Lending Rate Model & Charges applicable to customers

The model used by Cholamandalam Investment & Finance Co Ltd (Chola) for determining the Lending Rate for different segment of customers/products/geographies and the approach for gradation of risks are given below.

Methodology:

1. **Lending Rate**

The Lending Rate for each major segment is calculated as an aggregation of the following cost factors:

a. *Weighted Average cost of capital –*

The Company borrows funds through Bank Term loans, Non-Convertible Debentures and Commercial paper and subordinate debt, etc. from the investors.

Additional to the borrowing, the Company also has equity portion and the cost of such equity is considered to arrive at the weighted average cost of capital.

b. *Fund raising cost*

It includes processing fees on term loans, brokerage to source funds through NCDs / Deposits, CPs, Rating Fee, trusteeship fee, IPA commission on CPs, exchange listing fee etc.

c. *Negative Carry on Investment*

The Company keeps liquidity buffer in the form of investments into liquid funds in compliance with RBI guidelines and to manage liquidity risk and has to bear negative carry on those investments too.

d. *ALM mismatch cost*

The Company borrows funds through short term and long-term products and to comply with the regulatory guidelines, it needs to manage ALM gaps under certain limits imposed by the regulator, while taking in to account the prepayments made by the customers.

e. Operating Cost

It includes employee expenses, branch related fixed and variable costs, operations costs, sales and marketing expenses, technology expenses, expenses related to sourcing and recovery, etc.

f. Credit Risk Premium

Based on risk gradation of the customer which is detailed in Section 2(a), credit risk premium is computed on a case-to-case basis

g. Expected ROA

Expected Return on assets is the minimum return expected by the company on its assets.

2. Approach for gradations of risk and rationale:

a. The Lending Rate will be different for different categories of borrowers. The lending rate will be arrived by considering the following:

i. Customer Attributes:

Profile & segment of the customer, Tenure of customer relationship, Past repayment track record of the customer, Financial strength, Market reputation, Prior vehicles / equipments owned, Primary and additional income sources, Land / Property ownership, Geography of the customer

ii. Business Viability of the customer:

Nature of business activity, Contracts held, Experience in business, Profitability of business and certainity of cashflows, Inherent credit and default risk in the business

iii. Asset Attributes:

Type of asset (e.g. make/model of vehicle or commercial / residential / mixed use properties), Age of the asset, Location of asset, Usage of asset that is being lent against by the Company

iv. Loan Attributes:

Loan-to-Value (LTV) ratio, Tenure of the loan, Type of transaction, Ancillary business opportunities, future potential, group strength and value to lender group

b. The Lending Rate is determined on a case to case basis and will depend upon considerations of any or combination of a few or all factors listed out in point 2-a above. The current Indicative Lending Rate Range is given in Annexure 1.

3. Revision to Lending Rate

a. The revision to Lending Rate would be decided periodically, depending upon market volatility and cost to company.

b. Any revision in the Lending Rate will be updated in the website.

4. Revisions shall be prospective

Revision of interest rate and other charges would be prospective in effect and intimation of change of interest or other charges would be communicated to the customer in a mode and manner deemed fit.

5. Annualised Rate

The interest would be charged on monthly/quarterly/half yearly rests or on maturity, depending on product features and customer preferences. However, the customer would be provided an annualised rate of interest in the sanction letter. Annualised Percentage Rate (APR) will be part of the Key Facts Statement (KFS) shared with customer.

6. Fee & Charges:

The charges applicable to customer will be communicated in the Key Fact Statement (KFS). Any revision in these charges or any other applicable charges would be implemented prospective basis with due communication to customers

Fee (pre-Disbursement)	**Description**
Sourcing Fee	Sourcing Fee includes the cost related to below activities which are performed by the company once the customer has shown interest in availing the facility. These costs are incurred by the company before the customer takes his loan disbursement. - Visit to customer (Employee travel expense)

