset.
- **Additional Maintenance Costs** – Borrowers must also maintain the asset (e.g., vehicles need servicing, insurance, and tracking).

4. Business Loans / Overdrafts / LPO Financing / Invoice Discounting

- **Business Performance Risk** – Loans depend on business cash flow. If revenue declines, repayment may become difficult.
- **Security Risk** – If secured with **title deeds or logbooks**, the borrower risks losing these assets in case of default.
- **Overdraft Management Risk** – Overdrafts have **higher interest rates**, and businesses may struggle to manage fluctuating repayment obligations.

5. SME Mortgages

- **Repayment Burden on Businesses** – Long-term mortgage repayments can strain business finances.
- **Market Risks** – If property values decline, the business may owe more than the property’s worth.
- **Ownership Risks** – Delays in legal documentation, property disputes, or issues with title deeds can complicate ownership.

I/We confirm that I/We have read and understood the Bank’s General Terms and Conditions. I/We confirm that the loan will be used for a legal purpose as outlined in the laws of Kenya. I/We confirm that the main features of the product including the costs have been explained to me/us and I/We understand that I/We can access a copy of the Key Facts Document on the Consolidated Bank website: www.consolidated-bank.com.

A copy of the Standard tariff is available at our branches and the website: www.consolidated-bank.com

Disclaimer: In case of any complaints or queries, please contact Consolidated Bank on 0703016016 or email us at tellus@consolidated-bank.com.

For more details on how to lodge a complaint, please refer to the Bank's Complaints Mechanism Procedure Charter available on our website at www.consolidated-bank.com.

This document is for informational purposes only and does not constitute a legally binding agreement.

Customer Name.....

Signature (1).....Date.....

**Consolidated Bank of Kenya
Consolidated Bank House
Koinange Street
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NAIROBI**

Signature (2).....Date.....

Signature (3).....Date.....