## LOAN GUIDELINES OF RMK



## RASHTRIYA MAHILA KOSH

Ministry of Women and Child Development Dr. Durgabai Deshmukh Samaj Kalyan Bhawan, B-12, 4th Floor, Qutab Institutional Area, New Delhi- 110016 Website: www.rmk.nic.in / Email: ed\_rmk@nic.in

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# RASHTRIYA MAHILA KOSH LOAN GUIDELINES

#### **INTRODUCTION**

Rashtriya Mahila Kosh (RMK), established in 1993 is a national level organization under the aegis of the Ministry of Women and Child Development. It is as an autonomous registered society with the objectives of providing and promoting credit for poor women. It broadly aims at the socio-economic empowerment of women particularly in the informal and non-institutionalized sector through microfinance. Poor women and women headed households were dependent upon informal credit sources for both production and consumption purposes as Banks have not been able to provide credit services to the required degree, and as such these poor women were often exploited with high interest rates and other undesirable forms, keeping them in perpetual state of indebtedness. It was in this context that Rashtriya Mahila Kosh was formed.

The operating model currently followed by RMK is a group model with RMK as a facilitating agency wherein RMK provides loan products to Non – Governmental Organization (NGO)/ Intermediary Micro-financing Organization (IMO) / Voluntary Organisation (VO) which on-lend to Women Groups like SHG, JLG etc. For furthering of its objectives of reaching out to the women beneficiaries with easy access to collateral free micro credit for income generating activities, RMK has formulated schemes to finance SHGs through SHG Federations and individual women entrepreneurs. As a promotional measure towards formation and strengthening of Women-SHGs, awareness generation, capacity building and skill upgradation, through intermediary organizations, RMK has arrangements for training to NGOs/IMOs/VOs on microfinance management and operations.

#### MAIN OBJECTIVES OF RMK

- i. To promote or undertake activities for the promotion of credit as an instrument of socio-economic change and development through a package of financial and social infrastructure development services for women;
- ii. To promote and support schemes for improvement of facilities for women for:
  - a) Sustenance of their existing employment;
  - b) Generation of further employment;
  - c) Asset creation;
  - d) Asset redemption; and
  - e) Tiding over consumption, social and contingent needs.
- iii. To demonstrate and replicate participatory approaches in the organization of women's Groups for effective utilization of credit resources leading to self-reliance;
- iv. To promote and support experiments in the voluntary and formal sector using innovative methodologies to deliver credit and other social services to disadvantaged women;
- v. To sensitize existing government delivery mechanisms and increasing the visibility of poor women as a vital and viable clientele with regard to the conventional financial institutions;
- vi. To promote research, study, documentation, and analysis of the role of credit and

- its management;
- vii. To co-operate with and secure the co-operation of the Central Government, State Governments and Union Territory Administration, Credit institutions, industrial and commercial organizations and Non-governmental, Voluntary and other Organizations and Bodies in promoting the objectives of the RMK, and
- viii. To accept subscriptions, grants, contributions, donations, loans, guarantees, gifts, bequests etc., on such term & conditions consistent with the aims and objectives of the RMK

#### **CREDIT POLICY OF RMK**

- 1. RMK extends loans to registered non-government organizations (NGOs), Intermediary Organizations (IMOs) and Voluntary Organisation (VOs) who onlend to group of individual beneficiaries (SHGs& JLGs) of poor women.
- 2. RMK's activities cover both rural as well as urban women of the country. RMK extends credit through various loan schemes viz Loan Promotion Scheme, Main Loan Scheme, Gold credit Scheme, Housing Loan Scheme, Working Capital Loan Scheme, Repeat Loan Scheme and Loan to SHGs through Federations.
- 3. As a measure towards awareness, capacity building and skill upgradation, RMK facilitates training to NGOs/IMOs/VOs through its resource centres.

#### **Objectives of policy:**

- 1. The overall objective of the policy is to promote credit linkages through NGOs/IMOs, both at individual and group levels, so that the poor women in the informal and non-institutionalized sector can access the financial services through microfinance.
- 2. The policy aims to enlarge the outreach by financing of both urban and rural under privileged women and women headed households through the vehicle of micro credit and eradicate exploitation by informal credit sources.
- 3. The policy aims to establish a commonality of approach regarding Credit appraisal skills and strategies through a simplified identification process.
- 4. The policy aims to seize market opportunities by introducing easy loan schemes at reasonable interest rates and also aiming at wider and quicker outreach and also ensuring reasonable returns to RMK.
- 5. The policy aims at the financial inclusion of the disadvantaged and distressed women by organising groups through NGOs/IMOs/VOs and strives to meet the socio-economic obligations.

#### **CREDIT MODELS OF RMK**

#### Micro Finance

Finance to NGOs/ IMOs / VOs for on-lending to the Self Help Groups/Joint Liability Groups and individual women beneficiaries.

#### Non Governmental Organizations (NGO):

Non-Governmental Organisation (NGO) include organizations engaged in public service, based on ethical, cultural, social, economic, political, religious, spiritual, philanthropic or scientific & technological considerations and must be registered under any law for the time being in force in India.

#### **Intermediary Organizations (IMOs)**

**IMO** mean an entity registered in any of the following legal forms whose principal object or principal business is the provision of micro finance services and are not regulated by Reserve Bank of India;

- a) A society registered under the Societies Registration Act, 1860.
- b) A **public Trust** registered under the Indian Trust Act, 1880 or any enactment governing religious or charitable public Trusts.
- d) A **co-operative society** registered under the provisions of the State Cooperative Societies Act or under Mutually Aided or Mutual Benefit Cooperative Societies Act, or Multi State Co-operative Societies Act, 2002 or under any other law relating to Co-operative Societies in force in India. A non Profit company under section 8 of Companies Act, 2013

#### Voluntary organizations (VOs)

Voluntary Organisations (VOs) include organizations engaged in public service, based on ethical, cultural, social, economic, political, religious, spiritual, philanthropic or scientific & technological considerations. VOs include formal as well as informal groups, such as: Community-based Organizations (CBOs); Non-governmental Development Organizations (NGDOs); charitable organizations; support organizations; networks or federations of such organizations; as well as professional membership associations.

An NGO/IMO/VO can also be registered under any of the above acts and be involved in the Micro Finance activities. Registration of NGOs with NITI Aayog (NGO Darpan) and Public Financial Management System (PFMS) is mandatory.

#### Criteria for selection of NGOs/IMOs/VOs for collaboration:

- An NGO/IMO/VO must have proven capacity for working with groups of rural/urban poor.
- They must have proper system of book keeping and duly audited balance sheets for the last 3 years

- NGO/IMO/VO must have adequate number of trained field level staff for close monitoring of on-lending.
- It must have professionally trained staff to deal with the issues relating to Micro Finance
- Board Meetings must have been conducted on regular basis in previous three years. The minutes of the discussion must have been recorded properly.
- It must not be accepting deposits from public in contravention to the provision of RBI Act.

## Documents/information to be furnished by NGO/IMO/VO along with application for loan:

#### a. Administrative:

- Attested Copy of the Registration Certificate/Renewal.
- Certified copy of the Memorandum and Articles of Association from authority concerned.
- The NGO/IMO should be registered with NITI Aayog (NGO Darpan) and Public Financial Management System (PFMS) and a copy of the certificate / details to be provided to RMK.
- NGOs/IMOs/VOs to submit an undertaking with respect to following i.e.:
  - a. to charge interest at the rate fixed by RMK from time to time on onlending amount to SHG and end beneficiary.
  - b. to keep the registration of the organization alive during the currency of RMK loan.
  - c. that office bearers are not elected members of any Political Party/ Management Committee of such other organisation
  - d. to inform RMK in case of change in address and office bearers of NGO.
  - e. not being blacklisted by any Government Agency / Financial Institute / funding organization / development agency ever.
  - Published materials (Annual Report) on the activities of the NGO/IMO, if any, for maximum of 3 years.
  - List of Authorized signatories (amongst elected members only) with their specimen signatures attested by the Borrowers' bankers.
  - Certified updated list of Directors/Office Bearers.
  - List of existing manpower for implementation. Information on infrastructure availability with the organisation for training staff and group members, etc.
  - List of Aadhaar linked bank accounts of all individual beneficiaries along with mobile number & the copy of Aadhar Card of the beneficiaries.

#### b. Financial:

- Audited Balance Sheet for the last 3 years along with annual report.
- ➤ If borrowed from other organizations:
  - a. Copies of sanctions received from Funding Agencies/Govt. Departments etc.
  - b. Utilisation certificate for funds received from Funding Agencies/Govt. Departments.
  - c. No Dues / Over dues and balance outstanding certificate from such funding agencies.

- ➤ Details of Socio-Economic development activities implemented during the last 2/3 years
- ➤ DCB (Demand, Collection, Balance) for the last three years, as applicable.
- > Bye-laws / Memorandum of Association of the organisation must have the clause that it may borrow from any agency and also lend to SHGs.
- ➤ Certificate by the Authorized Signatory stating that the total borrowings of the organisation from all agencies are within the overall borrowing power provided under the Bye-laws / MoA of the organisation.
- > Detailed project proposal covering the following:
  - o Project objectives, area of implementation, selected group, etc.
  - Year wise physical and financial performance indicators. If the proposal is for up scaling the operations of any ongoing programs, the latest details of such ongoing program may be furnished for the period including the repayment period.
- ➤ Detailed source of funding arrangement proposed, including own funds for the project.
- Detailed cash flow statement indicating inflows and outflows (on business activities) including repayment of proposed and other borrowings plus the cost of management. All the assumptions regarding inflow and outflow to be spelt out clearly.
- ➤ NGOs/IMOs/VOs who are applying for a loan of Rs.1 Crore and above must obtain/ have latest Credit Rating Report from certified rating agencies viz. CRISIL/M CRIL, CARE etc.
- The details of the loans outstanding disclosing the arrears, if any.
- Total demand, collection, overdue and recovery % duly certified by the Chartered Accountant to be submitted.

#### c. Managerial

- Details of current Managing Committee members in prescribed proforma duly selfattested.
- Passport size photographs of the President, Secretary & Treasurer of the organization duly self-attested individually.
- Certificate regarding proof of residence & PAN card of the President, Secretary and Treasurer with their present and permanent address duly self-attested.
- Clause of 2/3rd quorum in MOA / bye laws for making any decision.
- Self-certified true copy of the Board resolution authorizing a specific person to deal with the RMK / Execution of loan documents.
- Monitoring mechanism for the project.

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#### **LENDING SCHEMES OF RMK**

Lending Schemes of RMK are as follows;

- i. Loan Promotion Scheme
- ii. Main Loan Scheme
- iii. Gold Credit Scheme
- iv. Housing Loan Scheme
- v. Working Capital Term Loan Scheme
- vi. Repeat Loan Scheme

#### (i) Loan Promotion Scheme

This scheme is for providing loans to new and smaller organizations with experience of at least 6 months in thrift & credit. The organization can avail a maximum loan up to Rs. 10 lakhs.

#### (ii) Main Loan Scheme

This scheme is for providing loans to organizations having minimum 3 years' experience in thrift & credit activities. The organization can avail a maximum loan upto 2 crores for 1 state. An organization can avail loan under the scheme for a maximum number of 3 states at a time. If the organization avails loan for more than 1 state, then the maximum loan amount can be upto Rs.6 crores.

