

## CONTACT PERSONNEL IN BANKS FOR SAIL EMPLOYEES FOR LOANS

Name of Bank	S. No.	Name S/Shri	Designation	Mobile/ Contact No.	E-mail ID	Type of Loan
<b>Bank of India</b>	1	Abhijeet Ranjan	Marketing Manager	8800761955	<a href="mailto:rbc.newdelhi@bankofindia.co.in">rbc.newdelhi@bankofindia.co.in</a>	<ul style="list-style-type: none"> <li>• Education loan for wards of Employees</li> </ul>
	2	Piyush Gautam	Marketing Manager	8800899800	<a href="mailto:rbc2.newdelhi@bankofindia.co.in">rbc2.newdelhi@bankofindia.co.in</a>	
<b>ICICI</b>	1	Sachin Pal	Regional Head Sales	9650963553	<a href="mailto:sachin.pal@icicibank.com">sachin.pal@icicibank.com</a>	<ul style="list-style-type: none"> <li>• Auto Loan</li> </ul>
	2	Akshay Saxena	Key Accounts Manager	8826459870	<a href="mailto:akshay.sa@icicibank.com">akshay.sa@icicibank.com</a>	
<b>IDBI</b>	1	Naveen Tyagi	Branch Head KG Marg, New Delhi	8696255388 011-66083400	<a href="mailto:Ibk100000@idbi.co.in">Ibk100000@idbi.co.in</a>	<ul style="list-style-type: none"> <li>• Home Loan</li> </ul>
	2	Pradeep Mishra	Brand Head Siri Fort, New Delhi	9439296069	<a href="mailto:Ibk10000010@idbi.co.in">Ibk10000010@idbi.co.in</a>	
<b>HDFC</b>	1	Mayank Srivastava	VC & National Account Manager	9873639790 9313101384	<a href="mailto:mayank.srivastava@hdfcbank.com">mayank.srivastava@hdfcbank.com</a>	<ul style="list-style-type: none"> <li>• Home Loan</li> </ul>
<b>PNB</b>	1	Ankit Sharma	Sr. Manager (Marketing)	9671269959	<a href="mailto:barm.ca@pnb.co.in">barm.ca@pnb.co.in</a>	<ul style="list-style-type: none"> <li>• Home Loan</li> <li>• Auto Loan</li> <li>• Education Loan for wards of Employees</li> </ul>
	2	Mayank Siddharth	Manager	7406539393	<a href="mailto:lalit.sahu@pnb.co.in">lalit.sahu@pnb.co.in</a>	

## MEMORANDUM OF UNDERSTANDING

THIS MEMORANDUM OF UNDERSTANDING (MoU) is made as of this 10<sup>th</sup> day of July, 2024.

### **BETWEEN**

M/s Steel Authority of India Limited (SAIL), a company incorporated under the "Companies Act 1956", having its registered office at Ispat Bhawan, Lodhi Road, New Delhi-110003, herein after referred to as "SAIL", through its authorised representatives Mr. Bikram Uppal, GM (HR) and Ms. Lavika Jain, GM (Finance) of the ONE PART.

### **AND**

Punjab National Bank, a body corporate, constituted under the "Banking companies (Acquisition & Transfer of Undertaking) Act 1970", having its corporate office at Plot No.4, Sector 10, Dwarka, New Delhi-110075 herein after referred to as "BANK" through its authorised representative Shri Sudhir Dalal, General Manager (Business Acquisition & Relationship Management), of the OTHER PART.

SAIL and BANK are collectively referred as "parties".

### **WHEREAS:**

- A. SAIL is the largest steel making and selling Public Sector Company in India having more than 55000 employees working across the country in different steel plants/units/mines/offices.
- B. For extending the benefits to SAIL employees, BANK is willing to offer loan(s) to SAIL employees on preferential/concessional rates subject to its credit policy and product norms and on the terms and conditions set out herein in this MoU.

### **NOW, IT IS HEREBY COMMONLY UNDERSTOOD BY AND BETWEEN THE PARTIES HERETO AS UNDER**

1. Nothing in this MoU shall be deemed to create a partnership or establish a relationship of principal and agent between the Parties hereto or in any manner authorize any Party to bind the other Party for any purpose and neither Party shall become liable by reason of any representation, action or omission of any other Party. Banking services & Bank's offers may or may not be accepted by SAIL's Employee(s) in his/her individual capacity. The terms & conditions of this MoU shall not be legally binding on the Parties.
  2. That BANK will offer the loan to SAIL's employee(s) under the various head as per their requirement and the same are as follows:
    - a) Home Loan
    - b) Education Loan
    - c) Auto Loan
- Loans under the various heads as mentioned above are collectively referred to as the "Loan Facilities".
3. That the present general terms and conditions for purpose of loan, sanction of Loan, Loan Limit, Margin Money, Concessional/ Preferential Interest Rates, Tenure, eligibility etc. and other norms are annexed herewith as **Annexure-I**.

Memorandum of Understanding for Loans to Employees of SAIL

Page 1 of 5



4. That the loan facilities will be sanctioned by the BANK at its discretion as per the Banking norms & credit policy of the bank prevailing at the time of processing and sanction of loan applications with all the applicable concessions and relaxations.
5. That the disbursal of Loans will be regulated by the Loan Agreement(s) to be executed between BANK and SAIL Employees.
6. That any notice under this MoU shall be in writing, and shall be delivered by personal service or shall be sent by postage prepaid, registered or certified mail at the respective address set forth in the heading of this MoU, or at such other address as the addressee may designate in writing.
7. That this MoU may be executed in two counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument.
8. This MoU shall commence from the date of signing and unless determined by either of the parties shall be valid for a period of Three years. Parties may extend this Arrangement on or before the date of expiry of this MOU by extending the tenure of MOU on mutual acceptance basis.
9. Each Party to this MoU has the necessary power, authority and legal right and title to execute and deliver this MoU.

