



Dedicated Relationship Managers



Attractive SME Deposit



Digital Payment Solution



SME Digital Portal



**Small Enterprise (SE)**

Turnover of up to PKR 150 million

**Medium Enterprise (ME)**

Turnover above 150 million to 800 million



Scan QR Code to Access

**Bank Alfalah WhatsApp**



021 111 225 111 | [www.bankalfalah.com](http://www.bankalfalah.com)

[/BankAlfalah](#) [/BankAlfalahOfficial](#) [/bank\\_alfalah](#) [/BankAlfalahPAK](#)



**Bank  
Alfalah  
SME  
Product  
Offerings**

# BAFL Initiatives:

## 1-BANK ALFALAH KAROBAR FINANCE(SME):

### Your Business Growth Starts Here.

3 years in business with a good turnover in your account.

Financing up to 200m running finance.

Rate:-Up to Rs. 5.0 million

Minimum 4.5% spread over 3 months KIBOR

-Above Rs. 5.0 million

Minimum 4% spread over 3 months KIBOR

## 2-BANK ALFALAH FLEET FINANCE(SME):

### Accelerate your business

Bank Alfalah Fleet Finance allows you to finance passenger vehicles for your employees or commercial vehicles for your business.

Option to replace vehicles without any pre-adjustment penalty

Term loan is 1 to 5 years

Lease facility is for 3 to 5 years

Rate:-3 Months KIBOR + Range of Spread of 3% to 7%

## 3-BANK ALFALAH QUICK FINANCE(SME):

You can now finance your business & household needs with Bank Alfalah Quick Finance.

Running finance facility against National Savings Certificates, Prize Bonds, Bank Alfalah GHP Funds (Sovereign and Capital Preservation Funds) and PKR/FCY deposits of BAFL.

Rate:-1.75% spread over deposit rate (PKR Deposit with BAL)

-1% spread over 3-months KIBOR (BAFL FCY deposit)

-Minimum 2% spread over 3-month KIBOR

(Islamic Banking Deposits / Bank Alfalah GHP Mutual Funds/ Engro Sukuk Certificates)/ DSCs/SSCs/RICs

## Agricultural Offerings

## 4-BANK ALFALAH KASTHKAR CURRENT ACCOUNT(SME):

Bank Alfalah Kashtkaar Current Account is a specialized financial product designed to meet the unique banking needs of farmers, agriculturists, and farmers engaged in marketing of agricultural produce.

- Discounted rate of up to 1% on agri financing on average balance of PKR 50,000

- Waiver of loan processing Fee by up to 25% on average balance of PKR 50,000

## 5-REVIVE & RISE FOR FLOOD EFFECTIES(SME):

Bank Alfalah's Revive & Rise initiative supports Sindh Farmers with subsidized credit and advisory services for the sustainable revival of livelihoods and socio-economic uplift.

Production finance for crops & vegetable farming

Rate:-Subsidized rate of 2% p.a.

## BANK ALFALAH KAASTHKAR CREDIT(SME)

Is a structured Farm Credit program comprising of Production & Development facilities to meet farmers working capital needs and helps in managing their liquidity shortfall in an efficient manner through short, medium, and long-term flexible financing solutions.

Rate:-Minimum 6.5% to 8.00% spread over 6 Months KIBOR (For Term Loans)

-Minimum 6.5% spread over 1 Month KIBOR (For Running Finance Loan)

## Offerings for Merchants

## 6-INTERNET ACQUIRING BUSINESS

Our product is designed to facilitate businesses/merchants whose business model is online selling of their products and services.

Bank Alfalah's internet acquiring capability is partnered with MasterCard's intelligence system to provide flexible, reliable, and quality payment infrastructure.

- Sole proprietors, partnerships, Public/ private limited companies and clubs/transport/NGOs/Society can apply for the service and become our valuable merchant.

- Businesses having fully functional website/Application are eligible.

- Multiple payment methods (cards and account) are available.

## 7-POINT OF SALES (POS)

Our product is designed to facilitate merchants in processing card-based transactions for their customers.

- Sole proprietors, partnerships, Public/ private limited companies and clubs/transport/NGOs/Society are eligible to become our valuable merchant.

- Debit or credit cardholders can seamlessly pay their bills at merchant outlet through swiping, inserting, or tapping their cards on POS machines in a convenient way.

## Liabilities

## 8-BANK ALFALAH PEHCHAAN WOMEN ACCOUNT

Is a premium account created specifically for women to cater to their banking needs in the best way possible.

This account is designed to serve working women and housewives.

- Account opening with only PKR 100/-.

- No minimum monthly balance requirement.

- Enrollment from other accounts to Pehchaan category.

- Customized Debit Card.

## 9-BANK ALFALAH PKR CURRENT ACCOUNT

Designed to cater to the everyday financial needs of salaried individuals & small businesses with transactional needs.

- Account opening with only Rs. 1,000/-

- Monthly average balance requirement of only PKR 10,000/-.

#### 10-BANK ALFALAH KAMAYAB KAROBAR ACCOUNT

Designed to cater to the complex financial needs of business customers looking for transactional convenience and flexibility.