#### (iii) Gold Credit Scheme

This scheme is for providing bulk loans to medium and large NGOs. This scheme is meant for organization which has in the past availed loan from RMK and have not defaulted in repayment. The organization can avail a maximum loan upto Rs 5 crores.

#### (iv) Housing Loan Scheme

This scheme is for providing loan for construction/ repair and maintenance of houses to women who are members of Self Help Group/ Joint Liability Groups (JLGs). This loan is provided through IMOs/NGOs/VOs. The organization can avail a maximum loan upto Rs 1,00,000/- per beneficiary for construction of low cost house. The organization has to mortgage the immovable property created out of RMK's loan by deposit of title deed (i.e. equitable mortgage). The NGO/ IMO/VO may hold the deeds in trust for RMK and details of the same be captured in RMK database. An NGO/IMO/ VO can avail a maximum loan upto Rs. 6 crores for a maximum of 3 states at a time.

#### Common eligibility norms for I to IV of loan schemes of RMK:

- i The organization must be registered with a statutory body at least for last 3 years on the date of application to RMK.
- ii. The office bearers of the organization shall not be elected representatives under The Representation of the People Act, 1951 of any political party/ Managing Committee of any such organization.
- iii. The organization should have experience in Thrift and Credit Management for 3 years or more and/ or should have promoters/seniors management having at least 5/10 years of experience in micro credit/ banking/NBFC lending operations.
- iv. The NGO/IMO/VO should have audited financial statements (in case of NGO with microfinance as a programme, the NGO should have separate audited financial statements for MF programme) and it should have systems, processes and procedures in place as required of a financial intermediary like accounting, internal audit, risk management, timely MIS etc. The organization applying for loan must have broad based objectives of serving the social and economic needs of the poor women.
- iv. The application shall clearly reflect the source of funds earlier utilized for credit.
- v. Recoveries of the loans given to its members earlier must be at least 90%.
- vi. There must be proper and specific clause / provision in the Bye-laws / Memorandum of Association of the organization about powers to borrow or raise loans from any outside agency.
- vii. The NGO/IMO/VO should not be in default to any FI/ NBFC/ Bank/ Govt Corporation.
- viii. The NGO should have lending in its main object clause and powers to mortgage its property should also be spelt out.
- ix. The NGO/IMO/ VO should follow tenets of responsible lending practices.
- x. The NGO/IMO/ VO to carry due diligence and seek specific information about the borrowings of each customer to ensure that no customer has availed loan from more than two MFI/Banks/ Corporations.

#### **Purpose of Loan**

Organisations availing loan from RMK shall on-lend to the end beneficiaries for the following purposes:-

- a. Income generating activities such as setting up of small business, asset creation, agriculture, petty shop, livestock rearing, transport services, etc.
- b. Consumption Loans:
  - i) Life Cycle need: Birth, Death, Education, Marriage, House construction, Old age, Widowhood, Festival and other family events, etc.
  - ii) Emergency needs: Medical emergencies, Natural calamities, Theft & Accidents, etc.

#### **Rate of Interest**

RMK may revise the rate of interest on loans availed by NGOs/IMOs/VOs and also on-lending rate to SHG / beneficiaries from time to time.

Interest rate w.e.f.17.11.2015 are as follows;

- i) RMK to NGO 6% p.a. on reducing balance
- ii) NGO to SHG/ Individual Beneficiary any rate on or above 6% p.a. subject to maximum ceiling of 10% p.a. on reducing balance.

#### Distribution of loan

RMK fund is for income generation activities as mentioned under purpose of loan. Loan for consumption purposes shall not be more than 1 % of total amount given by IMOs to women beneficiaries.

#### **Security**

- i. No security for loan upto Rs. 50 lakh
- ii. Loans above Rs.50 lakh and upto Rs.1 Crore:- 10% of the project cost as margin amount in the form of fixed deposit till the loan is cleared.
- iii. For loans above Rs. 1 Crore, 10% of the project cost be kept as margin money in the form of fixed deposit with RMK till the loan is repaid and immovable property having value equal to or more than 50 % of loan amount be taken as collateral security by deposit of title deed (Equitable Mortgage) after following the due procedure in mortgaging such properties.
- iv. The NGO/IMO/VO may hold the deeds in trust for RMK of the immovable properties created out of RMK's Housing Loan Scheme.

#### Insurance

The borrowing organization/ end beneficiaries shall ensure adequate insurance cover of all assets created out of RMK's loan.

#### Repayment

Loan amount availed under all schemes other than Gold Card Scheme, to be repaid within three years i.e. in 30 monthly instalments with an initial gestation period of 6 months. Repayment period for the Gold Card Scheme is 30 monthly instalments with an initial gestation period of one year.

#### Margin

The organization is required to contribute a margin of 10% of the loan to be availed from RMK. NGOs/IMOs/VOs will be advanced 90% of the total cost of the scheme approved. However, thrift/compulsory savings/voluntary savings of borrowers should not be used in the form of margin money.

#### Disbursement

Loan amount up to Rs.1 Crore shall be disbursed to NGOs/IMOs/VOs in two equal instalments and loan amount above Rs.1 Crore shall be released in 3 instalments at the ratio of 40:40:20 after unit visit and based on the reports submitted by RMK's representatives. Final disbursement will be made after due approval of competent authority.

The maximum on lending amount per individual beneficiary shall not exceed the amount as given under:

a) New Borrower: Rs.60,000/-

b) Repeat Borrower: Rs.1,00,000/- (existing plus new loan)

All disbursements to individual beneficiaries to be made by NGO/IMO/VO through their Aadhar linked bank account only.

#### Monitoring

Pre sanction and post sanction monitoring to be conducted by RMK to evaluate the loan proposal/utilization of loan.

#### (v) Working Capital Loan (WCL) Scheme

This scheme is for providing working capital term loan to the intermediary organization for backward and forward marketing linkage of product of Women SHGs/Individuals and group entrepreneurs, namely technology transfer, education and skill up gradation. The applicant has to submit a detailed project proposal to RMK.

#### 1. Eligibility Norms

- a. Eligibility norms remain the same as mentioned above under lending schemes.
- b. The organization has to submit a detailed project proposal, which should be economically and technically viable and fulfil the social objectives /responsibilities of the organization.
- c. The borrowing organization must have availed a loan under micro-credit scheme of RMK/ SIDBI/ NABARD/ Commercial Banks/Other Financial Institutions and must have repaid as per repayment schedule.

#### 2. Purpose of Loan

The loan under WCTL can be utilized by the borrowing organization for the following purpose:-

- a. For development of infrastructure to implement micro-credit programme like:
  - i. Vehicle to carry SHG products from production place to market place.
  - ii. Work shed to carry out SHG activities.
  - iii. Business outlets/shops for selling of SHG products.
  - iv. For establishment of chilling plant, godown, local haat etc.
- b. To carry out various Government programmes by investing funds availed from RMK and employing SHG members / women entrepreneur.
- c. Procurement of SHG product and marketing.
- d. Purchase/Lease of land to carry out crop cultivation by employing SHG members.
- e. To provide loan to individual women micro entrepreneur or group of women entrepreneurs to undertake income generating activities. The organization has to undertake the marketing of the product of women entrepreneurs and ensure for repayment of loan.
- f. To rehabilitate sick societies having at least 1/3<sup>rd</sup> women members.
- g. To carry out various training / capacity building / skill up-gradation / education program of SHG members / women entrepreneurs.
- h. Life Cycle need: Birth, Death, Education, Marriage, House Construction, Old age, Widowhood, Festival, and other family events etc.
- i. Emergency needs: Medical emergencies, Natural calamities, Theft & Accidents, etc.

#### 3. Maximum Amount of Loan

a. The maximum amount of loan to be provided by RMK to borrowing organization

- will be Rs. 2 crore per State. However, the organization can avail a maximum loan of Rs. 6 crores to operate in 3 States.
- b. Loan amount is to be decided on case to case basis considering the actual need of the loan, financial health/management of the organization, experience/exposure in micro-credit and the creditability of the organization.
- c. The second loan will be considered only after complete repayment of the first loan.
- d. The formula for arriving at the working capital loan amount will be as under: Amount of the Proposed Credit Proposal Available Margin with the
  Organization = Working Capital Term Loan (WCTL).
- e. WCTL availed by the organisation shall be reviewed every year for its proper utilisation.

#### 4. Security

- i. No security for loan up to Rs. 50 lakh.
- ii. In case of loan above Rs.50 lakh and upto Rs.1 Crore, the organization has to provide 10% of the project cost as margin amount in the form of fixed deposit till the total repayment of the loan.
- iii. For loans above Rs. 1 Crore, 10% of the project cost be kept as margin money in the form of fixed deposit with RMK till the loan is repaid and immovable property having value equal to or more than 50 % of loan amount be taken as collateral security by deposit of title deed (Equitable Mortgage) after following the due procedure in mortgaging such properties.
- iv. All the movable assets created out of RMK's loan will be hypothecated to Rashtriya Mahila Kosh.
- v. The organization has to mortgage (equitable mortgage, that is, deposit the title deeds of) the immovable properties which will be taken as collateral.
- vi. Where the on- lending of the loan is made to members of a self-help groups by the NGO/IMOs the assets created out of the loan will continue to remain in the name of the members.

#### 5. Insurance

The borrowing organization/ individual beneficiaries has to ensure adequate insurance cover of the movable and immovable properties/assets which will be created out of RMK's loan.

#### 6. Repayment

To be repaid within 36 months in monthly instalments with an initial gestation period of 6 months.

#### 7. Rate of interest

Same as given above under other Lending Schemes

#### 8. Margin

The organization is required to contribute a margin of 10% of the total working capital term loan to be availed from RMK.

#### 9. Disbursement

Loan amount to NGOs/IMOs/VOs up to Rs.1 Crore to be disbursed in two instalments and loan amount above Rs.1 Crore to be disbursed in 3 instalments (of 40:40:20) after unit visit and based on the reports submitted by RMK's representatives. Disbursement will be made after due approval of competent authority.

#### 10. Monitoring

Like other schemes there will be pre sanction monitoring and post sanction monitoring to be conducted by RMK to evaluate the loan proposal / utilization of loan.

#### vi. Repeat Loan Scheme

For a repeat loan, the NGO/IMO must have promptly repaid **80%** of the previous loan without any break or delay in repayment. All other criteria for assessment, approval etc. will be the same as that of availing a fresh loan under (i) to (iv) Lending Schemes of RMK.

#### **Special Package for North-Eastern Region**

A concessional package for the voluntary organizations of the North-Eastern region for easy access of credit from RMK to meet the credit needs of the poor women of the region in order to remove the uneven presence of micro-credit in the country which is witnessed mostly in North- Eastern region due to poor presence of banking net-work, lack of infrastructure and awareness.

The concessions provided by RMK for NE Region are:

- 1. The organization having completed one year of its registration (previously 3 years) can apply for the loan.
- 2. Margin on loan reduced from 10% to 5%.
- 3. The grace period on repayment of loan enhanced from 6 months to 12 months.
- 4. The repayment period of loan enhanced to five years invariably for all schemes.
- 5. The NGOs to be supported with 10% of the loan sanctioned as capacity building assistance.
- 6. To provide second class sleeper rail fare and where there is no rail link, cheaper class to and fro Air fare to the members of NGOs (up to 2 numbers) for coming to Delhi for execution of documents.

