

A

Project Report on

“HDB FINANCE PVT, LTD”



Palamuru University

This project Report submitted in partial fulfillment of the requirement for the award of the Degree of “*MASTER OF COMMERCE*”
2022-2023

Submitted By:

K Laxmi Narsimhulu : (20033006405520)
K Mohan : (20033006405521)
K Padmaja : (20033006405522)

Submitted To:

Mr. E Venkat Reddy Lecturer in commerce



DR.BRR DEGREE & PG COLLEGE

Affiliated to Palamuru University

Jadcherla, Mahabubnagar

CERTIFICATE

DEPARTMENT OF COMMERCE

This is to certify that this project work entitled

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Submittedby

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Of Dr.B R R Govt Degree College, Jadcherla, Mahabubnagar in partial fulfillment of the requirement for the award of the Degree of Bachelor of Commerce, Palamuru University. This project has not been submitted to any other University or Institution for the award of any UG B.Com/Certificate.



PRINCIPAL

Dr. Appiya chinamma

PRINCIPAL
Dr. B.R.R Government Degree College
JADCHERLA

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K.MANJULA

HEAD OF THE DEPARTMENT

HOD

Commerce

Dr.BRR GDC, Jadcherla

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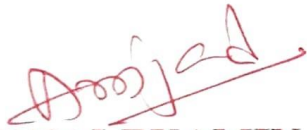
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EXTERNALEXAMINAR



INTERNALEXAMINAR

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Mr. E Venkat Reddy

PROJECT GUIDE

ACKNOWLEDGEMENT

Throughout the process of studying this project we are fortunate to have many people who made in valuable suggestions to improve it.

Successful completion of this project is due to their careful supervision and encouragement.

HOD **Mrs. K.MANJULA** and our project guide **Mr. E Venkat Reddy, lecturer in commerce.** For the kind encouragement and constant support extended completion of this project work from the bottom of our heart.

Thankful to all those who have incidentally helped us, through their valued guidance, Co-Operation and unstinted support during the course of our project.

K Laxmi Narsimhulu : (20033006405520)
K Mohan : (20033006405521)
K Padmaja : (20033006405522)

DECLARATION

We hereby declare that the project work entitled on **“HDB FINANCE PVT, LTD”** ” submitted by us to the Department of Commerce is a Bonafide workdone by us and it is not submitted to any other university of Institution for the award of any UG B.Com Certificate or published any time before, under the guidance of **Mr. E Venkat Reddy, lecturer in commerce.**

The project embodies the result of original work and studies carried out by us and the contents of the project do not form the basis for the award of any other degree to us.

K Laxmi Narsimhulu : (20033006405520)
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ABSTRACT

In recent years, the automotive industry has been undergoing significant evolution, with the role of financing in sales and marketing activities expanding in a particular area. The use of financing programs such as sales incentive, extended financing have all contributed to the sales of new and used vehicles, moreover, the consolidation of banks and the strengthening of non –prime auto financing sources have also changed the market landscape , all of this has led to a more competitive playing field in which building value for an Auto generating shareholder value , has become an even bigger challenge. Auto financing institutions must constantly scrutinize ways to improve the bottom line without jeopardizing dealer and customer satisfaction

Realizing the difficulties of competing on price alone auto financing institution have sought to gain leverage by aligning with other finance companies that can either supplement t heir areas of coverage example credit score ranges of geography or enhance their area of coverage example credit score ranges or geography or enhance t heir existing offerings without incurring additional internal costs.

Chapter I

INTRODUCTION

Introduction

* In recent years, the automotive industry has been undergoing significant evolution, with the role of financing in sales and marketing activities expanding in a particular area. The use of financing programs such as sales incentive, extended financing have all contributed to the sales of new and used vehicles, moreover, the consolidation of banks and the strengthening of non –prime auto financing sources have also changed the market landscape , all of this has led to a more competitive playing field in which building value for an Auto generating shareholder value , has become an even bigger challenge. Auto financing institutions must constantly scrutinize ways to improve the bottom line without jeopardizing dealer and customer satisfaction

Realizing the difficulties of competing on price alone auto financing institution have sought to gain leverage by aligning with other finance companies that can either supplement t heir areas of coverage example credit score ranges of geography or enhance their area of coverage example credit score ranges or geography or enhance t heir existing offerings without incurring additional internal costs.

Auto finance is a finance which gives loans for only vehicles. It is very useful for unemployed people because they give loans for autos and jeeps. Banks also offer loans but it gives loans for only Govt. employees and farmers. But there is so many flues to take loans in bank. Pvt. Finance gives loans with in few days without any strict rules.

Objectives of the study :

This study intends to focus specifically on the following objectives.

- * To know the procedure in which the finance is provided by Housing Development Board Finance
- * To understand the profile of borrowers and the recovery of loans.
- * To know the type of Personal and recovery of loans.

Methodology

The study is based on secondary data.

Sources of data:-

- 1) **Secondary data:** secondary data collected from the old records of finance.

Period of the study :

The period of the study extends to 2010 and 2011 and 2011 and 2012

Techniques of analysis .

While drawing an inference, simple statistical tool chi-square test is applied.

Scope of the study :

- This study is confined to Bada ally. It is one of the colonies in Jadcherla town. This study horizon extends to work in HDB finance. This study is made in a comprehensive manner by obtaining their brochures, records, etc. as it is accessible to me while collecting information.

Limitations of the study :

The study is suffering from certain specific flaws

1. The chosen area is very small..
2. Accuracy of the information cannot be guaranteed.
3. Some of the facts area not disclosed in the report due to the restrictions and formalities of the finance.

In spite of this we took a great deal of precaution while enumerating the data .compiling the date, analyzing the data and drawing inferences from the data.

Significance of the study :

* The present study specifically focuses on HDB finance in Mahabubnagar district. The HDB finance assumes a lot of significance as it is providing transport facility as well as employed youth opportunity to the rural un employed youth. The transport trade is having immense potentialities in the era of privatization, liberalization globalization. The HDB finance is having a unique feature as it concentrate transport vehicles. It not only provide economic opportunity to the youth but inculcated by way of repayment and principle amount. The borrowers of HDB finance have developed economically and socially the living conditions of borrowers have improved a lot. The defaults and over dues are very less. The recovery position has been improving consistently as t is a good sign.

