

OUR VISION

To become the preferred choice of financial services partner for India's aspiring classes, meeting the full range of their credit requirements, and helping India become a financially inclusive society where every individual has already access to formal channels of finance.

OUR MISSION

To finance those people who are at the bottom of the pyramid in terms of availing the credit facility from the financial institution on affordable cost to facilitate their entrepreneurial or earning profession/business.

MANAGEMENT TEAM – A PERFECT AMALGAMATION OF EXPERIENCE AND TRUST

Fuelled by endeavor to realize the desired success, necessities bring out the change in us. Hanumant Kripa Easy Finance Private Limited is composed of businessman and highly appreciated dignitaries from different industry verticals to enhance and enlighten the NBFC business. When individuals from diverse field/verticals get align with good intent to serve the society, then a new team is formed to run a business with innovative ideas and solutions. The company has following Board of Directors:

- 1. Sumit Goel**
- 2. Vanika Goyal**

We understand the importance of having a secure future, and also the need to create finance alternatives. Many of the successful organizations can have positive end results with our finance solutions. Our core competencies are high-end technology, well-organized processes, stringent compliance regime supported by highly talented human resource. We endeavor to support for continuation on the growth path benefitting multiple businesses across industry segments.

Our commitment is to define newer dimensions, garnering the trust of our clients. We endeavor to serve as a reliable solution, strengthening our relationship with our customers. Our intent is to create more opportunities for growth for businesses, nationwide. Our philosophy is to thrust forward holistic inclusive growth, beyond mere economic progress.

NATURE OF BUSINESS

The nature of business of Hanumant Kripa Easy Finance Private Limited is to provide loan (either secured or unsecured) and advances to a needy person or corporate as per our target activity. We have already been granted a license required for these activities under Reserve Bank of India Act, 1934 issued by Reserve Bank of India.

UNIQUENESS FROM COMPETITORS

We are Different from other in various reason and means. NO doubt, business required uniqueness to establish in the market. It is observed and understood, so the board been composed accordingly with good understanding of business to set new feature and rank itself unique in the target market. Few of them are addressed and listed as below:-

a. Affordable Finance

Yes, Board on very basic has ground understanding of finance in locality, it is understood so in comparison to other reputed business house the interest rate been lower than other so that the finance can be affordable to grass root level of people in town.

b. Easy Finance

The board member are familiar with the culture and concept people around to make them easy and instant business. Necessary infrastructure be taken with schedule bank to facilitate the business of proposed NBFI activities.

c. Technology Driven

Though we use minimal involvement of technology in core business, the same is not avoided to facilitate the business process restructuring and monitoring well in advanced. The real time transfer of sanctioned amount to loanee account be developed as well as the payment through banking channel be placed on instant payment mode.

d. Door to Door Services

This services we plan to provide to our esteemed client to facilitate the better prospect of our public relation. It is because on most of our surrounding financial institution does not provide this facility.

e. Customized Loan Offers

We though on standard product portfolio, no matter as per the scenario and condition along with client customization, we will customized our loan offers to meet their suitability and our growth, in deed undoubtedly.

This gives us uniqueness in our existing market and will continue to address the client to offer them maximum satisfaction to facilaite them better financial world.

FASTER PROCESSING OF LOANS

Finance is always been blood of organization/business from the day one. It is not possible to run business without finance. Success or failure of any business depends on the availability of funds at the right time. We understand this and hence would make sure that the timely disbursal or funds are done to our clients by adopting a quick processing of Loan. We achieve this by having efficient manpower and use of technology tools.

STRINGENT ELIGIBILITY CHECKPOINTS

Traditionally banks impose a very tough eligibility requirement like good credit score, no bad history of repayments and a significant credit standing. We would also adopt stringent eligibility checkpoints but with flexibility on studying the requirements and usage of funds. We sincerely believe that a business has ups and downs and hence we would focus more on the right usage of funds. The secured loans offered by us would also have better Collateral to Loan ratio than our competition.

CUSTOMIZED LOAN OFFERS

One of the huge advantages of NBFC's is that they can offer customized loans based on the customer's requirement. This is very useful for small business owners as they avail the loan according to their needs. Hanumant Kripa Easy Finance Private Limited will strive to customize the loans as much as possible to suit the business requirements of the clients.

TARGET CLIENTATE

As our products cover both the agricultural sector and service sector to finance profoundly, it shall cover with the smallest need of the society till providing with the better infrastructure/equipment to the society. So, it shall cover the need of every individual whether it is small, medium or rich class.

Though considering the need of the market and as per our understanding, poor people need more loan to grow in an individual and the same shall also increase the economic growth of our country.

So, we are more tilted towards them. However, in our portfolio we have divided the sector in the percentage form so that we can cover up with other sectors as well.

Individual and Corporate or Firm or any other form of business enhancing the efficiency and productivity of any economic sector be covered and will do finance so that the livelihood of people can be maintain on better form with long term sustainability of economy.

INDUSTRY INFORMATION

India has a diversified financial sector undergoing rapid expansion, both in terms of strong growth of existing financial services firms and new entities entering the market. The sector comprises commercial banks, insurance companies, non-banking financial companies, co-operatives, pension funds, mutual funds and other smaller financial entities. The banking regulator has allowed new entities such as payment banks to be created recently thereby adding to the types of entities operating in the sector. The Government of India has introduced several reforms to liberalize, regulate and enhance this industry. The Government and Reserve Bank of India (RBI) have taken various measures to facilitate easy access to finance for Micro, Small and Medium Enterprises (MSMEs). These measures include launching Credit Guarantee Fund Scheme for Micro and Small Enterprises, issuing guideline to banks regarding collateral requirements and setting up a Micro Units Development and Refinance Agency (MUDRA). With a combined push by both government and private sector, India is undoubtedly one of the world's most vibrant capital markets.

Government Initiatives

The Government of India has announced a few key reforms like abolishment of Foreign Investment Promotion Board, Introduce bill for curbing illicit deposit schemes, Establish a Computer Emergency Response Team for financial sector (CERT-Fin) and set aside Rs 10,000 crore (US\$ 1.5 billion) towards re-capitalization of banks.

The Government of India is likely to allow 100 per cent foreign direct investment (FDI) in cash and ATM management companies, since they are not required to comply with the Private Securities Agencies Regulations Act (PSARA).

Mr Ravi Shankar Prasad, Union Minister of Law & Justice and Information Technology, has launched a free Doordarshan DTH channel called DigiShala, which will help people understand the use of unified payments interface (UPI), USSD, Aadhaar-enabled payments system, electronic wallets, debit and credit cards, thereby promoting various modes of digital payments.

Road Ahead

India is today one of the most vibrant global economies, on the back of robust banking and insurance sectors. The relaxation of foreign investment rules has received a positive response from the insurance sector, with many companies announcing plans to increase their stakes in joint ventures with Indian companies. Over the coming quarters there could be a series of joint venture deals between global insurance giants and local players.

FAIR PRACTICE CODE

The Reserve Bank of India (RBI) has issued guidelines on Fair Practices Code for Non-Banking Financial Companies (NBFCs) thereby setting standards for fair business and corporate practices while dealing with their customers. **Hanumant Kripa Easy Finance Private Limited** (“the Company”) hereby furnishes the Fair Practices Code (“the FPC”) based on the guidelines issued by the RBI. The Company shall also make appropriate modifications in the FPC from time to time to conform to the standards that may be prescribed by RBI from time to time. Considering the nature of business of the Company, it is proposed to establish the following as the Fair Practices Code for the Company’s lending activities.

Based on the current business of the Company, the Fair Practices Code shall apply to the following categories of products and services offered by the Company.

- a) Personal Loan
- b) Animal Husbandry and Horticulture
- c) Agriculture Finance
- d) Project Finance
- e) Gold Loan

Commitments made in the FPC are applicable under normal operating environment.

KEY OBJECTIVES

The key objectives of putting in place the FPC are as follows.

- a) To act fairly and reasonably in all the dealings with borrowers by ensuring that:

- i. The Company's products, services, procedures and practices will meet the broad requirements and standards in the FPC;
 - ii. The Company's products and services will be in accordance with relevant laws and regulations as applicable for the time being in force;
 - iii. The Company's dealings with its borrowers will rest on ethical principles of honesty, integrity and transparency.
- b) The Company will assist its customers in understanding as to what the broad features of its financial products and services are and what are the benefits and risks involved in availing the same by
- i. Providing information about the products and services in simple manner.
 - ii. Explaining the financial implications of using the products and services.
- c) The Company will make every attempt to ensure that its customers would have trouble-free experience in dealing with it. However, in case of error of commission and/or omissions, it shall:
- i. Deal with the errors promptly and effectively
 - ii. Deal with the Grievances redressal in a quick and efficient manner and to the satisfaction of the customers;
 - iii. Promptly handle Complaints;
 - iv. Have Escalation process, in the event of dissatisfaction of the borrower in handling his complaint(s);

APPLICABILITY OF FAIR PRACTICE CODE

The FPC will be applicable to the following broad areas:

- i. Loan applications and processing thereof
 - ii. Loan appraisal and terms/conditions
 - iii. Disbursement of loans including changes, if any, in terms and condition.
 - iv. Post disbursement supervision/monitoring
 - v. Other general provisions
- i. Loan applications and processing thereof**
- Loan Application Forms will be made available to the prospective borrowers on request.

- Loan documentation set will, inter alia, include the broad features and the terms and conditions governing the loan. This would enable the borrowers to take an informed decision by comparing and analyzing the terms offered by the Company with other lenders in the market. The said Form shall also specify the documents required to be submitted by the borrowers.
- Loan Application Form may also list out the additional information required from the borrowers and their family members in order to enable the Company to create the database.
- Loan Application Form shall provide for giving an acknowledgement to the borrowers acknowledging receipt of the same.
- All the loan applications shall be disposed of within a period of 90 days from the date of receipt of duly completed Loan Application Forms together with the requisite documents and subject to receipt of all documents complying with prevailing rules and regulations by the borrower.
- All communication with the borrowers shall in the language understood and confirmed by borrowers.

ii. Loan appraisal and terms/conditions

- The Company shall consider all the loan applications keeping in mind the risk-based assessment procedures adopted by it.
- The Company, before sanctioning the loan, would assess the ability of the borrowers to repay the loan.
- The grant of the loan shall be communicated to the borrowers in writing through a Sanction Letter. The borrowers shall give their acknowledgement in writing in token of their acceptance of terms and conditions governing the loan. The Sanction Letter shall contain the broad terms and conditions governing the loan including the annualized rate of interest and method of application thereof.
- A copy of the loan documents including loan agreement and annexure thereof shall be made available to the borrower.
- The default interest rate will be mentioned in bold in the loan agreement.
- In case of lending under consortium arrangement, the participating NBFC/banks would decide the timeframe to complete appraisal of the proposal and communication of the decision. The Company will abide by the decision of the consortium.

iii. Disbursement of loans including changes in terms and conditions

- Disbursement of amount of loans sanctioned may be made available to the borrowers on demand subject to completion of all formalities including execution of loan documents.
- Any change in the terms and conditions, disbursement schedule, interest rate, service charges, prepayment charges, etc. shall be notified to the borrowers in writing.
- Change in the interest rates and service charges shall be made applicable prospectively. The loan agreement shall contain a specific clause in this regard.

iv. Post Disbursement Supervision

- The decision, if any, of the Company to recall/accelerate payment or performance of loan shall be in accordance with the terms and conditions of the Loan Agreement.
- The Company shall give reasonable time to the borrowers before recall the loan or asking for accelerating the payment or performance subject to the terms and conditions contained in the Loan Agreement and other related documents.
- The collaterals lying with the Company may be released on receipt of full and final repayment of loans subject of course to any legitimate right or lien and set off for any other claim that the Company might have against the borrowers. However, in cases where the borrower has availed facility allowing him to borrow/draw monies within the overall amount sanctioned as and when needed by him, the collateral may be retained by the Company for operational convenience and to protect its interest from potential default by the borrowers.

v. Other General Provisions

- The Company shall refrain from interfering in the affairs of the borrowers except as provided in the terms and conditions governing the loan as contained in the loan documents (unless new information, not earlier disclosed by the borrower, has come to its notice).
- The Company shall generally convey its consent within a reasonable period of time to all requests from the borrower to transfer the loan account of a particular borrower to other NBFC, bank or financial institution. Such transfer shall be in accordance with the contractual terms entered into with the borrower and in accordance with the statutes, rules, regulations and guidelines as may be applicable from time to time.

- The Company shall not discriminate on the grounds of gender, caste or religion in its lending policy and activities.
- In the case of recovery of loans, the Company shall resort to the usual measures, which are legally and legitimately available to it and as per laid down guidelines and extent provisions and shall operate within the legal framework.
- The Company shall provide the terms and conditions in respect of its lending activities or services whenever the borrower requests for the same.
- On request from borrower for closure of his loan account, the request will be executed within 21 days from receipt thereof request subject to clearance of pending dues and completion of all the formalities as prescribed by the Company. In case the request cannot be executed in the time frame stated above due to any reason, the same may be communicated to the borrower.

CONFIDENTIALITY

- Unless authorized by the borrower, the Company will treat all his personal information as private and confidential.
- The Company may not reveal transaction details of the borrowers to any other persons except under following circumstances:
 - i. If the Company is required to provide the information to any statutory or regulatory body or bodies.
 - ii. If arising out of a duty to the public to reveal the information.
 - iii. If it is in the interest of the borrowers to provide such information (e.g., fraud prevention);
 - iv. If the borrower has authorized the Company to provide such information to its group / associate /entities or companies or any such person/ entity as specifically agreed upon.

COMPLAINTS

In case of any complaint/grievances of the borrowers, the same shall be intimated by them in writing to the Grievance Redressal Officer. The Grievance Redressal Officer shall immediately make all efforts to redress the grievances. The concerned employees shall guide the borrowers who wish to lodge a complaint.

GRIEVANCE REDRESSAL MECHANISM

The Company has provided for three tier Grievance Redressal Mechanism to resolve any of its customers query / grievance.