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#### **CREDIT DELIVERY MECHANISM**

Credit is provided to the poor women beneficiaries through Intermediary Micro Financing Organizations (IMOs) working at grass root level such as NGOs, Cooperatives, Not for Profit Companies registered under Section 8 of the Companies Act, 2013, other Voluntary / Civil Society Organizations, SHG Federations and individual women entrepreneurs by following a client friendly, simple, without collateral, for livelihood and income generation activities, housing, and micro-enterprises etc.

The following entities are eligible for RMK loans:

- i) NGOs/IMOs/VOs.
- ii) State Women Development Corporations.
- iii) Cooperative Societies having at least 1/3rd women members.
- iv) Registered bodies of women etc.

It is a single-window organization. Apart from giving micro-credit, it also builds the capacities of SHGs / women members and partner organizations through trainings in financial management including risk management, project management, enterprise development, skill up-gradation, exposure visits, and assistance in marketing to bring about holistic development.

#### **Pricing of Credit**

- RMK may revise the interest rate on the loans availed by NGOs/IMOs/VOs and also on-lending interest rate to SHG/beneficiaries from time to time.
- RMK shall charge interest at the rate of 6% from all NGOs/IMOs/VOs (w.e.f. 17/11/2015).
- The maximum interest shall be charged by NGO/IMO from SHGs/beneficiaries shall be at 10%. (w.e.f. 17/11/2015).

Service Charges: No service charges shall be collected.

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#### CREDIT PROCESS OF RMK

#### 1. Submission/Receipt of Application

- a. The organization must ensure that it fulfils the eligibility norms as mentioned in each scheme.
- b. In case, provision for borrowing/raising loan, is not there in its bye-laws, then the organization shall first convene a meeting of their General Body to pass a resolution to incorporate a borrowing provision in the Memorandum of Association (MOA) or Bye-Laws on the following suggested lines;
  - i. "The organization can raise funds by way of loans/borrowings/donations/grants from Government/ Non-Government/ Foreign Donors/ Banks/ Financial Institutions and other Funding Agencies in pursuance of its aims and objectives".
  - ii. The amendment should then be duly get incorporated in the MOA/Bye laws and a certified copy of the amended MOA/Bye laws should be submitted along with application to the RMK.
- c. Organization must pass a resolution in the managing committee for applying for loan from RMK mentioning the specific purpose and amount of loan.
- d. Organization shall fill up all the columns as per the Application Form. If any appendix / additional sheets are required to be attached, these should be in the same format as shown in the Application form.
- e. Organization must ensure that all the documents as mentioned in the Application Form are enclosed and page numbers indicated.
- f. The Application Form and other documents must be typed neatly/ hand written supported by legible photocopies of the original (MOA, Bye-Laws, Audited Accounts etc.)
- g. The Application Form along with required documents may be forwarded by registered post to RMK office, New Delhi or submitted in person accordingly. The details of all end beneficiaries (name, address and Aadhar No.) by NGOs/IMOs while applying for loan from RMK may preferably be fed online through e-loan software.

#### 2. Scrutiny of Application

#### **Desk scrutiny**

On receipt of loan application from any entity, a preliminary desk scrutiny will be done based on the existing eligibility norms.

After scrutiny, one of the following three options may emerge:

- a. Application is found eligible and considered for Pre-sanction study. In such cases a pre-sanction study is undertaken by the RMK's own officers/authorized agencies/teams.
- b. Application is found incomplete due to lack of complete information. In such cases, a letter is issued by RMK to the applicant organizations for additional information and the matter will be considered afresh on receipt of complete information.

c. Application is not found eligible as per existing norms. In such cases, the organization is accordingly advised by RMK.

#### 3. Credit appraisal

- a) Credit Risk Assessment Under:
  - Management
  - Finance
  - Portfolio and Risk Management,
  - Organizational Structure
  - System and Processes
  - HRD
- b) Credit Risk Rating Score
- c) Ratio Analysis
- d) Credit Rating From External Agencies

#### 4. Pre Sanction Study (PSS)

- a. PSS shall be conducted by RMK Officials with prior approval of the competent authority.
- b. PSS will be done as per program schedule and within stipulated time as per norms
- c. PSS will consist of:
  - Field monitoring Visit to the NGO /SHGs and verification of books and records, verification of activities
  - Visit report

#### 5. Delegation of Sanctioning Authority

#### A. Loan committee – constitution (as per Office Order dated 20/09/2016)

- a. Secretary MWCD Chairperson
- b. JS & FA WCD
- c. GM (RMK)
- d. Director (micro Finance), Ministry of Rural development
- e. GM NABARD
- f. Non-Official GB Member
- g. Non-Official GB Member

#### **B.** Loan committee Frame work/Functions

- Scrutiny of individual loan proposals
- Approval/sanction/rejection of loan proposals
- To meet periodically every quarter

#### C. Sanctioning of Loan

- i. Minutes of loan committee meeting sanction of Loans to be recorded individually with the specific comments of members
- ii. Issue of sanction letters individually to loan beneficiaries with all relevant terms and conditions
- iii. Validity of sanction Upto 3 months from date of sanction.

#### **D.** Documentation

- i. As per norms of RBI and legal requirements Viz. Loan Agreement cum Guarantee Deed, Pronote, Acceptance, Undertaking letter, Link Letters, all duly signed by borrower/s along with Bank account details etc.
  - a. With the first drawal Application
    - Arrangement Letter-cum-Guarantee Deed
    - Demand Pro-note
    - Resolution of Managing Committee Stamped receipt
  - b. With the second drawal Application
    - ➤ Disbursement Certificate
    - List of borrowers along with passport photo
    - > Utilization Certificate
    - Quarterly Progress Report
    - ➤ Balance confirmation Certificate

Documentation to be signed on stamp paper in the presence of Officials of RMK at RMK office and photograph to be taken and to be placed on record.

- ii. To be periodically renewed/revived in order to maintain the limitation of the loan. Acknowledgement of Debt (AOD) to be obtained after 24 months from date of loan papers but before completion of 36 months. Subsequently periodicity to be maintained from date of AOD.
- iii. Generally Post-dated Cheques are not to be taken as per RBI norms. But in case if it is taken, the Cheque must be filled in all respects with the amount of instalment and a future date and duly signed. A covering letter with the purpose for which it is given to be duly signed by the borrower.
- iv. Submission of Drawal Application and other documents (A copy of initial drawal application and other formats are enclosed as per Annexure)
  - a. IMOs/NGOs/VOs shall carefully read and follow the instruction contained in the sanction letter enclosed as in Appendix-II. The second drawal application must be submitted after proper utilization of 1st drawal amount. A copy of application for second drawal is enclosed as in –Appendix-IV.
  - b. IMOs/NGOs/VOs shall pass a resolution in the Managing Committee indicating that the terms and conditions are acceptable. It should pass the resolution on any date after receiving the RMK sanction letter. The resolution must be as per the format supplied by RMK (Appendix-V).
  - c. Drawal application and other documents must be filled in properly and completed in all respects and as per the instructions contained in the prescribed forms.
  - d. IMOs /NGOs/VOs shall indicate para wise compliance to the special terms and conditions if any, as mentioned in the sanction letter
  - e. Complete Drawal application and other documents may be submitted together. The same can be forwarded by registered post or submitted in person.
  - f. The Agreement letter-cum-Guarantee Deed refer Appendix-I.

v. Self-declaration from NGO/promoters for attachment of personal assets in case of default of loan repayment.

#### 6. Disbursement

- i. Loan to NGOs/IMOs/VOs for amounts up to Rs.1 Crore to be disbursed in two instalments (50:50) and loan amounts above Rs.1 Crore to be disbursed in 3 instalments (40:40:20) after unit visit and based on the reports submitted by RMK's representatives. Disbursement will be made after due approval by competent authority.
- ii. Disbursement to be done by way of credit to Bank account only in all cases
- The NGOs/IMOs/VOs will take expeditious steps to disburse funds received from RMK to end beneficiary within 30 days from the date of release of funds by RMK. If disbursements to end beneficiary are not made within the above stipulated period, penal interest will be levied @ 2% per annum from 31 days to 60 days and @ 6% per annum thereafter.
- iv. RMK also reserves its right to recall the undisbursed amount by IMOs to end beneficiaries with penal interest in the event of delay in disbursements stipulated as above.
- v. It is advised to obtain loan utilization format within 30 days after the disbursement of RMK loan from each of the borrowers with their signatures/thumb impression). In the event of the IMOs not utilising finance as per the time schedule indicated in the sanction letter, the organizations shall refund unutilised amount within 3 days after the last date indicated in the sanction letter/disbursement advice for completing disbursement. Any delay in making refund of such amount will carry penal interest @ 8% per annum.
- vi. IMOs are required to send to RMK the following information and documents.
  - 1. Stamp Receipt
  - 2. Disbursement Certificate
  - 3. list of borrowers along with passport photo

#### 7. Post Sanction Visit

- a. Post sanction visit shall be conducted within 45 days of disbursement with due permission from the competent authority.
- b. PSV to be conducted by RMK officials other than those who have conducted the Pre Sanction Scrutiny.
- c. PSV consists of:
  - Field monitoring to ensure disbursement is made as per the records produced.
  - Verification of end use by visiting the beneficiaries.
  - Visit report.
- d. The end beneficiaries' unit visit by RMK officials be carried on random sample basis.

#### 8. Recovery & Follow Up

- a. Monitoring of instalments of repayment
  - o IMOs will send one-time-information within 3 months from the date of

- disbursement of loan to RMK via e-loan monitoring system of RMK and email/registered post.
- Quarterly reporting of Group-wise Loan Utilization Certificate & status of loan repayment.
- b. Loan Committee to monitor cases every quarter.
- c. NGOs / IMOs defaulting in their three consecutive instalments/ repayments shall be blacklisted and legal proceedings initiated for recovery against them.

#### 9. Monitoring and reporting:

RMK to obtain following statements from NGOs/IMOs/VOs through post / email / online loan monitoring system.

- i. Quarterly statement on details of loans from financial institutions as per prescribed format.
- ii. Income and expenditure statement as at 30<sup>th</sup> September and 31<sup>st</sup> March.
- iii. Audited Balance Sheet.
- iv. The above statements are to be reviewed to ascertain that NGO/IMO/VO is implementing the project as per projections and also to ascertain the reasons for non-achievement of projections if any and steps taken / proposed to achieve better progress.
- v. RMK to ensure the amount recovered from SHG's, by NGO/IMO are promptly credited to the loan account.
- vi. The statement indicating the details of amount on-lent, total demand, collection, overdue and recovery percentage on quarterly basis, certified by Chartered Accountant, as per the approved format.
- vii. The details of the loan outstanding as per the approved format, disclosing the arrears if any.
- viii. NGO/IMO shall maintain a Ledger for individual beneficiaries of SHGs as a record for having transferred amount to their respective accounts apart from the ledgers maintained for disbursements made to groups.

#### 10. Personal Guarantee

A self-declaration from NGO/ promoters may be taken at the time of documentation to the effect that his personal assets may be attached in case of default in repayment of loan by NGO.