- Account opening with only PKR 1,000/-.
- Monthly average balance requirement of only PKR 50,000/-.

#### 11-BANK ALFALAH BASIC BANKING ACCOUNT

A solution to one's day to day basic banking needs with ease and convenience.

- Account opening with only PKR 1,000/-.
- No minimum monthly balance requirement.

#### 12-BANK ALFALAH ASAAAN CURRENT ACCOUNT

(Available in both conventional and Islamic Banking)

Opening a bank account does not need to involve too much hassle. Open your account today with minimal documentation and just PKR 100/-.

- No income documents required
- Only one account/CNIC
- No account opening or closing charges

#### 13-BANK ALFALAH ASAAAN REMITTANCE CURRENT ACCOUNT

(Available in both conventional and Islamic Banking)

Allows you to receive remittances from your loved ones in the quickest and most secure way possible.

- No income documents required
- Only one account/CNIC
- No account opening or closing charges

#### 14-BANK ALFALAH FCY CURRENT ACCOUNT

Allows the customer to manage their domestic and international foreign currency transactions with security and ease.

- A/c Opening Requirement: 100 units for USD, GBP, and EUR, 5,000 for JPY, 500 for AED and 1,000 for CNY
- Minimum balance\* equivalent to 100 (USD, GBP, EUR), 5,000 Yen, 1,000 CNY or 500 UAE Dirham.
- Account can be opened in US Dollar, Pound Sterling, Euro, Japanese Yen, Chinese Yuan or UAE Dirham.

#### 15-BANK ALFALAH PEHCHAAN WOMEN FCY CURRENT ACCOUNT

A premium account created specifically for women to cater to their banking needs in the best way possible.

- A/c Opening Requirement: 100 units for USD, GBP and EUR, 5,000 for JPY, 500 for AED and 1,000 for CNY
- Average Balance Requirement: 100 units for USD, GBP and EUR, 5,000 for JPY, 500 for AED and 1,000 for CNY
- Account can be opened in US Dollar, Pound Sterling, Euro, Japanese Yen, Chinese Yuan or UAE Dirham.

#### 16-BANK ALFALAH SAVINGS ACCOUNT

Is tailored for individual savers and businesses who seek returns on their

deposits as well as continuous access to their funds.

- Minimum account opening requirement of PKR 100/-.
- No monthly minimum balance requirement.

#### 17-BANK ALFALAH KIFAYAT ACCOUNT

Provides monthly profits with easy accessibility to your savings along with unlimited deposit and withdrawals.

- Account opening with only PKR 100/-.
- No minimum monthly balance requirement.

#### 18-BANK ALFALAH CARE SENIOR CITIZEN ACCOUNT

Ensures that basic banking needs of senior citizens are met and allows them to enjoy high returns every month on their savings with flexibility of withdrawing profits at any time.

- Attractive Returns with monthly payout; profit calculated on daily balance
- Tier based rate setup
- Account opening with only PKR 100/-
- No minimum monthly balance requirement

#### 19-BANK ALFALAH ROYAL PROFIT ACCOUNT

Allows businessmen, that deals with large transaction volumes or individuals looking for higher returns on savings, to meet their daily financial requirements.

- Monthly Profit payout
- Flexible returns on higher balances (subject to approvals)
- Account opening with only PKR 100/-.
- No minimum monthly balance requirement

#### 20-BANK ALFALAH SNAPACK ACCOUNT

Inculcates the habit of savings in children under the age of 18.

- Profit calculated on monthly average balance and paid monthly through a linked Current Account
- Free customized debit card for linked account.
- Account opening with only PKR 100/-.
- No minimum monthly balance requirement

#### 21-BANK ALFALAH ASAAAN SAVING ACCOUNT

Opening a bank account does not need to involve too much hassle.

- No income documents required
- Only one account/CNIC
- No account opening or closing charges

#### 22-BANK ALFALAH ASAAAN SAVING REMITTANCE ACCOUNT

(Available in both conventional and Islamic Banking)

Skilled/unskilled work force, farmers, less /uneducated people, laborers/daily wagers, women/housewives, self-employed individuals, pensioners, young adult population can avail facilities from this account.

- No income documents required
- Only one account/CNIC

-No account opening or closing charges

### 23-BANK ALFALAH FCY SAVINGS ACCOUNT

Allows you to build your savings on foreign currency deposits and avail/enjoy the added benefit of attractive profit payments.

- A/c Opening Requirement: USD/EUR/GBP: 250, JPY: 10,000, CNY: 2,000, UAE Dirham: 1,000
- No monthly minimum balance requirement

### 24-BANK ALFALAH PEHCHAAN WOMEN FCY SAVING ACCOUNT

A premium account created specifically for women to cater to their banking needs in the best way possible.

- A/c Opening Requirement: 100 units for USD, GBP and EUR, 5,000 for JPY, 500 for AED and 1,000 for CNY
- No monthly minimum balance requirement

### 25-BANK ALFALAH FCY MONTHLY SAVINGS ACCOUNT

Helps you build your savings on foreign currency deposits and enjoy the added benefit of monthly profit payout.

