

# **A Comprehensive Analysis of ICICI Bank's Loan Portfolio**

## **1. Introduction: A Detailed Overview of ICICI Bank's Lending Strategy**

This report provides a comprehensive and in-depth analysis of ICICI Bank's diverse loan portfolio. The objective is to present a single, authoritative source of information on the bank's key loan products, including Home Loans, Personal Loans, Car Loans, Education Loans, Business Loans, and Gold Loans. This analysis goes beyond a general summary, providing granular detail on eligibility criteria for various applicant types, specific interest rate structures, associated fees and charges, required documentation, and the application process.

The information presented is based on a meticulous review of product guides and financial documents to ensure accuracy and relevance. The report is designed for a professional audience, such as prospective borrowers and financial analysts, who require a thorough understanding of ICICI Bank's lending landscape to make informed decisions.

## **2. In-Depth Analysis of Loan Categories**

### **2.1. Home Loans: Comprehensive Financing for Homeownership**

ICICI Bank offers a wide range of home loan products designed for different customer segments, including salaried individuals, self-employed professionals, and non-resident Indians (NRIs). The bank provides both conventional and innovative schemes to meet diverse financial needs.

#### **2.1.1. Eligibility Criteria by Applicant Type**

Eligibility for a home loan is determined by a combination of age, residency, and income, with specific criteria for different applicant types.

- **Salaried Individuals (Resident Indians):**
  - **Age:** Must be at least 21 years old and a maximum of 65 at the time of loan maturity .
  - **Minimum Income:** A minimum monthly salary of ₹12,000 to ₹25,000 is required, depending on the specific loan program .
- **Self-Employed Individuals (Resident Indians):**
  - **Age:** The minimum age is 23 years, with a maximum age of 70 at loan maturity.<sup>1</sup>
  - **Minimum Income:** A minimum monthly income of ₹30,000 is required.<sup>1</sup>
- **Non-Resident Indians (NRIs):**
  - **Age:** The minimum age is 25 years, with a maximum age of 60 at loan maturity.<sup>2</sup>
  - **Minimum Income:** The minimum income requirement varies based on the country of residence . For instance, it is USD 26,000 for salaried Merchant Navy applicants and AED 84,000 for other salaried applicants in GCC countries .
  - **Work Experience:** Salaried NRIs need at least one year of overseas employment, while self-employed NRIs require a minimum of three years of business experience.<sup>2</sup>
- **Credit Score:** While a specific cut-off is not stated, a credit score of 750 or higher is generally considered creditworthy and can lead to lower interest rates .

#### 2.1.2. Loan Details, Interest Rates, and Repayment

- **Loan Amount and Tenure:** The bank provides home loans of up to ₹5 crore with a maximum repayment tenure of 30 years.<sup>3</sup> The loan-to-value (LTV) ratio is capped at 90% for loans up to ₹30 lakh, 80% for loans between ₹30 lakh and ₹75 lakh, and 75% for loans above ₹75 lakh, as per RBI guidelines .
- **Interest Rates:** The interest rate on home loans can be floating or fixed. Floating rates are linked to the RBI Repo Rate.<sup>5</sup>
  - **Floating Interest Rates:** For pre-approved customers, rates can start as low as 7.70% p.a..<sup>6</sup> Standard floating rates for salaried individuals range from 8.75% to 9.65% p.a., while for self-employed individuals, they range from 8.75% to 9.80% p.a..<sup>7</sup>
  - **Fixed Interest Rates:** Fixed rates are available for various tenures, ranging from 8.65% to 11.80% p.a..<sup>7</sup>
- **Specialized Schemes:**
  - **Apna Ghar:** This scheme is designed for individuals without formal income proof like ITRs, including kirana shop owners and barbers. The eligibility is based on a good repayment history and an assessment by local experts.<sup>8</sup>
  - **Step-Up Home Loan:** A special product for young salaried professionals with a

minimum monthly salary of ₹30,000.<sup>9</sup> It allows for a loan eligibility of up to 20% more than a standard home loan and features lower EMIs in the initial years, with payments increasing as the borrower's income grows.<sup>9</sup>

- **Money Saver Account:** An overdraft facility that allows borrowers to deposit surplus funds, reducing the interest payable, with interest charged only on the utilized amount.<sup>11</sup>