The Parties hereto have entered into and executed this MoU

**Signed and delivered for and on behalf  
of  
M/s STEEL AUTHORITY OF INDIA LIMITED**

  
(BIKRAM UPPAL)  
GM (HR)

  
(LAVIKA JAIN)  
GM (FINANCE)

Steel Authority of India Limited  
Ispat Bhawan, Lodhi Road  
New Delhi-110003



**Signed and delivered for and on behalf  
of  
Punjab National Bank**



(SUDHIR DALAL)  
General Manager - Current Account & Merchant Acquiring Business  
Punjab National Bank, Head Office  
Plot No.4, Sector 10, Dwarka, New Delhi-110075

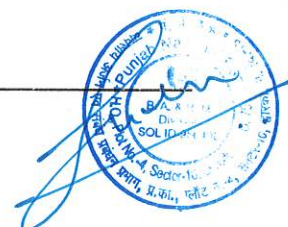


THE OFFER TO SAIL EMPLOYEES FOR HOME LOAN, AUTO LOAN AND EDUCATION LOAN FOR WARDS OF EMPLOYEES

Home Loan

SN	Parameter	Offer for SAIL Employee					
1	Eligibility	Permanent Employees of SAIL					
2	Purpose	i. For construction of house/flat. ii. For purchase of built house/flat. iii. For purchase of under construction house/flat from Housing Boards/ Development Authorities/ Co-operative Societies/ Private Builders. iv. For carrying out Additions to the house/flat. v. For carrying out repairs/ renovation / alterations/ cost of furnishing to the house/flat. vi. For meeting cost escalation in the cases of under-construction flats to existing Home Loan borrowers. vii. For purchase of land/plot for construction of house building.					
3	Quantum of Loan	Need Based					
4	Margin	i. For All purposes except to purchase of Land/Plot Housing loan a. Upto Rs.30 lac :15% b. Above Rs 30 lac &UptoRs75 lac: 20% c. Above Rs.75 lac: 25%  ii. Purchase of Land/Plot for House Building: 25%					
5	Rate of Interest	<table border="1"> <thead> <tr> <th>Type</th> <th>ROI</th> </tr> </thead> <tbody> <tr> <td>Non-Commercial Real Estate</td> <td>RLLR +BSP-0.85% <b>(presently 8.40%)</b></td> </tr> </tbody> </table>	Type	ROI	Non-Commercial Real Estate	RLLR +BSP-0.85% <b>(presently 8.40%)</b>	
Type	ROI						
Non-Commercial Real Estate	RLLR +BSP-0.85% <b>(presently 8.40%)</b>						
6	Tenure	30 years (Repayment of the loan along with interest should not extend beyond the age of 70 years of borrower - permitted by Sanctioning Authority)					
7	Collateral	Nil					



## Education Loan

SN	Parameter	Offer for SAIL Employee		
1	Purpose	For Studies in Premium Institutes of India	To provide financial support to meritorious students for pursuing higher Education Abroad	To provide financial support to meritorious students for pursuing Higher Education in India
2	Eligibility	Students who secure admission In Premier Institutes.	Should have secured admission to a higher education course in <b>Recognized Institutions</b> through Entrance Test/ Merit Based Selection process after completion of HSC(10 plus 2 or Equivalent)	
3	Quantum of Loan	Need Based (No upper limit)	Need Based (No upper limit)	Need Based (No upper limit)
4	Margin	Starting from NIL. Depending upon Name of Institute, Courses, Loan Amount and Security.	Up to Rs. 4 lac - NIL Above Rs. 4 lac - 15%	Up to Rs. 4 lac – NIL Above Rs. 4 lac - 5%
5	Rate of Interest	Starting from RLLR + BSP – 1.05% (Presently 8.20%) Depending upon Institute, Courses, Max Loan Amount	Starting from RLLR+BSP (Presently 9.25%) Depending upon Institute, Courses, Loan Amount, Collateral Security	Starting from RLLR+BSP+1.25% (Presently 10.50%) depending upon Loan Amount and Collateral Security.
6	Repayment Period	15 years excluding Moratorium period	15 years excluding Moratorium period	15 years excluding Moratorium period
7	Collateral	Collateral Free Loan up to Rs. 35 Lakh depending on the Institution (Institution wise list are updated on the website of the bank from time to time)	Up to Rs. 7.50 lacs: Parent(s)/guardian be made joint borrower (s). No tangible Security and /or 3rd party guarantee is required. Above Rs. 7.5 Lakh to Loans up to Rs. 60 Lakh 50% Collateral Security Above Rs..60 lacs: 100% collateral on incremental basis.	Up to Rs. 7.50 lacs: Parent(s)/ guardian be made joint borrower (s). No tangible Security and /or 3rd party guarantee is required. Above Rs.7.50 lacs: Parent(s)/ guardian be joint borrower(s). Tangible collateral security of suitable value acceptable to bank.

Note:

- Rate of Interest are subject to change from time to time based on RBI/Bank Guidelines, however spread will remain same over the period of loan.
- RLLR (Repo Linked Lending Rate) =Repo Rate (6.50)+Mark-up(2.50) = 9.00%
- BSP (Business Strategic Premium) = 0.25%





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### AND

IDBI BANK LIMITED, a company incorporated and registered under the Companies Act, 1956 (1 of 1956) and a "banking company" within the meaning of Section 5 (c) of the Banking Regulation Act, 1949 (10 of 1949) and having its registered office at IDBI Tower, WTC Complex, Cuffe Parade, Mumbai – 400 005, in the State of Maharashtra and having its Office at NBCC Office Complex, Block 2, Plate B, 9th Floor East Kidwai Nagar, New Delhi 110023 hereto herein after referred to as "BANK", through its authorized representative, Shri Ranjan Kumar Rath (CGM & Zonal Head, Delhi Zone), of the OTHER PART.