	- Document collection - Stationery (Application form/ booklets etc.) - Generating bureau reports - KYC and Document verification - Credit verification - RCU - Legal valuation - Technical Valuation - Field Inspection/ Self Inspection/Credit visit
Admin & Processing Fee	- Expenses related to processing & servicing of loan - Post sanction document verification - Sourcing payout, if any - Technology expense - Administrative expense - Record Management - Document Storage (customer documents)
Balance transfer Commitment charges/Commitment Fee	A refundable charge collected from the customer, to secure timely completion of the balance transfer process which includes closure of the existing loan, creation of security in favour of CIFCL by deposit of title deeds or simple mortgage. The charge shall be refunded upon successful completion of the balance transfer, subject to CIFCL's right of lien, set-off and/or other terms available under the loan agreement.
Statutory & Regulatory Fee	- CERSAI - ROC - NSDL - NeSL - Stamp Duty
Charges (Post disbursement/ Customer Service / Regulatory & other charges / Contingent charges including reimbursements)	
Property Valuation/Technical charges	Charges collected from the customer towards valuation, technical appraisal, site inspection, stage-wise construction assessment, verification, revaluation, certification, and other property-related technical due diligence activities carried out by external valuers and/or employees in relation to the property offered as security for the loan.
Penal Charges	In the event of any delay in the payment of Instalments, PEMII or any other amounts due and payable on Due Date/s (unpaid amount)
Pre-closure Charges (Part payment/Full Closure)	In the event customer wants to pre close the loan or want to do part payment.
Rate Switch Charges	Charges for switching of loans from floating to fixed rate and vice versa, if requested by customer

Rate Reset Charges	Rate Reset, if requested by customer
NACH Non Registration charges	A one-time charge applicable where the NACH mandate submitted by the customer remains unregistered, for whatsoever reason, beyond 90 days from the date of disbursement
Cheque & Mandate Swap Charges	In the event customer wants to swap cheque/ mandate submitted
Legal Charges	Legal activity related charges including notices issues by Company as Legal and Court related Legal charges.
Recovery Charges	In the event repossession or other proceedings are started in lieu of overdue in customer account. Charges incurred at the time of repossession, recovery etc.
Cheque & Mandate Bounce /Rejection Charges	In the event of cheque/ mandate submitted by customer is bounced/rejected
Collection Effort Charges	Collection effort charges denote field visits undertaken by the Company to meet customers to collect dues post-delinquency or in case the customer has opted for cash as repayment mode. Other collection effort activities like SMS, tele-calling and emails are not chargeable.
Rescheduling / Restructuring Charges	In the event customer wants to reschedule or restructure the loan.
Document/Duplicate Document Charges	In the event customer requests for: - Duplicate NOC - Physical copy of SOA - Duplicate list of documents or copy of documents (property documents etc.) - Re-Issuance of pay order/disbursement cheque - Physical repayment schedule charges - Additional Copy of Loan Agreement/loan foreclosure statement
Annual Maintenance Charges (AMC)	Fee charged in case of credit limits given to customer.
Depository Participant charges (including Pledge confirmation, closure and invocation)	Applicable for Loan Against Share product.
Loan Cancellation Charges	In the event customer chooses to cancel the loan post disbursement of loan but before the due date of first installment

Safe custody charges	Charges for storage of gold in Chola branch after repayment of principal

All charges and any revisions to the same will be approved by the Board. List of

charges by product is provided in Annexure – 2.

Annexure 1:

Lending Rate Range for Vehicle Finance - Fixed Rates		
Products	**New Vehicle**	**Used Vehicle**
Construction Equipment (CE)	9% - 18%	12%- 28%
Tractor / Tractor FE	12%- 28%	17%- 28%
2-Wheeler (2W) – Non EV	15%- 28%	-
2-Wheeler (2W) – EV	15%- 28%	-
3-Wheeler (3W) – Non EV	21%- 28%	25%- 28%
3-Wheeler (3W) – EV	16%- 28%	23%- 28%
Car	9% - 20%	15%- 28%
Heavy Commercial Vehicle (HCV)	9% - 18%	12%- 28%
Light Commercial Vehicle (LCV)	9% - 18%	14%- 28%
Mini-Light Commercial Vehicle (MLCV)	11%- 20%	15%- 28%
Multi – Utility Vehicle (MUV)	9% - 20%	14%- 28%

*-There is no funding of 2W Used vehicles

Loan Against Property (LAP) – Lending Rate		
Products	**Floating Rates**	**Fixed Rates**
LAP	10% - 18%	14% - 19%
S – LAP	16% - 24%	20% - 24%

Home Loan - Lending Rates		
Products	**Floating Rates**	**Fixed Rates**
Affordable housing - new purchase/construction/existing property	11% - 18%	13.5% - 18%
Loans for shop and commercial property (HL & LAP)	12% - 19%	14.5% - 19%
Low Income Salaried (LAP)	11% - 18%	13.5% - 18%
Low Income Salaried (HL)	10.5% - 18%	13% - 18%
Cash Salaried (HL & LAP)	12% – 19%	14.5% - 19%
Self Employed Professional (LAP)	11% - 16%	13.5% - 16%
Self Employed Professional (HL)	10.5% - 16%	13% - 16%
Affordable LAP (SENP & Affordable)	12.50% – 20%	15%-20%
SENP – HL	10.50% - 17%	13% - 17%

