

## Pricing Structure of Loan Products

The markup rates effective from June 1, 2020 for FINCA School Loan is given below:

Tenor	Slabs	For Fresh Customers		For Repeat Customers (2nd & Above Loan Cycle)	
		Markup Rate	IRR	Markup Rate	IRR
<b>FINCA School Loan - Basic</b>					
09 Months	25,000 - 150,000	30.00%	51.16%	29.50%	50.35%
12 Months		30.00%	51.44%	29.50%	50.64%
15 Months		30.00%	51.28%	29.50%	50.49%
<b>FINCA School Loan - Plus</b>					
12 Months	150,001 - 500,000	26.50%	45.79%	26.00%	44.98%
18 Months		26.50%	45.46%	26.00%	44.67%
24 Months		26.50%	44.69%	26.00%	43.94%