

PRICING CALCULATION

- **Country:** Zambia
- **Institution:** Pulse Financial Services Ltd
- **Product:** MSME
- **Sample:** Sample 6 of 6

Selected Payment Schedule: 12 Months: March 22, 2011

Period	Payment Date	Disbursement	Principal + Interest	Fees	Insurance	Taxes	Security deposit
0	03-22-2011	-4500000.00	0.00	315000.00	67500.00	0.00	675000.00
1	04-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
2	05-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
3	06-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
4	07-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
5	08-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
6	09-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
7	10-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
8	11-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
9	12-22-2011	0.00	622500.00	0.00	0.00	0.00	0.00
10	01-22-2012	0.00	622500.00	0.00	0.00	0.00	0.00
11	02-22-2012	0.00	622500.00	0.00	0.00	0.00	0.00
12	03-22-2012	0.00	622500.00	0.00	0.00	0.00	-718200.00
Total		-4500000.00	7470000.00	315000.00	67500.00	0.00	-43200.00
Cumulative		-4500000.00	2970000.00	3285000.00	3352500.00	3352500.00	3309300.00
APR (%)				122.5370	126.5427	126.5427	161.1188
EIR (%)				221.1581	233.0273	233.0273	353.5003

EIR Zambia (Int + Fees)	221.1581%
APR (int + fee)	122.5370%
EIR (int + fee + ins)	233.0273%
APR (int + fee + ins)	126.5427%
EIR (int + fee + ins + tax + dep)	353.5003%