Chapter II

Procedure of HDB Finance For providing loans.

The loan application procedure for a personal loan very is simple. You can apply from any of the following options:

1. Visit our [‘Apply Now’](#) section

- Step 1: Fill in the personal details along with the mobile number OTP verification
- Step 2: Fill in the Professional details
- Step 3: Your personal loan application is accepted and our representative will get in touch with you soon
- Step 4: Upload the required documents

2. Download our 'HDB On The Go' android app

- Step 1: Verify the mobile number with OTP
- Step 2: Click on ‘Apply for a New Loan’
- Step 3: Enter the required loan and applicant details
- Step 4: Enter the required address information
- Step 5: Complete the image/signature

3. [Visit your nearest HDB Financial Services Branch](#) and get in touch with our personal loan representative at the branch.

4. Call on our customer support number [+914442984541](#) and apply for a quick Personal Loan.

***HDB Financial Services Ltd may use the services of various agents on its behalf for the purpose of sales and marketing for HDB's products and services**

***Terms and conditions apply, based on applicant eligibility and financial profile.**

Recovery methods of loan :

Loan Settlement

A onetime loan settlement is when the lender agrees to accept a lesser amount than the entire amount that is due and agrees to waive off or write off the rest of the amount.

Loan Settlement process

Once the valid reasons for inability to pay the loan are determined and verified, a mutual understanding is reached between the lender and the borrower and a one-time amount is decided upon (which is lower than the actual outstanding dues) that the borrower needs to pay to the lender to settle the loan account in its entirety.

The details of this ‘settled’ loan account are then shared with the credit bureaus for their record-keeping, under the Credit Information Companies (Regulation) Act, 2005. The credit bureaus update the borrower’s records and credit score.

The important thing to note is that there is no common or standard guideline/policy regarding the loan settlement criteria and the calculation of the loan settlement amount. Each lender may have his own internal guidelines on the process and settlement offer.

For example, if you have a loan with HDB Financial Services and are thinking of settling it, then it is important to note that there is no such settlement policy in HDBFS. Any agreement with the borrower on the amount payable will be solely at HDB Financial Services’ discretion.

Loan Settlement affect you

- Under the extant guidelines for reporting of credit information, if loan dues are paid off under compromised settlement plan, the status of the borrower shall be reported as “settled” in the records of the credit rating agency. Please note that lenders do not have discretion in this matter.
- Reporting of the loan as settled is likely to hurt the credit score and could be a hindrance to borrow in future. Often one may not even realize this until they apply for a new credit facility

alternatives to Loan Settlement

A loan settlement should be your last resort due to the years of financial distress it can cause:

Therefore, before thinking of choosing this route you can explore the following alternative options:

- Use your personal saving instruments (like fixed deposits, gold, mutual funds, stock holdings etc.) to repay as much of the loan as feasible.
- Try to dispose off some assets to repay the deficit. You can pay back later and at least protect your credit rating in the process.
- Build up your savings so that in case of an emergency, you have enough funds to repay your EMIs. This will help avoid negative remarks in your credit record.

Remember that if a loan settlement is the only option left for you, then avoid borrowing again till your credit score is restored. This can take up to 7 years or more and any application made in the interim period is highly likely to get rejected which will further reduce your credit score and increase your credit rating restoration period. Try to exhaust all possible options before resorting to applying for a loan settlement.

CHAPATER -3

PROFILE OF HDB FINANCES SERVICES

HDB Financial Services (HDBFS) is a leading Non-Banking Financial Company (NBFC) that caters to the growing needs of an Aspirational India, serving both Individual & Business Clients. Incorporated in 2007, we are a well-established business with strong capitalization. HDBFS is accredited with CARE AAA & CRISIL AAA ratings for its long-term debt & Bank facilities and an A1+ rating for its short-term debt & commercial papers, making it a strong and reliable financial institution. HDBFS maintains a strong commitment to ethical conduct. Transparency is ingrained in the structure of our Code of Ethics and our compliance policies to ensure that the highest standards of professional conduct are consistently reinforced and embedded in every corner of the organisation.

Mission: To deliver innovative products and services to cater to the growing needs of an Aspirational India, serving both Individual & Business Clients

Vision: To Be India's most Admired NBFC; Through Great Execution, Driving Simplicity & Developing Humility

HDB Financial Services

HDB Financial Services (HDBFS) is a leading Non-Banking Financial Company (NBFC) that caters to the growing needs of an Aspirational India, serving both Individual & Business Clients.

Incorporated in 2007, we are a well-established business with strong capitalization. HDBFS is accredited with CARE AAA & CRISIL AAA ratings for its long-term debt & Bank facilities and an A1+ rating for its short-term debt & commercial papers, making it a strong and reliable financial institution.

Our lines of business include – Lending and BPO Services.

Lending

We offer a wide range of secured and unsecured loans to our customers. We provide a one-stop-shop for all requirements, be it loans, investments or protection. We have quickly grown to have more than **1300 Branches** spread across **24 States & 3 Union Territories**.

BPO Services

Our BPO services division delivers back office services such as forms processing, documents verification, finance and accounting services and correspondence management. We also deliver front office services such as Contact center management, Outbound marketing and collection services.

Collaboration

We believe success is achieved not by any one individual but by teams that work together.

- We operate in a spirit of collaboration and teamwork.
- We support and encourage people to use their expertise and experience to solve everyday challenges.
- We embrace a mindset of openness and trust that helps in breaking silos.

Parent Company

HDB Financial Services Limited is a subsidiary company of HDFC Bank.

The Housing Development Finance Corporation Limited (HDFC) was amongst the first to receive an 'in principle' approval from the Reserve Bank of India (RBI) to set up a bank in the private sector, as part of the RBI's liberalisation of the Indian Banking Industry in 1994. The bank was incorporated in August 1994 in

the name of 'HDFC Bank Limited', with its registered office in Mumbai, India. HDFC Bank commenced operations as a Scheduled Commercial Bank in January 1995.



