

HOME  
LOAN



PERSONAL  
LOAN



BUSINESS  
LOAN



BALANCE  
TRANSFER



CREDIT  
CARDS



EDUCATION  
LOAN



CAR  
LOAN



WORKING  
CAPITAL



MAGIC  
FIN-MART



CHILD  
PLANS



HOME  
INSURANCE



ENDOWMENT  
PLAN



VEHICLE  
INSURANCE



TERM  
INSURANCE



FIRE  
INSURANCE



PERSONAL  
ACCIDENT



TRAVEL  
INSURANCE



HEALTH  
INSURANCE



PENSION  
PLANS

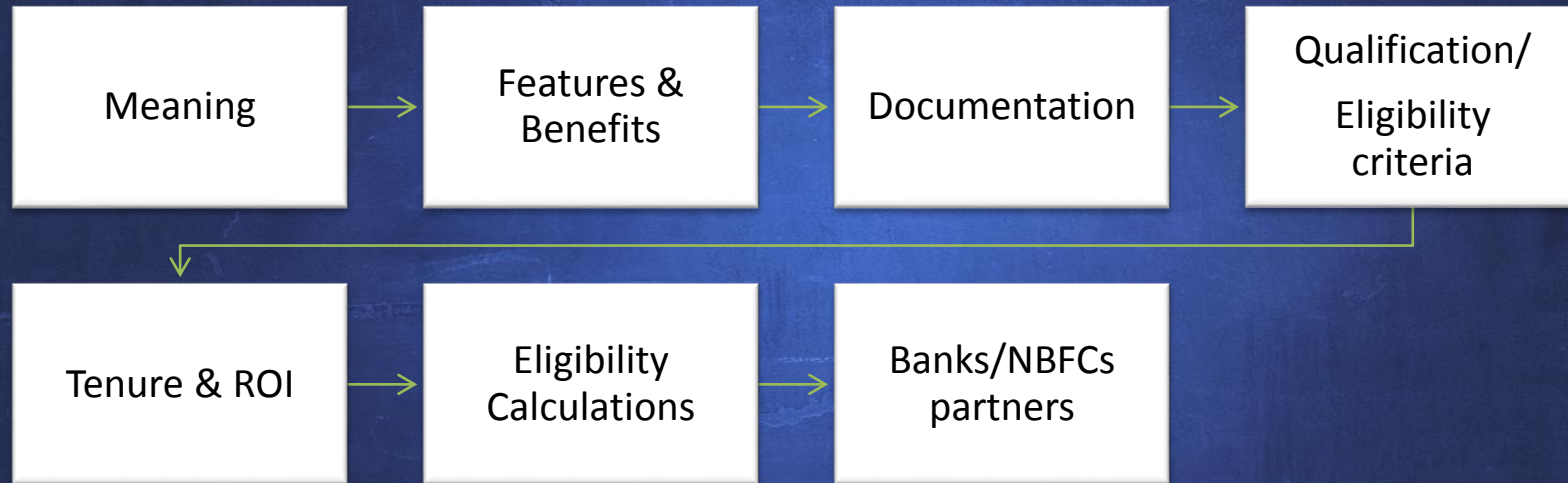
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**Welcome**  
yôkoso welkom  
Benvenuto  
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รับเสด็จ 欢迎

# BUSINESS LOAN

UNSECURED PRODUCT



# Index



# Meaning

What is it all about?

- An unsecured business loan is a loan provided to businessmen, business women, self employed professionals and SMEs without any collateral or security. It's important to be aware that if a borrower defaults on an unsecured loan, it is still possible for a lender to seize assets to recover their losses.
- Although unsecured business loans are riskier for the lender, the approval time can actually be shorter than it is for secured loans. When a loan is secured by collateral, the asset needs to be appraised to determine its value, but there's no need for that step when collateral is not involved.
- Business loan depends on financial profile, credit reputation, the purpose of borrowing the loan and loan repayment ability. Lenders evaluate these factors to consider what the amount of a Unsecured Business Loan should be.



- All lenders have their own criteria they look for, but they typically consider things like how long a business has been operating for, business revenue, credit score, and your business plan.
- Unsecured Business Loan is similar to a personal loan, but is specifically designed for business use. With Unsecured Business Loan, you are lent a certain sum of money over a period of years, and the interest rate and monthly payments are fixed over the term.
- Unsecured Business Loans can help with cash flow, and help to tide you over when times are tough by offering access to short-term finance.

