

COMPANY PROFILE



THE COMPANY

Altus Financial Services is a registered Financial Services Company providing short to medium term financing to Individuals, Small and Medium sized Enterprises (SME) in Zambia. Altus is registered and supervised by the Bank of Zambia. The Company commenced operations in 2016. The Altus team is young, vibrant and innovative and have significant experience in the financial services industry. Altus Financial Services was founded based on the need to fill a gap in the way financial services are offered to individuals and Small and Medium Enterprises.



The Altus team is continuously looking for innovative and efficient means of clients accessing short term financing. We realize that not every business or personal loan application will fit in the "straight and narrow" traditional loan appraisal checklist and we therefore look at different ways of serving our clients with the information they have readily available for a credit appraisal.

WHAT WE BELIEVE



Making access to short term financing easy for both individuals and SME's



Short turnaround time, minimal documentation, precise credit appraisal and efficient service



Innovative and efficient channels for clients to accesses financing



Great customer service and experience

OUR VISION



- Our vision is to be the preferred financial solutions provider for Personal credit, Small and Medium Enterprises (SME's) in Zambia.

OUR VALUES



- Preferred financial Institution by Individual and SME customers in our chosen markets through offering innovative products and services
- Preferred employer by attracting, developing and retaining good quality employees
- Increase value in our society by lending responsibly and supporting the society in which we operate in
- Grow value for our shareholders

PRODUCTS AND SERVICES

The Company supports SME's and Individuals by providing financing needs through short term loans. Our loans are designed to provide financial support in the following categories:



PERSONAL LOANS

We provide different loan products to individuals in our society.



BUSINESS LOANS

We provide different loan products to companies who provide services to reputable off-takers.

OUR CLIENTS

Over the years we have serviced several clients from different sectors of the economy. Our clients provide goods and services to Non-Government Organizations, large Corporates, the Mines, Government, the Banking Sector, Telecoms Industry and Oil marketing Companies among others.

Our clients emanate from different sectors which include:



LOAN FEATURES



J A N 1

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Loan tenures
ranging
from
1 to 60
months.

Loan
amounts
from
K1,000 to
K250, 000.



Tailor made
products to
meet the
needs of our
clients



BUSINESS LOAN TYPES

SECURITY BACKED SME FINANCING

This facility is a security backed loan that is open to all Small and Medium Enterprises that are duly incorporated and registered with PACRA and have evidence of servicing reputable Companies.



ORDER FINANCING

SMEs who have orders with established Corporates can obtain short term credit of 30 to 90 days to enable them to fulfill their Supply contractual obligations.



INVOICE DISCOUNTING

SME's that have already supplied goods and services to Corporates and wish to get an advance against the amounts payable by the Corporate to meet their short-term needs.



TERM LOANS

SME's with proven track records and regular cash flows from servicing reputable corporate organizations may qualify for a short-term working capital loan ranging from 1 to 12 months.

LOAN APPLICATION PROCESS



1
SME supplier/contractor approaches Altus for funding

2
Altus confirms order with corporate KYC documentation reviewed

3
Credit appraisal conducted

4
Management credit committee approves facility

5
Security perfection with lands, PACRA & RTSA undertaken & finance is advanced to SME



REQUIREMENTS

- PACRA documentation
- 12 months Bank Statements
- Directors KYC
- Copies of orders, Invoices and supply Contracts
- Acceptable Security

ACCEPTABLE SECURITY

- For loans up to K50,000 - Motor vehicle (comprehensively insured)
- For loans above K50,000 - Landed property

BUSINESS LOAN TYPES CONTINUED...

CORPORATE MOU BASED SME FINANCING

These products are available to SMEs who provide services/goods to established Corporates who have signed a Memorandum of Understanding with Altus to facilitate payment of Altus loan repayments directly from the off-taker.

