

how can we help you?

choose the best
financial solutions
for your farm.



FNB
First National Bank

First National Bank – a division of FirstRand Bank Limited.
An Authorised Financial Services and Credit Provider (NCRCP20).

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1 WHY CHOOSE FNB?

At FNB, we believe that a Relationship Manager should roll up his sleeves and get to know your farming business. This is precisely why we are so highly rated by our country's farmers.

At FNB, we recognise the important role that you play in your community and we value your contribution to the South African economy.

We understand the challenges and responsibilities that you, as a business owner, face every day. That's why we provide all the financial solutions you need to ensure your farm's growth and success.

Our flexible lending solutions help you not to worry about volatile financial conditions, and we have products to help you manage the production, marketing and incidental risks associated with a farming business.

In addition to supplying innovative financial solutions that are customised for your unique farming needs, we also support you with a team of agricultural managers whose industry knowledge and experience can contribute to your decision making.

VRIJZICHT WINE ESTATE

Danie & Helga de Villiers

Supported by Fanie Du Toit



2 LENDING SOLUTIONS

Because we understand the cyclical nature of farming, our finance solutions can help your farm run smoothly and help you make the most of all your opportunities. Your Relationship Manager can conduct an analysis of your specific needs and provide a suitable solution tailored for your business. You will be quoted a competitive rate, given flexible repayment options and receive an answer on your loan application through a transparent process.

Our lending solutions include:

FNB Finance for seasonal production inputs and day-to-day expenses

A fluctuating overdraft is the ideal product for this purpose, and differs from a loan as it is repayable on demand. Your overdraft facility is linked to your farm's transactional account and reviewed annually. Debit balances are normally repaid after the harvesting season.

FNB Finance for perennial crops, livestock and infrastructure

This short-term loan product is perfect for when the loan amount can be repaid within five years. It is suited to finance part or all of your annual production input costs, capital expenditure and livestock; including game purchases and farm property improvements. The purpose of the loan and the farming enterprise, together with the productive lifespan of improvements and the repayment ability of the business venture will determine the maximum loan amount and repayment term.



[FNB Finance for production projects and expanding capacity](#)

This loan product can be used to finance and expand your farm's production capacity. It is the ideal solution to fund the establishment of orchards and vineyards, livestock purchases and production infrastructure such as dairy and poultry facilities. It is perfect for established farmers or farmers with proven financial track records. The type of farming enterprise and the economic lifespan of the asset will determine the repayment term, which can extend from five to 10 years. The repayment of capital can be suspended for a limited period at the beginning of the repayment period.

[FNB Finance to buy agricultural property and make capital improvements](#)

This mortgage loan can be used to finance the purchase of farmland or capital improvements (eg, buildings, dams and fences). The size of the loan is linked to the market valuation of the property to be mortgaged as security, your level of indebtedness and the extent to which you are able to repay the loan. The loan term can extend up to 15 years.

[FNB Commercial Credit Cards for farming businesses](#)

An FNB Commercial Credit Card offers you low cost and flexible access to credit while providing you with an easy way of managing your expenses.

[Finance to buy movable assets](#)

Vehicles, machinery and plant assets can be financed through WesBank (a division of FirstRand Bank Ltd.), a partner of FNB.



3 PAY AND BE PAID WITH EASE

These solutions allow you to make, receive and track local and international payments with ease.

[Agriculture Cheque Account](#)

The Agriculture Cheque Account allows you to pay for day-to-day purchases. You can link a Visa Cheque Card, Visa Electron Debit Card and/or a Business Petro Card to the account. If you have different farming enterprises, you can hold more than one account.

[Payments and Collections Services \(PACS\)](#)

This system, which is designed for high-volume transactions, allows you to validate the banking details of your debtors and creditors before processing any transactions.

[ATM Advance](#)

ATM Advance offers you a convenient way to make cash and cheque deposits outside of normal banking hours. Cash deposits are available immediately, and cheque deposits are subject to clearance.

[FNB Forex Services](#)

Whether you are making regular cross-border payments or handling import and/or export transactions, our solutions are customised for your specific requirements. You will have real-time access to currency conversions via a user-friendly web-based system, making it easier to exchange currency and process your payments online. Whatever the size of your business, we have an online foreign exchange dealing and payment system to suit you and to enable you to manage your foreign exchange risks.



