

GRID FOR FINANCING AGAINST GOODS CARRYING VEHICLES
w.e.f. 1 April 2019

MAKE/MODEL	CAT.	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
TATA ACE HT / HT HIGH DECK	A	3.40	3.05	2.75	2.40	2.15	1.90	1.65	1.40	1.20	1.05	0.90
TATA ACE MEGA	B	3.75	3.50	3.10	2.85	2.50	2.25	2.00	X	X	X	X
TATA ACE HL / DICOR	C	X	2.5	2.25	1.8	1.7	1.5	1.25	1.15	1.0	0.9	0.8
M&M Maximo Loading / Plus	B											
AL DOST	C	3.75	3.25	3.00	2.50	2.20	1.90	1.60	X	X	X	X
TATA 407 SFC	B	7.20	6.25	5.50	5.00	4.50	4.00	3.75	3.40	3.00	2.75	X
TATA 407 LPT	A	7.50	6.75	6.25	5.75	5.25	4.75	4.25	3.85	3.50	3.20	2.90
TATA 407 SFC PICK UP	C	6.0	5.25	4.80	4.25	3.80	3.50	3.10	2.75	2.50	2.25	X
M&M BOLERO PICKUP 2WD/MAXX	A	6.25	5.75	5.25	4.80	4.25	4.00	3.75	3.50	3.25	3.00	2.75
M&M BOLERO PICKUP 4WD	A	6.50	6.00	5.50	5.00	4.25	4.00	3.75	3.50	3.25	X	X
M&M BOLERO PICKUP CBC	A	5.70	5.40	5.00	4.50	4.10	3.75	3.40	3.10	2.75	2.50	2.25
M&M BOLERO MAXXI TRUCK (BMT)	A	5.0	4.60	4.25	4.00	3.65	3.40	3.00	2.75	2.50	2.25	2.00
M&M BOLERO CAMPER 2WD/UTILITY	A	6.10	5.75	5.25	4.75	4.30	4.00	3.60	3.25	3.00	2.75	2.50
M&M BOLERO CAMPER GOLD	A	7.00	6.25	5.50	5.00	4.50	4.10	3.75	3.50	3.10	2.80	2.60
LPT 709(14FT)/SFC 709(12FT)	C	X	6.00	5.5	5.00	4.75	4.25	4.00	3.50	3.25	2.75	2.50
LPT 709(17FT)	C	X	7.00	6.5	5.75	5.40	4.75	4.25	3.75	3.50	3.00	2.60
TATA 909/912 LPT (16 FT ONLY)	C	X	7.25	6.75	6.25	5.60	5.25	4.75	4.50	4.00	3.50	3.00
TATA 1109	A	10.0	9.0	8.0	7.5	7.0	6.5	6.0	5.5	5.0	4.5	4.0
TATA 1613/1612/1616 LPT/SE	B	X	11.50	10.5	9.00	7.50	7.00	6.25	5.75	5.25	4.75	4.00
TATA 2515/2518 LPT	B	X	13.00	12.5	11.50	10.00	9.00	7.50	7.00	6.50	5.50	4.50

NOTES:		
CATEGORY	FINANCIAL LTV	REMARKS
A	85%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	80%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR or customer has commercial D/L
	75%	All other customers
B	80%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	75%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR or customer has commercial D/L
	70%	All other customers
C	70%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	65%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR or customer has commercial D/L
	55%	All other customers
	+ 5%	Above LTV may be increased by 5% if (a) Guarantor is KAFL existing customer with 6 EMIs paid on time, or (b) Guarantor has 12 EMI paid track of some other finance company. (c) Guarantor is a government servant

NOTE: Above LTVs are for vehicles with OTT. For other vehicles, 5% less LTV to be allowed

Tenure Norms

For A Category vehicles - Max. 60 months
For B Category vehicles - Max. 48 months
For C Category vehicles - Max. 42 months