- A/c Opening Requirement: 100 units for USD, GBP and EUR, 500 for AED
- No monthly minimum balance requirement

### 26-BANK ALFALAH PKR TERM DEPOSIT

Offers attractive rates with a higher deposit placement for fixed tenors with a variety of profit payment options.

- No minimum placement amounts
- Checking account required with BAF

### 27-BANK ALFALAH MAHANA AMDAN ACCOUNT

Gives you the flexibility to earn higher returns on your fixed deposits with the benefit of monthly profits and cherish life to the fullest.

- Minimum deposit of PKR 100,000
- Checking account required with BAFL

### 28-BANK ALFALAH CARE SENIOR CITIZEN MAHANA AMDAN ACCOUNT

Allows you to earn high rate of returns on your fixed deposits with the benefit of monthly profits on your lifelong savings28- Alfalah Care Senior Citizen Mahana Amdan Account.

- Minimum deposit of PKR 100,000
- For Alfalah Mahana Amdan- Senior Citizen 55 years and above
- Checking account required with BAFL

### 29-BANK ALFALAH FLOATING TERM DEPOSIT

Is flexible enough for your needs. Invest and watch the profit rates align themselves with the market – every time profit is paid!”.

- PKR 50,000 minimum balance required for booking.
- Capping of PKR 100 million for individuals only
- Checking account required with BAFL

### 30-BANK ALFALAH FCY TERM DEPOSIT

Offers attractive investment options in foreign currency with tenors starting from 1 month up to 1 year”.

- No minimum amount of placement
- Checking account required with BAFL

### 31-BANK FREELANCER DIGITAL ACCOUNT– CA &SA

Just like your work, Freelancer Digital Account can be opened remotely to get all work payments directly into the bank account. Designed for students and unemployed individuals working on freelancing projects.

- No account opening or closing charges
- No service charges upon non-maintenance
- Only one account/CNIC
- Minimal Documentation
- Account opening from the comfort of home without visiting the branch.

### 32-BANK ALFALAH ASAAAN PEHCHAAN DIGITAL –SA

Behind every woman is her hard work and ambition. Open your Asaan Pehchaan Digital Account today from the comfort of your home and enjoy attractive returns to build your own Pehchaan.

- Only women are eligible to open this account
- No account opening or closing charges
- Only one account/CNIC
- Minimal Documentation
- Account opening from the comfort of home without visiting the branch.

### 33-BANK ALFALAH ASAAAN DIGITAL – CA &SA

Having a bank account was never this simple. Open your account today with minimal documentation and convenience from the comfort of your home.

- No account opening or closing charges
- No service charges upon non-maintenance
- Only one account/CNIC
- Account opening from the comfort of home without visiting branch.

### 34-BANK ALFALAH ASAAAN DIGITAL REMITTANCE – CA &SA

Getting remittances from loved ones was never this simple, quick, and safe!

- No account opening or closing charges
- No service charges upon non-maintenance
- Only one account/CNIC
- Account opening from the comfort of home without visiting branch.

### 35-ROSHAN DIGITAL ACCOUNT FOR (NRPS)

(Available in both conventional and Islamic Banking)

Bank Alfalah offers Digital Roshan account to Non-Resident Pakistanis residing across the world.

- Offered in multiple currencies: PKR, USD, CAD, GBP, EURO, AED & SAR
- No minimum balance requirement
- Account can be fed by Foreign Inward Remittances only originating

from the account holder himself through home remittances or SWIFT, in any currency.

- Multiple investment opportunities: Naya Pakistan Certificate, Access to stock market, Term Deposit booking via Alfa.

### 36- SUPPLY CHAIN FINANCING (SCF)

Bank Alfalah's Supply Chain Financing Program aims to work with Corporates & their value chain partners to design customized solutions for key buyers and suppliers to provide structured financing products in order to optimize working capital and provide liquidity.

- Established Corporates who wish to enhance channel loyalty by building strong relationships with value chain partners are eligible to get tailor made SCF solutions from us.
- Suppliers & Buyers who are key value chain partners of the company and are duly recommended by the corporate client are eligible to be benefitted under SCF.

## Digital Options

### 37- AGENT FINANCING

The Agent financing product is designed to offer financing facility to agents who are part of the Bank Alfalah's agent network. The purpose is to enable retailers to increase volumes by catering to their working capital requirements and help the bank to enhance agent network throughput. The entire process of Limit application and utilization is enabled through the Alfa Pay application.

- Fast, convenient, and instant loan processing
- Limit allowed will be 70% of the daily throughput amount, in the past 30 days.
- Term of this facility is 12 months.
- Limit amount from PKR. 1,000 to maximum up to PKR 100,000.
- Product is priced at 0% markup charges, the pricing may be introduced at a later stage.
- Paper-less documentation.
- Digital application with instant real-time disbursements.
- No Collateral Required.