Secured Business and Personal Loan - Fixed Rates	
Product	**Lending Rate Range**
SBPL	18% - 24%

Consumer and Small Enterprise Loan – Fixed Rates	
Products	**Lending Rate**
Personal Loan (Salaried and Professional) - Term Loan	10% to 28%
Personal Loan (Salaried and Professional) - Drop Line / Hybrid Drop Line	10% to 28%
Business Loan (Self Employed Non Professional) - Term Loan	10% to 30%
Business Loan (Self Employed Non Professional) - Drop Line / Hybrid Drop Line	10% to 30%

Consumer Durable / D2C – Fixed Rates	
Products	**Lending Rate**
CholaOne D2C personal loans/Partnership loans	10% to 30%
Consumer durable	0% to 30%*

*Rates are exclusive of Subvention

SME – Floating / Fixed Rates	
Products	**Lending Rate Range**
Term Loan / Micro Term Loan	10% - 17%
Equipment Finance	9.50% - 19%
Factoring (Lease Rental discounting)	10.50% - 18%
Lease Finance	10.50% - 18%
Channel finance / Inventory Finance / 6+6 Inventory Loan	10% - 18%
Vendor finance	9.5% - 16%
Purchase invoice discounting / Sales invoice discounting	10% - 18%
Factoring and Reverse Factoring	10% - 18%
Loan Against Securities (LAS) / Loan Against Mutual Fund (LAMF) / Loan Against Property + Loan Against Securities / ESOP Funding	9% - 16%

- All rates mentioned are only **Indicative** and are annualized
- Fixed rates sanctioned to customers will not change during the tenor of the loan
- Actual Lending Rate will vary on a case to case basis depending upon consideration of any one or more factors listed out in point 2-a above.
- Additional service tax / GST and other cess will be charged as applicable.

Gold Loans

Interest

Gold Loan	Lending Rate Range
Interest rate	10.9% to 20% per annum, based on the tenor of the loan

Note: The Lending Rate will be net of rebate ranging from nil to 13.1% corresponding to the tenor of the loan and the Lending Rate Range.

Annexure 2: Vehicle Finance

At the time of application				
Product	**New Vehicle**		**Used Vehicle**	
	Admin & Processing fee as a % of loan amount	**Sourcing fee*-**	**Admin & Processing fee as a % of loan amount**	**Sourcing fee***
HCV	0.25% - 1%	Rs 1,000 - Rs 2,500	0.25%-3.25%	Rs 1,000 - Rs 2,500
LCV	0.25% - 1.5%	Rs 1,000 - Rs 2,500	0.5%-3.25%	Rs 1,000 - Rs 2,500
MLCV	0.5% - 2%	Rs 1,000 - Rs 2,500	0.5%-3.25%	Rs 1,000 - Rs 2,500
CAR & MUV	0.5% - 2.5%	Rs 1,000 - Rs 2,500	0.5% - 3.25%	Rs 1,000 – Rs 2,500
Tractor	0.25% - 2%	Rs 1,000 - Rs 2,500	0.75% - 3.25%	Rs 1,000 - Rs 2,500
CE	0.25%-1%	Rs 1,000 - Rs 2,500	0.25%-1.75%	Rs 1,000 - Rs 2,500
2 Wheeler (2W)	0.75% - 5%	Rs. 500 - Rs. 2,500	~	~
3 Wheeler (3W)	1.5% - 3.5%	Rs 1,000 - Rs.2,500	1% - 2.5%	Rs 1,000 - Rs.2,500

~-There is no funding of 2W Used vehicles

*Including Documentation charges

Post disbursement / Customer service/ Contingent charges	
Cheque & Mandate Swap Charges	Rs.1000/- + GST*
NACH Non Registration charges	Rs.1500/- + GST* a one-time charge applicable if the NACH mandate is not registered, for any reason whatsoever, beyond 90 days from the date of disbursement.
Pre-closure Charges (Full Closure)	Pre closure (a) for pre closure from 7 to 12 months from the date of agreement a prepayment charges of 5% on principal outstanding with GST* will be charged (b) any pre closure after 12 months from the date of agreement a prepayment charges of 4% on principal outstanding with GST* will be charged.
Document/Duplicate Document Charges	Physical copy of Statement of Account: Rs.250/- + GST* Duplicate NOC: Rs. 500/ + GST*
Penal charges	Any delay from the due date to date of actual payment will attract Penal charges at the rate of 30% per annum
Cheque & Mandate Bounce Charges	Rs.500/- per bounce
Collection Effort Charges	Rs.200/- + GST*
Legal Charges Recovery Charges	Actual
Statutory & Regulatory Fee	
Statutory & Regulatory Fee	**ROC**: Rs. 1400/- + GST* or as applicable. Charges are applicable only to Private limited Public limited and LLP constitution **NeSL**: Applicable only to Private limited companies, Public Limited Companies & LLP shown in Table below Stamp duty as per State guidelines **CERSAI**: as applicable