Level 1:

The customer may register his/her query/ complaint to the Company which shall be addressed to the Grievance Redressal in connection with any matter pertaining to business practices, lending decisions, credit management, recovery and complaints relating to updation/alteration of credit information. The details of the Grievance Redressal Officer are given as follows:

Name of the Grievance Redressal Officer: Ms. Divya Gumber

Address: House No. 19, Ward No. 16, Muniara Mohalla, Samana, Patiala-147101

Tel: 98728-39212

E-mail ID: darora5595@gmail.com

Level 2:

If the complaint is not resolved within 15 days, the customer shall complaint to the Chairman of the Company at his following email id: sumit@hkef.in

Level 3:

If the complaint / dispute is not redressed within a period of one month from date of its receipt, the customer may appeal to:

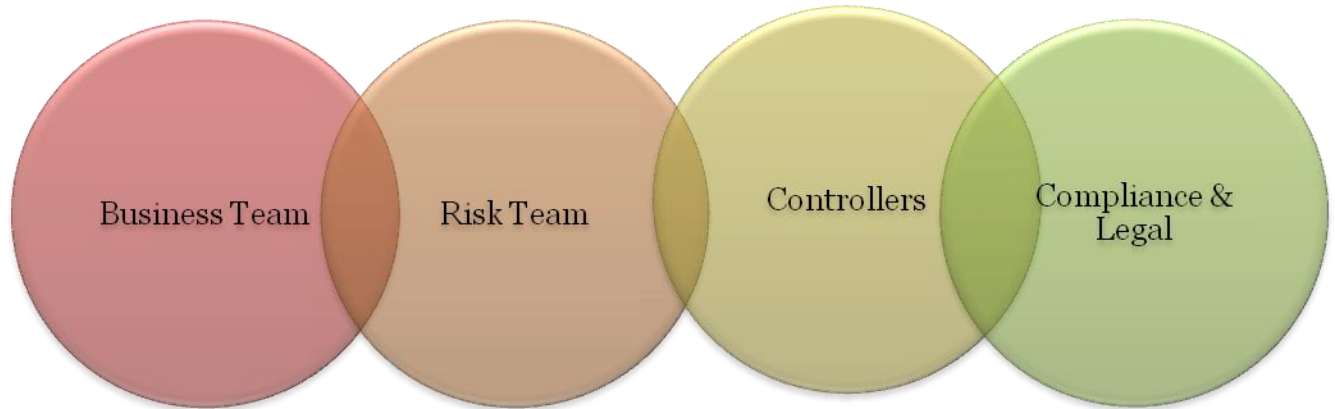
The General Manager
Department of Non-Banking Supervision,
Central Vista, Sector 17.,
Chandigarh 160017, India
Phone No. 172-2723502

FORCE MAJEURE

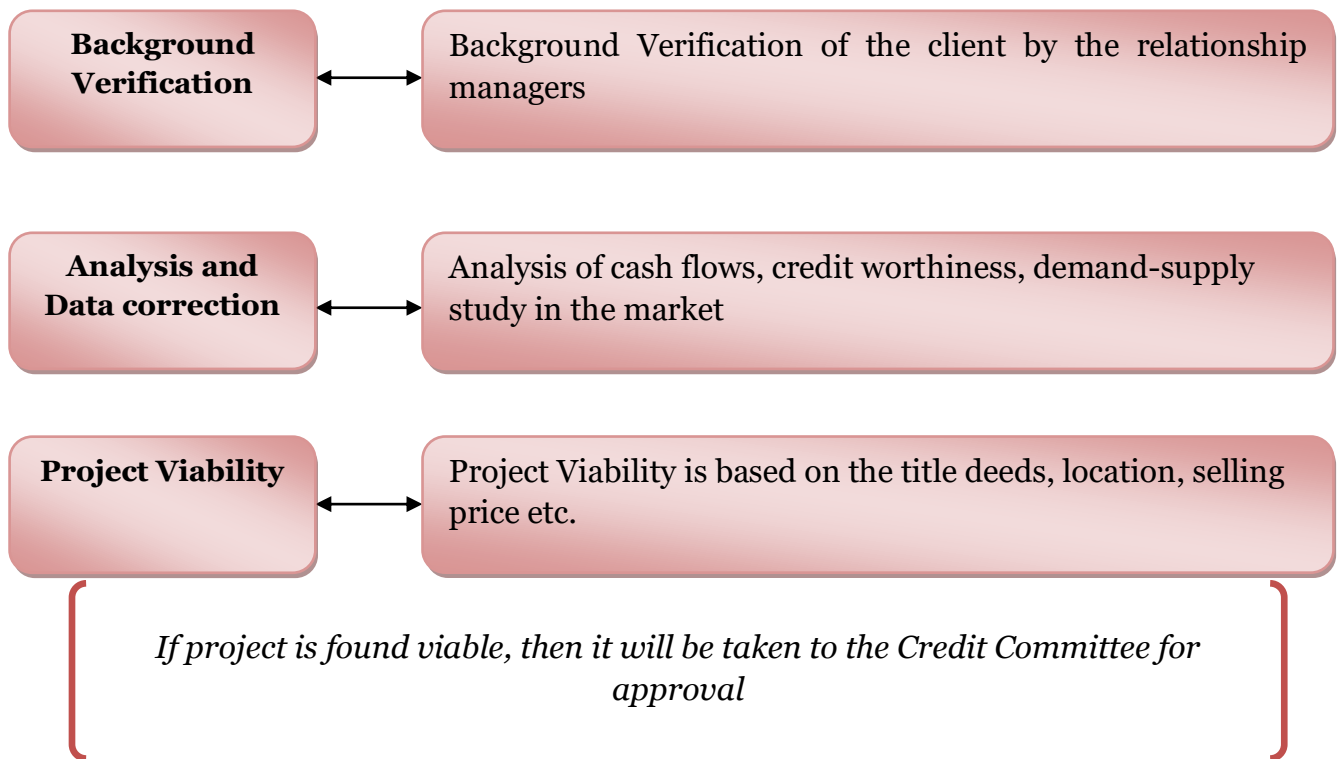
The various commitments outlined and made by the Company shall be applicable under the normal operating environment. In the event of any Force Majeure circumstances, the Company

may not be able to fulfill the objectives under the FPC to the entire satisfaction of the borrowers, the stakeholders and the public in general.