### 38-DIGITAL MERCHANT FINANCING

The Digital Merchant Financing product is designed to offer financing facility to merchants who are part of the Bank Alfalah's merchant network who are registered on Alfa Business App. The purpose is to enable merchants to increase volumes by catering to their working capital requirements and help the bank to enhance proximity payments throughput. The entire process of Limit application and utilization is enabled through the Alfa Business application.

- Fast, convenient, and instant loan processing
- Limit allowed will be 50% of the monthly throughput amount
- Term of this facility is 12 months.
- Limit amount from PKR. 10,000 to maximum up to PKR 250,000.
- Limit utilization will only be offered for transaction via Alfa Business App.

- Product is priced at 35% fixed markup charges
- Paper-less documentation
- Digital application with instant real-time disbursements
- No Collateral Required

### 39- DIGITAL AGRI LOAN

Under 'Revive and Rise', Bank Alfalah has extended subsidized credit for revival of small Agri businesses for sustainability and socio-economic uplift. The Program is for flood affected areas of Sindh".

- Pre-approved list of farmers with credit bureau
- Tenor ranges between 12 and 60 months
- Maximum loan amount of PKR 1.5Mn per farmer
- Subsidized fixed pricing of 2% per annum

### 40- TRADE FACILITIES

BAFL is offering all type of local and international trade products including imports, exports, refinance, guarantees, remittance etc.

#### Imports:

- LC issuance, adding confirmations, retirements, payments.
- Collection and handling of import bills.
- Documents under contract.
- Treasury rates
- FIM, FATR,
- Post Import Lines Hypo, Pledge etc.

#### Exports:

- Consultancy and advising services against LCs.
- Transfers and confirmations under LCs.
- Collection of export payments.
- FAFB, FBP, LBD, Forward Book, Clean bill discounting, FID Operations
- Export Refinance
  - Pre-Shipment (part-1 & 2)
  - Post-Shipment.

### 41-Premium Banking Options

Bank Alfalah Premier Proposition (available in both Conventional and Islamic variants)

#### Threshold Requirement (Conventional)

- Current Account: Average quarterly balance of PKR 3 million or above
- Savings Account: Average quarterly balance of PKR 7 million or above
- Current and Bancassurance (Combination): PKR 2 million Current Account and PKR 1 million Bancassurance
- Assets Under Management (AUM): PKR 10 million AUM\* including at least PKR 2 million in Current Account
- Employee Banking Account Criterion:
  - To qualify for Premier, the following criterion applies to Bank

at Work account holders: Minimum 1 million average balance of last 3 months along with minimum salary requirement of PKR 500,000

#### Threshold Requirement (Islamic)

- Current or Savings Account: Average quarterly balance of PKR 3 million or above
- Current and Bancassurance (Combination): PKR 2 million Current Account and PKR 1 million Bancassurance
- Assets Under Management (AUM): PKR 10 million AUM\* including at least PKR 2 million in Current Account

**Products & Proposition** – Unique Lounge Experience\*, Exclusive Debit & Credit Cards, Wealth Management Products and Experts, Dedicated Premier Relationship Managers\*.

**Client Experience** – Instant fulfillment through digital onboarding & Debit Cards\*.

Transactional Ease through IBFT limits & customizable notes on ATMs\*, fee & pricing benefits, preferential TATs. Client recognition through reward programs, client engagement events and special occasion recognition

**Channel / Accessibility** - 100 Premier lounges in 26 cities, dedicated Premier airport lounge at Karachi domestic airport, Premier experience at 1000+ branches. Digital Experience – exclusive helpline, differentiated mobile application, dedicated Alfa Mall, seamless WhatsApp Banking.

\*At select locations.

### Islamic Banking

#### 42-BANK ALFALAH MURABAHA FINANCE

Murabaha Finance Facility allows customers to purchase goods/raw material/finished goods for use of business from time to time, up to a specific limit.

-Corporate, SME and Commercial entities shall be eligible as set under the eligibility criteria mentioned in Credit Policy (COM/CPM) of BAFL-IBG and respective Prudential Regulations of State Bank of Pakistan as issued from time to time.

#### 43-BANK ALFALAH MUSAWAMMAH FINANCE

Alfalah Musawamah Financing Facility is an Islamic mode of financing used to meet working capital requirements of corporate/commercial/SME customers.

-Corporate, SME and Commercial entities shall be eligible as set under the eligibility criteria mentioned in Credit Policy (COM/CPM) of BAFL-IBG and respective Prudential Regulations of State Bank of Pakistan as issued from time to time.

#### 44-BANK ALFALAH COMMODITY SALAM

Alfalah Salam is used as a mode of finance to cater to the working capital needs of the agriculture sector and manufacturers/exporters of homogenous commodities that are standardized and readily available in the market.

-Corporate, SME and Commercial entities selected from the list of industries/sectors approved as eligible by in the Credit policy manual.

#### 45-BANK ALFALAH ISTISNA

Alfalah Istisna allows financing facility in transactions where manufacturing or construction is involved.

-Corporate, SME and Commercial entities to meet their short term and long - term trade finance needs.

#### 46-BANK FALAH TIJARAH

Falah Tijarah is a short-term trade-based financing facility designed to meet the liquidity requirements of the customer.

