

SIB / C&I SEGMENT – SCHEME FOR FINANCING PURCHASE OF NEW VEHICLES

BY FIRMS /COMPANIES HAVING EXISTING CREDIT FACILITIES FROM OUR BANK

Features	Details
1.Purpose	To provide term loan to the firms/companies, having existing credit facilities from our Bank, for purchase of passenger cars, jeeps, multi utility vehicles (MUVs), and staff transport vehicles, etc. and the loan is proposed to be availed in the name of the firm / company. The borrower can be from either SIB or C&I segment.
2.Authorized branches	At the branch where the firm/company is availing the existing credit facilities from our Bank.
3. Eligibility	Minimum 1 year credit relationship with our Bank and satisfactory conduct of account. The unit should have continuous record of profitability during the past 3 years and the past cash accruals should be sufficient to indicate that the EMIs fixed for the car loan are within the repaying capacity of the unit. For units of less than 3 years duration, the profitability record since inception to be taken.
4.Nature of facility	Term loan.
5. Loan amount	The assessment of the eligible amount for car loan is 10% of the fund based exposure from our Bank, with a maximum of Rs.30 lacs or equal to the existing credit limits whichever is less provided that the unit has sufficient cash accruals and been maintaining profitable record for the last three years.
6 Margin	Same as applicable for car loans under the Personal Segment. Presently 15% of the on-road price of the vehicle.
7. Repayment	1-5 years maximum in equated monthly instalments. Higher instalments can be fixed in initial years if so desired by the borrower.

8. Rate of Interest	<p><u>Interest rates applicable 7.5.10 to 30.06.10</u></p> <p>(Under special scheme Ezee Car Loan)</p> <table border="0"> <tr> <td>Period</td> <td>Term Loan</td> </tr> <tr> <td>1st year</td> <td>8% fixed</td> </tr> <tr> <td>2nd & 3rd</td> <td>10% fixed</td> </tr> </table> <p>After 3rd year: The interest rate will be reset at the then prevailing rate linked with BPLR/ base rate with monthly rests.</p> <p>ii) No pre-payment penalty if the borrower wishes to pre-pay the loan on reset date.</p> <p>No other interest concession will be given under any tie-up arrangement or otherwise below the offer rate.</p>	Period	Term Loan	1 st year	8% fixed	2 nd & 3 rd	10% fixed
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<p style="text-align: center;"><u>Normal rates</u></p> <p style="text-align: center;">BPLR 12.25%</p> <table border="0"> <tr> <td>Product/ Tenure</td> <td>Upto 3 years</td> </tr> <tr> <td>New vehicles</td> <td>11% (1.25% < BPLR)</td> </tr> <tr> <td>Used vehicles</td> <td>14.25% (2% > BPLR)</td> </tr> </table>		Product/ Tenure	Upto 3 years	New vehicles	11% (1.25% < BPLR)	Used vehicles	14.25% (2% > BPLR)
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9. Penal Interest	<p>Penal interest @ 2.00% p.a., over and above the applicable rate. In respect of bounced PDC (Post Dated Cheque) obtained for repayment of the loan, a penalty of Rs.250/- per cheque will be recovered in addition to the penal interest. (Same as for loans under Personal Segment).</p>						
10. Prepayment penalty	<p>Prepayment fee of 2% of the amount of the loan prepaid will be levied</p>						
<p style="text-align: center;">Circular No. ADV/SME/45 dated 13.03.2010</p>							