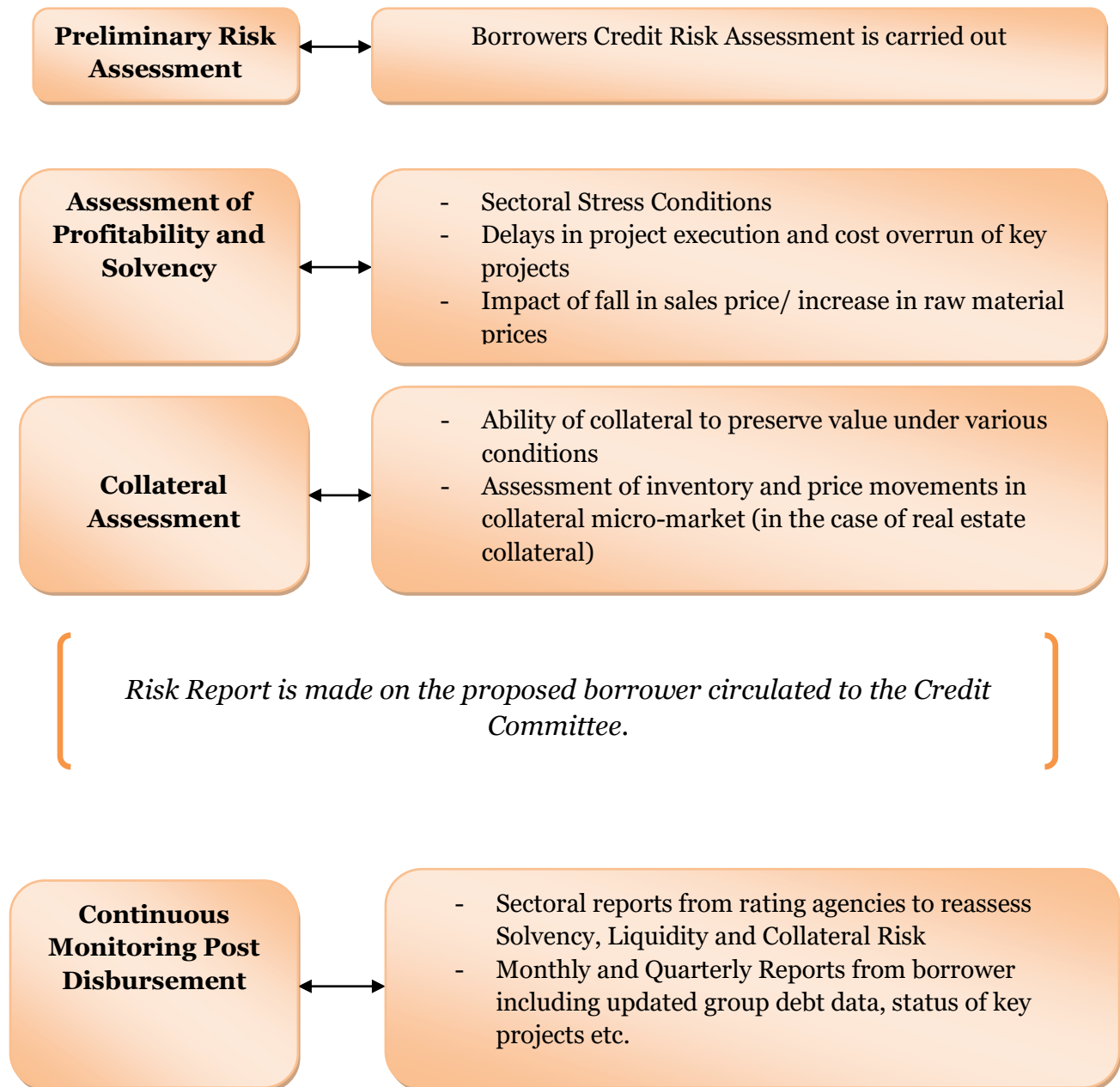
FRAMEWORK



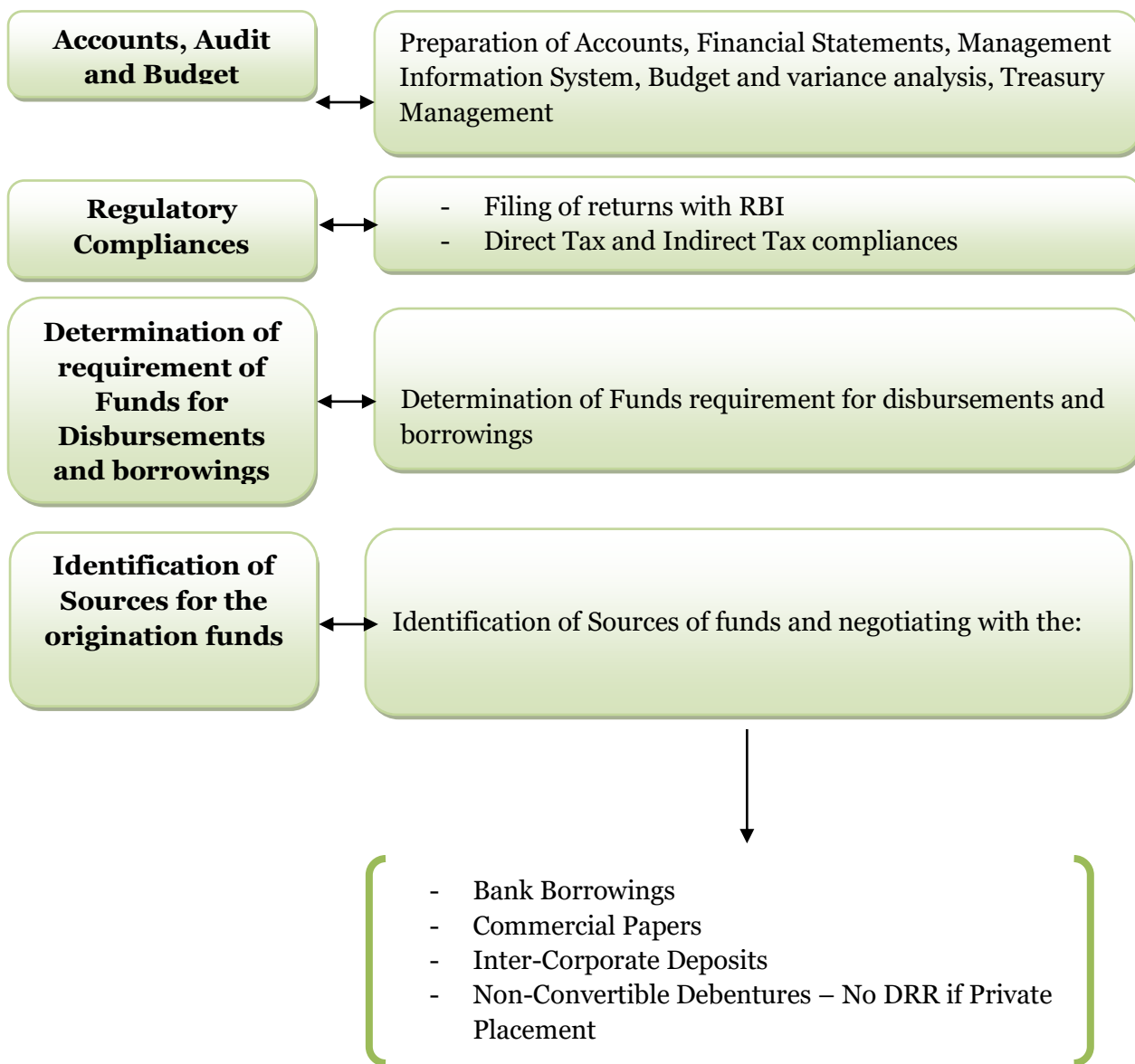
Role of Business Team



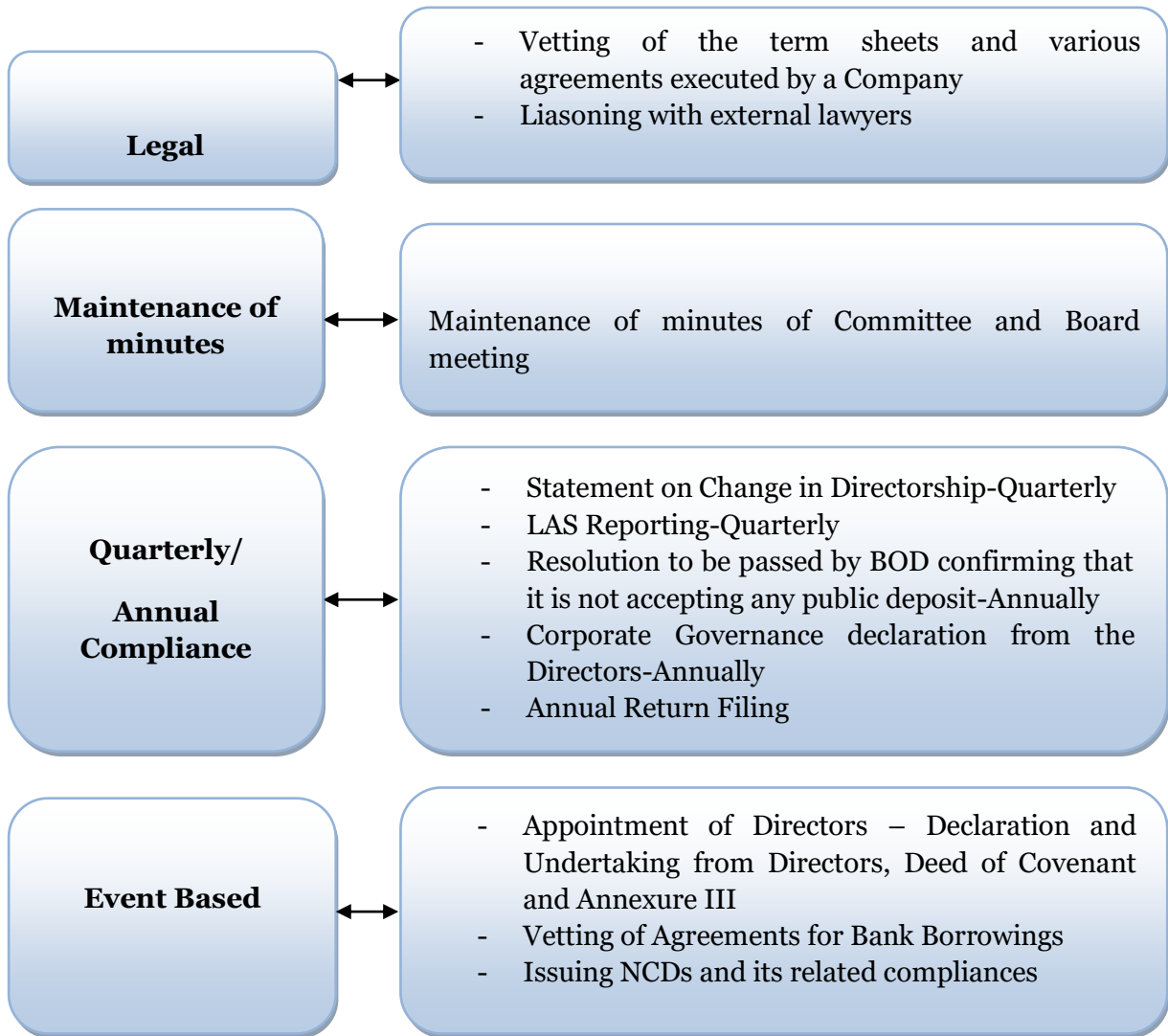
Role of Risk Team



Role of Controllers



Role of Compliance & Legal



Compliances Prior to the Commencement:

- FIU IND registration
- Central KYC Registration
- Member of all CICs (CIBIL, Equifax, Experian and CRIF)
- CERSAI

Cosmos Registration

An application along with a Board Resolution to be filed with Regional office – RBI

FIU-IND Reporting Requirement

Cash transaction report of rupees Ten Lakh to be submitted on the monthly basis

Every reporting entity shall furnish to FIU-IND information of all suspicious transactions whether or not made in cash.

Suspicious transaction means a transaction referred to in clause (h) of the rules, including an attempted transaction, whether or not made in cash which, to a person acting in good faith -

(a) gives rise to a reasonable ground of suspicion that it may involve proceeds of an offence specified in the Schedule to the Act, regardless of the value involved; or

(b) appears to be made in circumstances of unusual or unjustified complexity; or

(c) appears to have no economic rationale or bonafide purpose; or

(d) gives rise to a reasonable ground of suspicion that it may involve financing of the activities relating to terrorism;

Further, will share the copy of circular & Link for better understanding of the concept

LOAN DISBURSAL PROCESS

Loan Disbursal Process of Hanumant Kripa Easy Finance Private Limited is basically categorized into three parts i.e. Pre Loan, On Loan and Post Loan, of which entire process will be decided and design accordingly along with documentation.

Pre Loan



On Loan

Loan Policy for Respective Loan Types

Loan Eligibility Criteria

Sanction Criteria

Signing of Loan Application Form & Loan Agreement

Applicant Scrutiny & Document Verification

Evaluation of Repayment Capacity

CIBIL Verification

Security Verification

Final Loan Sanction

Post Loan



Repayment Schedule

As per types of Loan and tenure of Loan read with applicable Interest Rate



Collection Process

Electronic Clearing Service (ECS) or Personal Visit & Collection



Settlement Letter

As per requirement read with terms and condition of Loan will provide Settlement or Relieve Letter

Proposed Products

Hanumant Kripa Easy Finance Private Limited after making the market research has decided to be in the following products at the initial stage which may vary from time to time as change in the market scenario.

Personal Loans

Personal loans are one of the most-frequently bought lending products from the NBFCs in India. They can be used for all purposes ranging from vehicle purchase, wedding expenses, loan repayment, vacations to even medical urgency. With this loan, a person can maintain all its requirements from small to big instantly. Bank provide these loans at a very high rate as there are no collateral for such loan and being the most risky.

However, we shall provide the same at low rate of interest afyter checking their creditability through the KYC documents. There is good share of this on our total portfolio around 44%.

Animal Husbandry and Horticulture

Agriculture sector plays a significant role in Indian economy. A large number of farmers in India depend on animal husbandry for their livelihood. It has great space in our

locality to finance them in order to promote the cash leverage business. Thus, animal husbandry plays an important role in India economy. Our initial product portfolio consist around 21% of the total portfolio.

Agriculture Finance

There is an ever increasing need to invest in agriculture due to a drastic rise in global population and changing dietary preferences of the growing middle class in emerging markets towards higher value agricultural products. In addition, climate risks increase the need for investments to make agriculture more resilient to such risks. Estimates suggest that demand for food will increase by 70% by 2050 and at least \$80 billion annual investments will be needed to meet this demand, most of which needs to come from the private sector. Financial sector institutions in developing countries lend a disproportionately lower share of their loan portfolios to agriculture compared to agriculture sector's share of GDP.

Agriculture finance empowers poor farmers to increase their wealth and food production to be able to feed 9 billion people by 2050. Our work in agriculture finance helps clients provide market-based safety nets, and fund long-term investments to support sustainable economic growth.

Demand for food will increase by 70% by 2025; at least \$80 billion annual investments will be needed to meet this demand.

It depicts the necessity of required finance to promote the finance requirements on this and it would be profound to us to contribute in this segment to the extend possible, that's why not so much but going through of market research it is understood around 15% of total portfolio.

Project Finance

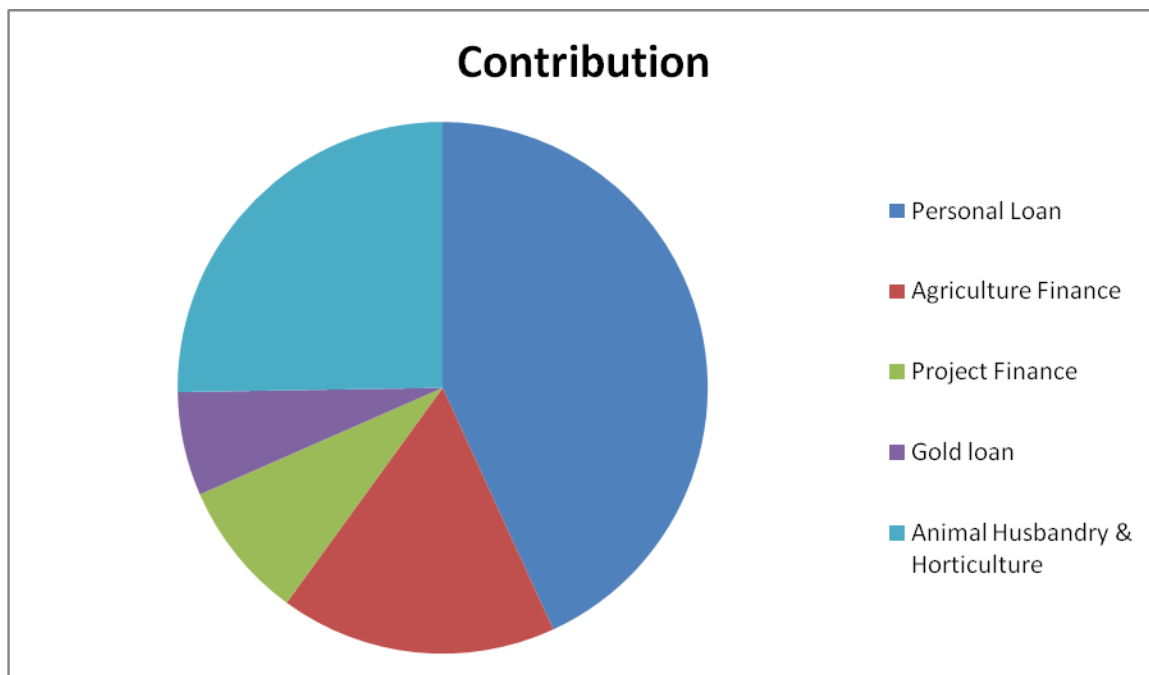
Project finance is the name we have given to raise the entrepreneurship skill available in town, as we understood many youth with good vocational training skill and business idea are not being able to start their venture so we being registered NBFC in near future aimed to fulfill their small finance requirement to initiate their entrepreneurial skill

ahead. Many youth are trained with skill set like repairing cycle/vehicle, refrigerator, fridge, fan and accessories, electrician, plumber and so on. They can initiate their business with small fund but the organized lending are not there so we believe to explore this market more efficiently under this product. It has around 12% of contribution on our project composition.

Gold Loan

In India, Gold has always been the demand of the people irrespective of their financial conditions as an religion, culture, marriage and investments and Indians cannot stop buying the same irrespective of its prices in the market. It can act on dual perspective, acquisition or collateral to get finance to start productive business.

Considering it as a evergreen sector, we would like to allocate around 8% of our total portfolio.



BUSINESS PLANNING POLICY

The primary objective of this business continuing policy is continued growth and success of the business. The purpose of this policy is to provide a framework to the important activities.

SELECTING THE RIGHT SEGMENTATION STRATEGY AND IDENTIFY OPPORTUNITIES LIKELY TO GENERATE SUCCESS

Hanumant Kripa Easy Finance Private Limited selects the right segmentation strategy that is likely to generate success. Through effective segmentation strategy, lenders can reap a host of benefits. These are listed below:

- Provide a source of advantage and help differentiate in a fragmented market;
- Direct organization-wide effort, investment and marketing effort in specific areas where success is more likely;
- Derive sales, branding and distribution strategy;
- Provide a pivotal opportunity to build a long-term customer relationship;
- Enhance and accelerate downstream decisions.

ACCEPT WILLINGLY NEW ATTITUDE TO WIN THE CUSTOMER

Hanumant Kripa Easy Finance Private Limited believes that 'Customer is king' has never been more true than it is today. With lenders incorporating technology advances to penetrate underserved markets and differentiate in mature markets, customer expectations have evolved.

We observed that customers now demand seamless, personalized, 24X7 interaction across multiple touch-points, customized to their needs. We believe to embrace techniques to derive customer insight, such as customer personas and journey maps, enhance their understanding of customer behavior and subsequently drive-up meaningful outcome. Winning the customer experience race will require much more than just technology; it also mandates a new attitude to winning the customer.

Hence, we believe in creating a "WOW" experience for our customers.

MAPPING CUSTOMER JOURNEY

We make a cultural shift in the manner we engage with the customer, in order to lay the foundation for a strong relationship and create a lasting impact. Designing customer personas

based on key attributes is the first step in creating a strong understanding of customers' needs, motivations and tendencies. Developing customer journey maps for all scenarios will place design teams in the shoes of these personas to understand and enhance the design of the customer's interaction with various facets.

IMPROVING PROCESSES TO MAKE THEM NEXT GENERATION READY

Hanumant Kripa Easy Finance Private Limited believes that technology advances can provide solutions to a broad array of problem statements faced by lenders, including elimination of paper, enhanced process control, enhanced data integrity and operational efficiency.

Transitioning to the next generation model requires careful. For the lending business, typical process classification covers customer acquisition, on boarding, underwriting, fulfillment, servicing, and collections, apart from universal and enterprise processes. Depending on the function involved, processes can range across criticality levels with differing implications for process transformation.

BUSINESS CONTINUITY PLANNING (BCP) AND DISASTER RECOVERY

BCP forms a significant part of our organization's overall Business Continuity Management plan, which includes policies, standards and procedures to ensure continuity, resumption and recovery of critical business processes. We design our BCP to minimize the operational, financial, legal, reputational and other material consequences arising from a disaster. Hanumant Kripa Easy Finance Private Limited adopt a Board approved BCP Policy. The functioning of BCP shall be monitored by the Board by way of periodic reports. The CIO shall be responsible for formulation, review and monitoring of BCP to ensure continued effectiveness. The BCP may have the following salient features:

- **Business Impact Analysis**

Company shall first identify critical business verticals, locations and shared resources to come up with the detailed Business Impact Analysis. The process will envisage the impact of any unforeseen natural or man-made disasters on the business. The entity shall clearly list the business impact areas in order of priority.

- **Recovery Strategy/ Contingency Plan**

We try to fully understand the vulnerabilities associated with interrelationships between various systems, departments and business processes. Evaluation of various options should be done for recovery and the most cost-effective, practical strategy should be selected to minimize losses in case of a disaster.