Financing Rules for GCV models below 2008:-

1. Allowed only against A category vehicles
2. For Loan Amount, 20% less than loan available to customer against 2008 model value to be allowed, not exceeding Rs. 1.50 lacs + subject to valuation.
3. Maximum tenure 24 months

GRID FOR FINANCING AGAINST TRACTORS

w.e.f. 1 April 2019

Model Description	Cat	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
TAFE MF 1030/30	B	370000	350000	325000	300000	275000	260000	240000	225000	210000	200000	175000
TAFE MF 1035 R	A	445000	420000	400000	371000	345000	318000	302000	292000	265000	238500	212000
TAFE 1035 DI												
MAHASHAKTI	A	450000	420000	400000	375000	350000	325000	300000	280000	260000	235000	210000
TAFE MF 241 ALL VARIANTS	A	480000	460000	435000	405000	380000	368000	345000	325000	315000	292000	270000
TAFE 245 DI												
MAHASHAKTI	A	515000	485000	450000	410000	390000	370000	340000	320000	290000	260000	240000
TAFE MF 7250	B	500000	475000	435000	400000	350000	315000	NA	NA	NA	NA	NA
EICHER 242	A	308000	295000	275000	255000	235000	215000	200000	180000	165000	150000	145000
EICHER 241	A	315000	300000	270000	240000	220000	195000	175000	150000	145000	140000	NA
EICHER 312	B	350000	330000	300000	280000	260000	240000	225000	215000	200000	175000	150000
EICHER 333	A	380000	372000	325000	300000	275000	250000	225000	200000	180000	165000	NA
EICHER 364	B	390000	375000	300000	250000	225000	200000	190000	180000	160000	150000	140000
EICHER 368	B	400000	385000	325000	300000	250000	200000	185000	175000	150000	NA	NA
EICHER 380	A	430000	400000	375000	350000	300000	275000	250000	225000	200000	NA	NA
EICHER 480	B	470000	440000	375000	350000	315000	250000	225000	200000	175000	150000	NA
EICHER 485	A	460000	425000	385000	350000	325000	290000	250000	240000	225000	200000	175000
M&M 215 YUVRAJ	B	210000	196000	180000	170000	150000	145000	125000	120000	115000	NA	NA
M&M 255 YUVRAJ	B	320000	312000	290000	270000	250000	230000	210000	195000	180000	165000	150000
M&M 265												
BHOOMIPUTRA	A	415000	385000	360000	340000	320000	300000	280000	265000	240000	220000	200000
M&M 265 SARPANCH	A	420000	400000	375000	350000	325000	300000	275000	250000	225000	200000	175000
M&M 275 BP/ECO	A	450000	424000	390000	375000	340000	320000	300000	280000	260000	240000	220000
M&M 295 TURBO	A	450000	410000	380000	350000	330000	300000	280000	270000	NA	NA	NA
M&M 475												
BHOOMIPUTRA	A	490000	470000	440000	410000	390000	360000	330000	300000	285000	260000	240000
M&M 475 SARPANCH	A	480000	464000	425000	390000	350000	320000	285000	260000	240000	225000	215000
M&M 575												
BHOOMIPUTRA	A	530000	500000	470000	430000	395000	370000	335000	305000	280000	250000	240000
M&M 575 SARPANCH	A	550000	510000	480000	440000	405000	380000	345000	315000	290000	260000	250000
M&M 595	B	487350	468750	437500	406250	375000	343750	312500	281250	250000	218750	187500
M&M 455 ARJUN	C	480000	468750	437500	406250	375000	343750	312500	281250	250000	218750	187500
M&M 555 ARJUN	C	520000	510000	476000	442000	408000	374000	340000	306000	272000	238000	204000
M&M 605 ARJUN	B	580000	562500	525000	487500	450000	412500	375000	337500	300000	262500	225000
ESCORTS FT-30 HERO	C	NA	370000	320000	275000	250000	225000	200000	175000	150000	135000	120000
ESCORTS FT-35 ALL	B	NA	420000	375000	340000	315000	275000	250000	225000	200000	190000	175000
ESCORTS FT 40	B	NA	440000	400000	375000	340000	300000	275000	250000	225000	200000	175000
ESCORTS FT 45	A	515000	485000	445000	405000	375000	355000	330000	310000	285000	270000	245000
ESCORTS FT 60	A	540000	508000	475000	440000	415000	380000	360000	340000	310000	280000	250000
ESCORTS FT 65	B	NA	503250	469700	436150	402600	369050	335500	301950	268400	234850	201300
ESCORTS FT 6055	B	NA	500000	450000	400000	375000	NA	NA	NA	NA	NA	NA
ESCORTS FT 6060	B	NA	550000	500000	450000	400000	NA	NA	NA	NA	NA	NA
ESCORTS FT 6065	B	NA	500000	450000	400000	350000	NA	NA	NA	NA	NA	NA
ESCORTS PT 439 41 HP	B	NA	470000	420000	390000	350000	300000	260000	240000	220000	200000	175000
ESCORTS PT 439 39 HP	B	NA	428000	400000	360000	320000	280000	260000	230000	200000	170000	160000