[FNB Top Up and Withdraw with PayPal](#)

FNB's exclusive agreement with PayPal, the global online payment facilitator, offers you a safe and convenient way to send and receive cross-border payments online without exposing credit card or bank account details.

[eWallet Pro](#)

If you normally make cash or cheque payments to unbanked recipients such as farm workers, you can now pay them electronically. All they need is a valid South African cellphone number. Through FNB Online Banking Enterprise™ you can create and pay eWallet holders in real-time, and they can access their money immediately at an FNB ATM. This is a safe and convenient way to reduce the risk of theft as well as the cost of cash handling.

[Instant Accounting](#)

This unique, **FREE** online accounting solution uses your FNB electronic bank statements to generate financial statements and reports, income statements, balance sheets, cash flow statements and more, giving you a snapshot view of your business' financial position.

[Instant Payroll](#)

This web-based tool takes the hassle out of payday by allowing you to generate payslips and pay your employees and third parties quickly and easily. It also ensures that you are SARS compliant. The first five payslips are **FREE** each month and you pay R20 per payslip thereafter.



4 EASY WAYS TO DO YOUR BANKING

We have a number of secure and convenient ways for you to do your banking, from checking your balance to making payments.

[Online Banking Enterprise™](#)

Online Banking Enterprise™ is a simple, convenient and secure way of transacting anytime, anywhere – without having to wait in a queue.

[Telephone Banking](#)

Telephone Banking is available at **NO** monthly subscription fee, 24 hours a day, 365 days a year. You can choose the self-service option or talk to an FNB telephone consultant.

[Cellphone Banking](#)

Cellphone Banking is a quick and easy way to check your account balance, make payments, transfer money between your accounts and more. This service is available to you 24/7.

[inContact-*Pro*](#)

inContact-*Pro* is a **FREE** messaging service specifically designed for businesses. It allows you to receive real-time confirmation via SMS or email of financial transactions above the threshold on all your business accounts, as they occur.

A close-up photograph of two ears of yellow corn. The corn cobs are bright yellow and plump, with the husks partially peeled back to reveal the kernels. The husks are a vibrant green. The lighting is soft, highlighting the texture of the corn.

5 SPECIALIST SOLUTIONS

Free market prices of agricultural products are extremely volatile. Using our specialist industry knowledge, we've developed cost-effective solutions tailored to your unique farming needs.

Pre-plant contracts

This product provides seasonal finance for production inputs where production risk is covered by insurance and price risk is hedged on the JSE (South African Futures Exchange). What makes this solution even more exceptional is that *force majeure*, which provides protection in the event of natural disasters, is applicable. Contracts are available for the production of JSE-listed agricultural products.

Grain delivery contracts

Closely linked to the pre-plant contract, FNB also offers a grain delivery contract. This product is available for JSE-listed agricultural products and is typically used by farmers who finance their inputs with cash or on an overdraft. The contract allows you to market your grain using various price-hedging techniques and includes *force majeure*, which provides protection in the event of natural disasters.



Silo and warehouse certificate finance

FNB will fund up to 65% of the value of the grain stored in JSE SAFEX-registered silos.

Economic empowerment structures

FNB has a number of finance options available to facilitate Black Economic Empowerment deals, from simple partnerships to complex company structures, including trusts.

FNB AgriCommodities

FNB AgriCommodities is an online market information system that collates information from a number of sources allowing subscribers to view up-to-date information on fresh produce, grains and livestock markets.

Visit <https://www.fnbagricomms.co.za> for more information.



6 MAKING YOUR SURPLUS CASH WORK HARDER FOR YOU

We provide you with a range of investment solutions to help you make the most of your surplus cash. We will help you choose the solution that best suits your needs.

[Get access to your funds immediately](#)

[Call Account](#)

The Call Account is a savings product which allows you to access your funds easily and make additional deposits at any time. It pays competitive interest rates and funds are available on demand.

[Money Market Investor](#)

The Money Market Investor is suitable if you want to see your investments grow but still have easy access to your funds.

[Money Market Transaction Account](#)

With this account you can transact while getting the added benefit of earning interest on your daily balance.