Reimbursement of Expenses at Actuals	
NeSL Charges Applicable (Additional GST* will be applicable):	
Data submission per loan record of a borrower for each year	**Companies or LLP**
1st Loan Record	Rs.300 or as applicable
2-10 Loan Record	Rs 100 each or as applicable
11th Onwards	Rs 50 each or as applicable

*- GST as applicable

POS- **P**rincipal **O**ut-**S**tanding

Loan Against Property

LAP & S - LAP	
Pre Disbursement	
Sourcing Fee (per property)	Loans up to Rs.5 Cr – Upto 15,000 + GST* Loans Rs.5 Cr - Rs.7.5 Cr – Upto 25,000 + GST* Loans above Rs.7.5 Cr – Upto 50,000 + GST*
Admin & Processing Fee	3% + GST* (Sanctioned Amount)
Balance Transfer Commitment Charges	1% of Loan amount*, refundable upon completion of balance transfer process which includes closure of the existing loan, creation of security in favour of the Company, subject to terms of Loan Agreement(s).
Post disbursement / Customer service charges/ Contingent Charges	
Loan Cancellation Charges	Repay Loan amount with interest at 18% p.a.
Cheque & Mandate Swapping Charges	Rs 500 + GST*
Pre-closure Charges (Part payment/Full Closure) (@)	5% (of POS)
Interest Rate Reset Charges	1% (of POS)+ GST*
Document/Duplicate/List of Document Charges	Copy /List of Documents : Rs 750+ GST* Physical Statement of Account: Rs 250 + GST*
Interest Rate Switch Charges	1% (of POS) + GST* on the date of switch
Collection Charges	
Penal Charges	In the event of any delay in the payment of Installments or any other amounts due and payable on Due Date/s (unpaid amount), the Borrower shall pay Penal Charges @ 30% per annum on the unpaid amount from the Due Date to the date of actual payment of such unpaid amount in full to the satisfaction of the Company.
Cheque & Mandate Bounce Charges	Rs 1500/- per bounce

Legal /Recovery Charges	Actual Legal expense + GST*
Collection Effort Charges	Rs 1000 per visit + GST* per visit
Statutory & Regulatory Fees	
NeSL	As applicable
CERSAI	As applicable
Reimbursement of Expenses at Actuals	

* - GST /as applicable

POS- **P**rincipal **O**ut-

Standing @ - Refer

Sanction Letter

Home Loans

(Affordable housing - new purchase/construction/existing property, Loans for shop and commercial property (HL/LAP), Low Income Salaried (HL/LAP), Cash Salaried (HL/LAP), Prime Salaried & Self Employed Prime (HL/LAP), Affordable LAP and SENP – HL).

At the time of application	
Sourcing Fee	Upto Rs. 5,000/- (including GST*)
Admin & Processing Fee	Upto 2% of loan amount + GST*
Admin & Processing Fee towards commitment fee	Upto 0.5% of loan amount + GST*
Post disbursement / Customer service charges	
Cheque & Mandate Swap Charges	Upto Rs. 500/- + GST*
Pre-closure Charges (Part payment/Full)- Floating interest rate loans	a) Preclosure charges are not applicable to the floating rate term loans sanctioned to individuals and for the business purposes of micro and small enterprise (MSE) Borrower/s, with or without Co-Borrower/s. b) For Borrowers other than above- I. Preclosure- Full: • 2% of the amount paid towards Preclosure, if paid through Own Funds. • 4% of the amount paid towards Preclosure, if paid via a balance transfer of the loan through any other financier. • Preclosure Part : 2% of the part payment amount.If the Preclosure is made prior to the payment of 12 Installments in full, the Borrower is liable to pay additional 1% of the amount paid towards such Preclosure in addition to the aforesaid charges.
Preclosure charges- Part/Full – Fixed interest rate loans	The following preclosure charges are applicable for loans given on fixed rate of interest or switched to fixed rate from floating rate of interest. Preclosure in Full : • 2% of the amount paid towards Preclosure, if paid through Own Funds. • 4% of the amount paid towards Preclosure, if paid via a balance transfer of the loan through any other financier. Preclosure in Part : 2% of the part payment amount. If the Preclosure is made prior to the payment of 12 Installments in full, the Borrower is liable to pay additional 1% of the amount paid towards such Preclosure in addition to the aforesaid charges.
Document/Duplicate Document Charges	Re-Issuance of pay order/disbursement cheque: Upto Rs.500 per instance + GST* Physical Statement of Accounts: Upto Rs. 250/- + GST* Duplicate NOC: Upto Rs. 500/- + GST* Duplicate List of Documents/Copy of Documents: Upto Rs.1000/- + GST*
Interest rate reset Charges	Upto 2% of principal outstanding due on the date of reset
Rate Switch Charges	1% of principal outstanding + GST*on the date of switch
Property valuation charges for each disbursement subsequent to the first disbursement	Upto Rs 1000 + GST*
Collection Charges	

