

Overview of Lending Rates

2W lending rates

	Year of Manufacture	Effective LTV	Dealer Business	Direct Business	Maximum Tenor (Months)
			Effective IRR (Floor Rate)	Effective IRR (Floor Rate)	
A	Brand new motor cycles				
1	Gasoline motor cycles	70% (without Charges)	28%	25%	60
2	Electric motor cycles	70% (without Charges)	22%	22%	60
B	Registered motor cycles				
3	Existing good clients (refer definition)	80% (without charges)	25%	25%	48
4	Reputed makes and models (Refer Note 3)	75% (without Charges)	35%	28%	48
C	Registered motor cycles for other clients / Models based on YOM				
5	Before 2011	Discontinued			
6	2011 to 2015	60% (without Charges)	40%	35%	36
7	2016 to 2018	70% (without Charges)	38%	33%	36
8	2018 upwards	75% (without Charges)	35%	30%	48
D	Registered motor cycles other than Category "B" above with low exposure				
9	2016 upwards with LTV at 50%	50% (without Charges)	30%	30%	36

3W lending rates

BAJAJ	Effective LTV	IRR (Floor Rate)	Tenor (Months)
YOM before 2005	Discontinued		
Existing good Clients	70% (without charges)	28%	48
New Clients			
YOM 2005 to 2010	50% (without charges)	33%	36
YOM 2011 to 2012	55% (without charges)	33%	36
YOM 2013 upwards	65% (without charges)	32%	48

TVS	Effective LTV	IRR (Floor Rate)	Tenor (Months)
YOM before 2005	Discontinued		
Existing good Clients	65% (without charges)	35%	36
New Clients			
YOM 2005 to 2010	50% (without charges)	40%	36
YOM 2011 to 2012	50% (without charges)	38%	36
YOM 2013 to 2017	60% (without charges)	36%	48
YOM 2013 upwards	65% (without charges)	36%	48

4W lending rates

	Year of Manufacture	Effective IRR (Floor Rate)
	Registered Four Wheelers	
1	Cars / Vans / SUV's within 25 years – YOM 1998 onwards	17%
2	Cars / Vans / SUV's – YOM 1993 to 1997	18%
3	Small Trucks (LCV Category)	21%
4	Others	22%

Revision of Applicable Service Charges with effect from 01st August 2022

(A) Revision of Service Charges

Product	Service Charges
1. Leasing of Motor Bikes (Registered)	
- Facility between Rs 70,000/- and Rs 80,000/-	5% of the facility amount
- Facility equal to Rs 80,000/- and less than Rs 100,000/-	Rs 4,000/-
- Facility equal to Rs 100,000/- and above	Rs 5,000/-
2. Leasing of Motor Bikes (Unregistered)	
- Facility value equal or less than Rs 100,000/-	5% of the facility amount
- Facility value higher than Rs 100,000/-	Rs 5,000/-
3. Leasing of Three Wheelers (Registered)	
- Facility value equal or less than Rs 100,000/-	5% of the facility amount
- Facility value higher than Rs 100,000/- and equal or lesser than Rs 450,000/-	Rs 5,000/-
- Facility value higher than Rs 450,000/-	Rs 5,000/-
4. Leasing of Three Wheelers (Unregistered)	
- Facility value equal or less than Rs 100,000/-	5% of the facility amount
- Facility value higher than Rs 100,000/-	Rs 5,000/-
5. Leasing of Four Wheelers (Registered and Unregistered) Excluding Light Commercial Vehicles	Up to Rs 2Mn – Rs 7,500/- (Subject to 5% of facility amount) Rs 2Mn – Rs 5Mn – Rs 15,000/- Rs 5Mn – Rs 7.5Mn – Rs 30,000/- Rs 7.5Mn and above – Rs 40,000/-

6. Leasing of Four Wheelers (Light Commercial Vehicles Registered and Unregistered)	Minimum – Rs 6,000/- Maximum – Rs 10,000/-
7. Auto Draft Facilities	Up to Rs 2Mn – Rs 7,500/- (Subject to 5% of facility amount) Rs 2Mn – Rs 5Mn – Rs 15,000/- Rs 5Mn – Rs 7.5Mn – Rs 30,000/- Rs 7.5Mn and above – Rs 40,000/-
8. Vehicle Loan Facilities	Up to Rs 2Mn – Rs 7,500/-/- (Subject to 5% of facility amount) Rs 2Mn – Rs 5Mn – Rs 15,000/- Rs 5Mn – Rs 7.5Mn – Rs 30,000/- Rs 7.5Mn and above – Rs 40,000/-
9. Mortgage/Revolving/Personal Loan Facilities/ Loans to Abans Group Staff	1%
10. Personal Loan Facilities – Staff	NIL

(B) Overdue Interest Rates

Product	Overdue Interest Rates
All products (including 2W (MC, MN, MB), 3W, 4W (Lease, Light Commercial Vehicle), Auto Draft (AD), Vehicle Loan (VL), Mortgage Loan (ML), Revolving Loan (RL) & Personal Loan (PE)	5% Per Month