#### 11. Financial Statements of NGOs/IMOs/VOs

Financial statements NGOs/IMOs are summary of quantitative data depicting overall financial health of an NGO/IMO. Therefore, they not only enable an assessment of how well an NGO/IMO is doing but also provide clues of the specific areas that require management attention. There are four basic categories of financial statements for an NGO/ IMO, which are given below.

#### **Categories of Financial Statements**

Financial Statement	What does it convey?
1.Income/Expenditure	Income generated by the NGO/IMO and its different sources
Statement	(e.g. operation, investment etc.).  Expenditure of NGO/IMO to earn this income - whether
	operating income is greater than operating expenses?
2.Balance Sheet	Overall financial position of the NGO/IMO. What is owned by the NGO/IMO
	- Amount of assets; What % of assets is performing/
	generating income and what is not?
	How does the NGO/IMO finance its assets — through liabilities (obligations to others) or through equity?
3.Portfolio Report	Quality of Portfolio - what portion of portfolio is good or bad?
4.Cash Flow Statement	Sources of cash of the NGO/IMO, Liquidity position of the NGO/NGO/IMOS.
	How the NGO/IMO is spending or using the cash?

When coupled with existing evaluation of operational and field-level performance, financial statements provide crucial insights, to take informed and timely decisions concerning NGO/ IMO's operations. To take timely decisions, it is imperative that these statements are produced on time. If they are not produced accurately and punctually, the analysis may be misleading or unreliable.

#### 12. Portfolio Report (PR):

The Portfolio Report provides an overview of the performance of an NGO/IMO's largest income generating asset, the loan fund. Therefore, a separate report is required to track the most important portfolio. The report becomes very crucial in a sense that safeguarding the quality of loan portfolio is the primary responsibility of an NGO/IMO's management.

Like Income Statement, Portfolio Report is also prepared for a particular period. The report also includes an aging analysis of loans. It provides details on age of arrears. The rationale of doing this exercise is to determine the risk attached with loans based on the age of arrears as there is likelihood that NGO/IMO may not be able to recover the entire remaining outstanding balance of such loans.

Portfolio report of an NGO/IMO

1 of thomo report of all 1100/111.	10			
PARTICULARS	YR1	YR2	YR3	DESCRIPTION
Total value of loan disbursed				Amount of total loans disbursed in a
during the period				specific time period
Total no. of loan disbursed				total no. of loan disbursed during a

during the period	specific time period
	No of loans which still have amounts
No of Loans Outstanding (end	due (both past and future dues) on them.
of Period)	Loans repaid in full not considered.
	Principal balance (Not Total Disbursed
	amount) - Total amount of loan which is
Value of Loans Outstanding	still due (interest outstanding is not
(end of Period)	included).
	Opening balance of loan outstanding on
Average Outstanding Balance	the first date + closing balance at the last
of Loans	date divided by month/quarter+1.
Value of payments in arrears	Refers to principal only due and not
(end of Period)	received.
Value of Outstanding Balance	Total principal balance(less interest) of
of Loans in arrears (end of	such loans with one or more payment in
Period)	arrears.
Value of Rescheduled Loans	All outstanding loans whose terms have
Outstanding (end of Period)	been changed.
Value of Loans Outstanding for	
which repayment is yet to begin	All outstanding loans for which
(end of Period)	repayments have not started.
Value of loans written off	Loans determined non-recoverable and
during the period	written off.
	Average size of loans at the time of
Average Loan size	disbursement.
	Average number of months in which the
Average Loan term (in Months)	whole loan is to be repaid.
Total amount of Principal	Total principal repaid including cost due.
collected during the period	
Total amount of Principal due	Total amount of principal to be repaid
during the period	including cost due.

### Aging analysis of all outstanding loans

	Number	Outstanding	Portfolio	Loan loss	Loan Loss Reserve
	of loans	Balance of	at Risk (PAR)	Provision	Amount
		Loans	[(II)	Rate (As	
			as% of	Applicable To NBFC	
			(IV)]	NGO/IMOs) [IV]	
	(I)	(II)	(III)	[1 4 ]	(V)
Current loan (with no past-due)					
				1 %	
1-30 days past due				1 %	
31-60 days past due				1 %	
61-90 days past due				1 %	
91-180 days past due				50 %	
> 180 days past due				100%	
Total				-	

The aggregate loan provision to be maintained by NGO/IMO at any point of time shall not be less than the higher of a) 1% of the outstanding loan portfolio or b) 50% of the aggregate loan instalments which are overdue for more than 90 days and less than 180 days and 100% of the aggregate loan instalments which are overdue for 180 days or more.

### 13. Financial Ratios\*:

Financial Ratios are the tools that help managers primarily to reflect on financial statements on five aspects.

### Financial Ratios for NGOs/IMOs/VOs

Ratio	Formula	What does it tell?	Remarks & Benchmark
(1) Current Ratio	Current Assets Current	Indicates adequacy	An increasing trend is
	Liabilities	of current assets to meet current	Higher the ratio, greater the liquidity cushion. (> 1 .33)
		obligations (short- term debt repaying ability)	
(2) Capital	NWx100	Indicates the capital position of NGO/ IMO to support both growth of loan portfolio and	
Adequacy Efficiency	RWA	potential deterioration in assets.	
Ratios	NW- Net Worth RWA-Risk Weighted Assets	An increasing trend greater the leverage	d is positive. Higher the ratio, $e (> 20\%)$ .
(3) Cost per unit of money lent	Operating cost Value of Loans disbursed	Indicates efficiency in disbursing loans (in monetary terms)	A decreasing trend is positive. Lower the ratio, greater the efficiency of money utilised.
(4) Portfolio at risk	Balance of Loans in arrears / Value of loan outstanding	Measuring amount of default risk in portfolio	A decreasing trend is positive. Lower value means lesser risk exposure of portfolio.
(5) Current repayment rate	Principal recovered / Principal due for the period	Indicates collection efficiency w.r.t. amount due	An increasing trend is positive. Higher the rating, lesser the default risk.

<sup>\*</sup> Mandatory for loans above Rs.50 lakhs

## 14. Assessment of Self Help Groups (To be submitted by NGO/IMO/VO)

Name of SHG:

Name of NGO/IMO/VO:

(Facilitator)

SL NO	CRITERIA	ASSESMENT BASIS	MARKS	VERIFIABLE SOURCE	MARKS SCORED
1	Number of members	a) From 16 & upto 20	10	Attendance register	
		b) Between 10-15	07		
		c) Less than 10	05		
2	Composition	a) Target Group only	10		
				Based on Judgement of assessing officials	
3	Age of the SHG	a) More than 2 years	10	By law / register	
		b) 1-2 years	07	(6.46)	
		c) 6 months to 1 year	05	1.0	
4	Attendance of members in	) M 4 000/	10		
4	the	a) More than 90% b) 70% to 90%	10 05	See explanation at the end of this	
	group meetings	· '			
5	Awareness among members	c) Less than 70% a) Known to all members	02 10	table(*) By attending Group	
,	knowledge of SHG rules,	b) Known to 50%	07	meetings one to one	
	knowledge of ShG fules,	Known to less than	07	meetings one to one	
	functions, procedures of	c) 50%	03	discussions with	
	meeting etc.	( ) 50,0		members	
6	Feeling of	a) Very strong	07	By personal	
Ü	Homogeneity/Solidarity	b) Moderate	04	observations and	
	11011109011011,70011011111,	c) Not very much	00	interactions with	
				members	
7	Participation in group	a) Participation by	10	By personal	
·	discussions	majority		observations during	
		b) Participation by only	05	Group	
		few		meetings.	
8	Rotation of Group Leaders	a) Every year	05	By verifying minutes	
	-	b) Between 1-2 years	02	book	
		c) Once in two years	01		
9	Imposition of sanctions and	a) Strongly enforced	10	By verifying loan	
	enforcement of bye laws			ledger savings	
				register minutes book	
				etc.	
10	Group meetings	a) 4 meetings per month	10	By verifying minutes	
		b) 2-3 meetings per	07	book and cross	
		month		verification with	
		c) 1 meeting per month	05	group members	
11	Maintenance of books and	Attendance register		By personal	
	records	Minute Book		verification of	
		Loan register	10	relevant	
		Savings Ledger		books/ledger	
		Internal Pass Book			
12	Minutes book	a) Written in detail	05	Peruse minutes book	
14	TVIIIIUUGS OOOK	b) Maintained but does		pertaining to	
		not contain full		meetings held during	
		information	03	last 3 months	
		mormanon	03	ast 3 months	
			<u> </u>	<u> </u>	

13	Savings: a) Regularity	But def	ult rate is upto 10% Upto 25% Upto 50% Tault is met during Uning month.	10 07 05	By perusing savings register	
	b) Quantum of (through me only) at the assessment	embers	nan Rs.50000/ - n Rs.2000/ - and 0/ -	10 07	- Do-	
		Below	Rs.2000/ -	05		
14	a) Groups inte utilisation o grant of into	of savings by b)	51% to 90%	07 04 02	By perusing savings/Loans register and ascertaining from	
	b) Interest rate internal Loa		purpose	05 02	members	
		c)	18 to 30 %	01		
	c) Group's int Recovery R		Between 80 to 95%	07 04 02	-do-	
	d) No of mem benefited or Internal Loa	ut of b)	Between 25 to 50%	07 04 02	-do-	
15	Sanction and Disburs		loans, Disbursement, recovery are made in group meetings	10	By cross verifying dates in the loan ledger with minutes book and also	
		b)	meetings.	05	ascertaining from group leaders and members	
16	Operation of Bank ac other dealings with ba		ted members	07		
	TOTAL MARKS SCORED					

#### **MARKS -** Max. – 160

SCORING	STATUS FOR SELECTION
SHG with more than 125 points	Selection without reservation
SHG with 100 – 124 points	Selection with caution
SHG with less than 99 points	Need further development before linkage evaluation may again be taken after 3 months

<sup>\*</sup>Item No 4 - Explanation - Please use following formula

Total number of members attending meeting during last three months X

100

### 15. Rating Model for NGO/IMO/VO

### APPLICABLE FOR CREDIT SANCTIONS

SL NO	PARAMETER	BASIS FOR ASSESMENT	VALUE	MAX MARKS SCORED
I. MA	NAGEMENT	30	0 MARKS	
1	Experience in micro finance	More than 5 years	5	
		4 to 5 years	4	
		3 to 4 years	3	
		2 to 3 years	2	
		Less than 2 years	0	
		NGO/IMO based and		
2	Representative nature of the	functioning in the area	4	
	NGO/IMO to the local area	NGO/IMO based elsewhere but		
	community	it is working in the area	3	
		NGO/IMO based elsewhere but	2	
		new to the area		
		Newly established NGO/IMO	1	
3	Number of villages covered	Above 50	4	
	under various programmes	26 to 50	3	
		11 to 25	2	
		1 to 10	1	
4	Interest evinced by governing	Meets frequently - 4 or more	2	
	body/management committee	times in a year		
		Meetings are well attended with attendance more than 70%	1	
		Meetings are not conducted	0	
,		Frequently - less than 2 times in		
		a year.		
5	Management inspections on	Periodical checking of cash and	3	
	Money handling	record maintenance		
		Occasional checking when	2	
		suspicion arises		
		No checking in place	1	
6	Commitment for socio	Strong focus on development of	2	
	economic development	poor women		
		Submitted within 5 months		
7	Transparency in operations,	from closure of accounts	6	
	submission of audited Balance			
	Sheet and P & L Accounts –	Submitted within a period of >5	4	
	Financial data in required	months but < 8 months		
}	.format	Delay of more than 8 months	1	