Penal Charges – Event of Default	a) Payment Default: In the event of any delay in the payment of Installments, PEMII or any other amounts due and payable on Due Date/s (unpaid amount), the Borrower shall pay Penal Charges @ 30% per annum on the unpaid amount from the Due Date to the date of actual payment of such unpaid amount in full to the satisfaction of the Company b) For other Event(s) of Default: On occurrence of anyone or more Event(s) of Default listed in Article: 13 (d), (e), (i), (l), (ee), (gg) & (ii) of Agreement, the Borrower shall pay Penal Charges of Rs. 20 per day from the date of occurrence of the Event(s) of Default listed herein to the date on which such Event(s) of Default is/are cured to the satisfaction of the Company
Cheque & Mandate Bounce Charges	Upto Rs. 1000/- per bounce
Collection Effort Charges	Upto Rs.250/- including GST*
Legal Charges Recovery Charges	As per actuals
Loan Restructuring Charges	1% of loan amount capped till Rs.15000
Regulatory & Statutory Fee	
CERSAI	As as applicable
Stamp Duty	As applicable

*- GST as applicable

Secured Business and Personal Loan

Pre Disbursement Fee	
Sourcing Fee	Upto Rs. 7080 /- inclusive of GST*
Admin & Processing Fee	Upto 2% - 4% + GST* (Sanctioned Amount)
Post disbursement / Customer service charges/ Contingent Charges	
Cheque & Mandate Swap Charges	Upto Rs. 500 + GST*
Pre-closure Charges (Part payment/Full Closure)	4% of the amount on principal outstanding will be charged. Prepayment will not be allowed till 12 months from Disbursement Date. In Part payment Only reduction in the loan tenure is allowed and no modification to the EMI will be allowed.
Document/Duplicate Document Charges	Duplicate list of Documents: Upto Rs.500 + GST* Copy of Documents: Upto Rs. 750 + GST* Physical copy of Statement of Account: Upto Rs. 250+ GST*
Collection Charges	
Penal charges	Not exceeding 30% per annum
Cheque & Mandate Bounce Charges	Upto Rs.500 /- per bounce
Legal charges	Actual legal expense debited + GST*
Recovery charges	Actual Recovery expense debited + GST*
Collection Effort Charges	Upto Rs.250 + GST*
Statutory & Regulatory Charges	
Stamp duty	As applicable
NeSL	As applicable
CERSAI	Upto Rs.118/- inclusive of GST*
Reimbursement of Expenses at Actuals	