### 2.1.3. Fees and Other Charges

- **Processing Fee:** Up to 0.5% of the loan amount plus taxes.<sup>12</sup>
- **Penal Charges:** A penal charge of 5% p.a. is levied on the overdue amount in case of payment delays.<sup>6</sup>
- **Prepayment Charges:** There are no prepayment or foreclosure charges for floating-rate loans.<sup>6</sup> For fixed-rate loans, prepayment charges of 2% on the outstanding principal apply.<sup>6</sup>

### 2.1.4. Required Documents

- **Identity and Address Proof:** Any one of the following: PAN card, Aadhaar card, Voter ID card, Driving License, or Passport .
- **Income Proof (Salaried):** Last three months' salary slips, Form 16, and six months' bank statements showing salary credits .
- **Income Proof (Self-Employed):** Audited balance sheets and a Profit & Loss statement for the last three years, along with the latest Income Tax Returns and business existence proof like GST returns .
- **Application Process:** A loan application can be initiated online via the website, through the iMobile app, or by visiting a branch . The bank can sanction a loan with minimal documentation for existing customers, and in some cases, without an ITR through its 'Apna Ghar' scheme.<sup>8</sup>

## 2.2. Personal Loans: Instant and Flexible Unsecured Credit

ICICI Bank's personal loan offerings are characterized by speed, minimal documentation, and

specialized schemes for a variety of personal and professional needs.

### 2.2.1. Eligibility Criteria

- **Age:** Salaried applicants must be between 23 and 58 years old, while self-employed professionals must be between 23 and 65 years old.<sup>14</sup>
- **Income:** A minimum monthly salary of ₹30,000 is required for salaried applicants.<sup>3</sup> Self-employed professionals need a minimum turnover of ₹15 lakh .
- **Work Experience:** Salaried individuals must have at least two years of work experience.<sup>15</sup> Self-employed professionals need at least three to five years of business experience.<sup>15</sup> For doctors, this limit is reduced to three years.<sup>16</sup>

### 2.2.2. Loan Details, Interest Rates, and Repayment

- **Loan Amount and Tenure:** Loan amounts range from ₹50,000 to ₹50 lakh . The repayment tenure is flexible, from 12 to 72 months.<sup>3</sup>
- **Interest Rates:** The interest rates range from 10.60% to 16.50% p.a..<sup>17</sup> The specific rate depends on factors such as credit score, income, employment type, and loan tenure.<sup>17</sup>
- **Specialized Schemes:**
  - **Pre-Approved Personal Loan:** This scheme offers instant loan disbursement in as little as three seconds for pre-selected customers.<sup>19</sup> The loan amount can go up to ₹50 lakh with a tenure of one to five years.<sup>1</sup>
  - **Flexi Cash:** A short-term overdraft facility for salary account holders to meet urgent financial needs.<sup>1</sup> The interest rate ranges from 12% to 14% p.a..<sup>1</sup>
  - **Fresher Funding:** A scheme to assist new staff and recent graduates with their personal costs, with a loan amount of up to ₹1.5 million.<sup>1</sup>
  - **Insta FlexiCash:** An overdraft facility with paperless and instant online approval, with no collateral required .

### 2.2.3. Fees and Other Charges

- **Processing Fee:** Up to 2% of the loan amount plus taxes.<sup>17</sup>
- **Prepayment Charges:** Prepayment penalties of 5% of the outstanding principal plus taxes are applicable.<sup>1</sup> However, prepayment is not permitted for the first 12 EMIs.<sup>1</sup>

- **Late Payment Interest:** A late interest charge of 24% p.a. is applied.<sup>1</sup>
- **EMI Bounce Charges:** An EMI bounce fee of ₹400 plus taxes is charged per bounce.<sup>1</sup>
- **Loan Cancellation Fees:** A cancellation fee of ₹3,000 plus taxes applies.<sup>1</sup>

#### 2.2.4. Required Documents

- **Identity Proof:** Passport, PAN card, Voter ID card, or Driving License.<sup>19</sup>
- **Address Proof:** Passport, utility bills (not older than three months), or a house agreement.<sup>19</sup>
- **Income Proof:** Last three months' salary slips, last two years' Form 16/ITR, and bank statements for the last three months .
- **Application Process:** Applications can be made online through the bank's website or iMobile app, which offers a pre-filled application for existing customers .

### 2.3. Car Loans: Financing Mobility for New and Used Vehicles

ICICI Bank's car loan products are designed to make vehicle ownership accessible, offering financing for both new and pre-owned cars with attractive features like top-up loans and refinancing options.