APPLICATION AND LOAN PROCESS

1

CORPORATE SIGNS MOU WITH
ALTUS

2

SME APPLIES FOR LOAN AND
CREDIT APPRAISAL IS
CONDUCTED

3

ALTUS RECONFIRMS
INVOICES/SUPPLY HISTORY WITH
CORPORATE

4

ASSIGNMENT OF RECEIVABLES
BY SME TO ALTUS

5

FINANCING ADVANCED TO SME

SMEs may obtain advance payments on their Supply/Service Invoices that they have already delivered on/fulfilled, invoiced and are pending payment. This facility is only open to SME's servicing Corporates that have signed an MOU.

REPAYMENT UNTIL MATURITY

1

Altus makes submission of
amounts due to Corporate

2

Corporate pays Altus full invoice
value

3

Altus deducts loan amount
payable and remits balance of
funds to the borrower

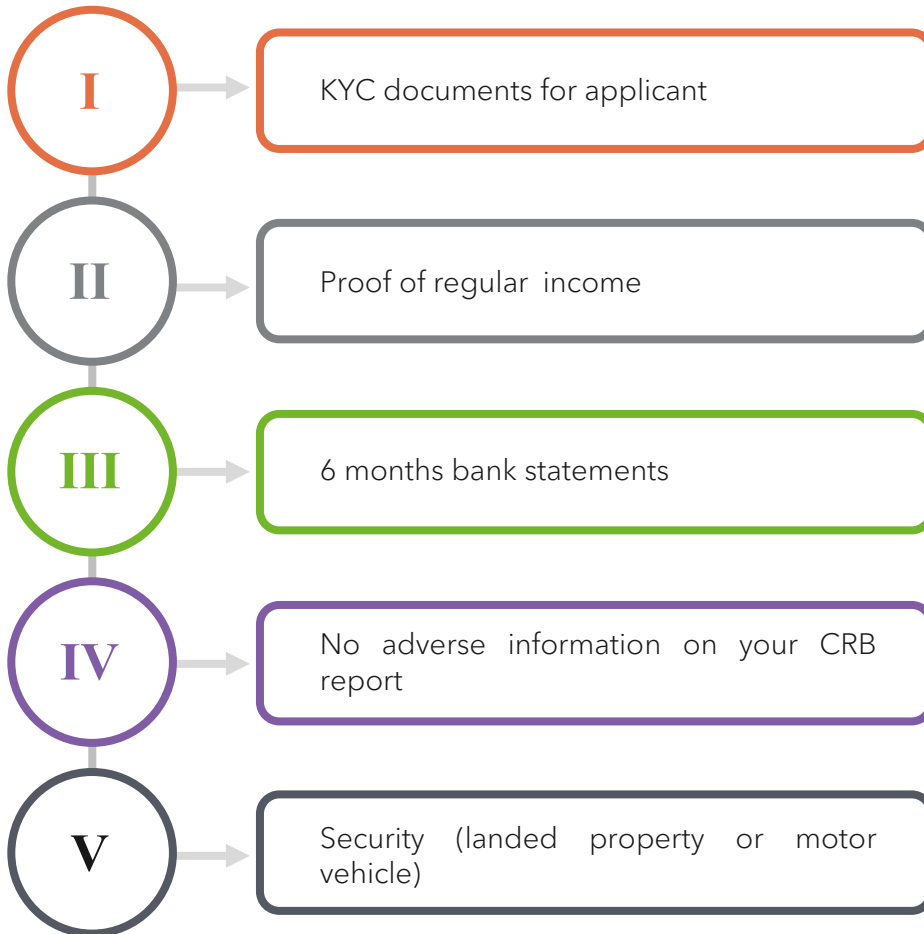
4

Loan closed off

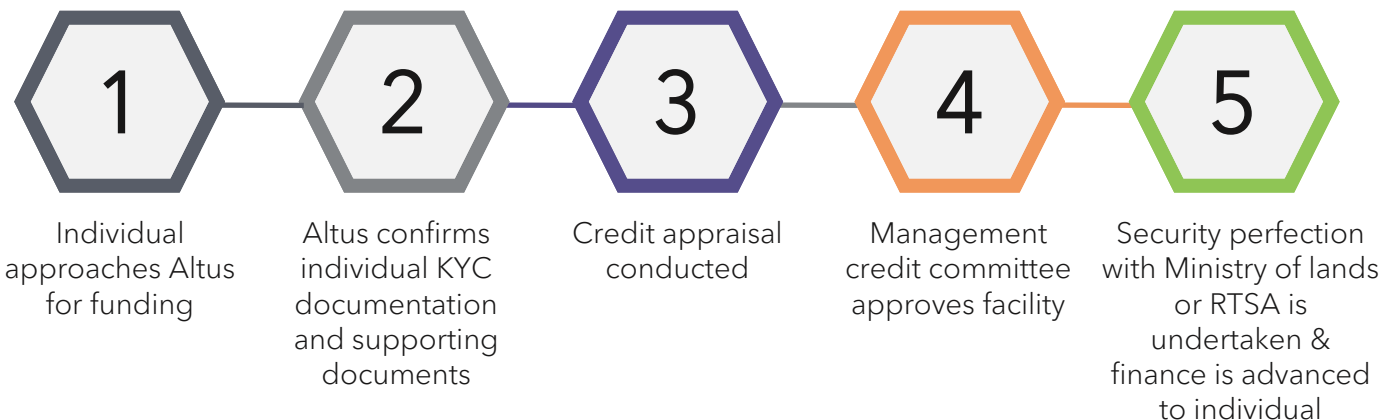
PERSONAL LOAN TYPES

NON -PAYROLL LOANS

We provide short term loans to individuals who are in employment or have proof of regular income. These type of facilities can be issued to individuals requiring funding to meet emergency needs which may include school fees, medical bills, acquiring assets, building or expanding your home and many other unforeseen expenses.



LOAN APPLICATION PROCESS



PERSONAL LOAN TYPES CONTINUED...

PERSONAL CREDIT – CORPORATE PAYROLL

Altus Financial Services provides short term credit facilities to employees of Companies that enter into a Memorandum of Understanding (MOU) for payroll deduct loans with Altus. We offer superior service with a short turnaround time. The process is simple, and funds are disbursed within 24hours of a complete application being received. The funds are collected via monthly payroll deductions from the employer Company.

KEY FEATURES OF OUR LOANS

