

Corporate Budget & Banking Division
5th Floor, Bharat Sanchar Bhawan,
Janpath, New Delhi-110001



भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

BSNLCO-CBB/34/2/2023-CBB

Dated: 22.08.2023

To
All Head of Circles

Sub: MOU with IDBI Bank for extending various Loan Schemes to BSNL Employees.

MOU with **IDBI Bank** for extending various loans to BSNL employees has been signed on **21.08.2023**. This agreement is valid upto 20.08.2024. The general terms and conditions and Rate of interest are given in **Annexure-I and Annexur-II** of MOU.

A copy of the agreement has been placed on our intranet site www.intranet.bsnl.co.in under head Director (Fin) and sub-head Budget & Finance Control.

This is issued with the approval of competent authority.

Encl: Copy of agreement


(SHAILENDER KUMAR)
DGM (CBB)

Copy to:

1. All Circles' IFA
2. The Chief General Manager and Zonal head, Delhi Zone, IDBI Bank, NBCC Office Complex, Kidwai Nagar (East), New Delhi-110023

Annexure-I

Structured Retail Loans offer - BSNL				
Sr. No	Product	Parameter	Card Rate/General Offering	Offering to BSNL
1	Home Loan / LAP	Processing Fee	0.50%	Nil
		Rate of interest*	8.75%	8.55% (in case of fully constructed property) 8.65%
		Maximum Loan Amount	Up to 90% of documented cost*	
2	Auto Loan	Maximum Loan Amount	90% on Road Price / 20 Lacs	100% of on road price upto 7.5 lakh 90% Above 7.5 Lacs and Upto 20 Lacs
		Processing Fee	2500/- per file	Nil
		Tenor	Upto 60 months	Upto 84 months subject to retirement age
		Rate of interest	RLLR	RLLR-30bps*
		Discount on Part payment/ Foreclosure charges.	1%	Nil
3	Education Loan	Maximum Loan Amount	Domestic: Maximum Loan amount of Rs.30.00 lakh depending on courses Study Abroad: Maximum loan amount of Rs.75.00 lakh depending on country of study	Subject to collateral coverage and ranking of institute
		Processing Fee	1% plus applicable taxes for studies abroad which is refundable after disbursement	Nil
		Other Concessions	-	Special Discount in ROI for Girl applicant. 1% interest remission upto moratorium period for servicing interest during moratorium period without default.

(पुरुष चन्द्र)
PURUSH CHANDRA
 प्रधान महाप्रबन्धक (सी बी नो)
 Principal General Manager (CBB)
 भारत संघार विपणन लि., निगमित कार्यालय, नई दिल्ली
 B. S. M. Corporate Office, New Delhi



रंजन कुमार राथ/Ranjan Kumar Rath
 मुख्य महाप्रबन्धक एवं ज्वाल प्रमुख
 Chief General Manager & Zonal Head
 भारत संघार विपणन लि., नई दिल्ली

Structured Retail Loans offer - BSNL				
Sr. No	Product	Parameter	Card Rate/General Offering	Offering to BSNL
4	Personal Loan	Processing Fee	1% of loan amount + taxes MinRs.2500/-	Nil
		Rate of interest*	12 to 14.75%	11%*
		Maximum Loan Amount	10 Lacs	15 Lacs
		Salary Overdraft	NA	Upto Five Times of Net Monthly Salary
		Pre-payment/Foreclosure charges	Before 12 months from disbursement date - 3% of the outstanding loan. After 12 months but before 24 months from disbursement date - 1% of the outstanding loan amount	Nil
Part payment charges	Within 6 months from disbursement: 3% of the outstanding loan	Nil		

*ROI is minimum rate offered Subject to CIBIL score and changes in external Benchmark Rates and Banks internal guidelines.

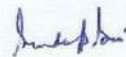
*Details are given in Annexure-II


(PURAN CHANDRA)
प्रधान महाप्रबंधक (सी बी वी)
Principal General Manager (CBB)
भारत संघार निगम लि., निबंधित कार्यालय, नई दिल्ली
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Chief General Manager & Zonal Head
दिल्ली अंचल/Delhi Zone