FEES AND CHARGES

Particulars	Personal Loan	LAP	EBL	CDL / DPL	Gold Loan	Auto Loan	LAS	CV / CEL	Tractor Loan
Application Fee (Upto Rs)	-	Rs. 5,500	Rs. 3,500	-	-	-	Rs 5,000	Rs 5,000	Rs 5,000
Loan Processing Fee	Upto 3%	Upto 2%	Upto 2%	Upto 5%	Upto 2%	Upto 2%	Upto 1.50%	Upto 2% / Upto 0.25%	Upto 1.50%
Cheque/ECS bounce charges (p.b.)	Rs. 750	Rs. 750	Rs. 750	Rs. 400	Rs. 200	Rs. 750	Rs. 750	Rs. 750	Rs. 750
Interest on Late Payment of EMI (p.a)^	36%	36%	36%	36%	36%	36%	36%	36%	36%
PDC/ECS Swap Charges (p.s)	Rs. 750	Rs. 750	Rs. 750	Rs. 750	Rs. 750	Rs. 750	Rs. 750	Rs. 750	Rs. 750
Statement of Account Charges	Rs. 500	Rs. 500	Rs. 500	1st time free*	Nil	Rs. 500	Rs. 500	Rs. 500	Rs. 500
Document Retrieval Charges	Rs. 750	Rs. 750	Rs. 750	Rs. 750	NA	Rs. 750	Rs. 750	Rs. 750	Rs. 750
Copy of Property/Security Papers	NA	Rs. 750	Rs. 750	NA	NA	Rs. 750	Rs. 750	Rs. 750	Rs. 750
NOC Revalidation Charges	NA	NA	NA	NA	NA	Rs. 500	NA	Rs. 500	Rs. 500
Additional Repayment Schedule	Rs. 500	Rs. 500	Rs. 500	Rs. 500	Rs. 500	Rs. 500	Rs. 500	Rs. 500	Rs. 500
Copy of Sanction Letter	NA	Rs. 750	Rs. 750	NA	NA	NA	Rs. 750	NA	NA
Loan Cancellation Charges (Upto Rs)	Rs. 1,000	Rs. 7,500	Rs. 7,500	Rs. 1,000	Nil	Rs. 5,000	Rs. 5,000	Rs. 5,000	Rs. 5,000

Particulars	Personal Loan	LAP	EBL	CDL / DPL	Gold Loan	Auto Loan	LAS	CV / CEL	Tractor Loan
CERSAI Fees (per property)	-	Rs. 100	Rs. 100	-	-	-	-	-	-

The above charges are exclusive of GST. Please refer your Loan agreement for the actual charges.

Charges for subsequent request would be Rs. 200

Per Annum on Overdue EMI Amount/Interest Amount

PREPAYMENT/FORECLOSURE CHARGES

Months on Books					
Product		0-6 months	6-12 months	12-36 months	36 months & above
All Products (on Fixed Rate)		Not allowed	4%	4%	2%
All Products (on Floating Interest Rate)	Non-Individual Borrowers	Not allowed	4%	4%	2%
	Individual Borrowers	Not allowed	Nil	Nil	Nil
Loan Against Gold jewellery		Upto 3 Months: Rs. 500/- After 3 Months: No Prepayment/Foreclosure Charges Prepayment by cash - Cash handling charges* of Rs.1/- per Rs.100/- *Cash Payment allowed only for total loan amount upto Rs.1 lac on all loans from us. Click here to refer FAQ's			
Consumer Durables Loans / Digital Product Loan		No Prepayment/Foreclosure Charges			

Months on Books

Product	0-6 months	6-12 months	12-36 months	36 months & above
	Prepayment by cash - Cash handling charges* of Rs.1/- per Rs.100/- *Cash Payment allowed only for total loan amount upto Rs.1 lac on all loans from us. Click here to refer FAQ's			

NORMALLY APPLICABLE INDICATIVE INTERST RATES

Product	Interest Rate
Loan Against Securities	Up to 24%
Loan Against Property	Up to 24%
Commercial Vehicles	Up to 36%
Loan against Gold	Up to 36%
Loan Against Rent Receivables	Up to 24%
Construction Equipment	Up to 20%
Car Loans	Up to 24%
Enterprise Business Loan	Up to 24%
Personal Loan	Up to 36%

Product	Interest Rate
Consumer Durables and Digital Products	Up to 36%
Two Wheeler	Up to 36%
Tractor	Up to 24%
Micro Finance	Up to 25%

The Rate of Interest on your loan will be based on the parameters specified in the Interest Rate Policy of the Company, which is available on the website of the Company.

Floating Rate of Interest, when applicable to the loan facility, shall mean the Floating Reference Rate (FRR) applied to the facility with spread (if any) as specified in the Loan Agreement.

Floating Rate of Interest, when applicable to the loan facility, shall mean the Floating Reference Rate (FRR) applied to the facility with spread (if any) as specified in the Loan Agreement.

FRR as on April 1st, 2023: 19.10% per annum

Floating Rate of Interest, when applicable to the loan facility, shall mean the Floating Reference Rate (FRR) applied to the facility with spread (if any) as specified in the Loan Agreement

FRR is reset every Quarter, on the 1st of April, 1st of July, 1st of October, 1st of January of every year.

FRR as on April 1st, 2023: 19.10% per annum

FRR is reset every Quarter, on the 1st of April, 1st of July, 1st of October, 1st of January of every year.

FRR as on April 1st, 2023: 19.10% per annum

FRR as on Jan 1st, 2023: 18.80% per annum

Next revision Date: July 1st, 2023

All Customer who are under FRR, who wants to shift to M

MONTHLY Reference Rate (MRR)

Monthly Reference Rate , when applicable to the loan facility, shall mean the Monthly Reference Rate (MRR) applied to the facility with spread (if any) as specified in the Loan Agreement.