SL	PARAMETER	BASIS FOR ASSESMENT	VALUE	MAX
NO		Brisis For risplanter (1	VILLEE	MARKS
1,0				SCORED
8	Management information	Fully computerized	4	
ļ	·System (MIS).	Partly manual and partly		•
		computerized	2	
		Only manual	0	
II. CA	APACITY	· 1	0 MARKS	3
1	Organizational capacity and	Availability of experienced and	1.5	
	managerial competence	professional staff	(0-1.5)	
		Adequacy of Infrastructure		
ŀ	·	·	1.5	
		·	(0-1.5)	
2	Trained Manpower	Adequacy of manpower trained	1(0-1)	
		in financial intermediation		
		In house training arrangements if		
		any	1(0-1)	
		Arrangements in obtaining training of staff	1(0-1)	
		training of starr		
		Whather Agency is undertaking		
		Whether Agency is undertaking	1(0-1)	
		training of other		
		NGOs/IMOs/VOs/SHGs etc		
			1(0-1)	
3	Proficiency / expertise of		3(0-3)	
	CEO/Key managerial staff in			
	micro finance			
III. C	ORE COMPETENCY	5	MARKS	
1	Experience/Proficiency in	Whether the agency has	1(0-1)	
ł	'group related savings and	adequate experience under	, ,	
	credit activities	savings and credit programmes		
		Experience in promotion and		
			1(0-1)	
		nurturing of SHGs and in		
		linking with Banks		
		Experience in other innovative	1(0-1)	
		credit delivery mechanisms.		
		Various types of promotional		
		1	1(0-1)	
		support provided by the		
		Agency.		
		One time repayment	1(0-1)	
		performance by members to		
	<u> </u>	the groups/NGO.		

<u>C</u>	REDIT THRIFT MANAGEMEN	NT	15 MARKS
1	Financial management	a)Whether agency is able to mobilize adequate resources b)Extent of involvement of	1(0-1)
		internal resources other than institutional borrowings c)Repayment obligations to	1(0-1)
		Banks/FIs d)Lower level overdues to total	1(0-1)
		loans outstanding e)Satisfactory book keeping	1(0-1)
		o, same actory occur meeping	1(0-1)
2	Sustainability of operations	a)Already sustainable in its operations	5
		b)Sustainability expected in less than 3 years	4
		c)Sustainability expected in more than 3 years	2
		d)No possibility of achieving sustainability	0
3	Grant support (dependence on	Extent of dependence on donors:	5(0-5)
	donor's assistance for	High – 1	
	Managerial / Operational	Medium – 2	
	Expenses)	Average – 3	
		Low – 4	
		None -5	
	SET QUALITY	T	15 MARKS
1	Gross NPA to gross Advance	Less than 2.50%	5
		2.5 to 5 %	3
		More than 5%	$\begin{bmatrix} 2 \\ 0 \end{bmatrix}$
		More than 10%	0
2	Management of overdue loans	Less than 5%	5
	(Age of overdue loans for more	5 to 7.50%	$\begin{bmatrix} 3 \\ 2 \end{bmatrix}$
	than 30 days but less than 60	7.60 to 10%	$\begin{bmatrix} 2 \\ 0 \end{bmatrix}$
	days overdue % to total loans)	More than 10%	0
3	Repayment rate (based on	Having more than 95% recovery	5
	% recovery)	Having 90% to 94 %	$\begin{bmatrix} 4 \\ 2 \end{bmatrix}$
		Having 85 to 93%	$\begin{bmatrix} 3 \\ 2 \end{bmatrix}$
		Having 80 to 84 %	$\begin{bmatrix} 2 \\ 0 \end{bmatrix}$
		Less than 80% recovery	0

VI. OPERATIONAL	EFFICENCY		MARKS 20
1 Based on cover	rage of end	Having more than 10000	20
beneficiaries		beneficiaries	
		Having more than 5000 but <	15
		10000 beneficiaries	
		Having more than 1000 but <	10
		5000 beneficiaries	
		Having more than 500 but <	5
		1000 beneficiaries	
		Having more than 500	0
_		beneficiaries	_
VII. RESOURCES &	ASSET LIABI	LITY MANAGEMENT	MARKS 5
1 Portfolio in arr	ears	Payment in arrears	(0-5)
		Value of loans O/S	Decreasing
		The figure indicates amount of	trend is
		loan payments past due	positive
			Lower
			value
			means
			lesser risk

#### **REMARKS:**

- Total appraisal would be done on a scale of 100.
- The appraisal is supposed to be made as desk appraisal on the basis of information to be furnished by an NGO and after sufficient local enquiry.
- Values in the case of parameters II(1), (2), (3), ; III (1); IV (1), would be imputed based on the assessment of strengths of NGO in relation to those parameters by the appraising officer, whereas in the case of other parameters, absolute values as indicated against each one of these would be given if the NGO is satisfying them.
- No NGO would be expected to achieve 100 out of 100. A good NGO would be able to secure up to 75% of the total marks i.e. 75 and hence 75 marks would be presumed as full marks for the purpose of assessment. In order to be eligible for assistance with RMK, an NGO has to secure at least 40 out of total 100 would qualify for the assistance.

•	Scoring	Status for selection
•	NGO/IMO with more than	Collaboration assistance with reservation
	60 – 74 marks	
•	<b>NGO/IMO</b> with 40 - 59	Collaboration assistance with Caution
	marks	
	NGO/IMO with less than 40	Collaboration assistance not recommended
	marks	

The above norms/guidelines are illustrative in nature and would have to be viewed in totality while considering the suitability of an agency for providing promotional/loan assistance for financial intermediation. These norms/guidelines are intended to be more in the nature of aid/guidance in the appraisal of the proposals received from NGOs for any micro credit programme requiring financial assistance. It is envisaged that a development and pragmatic approach would be followed while dealing with such institutions.

### RASHTRIYA MAHILA KOSH

B-12, 4th Floor, Qutab Institutional Area, New Delhi- 110016

#### APPLICATION FORM FOR RMK LOAN SCHEME

	me ect Cost (Amt in Rs.) ount Required (Amt in Rs.)	:			
l. ORGA	NISATION DIRECTOR	Y			
(a)	Name of the Organisation		:		
(b)	Address		:		
(c)	State		:		
(d)	District		:		
(e)	Block		: <u> </u>		
(f)	Phone No. (with STD Cod	e)	: <u> </u>		
(g)	Fax No. (if any)		: <u> </u>		
(h)	Nearest Railway Station		:		
(i)	Registration no. of the Org	ganisation	:		
(j)	Date of Registration		:		
(k)	Date of Renewal, if any		:		
	Unique ID generated at NO				
	Unique code generated at I	PFMS portal			
	Area of Operation :		:		
(0)	Name of the Bank of Orga	nisation	:		
(p)	Account No.		:		
(q)	Name and Designation of	Chief Functionary	:		
2. Detail o	f Executive Committee m	nembers			
S.No.	Name	W/o or D/o	Designation	Address with Door	Land line no./

,	S.No.	Name	W/o or D/o or S/o	Designation	Address with Door no. / Street / Village / Town / District	Land line no./ Mobile no.
	(1)	(2)	(3)	(4)	(5)	(6)
Ι						

#### 3. Details of Socio-economic Developmental Programmes conducted by the organisation during the last 3 years (year wise)

Year	Name of the Programme	Funded by	Amount received	Achievements
(1)	(2)	(3)	(4)	(5)

**Note:** Please enclose a copy of your annual reports of last three years.

## 4. Experience of the organisation in CREDIT Activity during last three years (year wise). (Amount in Rs.)

Years	Amt. of loan outstanding from previous year (31.3	Amt. of loan disbursed during the year	Total =2+3	Demand amount, which due for was recovery as on	Amount actually recovered as on	Over due as on (5-6)	Percentage of recovery (%)	Outstanding at the end of the year 31.3 (4-6)
1	2	3	4	5	6	7	8	9

This statement is the consolidated figures of statement (5)

#### 5. FORMAT OF DEMAND COLLECTION AND BLANCE REGISTER (DCB)

- a. Loaning made to SHG members out of their own savings (Inter loaning)
- b. Loaning made to SHGs out of the funds received from funding agencies.
- c. Loaning made to SHGs from Bank where NGO acts as a facilitator.
- d. Loaning made to SHGs out of own funds of NGO.

#### YEAR WISE (Last three years)

SL. No.	NAME OF SHG	Amt. of loan outstanding from previous year (31.3	Amt. of loan disbursed during the year	Total =3+4	Demand amount, which was due for recovery as on	Amount actually recovered as on	Over due as on (6-7)	Percentage of recovery (%)	Outstanding at the end of the year 31.3 (5-7)
1	2	3	4	5	6	7	8	9	10
1									
2									
3									

Separate DCB statement for A, B, C, D category has to be submitted by the NGO (year wise and SHG wise for last 3 years).

It should be tallied with other related statements/information furnished by the NGO, any.

"Nil" statement may be submitted regarding A or B or C or D if the NGO does not have any experience under any such category.

Note:- The details in S.No. (5) should tally with the books of SHGs and with the data maintained by NGO.

## 6. Experience of the organisation in thrift/savings and formation of SHGs. Please give details as below (Position as on \_\_\_\_\_\_\_\_). Detailed list SHG-wise

(Amount in Rs.)

Sl. No.	Name and Address of SHG	Date of Formation	No. of Members	Savings Mobilised	Loan given out of savings	Amount Received	Amount of loan outstanding
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Total							

Note:- The details S.No. (6) should tally with the books of SHGs and with the data maintained by NGO.

#### 7. Proposed lending programme in the current year

(Amount in Rs.)

Sl. No.	Category of Loan	Name of Activities	No. of SHGs	No. of Borrowers	Average amount of loan per beneficiary	Total Amount Required
(1)	(2)	(3)	(4)	(5)	(6)	(7)

#### 8. Sources available with the organisation

(Amount in Rs.)

Sl. No.	Source	Balance at the beginning of year	Amount expected during the current	Total amount year
(1)	(2)	(3)	(4)	(5)
1.	Own Sources			
2.	Savings of SHGs/members			
3.	Recovery of loans from SHGs/members			
4.	Other sources such as grants/donations, etc.			
5.	Borrowings (other than this application of RMK)		_	
6.	Total			

#### 9. Financial Assistance required from RMK

(Amount in Rs.)

Sl. No.	Category of Loan	Name of Activities	No. of SHGs	No. of Borrowers	Average amount of loan per beneficiary	Total Amount Required
(1)	(2)	(3)	(4)	(5)	(6)	(7)

10.	Financial	position of the	organisation as	per Balance Sheet	(As on
T () +	# 11110011101001	DODICION OF CHE	OI CHILIDHUIOII HO	Joi Daimice Sheet	LAN OIL

(Amount in Rs.)

