

Baroda Home and Car Loan

1. HOME LOANS

- A. Concession in Rate of Interest in Home Loan (all variants) for fresh accounts for loan of Rs.15 Lacs and above.
- B. Concessional in processing fees –
Upfront processing fee of Rs.5,000 instead of RS.8,500 if any of following conditions are complied:
 - 1. Branch sourced Lead.
 - 2. Salary/Business Account is with Bank of Baroda.
 - 3. One stroke full disbursement.

Existing upfront fee concession allowed for takeover leads through Non-DSA (Nil fees), Home Loan in approved project (Rs.3,500) and Top up Loan through Digital source (Rs.3,500) will continue. This is valid upto 31st December 2023.

- C. There will be waiver of locker fee for first year (smallest size) for taking locker, subject to availability. If locker of larger size is taken by customer, then fee/rent amount upto applicable for smallest size only will be waived for first year.

II. Auto Loans:

- A. Concession of 0.10% in Rate of Interest in Auto Loan for fresh account opened and disbursed during the period 11th September 2023 to 31st December 2023 in floating as well as fixed rate. However, under fixed rate loan, minimum ROI should not go below 1 year MCLR. The revised Rate of Interest in Auto Loan will be as per Annexure III.
- B. **Concession in rate of Interest for Four Wheeler for Baroda Family Account customer (QAB of Rs.2 Lacs or more) / Radiance customers , Salary account having Monthly salary Rs.50,000.00** – Concession of 0.10% subject to minimum rate applicable for highest CIBIL bucket.
- C. **Processing Charges:** Concessional in processing charges will be as under:
 - 1. For Existing Customer of Bank having QAB of Rs.20,000 – Nil
 - 2. For New Customer– Rs.500 + GST.
 - 3. Processing charges for those auto loan customer who brings their salary account from other Banks during aforesaid period - Nil
 - 4. If lead is sourced by branch and no payout is involved (ETB as well as NTB) – Nil

- D. **100% on road finance:** 100% on-road finance to following passenger cars during the festive period to Individual customer group having CIBIL Score 726 and above:

Model	OEM
Baleno	Maruti Suzuki India Ltd
Creta	Hyundia Motor India Ltd
Nexon	Tata Motor India Ltd
Breeza	Maruti Suzuki India Ltd
Fronx	Maruti Suzuki India Ltd

- E. If other concession is applicable i.e. 0.50% concession in ROI if liquid security offered is 50% or more, 0.25% concession in ROI for electric vehicle, 0.25% concession in ROI for availing auto Loan for existing Home Loan borrower etc, then effective ROI should not go below BRLLR-0.40% (i.e. at present 8.75%) in case of floating rate of interest and 1 year MCLR in case of fixed rate of Interest.
- F. Zonal Head is authorized to increase Service charges to Sales Executive of Car Dealer from Rs.1500/- +GST per car loan to Rs. 2500/- +GST per car loan on case to case basis for the period from 11-09-2023 to 31-12-2023.

However, Zonal Head cannot consider increase in sales Executive payout to those dealerships who are already covered under preferential payout arrangement.