#### 2.3.1. Eligibility Criteria

- **Age:** Salaried individuals must be between 25 and 58 years old at the time of loan maturity, with a minimum gross annual salary of ₹2.5 lakh.<sup>20</sup>
- **Age:** Self-employed individuals must be between 28 and 65 years old, with a minimum annual income of ₹2 lakh and at least three years of business stability.<sup>20</sup>
- **Loan Amount:** The loan amount is determined by the applicant's credit history, debt-to-income ratio, and monthly earnings .

#### 2.3.2. Loan Details, Interest Rates, and Repayment

- **Loan Amount and Tenure:**

- **New Car:** Up to 100% of the on-road price . Loan amounts can go up to ₹5 crore with a tenure of one to seven years .
- **Used Car:** Up to 80% of the vehicle's valuation . Loan amounts range from ₹2 lakh to ₹50 lakh, with a maximum tenure of 84 months .
- **Interest Rates:**
  - **New Car:** The interest rate ranges from 9.40% to 12.65% p.a. .
  - **Used Car:** The interest rate ranges from 11.90% to 14.65% p.a. .
- **Special Schemes:**
  - **Maxx Refinance:** A refinancing option that allows for a loan amount of up to 140% of the car's valuation .
  - **Top-up Loan:** Existing customers with a good repayment record can avail a top-up loan for personal needs like home renovations or medical emergencies. This loan is processed quickly with minimal documentation .

### 2.3.3. Fees and Other Charges

- **Processing Fee:** A processing fee of 0.50% of the loan amount is applicable, with a minimum of ₹2,500 and a maximum of ₹10,000.<sup>21</sup> Other fees include stamp duty and documentation charges.<sup>20</sup>
- **Application Process:** A loan application can be submitted online via the bank's website or a representative can be contacted . The bank offers pre-approved offers for existing customers which can be accessed through internet banking .

## 2.4. Education Loans: Investing in Academic Dreams

ICICI Bank's education loan portfolio is designed to support students pursuing higher education in both India and abroad. It offers collateral-free options for students admitted to premier institutions, a strategic move that leverages institutional reputation as a proxy for collateral.

### 2.4.1. Eligibility Criteria

- **Applicant (Student):** Must be an Indian citizen between 16 and 35 years of age with a good academic record and a confirmed admission letter from a recognized university or college .

- **Co-Applicant:** A co-applicant is mandatory, and they must be a parent or guardian with a stable income. The co-applicant's income proof is a primary factor in the loan approval .

#### 2.4.2. Loan Details, Interest Rates, and Repayment

- **Loan Amount:**
  - **Domestic Studies:** Up to ₹1 crore .
  - **Overseas Studies:** Up to ₹3 crore .
  - **Collateral-Free Loans:** The bank offers collateral-free loans up to ₹50 lakh for domestic education and up to ₹1 crore for international studies at premier institutions .
- **Interest Rates:** The interest rate typically ranges from 9.50% to 14.25% p.a., starting from Repo Rate + 3.75% onwards . For specific loan types, rates can be between 10.9% and 11.5% p.a. for both domestic and international studies.<sup>22</sup>
- **Repayment Tenure:** Repayment tenures are up to 10 to 14 years for undergraduate and postgraduate courses .
- **Moratorium Period:** The loan is repayable after a moratorium period that includes the course duration plus six months.<sup>22</sup>

#### 2.4.3. Fees and Other Charges

- **Processing Fee:** A processing fee of up to 2% of the loan amount is applicable .
- **Pre-payment Charges:** No prepayment penalty is charged.<sup>18</sup>

#### 2.4.4. Required Documents for Students and Co-applicants

- **For the Student:** Academic transcripts, admission letter from the university, and a schedule of expenses . Passport and visa copies are also required for overseas studies .
- **For the Co-Applicant:** Income proof, including the latest salary slips, Form 16, and ITRs for the last two years .
- **Application Process:** Applications can be submitted online or at an ICICI Bank branch. The bank also offers a "Pre-admission Sanction" to secure financial assistance before a final admission letter is issued.<sup>23</sup>

## 2.5. Business and Working Capital Loans

ICICI Bank offers a variety of business loan products, including government-backed schemes and innovative, data-driven solutions for micro and small enterprises.

### 2.5.1. Eligibility Criteria

- **Business Loan (General):** The bank offers loans to a variety of business entities, including sole proprietorships, partnerships, and private/public limited companies.<sup>2</sup> A key requirement is that the business must be under its current ownership for at least three years.<sup>2</sup>
- **Mudra Loan (PMMY):** The loan is available for all non-corporate, small, and micro-enterprises in the non-farm sector .