We consider the need to put in place necessary backup sites for their critical business systems and Data centers.

Moreover, we test the BCP either annually or when significant IT or business changes take place to determine if the entity could be recovered to an acceptable level of business within the timeframe stated in the contingency plan. The test should be based on 'worst case scenarios'. The results along with the gap analysis may be placed before the CIO and the Board. The GAP Analysis along with Board's insight should form the basis for construction of the updated BCP.

BUDGET CONTINUING PLANNING PROCEDURE

Hanumant Kripa Easy Finance Private Limited will update the process and timeline schedule for the Budget and Business Planning process. This schedule will be generated in consultation with Senior Management.

- **Business Planning**

The format, reporting requirements and timeframes for completing the annual business planning are provided by the Board of Directors. The Board's process will be dictated by these requirements.

Senior Management will review the upcoming budget and business plan process and timelines. Any adjustments to the process will be made at that time. For this, a preliminary detailed list of planning and budget priorities will be developed and approved by the Governing Board. These priorities must be consistent with the strategic goals, be measurable and influence subsequent planning and budgeting.

- **Financial Analysis and Forecasting**

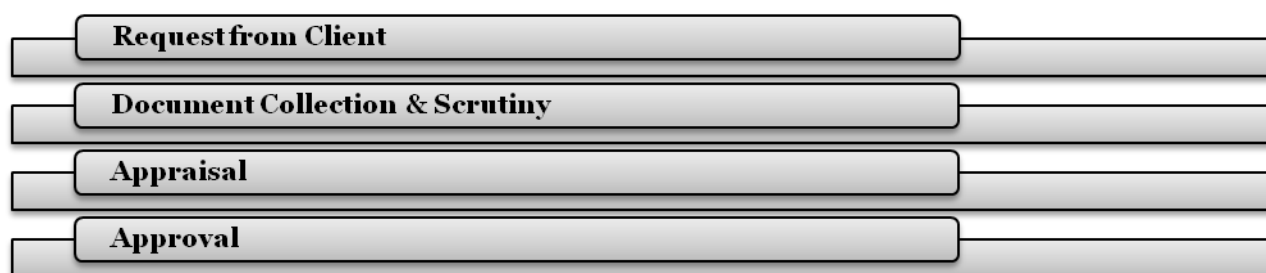
Board is responsible for overall budget administration and management to ensure that expenditures do not exceed authorized amounts and funds are used for intended, proper and legal purposes.

Management will be responsible for reviewing the accuracy of their financial results to the date of the report, explaining variances, providing accurate forecasted results for the financial year and explaining significant variances.

CREDIT APPRAISAL POLICY

Credit Appraisal means an investigation done by the financial institution before granting loan or advances to the fund seeker.

Process of Credit Appraisal



Credit Appraisal



Step Wise Credibility Check

1. Filling of application form with KYC and financial documents.
2. Process of verification and reconciliation of documents.
3. Financial Institution provides a rating to the applicant based on the above document scrutiny.
4. Applicant agrees to the terms and conditions, then financial institution approve the loan.
5. Loan amount gets deposited in the applicant's account.
6. Post sanction activities such as receiving stock statements, review of accounts.

7. Recovery procedures are initiated in case of default in repayment.

Parameters in Credit Appraisal

- **Financial Parameter**
 1. Past Track record
 2. Performance Indicators
 3. Financial Indicators
 4. Collateral Security
 5. Financial Ratios
- **Industry Parameter**
 1. Competition
 2. Industry Outlook
 3. Regulatory Risk
 4. Collateral Security
 5. CIBIL Score or rating from different credit rating companies
- **Management Parameters**
 1. Corporate governance
 2. Corporate Social Responsibility
 3. Management Competence
 4. Expertise
 5. Strategic Initiatives

The credit process begins with a thorough analysis of the borrower's creditworthiness, or capacity and willingness to repay the loan. Following shall be considered:

- The borrower's current and expected financial condition.
- The borrower's ability to withstand adverse conditions or "stress."
- The borrower's credit history and a positive correlation between historical and projected repayment capacity.
- The optimal loan structure, including loan amortization, covenants, reporting requirements – the underwriting elements.

- Collateral pledged by the borrower – amount, quality and liquidity; bank ability to realize the collateral under the worst case scenario. And,
- Qualitative factors, such as management, the industry and the state of the economy.

This process begins with the collection, analysis and evaluation of information required to determine the creditworthiness of the borrower seeking credit. After the credit analysis is completed and borrower has been determined to be an acceptable risk, the credit officer proposes a loan structure for approval that preserves the strengths and protects against identified weaknesses of the borrower. The process ends with determination of a risk rating for the credit and loan approval (or rejection). The financial institution's credit policy, lending standards and procedures create the parameters for this process, thereby establishing the appetite for risk.

Analysis of risks associated with any borrower should focus on the four foundations of creditworthiness, shown below:

Industry

It involves the industry dynamics and the company's position within the industry. Weakness in the industry itself can significantly impact loan repayment ability and the company's position within the industry is an important issue.

Financial Condition

It focuses on the borrower's ability to generate sufficient cash, the first source of loan repayment, or to draw on existing resources, e.g., capital or assets, to repay borrowings. The credit analyst examines the income statement, the balance sheet and the cash flow statement to evaluate this foundation of creditworthiness, focusing on profitability, efficiency, liquidity, and leverage, in particular.

Management Quality

It entails the competence, integrity and alliances of the key individuals running the company. Management weakness or dishonesty can have an impact on both repayment capacity and security realization. Depth of management is always a concern, especially in smaller, family run organizations.

Security Realization

It determines the level of the financial institutions' control over collateral and the likely liquidation value, factoring in time, i.e., net present value. Weakness in security realization threatens the second source of loan repayment.

CORRECTIVE ACTION PLAN

A corrective action plan is a document describing exactly how a specific situation will be changed to better meet the goals of a company. A corrective action plan is a response to a situation that is problematic for a company.

RBI has outlined a corrective action plan applicable to all NBFCs which will help them in early identification of problem account, timely restructuring of accounts which are considered to be viable, and in taking prompt steps by lenders for recovery or sale of unviable accounts.

Credit Information

The Reserve Bank of India has set up a **Central Repository of Information on Large Credits (CRILC)** to collect, store, and disseminate credit data to lenders. All NBFC-ND-S, NBFCs-D and all NBFC-Factors shall be required to report the relevant credit information on a quarterly basis to CRILC. The data includes credit information on all the borrowers having aggregate fund-based and non-fund based exposure of Rs.50 million and above with them and the SMA status of the borrower.

Accelerated Provisioning

In cases where NBFCs fail to report SMA status of the accounts to CRILC or resort to methods with the intent to conceal the actual status of the accounts or evergreen the account, NBFCs will be subjected to accelerated provisioning for these accounts and other supervisory actions as deemed appropriate by RBI.

Further, any of the lenders who have agreed to the restructuring decision under the CAP by JLF and is a signatory to the Inter Creditor Agreement (ICA) and Debtor Creditor Agreement (DCA), but changes their stance later on, or delays/refuses to implement the package, will also be subjected to accelerated provisioning requirement as indicated above, on their exposure to this borrower i.e., if it is classified as an NPA. If the account is standard in those lenders' books, the provisioning requirement would be 5%. Further, any such backtracking by a lender might attract negative supervisory view during Supervisory Review and Evaluation Process.

Presently, asset classification is based on record of recovery at individual NBFCs and provisioning is based on asset classification status at the level of each NBFCs. However, if lenders fail to convene the JLF or fail to agree upon a common CAP within the stipulated time frame, the account will be subjected to accelerated provisioning, if it is classified as an NPA. If the account is standard in those lenders' books, the provisioning requirement would be as per the RBI guidelines.

Non-Co-operative Borrowers

A “non-co-operative borrower” is the one who:

- does not provide necessary information required by a lender to assess its financial health even after 2 reminders; or
- denies access to securities etc. as per terms of sanction or does not comply with other terms of loan agreements within stipulated period; or
- is hostile / indifferent / in denial mode to negotiate with the NBFC on repayment issues; or
- plays for time by giving false impression that some solution is on horizon; or
- resorts to vexatious tactics such as litigation to thwart timely resolution of the interest of the lender/s.

The borrowers will be given 30 days' notice to clarify their stand before their names are reported as non-cooperative borrowers.

With a view to discouraging borrowers/defaulters from being unreasonable and non-cooperative with lenders in their bonafide resolution/recovery efforts, NBFCs may classify such borrowers as non-cooperative borrowers, after giving them due notice if satisfactory clarifications are not furnished. Notified NBFCs will be required to report classification of such borrowers to CRILC.

Further, NBFCs will be required to make higher/accelerated provisioning in respect of new loans/exposures to such borrowers as also new loans/exposures to any other company promoted by such promoters/ directors or to a company on whose board any of the promoter / directors of this non-cooperative borrower is a director.

The provisioning applicable in such cases will be at the rate of 5% if it is a standard account and accelerated provisioning, if it is an NPA. This is a prudential measure since the expected losses on exposures to such non-cooperative borrowers are likely to be higher.

Board Oversight

The Board of Directors of NBFCs will take all necessary steps to

1. contain the deteriorating asset quality in their books and
2. should focus on improving the credit risk management system.
3. should ensure that a policy is put in place for timely provision of credit information to and access to credit information from CRILC, prompt formation of JLFs, monitoring the progress of JLFs and periodical review of the above policy.

CREDIT APPROVAL PROCESS FLOW

Large varieties of financing solutions are offered by Hanumant Kripa Easy Finance Private Limited to its clients. In brief the process is to include the following steps:

1. Eligibility check & Reputation/Anti-Money Laundering Checks
2. Credit Appraisal
3. Completion of KYC
4. Execution of Security Documentation
5. Disbursal of financing

All financing and creation of security will be in line with Hanumant Kripa Easy Finance Private Limited license conditions and relevant laws and regulations.

Hanumant Kripa Easy Finance Private Limited is open to financing all types of client entities provided they have the requisite authority and legal power to avail of financing. This includes Individuals, Hindu HUF, Trusts, Partnership firms etc. High risk entities like Trusts and Partnership firms should be subject to greater scrutiny while evaluating their financing proposal.

CLIENT SUITABILITY: ELIGIBILITY /ANTI-MONEY LAUNDERING

Hanumant Kripa Easy Finance Private Limited objective is to involve in bona-fide business activities and provide financing solutions. As such, prior to detailed work on the credit proposal, client suitability must be clearly established. Through multiple criteria, client suitability has to be checked– which may evolve over time but must cover issues of reputation and regulatory risk, and the any concerns over money-laundering activities.

– **Regulator Notices**– List of defaulters/watch-lists issued by relevant regulatory bodies and exchanges viz. RBI, Government of India (especially Department of Corporate Affairs), SEBI, Competition Commission of India, Registrar of Companies, NSE/BSE/Other exchanges, NCLT and other debt recovery institutions.

– **Press Check**- Review of Press and Social Media for adverse publicity and news about the potential borrower.

– **Global crime and Default Databases**– To the extent available for public use.

Any issues or findings of concern or a NIL findings comment are mandatorily part of the credit proposal.

CREDIT APPRAISAL

Credit Appraisal is the document which will cover:-

- Background of client
- Nature of financing

Client financial strength, leverage levels, promoter strength, credit history (of client and promoter's CIBIL ratings), business and cash flow analysis, debt profile including other lenders and details of borrowing. In cases where we have more than one financing to a client group or dealing with more than one client group entity, the entire group exposure should be clearly laid out. There should be a clear justification that the group exposure remains acceptable and also does not create client concentration risk for our portfolio.

Key risks:-

- Reputation / Anti-Money Laundering risks if any else NIL comment
- Financial
- Regulatory

– Structure and instrument risk – especially around any subordination of our rights in an enforceability situation.

Security structure: - This should detail the security on offer.

KNOW YOUR CLIENT (KYC)

For completing the KYC process, clients must furnish all authenticated documents necessary. This includes all charter and incorporation documents, proof of address and business, financial statements and also the KYC documents for important stakeholders and authorized signatories.

PERFECTION OF SECURITY AND EXECUTION OF DOCUMENTATION

Our standard documents (Loan Agreement; Security Agreements; etc.) will be the basis of security documentation. Legal Counsel will suitably modify our standard documents to incorporate the credit approval conditions also any relevant regulatory clauses that are deemed necessary for the financing.

The CEO has the authority to approve minor deviations which (as confirmed by the Legal Counsel) will not materially impact Hanumant Kripa Easy Finance Private Limited security position. Similarly, the CEO may allow disbursal of financing pending minor security.

It is to be ensured by the back-office team that the finalized security document cannot be amended or otherwise changed in any manner by the borrower prior to execution.

EXECUTION OF SECURITY DOCUMENTATION

Security documentation is the primary responsibility of the back-office support team. The Chief Executive Officer (CEO) will nominate the specific individuals/teams who will be responsible for execution of security documentation. The origination/structuring staff responsible for managing the client relationship and originating the financing proposal must provide all necessary assistance in perfecting the security.

Responsibility for drafting and finalizing the security documents lies with the Legal Counsel. Any material deviation from the Legal Counsel's drafting must be approved by the board.

Scanned copies of the security documentation must be stored in the client folders and easily accessible to the team at all times. The original documents must at all times be secured in the safe and logged under "Four Eye Principle". It is also the responsibility of the documentation team to ensure that the necessary filings with regulators or government agencies are done within the prescribed time periods.

After the perfection of security documentation and the necessary filings have been completed, the senior most staff has to put a note confirming that documentation is complete.

DISBURSAL OF FINANCING

Loan disbursement will be done by the Finance and Accounts team. This is done on the basis of a confirmation from the Documentation team that documentation is completed. In making the disbursement, it is to be ensured that disbursement of funds is made to an account of the Borrower. Any disbursement to a third party must be approved on the basis of a detailed rationale by the CEO/CFO.

ONGOING MONITORING

Ensuring that the Hanumant Kripa Easy Finance Private Limited team remains fully engaged with the client and in a position to remain updated about credit developments with the client is critical to maintain a high quality credit portfolio.