SAIL and BANK are collectively referred as "parties".

### WHEREAS:

- A. SAIL is the largest steel making and selling Public Sector Company in India having more than 55000 employees working across the country in different steel plants/units/ mines/offices.
- B. For extending the benefits to SAIL employees, BANK is willing to offer loan(s) to SAIL employees on preferential/concessional rates subject to its credit policy and product norms and on the terms and conditions set out herein in this MoU.

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1. Nothing in this MoU shall be deemed to create a partnership or establish a relationship of principal and agent between the Parties hereto or in any manner authorize any Party to bind the other Party for any purpose and neither Party shall become liable by reason of any representation, action or omission of any other Party. Banking services & Bank's offers may or may not be accepted by SAIL's Employee(s) in his/her individual capacity. The terms & conditions of this MoU shall not be legally binding on the Parties.
2. That BANK will offer the loan to SAIL's employee(s) under the category of Home Loan as per their requirement

Loans under the category of Home Loan as mentioned above are collectively referred to as the "Loan Facilities".



MoU with SAIL for Loan Facilities to SAIL Employees



3. That the present general terms and conditions for purpose of loan, sanction of Loan, Loan Limit, Margin Money, Concessional/Preferential Interest Rates, Tenure, eligibility etc. and other norms are annexed herewith as **Annexure-I**.
4. That the loan facilities will be sanctioned by the BANK at its discretion as per the Banking norms & credit policy of the bank prevailing at the time of processing and sanction of loan applications with all the applicable concessions and relaxations.
5. That the disbursal of Loans will be regulated by the Loan Agreement(s) to be executed between BANK and SAIL Employees.
6. That any notice under this MoU shall be in writing, and shall be delivered by personal service or shall be sent by postage prepaid, registered or certified mail at the respective address set forth in the heading of this MoU, or at such other address as the addressee may designate in writing.
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The Parties hereto have entered into and executed this MoU

**Signed and delivered for and on behalf of**

**M/s STEEL AUTHORITY OF INDIA LIMITED**

  
(BIKRAM UPPAL)  
GM (HR)

  
(LAVIKA JAIN)  
GM (FINANCE)

Steel Authority of India Limited  
Ispat Bhawan, Lodhi Road  
New Delhi-110003



**Signed and delivered for and on behalf of**

**IDBI Bank Ltd**

  
Shri Ranjan Kumar Rath  
CGM & Zonal Head  
Delhi Zone



**MoU with SAIL for Loan Facilities to SAIL Employees**

Annexure – 1 -THE OFFER TO SAIL EMPLOYEESFOR HOME LOAN

**DETAILS OF OFFER FOR LOAN FACILITIES**

<b>1. Home Loan*</b>	Salary account with IDBI Bank is <b>not mandatory</b> for availing the following Home Loan offers
<b>Parameters</b>	<b>Bank Offer</b>
<b>(a) Loan amount</b>	Up 90% of the documented cost.
<b>(b) Furniture Loan</b>	Further 10% of Agreement to Sale (Registry) cost or 10 lacs whichever is lower is given for furniture and fixtures facility, under Home Loan.
<b>(c) Rate of interest (p.a.)</b>	i. at RLLR minus 65 bps onwards (present effective:8.45%) (in case of fully constructed property) ii. at RLLR minus 50 bps onwards (present effective:8.60%p.a) for other HL properties. (RLLR – Repo Linked Lending Rate)
<b>(d) Tenure/Loan period</b>	Upto 30 years for HL subject to max age at the time of loan maturity not more than 75 years
<b>(e) Processing Fee, if any</b>	100 % Waived
<b>(f) Top up loan</b>	Top up loan upto 100% of the sanction amount of primary Home Loan
<b>(g) Top up loan-ROI</b>	ROI at 20 bps above Home Loan ROI
<b>(h) Legal and Technical Charges</b>	Rs.5,000/- plus applicable taxes
<b>(i) Disbursement schedule</b>	Disbursement schedule is based on the nature of Loan and stage of completion of property. /
<b>(j) Guarantee</b>	Guarantor not applicable for Home Loans to SAIL employees
<b>(k) Enhanced Loan Eligibility</b>	10% of the monthly income is added as projected income while arriving the loan eligibility which will enhanced Loan eligibility.
<b>(l) Home Loan Ultra Saver (Overdraft Facility)</b>	Home Loan ultra saver variant which is Home Loan cum overdraft facility can be availed where Interest will not be charged on the balances maintained in the Overdraft Account.



MoU with SAIL for Loan Facilities to SAIL Employees



	ROI shall be 40 BPS over the standard Home Loan Rate offered to SAIL Employees.
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\* Subject to other terms applicable as per the Banks guidelines. ROI subject to CIBIL score  
RLLR is subject to change from time to time.

