

# Product Note for Financial Products for Bhorsha Fintech

## 1. EV Financing - Two-Wheeler, L3, L5

### Product Overview:

**Target Customer:** Individuals, businesses, fleet owners, environmentally conscious customers.

### Key Features:

- **Two-Wheeler EV Financing:** Financing for electric two-wheelers with up to 100% loan coverage.
- **L3 EV Financing:** Loans for electric three-wheelers (L3 category) used for goods or passenger transportation.
- **L5 EV Financing:** Financing options for electric vehicles in the L5 category, including electric rickshaws and small commercial vehicles.
- **Low-Interest Rates:** Special interest rates for EV purchases.
- **Flexible Repayment Options:** Tailored EMI plans suited to the buyer's cash flow and vehicle usage.
- **Government Subsidy Integration:** Integration with applicable subsidies and incentives to reduce the cost of EVs.
- **Quick Processing & Approval:** Fast online application with quick approval and disbursal.

### Benefits:

- **Sustainability:** Promotes eco-friendly transport options and reduces the carbon footprint.
- **Affordable Financing:** Lower financing costs for electric vehicles compared to traditional vehicles.
- **Government Incentives:** Leverage available subsidies to make EVs more affordable.
- **Fast Access to Funds:** Speedy loan disbursal for a swift purchase experience.

## 2. Joint Liability Group Loan (JLG)

### Product Overview:

**Target Customer:** Small-scale farmers, rural artisans, women entrepreneurs, and self-help groups (SHGs).

### Key Features:

- **Group Loan Model:** Liability is shared among the members of the group, reducing individual risk.
- **Loan Amounts:** Loan amounts are based on the group's collective financial capacity and need.

- **Income-Generating Activities:** Loans provided for activities such as agriculture, livestock, small businesses, and more.
- **Repayment Flexibility:** Loan repayment terms are designed based on the cash flow of the group.
- **Training and Support:** Financial education and business support are provided to ensure successful loan usage.

**Benefits:**

- **Financial Inclusion:** Makes finance accessible to underserved communities and businesses.
- **Lower Risk for Lenders:** Group liability ensures that the loan risk is shared, improving repayment likelihood.
- **Empowerment of Women and Rural Entrepreneurs:** Encourages entrepreneurship and self-reliance in rural communities.

### 3. Personal Loan (PL) & Business Loan (BL)

**Product Overview:**

**Target Customer:** Individuals and businesses in need of quick and unsecured funding.

**Key Features:**

**Personal Loan (PL):**

- **Unsecured Loan:** No collateral required for personal financing.
- **Quick Processing:** Fast approval with minimal documentation.
- **Flexible Repayment:** Tailored EMI options and loan terms to suit personal needs.

**Business Loan (BL):**

- **Unsecured & Secured Options:** Choose between personal guarantees or asset-backed loans.
- **Working Capital Financing:** Loans designed to support business operations, inventory, or expansion.
- **Competitive Interest Rates:** Rates based on the business's credit profile and market conditions.

**Benefits:**

- **Quick Access to Funds:** Rapid loan disbursement for both personal and business needs.
- **Customizable Loan Terms:** Flexible loan amounts, tenures, and repayment options.
- **Attractive Interest Rates:** Competitive rates to reduce borrowing costs for individuals and businesses.

## 4. Car Loan - New & Used

### Product Overview:

**Target Customer:** Individuals looking to purchase new or used vehicles.

### Key Features:

#### New Car Loan:

- **Low Interest Rates:** Special rates for financing new car purchases.
- **High Loan-to-Value (LTV):** Up to 90-100% financing on new cars.
- **Quick Approval & Disbursal:** Fast application processing for new car purchases.

#### Used Car Loan:

- **Competitive Rates:** Financing for pre-owned vehicles at attractive interest rates.
- **Flexible Loan Amounts:** Based on the age, value, and condition of the used car.
- **Minimal Documentation:** Simple application process for used car financing.

### Benefits:

- **Affordable Financing:** Access financing with low EMIs and interest rates for both new and used cars.
- **Speedy Processing:** Instant approval and fast disbursal for new and used car loans.
- **Flexible Repayment:** Repayment terms designed around the buyer's financial profile.

## 5. Loan Against Property (LAP)

### Product Overview:

**Target Customer:** Homeowners, property investors, individuals looking to leverage property for funds.

### Key Features:

- **Loan Amount:** Borrow up to 70-80% of the property's current market value.
- **Competitive Interest Rates:** Affordable rates based on property valuation and borrower credit profile.
- **Flexible Tenure:** Loan repayment periods ranging from 5 to 15 years, based on the borrower's preference.
- **Minimal Documentation:** Quick processing with simple paperwork.
- **Top-Up Loans:** Option for additional loans on an existing LAP for further financial flexibility.

### Benefits:

- **Higher Loan Amounts:** Secure large loans by leveraging property for financing needs.

- **Lower Interest Rates:** Benefit from lower interest rates compared to unsecured loans.
- **Flexible Repayment:** Longer tenure options for smaller monthly payments.

## 6. Home Loan

### Product Overview:

**Target Customer:** Individuals looking to buy a new home, construct a home, or refinance an existing home.

### Key Features:

- **Loan Types:** Financing available for new home purchases, home construction, or renovation.
- **Competitive Interest Rates:** Attractive rates on both fixed and floating interest options.
- **High Loan-to-Value (LTV):** Up to 90-100% financing available based on eligibility.
- **Long Tenure:** Repayment options up to 30 years, making EMIs affordable.
- **Balance Transfer:** Option to transfer an existing home loan to us with better terms and lower rates.

### Benefits:

- **Affordable Home Financing:** Loans designed to make homeownership accessible with low EMIs.
- **Tax Benefits:** Benefit from tax deductions under sections 80C and 24B for principal and interest repayments.
- **Flexible Repayment Plans:** Choose the tenure and repayment plan that fits your financial situation.

## 7. CIBIL Improvement Loan

### Product Overview:

**Target Customer:** Individuals with low or poor CIBIL scores (typically below 650).

### Key Features:

- **Unsecured Loan:** No collateral required to improve credit score.
- **Loan Amount:** Typically ranges from 5000 to 10000 based on repayment capacity.
- **Low-Interest Rates:** Competitive rates to make it affordable for individuals with a poor credit history.
- **Flexible Tenure:** Loan tenure of 3 to 12 months.

- **Credit Score Monitoring:** Some lenders offer free monitoring tools to track the borrower's progress.

**Benefits:**

- **Credit Score Improvement:** Regular and timely repayments will help raise the borrower's credit score.
- **Better Loan Eligibility:** A higher CIBIL score opens up better borrowing options in the future with lower interest rates.
- **Financial Discipline:** Promotes responsible borrowing and disciplined repayment habits.
- **Quick Loan Processing:** Fast approval and disbursement help borrowers improve their score without unnecessary delays.