-The customers like Corporate, SME, Trade Finance (Export), manufacturer, trader, wholesaler, retailer, etc. are considered as eligible customers.

#### 47-BANK ALFALAH DIMINISHING MUSHARAKAH

The said product offers a long-term financing facility to finance corporate/ commercial assets (vehicles, plant and machinery, equipment, etc.)

-Corporate, SME and Commercial entities meeting the eligibility criteria mentioned in Credit Policy (COM/CPM) of BAFL – IBG and as per respective Prudential Regulations of State Bank of Pakistan.

#### 48-CORPORATE IJARAH

The said product offers a long-term financing facility to finance corporate/commercial assets (vehicles, plant and machinery, equipment, etc.)

-Corporate, SME and Commercial entities meeting the eligibility criteria mentioned in Credit Policy (COM/CPM) of BAFL – IBG and as per respective Prudential Regulations of State Bank of Pakistan.

#### 49-ISLAMIC EXPORT REFINANCE FACILITY (IERF)

To ensure smooth flow of credit to genuine exporters, SBP has put in place necessary mechanisms under the Islamic Export Refinance Scheme.

-The target market for availing short-term financing facilities under IERS will be Corporate, Commercial and SME customers of the Bank who are involved in export-oriented businesses and having pre-approved limit with SBP.

#### 50-ISLAMIC LONG TERM FINANCE FACILITY (ILTFF)

Alfalah Islamic Long Term Financing Facility (ILTFF) is introduced to provide necessary finance to the exporters for adoption of new technologies and modernizing their plant and machinery in line with the international competitive environment via Islamic platform under Shari'ah compliant solution.

-Under ILTFF scheme only new plant, machinery & equipment to be used by the export-oriented projects for Corporate, SME sector as defined by SBP PR's from time to time for producing exportable goods shall be



eligible for financing under the scheme and specific core Industries to be Finance under ILTFF.

1. Textile & Garments
2. Rice Processing
3. Leather & Leather products
4. Sports goods
5. Carpets & Wools
6. Surgical Instruments

#### **51-ISLAMIC FINANCING FACILITY FOR RENEWABLE ENERGY (IFRE)**

Under the scheme BAFL provides Islamic financing for power projects/installations using alternative /renewable energy sources (solar, wind, hydro, biogas, biofuels, bagasse cogeneration and geothermal as fuel).

##### **-Category - I**

Financing to the prospective sponsors desirous of setting up of renewable energy power projects with a capacity ranging from more than 1MW to 50MW shall fall under Category – I of this facility.

##### **- Category - II**

Financing to the prospective sponsors for installation of facility using renewable energy sources for generation of electricity ranging up to 1MW shall fall under Category II of this facility.

##### **- Category - III**

Financing to vendors and supplier certified under AEDB certification regulation 2018 for installation of wind and solar system for the purpose of onward lease or selling of electricity to ultimate owners/users.

Financing to Renewable Energy Investment Entities (RE-IEs) which are established to invest in renewable energy generation through installation of renewable energy projects/ solutions for selling electricity or leasing/ renting out/ selling on deferred payment of renewable energy equipment to ultimate owners/ users.

#### **52-BANK ALFALAH ISLAMIC MILKIAT FINANCE (AIMF) (SME)**

AIMF is a Program based financing available for SE & ME customers for purchase/ construction/ renovation/ BOT/ Purchase of rented/Already owned/Conventional outstanding Swap facility/ Islamic Bank's outstanding swap facility to be availed on Commercial Property.

-Alfalah Islamic Milkiat Finance is a specially designed Financing Facility introduced to cater the needs of Small & Medium Enterprises. It is envisaged as a medium to long term financing product for SMEs of all sectors.

#### **53-BANK ALFALAH ISLAMIC FLEET FINANCE (AIFF) (SME)**

AIFF is a Program based financing available for SE & ME customers for all Commercial Vehicles/ Noncommercial vehicles financing facility.

-Alfalah Islamic Fleet Financing aims to provide Vehicle Finance Facility to SME and Commercial customers. Provision of Fleet Financing through this new Finance model would help entrepreneurs obtain vehicles, promising further growth, and capacity building for their organizations

with minimum load on their existing cash flows.

#### **54-BANK ALFALAH ISLAMIC KAROBAR FINANCE (AIKF) (SME)**

A package product aimed at saving credit approval time and book financing against existing approved Shari'ah compliant products been offered by Bank Alfalah Islamic.

-AIKF is a program-based financing offered widely to SE & ME customers for working capital financing, fixed assets financing, finished goods financing, manufacturing concerns based on underlying modes of Musawamah, Murabaha, Istisna, Tijarah, Commodity Salam, Import/ Export services, LG facilities.

#### **55-CURRENCY SALAM**

Currency Salam product is designed to meet the requirements of clients involved in the export business.

-Currency Salam limits are available to Corporate/ SME/ retail customers after approval from Competent Credit Approving Authority.

