

Eligibility Criteria for SME Clients

Stated below are the minimum parameters for prospective customers that meet the minimum criterion of qualifying for obtaining financing from our SME division.

Please note that these requirements only represent a reasonable benchmark for eligibility and their fulfillment does not guarantee approval of finance. Bank on its discretion can vary these benchmarks on case to case basis as per its Bank's internal policies and holds the final right to accept/reject a financing applications.

Eligibility Criteria:

Age of Business & Experience of Key Decision Maker	Min 3 years
Purpose of Financing	<p>-Facility shall be availed to meet business needs only.</p> <p>-Clear and precise intended fund utilization needs to be in place from the customer.</p>
Financials: Leverage Ratio: Current Ratio: Profit Before Tax Debt Coverage: Customers Aging List: Cash Flows: Min. Turnover:	<p>As per bank's leverage policy framework</p> <p>Min 1.0x</p> <p>Positive for at least 3 years</p> <p>Min 1.5x</p> <p>Min 70% within 120 days</p> <p>Positive cash flow from operating activities</p> <p>At least 50% of total sales from banking channels.</p>
e-CIB Status	Clean credit history for the last 12 months, no write-off or litigation in past with any bank
Market Check	
Supplier Checking	<p>Positive feedback from suppliers.</p> <p>Positive feedback from buyers.</p>
Buyer Checking	No Negative feedback.
General Market Check	

Collateral Requirement

Yes. The exact requirement will vary on case to case basis

Financing Limits

Bank will assess customer's financing needs and set financing limits accordingly. Maximum limit will be as per Prudential Regulations of SE & ME.

Pricing Criteria

Profit / Rental to be charged to customer is based on respective KIBOR + agreed spread or IERS rate. The payment of profit / rental is recovered as per mutually agreed schedule. All other services charges are as per our prevailing Islamic Banking Schedule of Charges (SOC).

Financing Facility Calculator

Please find attached the Financing facility Calculator.

Required Documents

Following are the set of documents required to process client's financing request:

1. Request letter for financing facilities
2. Borrowers/Customer Basis Fact Sheet as prescribed by the SBP & Financing Application Form
3. Copy of NTN
4. Copy CNIC(s) of all owners/partners/directors/key decision makers
5. Financials for last 3 years (Audited in case of Limited Liability companies or where requested exposure is more than PKR 15 M)
6. Company Profile
7. List of Suppliers with credit terms
8. List of Buyers with credit terms
9. Details of Receivables along-with its ageing
10. Details of collateral offered
11. Any other document/information required by the Bank

Modes of Payment its Frequency & Charity

Finance can be adjusted upon its maturity date, early settlement before maturity date i.e. any time during the validity of finance period or on agreed terms. The charity may be imposed on late payment and will be applicable as per Islamic Banking's prevailing SoC.

How to Apply

Any company, who fulfills our eligibility criteria, may apply for financing facilities / trade lines from any of our branches. If the branch is non-financing branch, the Branch Manager shall guide the applicant and forward the applicant's request to the nearest/pertinent branch or Head office.

SBP Islamic Export Refinance Schemes

- Islamic Export Refinance Scheme
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