LiabilitiesAssetsCorpus fundFixed AssetsLoan from Financial InstitutionsLoan to SHGsOther Current LiabilitiesOther Current AssetsTotalTotal

(Details of borrowing if any, may be in the proforma below)

Name of the Lending Institution	Date Borrowed	Amount Repaid	Amount Outstanding	Balance of borrowings	Overdue, if any
(1)	(2)	(3)	(4)	(5)	(6)

(Copies of Sanction letters to be enclosed)

#### 11. Organisational Set-up and Training

(i) Details of staff

No. of staff with the organisation	Trained	Untrained	Total
(1)	(2)	(3)	(4)
(a) Office/Supervisory Staff			
(b) Field/Extension Staff			
Total			

<sup>(</sup>ii) Details of arrangements available with the organisation for training of Staff/SHGs.

#### 12. Check List

S No	Details of Enclosures	Yes/No	Page No.
1.	Attested Copy of the Registration Certificate/Renewal		
2.	Attested copy of MOA & Bye-laws		
3.	Indicate the provision to borrow from outside agency		
4.	Detailed Objectives of the Organization		
5.	Details of Bio-data of the Chief Functionary experience in social sector		
6.	List of current Managing Committee members duly attested		
7.	Resolution for seeking credit assistance from RMK		
8.	Consolidated audited accounts for the last 3 years		
9	Annual Reports for the last 3 years		
10	Copies of sanctions received from funding agencies/Govt. Departments etc		
11.	Utilisation certificate received for funding agencies		
12.	Undertaking to charge rate of interest not more than 10% NGO to SHG to ultimate beneficiary on reducing balance		
13.	Undertaking to keep the registration of the organization alive during the currency of RMK loan		
14.	Undertaking that office bearers should not be elected members of any political party		
15.	Undertaking to inform RMK in case of changing address.		
16.	If borrowed from other organizations, No Dues / Overdues certificate from funding agencies		
17.	Details of Socio-Economic development activities implemented during the last 2/3 years		
18.	Passport size photographs of the President, Secretary & Treasurer of the organization duly attested by a Gazetted Officer each photo to be attested individually.		
19.	Certificate regarding proof of residence of the President, Secretary and Treasurer with their present and permanent address duly attested by a Gazetted Officer		
20.	Details of arrangements available for organizing training for its Staff/SHGs		
21.	Copy of resolution in case of dissolution of the organisation / Undertaking Rs. 50/- for dissolution clause		
22.	Clause of 2/3rd quorum in MOA byelaws.		
23.	DCB for the last three years		
24.	Registration Details with NGO-Darpan		
25.	Registration Details with Public Financial Management System (PFMS)		
26.	Aadhaar linked Bank account details of end beneficiaries along with their mobile number		
27.	Copy of documents of Immovable Property of IMOs/ Promoters, if applicable.		

27. Copy of documents of minovable Property of INOS/ Pr	omoters, if applicable.	
DECLARATIO	N	
I(FULL NAME WITH DESIGNATE the application form and the annexures are correct and tally concealment of facts/misrepresentation/indulgence in illegitimal sanction and as a consequence thereof, the Rashtriya Mahila Kostobe proceeded against under the relevant provisions of the law of the content of th	with the records of our org te practices which are violatives is is put to monetary loss, will	anisation and any ve of the terms of
Place: Date:	` ` `	with official stamp) nation of Chief Executive
Encl:		

By Regd./ Speed post

#### RASHTRIYA MAHILA KOSH

B-12, 4th Floor, Qutab Institutional Area, New Delhi- 110016

#### **SANCTION LETTER**

Datad			
Dated			

## SUBJECT: SANCTION OF CREDIT LIMIT UNDER MAIN LOAN / LOAN PROMOTION SCHEME

Dear	Sir / M	dam,		
applic that	we	to your letter no		
i)	Finan	ial assistance sanctioned by RMK: RsLakhs		
ii)	Rate	Finterest on RMK finance from NGO/Organization to RMK : 6% per annum		
iii)	Rate of interest on loans to be given by the NGO/ Organization on reducing balance NGO/Organization to			
	a)	Self Help Groups: Not Exceeding 10 % per annum		
	b)	Ultimate beneficiaries directly by the NGO/Organization		

#### iv) Repayment period:

- 1. Loans drawn by the NGO/Organization are to be repaid in 30 monthly installments within a maximum period of 3 years inclusive of moratorium period of 6 months (one year incase of Gold Credit Scheme).
- 2. This sanction is subject to the General and Special Terms and Conditions contained in Chapter 5 & 6 and execution of required Agreement and Documents by your authorized officer in favour of RMK.
- 3. The provision of the Agreement referred to in Para 2 above has to be observed and followed by your organization and these conditions shall be deemed to form part of this sanction letter.
- 4. Finance/Refinance will not be admissible to the NGO/Organization against loans recovered or fallen due at the time of release of finance/refinance by RMK.

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#### 5. Furnish

- (i) Master list of total SHG's members under your organization
- (ii) List of SHG members already covered under external borrowing including earlier RMK loans and
- (iii) List of SHG members to be financed under the present RMK loan with their aadhaar linked bank accounts and phone numbers.
- 6. All documents are to be executed at RMK office, New Delhi in the presence of RMK officer by the Authorised Officer, Guarantor and one Witness of your above three functionaries to be produced at the time of execution of documents at RMK Office, New Delhi. Also bring the office copies of all the documents submitted by you for seeking any clarification that may be required after taking prior appointment with the undersigned over telephone.
- 7. Furnish 30 post-dated Cheques favoring Rashtriya Mahila Kosh, New Delhi duly signed by the authorized signatories.
- 8. This sanction will become effective only after receipt of the following:
  - i. NGO/Organization's application in the prescribed proforma for the first drawal together with the loan Agreement-Cum-Guarantee Deed duly executed by your authorized officer(s), Demand Pronote and Resolution of the Managing Committee (as per proforma enclosed).
  - ii. Your confirmation in writing that the terms and conditions of this sanction are acceptable to your organization.
  - iii. Certificate signed by the competent authority indicating page No. & Para No. of bye laws / MOA that the NGO / Organization has necessary borrowing power.
- 9. Please acknowledge receipt of this sanction letter on duplicate copy thereof.

Yours faithfully,

# APPLICATION FOR DRAWAL

The Executive Director, Rashtriya Mahila Kosh, B-12, 4th Floor, Qutab Institutional Area, New Delhi- 110016

Dear Sir/Madam,

## SUBJECT: APPLICATION FOR DRAWAL OF FUNDS

1	Please refer to your Sanction Letter No dated sanctioning
	finance/refinance to us of Rs We confirm having sanctioned loans of
	Rs to our constituent(s)/SHG (hereinafter referred to as 'the borrowers') under the
	above mentioned scheme of development approved by the RMK for which we intend to avail of the
	finance / refinance sanctioned by the RMK under your above mentioned letter.
2	Out of the aforesaid loans sanctioned by us, we have advanced / will advance a sum of Rs
	to the borrower(s) upto Details of the number of borrowers, purposes and the
	loan amount proposed to be disbursed is given in APPENDIX.
3	Interest on the above amount disbursed / to be disbursed (i) to the SHGs or (ii) directly to the ultimate borrower(s) by the NGO/IMO/Organization will be charged @ not exceeding 10% per annum, on reducing balance.
4	We now request you to disburse to us a sum of Rs and remit the funds by a Demand
	Draft payable at Branch against our advances already made /to be made
	to the borrowers under the scheme as mentioned under paragraph 1 above. The finance to be
	drawn by us as above will be repaid to the RMK on or before the dates indicated below or on dates
	as RMK will advise in its dishursement advice

#### REPAYMENT SCHEDULE

No of Instalments	Amount to be repaid on or before	No of Instalments	Amount to be repaid on or before
1.		16.	
2.		17.	
3.		18.	
4.		19.	
5.		20.	
6.		21.	
7.		22.	
8.		23.	
9.		24.	
10.		25.	
11.		26.	
12.		27.	
13.		28.	
14.		29.	
15.		30.	
		Total	

5. To enable you to release the finance requested for as above, we are now furnishing the following further information and documents required by you

/*\	_		
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- (i) Master list of total SHG's members under your organization
- (ii) List of SHG members already covered under external borrowing including earlier RMK loan and
- (iii) List of SHG members to be financed under the present RMK loan with their aadhaar linked bank accounts and phone numbers..
- (ii) Our Arrangement Letter-Cum-Guarantee Deed dated \_\_\_\_\_ duly executed by our authorized officer along with a Demand Pronote of Rs. \_\_\_\_ and a true copy of Resolution passed by our Managing Committee in this regard are enclosed.
- (iii) We hereby accept the terms and condition detailed in your Sanction Letter No.

  \_\_\_\_\_\_ dated \_\_\_\_\_\_ and undertake that whatever security we have obtained or may obtain from time to time from the borrower(s) to secure the loan in question will be held for and on behalf of the RMK and any realization or recoveries from the borrower(s) under the said loans will applied to repay the loans of RMK, if outstanding, as per the agreed repayment schedule indicated in Para 5 above.

Yours faithfully,

Authorized Officer of SO/Organization with official stamp.

# APPENDIX TO APPLICATION FOR DRAWAL

## Details of proposed loan disbursement

Name & Address of	
NGO Organization	(Amount in Rs.)

Name of Area			NI	Pro <sub>j</sub> Nur	posed mber	Average	Total Amount	Remarks	
SHG	Village	Block	Distt.	Name of Activity	SHGs	Beneficiaries		proposed to be disbursed i.e.(7x8)=9	
1	2	3	4	5	6	7			

Note: NGO/SO/Organization is requested to give the proposed programme on actual requirements basis and adhere to the proposed programme without any deviation.

Signatures of the Chief functionaries

# APPLICATION FOR SECOND DRAWAL / SUBSEQUENT DRAWALS

The Executive Director, Rashtriya Mahila Kosh, B-12, 4th Floor, Qutab Institutional Area, New Delhi- 110016 Dear Sir/Madam,

## SUBJECT: APPLICATION FOR SECOND DRAWAL OF FUNDS

l	Please refer to your Sanction Letter No.	dated
	sanctioning finance/refinance to us of Rs	We confirm having sanctioned loans
	of Rs (Rs	
	constituent(s)/SHG (hereinafter referred to as 'the l	porrowers') under the above mentioned
	scheme of development approved by the RMK for w	which we intend to avail of the finance /
	refinance sanctioned by the RMK under your above me	entioned letter.
2	2 We advise that out of the aforesaid loans sanctioned by	us, we have advanced / will advance a sum
	of Rs to the borrower(s) upto	Details of the number of
	borrowers, purposes and the loan amount proposed to b	
	application.	
3	Interest on the above amount disbursed / to be disbu	ursed (i) to the SHGs or (ii) directly to the
	ultimate borrower(s) by the NGO/SO/Organization v	vill be charged @ not exceeding 10% per
	annum, on reducing balance.	
1	4 We now request you to disburse to us a sum of R	s and remit the funds by a
•		
	Demand Draft payable at I  /to be made to the borrowers under the scheme as	
	finance to be drawn by us as above will be repaid to	
	below or on dates as RMK will advise in its disbursem	ent advice.

