



P2P WASH Financing

Frequently Asked Questions (FAQs) for Fidelity Bank

Q1. What is WASH?

A. WASH means Water, Sanitation and Hygiene

Q2. What is the P2P about?

A. Promoting WASH from Possible to Profitable (P2P) is a WASH financing loan product targeting specifically MSMEs and households

Q3. What is the objective of P2P?

A. The project is intended to scale-up access to finance and technical assistance for selected Small & Medium Enterprises (SMEs), Micro businesses and Households in Ghana.

Q4. What category of enterprises can access P2P loan facility?

A. Only enterprises legally registered to operate within the WASH sector can access the loan facility. The following category of enterprise can access: Micro, Small and Medium Enterprises (MSMEs).

Q5. What business segments can access the loans?

A. (i) Businesses already exposed to WASH;
(ii) Businesses New-to-WASH;
(iii) Fledgling/Start-up WASH businesses with entrepreneurial awareness (between 6 months to 2 years in operations)

Q6. Who qualifies to access the P2P loan facility?

A. Savings and Loans Companies
Microfinance Companies
Rural and Community Banks
SMEs in the WASH sector

Q7. What specific WASH facilities and services are eligible for P2P financing?

A.

Water Provision SMEs

- Borehole drilling enterprises
- Borehole mechanisation enterprises
- Enterprises into pipeline connections
- Enterprises that deals in plumbing materials

Sanitation Provider SMEs

- Enterprise into provision of waste bins
- Operator of a public latrine (toilet)
- Desludging service enterprise
- Solid waste collection enterprise
- Provider of mobile toilets

Hygiene Enterprises

- Cleaning services
- Pest control and fumigation
- Operator of a public bath
- Laundry service

Q8. What is the maximum amount an applicant can access?

A. Microfinance Institutions

The maximum facility for microfinance institution is maximum 10% of the total asset but not more than 20% of total loan portfolio.

WASH SMEs

The maximum facility amount for SMEs is subject to capacity of the enterprise limited to an amount of GHS500,000 but may be increased subject to need.

Q9. How can I apply for the P2P WASH loan facility?

A. Interested applicants should pick an application forms at any Fidelity Bank branch across the country.

Applicant as part of the application processes will be required to open bank accounts with Fidelity Bank.

Further application requirements can be found on the application form issued by the Bank to prospective applicants.

Q10. What other benefits does P2P Offer?

A. Prospective SMEs could benefit from technical assistance as well as capacity building programmes through the Bank’s SME capacity building.

Q11. What is maximum duration for Borrower to have a Banking relationship?

A. A Qualifying Borrower should have a minimum relationship of six (6) months with **any other** financial institution, New-to-Bank (NTB) Borrowers shall be considered on the merit of their application.

Q12. Can Borrower with existing facility under the scheme request for another loan?

A. No; preferably existing facilities must be fully paid off before additional requests would be considered. Exceptions may be considered based on the performance on the existing facility.

Q13. Can commercial loans be refinanced with the P2P loan?

A. No; the P2P loan cannot be used to pay off loans negotiated at commercial rates

Q14. Can an Applicant borrow in foreign currency?

A. No; all facilities will be disbursed in Ghana cedi currency. Foreign denominated quotations will be disbursed in their Ghana cedi equivalent.

Q15. How long does it take for a loan to be disbursed?

A. Maximum of twenty one (21) working days subject to fulfilment of all conditions precedent from receipt date of application.

A16. What is the acceptable security or collateral?

A.

MFIs	SMEs
1. Applications that falls within 10% of total asset shall not require any collateral.	The Bank shall require an appropriate collateral irrespective of the loan amount requested.
2. Application exceeding 10% of total asset will require collateral requested by the Bank.	

Q17. What is the maximum loan duration?

A. P2P loan facility shall not exceed 24 months duration.

Q18. How would repayment terms be structured?

A. In line with anticipated frequency of cash inflows and not exceeding the duration of the loan facility. MFIs shall be required to repay in fixed quarterly instalments.

Q19. What are the characteristics of a 3rd party Guarantors that may be required?

A. (a) Legally registered business owners engaged trading activities with a decent store value and personal net worth.
(b) Individuals who are gainfully employed in private or government related Institutions.

Q20. How can I access the P2P lending facility?

A. Interested applicant should contact all Fidelity Bank Branches across the country.