

# TOURISM FINANCE CORPORATION



## PRODUCT DELIVERY CHARTER

<b>Our Vision:</b>	To be the leading financial partner driving sustainable tourism development in Kenya.
<b>Our Mission:</b>	To provide customer focused financial solutions that drive tourism sector development and socio-economic growth.

### *“Financing ingenuity”*

PRODUCTS	REQUIREMENTS	CHARGES	DURATION
Working Capital Facility	Maximum amount of Kshs 10,000,000 The project must have been in existence for at least 3 years	9.5%	5 years
Development Loan	Maximum amount of Kshs 100,000,000 TFC finances 70% and the client meets the 30%	9.5%	10 years
Expansion and Refurbishment Facility	Maximum amount of Kshs 100,000,000 TFC finances 70% and the client meets the 30%	9.5%	10 years
Asset Finance Facility	Loan application of Kshs 20,000,000 and below TFC finances 80% of the proforma-invoice value asset and the client meets the 20%	9.5%	4 years
	Loan application of Kshs 20,000,000 and above TFC finances 80% of the proforma-invoice value asset and the client meets the 20%	9.5%	10 years
Re-Financing Facility	Maximum amount of Kshs 100,000,000 The loan must have been serviced for at least 18 months and at least 40% of the original loan must have been repaid TFC finances 70% and the client meets the 30%	9.5%	10 years
Energy Efficiency Facility	Maximum amount of Kshs 100,000,000 TFC finances 70% and the client meet the remaining 30%	9.5%	10 years
Business Advisory Services			
Research & Feasibility Studies	Desk Research, Field & Market research	3% of contract/project cost 3% Success fee Hourly rate for short term assignments. Competitive bidding process Negotiate price with the client	On a need basis
Transition Advisory Services	Profile potential investment opportunities Prepare Investment Proposals Business Plans Financial modelling, valuation, investor search		
Brand Chain Operator Sourcing	Identify a suitable brand chain operator for an investor to manage the facility		
Strategic Equity Partner Sourcing	Identify a strategic equity partner/ financial partner		
Facility Management Services	Seek Professional hospitality firms to manage the facility		
Project Management	Project planning, implementation & oversight Risk mitigation in project management Monitoring and evaluation framework in project management		

TFC commits to serving the public professionally, efficiently, effectively and with integrity.  
For further information, complains or inquiries

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### OFFICIAL WORKING HOURS

Monday- Friday:  
8:00am – 1:00pm  
2:00pm – 5:00pm