# REPAYMENT SCHEDULE

No of Instalments	Amount to be repaid on or before	No of Instalments	Amount to be repaid on or before
1.		16.	
2.		17.	
3.		18.	
4.		19.	
5.		20.	
6.		21.	
7.		22.	
8.		23.	
9.		24.	
10.		25.	
11.		26.	
12.		27.	
13.		28.	
14.		29.	
15.		30.	
		Total	

5.	We certify that the proceeds of earlier drawal made from RMK of Rs were fully disbursed as per the approved terms and details of disbursements, borrowers list, utilization
	certificate have been sent to Rashtriya Mahila Kosh on (date).
6.	We hereby undertake that whatever security we have obtained or may obtain from time to time from the borrower(s) to secure the loan in question will be held for and on behalf of the RMK and any realization or recoveries from the borrower(s) under the said loans will applied to repay the loans of RMK, if outstanding, as per the agreed repayment schedule indicated in Para 5 above.
7.	To enable you to release the finance requested for as above, we are furnishing the following information/documents:  (i) Pronote of Rs

Yours faithfully

Signature of Authorized Officer of NGO/SO/Organization with official stamp.

Encls. As above.

(ii)

## APPENDIX TO APPLICATION FOR SECOND DRAWAL

## Details of proposed loan disbursement

Name & Address of	
NGO Organization	(Amount in Rs.)

		Prop	osed		Total				
Name of Area			Niama	Nun	nber	Average	Amount	Remarks	
SHG	Village	Block	Distt.	Name of Activity	SHGs	Beneficiaries		proposed to be disbursed	
							beneficiary	i.e.(7x8)=9	
1	2	3	4	5	6	7	8	9	10

Note: NGO/SO/Organization is requested to give the proposed programme on actual requirements basis and adhere to the proposed programme without any deviation.

Signatures of the Chief functionaries

# Resolution to be Passed by the Managing Committee of the NGO/IMO/ Organization Authorising Borrowing from RMK and also Delegating the Power to Borrow from RMK

#### Resolved

1.	That the NGO/IMO may borrow with or without security from the RMK by way of finance/refinance from time to time for the purpose of the schemes, on the terms and conditions set out in the Arrangement Letter-Cum-Guarantee Deed forwarded by the RMK with its letter No dated which has been circulated to the members of the Managing Committee.
2.	That the aforesaid borrowings by the way of finance/refinance from the RMK, together with interest, commitment charges, costs and other charges if so required by RMK shall be get secured by suitable equitable mortgage/sub-mortgage/sub-hypothecation in favour of RMK of the properties of the SO/or assets charged for the loans given to beneficiaries.
3.	That the draft Arrangement Letter-Cum-Guarantee Deed and Terms and Conditions forwarded by the RMK with its letter No
4.	That Sh./Smt./Kum Designation (please indicate the name and designation of Authorized Officer) be and is hereby authorized to execute the Arrangement Letter-Cum-Guarantee Deed and other documents under his/her signature duly witnessed.
	Certified that above is the True copy of the Resolution No at page No of Minutes Book passed by the Managing Committee at its meeting held on
(Sign	nature of authorized Officer of the
NGC	O/SO with Official Seal)
Spec	cimen Signature
of A	uthorized Officer.
Sign	ature & Name of
The .	Attesting Officer
4	

- 1. Specimen signature of authorized officer should be attested by any member of the Managing Committee of the NGO/IMO and he/she should give his/her Name & Address
- 2. Please ensure that Resolution should be signed by the all Managing Committee Members of the Organization.

#### AGREEMENT-CUM-GUARANTEE DEED

Day of200 at New Delhi between	Name of
Borrowing Organization), registered under	Act (Please indicate name of
Act under which it is registered), having its Registered	Office at
(Hereinafter referred to as "Borrowing Organization" which ex successors, on merging in any organization either by operation of meeting having attendance of more than 66%	f law or by passing a resolution in a
(Hereinafter called the "Guarantor") which expression shall who and include his/ her legal heirs, legal representatives, administrat Kosh, B-12, 4 <sup>th</sup> Floor, Qutub Institutional Area, New Delhi-1100 which expression shall mean and include its successors, assigns, to	ors, executors; and Rashtriya Mahila 16 (hereinafter referred to as RMK),

Know all men by these presents that this Agreement-Cum-Guarantee Deed is made on this ......

AND WHEREAS the Guarantor also agrees / undertakes to repay the entire loan/ advances given to the Borrowing Organization(s) by RMK in case the Borrowing Organisation(s) fail (s) to repay the same along with interest @ 6 % and cost of demand /notice issued to it by the Rashtriya Mahila Kosh by demand draft payable at New Delhi.

AND WHEREAS the Rashtriya Mahila Kosh has agreed to grant finance/ refinance to the Borrowing Organization in respect of such loans and upon the terms and conditions (including the Guarantee given by the Guarantor) hereinafter appearing and those given in Rashtriya Mahila Kosh's sanction letter(s) issued in favour of the Borrowing Organization from time to time.

AND WHEREAS this Agreement-Cum-Guarantee Deed is duly signed by the Borrowing Organization and Guarantor on receipt of Bank Draft/ Cheque for the amount of whole of the loan or part thereof issued by the Rashtriya Mahila Kosh to Borrowing Organization on the terms and conditions mentioned below:

#### NOW THIS DEED WITNESSETH AS UNDER:

1. That the Borrowing Organization shall submit from time to time to the Rashtriya Mahila Kosh, for its approval, schemes/proposals for grant of financial assistance by the Borrowing Organization to its constituents (which term will also include its affiliated SHGs) for all purposes of the Guarantee for promoting income generation activities and other activities for the welfare of women at large.

- 2. The Rashtriya Mahila Kosh may, in its absolute discretion, but without any binding obligation on its part sanction loans through finance / refinance to the Borrowing Organization and its constituents under any of the said schemes / proposals, and to such an extent and on such terms and conditions as the Rashtriya Mahila Kosh may decide from time to time.
- 3 (a) The loans in respect of any scheme approved by the Rashtriya Mahila Kosh shall be disbursed in accordance with a schedule of disbursement as may have been stipulated by the Rashtriya Mahila Kosh in its Letter(s) of sanction or any other communication relating to such approved scheme (hereinafter referred to as "the said Letter(s) of Sanction").
  - (b) The loan amount shall be repaid by the Borrowing Organization with interest @ 6% in accordance with the schedule of repayment given by the Rashtriya Mahila Kosh in the said Letter(s) of Sanction. The said schedule(s) of disbursement and of repayment may be varied/charged by mutual agreement in writing.
  - (c) The loan(s) drawn from Rashtriya Mahila Kosh by the Borrowing Organization shall be disbursed among the members / SHGs, for whom it was sanctioned by the Rashtriya Mahila Kosh, promptly within the frame as stipulated in the Letter(s) of sanctions. Any amount which is not disbursed within the stipulated period shall be refunded to the Rashtriya Mahila Kosh forth with, failing which a penal interest will be charged @ 6% per annum or at such rates as may be decided by Rashtriya Mahila Kosh on the amount undisbursed within the stipulated period over and above the normal rate of interest determined by Rashtriya Mahila Kosh from time to time and no further loan shall be sanctioned or given to the defaulter Borrowing Organization and the Borrowing Organization shall be black listed for further loans.
- That the security for the loan(s) shall be such as may be specified by the Rashtriya Mahila Kosh in its Letter of sanction.
- That the Borrowing organization further agrees that it shall, whenever so required by the Rashtriya Mahila Kosh, assign to the Rashtriya Mahila Kosh at Borrowing Organization's own expenses all other security documents or Guarantee or collateral in any other form obtained by the Borrowing Organization or its constituents, which the Borrowing Organization/ its constituents may hold in respect of the loans and the indebtedness of its constituents under the scheme.
- That the Borrowing Organization shall, from time to time, until repayment of the loan(s) is fully effected, furnish to the Rashtriya Mahila Kosh true and correct reports in such form as the Rashtriya Mahila Kosh may prescribe regarding the solvency / financial status of its constituents, whenever required by the Rashtriya Mahila Kosh to do so.
- That the Borrowing Organization further agrees to furnish information to Rashtriya Mahila Kosh, promptly of any change in the status / position of any such party which can reasonably be considered to affect the security furnished to the Borrowing Organization and / or the Rashtriya Mahila Kosh.
- 8 That the Borrowing Organization further agrees to maintain separate accounts in respect of each loan received from the Rashtriya Mahila Kosh in respect of each scheme/proposal.
- 9 That it is mutually agreed and clearly understood between the parties to this Agreement-Cum Guarantee Deed that the parties i.e. the Borrowing Organization and the Guarantor shall remain always liable as a Principal debtor to the Rashtriya Mahila Kosh for the repayment of any

loan(s) granted by the Rashtriya Mahila Kosh, notwithstanding any information furnished to the Rashtriya Mahila Kosh in respect of solvency / financial status of the Borrowing Organization and / or its constituents and notwithstanding creating of any security by the Borrowing Organization and/or its constituents or assignment made in favour of the Rashtriya Mahila Kosh in pursuance of clauses 4 and 5 hereof.

- That the Borrowing Organization further agrees that if it realises any of the securities held by it or its constituents either alone or jointly, for the said loans or whenever any repayment is received or recovery made by the Borrowing Organization from its constituents, the Borrowing Organization shall pay the same over to the Rashtriya Mahila Kosh all such realization or recoveries to the extent required to repay the Borrowing Organization's obligations hereunder.
- 11 The Borrowing Organization agrees:
  - a. To furnish to the Rashtriya Mahila Kosh all such information as the Rashtriya Mahila Kosh may require from time to time regarding constituents or about the Borrowing Organization itself.
  - b. That unless otherwise required by the Rashtriya Mahila Kosh to inspect periodically the affairs of the constituents' finance and;
    - (ii) To submit a report of such inspection to Rashtriya Mahila Kosh once in every quarter indicating the progress made in respect of the scheme and;
    - (iii) To assess whether the loan(s) have been utilized by the constituents for the purposes for which it was granted/sanctioned; and
  - c That it will not allow any of its constituents to engage in any operation inconsistent with such loans or which is likely to jeopardise such loans or the scheme so approved by the Rashtriya Mahila Kosh.
- 12. The Borrowing Organization shall ensure that any agreement/arrangement between the Borrowing Organization and its constituents with reference to the RMK loans is in consonance with the provision of this Agreement-Cum-Guarantee Deed and the said Letter of Sanction.
- 13. (a) The ultimate Borrowers/SHG shall allow duly authorized representative(s) of the Borrowing Organization and/or of the Rashtriya Mahila Kosh to inspect at any time the borrower's premises and plant, establishment and Borrower's books of account and all other relevant records.
  - (b) The Rashtriya Mahila Kosh shall be entitled to depute one or more of its officers or authorized representative to inspect at any time the Borrowing organization or its premises, the assets and the books of accounts of the constituents to whom loans have been granted and also to inspect the security for such loans.
- 14. That the Borrowing Organization agrees that the rate of interest payable by the ultimate borrowers under each scheme shall be open to review/revision by the Rashtriya Mahila Kosh at any time to which the Borrowing Organization and Guarantor shall not object.
- 15. That the financing institution shall make proper arrangements for supervising the utilization of the loans granted to its constituents under the scheme approved by the Rashtriya Mahila Kosh and shall not disburse an installment of a loan(s) unless it is satisfied that the previous installments have been properly utilized.