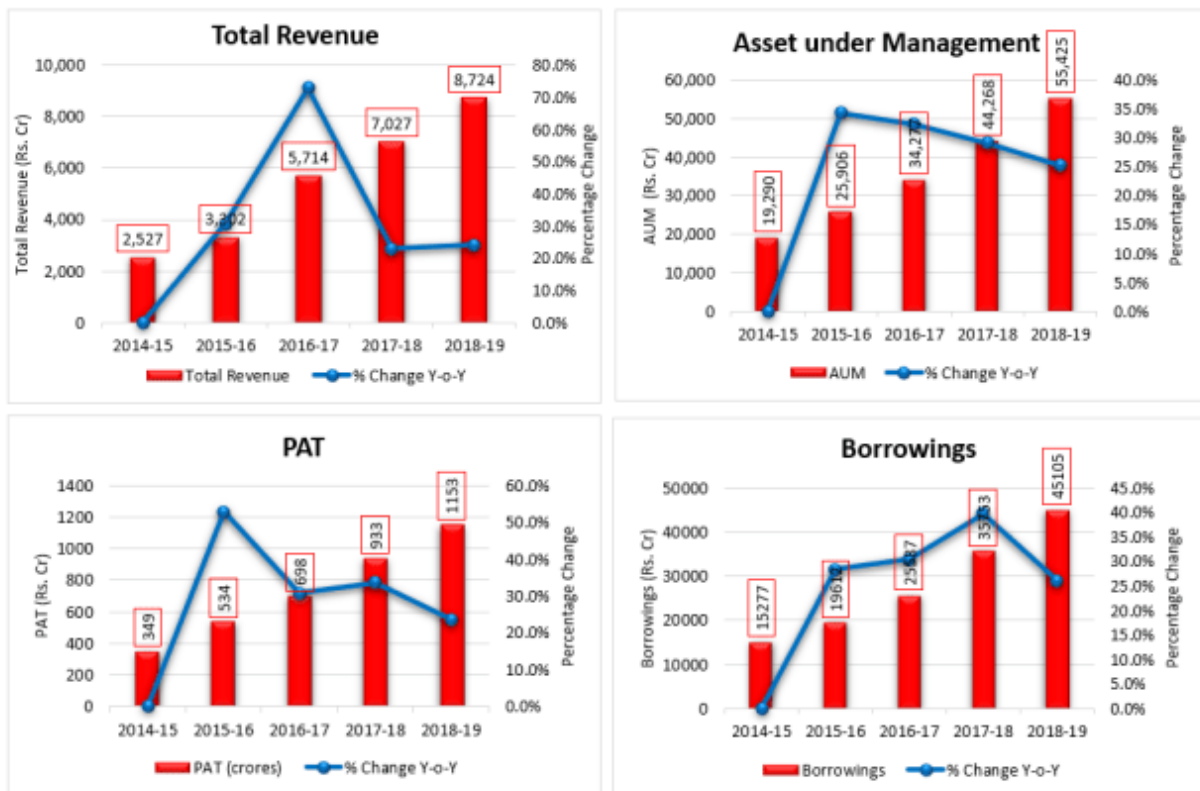
MRR is reset every Month, on the 15th of every Month.

MRR as on 15th May, 2023: 19.10% per annum

All Customer who are under FRR, who wants to shift to MRR can visit nearest HDBFS Branch.

HDBFSL Financial Performance

Financial Performance of HDB Financial Services Ltd



Financial Performance of HDB Financial Services Ltd

1. **Revenue** from operations majorly include:
 - Interest Income
 - Sale of Services
 - Other Financial Charges
2. **AUM: Asset Under Management** is the total market value of the investments that an entity manages on behalf of clients. Greater AUM shows greater trust placed by the customers in the Financial Service provider.
3. **PAT** : Profit After Tax is the earnings of a business after all income taxes have been deducted. It is an important measure in evaluation of a company.
4. **Borrowings**: In terms of a financial service provider indicates the amount raised by the company from the market via corporate bonds, commercial papers, commercial papers or from RBI.

CHAPATER -4
TYPE OF COMSUMER LOANS

TYPE OF CONSUMER LOANS

- ❖ PERSONAL LOAN
- ❖ CONSUMER DURABLES LOAN
- ❖ GOLD LOAN
- ❖ TWO WHEELAR LOAN
- ❖ LOAN AGAINST PROPERTY

PERSONAL LOAN:

A planned or unplanned financial expenditure can occur at any point in your life. Be it any medical expenses, wedding, education, dream vacation, shopping, home renovation or any other purpose, an instant personal loan can help you with all your financial needs.

A quick personal loan from HDB Financial Services is the one stop solution for any individual seeking financial assistance. We offer collateral free personal loans at attractive interest rates with flexible repayment tenure. Our unsecured loans also allow you to apply for top up loan to meet your financial requirements. Experience a hassle-free documentation process, quick processing and speedy loan disbursal.

Our personal loan serves multi-purpose for both, salaried and self-employed individuals. Salaried individuals can get instant loan or pre approved personal loan for home renovation, planning a holiday or dream vacation, for wedding preparation and more. Self-employed individuals may use the personal loan for a new investment, short term working capital needs and or any other personal need. We also offer personal loan balance transfer at low interest rate to ease your financial burden.

FEATURES AND BENEFITS OF PERSONAL LOAN:-

Availing Personal Loan from HDB can have a lot of benefits for you.

- **Personal Loan up to Rs. 20 Lakh**

Based on your eligibility, you can get easy personal loans up to Rs. 20 Lakh. At HDB Financial Services, we try to match your financial requirements.

- **Attractive personal loan interest rates**

Get the advantage of best low interest personal Loans from HDB Financial Services. These attractive personal loan interest rates are specially customised based on your need and repaying capacity.

- **Flexible Repayment Tenure**

HDB Financial Services offers repayment tenure ranging from 12 to 60 months when availing a personal loan. You can pay the EMIs without any worry of financial burden.

- **Hassle – Free Documentation Process**

Experience a minimal and quick documentation with our quick personal loan application process. When online personal loan application is made, the entire process is paperless and all you need to do is upload soft copy of the documents to get you started.

- **Quick Processing and Speedy Disbursal**

Based on your documentation and personal loan eligibility, the loan amount gets approved instantly and quickly disbursed to your bank account. This

ensures you get an instant loan without having to wait for long to use your funds.