1) Ongoing Client Engagement:

It is expected that at least once a calendar quarter, each originator/structure will conduct a detailed client discussion and review covering all issues that impact the client credit profile. Additionally, the originator/structure must fulfill the duty of analyzing the said financials

and related performance data and highlight major developments positive and negative to the Board.

2) Monitoring:

We need to monitor the value of security against which financing has been provided as well as the conduct of the client regularly. Timely action has to be taken in case there is any deterioration either in enforceability or value.

INTEREST RATE POLICY

Keeping in view the guidelines issued by RBI from time to time and the good governance practices; the following components are factored in determining the interest rate and other charges chargeable to the customers.

COST OF BORROWING

The prevailing cost of borrowing applicable for the company to achieve a complete matching of assets and liabilities. The company's borrowings is expected to be a mix of fixed rate as well as floating rate borrowings while all its loans to clients are expected to be on fixed rates. The pricing factors in the risk associated with this.

COST OF OPERATIONS

The cost of operations includes manpower cost, infrastructure cost and other administrative costs. Most of these costs are fixed costs and are committed on the basis of budgeted volume of operations. Since these costs come down with increasing volumes and efficiencies, the pricing factor the estimated cost over a reasonable period of time. As a philosophy, the company will charge clients interest rate only as if it is already a large NBFC and growing at a steady state basis. Thus, the cost of start-up and cost of growth are borne by the shareholders.

PORTFOLIO RISK

The portfolio risk is factored on the basis of the type and inherent nature of loans that the company gives, the risk profile associated with this client segment, tenure of relationship with the client, past experience including repayment track record and overall management's assessment.

PROFIT MARGIN

The profit margin is fixed on the basis of the return expected by the shareholders and the risks involved. The profit margin should be reasonable to attract fresh capital to sustain growth and can be benchmarked with comparable companies.

A reasonable level of gearing is required to be maintained while arriving at the shareholder return. Most nationalized Banks and private sector banks in the country have a steady state of Return on Equity of around 20%. Hence the company also targets a RoE of about 20%.

PREVAILING MARKET PRACTICES

The fees and other charges applicable will depend on the market practices and the cost of providing such services.

The lending rate as well as the fees charged is fixed, taking into account the sustainability of various factors and it is reviewed periodically by the Asset & Liability Management Committee.

The Company intimates the borrower regarding the loan amount, annualized rate of interest, insurance premium, processing fees, penal interest for delayed payment, cheque bounce charges, tenor of the loan and repayment schedule including installment amount at the time of sanction/disbursement of the loan.

INFORMATION TECHNOLOGY / INFORMATION SYSTEM POLICY

Our organization will have a basic IT infrastructure as required to run the smooth business of the company and shall comply with the IT guidelines as prescribed by the Reserve Bank of India.

We have taken the domain of the website in the name of the company to develop the website for listing the product, briefing the product, rate of interest, documents requirement and so on which shall be live after getting the certificate of registration of the company and basic IT infrastructure shall be taken to upload the timely information to the regulators as required as per the RBI guidelines.

BASIC SECURITY STANDARDS

Implementation of latest technology will change the way of doing business. Embracing new technology exposes the risk of unauthorized access of data. Unavailability of technology support may lead to breakdown in business. With this, users & customers must have confidence that information system will operate as without unanticipated failures or problems. This will ensure that technology is optimally utilized and IT enhances the future growth.

Company is implementing basic security standards - such as physical / logical access controls and a well-defined password policy.

Hanumant Kripa Easy Finance Private Limited is designating senior executive as the Chief Information Officer (CIO) who will be responsible to ensure implementation of IT Policy involving IT strategy, value delivery, risk management and IT resource management. To ensure technical competence periodic assessment should be formulated to ensure that sufficient, competent and capable human resources are available.

Here are the following basic creeds of the board-approved IT Policy–

- a. Confidentiality** – Ensuring access to sensitive data to authorized users only;

- b. Integrity** – Ensuring accuracy and reliability of information by ensuring that there is no modification without authorization;
- c. Availability** – Ensuring that uninterrupted data is available to users as and when required;
- d. Authenticity** – It is necessary to ensure that the data, transactions, communications or documents (electronic or physical) are genuine for information security.

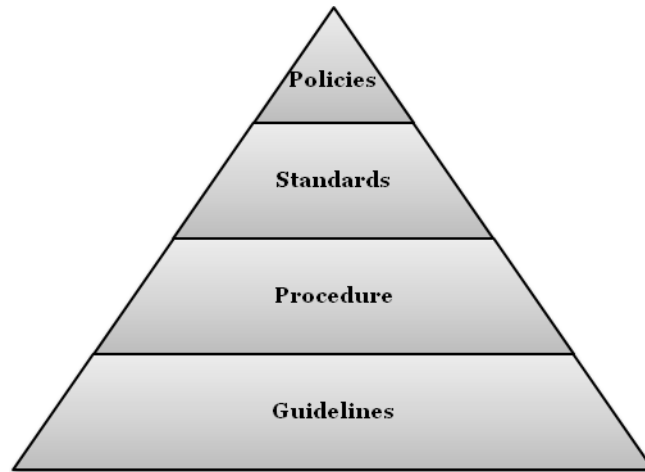
OBJECTIVE

Information Security Policy ensures that:

- a. Confidentiality, Integrity and Availability of information is protected adequately and mainlined uniformly across the company.
- b. All information is protected from unauthorized physical & logical access.
- c. Information is protected from fraud, corruption or loss during input, processing, transmission & storage.
- d. Information upon which the company depends is adequately protected to allow the continuation of day to day operations with least breakdowns.
- e. The users are aware and comply with relevant legislation relating to the maintenance, protection, retention and withholding of information.
- f. Security related incidents are managed appropriately.

FRAMEWORK

The framework is necessary to establish, implement, operate, monitor, review, maintain and improve security and related risks. This is important to reduce the risk of errors and to ensure reliability of information.



Policies

It consist the commitment from the senior management of the organization to meet the compliances as well as regulatory requirements, the objective and goals.

Standards

Standards as applicable to establish the benchmark for the procedures against which uniformly compliance could be measured

Procedures

Procedure to meet the objective mentioned in the information security policy .

Guidelines

These are the suggestions to carry out the activities stated in the procedures.

INFORMATION SECURITY POLICY FRAMEWORK

Identification and Classification of Information Assets: Hanumant Kripa Easy Finance Private Limited will sustain detailed inventory of Information Asset with the distinct asset identification.

Segregation of functions: Duties will be segregated of the official dealing exclusively with information systems security and the Information Technology division. In terms of the number of staff, level of skill and tools or techniques like risk assessment, security architecture, vulnerability assessment, forensic assessment, etc, the information security function should be adequately resourced. The responsibilities are clearly segregated relating to system administration, database administration and transaction processing.

Role-based Access Control: In Hanumant Kripa Easy Finance Private Limited, there will be clear delegation of authority for the right to upgrade/change user profiles and permissions and also key business parameters (eg. interest rates) which should be documented.

Personnel Security: Hanumant Kripa Easy Finance Private Limited has made proper arrangements for the appropriate check and balance in this regard. Personnel with privileged access to the system administrator, cyber security personnel, etc should be subject to rigorous background check and screening.

Physical Security: Company has created a protected environment for physical security of IS Assets such as the secure location of critical data, restricted access to sensitive areas like data center.

Maker-Checker For each transaction, there will be at least two individuals for its completion as this will reduce the risk of error and will ensure the reliability of information.

Incident Management: Hanumant Kripa Easy Finance Private Limited has developed and implement processes for preventing, detecting, analyzing and responding to information security incidents.

Trails: Hanumant Kripa Easy Finance Private Limited has ensured the existence of audit trails for IT assets satisfying its business requirements including regulatory and legal requirements, facilitating the audit, serving as forensic evidence when required and assisting in dispute

resolution. If an employee, for instance, attempts to access an unauthorized section, this improper activity will be recorded in the audit trail.

Public Key Infrastructure (PKI): To ensure confidentiality of data, access control, data integrity, authentication, and non-repudiation, the usage may be increased.

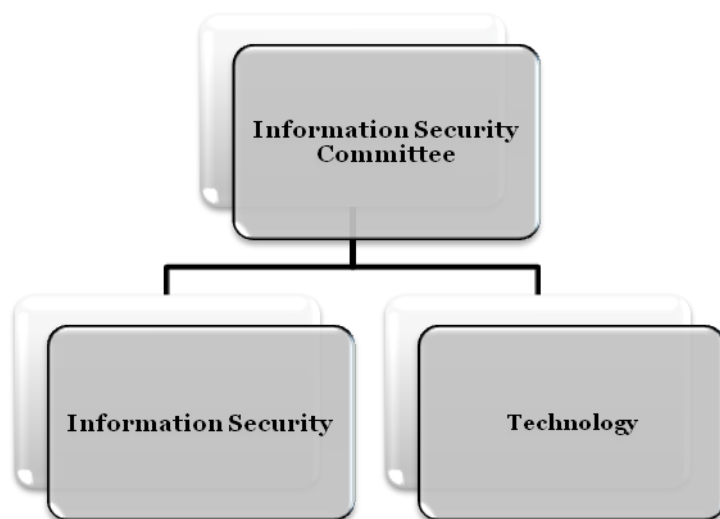
PROVISIONS PERTAINING TO INFORMATION AND CYBER SECURITY

Cyber security helps in combating cyber threats given the level of difficulty of business & acceptable levels of risk. Vulnerability management is an ongoing process to determine the process of eliminating or mitigating vulnerabilities based upon the risk & cost associated with the vulnerabilities. Company has made plan for managing and eliminating vulnerabilities.

The risk assessment should be brought to the notice of the Chief Risk Officer (CRO), CIO and the Board and should serve as an input for Information Security Auditors. The technology which is used for mobile facilities must ensure confidentiality, integrity, authenticity & must deliver for end-to-end encryption.

In case of using Social Media to market products then team should be well equipped in handling social media risks and threats. As Social Media is vulnerable to account takeovers and malware distribution, proper controls, such as encryption and secure connections, should be prevalent to mitigate such risks.

The management framework will define, implement and monitor information security for the information assets.



Information security committee consisting senior executives along with the top management participation. This committee will be responsible for security related activities in the organization.

Information will have to be suitably classified to assign the desired level of protection.

Information is categorized as:

Secret: Data concerning identity and access shall be classified as secret.

Confidential: System programmes and changes thereto shall be classified as confidential. In case of National Electronic Fund Transfer (NEFT), clearing services up to the stage of completion of clearing activities, including arriving at the settlement position, generating reports will be included under this head.

Internal: Information in relation to post completion of the clearing and settlement activities including archiving, back and other details for dispute resolution purposes shall be treated as internal.

Public: Non Sensitive information available for external release.

MANAGEMENT REPORTING SYSTEM

A management reporting system provides business information which can be in the form of reports and/or statements. The system is designed to provide timely pertinent information to assist management like creation of system generated reports for senior management, containing details regarding financial position, operating / non-operating revenues and expenses, cost benefit analysis of segments / verticals and cost of funds.

Need of effective management reporting system:

- a. For decision making and analysis of trends, constant need of reports
- b. At the right time reports should be available with the right stakeholders
- c. Lack of awareness of the performance of the organization
- d. Data redundancy leads to data management issues and quality issues
- e. High value resources

REQUIREMENT TO FILE REGULATORY RETURNS TO THE RBI

Hanumant Kripa Easy Finance Private Limited will take due care of regular & strict compliance with existing and dynamically changing legal requirements. Non-Compliance will result into penalty & prosecution. Therefore due importance will be given to the legal requirements.

REVIEW OF INFORMATION SECURITY POLICY

Timely necessary steps will be taken by the board to ensure the compliance with the policy & procedures.

COMPLIANCE MONITORING

The admin must monitor the practices of the IT users to ensure the high level of compliance. The information system audit team will ensure compliance of Information Technology Act 2000, Information Technology (Amendment) Act 2008, Information Technology (Amendment) Act 2011 and other guidelines.

ARRANGEMENT FOR BACKUP OF DATA

By regular backups, data will be protected. Appropriate IT team must perform backup for responsible data. All backup data must be stored in an encrypted manner and backup copies must be stored in an environmentally protected and access controlled secure location. Stored copies must be stored with a short description that includes the following information:

- a. Backup date / Resource name /
type of backup method

Stored copies must be made available upon authorized request:

The request for stored data must be approved by an authorized person nominated by a Director/Manager in the appropriate department.

Requests for stored data must include:

- b. Completion of a form that outlines the specifics of the request, including what copy is being requested, where and when the requester would like it delivered and why they are requesting the copy;

- c. Acknowledgment that the backup copy will be returned or destroyed promptly upon completion of its use;
- d. Submission of a return receipt as evidence that the backup copy has been returned.

A record of the physical and logical movements of all backup copies shall be maintained.

Physical and logical movement of backup copies shall refer to:

- a. The initial backup copy and its transit to storage;
- b. Any movement of backup copies from their storage location to another location;

The record of physical and logical movements of backup media shall include:

- a. all identification information relating to the requested copies;
- b. purpose of the request;
- c. the person requesting the copy;
- d. authorization for the request;
- e. where the copy will be held while it is out of storage;
- f. when the copy was released from storage;
- g. when the copy will be returned to storage.

Media in transit and store shall be protected from unauthorized access, misuse or corruption, including sufficient protection to avoid any physical damage arising during transit and store. All personnel responsible for data backup processing shall have:

- a. Relevant identification;
- b. Relevant authorization.

All relevant department backups should be verified periodically and report on its ability to recover data.

On a daily basis, information generated from each backup job will be reviewed for the following purposes:

- a. To check for and correct errors;
- b. To monitor the duration of the backup job;
- c. To optimize backup performance where possible;

IT will identify problems and take corrective action to reduce any risks associated with failed backups.

POLICY FRAMEWORK ON “KNOW YOUR CUSTOMER” AND “ANTI-MONEY LAUNDERING MEASURES”

*In this document, “The Company” refers to “**Hanumant Kripa Easy Finance Private Limited**”.

1. OBJECTIVES

- To prevent the Company from being used, intentionally or un-intentionally, by criminal elements for money laundering activities.
- To know/understand the Customers and their financial dealings better, which in turn, help in managing their risks prudently.