- 16. That in the event of any breach or violation by the Borrowing Organization of any of the terms and conditions of this Agreement-Cum-Guarantee Deed on which loan(s) is given by the Rashtriya Mahila Kosh, the Rashtriya Mahila Kosh may recall/ask for the refund of the entire loan/s advanced under the aforesaid Sanction Letter and Agreement-Cum-Guarantee Deed and enforce the security.
- 17. That in the event of the Borrowing Organization making any default in repayment of any sum due to the Rashtriya Mahila Kosh on the due date, the Rashtriya Mahila Kosh shall be entitled to recall at once the entire loans given earlier and enforce the security and take such other action against the Borrowing Organization or its constituents as it may deem fit and proper to recover its dues. The Borrowing Organization and Guarantor agree to the terms of this Agreement-Cum-Guarantee Deed for regulating all earlier loan(s) and enforcement of security.
- 18. That it is further agreed between the parties here that the terms of this Agreement-Cum-Guarantee Deed shall continue to be in force and bind the parties thereto in respect of all loans provided to the Borrowing Organization from time to time and shall come to an end only on a written notice to that effect served by Rashtriya Mahila Kosh on the Borrowing Organization, provided, however, such notice shall not in any way affect the mutual rights and obligations of parties hereto in respect of any loan outstanding as on the date of such notice.
- 19. That the Guarantor agrees to pay and satisfy the Rashtriya Mahila Kosh on demand all and every sum and sums of money which are now or shall at any time be due to the Rashtriya Mahila Kosh, in any of its offices, on any account whether from the Borrowing Organization jointly with any other person or persons, whether as principal or surety or otherwise and whether such liabilities have matured or not and whether they are absolute or contingent including all liabilities in respect of advances, cheques, bank drafts and other negotiable or non-negotiable instruments drawn, accepted, endorsed or guaranteed by the Borrowing Organization and in respect of interest at the Rashtriya Mahila Kosh's current rate with quarterly rests, commission and other charges and in respect of all costs and charges and expenses which the Rashtriya Mahila Kosh may incur in paying any rent, rates, duties, calls, installments, legal and other professional charges or other outgoings whether on insurance, repair, maintenance, management, realization or otherwise in respect of any property movable or immovable or any chattels or actionable claims of scripts/securities or title deed pledged, mortgaged or assigned or deposited with the Rashtriya Mahila Kosh as security for the due payment and discharge of the Borrowing Organization's liability to the Rashtriya Mahila Kosh.
- 20. That the total liability ultimately enforceable against the Guarantor under this Guarantee in no circumstances shall exceed the total amounts payable by the Borrowing Organization and the Guarantor hereby agrees to pay the same on demand with interest thereon at the rates stipulated by the Rashtriya Mahila Kosh from the date of demand till payment.
- 21. That notwithstanding the Borrowing Organization's accounts with the Rashtriya Mahila Kosh may be brought to credit or the credit given to the Borrowing Organization is fully exhausted or exceeded or howsoever the said financial accommodation varied or changed from time to time notwithstanding any payment from time to time or any settlement of account, this Guarantee shall be a continuing Guarantee for the payment of the ultimate balance to become due to the Rashtriya Mahila Kosh by the Borrowing Organization in respect of the earlier, present and subsequent loan(s) advanced by the Rashtriya Mahila Kosh.
- 22. That notwithstanding the discontinuance of the Guarantee as to one or more of the Guaranters or the death of any one of them, the Guarantee is to remain a continuing Guarantee as to the other or others or the representatives and estates of the deceased as the case may be and where there is more than one Guarantor, their liability under these presents shall be construed as joint and several.
- 23. That in the event the present Guarantor(s) cease to be elected representatives of the Borrowing Organization, the new elected representatives of the Borrowing Organization, shall have to execute

- fresh Agreement-Cum-Guarantee Deed in addition to earlier executed documents. However, the earlier Guarantor shall not be discharged till RMK agrees to discharge them expressly.
- 24. That the Rashtriya Mahila Kosh without exonerating the Guarantors may grant time or other indulgence of the Borrowing Organization or any other person liable to the Rashtriya Mahila Kosh on all or any of the obligations or liabilities guaranteed hereunder or in respect of cheques, Bank drafts, guarantees and undertakings and give up or modify or abstain from perfecting or taking advantage of any securities of contracts and discharge any party or parties and accept or make any composition or arrangement and realize any securities when and in such manner as the Rashtriya Mahila Kosh may think expedient.
- 25. That in case of default of payment of interest/ installment continuing for more than six months without any sufficient and cogent reasons, Rashtriya Mahila Kosh reserves its right to initiate action including black listing the NGO and for recovery of its dues by filing necessary legal proceedings at Delhi.
- 26. That a certificate in writing under the hand of the Executive Director or any other officer of the Rashtriya Mahila Kosh stating the amount at any particular time due and payable shall be a conclusive evidence as against the Guarantors, each of them and their respective representative(s) and estates.
- 27. That a notice may be served on the Guarantor/s personally or sending the same by Registered A/D cover to the address registered with the Rashtriya Mahila Kosh or when such address is not registered, to the last known place of the person to be served and a notice so sent shall be deemed to have been served on the Borrowing Organization and the Guarantor on the seventh day of the date of dispatch through the Post Office or a Courier.
- 28. That this Guarantee is irrevocable. However, with the express consent of the Rashtriya Mahila Kosh, the Guarantees (s) may be substituted by another person (s).
- 29. That this Guarantee shall be in addition to any other security given by the Borrowing Organization and shall not in any way be prejudiced or affected by any collateral or other security now or hereafter by the collateral or other security now or hereafter to be held by the Rashtriya Mahila Kosh.
- 30. That the courts at Delhi shall have the exclusive jurisdiction to entertain and decide all disputes between the parties.
- 31. That in these presents, the singular number shall be deemed to include the plural whenever the Borrowing Organization/ Guarantor is a registered Society/ Organization/ Institution/ Committees/ Association or unincorporated Body and the several expressions shall be deemed to include the members of the Society of any Committee or Association or unincorporated body.

		over and interpreted in language known to the been admitted by the parties to be true and correct.
In witnes		eir hands on the Agreement-Cum-Guarantee Deed on the
WI	<u>TNESSES</u>	BORROWING ORGANIZATION (Signature) of Authorized Officer)
1.	Signature	,
		Name
	Name	Designation
	Address	Address of the Organization
		Official Seal
		GUARANTOR
		(Signature)
1.	Signature	Name
	Name	(Signature of guarantor other than a
Address	Tvanic	
_		Official Seal
of the Ma	gning above, but a member anaging Committee. ion of the Organization	
Official S	Seal	
RASHT	RIYA MAHILA KOSH	
(Signatur of Autho	rized Officer)	
Name		
	ion	
Address	of the Organization	

# **RECEIPT**

Mahi	la Kosh, New	(Rupees Delhi, as 1/2	No. 2/3 installment of Letter No	i loan on th	e terms and	conditi	ons me	for Rashtriya ntioned in
Intere	st at the rate of	f	% per annum with	n monthly re	sts for value	received	d.	
Dated		(day) of	(m	onth)		(yeai	r)	
					_		S orized (	evenue tamp Officer with enue Stamp
1.	Name of the A	Authorized Of	ficer					
2.	Designation							
3.	Address of the	e Organization	1					
4.	Place							
5.	Date							

## **DISBURSEMENT CERTIFICATE**

- 1. Name & Address of NGO/Organization
- 2. We certify that the amount drawn by us from Rashtriya Mahila Kosh was disbursed as under:

Funds	Deta	il of an	nount dis	sburse						Un-utilised
received from	Date		A	rea		No.	No. of		Amount	
RMK		SHG	Village	Block	Distt.	of SHG	Borrowers	Rs	Rs	Rashtriya Mahila Kosh if any
1	2	3	4	5	6	7	8	9	10	Date of
Date of receipt of Draft from Rashtriya Mahila Kosh dt Amount Received Rs										Refund Amount refunded Rs

Note: NGO/SO/Organization is requested to give the proposed programme on actual requirements basis and adhere to the proposed programme without any deviation.

Signatures of the authorized Officer of the NGO/SO/Organization with official seal

# RASHTRIYA MAHILA KOSH Due Diligence Checklist for NGOs/IMOs/VOs

#### I. Financial Information

I. Financial Information	<u>,                                      </u>	
A. Annual and quarterly financial information for the past		
three years		
1.Income statements, balance sheets, cash flows, and footnotes		
2.Planned versus actual results		
3.Management financial reports		
4.Breakdown of thrift and lending activities		
Major customers and applications, projected growth, profitability and		
Market share		
5.Demand Collection and Balance report		
6.Aging schedule/analysis		
7. Internal Risk Rating analysis		
8. External Risk Rating report		
B. Financial Projections		
1.Quarterly financial projections for the next three fiscal years		
2. Full income statements, balance sheets, cash		
3Major growth initiatives and prospects		
4. Predictability of business and Risks		
5. Pricing policies		
6. External financing arrangement assumption		
C. Capital Structure		
1.Current shares outstanding		
2.List of all promoters with shareholdings		
3.Summary of all debts / bank loans		
4.Off balance sheet liabilities		
D. Other financial information		
Details of personal assets of promoters		
Ratio Analysis		

#### II. Customer Information

11: Customer information	
All information viz. name, address, phone nos, and Aadhar details	
of the NGO/IMO and its promoters/office bearers & beneficiaries	
as required in the application	
List of beneficiaries for the past two fiscal years and current year-to-	
date by application	
(name, contact name, address, phone number)	
List of Bank Accounts and Bank details, Bank Facilities availed.	
(name, contact name, phone number, )	
Brief description of any significant relationships severed	
within the last two years.	
(name, contact name, phone number)	

## III. Competition

**A. Description of the competitive segment including, position, strengths** and weaknesses and the basis of competition

#### IV. Distribution and Recovery

11. Distribution and receivery	
A. Strategy and implementation	
B. Prospects for future growth and development	
C. Ability to implement recovery plan with current status and projections.	

## V. Training and Skill Development

1. Description of training organization	
2. Training Strategy	
3.Key areas and .Major Activities covered	
4.Details of training programmes conducted and number trained.	

## VI. Management and Personnel

A. Organization Chart	
B. Historical and projected headcount by function and location	
C. Summary biographies of senior management	
D. Compensation arrangements	
E. Significant employee relations problems, past or present	
F. Personnel Turnover with Data for the last two years	

## VII. Legal and Related Matters

A. Pending lawsuits against the NGO/IMO	
(detail on claimant, claimed damages, brief history, status, anticipated outcome,	
B. Pending lawsuits initiated by NGO/IMO	
(detail on defendant, claimed damages, brief history, status, anticipated outcome,)	

# UNDERTAKING

(To be submitted on Rs.100/- non-judicial stamp paper)

I,	S/o.	.W/o.D/o.	R/o
	working		(designation in
NGOs/IMOs/V0	Os/VO)		duly authorised vide resolution
dated	_ passed by the execut	tive committee, d	lo hereby undertake:
amount t (ii) that I sha loan. (iii) that the Committ (iv) that I sh (v) that the s Governm (vi) that onle	to SHG and end beneficall keep the registration office bearers are not see of any such other or all inform RMK in cassubject NGO/IMO/VO ment.	ciary.  n of the organiza  t elected memberganisation.  se of change in action of the control of	RMK from time to time on on-lending tion alive during the currency of RMK ars of any political party/ Management ddress and office bearers of NGO. And by any agency including private and the made through their aadhaar linked
			Deponent
		VERIFICATION	J
	at ing has been concealed		formation provided above are true and
			Deponent