In addition to above Home loan offers for all SAIL, we offer bunch of additional facilities in case shifting of salary accounts with IDBI Bank. Few of them are: -

- Salary Overdraft Facility upto Five Times of Net Monthly Salary at attractive rates
- Term Insurance of upto 5 Lacs
- Free Accidental Insurance upto 35 Lacs along with insurance cover on Partial/Total Disability
- Air Accident Insurance Cover of Upto 50 Lacs
- Child Education Cover of Upto 5 Lacs
- Hospi-Cash facility of up to Rs. 1500 Per Day
- Zero balance Savings account for Family member
- Nil Processing Fee on Auto Loan and Personal Loan



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**BETWEEN**

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**AND**

**ICICI Bank limited, a body corporate, incorporated under Companies Act 1956, and a Bank within the meaning of the Banking Regulation Act, 1949, having its registered office at ICICI Bank Towers, Near Chakli Circle, Old Padra Road, Vadodara 390007, Gujarat, India and corporate office at ICICI Bank Towers, Bandra Kurla Complex, Mumbai 400051 herein after referred to as "BANK" through its authorised representative Mr. Mayank Bhargava, City Head, PSU Group, of the OTHER PART.**

**SAIL and BANK are collectively referred as "parties".**

**WHEREAS:**

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**ICICI Bank Limited**

ICICI Bank Tower,  
NBCG House, Pratiksha,  
Bhishma Pitamah Marg,  
New Delhi – 110 003.

Tel.: +91-11-2439 0000

Fax: +91-11-2439 0070

Website : [www.icicibank.com](http://www.icicibank.com)

CIN :L65190GJ1994PLC021012



Regd. Office : ICICI Bank Tower, Near Chakli Circle,  
Old Padra Road, Vadodara 390 007,  
India.

Corp. Office : ICICI Bank Towers, Bandra-Kurla  
Complex, Mumbai 400051, India.

**MoU with SAIL for Loan Facilities to SAIL Employees**

neither Party shall become liable by reason of any representation, action or omission of any other Party. Banking services & Bank's offers may or may not be accepted by SAIL's Employee(s) in his/her individual capacity. The terms & conditions of this MoU shall not be legally binding on the Parties.

2. That BANK will offer the loan to SAIL's employee(s) under the category of Auto Loan as per their requirement

Loans under the Auto Loan category as mentioned above are collectively referred to as the "Loan Facilities".

3. That the present general terms and conditions for purpose of loan, sanction of Loan, Loan Limit, Margin Money, Concessional/ Preferential Interest Rates, Tenure, eligibility etc. and other norms are annexed herewith as Annexure-1.
4. That the loan facilities will be sanctioned by the BANK at its discretion as per the Banking norms & credit policy of the bank prevailing at the time of processing and sanction of loan applications with all the applicable concessions and relaxations.
5. That the disbursement of Loans will be regulated by the Loan Agreement(s) to be executed between BANK and SAIL Employees.
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9. Each Party to this MoU has the necessary power, authority and legal right and title to execute and deliver this MoU.

 *Sanjeev*

**The Parties hereto have entered into and executed this MoU**

**Signed and delivered for and on behalf of**

**M/s STEEL AUTHORITY OF INDIA LIMITED**

  
**(BIKRAM UPPAL)**  
**GM (HR)**

  
**(LAVIKA JAIN)**  
**GM (FINANCE)**

**Steel Authority of India Limited  
Ispat Bhawan, Lodhi Road  
New Delhi-110003**



**Signed and delivered for and on behalf of**

**ICICI Bank Limited**

  
**Mr. Mayank Bhargava**  
**City Head, Key Relationships PSU**  
**Corporate Employee Solutions Group**  
**ICICI Bank Limited,**  
**NBCC Place, Bhisma Pitamah Marg,**  
**Pragati Vihar, New Delhi, Delhi 110003**

## **Annexure – 1 -THE OFFER TO SAIL EMPLOYEESFOR AUTO LOAN**

**The offer is towards credit facilities to be applied by SAIL employees for the purpose of purchase of cars. ICICI Bank shall make disbursement under the facility directly in favor of authorized manufacturer dealer or the manufacturer of the Asset(s). The limit shall not be a revolving line of credit.**

- **Interest rates and Processing fees shall be guided by the offer appended in Annexure –1A**
- **The offer shall be applicable for New Car Loans and Used Car Loans**
- **Credit facility shall be with up to 100% of the Ex-showroom of the vehicle for the facility Tenure from 36 to 60 months and as per the norms of the Bank.**
- **The Applicant / Co-applicant availing the credit facility should be confirmed / permanent employee of SAIL**
- **The interest rate shall be as per offer details and Interest on amount of loan will be applied at the prevailing rate per annum on daily balance basis, at monthly rests.**
- **All the charges applicable shall be as per the Most Important Information Sheet (MITC) shall be executed at the time of facility processing. Sample copy of the same has been provided vide Annexure-1B.**
- **Assessment of the loan shall be as per the credit norms of the Bank and loan sanction shall be a sole discretion of the Bank.**
- **Vehicle RC (registration certificate) to be in the name of the borrower and duly hypothecated to the Bank. The same is required to be submitted by Employee of the Company.**
- **Retail Invoice and Insurance of the vehicle to be submitted by the customer (employee of the Company) within 7 working days of disbursal of the credit facility with hypothecation of ICICI Bank Ltd**
- **Vehicle Pricing confirmation shall be from the manufacturer authorized dealer only and the loan disbursement shall be done only to said dealership.**

**It is further to be noted that this document is an offer to the employees of SAIL. A facility agreement on case to case basis shall be executed separately and the terms mentioned therein shall be applicable.**



**MoU with SAIL for Loan Facilities to SAIL Employees**

Annexure -1A

Please find below current ROI of Auto loans based on Cibil Score applicable & Salaried profile customers for below mentioned car categories.