*- GST as applicable

POS- **P**rincipal **O**ut-**S**tanding

Consumer and Small Enterprise Loan

	Personal Loan (Salaried and Professional)		Business Loan (Self Employed Non-Professional)	
	Term Loan	**Drop Line /Hybrid Drop Line**	**Term Loan**	**Drop Line /Hybrid Drop Line**
Sourcing & Processing charges				
Admin & Processing Fee	Upto 2% of loan amount + GST*	Upto 2% of loan amount + GST*	Upto 2.5% of loan amount + GST*	Upto 2.5% of loan amount + GST*
Sourcing Fee	Upto Rs. 2800 + GST*	Upto Rs. 2800 + GST*	Upto Rs. 2800 + GST*	Upto Rs. 2800 + GST*
Post disbursement / Customer service charges/ Contingent Charges				
Annual Maintenance Charge (AMC)	NA	Payable annually on the last due date of each year @0.5% on the principal outstanding on such due date in the repayment schedule available in Welcome Letter. GST*	NA	Payable annually on the last due date of each year @0.5% on the principal outstanding on such due date in the repayment schedule available in Welcome Letter. GST*
Cheque & Mandate Rejection Charge	Upto Rs. 500	Upto Rs. 500	Upto Rs. 500	Upto Rs. 500
Cheque & Mandate Swap Charge	Upto Rs. 500 + GST*	Upto Rs. 500 + GST*	Upto Rs. 500 + GST*	Upto Rs. 500 + GST*
Pre-closure Charges (Full Closure)#	a) 6% on principal outstanding + GST for the Pre-closure made from 7th to 12th instalment b) 4% on principal outstanding + GST for the Pre-closure made after paying 12th instalment on its Due Date	a) 6% on Drawing Limit specified in the Welcome Letter issued on first instance + GST for the Pre closure made from 7th to 12th instalments b) 4% on Drawing Limit specified in the Welcome Letter issued on first instance + GST for the Pre closure made after paying 12th instalment on its Due Date	a) 6% on principal outstanding + GST for the Pre-closure made from 7th to 12th instalment b)4% on principal outstanding + GST for the Pre-closure made after paying 12th instalment on its Due Date	a) 6% on Drawing Limit specified in the Welcome Letter issued on first instance + GST for the Pre closure made from 7th to 12th instalments b) 4% on Drawing Limit specified in the Welcome Letter issued on first instance + GST for the Pre closure made after paying 12th instalment on its Due Date
Document/Duplicate Document Charges				

Physical repayment schedule charges	Upto Rs. 500 per copy + GST*	Upto Rs. 500 per copy + GST*	Upto Rs. 500 per copy + GST*	Upto Rs. 500 per copy + GST*
Duplicate NOC	Upto Rs. 1000 per copy + GST*	Upto Rs. 1000 per copy + GST*	Upto Rs. 1000 per copy + GST*	Upto Rs. 1000 per copy + GST*
Physical Statement of account	Upto Rs. 250 per copy + GST*	Upto Rs. 250 per copy + GST*	Upto Rs. 250 per copy + GST*	Upto Rs. 250 per copy + GST*
Collection Charges				
Penal charges	Not exceeding 30% per annum on the amount outstanding from the due date to the date of actual payment.			
Cheque & Mandate Bounce Charge	Upto Rs. 1500/- per bounce	Upto Rs. 1500/- per bounce	Upto Rs. 1500/- per bounce	Upto Rs. 1500/- per bounce
Legal charge	At Actuals+ GST*	At Actuals+ GST*	At Actuals+ GST*	At Actuals+ GST*
Collection Effort Charges	Rs.250/- + GST* per Visit	Rs.250/- + GST* per Visit	Rs.250/- + GST* per Visit	Rs.250/- + GST* per Visit
Statutory and regulatory fee				
Stamp duty	As per applicable guidelines			

No Preclosure is allowed upto the payment of six instalments on Due Dates

*- GST as applicable

Consumer Durable (CD), CholaOne D2C & Partnership

	Consumer Durable (CD)	CholaOne D2C Personal Loan	Partnership^ Loan
	Term Loan	**Term Loan**	**Term Loan**
Sourcing & Processing charges			
Admin & Processing Fee	Upto Rs 508+ GST*	Upto 6% of loan amount + GST*	Upto 10% of loan amount + GST*
Sourcing Fee	NA	NA	CIBIL Charges: Upto Rs. 50 + GST*
Post disbursement / Customer service charges/ Contingent Charges			
Cheque & Mandate Rejection Charge	Upto Rs 590	Upto Rs 500	Upto Rs 500
Cheque & Mandate Swap Charge	Upto Rs. 500 + GST* (each instance)	Upto Rs. 500 + GST*	Upto Rs. 500 + GST*
Pre-closure Charges (Part payment/Full Closure)	Upto 4% charges on principal outstanding Amount (POS)+ GST*	4% charges on outstanding principal Amount	Upto 4% charges on outstanding principal Amount + GST* (Post lock-in period)
Document/Duplicate Document Charges			
Physical repayment schedule charges	Upto Rs. 500 per copy + GST*	Upto Rs. 500 per copy + GST*	NA
Duplicate NOC	Upto Rs. 250 per copy + GST*	Upto Rs. 1000 per copy + GST*	NA
Physical Statement of account	Upto Rs. 250 per copy + GST*	Upto Rs. 250 per copy + GST*	NA
Collection Charges			
Penal charges	Upto Rs 649/- (for delayed payment of each EMI)	30% per annum on the amount under default from the due date to the date of actual payment	Not exceeding 30% per annum on the amount outstanding from the due date to the date of actual payment.
Cheque & Mandate Bounce Charge	NA	Upto Rs. 1000/- per bounce	Upto Rs. 1000/- per bounce
Legal charge	At Actuals+ GST*	At Actuals+ GST*	At Actuals+ GST*
Collection Effort Charges	NA	NA	NA

	Consumer Durable (CD)	CholaOne D2C Personal Loan	Partnership^

	Term Loan	Term Loan	Term Loan
Recovery Charges	At Actuals+ GST*	NA	NA
Statutory and regulatory fee			
Stamp duty	As per applicable guidelines		

*- GST as applicable

^- For details on charges related to partnership Under co-lending services, please refer to the following Details – Chola website >> Information >> Digital lending partners (https://www.cholamandalam.com/contact-us/digital-lending-partners)

Additional service tax / GST and other cess will be charged as applicable for all the products listed above.

