

PRICING CALCULATION

- **Country:** Zambia
- **Institution:** Pulse Financial Services Ltd
- **Product:** Home Improvement Loans
- **Sample:** Sample 1 of 5

Selected Payment Schedule: 9 Months: Nov. 3, 2010

Period	Payment Date	Disbursement	Principal + Interest	Fees	Insurance	Taxes	Security deposit
0	11-03-2010	-5000000.00	0.00	200000.00	75000.00	0.00	250000.00
1	12-03-2010	0.00	680555.56	0.00	0.00	0.00	0.00
2	01-03-2011	0.00	680555.56	0.00	0.00	0.00	0.00
3	02-03-2011	0.00	680555.56	0.00	0.00	0.00	0.00
4	03-03-2011	0.00	680555.56	0.00	0.00	0.00	0.00
5	04-03-2011	0.00	680555.56	0.00	0.00	0.00	0.00
6	05-03-2011	0.00	680555.56	0.00	0.00	0.00	0.00
7	06-03-2011	0.00	680555.56	0.00	0.00	0.00	0.00
8	07-03-2011	0.00	680555.56	0.00	0.00	0.00	0.00
9	08-03-2011	0.00	680555.52	0.00	0.00	0.00	-263500.00
Period	Payment Date	Disbursement	Principal + Interest	Fees	Insurance	Taxes	Security deposit
Total		-5000000.00	6125000.00	200000.00	75000.00	0.00	-13500.00
Cumulative		-5000000.00	1125000.00	1325000.00	1400000.00	1400000.00	1386500.00
APR (%)				62.4033	66.7037	66.7037	72.2475
EIR (%)				83.7395	91.3927	91.3927	101.6900

EIR Zambia (Int + Fees)	83.7395%
APR (int + fee)	62.4033%
EIR (int + fee + ins)	91.3927%
APR (int + fee + ins)	66.7037%
EIR (int + fee + ins + tax + dep)	101.6900%