New Car- Pricing & PF for General Customer						
Segment / CIBIL	36-60 months					Processing Fee
	A+	A	C	B+	B	
ALPA / STP (non ALDD)	9.15%	9.15%	9.15%	9.15%	9.15%	8500_GST & other charges applicable
>=775	9.30%	9.40%	9.40%	9.50%	9.60%	
750 ~ 774, -1 & Entities	9.40%	9.45%	9.50%	9.60%	9.70%	
725 ~ 749	9.50%	9.55%	9.60%	9.70%	9.80%	
700 ~ 724 & Blank	9.60%	9.65%	9.70%	9.80%	9.90%	
New Car- Pricing & PF for SAIL employees						
Segment / CIBIL	36-60 months					Proposed PF
	A+	A	C	B+	B	
ALPA / STP (non ALDD)	9.15%	9.15%	9.15%	9.15%	9.15%	5000+GST & other charges applicable
>=775	9.20%	9.30%	9.30%	9.40%	9.50%	
750 ~ 774, -1 & Entities	9.30%	9.35%	9.40%	9.50%	9.60%	
725 ~ 749	9.40%	9.45%	9.50%	9.60%	9.70%	
700 ~ 724 & Blank	9.50%	9.55%	9.60%	9.70%	9.80%	
Used Car- Pricing & PF for General Customer						
Sub Product	Car Segment	Asset Age < 12 mths	Asset Age >12-60 mths	Processing Fee		
		ROI Applicable	ROI Applicable	Fixed PF		
Sale Purchase / Refinance	A+	10.75%	11.25%	2% or Rs. 20,000 whichever is lower		
	A	12.25%	12.75%			
	C	13.00%	13.50%			
	B+	13.50%	14.000%			
	B	14.00%	14.50%			
Sub-Product	12-60 months	Processing Fee				
	ROI	Fixed PF				
Internal Top-up	14.75%	2% or Rs. 20,000 whichever is lower				



Used Car- Pricing & PF for SAIL employees

Sub Product	Car Segment	Asset Age < 12 mths	Asset Age >12-60 mths	Processing Fee
		ROI Applicable	ROI Applicable	Proposed PF
Sale Purchase / Refinance	A+	10.25%	10.75%	Rs 10000+ GST+other charges
	A	11.75%	12.25%	
	C	12.50%	13.00%	
	B+	13.00%	13.50%	
	B	13.50%	14.00%	
Sub-Product	12-60 months	Processing Fee		
	ROI	Proposed PF		
Internal Top-up	14.25%	Rs 10000+ GST+other charges		

Vehicle Categorization	
MODEL	BAND
Audi, BMW, Range Rover, Jaguar, Mercedes, Volvo	A+
Verna, Kicks, Ciaz, Octavia, Rapid, XUV 500	A
Amaze, Brio, I 20, Grand I 10, Jazz, WRV, XUV 300, Bolero, Scorpio, Swift, Dzire, Safari, Altroz, Tiago	B+
Santro, Alto, Wagon R, Kwid, KUV 100	B
Hyundai : Exter & Venue,	C
Citroen C3 ; C3 EV	C
Kia Sonet, Mahindra XUV 300, 400	C
Maruti: Fronx & Brezza	C
MG Comet EV	C
Skoda Kushaq	C
Tata Nexon, Nexon EV, Punch, Tigor EV	C
Toyota Glanza	C
Volkswagen Taigun	C

**Foreclosure Charges as per below**

- **After 24 EMI- Nil**
- **13-24 EMI's 2%+ GST**
- **Upto 12 EMI's 3% + GST**

**Please find additional terms and condition**

- **Above mentioned New car/Used Car ROI is applicable for tenor '36-60 months'**
- **Rate is indicative, same is subject to change, Periodicity of change of rate is 'Monthly'/Fortnightly based on CIBIL and vehicle category**
- **Minimum Loan amount is '1 lacs'**

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*AK*

Annexure- 1B

Key fact Statement & Most Important Information Car Loan application Form.

1	Loan Amount	₹ -----
2	Loan Term	----- months
3	Interest type (fixed or floating) (Interest is calculated on the facility on monthly reducing balance )	Fixed
4	Interest chargeable (in case of fixed Rate loans)	-----%
5	Fee payable	
	On Application	
a.	Processing Fees/ Renewal charges	Fees of ₹ -----+applicable GST, (If any)
b	Loan documentation charges	₹ 500+ applicable GST
c	Registration Certificate collection fees	₹ 600+ applicable GST
d	Stamp duty charges (At actuals as per stamp duty act)	Fees of ₹ -----+applicable GST, (If any)
e	Valuation charges ( for used car)	₹ 800+ applicable GST
7	During the term of the loan (details about contingent charges.  a. Part Payment charges  Penal Charges: (I) Late payment charges  (ii) Charge for dishonour of Cheque/AD/ECS/NACH per transaction	(i) Nil for loan seasoning above 24 months 3% (of part payment amount) for loan seasoning upto 24 months  (ii) Penal Charges shall be equal to 5% per annum on the overdue sum from the due date to the actual payment date plus applicable taxes or other statutory levies, if any  (I) ₹ 500/- charges per instance + applicable taxes.
8	Service charges	
a	Duplicate Repayment/Amortization schedule charges	₹ 200+ applicable GST ( for physical report), nil for digital report

