





## LOW COST BANKING

Bank				
Product	Mzansi	Mzansi Blue Account	Mzansi	Mzansi
Qualifying age	16+	16+	16+	16+
Qualifying criteria	Private individuals with no FICA documentation and/or earning less than salary of R2,000 a month	Private individuals with no FICA documentation and/or earning less than salary of R2,000 a month	Private individuals with no FICA documentation and/or earning less than salary of R2,000 a month	Private individuals with no FICA documentation and/or earning less than salary of R2,000 a month
Value Proposition	A card based, entry-level transactional and savings product aimed at the previously unbanked sector of the South African population. The product offers a simplified, good value for money pricing structure and pays interest on credit balances.	A card based, entry-level transactional and savings product aimed at the previously unbanked sector of the South African population. The product offers a simplified, good value for money pricing structure and pays interest on credit balances.	A card based, entry-level transactional and savings product aimed at the previously unbanked sector of the South African population. The product offers a simplified, good value for money pricing structure and pays interest on credit balances.	A card based, entry-level transactional and savings product aimed at the previously unbanked sector of the South African population. The product offers a simplified, good value for money pricing structure and pays interest on credit balances.
Fee Option	Pay-as-you-transact	Pay-as-you-transact	Pay-as-you-transact	Pay-as-you-transact
Features and Benefits	<ul style="list-style-type: none"> <li>-Offers both transactional and saving capabilities</li> <li>· Pricing is simple, affordable and offers good value for money</li> <li>· No monthly fees and high transaction fees</li> <li>· No Saswitch fees</li> <li>· Capital preservation through credit interest payable</li> <li>· Credit interest rates that are tiered - the higher the balance, the more interest you earn. - Most competitive pricing</li> <li>· No monthly fees and high transaction fees</li> </ul>	<ul style="list-style-type: none"> <li>- Offers both transactional and saving capabilities</li> <li>· Pricing is simple, affordable and offers good value for money</li> <li>· No Saswitch fees</li> <li>· Capital preservation through credit interest payable</li> <li>· Credit interest rates that are tiered - the higher the balance, the more interest you earn</li> </ul>	<ul style="list-style-type: none"> <li>- Offers both transactional and saving capabilities</li> <li>· Pricing is simple, affordable and offers good value for money</li> <li>· No Saswitch fees</li> <li>· Capital preservation through credit interest payable</li> <li>· Credit interest rates that are tiered - the higher the balance, the more interest you earn</li> <li>- Free In-Contact</li> </ul>	<ul style="list-style-type: none"> <li>- Offers both transactional and saving capabilities</li> <li>· Pricing is simple, affordable and offers good value for money</li> <li>· No Saswitch fees</li> <li>· Capital preservation through credit interest payable</li> <li>· Credit interest rates that are tiered - the higher the balance, the more interest you earn</li> </ul>
Option of an overdraft	No	No	No	No
Chequebook	No	No	No	No
Cheque card	No	No	No	No

As at January 2009