# When should you opt for unsecured business loan and not loan against property?



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You are unable to or not willing to provide a collateral or security such as property or deposit

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You need money for a relatively shorter period of time

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You need the money real fast and with minimal documentation within 3 - 15 days

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You need flexible eligibility norms based on annual turnover or cash profits as opposed to reported income or profits

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# Features and Benefits

## Features

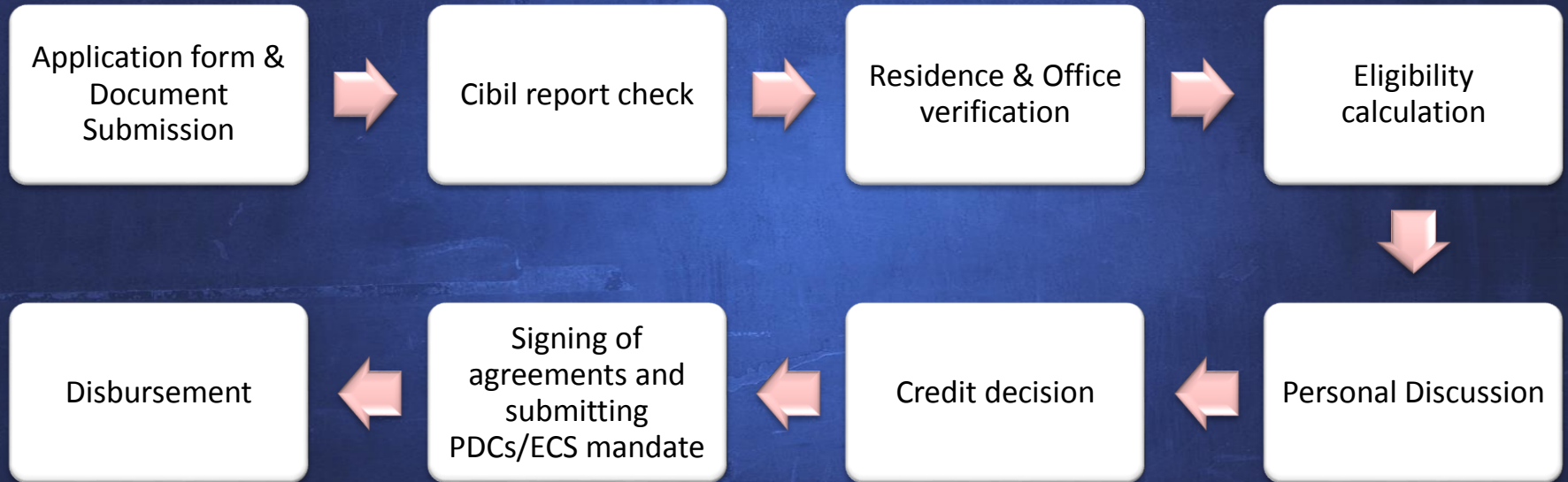
- ✓ Easier to obtain
- ✓ No collateral required
- ✓ Quickly processed
- ✓ Availability of funds on short notice whenever you might need additional cash due to unexpected bills or expenses

## Uses

- ❖ Business Expansion
- ❖ Short term working capital requirement or Inventory purpose
- ❖ Small equipment purchase
- ❖ Renovation of Office
- ❖ To cover cash flow shortfall



# Process



# Documentation

11

What do I need to submit?



### Proprietorship Firm

Individual KYC

PAN Card (Borrower and Co-Borrower)

Address Proof ( Utility bill, Passport, Aadhar Card, Driving License)

Ownership proof (Electricity bill in name of company or Individual)

Company KYC

Office Proof ( Shop and Establishment Cert /Gumasta or other registered document)

Office Utility bill in the name of office (Phone or Elec bill)

Other Documents ( VAT, Service Tax, Sales/Purchase)

Business Profile & Latest Form 26 AS

Latest 3 Years Financials

ITR Saral Page and Computation of Income -gap should be more than 6 months between 2 year ITR filing

Tax Audit Report (Form 3CB and 3CD) (42 Points)

Last 3 years Balance sheet and Schedules attested by CA

Last 3 years Profit and Loss and Schedules attested by CA

Latest 6 Months or 1 year Banking for all accounts

Sanction Letters (CC sanction letter Mandatory) and running loan SOA

Contact Details (Mobile no, Landline no, Email ID)

Passport size photograph of all the applicants / co-applicants to be affixed on the Application Form and signed across

Cheque for processing fee

## Partnership Firm

Company Pan Card

Company Utility bill in the name of office (Phone or Elec bill)

Partnership Deed

PAN Card (All the Partners compulsory)

Address Proof ( Utility bill, Passport, Aadhar Card, Driving License)

Ownership proof (Electricity bill in name of company or Individual)

Other Documents ( VAT, Service Tax, Sales/Purchase)

Business Profile & Latest Form 26 AS

Latest 3 Years Financials

ITR Saral Page and Computation of Income

Tax Audit Report (Form 3CB and 3CD) (42 Points)

Last 3 years Balance sheet and Schedules attested by CA

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Latest 6 Months or 1 year Banking for all accounts

Sanction Letters (CC sanction letter Mandatory) and running loan SOA

Contact Details (Mobile no, Landline no, Email ID)

Passport size photograph of all the applicants / co-applicants to be affixed on the Application Form and signed across

Cheque for processing fee



## Private Limited

Company Pan Card

Company Utility bill in the name of company (Phone or Elec bill)

