

# INFORMATION RELATED TO INTEREST RATES & SCHEDULE OF CHARGES

**1. Benchmark Lending Rate:**

JM Financial Home Loans Rates (“JMFHLR and JMFWLR”) are 17.65% w.e.f. May 01, 2023.

**2. Range of Interest Rate for Contracted Loans for the Quarter ended December 2024:**

Type of Loan	Minimum	Maximum	Mean
Home Loans	10.49% p.a.	19.00% p.a.	12.33% p.a.
Loan Against Property (including loans to MSME)	12.50% p.a	22.00% p.a	16.60% p.a

**3. Gradation of risk and rationale for charging different rate of interest**

The business model of the Company focuses on providing credit only to customers meeting the credit standards of the Company for varying tenors. The interest rate applicable to each loan application, within the applicable range/scheme is assessed on a case specific basis, based on evaluation of various factors which inter-alia includes the following:

a. **Type of Interest Rate:** JM Financial Home Loans Limited (the “Company”) offers floating rate of interest. The interest amount on the loan may change based on change(s) in the Benchmark Lending rate of the Company i.e. JMFHLR and JMFWLR, from time to time.

b. **Loan to Value Ratio (LTV):** LTV refers to the percentage of the property value that can be financed through the loan. A larger quantum of loan attracts a higher rate of interest as it leads to higher credit risk. Further, larger down-payment can help bring down the quantum of loan which in turn will reduce monthly EMI amount as well.

c. **Property’s Location and Condition:** Factors such as location of property, its current location, age of property and amenities available helps in determining the resale value of the property. A higher resale value of property means financial institution incentivizing them to offer lower interest rates to borrower and vice versa.

d. **Repayment Tenure:** Loans with a shorter tenure attract a lower rate of interest (even if the EMIs are higher) than loans with a longer tenure (which will have lower EMIs but a higher interest rate).

e. **Customer Profile:** Various factors such as income source, credit score etc. helps the Company in determining the status of the customer. Income source of a customer can be categorized as salaried and self-employed. The customer should have a steady and regular source of income.

Further, credit score is a statement of repayment history, financial discipline or habits, and creditworthiness. A lower credit score shows portrays a high credit risk, which would cause lenders to charge a higher rate of interest in order to cover their risks and vice-versa.

Further, in case a customer is non-individual factors such as profitability, monthly turnover and such other business financials are certain crucial factors which have an impact on rate of interest which may be offered by the Company.

f. **Nature of Business:** The nature of business is defined by activities that individual/non-individual is engaged in. It plays a crucial role in determining term loan interest rates as it helps the lender in examining whether business is profitable or not.

g. **Business Vintage:** Established businesses have a proven track record of handling credit. Unlike new businesses, they provide the lender with a sense of security, which translates into lower interest rates.

h. **Operating Costs** - These involve the costs of doing business. Factors such as the complexity of the transaction, the size of the transaction, location of the borrower, infrastructure costs of the Company and other factors that affect the costs associated with a particular transaction / business / portfolio would be considered before arriving at the final interest rate quoted to a customer.

i. **Applicable Regulatory guidelines.**

j. **End use of Loan(s).**

k. such other material factor(s) which shall be considered by the Company from time to time.

#### 4. Schedule of Fees & Charges / Tariff Schedule

Sr. No.	Nature of Charge	Amount (In Rs.)*
1	Login Fees	Up to 5,000/-
2	Application Fees	Upto 2% of Loan Amount
3	Penal Charges for delay in payment of EMI.	24% p.a. (inclusive of taxes) on the outstanding EMI amount(s)
4	Penal Charges for breach of material terms and conditions.	24% p.a. (inclusive of taxes) on the principal outstanding
5	Foreclosure charges	<p>Standard foreclosure charge at 2% (plus applicable taxes) will be applicable for non-MSME customers.</p> <p>For MSME customers, the applicable foreclosure charges shall be as per the sanction letter.</p> <p>Foreclosure charges shall be levied on principal outstanding upon pre-closure of loans under the following situations:</p> <p>a. Where the housing loan is on fixed interest rate basis and the loan is pre-closed by the customer by way of borrowing from other bank/ HFC/ NBFC and/or a financial institution or</p> <p>b. Where the non-housing loan is sanctioned by the Company for "business purpose(s).</p>
6	Statutory Charge	200/-
7	Collection Charges (EMI,PEMI,NACH)	300/-
8	Cheque Bounce Charges or ECS / NACH dishonour charges / Non-submission of E-NACH / NACH / Cheque	500/-
9	Charges for furnishing Statement of Account	150/-
10	Cheque / ENACH / NACH Swapping Charges	1,000/-
11	Stamp Duty Charges (as per the applicable law of the respective State)	As applicable
12	Registration Charges (if applicable)	As applicable

13	Change in repayment frequency	Rs. 500 + applicable charges plus Gap interest as applicable [One time charge as on the Principal Outstanding as on date].
14	Duplicate Repayment Schedule Charges	150/-
15	Interest Rate Conversion Charges	5,000/-
16	Disbursement Cheque Cancellation and Reissuance Charges	500/-
17	List of document charges	500/-
18	Foreclosure letter charges	500/-
19	Document retrieval / handling charges	1,500/-
20	Technical visit charges for Subsequent Disbursement	1,000/-

*\*Above fees and charges are exclusive of GST & other Government taxes and levies, wherever applicable.*

### **5. Annual Percentage Rate (APR)**

Annual Percentage Rate (APR) means the total cost of borrowing for a year, which includes both the interest charges and any fees charged in relation to such borrowing expressed as a percentage. APR may be calculated using the below formula:

$$APR = \left[ \frac{\text{Interest} + \text{Fee or Charges}}{\text{Principal}} \right] \times n \times 365 \times 100$$

Where, 'Interest' represents the total interest to be paid during the tenure of the borrowing and 'n' represents the tenure of the borrowing in days.

Alternatively, the Company has made available an APR calculator on website ([www.jmflhomeloans.com](http://www.jmflhomeloans.com)) using which a borrower can ascertain the total cost associated with borrowing.

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