witness 1



BSNL

witness 2

DEEPAK KUMAR.
IOBC BANK


Annexure-II

Home Loan Product																													
Parameters	Details																												
Loan Amount	Rs.10 Lakh to Rs.500 lakhs																												
Loan Tenure	Up to 30 Years																												
LTV	LTV is calculated on realizable sales value (RSV) as per technical valuation as given in below table : <table border="1" style="margin-left: 20px;"> <thead> <tr> <th>Loan Amount</th> <th>Permitted LTV to RSV</th> </tr> </thead> <tbody> <tr> <td>Up to Rs.30 Lakh</td> <td>90%</td> </tr> <tr> <td>Above Rs.30 Lakh and up to Rs.75 Lakh</td> <td>80%</td> </tr> <tr> <td>Above Rs.75 Lakh</td> <td>75%</td> </tr> </tbody> </table> <p>Subject to loan amount not exceeding 90% of the document cost. Valuation report to be obtained from the empanelled valuer of Bank which may include Rooftop Solar PV & Applicable Taxes</p>	Loan Amount	Permitted LTV to RSV	Up to Rs.30 Lakh	90%	Above Rs.30 Lakh and up to Rs.75 Lakh	80%	Above Rs.75 Lakh	75%																				
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Processing Fees	Nil as per approval																												
Balance Transfer	Permitted from approved FIs/Banks.																												
Top up Loans	100% of the sanctioned amount of primary Home Loan																												
Foreclosure and Pre-Closure charges	Nil																												
Interest Rate%	Interest rate for Home Loan plain vanilla is as under: <table border="1" style="margin-left: 20px;"> <thead> <tr> <th>CIBIL Credit Vision score</th> <th>Up to Rs.35 Lakh</th> <th>Above Rs.35 Lakh up to Rs.75 Lakh</th> <th>Above Rs.75 lakhs</th> </tr> </thead> <tbody> <tr> <td>761 & above</td> <td>8.70</td> <td>8.70</td> <td>8.65</td> </tr> <tr> <td>741-760</td> <td>8.75</td> <td>8.75</td> <td>8.70</td> </tr> <tr> <td>-1# (For cases upto Rs.2 Cr)</td> <td>8.80</td> <td>8.80</td> <td>8.80</td> </tr> <tr> <td>721-740</td> <td>9.45</td> <td>9.50</td> <td>9.60</td> </tr> <tr> <td>700-720</td> <td>9.85</td> <td>10.00</td> <td>10.15</td> </tr> <tr> <td>650-699</td> <td>10.50</td> <td>10.60</td> <td>10.75</td> </tr> </tbody> </table> <p># Applicable for borrowers with -1 CIBIL score having monthly income (NAI) of Rs. 80,000/- and above only. No further ROI deviation will be applicable.</p> <p>For other Salaried/SEP borrowers with -1 CIBIL score, ROI as per CIBIL grid "721-740" will be applicable.</p> <p>\$ROI is arrived based on loan amount and CIBIL score of the customer and may vary from time to time.</p>	CIBIL Credit Vision score	Up to Rs.35 Lakh	Above Rs.35 Lakh up to Rs.75 Lakh	Above Rs.75 lakhs	761 & above	8.70	8.70	8.65	741-760	8.75	8.75	8.70	-1# (For cases upto Rs.2 Cr)	8.80	8.80	8.80	721-740	9.45	9.50	9.60	700-720	9.85	10.00	10.15	650-699	10.50	10.60	10.75
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*All loans will be sanctioned at the sole discretion of IDBI Bank.																													


(PURAN CHANDRA)
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 Principal General Manager (CBB)
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 B.S.N.L. Corporata Office, New Delhi




रंजन कुमार राव/Ranjan Kumar Rath
 मुख्य महाप्रबंधक एवं क्षेत्र प्रमुख
 Chief General Manager & Zonal Head
 दिल्ली क्षेत्र/ Delhi Zone