#### **56-FORWARD COVER**

Forward Transaction – based on Wa'ad (unilateral Promise)

If the Deal Date & Maturity Date are different, then the transaction will be considered as forward as per the rules of Shari'ah.

-Forward Cover (Unilateral Wa'ad) shall be used for Import/ Export transactions.

- The Forward Cover (Unilateral Wa'ad) arrangement is governed by rules and regulations issued by State Bank of Pakistan and Government of Pakistan.

#### **57-LETTERS OF CREDIT**

L/C facilities are also made available to the customers, through which customers are facilitated for export/import financing.

-International Trade services for Import/ Export are offered for Corporate/ SME/Commercial entities as per SBP FE manual, TBML framework,AML/CFT guidelines as issued from time. UCP guidelines to be followed for every customer availing Letter of Credit from the counter of BAFL-IBG.

#### **58-LETTER OF GUARANTEE**

IBG offers guarantees, including performance, financial and payment guarantees.

- Guarantees can be issued only on behalf of customers of the branch; or
- at the request of and against Counter Guarantee of another branch of our bank; or
- at the request of and against Counter Guarantee of a correspondent bank.
- No Guarantees shall be issued to a Walk-in Customer.
- Guarantees can only be issued on behalf of Customers whose business and purpose of guarantee are Shari'ah compliant.

#### 59-Bai Muajjal of Sukuk

Bai-Muajjal may be defined as a contract between a buyer and a seller under which the seller sells certain specific goods "Sukuk" (permissible under Islamic Shari'ah and the law of the country), to the buyer at an agreed fixed price payable at a certain fixed future date in lump-sum or within a fixed period by fixed instalments. Treasury uses the same for Liquidity Management purposes.

-The product will be used only for Inter-bank transactions including transactions where SBP is involved. The product will not be offered to Corporate/Consumer/SME. However, Shari'ah Board may approve the same on case-to-case basis.

#### 60-BANK ALFALAH CAR UARAH (AUTO FINANCE)

All Pakistani Nationals (including non- resident Pakistanis as well)/Residents residing in the branch city of Bank Alfalah.

-Income Requirements

-Salaried: PKR 25,000/- Gross per month

-Self Employed: PKR 50,000/- per month (assessed on Bank Statement or documentary evidence)

#### 61-BANK ALFALAH HOME MUSHARAKA

(Islamic House Finance)

All Pakistani nationals with valid CNIC/NICOP/SNIC

Foreigners/Individuals with POC (Pakistan Origin Card) will be considered.

- Salaried Customers: Minimum: 23 years Maximum\*: age of retirement (generally 60 years with additional years/tenor will be allowed, if documentary evidence of continuous employment is provided)
- Self Employed Businessmen: Minimum: 23 years Maximum\*: 70 years
- Self Employed Professionals and Salaried: Minimum: 23 years Maximum\*: 65 years Age of Retirement
- Income Requirements
- Salaried: Net take home monthly salary plus other verifiable incomes (if any) single or jointly (in case of co-applicant (co-party availing finance facility)
- Rs.50,000/-
- Self-employed: Rs. 100,000/-

#### 62-BANK ALFALAH GHAR ASAAN (Mera Pakistan Mera Ghar)

To enhance housing finance Govt. has launched Naya Pakistan - Mera Pakistan Mera Ghar scheme, which is a subsidized fixed rate finance facility for initial 10 years to provide masses with affordable housing.

-All Pakistani nationals with valid CNIC/NICOP will be considered

-Age:25 to 60 years for salaried and 70 years for Self Employed / Others

-Income Requirements

For Individual & Household: Rs.25,000/-

#### 63-ROSHAN APNI CAR

To incentivize RDA account holders and Pakistani expats Govt. led this initiative to allow them to finance a vehicle in their homeland along with a local co-applicant. Two variants were introduced s, lien-based and non-lien based with standardized pricing across the industry.

-All RDA accountholders of IBG can avail this facility.

#### 64-ROSHAN APNA GHAR

To incentivize RDA account holders and Pakistani expats Govt. led this initiative to enable their access to housing finance on standardized pricing under two categories, lien-based and non-lien-based financing. They may also opt for subsidized housing finance scheme under Naya Pakistan while being overseas.

-All RDA accountholders of IBG can avail this facility.

#### ISLAMIC LIABILITY OFFERINGS

##### 65-BANK FALAH BUSINESS ACCOUNT

A profit bearing account based on the principles of Mudarabah, where customer is "Rab-ul-Maal" and Bank is "Mudarib".

-Minimum balance for opening of account: Rs. 100/-

-Range for profit eligibility: There is no minimum amount requirement for profit eligibility.

-Structure: Tiered structure.

-Profit calculation basis: Daily balance basis.

##### 66-BANK ALFALAH MUSHARAKA SAVING ACCOUNT

A profit bearing account based on the principles of Mudarabah, where customer is "Rab-ul-Maal" and Bank is "Mudarib".

-Minimum balance for opening of account: Rs. 100/-

-Range for profit eligibility: There is no minimum amount requirement for profit eligibility.

-Structure: Tiered structure.

-Profit calculation basis: Daily balance basis.