- **No Collateral or Guarantors Required –**

Being an unsecured loan, there is no requirement to submit any collateral or guarantor stand-ins to get a personal loan.

PERSONAL LOAN ELIGIBILITY CRITERIA:-

Salaried Individuals include Salaried Doctors, CAs, employees of select Public and Private limited companies, Government Sector employees including public sector undertakings:

Eligibility Criteria

- Minimum age of applicant: 21 years
- Maximum age of applicant at loan maturity - 60 years or retirement, whichever is earlier) (65 years for Government Employees. Conditions Apply)
- Minimum employment - Minimum 1 year in employment with at least 1-month salary credited from the current organisation
- Minimum Net Monthly Income - ₹20,000 for Metro Locations (Ahmedabad, Bangalore, instant loan Chennai, Delhi, Hyderabad, Kolkata, Mumbai & Pune) & ₹15,000 for All Other Locations.
-

Personal Loan for Self employed (Professionals) includes self-employed Doctors, Chartered Accountants, Architects, and Company Secretaries.

Eligibility Criteria

- Minimum age of Applicant: 22 years
- Maximum age of Applicant at loan maturity: 65 years
- Years in business: Minimum 3 years

Minimum Annual Income - ₹100000/- p.a. for Metro Locations & ₹75,000/- p.a. for non-metro locations.

Personal Loan for Self employed (Individuals) include self-employed - Sole proprietors, Partners & Directors in the Business of Manufacturing, Trading or Services.

Eligibility Criteria

- Minimum age of Applicant: 22 years
- Maximum age of Applicant at loan maturity: 65 years
- Years in business: Minimum 4 years with minimum 2 years in the same Business
- Minimum Annual Income: ₹ 100000/- p.a. for Metro Locations & ₹ 75,000/- p.a. for non-metro locations.

Self-employed (Pvt. Co. and Partnership Firms) include Private Companies and Partnership firms in the Business of Manufacturing, Trading or Services

Eligibility Criteria

- Minimum age of Applicant: 22 years
- Maximum age of Applicant at loan maturity: 65 years
- Years in business: Minimum 4 years with minimum 2 years in the same Business

- Minimum Annual Income: ₹ 100000/- p.a. for Metro Locations & ₹ 75,000/- p.a. for non-metro locations.
- Business must be profit making for the last 2 years

DOCUMENTS REQUIRED FOR A PERSONAL LOAN:-

Salaried Individuals include Salaried Doctors, CAs, employees of select Public and Private limited companies, Government Sector employees including public sector undertakings:

Documents required:

- Proof of Identity & Address Proof - Passport/Voters ID/Driving
- License/PAN Card*/Aadhar or Proof of possession of Aadhaar number (no Voluntary basis) /Photo Image/Job card issued by NREGA duly signed by an officer of the State Government/Letter issued by the National Population
- Register containing details of name and address/Utility Bill (anyone which is not more than two months old of any service provider - electricity, telephone, post-paid mobile phone, piped gas, water bill/Registered Rental Agreement/Letter of allotment of accommodation from employer/leave and license agreements with employers allotting official accommodation
- Proof of Date of Birth - Driving License / PAN Card / Passport / Birth Certificate / 10th / 12th mark sheet bearing date of birth
- Bank Statements - Latest statements / Bank passbook (updated within 90 days)
- Latest 3 Months Salary Slip along with latest Form 16 / ITR / Appointment Letter.

Self-employed (Professionals) include self-employed Doctors, Chartered Accountants, Architects, and Company Secretaries.

Documents required:

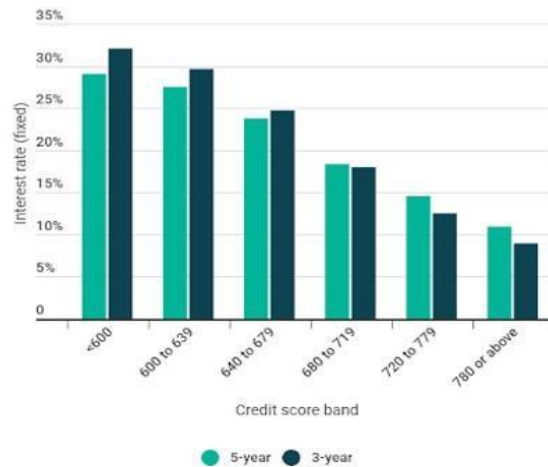
- Proof of Identity & Address Proof: Passport / Voters ID / Driving License/PAN Card*/Aadhar Card or Proof of possession of Aadhaar number(on Voluntary basis) Photo/Driving License/ Voter ID/ Utility Bill
- (anyone which is not more than two months old of any service provider - electricity, telephone, post-paid mobile phone, piped gas, water/Registered Rental Agreement / Letter of allotment of accommodation from employer/
- leave and license agreements with employers allotting official accommodation
- Date of Birth Proof: Driving License / Pan Card* / Passport Copy / Birth Certificate / 10th / 12th mark sheet bearing date of birth
- Bank Statements: Latest statements / Bank passbook (updated within 90 days)
- Latest ITR along with computation of income, B/S & P&L a/c for the last 2 years certified by a CA

Self-employed (Individuals) include self-employed - Sole proprietors, Partners & Directors in the Business of Manufacturing, Trading or Services.

Documents required:

- Proof of Identity & Address Proof: Passport / Voters ID / Driving License/PAN Card* of the Proprietorship Firm and Proprietor/Aadhar Card
- or Proof of possession of Aadhaar number(on Voluntary basis) /Photo/Driving License/ Voter ID/ Utility Bill (anyone which is not more

- than two months old of any service provider - electricity, telephone, post-paid mobile phone, piped gas, water bill)/Registered Rental Agreement Letter of allotment of accommodation from employer/ leave and license
- agreements with employers allotting official accommodation/Registration Certificate
- Date of Birth Proof: Driving License / Pan Card / Passport Copy / Birth Certificate / 10th / 12th mark sheet bearing date of birth
- Bank Statements: Latest statements / Bank passbook (updated within 90 days)
- Latest ITR along with computation of income, B/S & P&L a/c for the last 2 years certified by a CA
- Proof of continuation: Trade license /Establishment /Sales Tax certificate
- Other Mandatory Documents - For the Proprietorship Concern any two of the following documents should be obtained(Registration certificate, Certificate/license issued by the municipal authorities under Shop and Establishment Act, Sales and income tax returns, CST/VAT/ GST certificate (provisional/final), Certificate/registration document issued by Sales Tax/Service Tax/Professional Tax authorities, IEC (Importer Exporter Code) issued to the proprietary concern by the office of DGFT/ Licence/certificate of practice issued in the name of the proprietary concern by any professional body incorporated under a statute, Complete Income Tax Return (not just the acknowledgment) in the name of the sole proprietor where the firm's income is reflected, duly authenticated/acknowledged by the Income Tax authorities, Utility bills such as electricity, water, and landline telephone bills.)