Auto Loan Product

Sr. No.	Parameter	Norms														
1	Fixed Obligation to Income Ratio (FOIR)	<table border="1"> <thead> <tr> <th colspan="2">Floating Rate Auto Loan:</th> </tr> <tr> <th>Net Adjusted Income (p.a.)</th> <th>Applicable FOIR</th> </tr> </thead> <tbody> <tr> <td>Rs. 3.00 lakh to Rs. 6 lakh</td> <td>60%</td> </tr> <tr> <td>Above Rs 6 lakh</td> <td>65%</td> </tr> </tbody> </table>	Floating Rate Auto Loan:		Net Adjusted Income (p.a.)	Applicable FOIR	Rs. 3.00 lakh to Rs. 6 lakh	60%	Above Rs 6 lakh	65%						
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Rate of Interest	Credit vision score	<table border="1"> <thead> <tr> <th>Credit vision score</th> <th>Floating ROI</th> </tr> </thead> <tbody> <tr> <td>Super prime (791 & above)</td> <td>RLLR-0.30=8.80%</td> </tr> <tr> <td>Prime Plus (771 to 790)</td> <td>RLLR-0.25=8.85%</td> </tr> <tr> <td>Prime (751 to 770)</td> <td>RLLR-0.10=9.00%</td> </tr> <tr> <td>Near Prime (731 to 750)</td> <td>RLLR+0.10=9.20%</td> </tr> <tr> <td>Near Prime (700 to 730)</td> <td>RLLR+0.30=9.40%</td> </tr> <tr> <td>-1</td> <td>RLLR+0.10 =9.20%</td> </tr> </tbody> </table>	Credit vision score	Floating ROI	Super prime (791 & above)	RLLR-0.30=8.80%	Prime Plus (771 to 790)	RLLR-0.25=8.85%	Prime (751 to 770)	RLLR-0.10=9.00%	Near Prime (731 to 750)	RLLR+0.10=9.20%	Near Prime (700 to 730)	RLLR+0.30=9.40%	-1	RLLR+0.10 =9.20%
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The additional concession of 10 bps will be applicable for purchase of electric four wheeler.																
LTV	Tenor	<p>For Loan amount up to Rs. 7.50 lakh, Maximum up to 100% of on-road price. Loan amount up to Rs. 20 lakh : Maximum up to 90% of on-road price of vehicle. Loan amount more than Rs. 20 lakh and up to 30 lakh.</p> <table border="1"> <thead> <tr> <th>Tenor</th> <th>LTV</th> </tr> </thead> <tbody> <tr> <td>Tenor up to 60 months</td> <td>Maximum up to 80% of on-road price</td> </tr> <tr> <td>Tenor above 60 months</td> <td>Maximum up to 70% of on-road price</td> </tr> </tbody> </table> <p>Loan Amount above Rs.30 lakh is subject to guideline from time to time.</p>	Tenor	LTV	Tenor up to 60 months	Maximum up to 80% of on-road price	Tenor above 60 months	Maximum up to 70% of on-road price								
		Tenor	LTV													
Tenor up to 60 months	Maximum up to 80% of on-road price															
Tenor above 60 months	Maximum up to 70% of on-road price															
Processing Fee	Nil as per approval															
Foreclosure Charges	Nil															
Part Payment charges	Nil															
All loans will be sanctioned at the sole discretion of IDBI Bank.																


SURAN CHANDRA
 प्रधान महाप्रबंधक (सी बी जी)
 Principal General Manager (CBB)
 भारत संचार निगम लि., निगमित कार्यालय, नई दिल्ली




Ranjan Kumar Rath
 प्रधान महाप्रबंधक एवं अंचल प्रमुख
 Chief General Manager & Zonal Head
 दिल्ली अंचल/Delhi Zone

Personal Loan Product													
Features	IDBI Personal Loan for salaried category												
Loan Amount	Rs.25,000 to Rs.10 lakhs Loan amount more than Rs. 10 lakh up to Rs. 15 Lakhs will be processed if meeting all the below criteria : a) Salary getting credited in IDBI account b) NAI should be more than Rs.1 lakh p.m. c) CIR score of 740 & above												
Loan Tenure/Repayment Period	12 to 60 months												
Rate of Interest	<table border="1"> <thead> <tr> <th>Credit Vision Score</th> <th>For BSNL employees</th> </tr> </thead> <tbody> <tr> <td>801 & above</td> <td>11.00%</td> </tr> <tr> <td>776 to 800</td> <td>11.25%</td> </tr> <tr> <td>740 to 775</td> <td>12.25%</td> </tr> <tr> <td>700 to 739</td> <td>13.25%</td> </tr> <tr> <td>-1</td> <td>12.25%</td> </tr> </tbody> </table>	Credit Vision Score	For BSNL employees	801 & above	11.00%	776 to 800	11.25%	740 to 775	12.25%	700 to 739	13.25%	-1	12.25%
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700 to 739	13.25%												
-1	12.25%												
Processing Fees	Nil (waived)												
Balance Transfer /Take Over of Personal Loans	Permitted from FIs/Banks except from Co-operative Banks												
FOIR	<table border="1"> <thead> <tr> <th>Net Adjusted Income (p.m.)</th> <th>Applicable FOIR</th> </tr> </thead> <tbody> <tr> <td>≤ Rs.35,000/-</td> <td>40%</td> </tr> <tr> <td>>Rs. 35,000/- to Rs. 60,000/-</td> <td>50%</td> </tr> <tr> <td>>Rs. 60,000/- to Rs. 1,00,000/-</td> <td>55%</td> </tr> <tr> <td>>Rs. 1,00,000/-</td> <td>60%</td> </tr> </tbody> </table>	Net Adjusted Income (p.m.)	Applicable FOIR	≤ Rs.35,000/-	40%	>Rs. 35,000/- to Rs. 60,000/-	50%	>Rs. 60,000/- to Rs. 1,00,000/-	55%	>Rs. 1,00,000/-	60%		
Net Adjusted Income (p.m.)	Applicable FOIR												
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>Rs. 1,00,000/-	60%												
Foreclosure and Pre-Closure charges	Nil (waived)												
Part Payment Charges	Nil (waived)												
Guarantee	Not mandatory except for CIR score -1.												
All loans will be sanctioned at the sole discretion of IDBI Bank.													