### 2.5.2. Loan Details, Interest Rates, and Repayment

- **Pradhan Mantri Mudra Yojana (PMMY):**
  - This government-backed scheme provides collateral-free loans up to ₹10 lakh .
  - The loans are categorized into three tiers: **Shishu** (up to ₹50,000), **Kishore** (₹50,001 to ₹5 lakh), and **Tarun** (₹5 lakh to ₹10 lakh) .
  - The interest rate is not explicitly specified but is generally competitive and varies from bank to bank.<sup>6</sup>
- **ICICI GST Business Loan:**
  - This is a working capital loan of up to ₹1 crore, sanctioned based on a business's GST returns.<sup>2</sup>
  - It offers an overdraft facility without requiring traditional financial statements.<sup>2</sup>
- **Commercial Loan for Self-Employed:**
  - Loan amounts range from ₹3 lakh to ₹5 crore for purchasing, constructing, or expanding office premises.<sup>24</sup>

### 2.5.3. Fees and Other Charges



- **GST Business Loan:** The interest rate is based on an assessment of the business profile, financial records, and loan amount.<sup>2</sup>
- **Commercial Loan:** A non-refundable login fee of ₹10,000 plus taxes is charged, followed by a processing fee of 1.5% of the loan amount.<sup>24</sup>

#### 2.5.4. Required Documents

- **GST Business Loan:** Documents include GST returns for the last six months, KYC documents, and business continuity proof.<sup>2</sup>
- **Commercial Loan:** A filled application form, KYC documents, income proof (last two years' ITRs, P&L accounts, and bank statements), and property documents.<sup>24</sup>
- **Application Process:** Applications can be initiated by visiting a branch, where local experts can assess income even without formal ITR documents.<sup>24</sup>

## 2.6. Gold Loans: Quick Access to Funds with Minimal Documentation

ICICI Bank offers gold loans as a secure and fast way to meet urgent financial needs by using gold ornaments as collateral.

#### 2.6.1. Eligibility Criteria

- **Age:** Applicants must be between 18 and 85 years old.<sup>25</sup>
- **Income:** While income proof is not a strict requirement, the bank may ask for a bank statement to verify a stable income flow.<sup>26</sup>
- **Collateral:** The primary eligibility is the possession of gold ornaments or coins, with a purity of 18 to 22 carats.<sup>26</sup>

#### 2.6.2. Loan Details, Interest Rates, and Repayment

- **Loan Amount:** The loan amount ranges from ₹10,000 to ₹2 crore.<sup>27</sup>
- **Interest Rates:** The interest rate varies between 9.15% and 16.75% p.a..<sup>29</sup> The mean interest rate for loans disbursed between April and June 2025 was 12.34% .

- **Tenure:** The loan tenure is typically between six and twelve months.<sup>27</sup>
- **Repayment:** Repayment can be made at the end of the loan tenure or through part-payments, but a monthly installment facility is not available.<sup>25</sup> The repayment options include paying interest in advance with principal at maturity, or paying both interest and principal together at maturity.<sup>28</sup>

#### 2.6.3. Fees and Other Charges

- **Processing Fee:** Up to 2% of the loan amount.<sup>27</sup>
- **Foreclosure Charges:** Foreclosure charges of up to 2% on the outstanding principal may apply.<sup>26</sup>

#### 2.6.4. Required Documents

- **General Documents:** Two passport-sized photographs, proof of identity (Aadhaar, Passport, Driving License), and proof of address (utility bill, Voter ID).<sup>26</sup> Landholding proof is required for agricultural loans over ₹1 lakh.<sup>26</sup>
- **Application Process:** The loan can be applied for by walking into a branch with the gold ornaments. The valuation and disbursal are often done instantly.<sup>27</sup>

### 3. Conclusion and Key Takeaways

ICICI Bank's loan portfolio is a testament to its strategic focus on a customer-centric and technologically advanced lending model. The bank has successfully diversified its offerings to cater to a broad spectrum of the market, from individuals seeking affordable housing to entrepreneurs in the micro-enterprise sector.

The bank's strategic use of digital platforms, such as its mobile app, provides a significant competitive advantage by enabling pre-approved, frictionless lending for existing customers and streamlining the application process for all. Products like the 'Apna Ghar' and 'GST Business Loan' demonstrate an innovative approach to credit risk assessment, moving beyond traditional income documents to serve a wider market.

For any prospective borrower, the key is to understand the specific criteria and benefits of

each product. The detailed information on eligibility, rates, and fees provided in this report can serve as a vital tool for making a well-informed decision that aligns with individual financial goals.