

Product / Channel Name:		Business Loan / SENP Segment			
Version dated:		2021/2.0 – 06.09.2021			
Product Info					
Parameter		Value	Remarks	Deviation Allowed	Deviation Approval By
<b>Target Segment</b>		SENP			
<b>NBFC</b>		I - Loan Credit Pvt. Ltd. / LCPPL			
<b>Loan Amount (Rs.)</b>	Minimum	50,000			
	Maximum	5,00,000	Max Amount can be Go for Rs. 5 lacs	Required for Amount > 4 Lacs	CRO/BH
<b>Age (Years)</b>	Minimum	23			
	Maximum	58	At the time of Origination of Loan		
<b>Processing Fee (Including GST)</b>	Fixed	2.36% of Loan amount (2% + GST)	Current GST is 18%		
<b>ROI for Customer (%) (Reducing)</b>	Minimum	21			
	Maximum	24 (Default)	ROI below 24% would need deviation approval	Yes, upto 21%	CRO/BH
<b>Tenure (months)</b>	Minimum	12			
	Maximum	36		Yes upto 60 months	CRO/BH
<b>EMI Date</b>	3rd / 7th				
<b>Advance EMI (No.)</b>	Optional		(Based upon CM discretion and overall eligibility)		
<b>Broken Period Interest</b>	Yes				
<b>Cut-off date for 1st EMI</b>	3rd / 7th				
<b>NTC Customer</b>	Yes		Ownership Proof Mandatory or Co-applicant with ownership	Yes	CRO/NCM
<b>Insurance</b>	Yes			Yes	CRO/BH

Documentation		
KYC Documents	Individual / Proprietorship	Remarks
<b>ID Proof</b>	PAN Card	
<b>Photo</b>	Yes	
<b>Permanent Address Proof</b>	Aadhaar Card / Passport / Driving License / Electricity Bill	
<b>Current Address Proof (if different from Permanent Address)</b>	Latest Utility Bill / Registered Rent Agreement	Not Older than 3 Months

<b>Owned House or Office Ownership Proof</b>	Property / Municipal Tax Receipt / Latest Electricity Bill	Atleast one is Mandatory and to be checked from Service Provider Website
<b>In Case Rented</b>	Rent Agreement required above Rs. 1 lacs	Rent Agreement should be Atleast 6 Months Old and in case residential agreement is older than 6 months but have utility bill with current address mentioned in it, than we can be accepted it subject to office agreement is one year old and no deviation in other policy parameters.
<b>Business Establishment Proof</b>	GST Registration / Shop Act / Shop Act / ITR Saral Copy / Bank Current A/c / Udyog Aadhaar	
<b>Business Photographs</b>	4 Photographs ( <b>Entrance, Sign Board Inside and Locality</b> )	View of Locality / surrounding / Nearby area to be captured

#### Income Documents

Bank Statement (preferably in PDF format): Latest 6 months (Current Account in the name of Business is Mandatory)
ITR with computation, P&L and B/S (CA Certified): Latest 1 Year (Should not be older than 1.5 Years) or Latest 3 Months GSTR

#### Additional Docs Based on Entity Type

Pvt Ltd Entity	Partnership Entity
Photo of Applicant	Photo of Applicant
Individual KYC of Directors & PAN to be collected	Individual KYC of all Partners & Partners to be collected
Board Resolution	Partnership Deed
MOA/AOA (Form 32 if any change in directors name in MOA)	NOC from other partners
Latest CA Certified Shareholding Pattern	
Audited Financial if applicable	
Note: Applicant(s) should have at least 51% of shareholding Self- Attested KYC Docs	

#### Underwriting Criteria

Underwriting Criteria	Owned (Either Shop or residence)	Rented (Both)	Deviation Allowed	Deviation Approval By
<b>Business Vintage (Years)</b>	>=2 years	>=3 years	Yes	NCM/CRO
<b>Credit Bureau</b>				
- CIBIL V2 score	>= 675, -1	>= 700	Yes	CRO
- Default / Settlement / Write-off	None in last 2 year			

- CIBIL Vintage	1 Year, (In case of -1 CIBIL, No Need)	>=3 Years	Yes	CRO
- CIBIL Inquiries in last 30 days	Not More than 5			
-DPD in Last 12 Months	Not more than 30 days		Yes	CRO
-Overdue	<= Rs. 5,000			
- EMI Bounce as per bank statement	Not more than 1 in last 6 months			
-- RTR on existing loan in CIBIL	NA	Min. 12 Months Repayment Required		
Monthly ABB / EMI	2x of Proposed EMI			
Business Monthly Inflow	Criteria of ABB mentioned above has to be met (Inflow to be Atleast 50% of the Yearly Turnover)			
Whether CIC checks for Individual Director / Partner / Proprietor?	Yes	Yes		
Whether CIC checks for Company? (If Applicable)	Yes	Yes		
Minimum ITR Value (If ITR Doc Combo selected)	4,20,000	4,20,000	Yes	CRO
Telephone Discussion / Personal Visit	Yes	Yes		
Bank Verification	Yes	Yes		
Residence FI	Yes	Yes		
Business FI	Yes	Yes		
In case Business premise is rented	NA, if House Ownership Proof has been submitted	Rent Agreement required		
No. of References Required	Two	Two		

Eligibility		
<b>If Eligibility is based on Income</b>		
ITR, Computation, P/L and B/S	1 year	
FOIR	<b>80%</b> - For Rented Profile <b>100%</b> - Owned (Either Shop or residence)	
<b>If Eligibility is based on GST</b>		
Average Monthly turnover	> 3 lacs	
GST Returns required	3 months	
FOIR	<b>80%</b> - For Rented Profile <b>100%</b> - Owned (Either Shop or residence)	
<b>Margin</b>		
Wholesaler	7.5 %	
Retailer	7.5 %	
Manufacturer	10%	
Services	15%	
<b>FOIR (Turnover * Margin %) – Obligation / EMI Per Lacs</b>		

Disbursement Process		
<b>Disbursement</b>		
Loan amount	A	As approved

Processing fees + GST	B	To be deducted
Advance EMIs (if any)	C	To be deducted
Broken Period Interest (if Any)	D	To be deducted
Insurance premium + GST	E	To be deducted
Net Disbursement to Borrower		A-B-C-D-E
Disbursal to		Customer
Repayment Mode		NACH
Security Cheques		<u>SPDC, NACH and Agreement Policy</u>
1st EMI Cheque to be collected		
Cities		Ahmedabad, Bengaluru, Chennai, Delhi NCR, Mumbai, Navi Mumbai, Jaipur, Nashik, Pune, Indore, Vadodara, Bhopal

#### Extra - Methods mentioned in the SENP Note

#### Method 1

##### GST Return net margin product

- 1) Avg. Turnover as per GST returns provided and should meet minimum TO criteria based on loan amount
- 2) Net Margin to be considered based on Industry-**Service: 15%, Manufacturing:10% and Trader - (Retailer and Wholesaler – 7.5%)**
- 3) Net monthly profit to be arrived
- 4) FOIR to be considered as per grid
- 5) Deduct existing obligation which are pending more than 3 Months
- 6) Loan amount to be arrived based on surplus profit

#### Method 2

##### Cash Profit Method

- 1) Cash profit to be considered based on P/L (**Cash Profit = Net Profit + (50%) Depreciation + Interest Paid (For whose EMI is Considered in Obligations)**)
- 2) **80%** FOIR on appraised income
- 3) Salary to family member /director to be added back