(PURAN CHANDRA)
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Sanjan Kumar Rath
 मुख्य महाप्रबंधक एवं जंजल प्रमुख
 Chief General Manager & Zonal Head
 दिल्ली जंजल/Delhi Zone

Education Loan Product			
Loan Amount	Domestic: Maximum Loan amount upto Rs.30.00 lakh depending on courses Study Abroad: Maximum loan amount upto Rs.75.00 lakh depending on country of study		Subject to collateral coverage
Margin	Place of Study	Loan Amount	Minimum Margin
	India	Upto 4 lakh	Nil
		Above 4 lakh and Upto 7.50 lakhs	5%
		Above 7.50 lakhs	10%
	Abroad	Upto 4 lakh	Nil
		Above 4 lakh and Upto 7.50 lakhs	15%
Above 7.50 lakhs		20%	
Repayment Term	Repayment Tenor: Maximum 15 Years		
Security	Moratorium Period: Course Period+ 1 Year		
	Upto 4 lakh	No security Parent(s) / guardian(s) to be joint borrower(s).	
	Above 4 lakh and Upto 7.50 lakhs	Parent(s) / guardian(s) to be joint borrower(s) along with suitable third-party guarantee.	
	Above 7.50 lakhs	Parent(s) / guardian(s) to be joint borrower(s). Tangible collateral security which is acceptable to the bank.	
Rate of Interest (Present RLLR is 9.10%)	Up to Rs.7.50 lakhs (Studies in India & Abroad)	RLLR+2.00%	
	Above Rs. 7.50 lakhs (Studies in India)	RLLR+2.00%	
	Above Rs. 7.50 lakhs (Studies Abroad)	RLLR+1.50%	
Concessions in Rate of Interest	> 50bps Special Discount in ROI for Girl applicant > 25 bps for existing customer of the Bank (Asset/ Liability)		


 (PURNIMA CHANDRA)
 प्रधान महाप्रबन्धक (सी बी डी)
 Principal General Manager (CBB)
 भारत संघार निगम लि., विभिन्न कार्यालय, नई दिल्ली



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 Chief General Manager & Zonal Head
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	<ul style="list-style-type: none"> ➤ 25 bps for SC/ST/ Minority community ➤ 25bps for Physically challenged applicants ➤ 1% interest remission upto moratorium period for servicing interest during moratorium period without default. 	
Processing Fee	Domestic	Nil
	Study Abroad	1% plus applicable taxes for studies abroad which is refundable after disbursement.
Part payment charges	Nil	
Pre-payment/Foreclosure charges	Nil	

Other Terms and Conditions applicable to all the schemes above:

1. Eligible Individuals:
 - i) Permanent employee of BSNL.
 - ii) Employees on permanent deputation from Department of Telecom (DOT) to BSNL.
 - iii) In case of Education Loan taken for the ward of the BSNL employee, the employee (parent) will be the co-applicant of the loan.
2. Branch shall ensure that the minimum net take home pay shall be maintained at 25% /35% (as the case may be) of the gross salary after meeting all liabilities/deductions including the EMI of proposed loans. (This condition is not applicable to Education Loan).
3. BSNL to obtain mandate as per annexure III.
4. From its employees for recovery of loan installment from their salary and remit the same to the respective branch. (This condition is not applicable to Education Loan).
5. Education Loan up to 7.5 Lac without any deviation are to be mandatorily covered under Credit Guarantee Fund Scheme for Education Loan (CGFSEL).
6. The scheme will be implemented through all the branches of our bank.
7. The validity of the scheme will be 1 year from the date of signing of the MoU.
8. Employee identity will be invariably obtained. Branch to maintain list of all BSNL borrowers with employee ID and other personal details for follow up.
9. Branch to periodically update the whereabouts (postings) & details of salary account of the employee, in case salary account is not maintained with our bank.
10. Branch to ensure that at no stage the net take home salary after meeting loan installment is less than 25% of the gross salary after meeting all liabilities/deductions viz GPF, EMI, Income Tax Insurance etc. In case of reemployed persons/persons employed on compassionate ground, pension of employee shall be included for calculating 25% of take-home salary.
11. Modified Employee undertaking as per annexure III to be obtained invariably for all schemes.
12. ROI is minimum rate offered Subject to CIBIL score and changes in external Benchmark Rates.
13. Maximum loan depends on income of borrower.

All other terms & conditions as per the respective schemes shall be applicable. However, any deviation/concession on case to case basis may be approved by the bank as per internal guidelines of the bank.


 (PURAN CHANDRA)
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