Get access to your funds after a notice period

32 Days Interest Plus

With this account, you will have access to your funds after giving 32 days' notice. If your money remains invested for longer than 32 days, you will earn two interest rate increases: one after 32 days and another after 64 days.

7 Day Notice Account

The 7 Day Notice Account is designed to give short-term investors great returns. You receive two interest rate increases: one after 32 days and another after 64 days.

Get access to a portion of your funds

Flexi Fixed Deposit

If you are looking for flexibility, this account is for you. You can invest money in the account and make additional deposits anytime during the investment term of three to 12 months, and get access of up to 30% of your money for emergencies.

NO access to your funds until maturity date

Fixed Deposit

This account allows you to invest a lump sum of money at a fixed interest rate for a fixed period, so you know that your returns are guaranteed when your investment matures.

7 INSURANCE SOLUTIONS THAT GIVE YOU PEACE OF MIND



We know that managing a farm requires time, effort and a lot of money. That's why we've developed products that allow you to safeguard your investment against the unexpected.

With FNB Insurance Brokers you receive the most appropriate cover for your farming business. Our unique policy is structured specifically for the challenges farmers face. Cover can be extended to include irrigation equipment, damage to tyres of agricultural vehicles, Employment Practices Liability and Public Liability (which includes cover for agri-tourism and guesthouses on your farm). Cover for your personal insurance requirement is included in your policy, and you can get optional cover for gates and security fences.

Crop-insurance products

FNB has a proven track record when it comes to providing crop-insurance products, which extends to over 20 years of experience. This is of great value as it allows you to recover from disasters such as hail, fire or drought.

Contingency insurance

This insurance protects your farm from losses caused by unexpected events that are not covered by your business' normal insurance policy. We can provide appropriate cover where you feel your business needs extra protection.

We also provide guarantees to help facilitate business agreements and contracts. Guarantees are written undertakings by the bank to pay an agreed amount to a third party should you default on the terms of your contract with that party. A guarantee offers security for performance and reduces risk.



Another form that this guarantee may take is that of a personal suretyship agreement signed by a business owner. Although this is a normal event in commerce, it may expose your personal estate to business debts and result in your family being underprovided. Our FNB planners are equipped to help you quantify and address this problem with appropriate solutions.

[Key man insurance](#)

As people are vital for the success of your farming business, FNB planners are able to assist you in determining the financial loss your farm would suffer should a "key" individual die or become permanently disabled, and make recommendations regarding suitable life insurance to help you overcome such a loss.

While these solutions provide a lump sum amount of capital, there are other solutions available that provide a monthly amount in the event of the temporary disability of a "key" individual or owner for a period of up to two years, in order for you to be able to cover some or all of the regular running costs of your farm.



Estate planning

It is also important for you to consider what will happen to your farm in the event of your death. As a farm owner, it is critical to identify a suitable person to run your farm should you be unable to do so and to ensure that finance is available to help your farm at that time. FNB's financial planners are available to discuss your financial goals and help ensure that you receive the best possible advice in the fields of estate and risk planning, retirement and investment planning, healthcare and employment benefits.

Business OUTsurance

OUTsurance gives you the opportunity to insure your business assets* expertly and conveniently over the phone. As part of the offer, OUTsurance will:

- Provide you with cover on all your vehicles and motorised farming implements (eg, bakkies, trucks, tractors, harvesters) as well as buildings and contents.
- Give you 10% of your premiums back in cash if you have not claimed in three years.
- Provide you with Help@OUT emergency roadside or office assistance.

**Please note that OUTsurance does not provide cover for crops and livestock.*

If you would like to get in touch with us, or for more information, please:

- Contact your **Relationship Manager**.
- Visit your nearest **FNB branch**.
- Email us at agric@fnb.co.za or visit www.fnb.co.za
- Contact our **call centre** on **0860 362 000**
 - Monday to Friday: 08h30 – 16h30
 - Saturday: 08h00 – 11h30

To make it easier when applying for one of our solutions, please ensure that you have the following information to accompany your application:

- A valid SA Identity Document.
- Proof of your residential address.
- Your income tax reference number.
- Your passport (if you are not an SA resident).

For certain solutions, the following are also required (we recommend that you have them ready when applying):

- Personal bank statement for the past six months.
- Statement of your assets and liabilities.
- Latest available financials of your business.