Average prequalified interest rates for private loans by credit score for borrowers using the Credible marketplace to select a personal loan in November 2021. Source: Credible.com.

credible

CONSUMER DURABLES LOAN:

Looking to buy new home appliances? Want to upgrade your home? Make your dreams come to reality by availing a consumer durable loan from HDB Financial Services with up to 100% funding of your purchase.

Our consumer finance helps you pay for the purchase of consumer durable items such as refrigerators, washing machines, TVs, air-conditioners, microwaves and much more. You can avail a consumer durable loan with low down payments and at affordable EMIs with flexible repayment tenure. Thus, a consumer durable finance makes your life more comfortable without any financial burden on your savings

FEATURES AND BENEFITS OF DURABLES LOAN:-

Availing a consumer loan from HDB can have a lot of benefits for you.

- **No Cost EMI** and Low Down Payments**

You can get a consumer loan at No Cost EMI** and low down payment on your application. At HDB Financial Services, we strive to meet your needs as efficient as possible.

- **Easy Repayment Options**

With our consumer durable loans, we try to ensure that you enjoy a stress free repayment process. Make the most of durable loan offering with easy repayment options and convenient EMIs.

- **Minimal documentation**

Experience a minimal documentation with our instant consumer loan application process. When you apply for a consumer loan online, the entire process is paperless and all you need to do is upload soft copy of the documents to get you started.

- **Instant Approvals**

With our instant approval process, you do not have to wait longer in order to access your funds. At HDB Financial Services, we ensure that you enjoy a stress free loan application and approval process.

- **No security deposit**

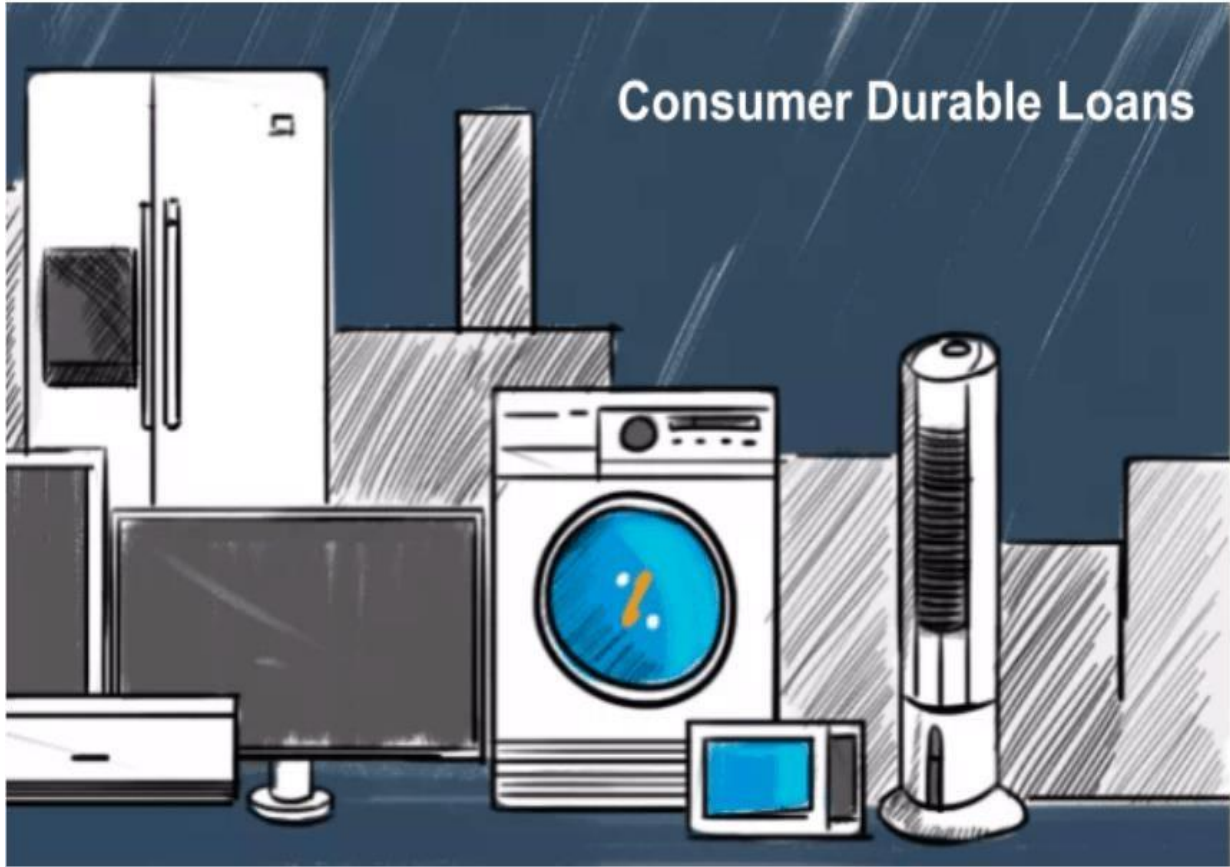
Our unsecured consumer loan ensures that there is no requirement to submit any security deposit or collateral.