- Short term in nature, meant to finance short term needs that Banks typically do not finance.
- Loan repayment period is from 1 month to 36 months
- Top ups available after 3 months of performance on initial loan
- No collateral required
- Early Loan repayment allowed
- Loan size depends on Employee's salary and tenure of loan

Our standard affordability criteria is that the employee should remain with at least 40% of Gross pay as take-home pay after all statutory, employer and third-party deductions.

HOW IT WORKS

**1**

MOU Signed Between Employer and Altus

- Employer agrees to facilitate Altus loan deduction from payroll
- Employer agrees to remit deduction schedule and payment to Altus

Employee Application

- NRC
- Three(3) latest pay slips
- Preapproval document form HR/Finance
- Three(3) latest bank statements
- Introductory letter

**2****3**

Altus Review of Application

- Check that employees pay is within MOU conditions
- Credit reference Bureau check
- Reconfirms employment status
- Loan approved
- Loan disbursed within 24 hours

Month End Repayment of Loan

- Altus submits loan repayment schedule on agreed date
- Employer uploads deductions on payroll
- Employer transfers consolidated deductions with deduction schedule to Altus
- Altus uploads repayments on system and loan is fully paid off

**4**

LOAN TYPES CONTINUED...

INSTANT SALARY ADVANCES

Altus Financial Services provides short term credit facilities to individuals in formal employment. We offer superior services with a short turnaround time. The procedure is simple and straightforward in addition funds are disbursed within the short turnaround time of 30 minutes or less upon successful completion of application forms.

HOW DO I QUALIFY?