Description	Term Loan, Micro Term Loan, Equipment Finance, Factoring (LRD),	Leasing Finance	Supply Chain Finance - Channel Finance/6 +6 Inventory Loan/Inventory Finance, Vendor Finance, Purchase Invoice Discounting, Sale Invoice Discounting, Factoring and Reverse Factoring	Loan Against Securities, Loan Against Mutual Fund, Loan Against Property + Loan Against Securities, ESOP Funding, Personal Loan Salaried
Sourcing & Processing charges				

Description	Term Loan, Micro Term Loan, Equipment Finance, Factoring (LRD),	Leasing Finance	Supply Chain Finance - Channel Finance/6 +6 Inventory Loan/Inventory Finance, Vendor Finance, Purchase Invoice Discounting, Sale Invoice Discounting, Factoring and Reverse Factoring	Loan Against Securities, Loan Against Mutual Fund, Loan Against Property + Loan Against Securities, ESOP Funding, Personal Loan Salaried
Sourcing Fee	Upto 30,000 per property[1]	Upto 20,000	Up to 30,000+ GST*	Upto 3,500 In case of secured with property upto 35,000
Admin & Processing Fee	Upto 2%+ GST* on Sanctioned Amount	Upto 2%+ GST* On Sanctioned Amount	Upto 1 %+ GST* on Sanctioned Amount	Upto 3 % + GST*on Sanctioned Amount
Post disbursement / Customer service charges/ Contingent Charges				
Cheque & Mandate Swapping charges	Rs.500/-+ GST*	NA	Rs.500/-+ GST*	Rs.500/-+ GST*
Loan Cancellation Charges	Repay Loan amount with interest at 18% per annum	NA	NA	NA
	a) Pre-closure charges are not applicable to the floating rate term loans sanctioned to individuals and	a) Pre-closure charges are not applicable to the floating rate term		

Pre-closure Charges (Part payment/Full Closure)	for the business purposes of micro and small enterprise (MSE) Borrower/s, with or without Co-Borrower/s. b) For borrowers who are not excluded as above- I. Pre-closure- Part / Full: 4% of the Principal Out-standing (POS) + GST of the amount paid towards Pre-closure. If the Pre-closure is made prior to the payment of 12 Installments in full, the Borrower is liable to pay additional 1% of the amount paid towards such Pre-closure in addition to the aforesaid charges.	loans sanctioned to individuals and for the business purposes of micro and small enterprise (MSE) Borrower/s, with or without Co-Borrower/s. b) For borrowers who are not excluded as above- I. Pre-closure- Part / Full: 4% of the Principal Out-standing (POS) + GST of the amount paid towards Pre-closure. If the Pre-closure is made prior to the payment of 12 Installments in full, the Borrower is liable to pay additional 1% of the amount paid towards such Pre-closure in addition to the aforesaid charges. As per note	NA	NA

		4 below		
Depository Participant charges (including Pledge confirmation, closure and invocation)	NA	NA	NA	As applicable and vary on overall sale volume
Rate Reset Charges	1% of Principal Outstanding + GST	1% of Principal Outstanding + GST	NA	NA
Document/Duplicate Document Charges (Basis Customer Request)				
Physical copy of Statement of Account	Rs.250/- + GST* Nil charges for digital mode	Rs.250/- + GST* Nil charges for digital mode	NA	NA
Duplicate copy of No Due Certificate (NDC)	Rs.500/-+GST*	Rs.500/-+GST*	Rs.500/-+GST*	Rs.500/-+GST*
Copy of Loan documents	Rs.500/-+GST*	Rs.500/-+GST*	Rs.500/-+GST*	Rs.500/-+GST*
Collection Charges				