2. KEY ELEMENTS OF THE POLICY

- Customer Acceptance Policy
- Customer Identification Procedures
- Monitoring of Transactions
- Risk Management

3. DEFINITION OF CUSTOMER

- A person or entity that maintains an account and/or has a business relationship with the Company as a borrower.

4. CUSTOMER ACCEPTANCE POLICY (CAP)

Explicit criteria for acceptance of customers

- No account is opened in anonymous or fictitious / benami name(s)
- Parameters of risk perception are defined in Section 5
- Customers are categorized into different level of risk perception as in Section 5
- Documentation requirements and other information to be collected in respect of different categories of customers depending upon the perceived risk and keeping in mind the requirements of Prevention of Money Laundering Act, 2002.
- Not to open an account or close an existing account where the Company is unable to apply appropriate customer due diligence measures, i.e. unable to verify the identity and /or obtain documents required as per the risk categorization due to non-co-operation of the customer or non-reliability of the data/information furnished to the Company.
- However, care should be taken that the implementation of the policy does not lead to harassment of the customer.
- Circumstances in which a customer is permitted to act on behalf of another person/entity should be clearly spelt out in the relevant document supporting it, which should be in conformity with the established law and practices.
- Cross Checks should be made to confirm that the identity of the customer does not match with any person with known criminal background or with banned entities such as individual terrorists or terrorist organizations etc.
- This customer profile will be a confidential document and details contained therein shall not be divulged for cross selling or any other purposes.

5. CATEGORIZATION OF CUSTOMERS ACCORDING TO RISK PROFILE

5.1 Low Risk Customers

Customers requiring basic verification of identity and location

- Salaried employees whose salary structures are well defined
- People belonging to lower economic strata of society whose accounts show small balances and low turnover
- Government departments and Government owned companies
- Regulators and statutory bodies

5.2 Medium Risk Customers

- Non-Resident customers
- High Net-Worth individuals
- Trusts, Charities, Non-Government Organizations (NGO) and organizations receiving donations
- Companies having close family shareholding or beneficial ownership
- Firms with ‘ sleeping partners’

5.3 High Risk Customers

Customers requiring thorough probe

- Politically Exposed Persons (PEP) of foreign origin
- Non-face to face customers
- Those with dubious reputation as per public information available

The categorization of customers as per risk profile and implementation of the measures, however, should not result in denial of Company’s services to general public, especially to those, who are financially or socially disadvantaged.

6. CUSTOMER IDENTIFICATION PROCEDURE

As per the Rule 9 of the Prevention of Money Laundering (Maintenance of Records of the Nature and Value of Transactions, the Procedure and Manner of Maintaining and Time for Furnishing information and Verification and Maintenance of Records of the Identity of the

clients of the Banking Companies, Financial Institutions and Intermediaries) Rules, 2005 (PML Rules) requires that our Company:

‘At the time of commencement of relationship, identify its customers, verify identity and obtain information on the purpose and intended nature of business relationship.’

Customer Identification means identifying the customer and verifying his/her identity by using reliable, independent source documents, data or information.

Customer Identification Procedure will be carried out at different stages as follows:

A. While establishing a relationship

- Transaction of an amount equal to or exceeding rupees fifty thousand, whether conducted as a single transaction or several transaction that appear to be connected, or
- Any international money transfer operations

B. When the Company has a doubt about the authenticity/veracity or the adequacy of the previously obtained customer identification data, company may further demand data as follows:

- For customers that are natural persons, sufficient identification data to verify the identity of the customer, his address/location and also his recent photograph.
- For Customers that are legal persons or entities, the legal status of the legal person/entity should be verified through proper and relevant documents. For any person purporting to act on behalf of the legal person/entity, it has to be verified whether he is so authorized and his identification has to be verified. Also, the ownership and control structure of the customer should be understood so as to determine who the natural persons are, who ultimately control the legal person.
- An indicative list of the nature and type of documents/information that may be relied upon for customer identification is given in Annexure – 1.

7. MONITORING OF TRANSACTIONS

- Ongoing monitoring is an essential element of effective KYC procedures.
- The monitoring will be done according to the Risk level of the borrowers and any abnormal transaction will have to be probed.

8. RISK MANAGEMENT

- The Company will strictly comply with the laid down policies on Accounting, Lending, Recovery etc., and also the guidelines issued from Registered Office from time to time.
- Registered Office will ensure that all the frontline staff members are kept well informed of the KYC norms and procedures for implementation.

9. CUSTOMER EDUCATION

- Registered Office will be providing specific literature/pamphlets to educate the customers on the objectives of KYC norms and procedures seeking their cooperation in getting the information required from them.

10. INTRODUCTION OF NEW TECHNOLOGIES

- Our organization will have a basic IT infrastructure as required to run the smooth business of the company and shall comply with the IT guidelines as prescribed by the Reserve Bank of India.
- We have taken the domain of the website in the name of the company to develop the website for listing the product, briefing the product, rate of interest, documents requirement and so on which shall be live after getting the certificate of registration of the company and basic IT infrastructure shall be taken to upload the timely information to the regulators as required as per the RBI guidelines.

11. APPOINTMENT OF PRINCIPAL OFFICER

- Mr. Sumit Goel, director of the Company will be Principal Officer of the Company to coordinate the implementation of KYC norms in the Company.
- The Principal Officer is authorized to fix the accountability for serious lapses and intentional circumvention of prescribed procedures and guidelines, in consultation with the Managing Director of the Company.

12. MAINTENANCE OF RECORDS OF TRANSACTIONS

- Reporting entity will be maintaining proper record of transactions prescribed under Rule 3 of the Prevention of Money Laundering Act, 2002 as mentioned below:
- All cash transactions of the value of more than **Rs._____** or its equivalent in foreign currency.

- All series of cash transactions integrally connected to each other which have been valued below Rupees _____ where such series of transactions have taken place within a month and the aggregate value of such transactions exceeds rupees_____.
- All transactions involving receipts by non-profit organizations of rupees _____ or its equivalent in foreign currency.
- All cash transactions where forged or counterfeit currency notes or bank notes have been used as genuine and where any forgery of a valuable security has taken place.
- All suspicious transactions whether or not made in cash and by way of as mentioned in the rules.

13. REPORTING TO FINANCIAL INTELLIGENCE UNIT – INDIA

The Company will be reporting the information in the proper format, transactions relating to cash and suspicious nature to the Director, Financial Intelligence Unit-India (FIU-IND) at the following address:

**Director,
FIU-IND Financial Intelligence Unit – India
6th Floor, Hotel Samrat,
Chanakyapuri,
New Delhi – 110 021**

1. The information in respect of the transactions referred in rule 3 of the PML Rules (i.e. clauses mentioned in section 12 above) is to be submitted to the Director every month by the 15th day of succeeding month.
2. The information to be submitted to the Director promptly, in writing or by E-mail, or by fax, not later than seven working days from the date of occurrence of such transaction and on being satisfied that the transaction is suspicious.

RESOURCE PLANNING POLICY

(Approved by the Board)

M/S. Hanumant Kripa Easy Finance Private Limited is a Non-Deposit Non-Banking Financial Company holding Certificate of Registration from the Reserve Bank of India. Hanumant Kripa

Easy Finance Private Limited is trying to work on a model that focuses on building and nurturing long-term relationships with their clients.

Company has received the Certificate of Registration from Reserve Bank of India on 21st October, 2019 providing access to financial services sector focused on Loan and Advance nature of activities of company.

To achieve excellence and leadership, by setting standards of professionalism, morals and transparency, the intent of the company is about responsibly handing back to the community what it deserves the most. Being skilled and mature in approach and decision making ability are the cornerstone. The value of the company is reflected by integrity, excellence and teamwork.

The company's main business is to provide individual term loan & business loan which can be considered as the long term resource for the company.

The major source of funding for the company as of now is nationalized and other scheduled commercial banks. The company shall plough back its profits in such proportions considering the maintenance of capital adequacy ratio stipulated by regulations from time to time.

This resource planning policy governs the procurement of resources to meet its requirement. Company will develop and implement best practices in resource planning.

RESOURCE PLANNING

Hanumant Kripa Easy Finance Private Limited will use its resources to meet its current & future requirement. The resource plan shall consider the main business of the company, the interest rates & return and cost of compliance with the applicable rules & regulations. It is important for company to understand the extent of time and specialized resource availability for the product.

Before embarking on additional investment, if company is looking to launch a new lending product must consider the scalability of its existing distribution network.

To develop a focused engagement methodology and allocate resources efficiently, company must distinguish between active and inactive customers.

Company will be able to expand rapidly through optimal resource utilization and scalable operating models with low investment cost by setting up a sound technology platform. The need for a sound technology platform is further heightened in light of the present collaborative

business environment requiring a close integration amongst various business and government players.

MODE OF OPERATION

Our mode of operation will be branch based as people are more confident in face to face dealing rather than the digital platforms.

The first branch we will open in the Patiala subject to business expansion and necessity and again time and again as per the need we gradually increasing branch across Punjab and list go on subject to feasible consideration of the market requirement and the need of the branch.

Technology and Digital platform now a days is inevitable in the business. It will be a support instinct to develop the branch model more efficient and effective to draw required results. We will launch our website for digital presence mentioning the information about the products, rate of interest and the document required for taking the loans and so on. This can leverage our time taken for each loan sanctioning process. Further after sanction of loan, software be implemented to track the each development in every loan.

Therefore, we adopt the branch model of operation followed and supported by web based to operate the NBFI business in India. Company shall meet the requirement of master circular Direction DNBS.PPD.No.04/66.15.001/2016-17 dated June 08, 2017 of the Reserve Bank of India with the proposed basic infrastructure and technology adoption in company.

RISK MANAGEMENT POLICY

Non Banking Financial companies (NBFCs) form an integral part of the Indian financial system. NBFCs are required to ensure that a proper policy framework on Risk Management Systems with the approval of the Board is formulated and put in place. This policy document has been prepared in line with the RBI guidelines.

GENERAL PROVISIONS

This Policy represents the basic standards of Risk Assessment to be followed by the company. Changes in the Policy will become effective upon approval by the Board of Directors of the Company. All relevant employees must be thoroughly familiar or made familiar with it and make use of the material contained in this Policy.

RISK MANAGEMENT

Risk management is a business facilitator by making more informed decision with balanced risk-reward paradigm. The Company shall follow a disciplined risk management process and has been taking business decisions, ensuring growth and balancing approach on risk reward matrix. There are mainly three types of risk associated with our business which are detailed as under:

Credit Risk

A risk of loss due to failure of a borrower/counterparty to meet the contractual obligation of repaying his debt as per the agreed terms, is commonly known as risk of default.

Risk Mitigation

- Credit risk shall be managed using a set of credit norms and policies. The Company shall have defined roles and responsibilities for originators and approvers. All credit exposure limits shall be approved by authorized persons.
- There shall be a structured and standardized credit approval process to ascertain the credit worthiness of the borrower.
- The Company shall develop internal evaluation team to make credit decisions more robust and in line to manage collateral risk.
- The Company shall follow a process of time-to-time revisiting the credit policy and processes, on the basis of experience and feedback.

Operational Risk

Any eventuality arising from the act relating to people, technology, infrastructure and external factors, which can give rise to some type of loss in the organisation, is termed as Operational Risk. Majorly it is internal and unknown. Therefore, the persons responsible shall keep continuous watch and shall gather the symptoms/warning signals to manage Operational risk.

Market risk

This is majorly external market dynamics, which gives rise to Risks like Liquidity risk, Interest Rate risk and Funding risk. Liquidity risk is the inability to meet financial obligations in a timely manner and without stress. The Company shall resort to proper ways to manage such risks.

Risk Mitigation

- As a contingency plan the Company shall maintain sufficient approved but un drawn credit lines on a continuous basis as buffer to manage eventuality of liquidity constraints. The Company shall be compliant in terms of regulatory norms and therefore shall effectively manage regulatory risk. Effective Customer Redressal mechanism and fair practices shall keep legal risk under control. The Company shall have processes in place, to manage the risk of fraud and the suspected frauds are reported, wherever necessary.



RISK ASSESSMENT OF BORROWERS

Risk Assessment of Borrowers

It is generally recognized that certain borrowers may be of a higher or lower risk category depending on the customer's background, type of business, our references, borrowers net worth and the ability to refund and pay interest etc. As such, the principal officer shall apply to each of the customers due diligence measures on a risk sensitive basis and shall divide the same in three categories high, medium and low which shall be reviewed every year. Initially all the new clients are to be marked as high – risk category, however they may be subsequently re-categorized depending on their performance based on our own experiences. The basic principal enshrined in this approach is that the concerned persons should adopt an enhanced customer due diligence process for higher risk customers. Conversely, a simplified customer due diligence process may be adopted for lower risk of categories of customers. In line with risk based approach, the type and amount of information and documents shall vary depending on the risk category of a particular borrower and should be collected from the client. The beneficial owners working should be done for all corporate clients and background check of all directors. In case of a borrower who subsequently has turned out to be a **Politically Exposed Person**, proper risk management system should be put in place to determine the beneficial ownership from such clients or potential clients. Once we are privy to such publicly available information or the commercial electronic database of PEPs, we should seek additional relevant information from such client pertaining to ownership issues and other risks associated with such persons and take call whether such exposure to him or his company we should continue or terminate the relationship after giving notice in advance. As a policy without concurrence of top management, no such identified PEP account is to be granted loan. Suspicion of ML/FT activities or other factors give rise to belief that the client does not fall under the low risk category, and the risk perception shall accordingly changed.

OBLIGATIONS OF THE PRINCIPAL OFFICER

The Principal Officer is required to carry out risk assessment to identify, assess and take effective measures to mitigate its money laundering and terrorist financing risk with respect to such borrower, countries or geographical areas, nature and volume of transaction, payments method used by borrowers. The risk assessment shall also take into account any country specific information provided or circulated by Government of India and SEBI from time to time, as well

as the updated list of individuals and entities who are subjected to sanction measures as required under the various United Nations Security Council.