To apply for an instant salary advance fill in a loan application form and bring the following:



Three latest pay slips (stamped by employer)



Three latest bank statements (stamped by bank)



Introductory letter from the employer

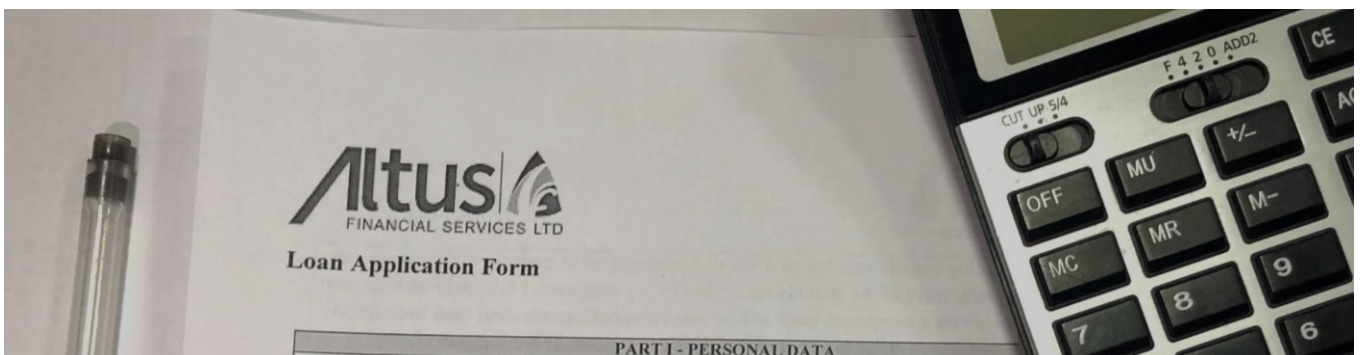


Copy of NRC/Valid passport/valid driver's license



Two passport size photos

The funds are collected at the end of the month through Direct Debit and Credit Clearing (DDACC) payment system.



WHY CHOOSE US



We engage our clients to find out how we can improve our service offering



We work with employers to ensure needs of employees are met



We provide mobile service to avoid the cost to both the employer and the employee



We are efficient



We add value to the lives of our clients by providing access to other products through our strategic alliances

ADVANTAGES TO EMPLOYER



Reduce administrative burden of administering salary advances and loans



Frees up working capital for the employer



A well monitored and coordinated management of the scheme in liaison with the employer

ADVANTAGES TO EMPLOYEE



Access to quick and easy financing



Finance for education, personal development and other short-term funding needs.



Short turn around time between 30min to 24hours.



Existing Loan Refinance
(Replace existing facilities with new loans from our organization)



Interest rates are fixed over the tenor of the loan thereby providing peace of mind

OUR TEAM



We believe our greatest asset is our people. We employ a young and vibrant team ready to serve you. Our people are highly trained and resourceful. Altus Financial Services is proudly Zambian owned and Zambian managed.

MEMBER TEAM



KEN SIMWABA
CHIEF EXECUTIVE OFFICER

Ken Simwaba is a seasoned finance professional with vast industry experience spanning 20 years in Financial Services covering Pensions and Asset Management, Microfinance and SME lending and Insurance Services. He has a Master's Degree in Business Administration (MBA) from Heriot Watt University, an MA Leadership in Development Finance from Frankfurt School of Finance and holds the Chartered Institute of Management Accountant (CIMA) qualification. Ken is also a seasoned Real estate investor. Ken has previously served on several boards including the Lusaka Stock exchange, the CEC Staff Pension Scheme and the International School of Lusaka.



RUMBIDZAI HAVAZVIDI
CHIEF FINANCIAL OFFICER

Rumbidzai Havazvidi is an ACCA Affiliate with a decade of auditing and accounting experience in renowned organizations such as BDO Zimbabwe Chartered Accountants, Klein Karoo Seed Marketing, and her previous role as Head of Finance at Pacific Cigarette Company. She possesses a rich set of attributes including analytical, diligent, and ethical standards. With experience in manufacturing, agriculture, and diverse industries, she has excelled in strategic planning, risk management, financial modeling, budgeting, and financial analysis. Holding a Bachelor of Commerce Accounting Honours Degree and an Honours Bachelor of Accounting Science, she is a professional who brings exceptional financial acumen and leadership to our team.



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