DURABLES LOAN ELIGIBILITY CRITERIA:-

- Minimum Age: 18 years
- Applicant should be a resident of India

DOCUMENTS REQUIRED FOR A DURABLES LOAN:-

- Identity & Address Proof - Standard KYC like PAN Card*, Aadhar Card or Proof of possession of Aadhaar number(on Voluntary basis), Driving License, Voters ID, (Utility Bill like Electricity bill, Postpaid Landline bill which is not more than two months old.
- Bank account statement / passbook (updated within 90 days)
- Passport size photo



GOLD LOAN:

An urgent financial requirement may arise at any point for your business or personal needs, leading you to seek immediate financial assistance. An instant gold loan is an easy and quick way to get the required finance in such a circumstance. Your gold investments can always come in handy, instead of lying dormant in your locker.

A gold loan from HDB Financial Services is the ultimate solution for any urgent financial needs. For availing loan against gold, you just need to pledge your gold jewellery or ornaments with us. Once you repay the gold loan amount with interest or charges (if any), your gold jewellery or ornaments are returned to you.

We offer gold loan finance at attractive interest rates, while ensuring optimum safety and security for your gold jewellery or ornaments with us. Experience a hassle-free repayment tenure with flexible repayment options.

FEATURES AND BENEFITS OF GOLD LOAN:-

Opting for a loan against gold from HDB Financial Services will offer plenty of benefits.

- **Gold Loan up to 75% of gold value or Rs. 20 Lakh**

Based on your eligibility and value of the gold security provided, you can get a gold loan up to 75% of the gold value, or Rs. 20 Lakh whichever is lower. At HDB Financial Services, we strive to meet your financial needs, no matter how varied it may be.

- **Competitive Interest Rates**

Take advantage of the best competitive interest rates from HDB Financial Services. These low interest gold loans are specially customised based on your repaying capacity and your immediate financial requirements.

- **Flexible Repayment Tenure**

HDB Financial Services offers a repayment tenure up to 48 months, when eligible for a gold loan finance. EMIs are customised based on your need, to ensure unwanted financial burden.

- **Safety and Security of Gold**

At HDB Financial Services, we understand your need for optimum safety and security of your gold. We ensure that your gold is well protected with us, till the time of complete loan repayment.

GOLD LOAN ELIGIBILITY CRITERIA:-

Whether you are a salaried individual, professional or a businessman, we have loan designed to suit your requirement

Eligibility Criteria

- Minimum age of applicant: 21 years
- Maximum age of applicant at loan maturity: 65 years
- Gold jewellery should be owned by the applicant or any of the family members

DOCUMENTS REQUIRED FOR A GOLD LOAN:-

Whether you are a salaried individual, professional or a businessman, we have loan designed to suit your requirement

Documents required:

- Proof of Identity & Address Proof - (Passport / Voter's ID / Driving License/PAN Card*/Aadhar Card or Proof of possession of Aadhaar number(on Voluntary basis))
- Signature Proof (Passport /Driving License/Banker's verification) Driving License/ Voter's ID / Utility Bill (anyone (anyone which is not more than two months old of any service provider - electricity, telephone, post-paid mobile phone, piped gas, water bill) / Registered Rental Agreement/Letter of allotment of accommodation from employer/ leave and license agreements with employers allotting official accommodation/ Credit Card Statement)
- Date of Birth Proof (Driving License / PAN Card / Passport / Birth Certificate / 10th / 12th mark sheet bearing date of birth)

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passport

size

photographs



Gold loan सही फैसला

TWO WHEELER LOAN:

Having your own two wheelers to navigate quickly through the city traffic is certainly a blessing in today's time. You can reach faster, be more productive and also get more work done with all the extra time you save.

While planning to purchase a two wheeler vehicle comes financial constraints. Here, HDB Financial Services play a vital role by providing two wheeler loans to meet your financial needs. We give you the best two wheeler loan interest rate and flexible repayment tenure. Take advantage of our additional offerings such as low down-payment schemes and 24x7 Road side assistance at no additional cost. **Applying for an instant two wheeler loan online** at HDB Financial Services is a quick and convenient process.

24x7 Road side assistance will be provided with Two Wheeler Loan at no additional cost.

Lots of exciting offers await you. Visit your nearest dealer showroom and contact HDB sales representative.

FEATURES AND BENEFITS OF TWO WHEELER LOAN:-

Availing a bike loan or scooter loan will offer you the following benefits:

- **Loan Value up to 95% of the On – Road Price of Two Wheeler**

At HDB Financial Services, we try to meet your financial requirements. We offer bike finance and scooter finance of up to 95% of the on-road price of the motorcycle or scooter you select to purchase.

- **Attractive Interest Rates**

We customise the two wheeler loan interest rate to match your financial need and repaying capacity. Get the best low interest bike loan offered by HDB Financial Services.

- **Flexible Repayment Tenure**

When availing the best two wheeler loan, you can take advantage of the repayment tenure ranging from 12 to 60 months. You can pay the bike loan EMIs without any financial burden. Choose our bike loan emi calculator to calculate your EMIs in advance.

- **Hassle – Free Documentation Process**

Experience a minimal and quick paperless documentation with our instant two wheeler loan application process. When you apply for a motorcycle loan or scooter loan, the entire process is paperless and all you need to do is upload soft copy of the documents to get you started.

- **Quick Processing and Speedy Disbursal**

Based on your eligibility and documentation, the motorcycle loan or scooter loan amount gets approved instantly. Your two wheeler loan amount gets disbursed quickly and you can own a bike or scooter of your choice.

- **Easy Repayment**

We ensure that your bike loan repayment process is without any financial burden. Based on your documentation and financial profile, you can opt for flexible EMIs that meet your financial needs.

- **Road Side Assistance**

At HDB Financial Services, we offer a wide range of benefits while trying to meet your requirement. We offer 24x7 Road side assistance with our two wheeler loan at no additional cost.