The risk assessment carried out shall consider all the relevant risk factors before determining the level of overall risk and the appropriate risk level and type of mitigation to be applied. This assessment shall be documented, updated regularly and made available to competent authorities and self regulating bodies as and when required. In case of the change in perception the risk assessment in case of PEP borrower should be again done to ascertain whether it is prudent to continue with the exposure with such PEP borrower or not. In case it is felt that the funds are not safe, the funds should be recalled immediately without delay.

BOARD OF DIRECTORS MEETINGS AND REVIEW

The Board of Directors, in their board meetings, will oversee the implementation of the system and review its functioning periodically.

GRIEVANCE REDRESSAL POLICY

For a service organization, excellence in customer service is the most important tool for sustained business growth. In fact, it is only the positive service differentiators that keep the Company ahead of other players in the market. While products can be easily copied, service related processes cannot be so easily copied. For any lending institution, customer complaints are a part and parcel of its operations. More so in case of Banks, financial Institutions, NBFCs as these are the service organizations in which customer service and customer satisfaction are of prime focus. We believe that providing prompt and efficient service is essential not only to attract new customers, but also to retain existing ones. With this thought, our Company has come up with a Grievance Redressal Mechanism with the primary objective to serve the customers. The Company's policy, on grievance redressal has been formulated taking into account the following:

- Customers are treated fairly at all times,
- Complaints raised by customers are dealt with courtesy and on time,
- All complaints are dealt efficiently and fairly and within the time frame,

- The company's employees work in good faith and without prejudice to the interests of the customer.

In order to make the Company's redressal mechanism more meaningful and effective, a proper structure has been implemented to ensure that the redressal sought is fair and within the given frame-work of rules and regulation of the Company. The customer has every right to register his/her complaint if he/she is not satisfied with the services provided by the company or any other agencies associated with the company. Customers can give their complaint in writing or over telephone or through e-mail. In case the complaint is not resolved within the given time or if he/she is not satisfied with the solution provided by the Company, the customer can use other legal avenues with their complaint for grievance redressal.

CUSTOMER FRIENDLY SERVICES TOWARDS CUSTOMERS:

1. Customer will be treated with all fairness and respect.
2. Dealings with customers will be in a transparent and ethical manner
3. Sales Executive with the help of Flip chart will make the customer understand the Company's philosophy, Loan process, diminishing interest rate with example, Loan credit shield charges etc.
4. Processing fee is not handled in cash or through cheque, the same is deducted upfront from the loan disbursed amount.
5. Loan application form shall be free of cost
6. The customer shall not pay any commission to staff or anyone to avail of the loan from the Company.
7. Company will provide welcome letter in a very transparent and understandable manner containing following particulars:
 - Interest
 - Processing fee
 - Insurance premium
 - Credit shield
 - All inclusive IRR
 - Re-Payment Schedule
 - All other terms and conditions of loan.
8. Company will not indulge in coercive practices during the collections.

9. Company will provide receipts for all cash payments.
10. In case of any unforeseen exceptional circumstances resulting in default in repayments, the Company will be compassionate towards the customers.
11. Customer can approach the Manager in difficult circumstances and based on the genuineness of the case, the Company will endeavor to help such customers.
12. Company respects customers' privacy and will treat customer information as private and confidential.

In the present competitive scenario, excellent customer service is an important tool for sustained business growth. Customer complaints are part of the business life in any corporate entity.

At Hanumant Kripa Easy Finance Private Limited, customer service and satisfaction are our prime focus. We believe that providing prompt and efficient service is essential not only to attract new customers, but also to retain existing ones. Hanumant Kripa Easy Finance Private Limited has come up with efficient complaints redressal mechanism with a view to providing enhanced experience to our customers.

In order to make Hanumant Kripa Easy Finance Private Limited redressal mechanism more meaningful and effective, a structured system has been built. This system would ensure that the redressal sought is just and fair and is within the given frame- work of rules and regulation.

GRIEVANCE REDRESSAL FRAMEWORK TO HANDLE CUSTOMER COMPLAINTS / GRIEVANCES

Customers who wish to provide feedback or send in their complaint can use the following channels available with the company to lodge their complaints:

- He/she can make complaint in writing addressed to the concerned Manager, gist of complaint and complete contact address/phone number of the complainant.
- He/she can mail the complaint on Company's mail id, i.e., sumit@hkef.in

If the customer is not satisfied with resolution provided by the office, the customer may provide feedback or send in their complaint using the following channels between 9:00 am and 5.00 pm, from Monday to Friday (except on national holidays).

Email us at: darora5595@gmail.com

Call us at 98728-39212

Write to us at the below mentioned address:

Customer Care
Hanumant Kripa Easy Finance Private Limited
Mit Ram,
Jain Khatria Mohalla,
Samana – 147101 (Patiala) Punjab

ESCALATION

The complaint will be responded within one month. In case the customer still not satisfied with the response or has not received a response from the company within one month, he/she may contact The Managing Director of company on the same mail id as given above.

We assure a response to letters / emails received through this channel. If the complaint/dispute is not redressed within a period of one month, the customer may appeal to Officer-in-Charge of the Regional Office of Department of Non Banking Supervision of RBI under whose jurisdiction the Registered Office of the Hanumant Kripa Easy Finance Private Limited falls.

MANDATORY DISPLAY REQUIREMENTS

Hanumant Kripa Easy Finance private Limited has the following in office:

- Appropriate arrangement for receiving complaints and suggestions.
- Display of the name, address and contact number of the Complaint Redressal Officer. The process of the complaint's redressal unit will ensure closure of all complaints to the customers' satisfaction.

They will ensure that the complaint is escalated to the appropriate levels in case it is not possible to resolve at his/her level. Whilst the ultimate endeavor is to ensure we reach a situation where our customers don't have to complain to senior management to get an effective redressal, we have put in a robust mechanism to handle these complaints, review them from a point of view of understanding reasons for the complaint and for the escalation and working on prevention of recurrence thereof.

TIME FRAME

To register complaints, the customers may use any of the channels mentioned above. If the complaint has been received in writing, Hanumant Kripa Easy Finance Private Limited will endeavor to send an acknowledgement / response. Once the matter is examined, Hanumant Kripa Easy Finance Private Limited endeavours to either send a final response to the customer or an intimation seeking more time within one month upon receipt of complaint.

Complaints that are received at our end will be seen in the right perspective and would be analyzed from all possible angles.

The communication of Hanumant Kripa Easy Finance Private Limited stand on any issue will be provided to the customers. Complaints that require some time for examination of issues involved will be acknowledged promptly.

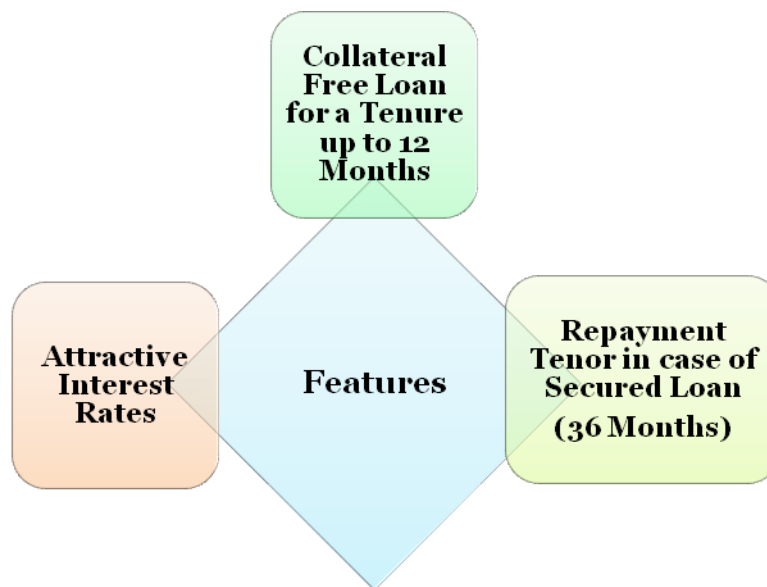
The aforesaid policy will be reviewed periodically /revised as and when there are any new changes incorporated by Hanumant Kripa Easy Finance Private Limited in handling complaints / grievances of the customer which includes introduction of new grievance channels, if any.

REVIEW OF THE FUNCTIONING OF GRIEVANCE REDRESSAL MECHANISM:

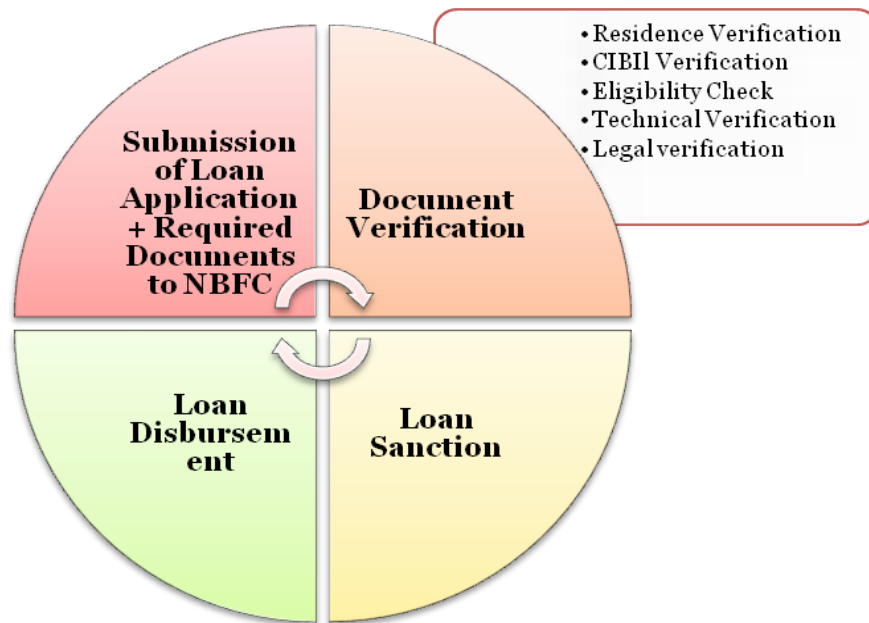
- The concerned manager should report to Business Head at Head Office, the action taken on the complaint/grievance once in a calendar quarter.

- All the closed and pending grievances will be consolidated in an appropriate summary form and submitted to the Board once in a Quarter, by the Business Head for compliance.
- If there is nothing to report, NIL report need be submitted to the Board. At a minimum, the total no. of complaints, received, disposed and pending, with reasons, shall be placed before the Board for information/instructions, if any, once in a calendar quarter.
- The internal auditors have to report non-compliance, if any, by the branches in their regular audit reports.

LOAN DISBURSAL STRUCTURE



LOAN PROCESS



BUSINESS LOAN POLICY

Business loan help businesses in expanding their commercial activities. Business Loan can be availed for all business purposes like working capital requirement, purchasing of fixed assets, capacity expansion/ modernization, technology up-gradation, Research and Development or any other short-term requirement. Every business requires financial assistance to fuel the growth and for expansion of the business.

The ideal solution is to acquire a flexible business funding against unencumbered security. Business loans help in short term finance and working capital requirements. Customized business loans can help you in grasping business opportunity that comes your way.

ELIGIBILITY OF BUSINESS LOAN

A self-employed individuals / business owner in the age group of 21 to 60 years can apply for business loan. The business needs to be in continuity for the last 3 years showing positive turnover and profit for the last 2 years.

TERM OF BUSINESS LOAN

Business loans can be sanctioned for a maximum tenure of 7 Years (as per customer requirement) in case of secured loan and up to 7 Years (as per customer requirement) in case of unsecured loan.

QUANTUM OF FINANCE

In case of Secured Loan

- Minimum Amount: 50,000/-
- Maximum Amount: 5,00,000/-

In case of Unsecured Loan

- Minimum Amount: 50,000/-
- Maximum Amount: 3,00,000/-

FEES & CHARGES

Normally lender charges a fee of up to 2.5% of loan amount towards the processing of loan. The lender may charge you a penalty for early closure of loan.

DOCUMENT CHECKLIST

The document required for processing of business loans are:

- PAN Card – For Company /Firm/ individual.
- Identity Proof: Copy of Aadhaar Card/Passport/Voter's ID card/PAN Card/Driving License.
- Address Proof: Copy of Aadhaar Card/Passport/ Voter ID-Card/Driving License.
- Bank Statement (latest 6 months)
- Latest ITR along with computation of income, Balance sheet and Profit & Loss a/c for the last 2 years.
- ITR should be accompanied with balance sheet, income statement and computation of income which should be certified by CA.
- Certified True Copy of Partnership Deed, Memorandum & Articles of Association & copy of Board resolution

RATE OF INTEREST

Interest and other charges to be charged upon the loan shall be as per the schemes circulated from time to time. The interest rates are decided based on gradation of risk policy.

The interest shall be calculated for the number of days the loan remains outstanding, including the date of loan disbursement and the date of repayment. However, if the borrower closes the loan within 7 days from the date of disbursement, then a minimum interest for 7 days shall be payable.

The Borrower shall pay the interest along with the principal and penal interest of penalties if any on or before 15th day of every month starting from the month which follows the month in which the Loan is disbursed to the Borrower by the Lender. Such repayments of Loan shall continue until the date of complete repayment of loan.

Loan Tenure	Slab	ROI (P.A)	Annualized ROI	Amount Limit
Max. 7 Years or as per customer requirement	70,000 to 1,25,000 P A	30%	24%	5,00,000/-
Interest Rate	18% to 30%			
Processing Charges	1% to 2.5 %			
Loan Amount	50,000/- to 5,00,000/-			
EMI Bounce Charges	Rs. 500			
Prepayment Charges	2% to 4%			

Note: Above mentioned figures are subject to change

PAYMENT MODE

The borrower can pay EMI either by cheque or through ECS i.e. electronic clearing system. In case of payment made through cheques, the borrower has to give post-dated cheques in advance. However, in ECS system of payment, the borrower has to give standing instructions to the lender for accepting the debit of the EMI amount. An application form for activating ECS system should be submitted by the borrower.

LOAN SANCTION

Hanumant Kripa Easy Finance private Limited ensures to provide efficient and fast processing of business loans. The loan sanction and its disbursement process are really quick so that the borrower doesn't face any hassles when funds are required. After submitting the loan application by the applicant, we shall approve loan in a minimum period.