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*[Signature]*

b	Statement of Account charges	₹ 200+ applicable GST (for physical report), nil for digital report
c	Prepayment statement charges	₹ 200+ applicable GST (for physical report), nil for digital report
d	Duplicate No Objection Certificate / No Due Certificate charges	₹ 250+ applicable GST
e	Revalidation of No Objection Certificate charges	₹ 250+ applicable GST
f	No Objection Certificate for conversion from Petrol to LPG/CNG charges	₹ 250+ applicable GST
g	No Objection Certificate to convert from private to commercial or from commercial to private charges	₹ 2,50+ applicable GST
h	Repayment mode swap charges	₹ 500+ applicable GST
i	Cash Transaction Charges for repayment of EMI dues in cash at branches	₹ 100+ applicable GST
9	Prepayment charges (On foreclosure)	After 24 EMI: Nil foreclosure charges; 13-24 EMI: 2% + GST; Upto 12 EMI: 3%+GST Nil Prepayment charges on all fixed rate loans if loan is booked under priority sector lending and Borrower(s) type is Small or Micro & Loan amount is less than or equal to ₹ 50.0 lakhs. Further, Nil prepayment charges on all floating rate loans to individuals for purposes other than business or if Borrower(s) e is Small or Micro in accordance with MSE Code of Commitment.
10	Loan cancellation charges	₹ 2,500+ applicable GST
11	Loan related recovery charges (if applicable) a) Auction charges for repossessed asset b) Cash transaction charge for repayment of EMI dues at Branches c) Charges incurred in filing legal suit d) Charges incurred in SARFAESI proceedings e) Charges incurred in sending different notices f) Enforcement charges g) Non Maintenance of Mode of Payment charges (NMMP) h) Overdue Handling Charges (delinquent accounts)	a) At actuals b) ₹ 100+ GST c) At actuals d) At actuals e) At actuals f) At actuals g) ₹ 800+ GST

	i) Paper advertisement charges j) Pick-up charges k) Professional charges l) Repossession charges m) Security guard charges n) Yard charges	h) ₹ 750 where a notice has been delivered at the communication address and a paper publication is not required, ii. ₹1,700 where no notice has been delivered at the communication address and the paper publication is to be done iii. ₹ 300 charge for sending auction notice. over and above the preceding points i and ii iv. ₹.200 for sending loan recall notice over and above the preceding points i and ii At actuals 500+ CST (For all retail products) i) At Actuals j) ₹ 500+ GST k) At Actuals l) At Actuals m) At Actuals ( for immovable assets) n) At Actuals
12	Fee refundable if loan not sanctioned / disbursed	Refundable/ Non Refundable, subject to case to case basis.
13	Conversion charges for Switching from floating to fixed interest and vice-versa	Not applicable
14	EMI payable	₹ _____per month (Instances wherein Disbursement is delayed the EMI amount may change accordingly)
15	Details of security collateral obtained	
16	New Car (as per description in the invoice/performa invoice / quotation)	Manufa cturer Name Model / Sub Model
17	Used Car (as per description in the invoice/performa invoice / quotation)	Manufacturer Name • Model / Sub Model Vehicle Registration No : Engine No and Chasis No Year of Manufacture
18	Date on which annual outstanding balance statement will be issued	On request

Definitions :

- "EMI" means equated monthly installments of amounts payable by me/us to ICICI Bank in respect of the Facility and which comprises of principal amount of the Facility and interest thereon.
- "Month" means a month of a year as per the calendar year and each month shall begin on the first day of such month ICICI Bank may at its sole discretion vary the date on which the Month commences.

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*[Handwritten signatures]*

**MoU with SAIL for Loan Facilities to SAIL Employees**



## MEMORANDUM OF UNDERSTANDING

This MEMORANDUM OF UNDERSTANDING (MoU) is made as of this 10<sup>th</sup> day of July, 2024.

### **BETWEEN**

M/s Steel Authority of India Limited (SAIL), a company incorporated under the "Companies Act 1956", having its registered office at Ispat Bhawan, Lodhi Road, New Delhi-110003, herein after referred to as "SAIL", through its authorised representatives Mr. Bikram Uppal, GM (HR) and Ms. Lavika Jain, GM (Finance) of the ONE PART.

### **AND**

HDFC BANK LIMITED, a company incorporated and registered under the Companies Act, 1956 (1 of 1956) and a "banking company" within the meaning of Section 5 (c) of the Banking Regulation Act, 1949 (10 of 1949) and having its registered office at HDFC Bank House, Senapati Bapat Marg, Lower Parel, Mumbai, India -400013, herein after referred to as "BANK", through its authorised representative Mr. Manoj Mehta Sr. Vice President Zonal Head, of the OTHER PART.

SAIL and BANK are collectively referred as "parties".

### **WHEREAS:**

- A. SAIL is the largest steel making and selling Public Sector Company in India having more than 55000 employees working across the country in different steel plants/units/mines/offices.
- B. For extending the benefits to SAIL employees, BANK is willing to offer loan(s) to SAIL employees on preferential/concessional rates subject to its credit policy and product norms and on the terms and conditions set out herein in this MoU.

### **NOW, IT IS HEREBY COMMONLY UNDERSTOOD BY AND BETWEEN THE PARTIES HERETO AS UNDER**

1. Nothing in this MoU shall be deemed to create a partnership or establish a relationship of principal and agent between the Parties hereto or in any manner authorize any Party to bind the other Party for any purpose and neither Party shall become liable by reason of any representation, action or omission of any other Party. Banking services & Bank's offers may or may not be accepted by SAIL's

Employee(s) in his/her individual capacity. The terms & conditions of this MoU shall not be legally binding on the Parties.

2. That BANK will offer the loan to SAIL's employee(s) under the HOME LOAN category as per their requirement

Loans under the above category are collectively referred to as the "Loan Facilities".