NOTES:

CATEGORY	FINANCE LTV	REMARKS
A	80%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	75%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR
	70%	All other customers
B	70%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	65%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR
	60%	All other customers
C	65%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	60%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR
	50%	All other customers
	+ 5%	Above LTV may be increased by 5% if (a) Guarantor is KAFL existing customer with 6 EMIs paid on time, or (b) Guarantor has 12 EMI paid track of some other finance company. (c) Customer / Guarantor is a government servant

Tenure Norms

For A Category vehicles - Max. 48 months

For B Category vehicles - Max. 36 months

For C Category vehicles - Max. 30 months

Financing Rules for Tractor models below 2008:-

1. Allowed only against A category vehicles

2. For Loan Amount, 20% less than loan available to customer against 2008 model value to be allowed, not exceeding Rs. 1.50 lacs + subject to valuation

GRID FOR FINANCING AGAINST PASSENGER CARRYING VEHICLES (COMMERCIAL)
w.e.f. 1 April 2019

Model Description	Cat	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Tata Magic	A	3.50	3.25	2.90	2.75	2.50	2.25	2.0	1.80	1.60	1.40	1.25
M&M Maxximo	B	2.75	2.50	2.25	2.00	1.80	1.60	1.40	1.25	1.10	X	X
M&M Savari (with OTT)	A	X	X	X	X	X	4.50	4.20	4.00	3.75	3.25	2.95
M&M CL 550 / 500 Major	A	X	X	X	X	X	X	X	3.10	2.80	2.60	2.40
M&M Bolero DI	A	7.00	6.0	5.40	4.80	4.40	4.0	3.50	3.25	2.90	2.50	2.25
M&M Thar DI	B	5.5	5.0	4.50	4.0	3.75	3.50	X	X	X	X	X
M&M Bolero SLE (7 str)	A	7.25	6.25	5.75	5.20	4.70	4.20	3.75	3.40	3.0	2.75	2.50
M&M Bolero SLX / VLX / ZLX	A	7.75	6.75	6.10	5.50	5.0	4.50	4.0	3.75	3.50	3.20	2.75
Force Cruiser / Toofan	A	7.0	6.0	5.50	4.85	4.40	4.00	3.60	3.30	2.80	2.60	2.30
Force Traveller	A	8.5	7.50	6.75	6.0	5.25	4.75	4.40	4.0	3.50	3.25	3.0
Toyota Innova E	B	X	X	X	X	X	X	X	5.0	4.50	4.0	3.0
Toyota Innova G / GX	A	X	11.0	10.0	9.0	8.0	7.25	6.50	6.0	5.25	4.75	4.25
Toyota Innova V / VX	B	X	12.50	11.0	10.0	9.0	8.0	7.25	6.50	6.0	5.50	4.75
Maruti Omni	A	2.25	2.0	1.80	1.65	1.50	1.35	1.20	1.0	0.90	0.75	0.75
Tata Bus 407/31, 410/31 CityRide (24 str)	A	7.0	6.0	5.50	5.0	4.50	4.25	4.0	3.75	3.50	3.0	2.75
Tata Bus 709/712 LP, 709/38, 709/42, 712/38, 712/42 Starbus (32 str)	A	X	9.00	8.75	8.25	7.25	6.75	6.25	6.00	5.75	5.25	4.50
Tata Bus 1510/1512 (Route / School Bus)	A	X	12.50	11.25	10.75	9.75	8.75	7.75	6.75	6.00	5.25	4.75