##### 67-BANK FALAH ASAAN WOMEN DIGITAL ACCOUNT

A profit bearing account based on the principles of Mudarabah, where customer is "Rab-ul-Maal" and Bank is "Mudarib".

Transactional limits / Turnover:

-Maximum credit balance limit of PKR 1,000,000/-

- Monthly debit limit of PKR 1,000,000/-

Exemption to Limits:

-Any credits of Profit, exceeding the monthly limit of the account will be allowed by the system.

Profit Calculation:

Average Balance of the month

##### 68-ISLAMIC ASAAN DIGITAL SAVINGS ACCOUNT

The account is based on Mudarabah, which is a special kind of partnership, where the Customer is the Rab-ul-Maal (owner of funds) and the Bank is the Mudarib (manager of the funds).



- No initial deposit requirement
- Maximum credit balance limit of PKR 1,000,000/-
- Monthly debit limit of PKR 1,000,000/-

#### 69- ALFALAH ISLAMIC FREELANCER DIGITAL CURRENT ACCOUNT

This account is based on Qard, (loan on demand), where customer is the lender and Bank is the borrower.

- PKR
- FCY – USD
- Pakistani Resident
- Monthly limit of USD 5,000 or equivalent (debit & credit limits shall be applied separately)
- Cash withdrawal limit of PKR 500,000/- or equivalent per day

#### 70- BANK ALFALAH ISLAMIC BUSINESS WAY

A profit bearing account based on the principles of Mudarabah, where Customer is "Rab-ul-Maal" and Bank is "Mudarib". Bank may, at its discretion, use or employ such funds as it deems fit.

- Initial Deposit:
- AIBW – Rs. 1,000/-
- AIBW payroll – Nil
- There are no minimum and maximum balance requirements for profit eligibility and no Account maintenance charges.

### Govt /Regulations Schemes

#### 1-PMYB&ALS (SME):

Prime Minister Youth Business & Agriculture Loan Scheme.  
-All citizens of Pakistan holding CNIC, aged between 21 and 45 years (18 for IT professionals having matriculation or equivalent education) with entrepreneurial potential are eligible.

Rate:

- Tier 2 > 0.500M to 1.500M : 5.00 %p.a - Collateral Free
- Tier 3 > 1.500M to 7.500M : 7.00% p.a - Collateral Backed

#### 2-SAAF- SME ASAN FINANCE SCHEME (SME):

Collateral-free loans up to 10 million.  
Only for customers having no business borrowing relationship with the bank at the time of applying for this facility. Consumer based relationships (Credit card/personal loan/auto loan) do not get accounted as business borrowing.

Rate:

- Markup rate 9% p.a. flat.

#### 3-BANK ALFALAH GREEN ENERGY (SME):

Invest today for a greener tomorrow  
A term finance facility for customers (domestic, agricultural, commercial, and industrial) willing to install solar energy equipment for generation of electricity ranging from 4KW to 1000KW.  
Rate:-Principal amount of loan shall be repayable in equal

monthly/quarterly/bi-annual instalments flat markup rate of 6% per annum.

#### 4-BANK ALFALAH REFINANCE & CREDIT GUARANTEE SCHEME FOR WOMEN ENTREPRENEURS (SME):

This scheme will assist women entrepreneurs in covering the cost of running their business.  
Financing is initially available to meet the working capital requirements of existing business and to set up a new business.  
Rate:-End user rate is up to 5% p.a. collateral free.

#### 5-SMALL ENTERPRISE (SE) FINANCING CREDIT GUARANTEE SCHEME FOR SPECIAL PERSONS (SME):

In line with the Government of Pakistan's priority to improve socio-economic life of special persons in the country and SBP's measures for improving access to finance for this vulnerable segment of the economy.  
Rate:-End user rate will be up to 5% per annum (p.a.).

#### 6-MARKUP SUBSIDY & RISK SHARING SCHEME FOR FARM MECHANIZATION (MSRSSFM) (SME):

This scheme enables farmers to take financing at affordable rates to buy latest machinery to enhance the scope of their business valid till 30/06/2024.  
Rate:- 7% per annum.

#### 7-REFINANCING FACILITY FOR MODERNIZATION OF SMALL & MEDIUM ENTERPRISES (SMEs)

State Bank of Pakistan's refinance scheme that enables SMEs to avail the financing facility to purchase new machinery to fulfill their business needs.  
- Mark-up is payable on quarterly basis.  
- Principal amount of loan is repayable in equal quarterly / half yearly instalments after the prescribed grace period, if any.  
- Financing is available to end user at 6% p.a.

#### 8-REFINANCE SCHEME FOR WORKING CAPITAL FINANCING OF SEs & LOW End MEs (SME):

Term Finance Facility to meet the working capital requirements of selective SME sectors.  
- All Small Enterprises (SEs) will be eligible under the scheme.  
- Medium Enterprises (MEs) with annual sales of up to Rs. 300 million will be eligible under the scheme.  
Rate:  
-Subsidized mark-up rate of 6% per annum repayable in 12 months.