TWO WHEELER LOAN ELIGIBILITY CRITERIA:-

- Applicant should be a resident of India
- Minimum Age: 21 years
- Applicant should be Salaried/ Self-Employed
- Applicant must not exceed 58 years at end of loan tenure (for Salaried), 60 years at end of loan tenure (for Govt. Salaried) & 65 years at end of loan tenure (for Self-Employed)
- Minimum Net take home Salary of Rs.10,000/- per month for Salaried applicants
- Minimum ITR of Rs.1.20 lakhs annually for Self Employed applicants

DOCUMENTS REQUIRED FOR A TWO WHEELER LOAN:-

Proof of Identity & Address Proof (Any One)

- Passport / Voter's ID/ Driving License/ PAN Card*/ Aadhar Card or
- Proof of possession of Aadhaar number(on Voluntary basis)
- Utility Bill (Any One within last 3 months) OR Registered Rental Agreement/Letter of allotment of accommodation from employer/ leave and license agreements with employers allotting official accommodation

Income Proof: (Applicable for Income proof program)

Salaried: Latest Salary slip/ Last 3 months Bank Statement reflecting Salary credits/ Latest Form 16/ Latest ITR

Self-Employed: Latest ITR/ Latest Tax Challan with ITS 2/ Latest Sales Tax Return/ Latest Audited Certified Reports/ TDS Certificate for same FY

Surrogate proof (In lieu of Income proof):

Own House proof / Agricultural Land ownership proof / Bank Statement – Last 3 months/ Own Car proof / Debit Card / Credit Card)

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LOAN AGAINST PROPERTY:

You always require funds for your business or personal use. It can be for starting a new business venture or working capital for expanding your existing business. In such circumstances, you can utilize your property to its full potential and avail a loan against property. With this multi-purpose property loan, you can fulfil your business as well as personal financial requirements.

An instant loan against property from HDB Financial Services is the best financial solution for those seeking long term capital. We offer the best loan against property, at attractive interest rates, along with a flexible repayment tenure. You can mortgage your residential or commercial property to avail low attractive EMIs through your loan against property.

FEATURES AND BENEFITS OF LOAN AGAINST PROPERTY:-

Availing a loan against property from HDB can have a lot of benefits for you.

Apply for an instant loan against property online or by visiting your nearest HDB Financial Services branch and avail the best offer based on your financial profile.

- **Loan up to Rs. 12 Crore or 60% of the market value**

Based on your eligibility and documentation, you can get easy loan against property up to Rs.12 Crore or 60% of the market value of the property. At HDB Financial Services, we try to meet your financial requirements, no matter how varied it may be.

- **Attractive Loan against property Interest Rate**

Get the advantage of best low interest loan against property from HDB Financial Services. These attractive interest rates are specially customised based on your need and repaying capacity.

- **Flexible Repayment Tenure**

HDB Financial Services offers repayment tenure ranging up to 180 months when availing a loan against property. You can pay the EMIs without any worry of financial stress.

- **Hassle – Free Documentation Process**

Experience a minimal and quick documentation with our seamless application process for loan against property. When you apply for an online loan against property, the entire process is paperless and all you need to do is upload soft copy of the documents to get you started.

- **Quick Processing and Speedy Disbursal**

Based on your documentation and eligibility, the loan amount gets approved instantly and quickly disbursed to your bank account. This ensures you get an instant loan against property without having to wait for long to use your funds.

- **Balance Transfer Facility**

Transfer your previous loan against property with us, eliminate your high cost debt. Based on your credibility and financial profile, you may get the best property loan rates available in the market.

- **Loan Against Rent Receivables**

Get a loan against property based on the rental income of your leased property. At HDB Financial Services, you may get attractive lease rental discounting based on your financial profile and credibility.

- **Loans to Purchase A New Shop Or Office For Your Business**

HDB Financial Services provides an ideal solution to match your financial requirements. Get a loan against property to purchase a new shop or office that will help improve your current business.

LOAN AGAINST PROPERTY ELIGIBILITY CRITERIA:-

No specific criteria

DOCUMENTS REQUIRED FOR A LOAN AGAINST PROPERTY:-

DOCUMENTATION

Whether you are a salaried individual, self-employed individual, partnership firm or private limited company, we have a loan designed to suit your requirement.

Documents required

Salaried Individuals:

- Proof of Identity & Address - Any one of / (Postpaid Telephone Bill, Electricity Bill– not more than two months old / Voters Card/ Drivers Licence / Employers Card.
- Latest Bank Statement / Passbook (where salary/income is credited for the past 6 months).
- Latest 3 Months Salary Slip with all deductions & Form 16 for the last 2 years
- Copies of all Property Documents.
- In case of any existing loan, need to submit sanction letter, payment track record etc.

Self Employed/Business/Self Employed professionals:

- Certified Financial Statement for the last 2 years
- Proof of Identity & Address - Any one of / Postpaid Telephone Bill, Electricity Bill – not more than two months old / Voters Card/ Drivers Licence / Employers Card.
- Latest Bank Statement / Passbook (where salary/income is credited for the past one year - (both savings and current).
- Copies of all Property Documents.
- In case of any existing loan, need to submit sanction letter, payment track record etc.
- Sales deed/ agreement (executed)
- Company registration license
- Last 3 years Income tax returns of the applicant along with computation of income duly attested by a Chartered Accountant
- Audited balance sheet and Profit & Loss accounts, including tax audit report, if applicable

- Professional Degree Certificate: (in case of professionals)
- Investment proof (if any): fixed deposit, fixed assets, shares, etc.
- Passport size, coloured photograph



CHAPTER-5

FINDINGS AND CONCLUSIONS

FINDING AND CONCLUSION

1. It is found this HDB finance organization gives loans for any type of CUNSUMER
2. This HDB finance gives loans for any age group of people.
3. This HDB finance gives loans for any profession person.
4. This HDB finance organization give interest rate interest rate is (1/-to 2.5/-)for 100/-
5. It is found that this organization namely HDB auto finance is facing over dues problem from borrowers of agriculture customers.

CHAPTER-6

SUGGESTION

- 1) HDB finance should take a good surety giving persons.
- 2) HDB finance official should explain the difference between finance interest rate other showrooms interest rate.
- 3) You can reach us for any query/complaint through any of our access channels mentioned below: Call us: +91 44 4298 4541 (10.00 am to 6.00 pm, Monday-Friday & 10.00am to 2.00pm on 1st & 2nd Saturdays excluding national holidays & Regional holidays).
- 4) HDB finance must enquire customer full details before providing loans.

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- <https://www.hdbfs.com/products/consumer-durables-loan>

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