NOTE: If vehicle is Taxi number then finance LTV to be reduced by 5%

NOTES:		
CATEGORY	FINANC E LTV	REMARKS
A	80%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	75%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR or customer has commercial D/L
	70%	All other customers
B	75%	Existing customer with 12 months clear track (max 60 day DPD).or outside customer with CIBIL score of 700+
	70%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR or customer has commercial D/L
	65%	All other customers
C	65%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	60%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR or customer has commercial D/L
	55%	All other customers
	+ 5%	Above LTV may be increased by 5% if (a) Guarantor is KAFL existing customer with 6 EMIs paid on time, or (b) Guarantor has 12 EMI paid track of some other finance company. (c) Guarantor is a government servant

Tenure Norms

For A Category vehicles - Max. 60 months
For B Category vehicles - Max. 48 months
For C Category vehicles - Max. 36 months

Financing Rules for PCV models below 2008:-

1. Allowed only against A category vehicles
2. For Loan Amount, 20% less than loan available to customer against 2008 model value to be allowed, not exceeding Rs. 1.50 lacs + subject to valuation.
3. Maximum tenure 24 months

GRID FOR FINANCING AGAINST PRIVATE CARS
w.e.f. 1 April 2019

Vehicle Category

A	Maruti - Alto 800, Alto K10, WagonR, Swift, Dzire, All Nexa models Hyundai - i10, i20, Verna Fluidic, Creta Toyota - Innova, Corolla, Etios Honda - City Mahindra - Scorpio	C	Maruti - AStar Honda - Brio, Mobilio, WRV, BRV Ford - Figo, Aspire, Fiesta Nissan - All models Mahindra - Xylo, Verito, TUV 300, KUV 100, Scorpio Getaway
B	Maruti - Omni, Eeco, Ritz, Celerio, Ertiga Hyundai - Eon, Xcent Toyota - Liva Honda - Amaze Ford - Ecosport Renault - Duster, Kwid Mahindra - XUV 500, XUV 300		

- (i) Vehicles not mentioned in the above list need to be approved specifically by Director on a case to case basis.
(ii) Value to be considered as per Valuation Report. Credit team to double check Valuation Report with online reports.
(iii) Loan Value not to exceed 90% of IDV Value.

NOTES:		
CATEGORY	FINANCE LTV	REMARKS
A	85%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	80%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR
	75%	All other customers
B	80%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	75%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR
	70%	All other customers
C	70%	Existing customer with 12 months clear track (max 60 day DPD) or outside customer with CIBIL score of 700+
	65%	Other Existing customer (min 3 clear EMI) or Customer with CIBIL score of 650+ or customer with two year tax paying ITR
	55%	All other customers
	+ 5%	Above LTV may be increased by 5% if (a) Guarantor is KAFL existing customer with 6 EMIs paid on time, or (b) Guarantor has 12 EMI paid track of some other finance company. (c) Guarantor is a government servant

* For New Cars, 5% extra LTV to be allowed over the above, subject to maximum 90% of ex-showroom value

Tenure Norms

For A Category vehicles - Max. 60 months
For B Category vehicles - Max. 48 months
For C Category vehicles - Max. 42 months