

LOAN PRICING FRAMEWORK

This framework defines the principles and methodology for determining Rate of Interest (ROI), Processing Fees and other pricing components for loans extended by the Company, ensuring Risk-aligned and transparent pricing, Compliance with RBI guidelines for NBFCs, Sustainability of margins considering cost of funds and operating costs and Uniformity with flexibility across business verticals

This Pricing framework forms a subset of the Interest Rate Policy of the Company. It establishes the principles and methodology for determination of Rate of Interest (ROI), Processing Fees (PF) and other pricing components applicable to loan products across business verticals.

KEY FACTORS CONSIDERED FOR LOAN PRICING

The following key parameters shall be considered while determining loan pricing:

Cost of Funds: Computed based on weighted average cost of borrowings, considering recent borrowing trends.

Cost of Operations: Includes manpower, technology, overheads and cost of carry for liquidity buffers.

Cost of Risk: Derived from historical write-offs, delinquency trends and expected credit loss indicators.

Credit Risk Premium: Based on internal credit scoring and risk categorisation models applicable to respective business verticals.

CALCULATIONS

The fixed rate of interest applicable to a loan shall be arrived at by aggregating the Cost of Funds, Cost of Operations, Cost of Risk and the Credit Risk Premium, along with an appropriate margin, as approved by the Board or delegated authority.

EXCEPTIONAL CASES

Loans under Business Correspondent (BC) partnerships, credit guarantee schemes, B2B2C and other strategic or partnership-led models, including alternate channel and anchor-based structures, shall be priced based on mutually agreed commercial terms, considering risk-sharing arrangements, credit profile of the anchor or counterparty, market risk premium, cost implications and applicable regulatory requirements. For Co-lending arrangements, the final interest rate charged to the borrower shall be the blended interest rate which is calculated as an average rate of interest derived from the interest rates charged by respective REs, as per their internal lending policies and risk profile of the same or similar borrower, weighted by the proportionate funding share of concerned REs under CLA

Pricing for treasury-related transactions including strategic lending, securitisation and direct assignment shall additionally consider asset-liability management (ALM) impact and shall be approved by CFO /Head - Treasury, Business Head & Group Head - Risk jointly or as defined in policy documents (Investment Policy/Securitisation policy) from time to time.

CUSTOMER SEGMENT-WISE PRICING

The FC Pricing tool and AE pricing tools are used by the respective teams to arrive at the overall interest rate for the loan

Farmer Collectives (FC)

Risk Category	ROI (%)
A	16.00%
B	19.00%
C	20.00%
D	21.00%

Agri Enterprises (AE)

Risk Category	Product	Tenure (In months)	ROI %
SA+,SA, SA	Working Capital	12	19.00%
	Term Loan	1, 2, 3, 6	19.00%
	Term Loan	9	19.00%
	Term Loan	18, 24	19.00%
	Term Loan	30, 36	19.00%
SB+,SB	Working Capital	12	19.50%
	Term Loan	1, 2, 3, 6	19.00%
	Term Loan	9	19.25%
	Term Loan	18, 24	19.50%
	Term Loan	30, 36	20.00%
SB-	Working Capital	12	20.50%
	Term Loan	1, 2, 3, 6	20.00%
	Term Loan	9	20.25%
	Term Loan	18, 24	20.50%
	Term Loan	30, 36	21.00%
SC	Working Capital	12	22.50%
	Term Loan	1, 2, 3, 6	22.00%
	Term Loan	9	22.25%
	Term Loan	18, 24	22.50%
	Term Loan	30, 36	23.00%

Pricing for Exceptional Cases – AE & FC

Loans under the following exceptional structures shall be priced separately from the regular risk-based pricing grids, based on mutually agreed commercial terms, considering risk-sharing arrangements and applicable regulatory requirements.

Exceptional Cases	Rate of Interest
<ul style="list-style-type: none">• Co-lending arrangements• Credit Guarantee-backed lending programs• Strategic Partnership-led / Anchor-led financing models• Business Correspondent (BC) partnerships• Alternate sourcing and distribution channels	From 14.00% up to 30.00%

Risk Category :

Risk categorisation of borrowers shall be carried out using the internally approved risk-based scoring framework applicable to the respective business vertical. The scoring methodology and parameters shall be reviewed and updated from time to time by the appropriate authority, in line with approved governance processes.

TERMS AND CONDITIONS

The indicative interest rates and charges derived from this Loan Pricing Framework shall ordinarily be applicable to customers. Any deviation, reduction or waiver of interest, service charges, penal charges or other financial charges shall be permitted only in accordance with the delegated authority as approved under the Board-approved Credit Policy. The pricing and charges shall be subject to periodic review by the Asset–Liability Management Committee (ALCO) in line with regulatory requirements, internal policies and prevailing market conditions.

SERVICE CHARGES, PENAL & OTHER CHARGES

Processing fees, upfront fees, client visit charges, credit monitoring fees, documentation charges, penal charges and other applicable charges shall be determined based on the nature and quantum of work involved in credit appraisal, reference checks including credit bureau verifications, volume of documentation and other incidental costs. The guidelines for charging such fees shall be reviewed and approved by the Asset Liability Management Committee (ALCO) from time to time. All applicable charges shall be transparently disclosed to borrowers in accordance with regulatory requirements.

Service Charges and Fees

S. No.	Particulars	Agri Enterprises	FC
1	Loan processing fees & Monitoring fees	Up to 5% p.a of the sanctioned amount	Up to 5% p.a of the sanctioned amount
2	Documentation & Client Visit Charges	Upto maximum of Rs.20000/-	Upto maximum of Rs.20000/-
3	Stamp duty charges	At actuals	At actuals
4	Cheque/NACH bounce charges	Rs.200/- per failed transaction	Rs.200/- per failed transaction
5	Penal Charges for non-payment of interest/ charges/ instalments	12% per annum over and above contracted rate	12% per annum over and above contracted rate
6	Prepayment Charges*/Foreclosure charges	2% of the amount being repaid (Not applicable for payments through ESCROW)	NA
Note :			
1. All the above charges are exclusive of Goods & Services Tax (GST). Applicable GST, taxes and/or other statutory levies shall be levied over and above the charges levied.			
2. All the above charges are applicable w.e.f., 30 th April 2026.			

Review of the framework

This Loan Pricing Framework for interest rates and service charges or other fees shall be reviewed by the Asset-Liability Committee (ALCO) on a quarterly basis or more frequently, if required. The Interest Rate Policy of the Company shall be reviewed by the Board of Directors on an annual basis. This Loan Pricing Framework shall come into effect from the date of approval by the competent authority and shall be amended, if required, in line with regulatory or business changes.