#### 9-FINANCING FACILITY FOR STORAGE OF AGRICULTURAL PRODUCE (FFSAP) (SME):

SBP has introduced the Scheme to encourage Private Sector to establish Silos, Warehouse and Cold Storages in order to enhance

storage capacity and develop agricultural produce marketing.  
Rate:  
-6% per annum.  
-Maximum Financing to a single project is Rs. 500Mn under the Scheme.

#### **10-ELECTRONIC WAREHOUSE RECEIPT FINANCE SCHEME (SME):**

Financing Facility for Farmers and related businesses.  
As per EWR regime, initially Paddy/Rice & Maize are to be focused with the project cap up to Rs. 50M on outstanding basis for each crop.  
Rate:  
-Short term financing (6 months).  
-Loan facility of up to 70 % value of agricultural commodities.  
-No additional Collateral Required.

#### **11-MARKUP SUBSIDY & GUARANTEE FACILITY FOR THE RICEHUSKING MILLS IN SINDH (SME):**

The Sindh Enterprise Development Fund (SEDF), Government of Sindh, in collaboration with SBP, has offered further subsidy on the use of funds under the Scheme to the rice-husking mills in Sindh.  
-The loan facility under the Scheme will be available for establishment and BMR of Rice Husking Mills in Sindh Province.  
Rate:  
-The end user rate under the scheme is 2% per annum.

#### **12-ISLAMIC REFINANCE & CGS FOR WOMEN ENTREPRENEURS (SME):**

Financing shall be available to women entrepreneurs across the country for setting up of new businesses or expansion of existing ones.  
-Maximum financing limit under this scheme is Rs. 5 million.  
-Diminishing Musharakah, Musawamah, Istisna & Tijarah  
-Rate of profit for end user under the facility will be upto 5% per annum  
-Under the scheme, BAFL – IBG will be provided the risk coverage of 60% (against outstanding principal portion only) as applicable under Credit Guarantee Scheme for Small and Rural Enterprises (CGS).

#### **13-SBP-ISAAF SCHEME (SME):**

To provide Shariah compliant financial access to SMEs lacking security/collateral, SBP & Govt. of Pakistan has launched this Islamic SME Asaan Finance scheme (I-SAAF).  
-All SMEs (new business as well as operative businesses) not having existing financing relationship with Bank Alfalah Islamic will be eligible. Facility can be availed from one participating Bank only.  
-Maximum financing limit for single SME or a group of SMEs owned by same owner/(s) (i.e. group/associated/sister concerns) is capped at Rs 10 million.  
-End-User pricing up to 9 % p.a. (SBP refinance at 3 % p.a. – Bank Spread of up to 6 % p.a.).

#### **14-PMY&AFS (SME):**

It is an initiative by the GoP to motivate the country's youth to utilize

their entrepreneurial skills and contribute to economy's growth keeping in a view of bank promotion of SME finance.  
-All men/women holding CNIC, aged between 21 and 45 years with entrepreneurial potential are eligible.  
-Small and medium enterprises (startups and existing businesses) as per definition of SME PR's and owned by youth as per above mentioned age brackets are also eligible.  
-For IT/E-Commerce related businesses, applicant's aged between 18 and 45 years exclusively and at least matriculation or equivalent education will be required.  
-Working capital and Asset's financing etc. can be offered under Musawamah, Istisna, Diminishing Musharakah, etc.

#### **15-ISLAMIC FINANCING FACILITY FOR STORAGE OF AGRI PRODUCE (IFFSAP) (SME):**

The facility has been launched for customers to avail long-term facility for the establishment, expansion & Balancing, Modernization & Replacement (BMR) of Steel/Metal/Concrete Silos, Warehouse & Cold Storage facilities for storing agriculture produce.  
-Under IFFSAP; Corporate, Commercial & SME customers. SBP Prudential Regulations for Corporate, SME financing are applicable on Segments stated as below: Purchase of new imported & locally manufactured plant & machinery, equipment, and accessories thereof, to be used in Steel/Metal/Concrete Islamic Financing Facility for Storage of Agricultural Produce Silos, Warehouses and Cold Storages.  
-Term Financing / SBP Rate + Bank's Spread / Disbursement in Advance or tranches / Payment in installments.  
-Shirkat-ul-Milk, Ijarah, Bai (Sale)

#### **16-ISLAMIC REFINANCE FACILITY FOR MODERNIZATION (SME):**

Only SME customers, as defined in Prudential Regulations for SME financing, shall be eligible to avail financing facilities under the Scheme for the purchase of Rice Husking, Cotton Ginning, Power Looms, Dairy & Livestock etc.  
-Term Financing / SBP Rate + Bank's Spread / Disbursement in Advance or tranches / Payment in installments.  
- BAFL offers this scheme for the purchase of new imported / local plant & machinery for Balancing, Modernization & Replacement (BMR) of existing units and setting up of new units. Financing shall also be available for import / local purchase of new generators.

Contact us:  
From within Pakistan dial: +21 111-225-111 or  
+42 111-225-111  
From outside Pakistan dial: +92 21 111-225-111 or  
+92 42 111-225-111