Description	**Term Loan, Micro Term Loan, Equipment Finance, Factoring (LRD),**	**Leasing Finance**	**Supply Chain Finance - Channel Finance/6 +6 Inventory Loan/Inventory Finance, Vendor Finance, Purchase Invoice Discounting, Sale Invoice Discounting, Factoring and Reverse Factoring**	**Loan Against Securities, Loan Against Mutual Fund, Loan Against Property + Loan Against Securities, ESOP Funding, Personal Loan Salaried**
Penal Charges	Upto 2.50% per month (i.e., 30% per annum) for delay in the repayment of Instalments and any other amount due from the due date to the date of actual payment.			
Cheque& Mandate Bounce charges (CBC)	Rs. 1,000 per bounce			
Technical/ Legal / Recovery	Actual expenses debited+ GST*			

Charges	
Collection Effort Charges (CEC)	Rs.500 + GST* per visit for upto Rs.50 lakhs loan amount, Rs.1,000+ GST* per visit for above Rs.50 lakhs loan amount
Loan Reschedule Charges	Rs.2500/- + GST*
Loan Restructuring Charges	Rs.3500/- + GST*
Statutory & Regulatory Fee	
NeSL	For Companies Rs. 300 + GST* per year For other Commercial entities Rs. 150 + GST* per year For Individuals Rs. 25 + GST* per year Or As Applicable Renewal charges as per the NeSL rate
CERSAI	Facility amount is less than or equal to Rs.5 lakhs - Rs. 50 + GST* per collateral or as applicable Facility amount greater than Rs. 5 lakhs – Rs. 100 + GST* per collateral or as applicable
NSDL	As Applicable
Stamp Duty	
ROC	
Reimbursement of Expenses at Actuals	

*-as applicable

[1]- applicable for term loan and micro term loan

Notes:

1) POS- Principal Out-Standing
2) Goods and Services Tax (GST) and other cess will be charged as applicable for all the above charges. Any revision/addition to the contents of this schedule of charges including revision in the charges will be communicated from time to time.
3) All applicable taxes, duties, levies, surcharges and cess including but not limited to goods and services tax (GST) as amended from time to time will be additionally charged on the taxable amounts specified herein above.
4) "Pre-termination Value" means the amount calculated either on "POS Basis" in respect of the Equipment or on "NPV Basis" in respect of the EV / motor vehicle based on the discretion of the Lessor and such selection made by the Lessee at the time of signing Agreement. However, such a selection made by the Lessee at the time of signing of the Agreement shall be final and binding at all times during the Lease Tenor.

"POS Basis" means the aggregate of:

(i) outstanding Acquisition Cost of the Asset as on the date of pre-termination, calculated for the unexpired Lease Tenure as per annuity method;

(ii) penalty as per pre-termination rate provided in the respective Lease Schedule;

(iii) any other dues as on pre-termination date; and

(iv) applicable Taxes.

"NPV Basis" means the aggregate of:

(i) present value of all future outstanding Lease Rentals payable under the respective Lease Schedule discounted at pre-termination rate provided in such Lease Schedule;

(ii) any other dues as on pre-termination date; and

(iii) applicable Taxes.

GOLD LOANS

<table>
<tr><th colspan="2">Sourcing and processing charges</th></tr>
<tr><td>Admin fee</td><td>New Loan:
1. Consumption Loan: upto 0.3%*
2. Income Generation Loan: upto 0.1%*
*Subject to variation as per ticket size & state
Top-up:
<table>
<tr><td>Renewed loan amount ((Outstanding principal + Additional loan amount))</td><td>Additional loan amount due to current Lending Rate</td><td>Processing fees</td></tr>
<tr><td>< 1lakh</td><td>Any</td><td>Nil</td></tr>
<tr><td>>=1 lakh</td><td><1 lakh</td><td>200 or 1% of additional loan amount whichever is higher</td></tr>
<tr><td></td><td>>=1 lakh</td><td>0.5% of additional loan amount</td></tr>
</table></td></tr>
<tr><td>Sourcing fee</td><td>Upto Rs 100 + GST*</td></tr>
<tr><th colspan="2">Collection charges</th></tr>
<tr><td>Penal charges</td><td>30% per annum</td></tr>
<tr><td>Legal/Recovery charges</td><td>Actuals + GST*</td></tr>
<tr><td>Cheque & Mandate Bounce Charges</td><td>Rs.300/- per bounce</td></tr>
<tr><td>Collection Effort Charges</td><td>Rs.200/- + GST*</td></tr>
</table>

Interest Payable on preclosure of Loan within 15days	If the loan is preclosed in full within 15 days from the date of disbursement, then interest on the Loan calculated for a period of 15 days from the date of disbursement shall be applicable
Statutory and Regulatory Charges	
Stamping fee	As applicable
Safe custody charges	
Safe custody charges	Rs 5/gram per month (minimum of Rs 5)

*- as applicable