DELAY IN MAKING PAYMENTS

In case the EMI cheque bounces or ECS system fails to credit the EMI, a charge of Rs.500/- as penalty will be levied by the lender. Also, in case of delay or default on the borrowers' end to make payments towards EMIs, we will charge a late payment fees on the outstanding loan amount at the rate of 1% from the default date.

TERM LOAN POLICY

Term loan can be taken by individuals or business entities to fulfill sudden or unexpected cash requirements or managing the cash flow during a funds shortage. In comparison to others it is relatively taken for a shorter period. Despite of insufficient capital, it helps businesses in keeping operations and the payroll ongoing. Not only business entities, individuals can also get loans for meeting immediate capital needs for personal reasons.

In case of temporary funds shortage, businessmen can also take loan for maintaining cash flow and financing business capital needs.

For personal needs, salaried employees and self employed professionals can also take short term personal loans like consumer appliances and electronics such as smart phones and laptops or similarly to manage sudden capital needs during a momentary cash crunch.

With Hanumant Kripa Easy Finance private Limited, term loan is faster and cheaper than many other financial institutions. It gives fair chance to every borrower to prove his/her creditworthiness on a more accurate and richer scale rather than just on the basis of credit score.

FEATURES OF TERM LOAN

- a. Interest Rates (18%-36%)

- b. Tenure
 - Secured Loan – 7 Years
 - Unsecured Loan – 7 Years
- c. Amount
 - Secured Loan – 50,000/- to 5,00,000/-
 - Unsecured Loan – 50,000/- to 3,00,000/-
- d. 100% Transparency
- e. Proactive Customer Support

REPAYMENT & PROCESSING FEES

No registration fee is required to be paid. This is an offer for a limited time. Hanumant Kripa Easy Finance Private Limited will charge a processing fee in between 1% to 2.5% (incl. GST) of loan amount at the time of disbursement. Processing fees will be as per standards prescribed by RBI for NBFCs. The borrower will be told about it beforehand.

LOAN AGAINST PROPERTY POLICY

“Hanumant Kripa Easy Finance Private Limited” incorporated on 19th March 2018, classified as Non-Deposit taking Non-Banking Financial Company (NBFC).

Hanumant Kripa Easy Finance Private Limited emphasizes on residential properties for collateral, appraising loans which will be verified as per cash-flow; and most importantly, loans meant for productive business deployment which has to be demonstrated at the time of loan appraisal – all of which is aimed to help small business owners further their business plans.

LOAN AGAINST PROPERTY

Loan against Property has always been towards easing the path to success for our customers. Committed to ease this path, Loan against Property (LAP), a mortgage loan, will take care of your financial needs while you can direct all your attention towards your business. Helping you leverage the value of your residential/commercial property, we will ensure that your enterprise does not feel the crunch of working capital which paralyzes many a stable business.

We will provide you LAP with maximum finance against the market value of your property. You can continue to occupy the property while we fund you for the healthy growth of your business.

We ensure quick approvals and disbursements, safe documentation and doorstep service for loans for desired end use. Small and mid-sized businesses, partnership firms, self-employed professionals and private or closely held companies are eligible for LAP.

You can generate funds by unlocking the property value along with the benefit of staying in your own home. You can tend to your need for immediate personal expenses such as New Business funding or Business Expansion etc. LAP has reasonable interest rates to accommodate your emergencies.

The Loan limit will be determined subject to valuation certificate from the Chartered Accountant and circle rate of property. The ratio of sanctioning loan amount will be the deprecation of company.

INTEREST RATES / LOAN AMOUNT / LOAN TENURE / FEES AND CHARGES

Loan Against Property	
Maximum Quantum of Loan	50,000/- to 5,00,000/-
Maximum Repayment Tenure	7 Year as per customer requirement
Allowed Margin	70% of the acceptable security value

For Your Ready Reference:

Interest Rate	Processing Fees	Foreclosure Charges
36% (As per our research, you can change it)	1% to 2.5% of the loan amount + GST (as applicable) (As per our research, you can change it)	2% to 4% of outstanding + GST (as applicable) (As per our research, you can change it)

LOAN ELIGIBILITY

The eligibility criteria for loan against property may vary from bank to bank.

Common eligibility conditions are listed below that a borrower needs to fulfill in order to get a loan against property:

- Any salaried professional who is a permanent employee of an organization can apply for LAP.

- Professionals like architects, chartered accountants, cost accountants, company secretary, doctors, engineers, dentists and management consultants can also apply for it.
- Self- employed individuals who are income tax payers are also eligible for loan against property.
- Bank will consider your total monthly income, how much savings and debt obligations you have before it approves your loan.
- The eligibility for loan against property is also calculated based on value of your mortgaged property.
- You should also have a good CIBIL score. Bank will track your previous loan and credit card bill repayment details.
- You should be a resident of India.
- You should be at least 25 years of age and self-employed individual with a regular source of income.
- Any corporate / Partnership firm/ LLP fit into the criteria of Hanumant Kripa Easy Finance private Limited.

While determining loan against property, banks mostly look at the following factors such as property value, repayment capacity, total assets and liabilities, age of the applicant and his/her qualifications, number of dependants, spouse's income, and legal and technical aspect of your property.

Based on your eligibility, bank will decide how much amount you would receive as loan against property.

DOCUMENTS REQUIRED FOR LOAN AGAINST PROPERTY

- KYC documents
- Bank account statements of the previous 6 months
- Income tax returns, balance sheet, and P/L account statement for the previous 2 years
- Business continuity proof for 5 years
- Copy of ownership papers for the property to be mortgaged
- In case of Company, MOA & AOA with financial statements of the company.
- In case of Partnership firm, Partnership deed.
- In case of LLP, Partnership deed.

*Please note that the list of documents mentioned is indicative. During loan processing, additional documents may be needed. You will be informed about these when required.

VERIFICATION & SANCTION

Banks have a process to get the verification done for all the documents submitted by borrowers to check the authenticity of the documents. These documents include all the KYC's, financials as well as the other documents asked by the lender.

Sanction of the loan(s) is at the sole discretion of the NBFC and is subject to execution of necessary documents, providing any security (ies) and other closing formalities to the satisfaction of the concerned Lender.

LOAN DISBURSEMENT COMMITTEE

Loan Disbursement Committee is constituted for effective coordination, monitoring, as well as enforce the utilization of the loan to achieve best results.

The loan Disbursement process mainly consists of four simple steps:

- Appraisal
- Security Evaluation
- Loan Sanction
- Disbursement

Details of the Loan Disbursement Committee

Chairman :- Sumit Goal

Member 1 :- Ms. Divya Gumber

Member 2 :- Ms. Nancy

Member 2 :- Ms. Kritika Chawla

Ph. No. :- 98728-39212

Email Address:- sumit@hkef.in

CONDITIONS

- NBFC at its sole discretion may reject application without providing any reasons, and that reserve no right to appeal against this decision.
- All the particulars and information and details given / filled in application form and documents given by borrower are true, correct and accurate and have not withheld / suppressed any material information.
- Borrower undertakes to furnish any additional information/ documents that may be required by NBFC from time to time.
- NBFC reserves the right to retain the photograph & the documents submitted with the applications & may not return the same to the applicant.
- Loan will not be used by borrower for any speculative or anti-social purpose.
- Borrower must ensure that no insolvency proceedings against borrower been adjudicated insolvent. Borrower undertakes to inform Hanumant Kripa Easy Finance Private Limited NBFC of changes in occupation/employment and to provide any further information that the company may require.
- Borrower will give consent for the disclosure of information and data relating to borrower and directors and group companies. The information or data relating to any credit facility availed /to be availed, by borrower.
- Hanumant Kripa Easy Finance Private Limited, NBFC may, as it reasonably deems appropriate and necessary, disclose and furnish information as set forth above to CIBIL and/or any other agency authorized in this behalf by the RBI.
- The Borrower hereby agrees that Hanumant Kripa Easy Finance Private Limited shall be entitled to exchange information regarding our accounts with other financial institutions or banks, as and when required in accordance with Applicable Law and regulations.
- For the purpose of assessing credit worthiness, Hanumant Kripa Easy Finance Private Limited NBFC is authorized to pull from CIBIL and/or any other agency authorized by RBI, data of the applicant(s), directors, group companies, and any other individuals who are involved in the said business, on behalf of which this loan application is made;
- CIBIL and any other agency so authorized may use, process the said information and data disclosed by Hanumant Kripa Easy Finance Private Limited in the manner as deemed fit by them; and CIBIL, and any other agency so authorized may furnish for consideration, the processed information and data or products thereof prepared by them, to banks/financial institutions and other credit grantors or registered users, as may be specified by the RBI in this behalf.

CHECKLIST FOR APPLICANT SCRUTINY & VERIFICATION

CUSTOMER IDENTIFICATION PROCEDURE

FEATURES TO BE VERIFIED AND DOCUMENTS THAT MAY BE OBTAINED FROM CUSTOMERS

Features	Documents
Individuals	
Legal name and any other names used	<ol style="list-style-type: none">1. Passport2. Pan Card3. Voter's Identity card4. Driving License5. Identity card6. Letter from a recognized public authority or public servant verifying the identity and residence of the customer7. Aadhar card
Correct permanent address	<ol style="list-style-type: none">1. Telephone Bill2. Account statement3. Letter from any recognized public authority4. Electricity Bill5. Ration card6. Letter from employer7. Any one document which provides Customer information to the satisfaction of the entity.8. Aadhar card
Companies	
Name of the Company - Principal place of business - Mailing address of the Company -	<ol style="list-style-type: none">1. Certificate of Incorporation and Memorandum and Articles of Association

Telephones/Fax number	<ol style="list-style-type: none"> 2. Resolution of the Board of Directors 3. Power of Attorney granted to its managers, officers or employees to transact the business on its behalf 4. Copy of PAN allotment letter 5. Copy of the telephone bill
Partnership Firm	
Legal Name - Address - Name of all partners and their addresses - Telephone numbers of the firm and partners	<ol style="list-style-type: none"> 1. Registration certificate, if registered 2. Partnership deed 3. Power of Attorney granted to a partner or an employee of the firm to transact business on its behalf 4. Any officially valid document identifying the partners and the persons holding the Power of Attorney and their addresses. 5. Telephone Bill in the name of firm and/partners.
Trusts & Foundations	
Names of trustees, settlers, beneficiaries and signatories Names and addresses of the founder, the managers/directors and the beneficiaries	<ol style="list-style-type: none"> 1. Certificate of registration, if registered 2. Power of Attorney granted to transact business on its behalf 3. Any officially valid document to identify trustees, settlers, beneficiaries and those holding Power of Attorney, founders/managers/directors and their addresses 4. Resolution of the managing body of the foundation/association 5. Telephone Bill
Unincorporated association or a body of individuals	
	<ol style="list-style-type: none"> 1. Resolution of the managing body of such association, 2. power of attorney granted to him to

	transact on its behalf, 3. an officially valid document in respect of the person holding an attorney to transact on its behalf,
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***All the copies of the above mentioned documents should be in a4 size & self-attested individually with blue ink.**

***Please note that the list of documents mentioned is indicative. During loan processing, additional documents may be needed. You will be informed about these when required.**

Banks have a process to get the verification done for all the documents submitted by borrowers to check the authenticity of the documents. These documents include all the KYC's, financial s as well as the other documents asked by the lender.

LOAN INTERVIEW CHECKLIST

The following checklist will facilitate your loan interview. The checklist includes most of the information that you and any co-borrower need to supply. In preparation for loan interview, review the information below.

We suggest you print this worksheet, and then check each box after you've gathered the required data.

<input type="checkbox"/>	Date of Birth
<input type="checkbox"/>	Proof of Earnings
<input type="checkbox"/>	Tax Forms Original copies sent to you by the Internal Revenue Service for the past two years.
<input type="checkbox"/>	Account Information Account numbers and current balances of checking, savings, and any other accounts.
<input type="checkbox"/>	Current Assets Individual Retirement Accounts (IRAs), CDs, stocks, bonds, etc.
<input type="checkbox"/>	Personal Property Value of property that can include life insurance, retirement accounts, cars, etc.
<input type="checkbox"/>	Liabilities

	Auto loans, student loans, credit cards, and other installment debt -- provide name and address of each creditor and the monthly payment and total amount due.
<input type="checkbox"/>	<p>Current and Previous Addresses</p> <p><u>If you own a home:</u> Bring the property address, current market value, mortgage lender name, account number, current monthly mortgage payment, and outstanding mortgage balance.</p> <p><u>If you're renting:</u> Bring the property address, name and address of the landlord, current monthly rent, and previous address/landlords if you've lived in your current address for less than two years.</p>
<input type="checkbox"/>	<p>Agreement to Purchase</p> <p>A signed copy and any amendments, a copy of the listing form for the property, the legal description of the property, and receipts for or down payment deposits.</p>

There may be some special situations that require you to supply additional information.

These include:

If you are self-employed or work on a commissioned basis, you should bring your tax forms for the past two years and a current year-to-date profit and loss statement.

If you are separated or divorced, you should bring a copy of your divorce decree and separation agreement. Also bring documentation on alimony or child support payments you are required to make or you receive as income.

If you include pension, disability, Social Security, or other public assistance as part of your income, you'll need to bring a copy of an award certificate or a check from the issuing agency.

If you have a bankruptcy, foreclosure, or any judgments against you over the past seven years, you'll need to bring relevant information about the proceedings. Such information includes a copy of the bankruptcy discharge and schedule of both debts and assets.

FIELD INVESTIGATION

In field investigation there will be a check on existing residential address, place of employment, employer credentials (if you work for a small organization), residence and work telephone numbers. Representatives (normally out sourced) are sent to your workplace or residence to verify the details.

Individuals

S. No.	Basis	Particulars
1.	Applicant Personal Verification	Client Residential Address verification
2.	Security Verification	Verification of Property/ Security Papers
3.	Employment Verification	Job Profile, Salary and Reputation check
4.	Other General Verification	As and when required such as family background, Criminal record verification

Non-Individuals

S. No.	Basis	Particulars
1.	Address Verification	Registered office verification
2.	Business Background	Company status (genuine or fake) checks

3.	Financial Status	Bank Statement Verification, Income Tax Statement Verification
4.	Due Diligence	As and when required