3. That the present general terms and conditions for purpose of loan, sanction of Loan, Loan Limit, Margin Money, Concessional/ Preferential Interest Rates, Tenure, eligibility etc. and other norms are annexed herewith as **Annexure-I**.
4. That the loan facilities will be sanctioned by the BANK at its discretion as per the Banking norms & credit policy of the bank prevailing at the time of processing and sanction of loan applications with all the applicable concessions and relaxations.
5. That the disbursement of Loans will be regulated by the Loan Agreement(s) to be executed between BANK and SAIL Employees.
6. That any notice under this MoU shall be in writing, and shall be delivered by personal service or shall be sent by postage prepaid, registered or certified mail at the respective address set forth in the heading of this MoU, or at such other address as the addressee may designate in writing.
7. That this MoU may be executed in two counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument.
8. This MoU shall commence from the date of signing and unless determined by either of the parties shall be valid for a period of Three years. Parties may extend this Arrangement on or before the date of expiry of this MOU by extending the tenure of MOU on mutual acceptance basis.
9. Each Party to this MoU has the necessary power, authority and legal right and title to execute and deliver this MoU.

The Parties hereto have entered into  
and executed this MoU

**Signed and delivered for and on  
behalf of**

**M/s STEEL AUTHORITY OF INDIA LIMITED**

  
(BIKRAM UPPAL)  
GM (HR)

Steel Authority of India Limited  
Ispat Bhawan, Lodhi Road  
New Delhi-110003

  
(LAVIKA JAIN)  
GM (FINANCE)



Signed and delivered for and on  
 behalf of  
**M/s HDFC BANK LIMITED**



Mr. Manoj Mehta  
 Sr. Vice president & Zonal Head

**Annexure – 1 -THE OFFER TO SAIL EMPLOYEESFOR HOME LOAN**

**Special Features for Employees of SAIL:**

FEATURES	Offer for SAIL employees
Products covered	Housing, Renovation, Extension, Plot +Construction loans, Balance Transfer of Home Loans with Top Up upto 1 crore
Tenure/Loan period	Long term loans upto 30 yrs (Subject to maximum time limit of Retirement / Superannuation)
Processing Fee if any (includes Balance Transfer)	Flat Processing Fee – Rs.2000* plus taxes
Legal and Technical Property Verification	<p>Legal and technical assistance on property being financed</p> <p>There is NIL Technical Fee applicable on the loans offered by HDFC Bank. Also, NIL legal fee is applicable on direct purchase transactions from Private Developers in approved Projects and from Development Authorities such as DDA, MHADA etc. We have empanelled lawyers in locations across the country who conduct the title search and legal due diligence for Resale and Refinance transactions on behalf of our customers and charge an applicable fee for the services rendered. The legal fee is not arbitrary but in fact a pre decided modulated rate that is part of the lawyer rate card maintained by HDFC bank and is payable by the customer directly to the empanelled lawyers.</p>
Rate of Interest	<p>Interest Rates are based on CIBIL Score of primary applicant</p> <p>The Home Loan variable interest rates are linked to External Benchmark Lending Rate ("EBLR") i.e. Repo Rate. The rates are subject to change at the time of disbursement and are variable throughout the tenor of the loan.</p> <p>The Repo Rate is set by the Reserve Bank Of India and any change in Repo Rate would result in transparent transmission to the customer.</p>



	Exclusive Offer for SAIL Employees as per grid given**
Prepayment Charges	Nil prepayment charges on Adjustable Rate Home Loans The customer will be required to submit such documents that HDFC Bank may deem fit & proper to ascertain the source of funds at the time of pre-payment of the loan

*\*Limited Period Offer for logins upto August,2024. Standard processing fee of Rs.3000+Taxes will apply after this period. This will be reviewed from time to time as per policy.*

**\*\*Rate of Interest Grid:**

CREDIT SCORE	BELOW 700	700-729	730-749 & NTC	750 & above
ROI	9.5	8.9	8.8	8.65***
Basis:Policy Repo Rate +	3	2.4	2.3	2.15

\*\*\*Special concession of 15 bps for customers with CIBIL score of 750 & above Exclusive offer for SAIL employees for disbursement upto 31<sup>st</sup>, Aug, 2024. Interest rates are reviewed from time to time depending on the market situation and other factors.

**Note :**

- All Property Owners should be applicant(s) in the Loan Application also
- All loans are at the sole discretion of HDFC Bank.
- Loan To Value Ratio Grid as per policy norms governed by regulator,
  - ✓ Property Value Upto 30 Lac - 90%
  - ✓ Property Value Upto 75 Lac - 80%
  - ✓ Property Value Above 75 Lac - 75%

## MEMORANDUM OF UNDERSTANDING

THIS MEMORANDUM OF UNDERSTANDING (MoU) is made as of this 10<sup>th</sup> day of July, 2024.

### **BETWEEN**

M/s Steel Authority of India Limited (SAIL), a company incorporated under the "Companies Act 1956", having its registered office at Ispat Bhawan, Lodhi Road, New Delhi-110003, herein after referred to as "SAIL", through its authorised representatives Mr. Bikram Uppal, GM (HR) and Ms. Lavika Jain, GM (Finance) of the ONE PART.

### **AND**

BANK OF INDIA, a company incorporated and registered under the Companies Act, 1956 (1 of 1956) and a "banking company" within the meaning of Section 5 (c) of the Banking Regulation Act, 1949 (10 of 1949) and having its registered office at Star House, C-5, G Block, Bandra Kurla Complex, Mumbai Maharashtra, 400051 hereto herein after referred to as "BANK", through its authorised representative Mr. Bharat Tahiliani (Deputy Zonal Manager), of the OTHER PART.

SAIL and BANK are collectively referred as "parties".

### **WHEREAS:**

- A. SAIL is the largest steel making and selling Public Sector Company in India having more than 55000 employees working across the country in different steel plants/units/mines/offices.
- B. For extending the benefit to SAIL employees, BANK is willing to offer loan(s) to SAIL employees on preferential/concessional rates subject to its credit policy and product norms and on the terms and conditions set out herein in this MoU.