Memorandum and Articles of Association of the Company

List of Directors and Shareholders with their individual shareholding certified by a CA / CS

PAN Card of shareholders having minimum 51% required

Address Proof ( Utility bill, Passport, Aadhar Card, Driving License)

Ownership proof (Electricity bill in name of company or Individual)

Other Documents ( VAT, Service Tax, Sales/Purchase)

Business Profile & Latest Form 26 AS

Latest 3 Years Financials

ITR Saral Page and Computation of Income

Tax Audit Report (Form 3CB and 3CD) (42 Points)

Auditors Report and Annexure to Auditors report

Directors report

Last 3 years Balance sheet and Schedules attested by CA

Last 3 years Profit and Loss and Schedules attested by CA

Latest 6 Months or 1 year Banking for all accounts

Sanction Letters (CC sanction letter Mandatory) and running loan SOA

Contact Details (Mobile no, Landline no, Email ID)

Passport size photograph of all the applicants / co-applicants to be affixed on the Application Form and signed across

Cheque for processing fee



## Self Employed Professionals

Individual KYC

PAN Card (Borrower and Co-Borrower)

Address Proof ( Utility bill, Passport, Aadhar Card, Driving License)

Ownership proof (Electricity bill in name of company or Individual)

Education qualification certificate

certificate of practice

Latest 6 Months or 1 year Banking for all accounts

Cash/Income Receipts of a year

Sanction Letters (CC sanction letter Mandatory) and running loan SOA

Passport size photograph of all the applicants / co-applicants to be affixed on the Application Form and signed across

Cheque for processing fee

# Qualification/Eligibility criteria

Am I eligible for the loan?

# Conditions Apply

At least 3-5 years business continuity in same line of business

Net profit and Turnover should be on growth trend in the last 3 months

In banking program only business credits considered for income calculation

Not more than 3 unsecured business loan active at the time of login



# Customer segment

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## Self Employed Non Professional

Proprietorship

Partnership/LLP

Private Limited

Deemed Limited

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## Self Employed Professional

Doctors

Architects

Chartered Accountants

# Caution Profiles

- Jewellers/Diamond business
- Real estate/speculation/Stock brokers
- Liquor shops
- Lawyers
- Media houses
- Builders
- Slums, Chawls, SRA below 10 years old, community dominated area

# Tenure & Rate Of Interest

20



# Overview

## EXPOSURE

10 Lacs to 3 Cr

## COLLATERAL

No Collateral

## TENURE

1 year to 3 years

## RATE OF INTEREST

15.50% to 24%\*

## PROCESSING FEES

1% to 2%\*

# Eligibility Calculating Methods

22

# Debt Servicing Coverage Ratio

$DSCR = \text{Net Operating Income} / \text{Debt service}$

*Net Operating Income – Net income + Amortization & depreciation + Interest Expense + Non cash items*  
*Debt Service – Principal repayment + Interest payments + Lease payments*

The debt service coverage ratio measures a firm's ability to maintain its current debt levels. This is why a higher ratio is always more favourable than a lower ratio. A higher ratio indicates that there is more income available to pay for debt servicing.

- For example, if a company had a ratio of 1, that would mean that the company's net operating profits equals its debt service obligations. In other words, the company generates just enough revenues to pay for its debt servicing. A ratio of less than one means that the company doesn't generate enough operating profits to pay its debt service and must use some of its savings.

Generally, companies with higher service ratios tend to have more cash and are better able to pay their debt obligations on time.



# Income Eligibility-on Financials

Self Employed-  
Require Balance  
sheet, Profit & loss  
statement and ITR

## *Income based program(Cash Profit method)*

Profit After Tax

+Depreciation

+Remuneration to Directors/Partners

+Interest on paid bank loans

=Yearly Income/12

Monthly income\*DBR

(-)Monthly obligation

=EMI paying capacity/Per lac

=Loan amount

## *Turnover program*

Turnover\* Industrial Margin compare with  
Gross profit(whichever is lower)

=Yearly Income/12

=Monthly income\*DBR

(-)Monthly obligation

=EMI paying capacity/Per lac

=Loan amount

# Income Eligibility-Surrogate Program

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## *Surrogate Program*

Banking Program

Repayment Track

Liquid Income Profile

# Partners

## **BANKS**

AXIS BANK

DEUTSCHE BANK

HDFC BANK

ICICI BANK

INDUSIND BANK

KOTAK MAHINDRA BANK

RBL

STANDARD CHARTERED BANK

IDFC BANK

## **NBFCs**

ADITYA BIRLA

BAJAJ FINANCE

CAPITAL FIRST

CAPITAL FLOAT

DHFL

EDELWEISS FINANCE LIMITED

FULLERTON INDIA CREDIT COMPANY LIMITED

INTELECASH

L&T FINANCE

LENDING-KART

MAGMA FINCORP

NEOGROWTH

SHRIRAM FINANCE

TATA CAPITAL

TRIBE



Questions Please

**THANK YOU**