

Memorandum

Date: July 1, 2019

Subject: APPROVED WEALTH MANAGEMENT PRODUCT PRICING SCHEDULE

The table below shows the list of minimum subscription amount and the pricing charge*.

Products	Market	Minimum Subscription Amount	Min Charge*	Max Charge*
Wealth Builder	Secondary	\$500 per month/quarter	0.5% of NAV for other Funds and Nil for Money Market Funds. NB. No minimum upfront if SCB is earning trail fee	As stipulated by the Fund House if their max <=5%, else cap of 5% applies
Mutual Funds	Secondary	Initial subscription amount is \$1,000. Subsequent amount is \$1,000	0.5% of NAV for other Funds and Nil for Money Market Funds NB. No minimum upfront if SCB is earning trail fee	As stipulated by the Fund House if their max <=5%, else cap of 5% applies
GOG Bonds	Secondary	GHS 10,000	0.25% spread for Subscription on cash price NB. Spread charged on both buy and sell transactions should be on securities cash price and not on securities yield	3% spread on the clean price at subscription on cash price. NB. Spread charged on both buy and sell transactions should be on securities cash price and not on securities yield
T-Bills	Secondary	GHS 100	No charge. Fixed Client income (CI) of 0.08%	No charge. Fixed Client income (CI) of 0.08%
FCY Bonds	Secondary	The Issuers Minimum Lot Size	0.25% spread for Subscription on cash price NB. Spread charged on both buy and sell transactions should be on securities cash price and not on securities yield	3% spread on the clean price at subscription on cash price. NB. Spread charged on both buy and sell transactions should be on securities cash price and not on securities yield

FX (Spot)	Secondary	\$5,000 and its equivalence for advised deals	0.1%. NB. Minimum can be lower for Business Banking Clients subject to approval by Country WM Head. All Regulatory requirements apply.	3%. Fees can be waived for “pegged “ currencies. For Board rates, point of setting refers to the spread applied at the point of setting the Board Rate. As these are held rates, it is noted that in volatile markets, the spread (as measured by client rate vs market rate) at the point of execution Typically, Board Rate should only be used for transactions <USD 50,000. All Regulatory requirements apply.
FX (Forward)	Secondary	\$5,000 and its equivalence for advised deals	0.1%	3%
Bancassurance	Pricing for insurance products is set by the insurance product providers and refers to the premiums payable by policy holders		No fees on premiums paid by clients. Insurance product providers pays the bank commission for the distribution of its products	
Wealth Lending	Secondary	Limit determined by LTV list	As per below table	As per below table

	Priority	Breakdown (base rate + Margin)	Personal	Breakdown (base rate + Margin)	Staff	Breakdown (base rate + Margin)	Penal rate
Rate (GHS)	21.70%	GRR + 5.56	24%	GRR + 7.84	5%	0 + 5%	35%
Rate (Foreign Currency)	8.63%	LIBOR+FTP + 3.5	8.63%	LIBOR+FTP + 3.5	7%	LIBOR+FTP + 1.87	10%
Arrangement Fee	1%	-	1%	-	0%	-	-