

GATSBY MICROFINANCE LTD. PROVIDES TRANSPARENT LOAN INFORMATION

In the microfinance market in Uganda, non-transparent disclosures are the norm. There is no single point of reference that clients can consult to understand their loan pricing. Loan repayment schedules often fail to include interest rates, fees, commissions, and other pricing components.

In this market, Gatsby has developed a repayment schedule that stands out. On a single sheet of paper, Gatsby provides clear and complete loan information. The schedule shows all loan fees and commissions, the interest rate and its calculation method, the repayment grace period, a full repayment schedule that breaks out interest and principal installments, including those due and still to be paid, and the total amount of interest to be paid over the life of the loan. The schedule also includes important, reference information, such as the loan officer's name, branch contact information, and the date the loan schedule was generated.

One major benefit to Gatsby is that in a market where loan officers regularly steal client repayments, clients now have a clear document that lays out exactly what they have paid and what they owe, thereby reducing the risk that their money will be stolen. Similarly, transparency allows clients to understand their loans better, and allows Gatsby to build greater trust with its clients— an important advantage over its competitors.