### **NOW, IT IS HEREBY COMMONLY UNDERSTOOD BY AND BETWEEN THE PARTIES HERETO AS UNDER**

1. Nothing in this MoU shall be deemed to create a partnership or establish a relationship of principal and agent between the Parties hereto or in any manner authorize any Party to bind the other Party for any purpose and neither Party shall become liable by reason of any representation, action or omission of any other Party. Banking services & Bank's offers may or may not be accepted by SAIL's Employee(s) in his/her individual capacity. The terms & conditions of this MoU shall not be legally binding on the Parties.

2. That BANK will offer the loan to SAIL's employee(s) under the category of Education Loan as per their requirement

Loans under the above category as mentioned above are collectively referred to as the "Loan Facilities".

3. That the present general terms and conditions for purpose of loan, sanction of Loan, Loan Limit, Margin Money, Concessional/ Preferential Interest Rates, Tenure, eligibility etc. and other norms are annexed herewith as **Annexure-I**.



कृते बैंक ऑफ इंडिया / For BANK OF INDIA

अधिकृत अधिकारी / Authorized Signatory

4. That the loan facilities will be sanctioned by the BANK at its discretion as per the Banking norms & credit policy of the bank prevailing at the time of processing and sanction of loan applications with all the applicable concessions and relaxations.
5. That the disbursement of Loans will be regulated by the Loan Agreement(s) to be executed between BANK and SAIL Employees.
6. That any notice under this MoU shall be in writing, and shall be delivered by personal service or shall be sent by postage prepaid, registered or certified mail at the respective address set forth in the heading of this MoU, or at such other address as the addressee may designate in writing.
7. That this MoU may be executed in two counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument.
8. This MoU shall commence from the date of signing and unless determined by either of the parties shall be valid for a period of Three years. Parties may extend this Arrangement on or before the date of expiry of this MOU by extending the tenure of MOU on mutual acceptance basis.
9. Each Party to this MoU has the necessary power, authority and legal right and title to execute and deliver this MoU.

The Parties hereto have entered into  
and executed this MoU

**Signed and delivered for and on  
behalf of**

**M/s STEEL AUTHORITY OF INDIA LIMITED**

  
(BIKRAM UPPAL)  
GM (HR)

  
(LAVIKA JAIN)  
GM (FINANCE)

Steel Authority of India Limited  
Ispat Bhawan, Lodhi Road  
New Delhi-110003



**Signed and delivered for and on  
behalf of**

**कृते बैंक ऑफ इंडिया / For BANK OF INDIA  
BANK OF INDIA**

  
अधिकृत अधिकारी / Authorized Signatory

Bharat Tahiliani  
(Deputy Zonal Manager)  
Bank of India  
New Delhi Zonal Office  
Star House, H2, Connaught Circus,  
New Delhi - 110001

**Annexure – 1 -THE OFFER TO SAIL EMPLOYEES FOR EDUCATION LOAN FOR WARDS OF EMPLOYEES**

S.No.	Parameters	Our Offer
1	Loan amount	<b>Within India:</b> Up to Rs 150 Lakhs <b>Abroad:</b> Up to Rs 150 Lakhs
2	Type of Courses	<b>Within India:</b> Graduate Degree/ Post- Graduate/ PHD/ ICWA, CA,CFA/Aeronautical, Pilot Training, and etc. <b>Abroad:</b> Graduate Degree/ Post- Graduate/CIMA-London/CPA-USA/Aeronautical, Pilot Training and etc.
3	Rate of Interest (p.a.)	<b>Within India:</b> Starting @9.25% <b>Abroad:</b> Starting @9.25%
4	Tenure/Loan Period	<b>Within India:</b> Course period + 1 Year (Moratorium) + Repayment of loan up to 15years <b>Abroad:</b> Course period + 1 Year (Moratorium) + Repayment of loan up to 15 years
5	Processing Fee, if any	<b>Within India:</b> Nil <b>Abroad:</b> 5000+ GST, <b>Will be reimbursed after total loan availment.</b>
6	Any Collateral required	<b>Within India:</b> 1. Loan up to Rs.40.00/Rs.25.00/Rs.15.00 Lacs- for Top A/B/C Category institute (As per banks categorization) respectively - No collateral security required. 2. Loan above 7.50 Lacs - 100% Collateral required. <b>* Certificate/Part Time courses are not allowed</b> <b>Abroad:</b> 1. Loan upto Rs.20.00 Lacs- No collateral security for - Top 200 premier institutes as per webometrics-Current Applicable ROI – 9.25% <b>(If Cibil Score of the Co-applicant is 750 &amp; above)</b> 2. Loan upto Rs.10.00 Lacs- No collateral security for - Top 201-400 premier institutes as per webometrics - Current Applicable ROI – 10.25% <b>( If Cibil Score of the Co-applicant is 750 &amp; above)</b> 3. Loan above 7.50 Lacs - 100% Collateral required for -Top 3000 institutes as per webometrics. <b>* Certificate/Part Time courses are not allowed</b>
7	Any other condition/ information	Concession in ROI is available as per bank's norm.
8	Offers should be without condition of salary a/c or bank a/c	No such condition
9	The offers should be without any additional charges e.g. processing fee etc.	No Other Charges
10	Further relaxation in terms of collateral requirement	Depends upon case to case
11	Insurance	Yes, SUD Life's Shiksha Suraksha (Premium is depends upon the age & amount)



कृते बैंक ऑफ इंडिया / For BANK OF INDIA  
  
अधिकृत अधिकारी / Authorized Signatory