



MSME
HELPLINE

MSME LOANS



बैंक ऑफ़ बड़ौदा
Bank of Baroda



Ministry
of Finance



Reserve
Bank of India

BARODA CONTRACTOR SCHEME

Objective	To provide working capital assistance (fund based / non fund based) in the form of running limit (overdraft), Inland / Foreign Letter of Credit, Bank Guarantee for meeting working capital needs to the existing and prospective contractors / sub-contractors.
Target Group	<p>All Registered Civil, Construction, Electrical, Mechanical, Mining, Labour and Transport Contractors undertaking works on behalf of Central / State Government Department / PWD / Public Sector Undertakings and Reputed Private sector organizations.</p> <p>For Sub-Contractors-</p> <ul style="list-style-type: none">• They should be executing works on behalf of main contractors are also eligible under this product subject to their being in the business for more than three years with progressive financials.• There should be an underlying registered agreement between main contractor and sub-contractor with an enabling clause to receive the payment directly from the principle.• All required permission and licenses / registration are available. <p>Note: Contractors / Sub-contractors engaged in Real Estate Sector (Commercial / Residential) or any other activity of speculative nature will not be covered under this product.</p> <p>Deviation in the experience parameter of Sub-contractor may be allowed by next higher authority for financing upto Rs. 5 crores</p>
Nature of Credit Facility	Overdraft Bank Guarantee / Letter of Credit
Eligibility	<ul style="list-style-type: none">• MSME units engaged in contractor / sub-contractor activity categorized as MSME – Regulatory and Non-Regulatory MSME as per Bank's extant guidelines.• Proprietorship firms, Partnership firms, Limited Liability Partnership, Joint Ventures, Private Limited Companies, Limited Companies, Trust / AOP/ Co-operative societies are eligible under the Scheme.(HUF as proprietor / partner are not eligible)
Purpose	<ul style="list-style-type: none">• Working capital requirements both FB and NFB facilities.• Working Capital: FB & NFB WC limits to meet day to day requirement / materials / labour payment / statutory payments etc.• Bank Guarantee: For bidding of tenders, mobilization of advance money, performance of the contract, guarantee in favour of Central / State Govt. & its various departments and reputed Pvt. / Ltd. companies, guarantee for release of retention money.

Construction & Mining Equipment (CME) Finance Product Program

Segment / Particulars		Eligibility Parameters		Loan Amount Rs. In Crs	
		Net Block of Equipments / CEAV	Avg. of last 3Yrs Turnover	Min	Max
Retail Segment	FTB – First Time Buyer (Segment A)	0 CME Owner	N.A	Rs. 0.01	Rs. 0.50
	Small (Segment B)	Minimum Rs. 0.20	N.A	Rs. 0.05	Rs. 1.00
	Medium (Segment C)	≥Rs. 1.00	> Rs.5.00	Rs. 0.10	Rs. 5.00
Strategic Segment	Large (Segment D)	> Rs. 2.50	>Rs.10.00	Rs. 0.25	Rs. 15.00
	Strategic (Segment E)				
	Pre - Sanctioned CME Loan limit (Segment F)	≥ Rs. 10.00	>Rs.20.00	Rs.0. 25	Rs. 50.00

LTV: Maximum LTV up to 90%

Tenure: Longer Tenure up to 60 months, Holiday Period / Moratorium upto 3 months

Security: No collateral Security required

ROI: Competitive ROI with BRRLR based for MSME's and MCLR based for Other Corporates

PF: Concessional Processing Fees

Documents: Financials / ITR not mandatory for Loan Up to Rs. 1.00 crore

Method of Assessment: Simplified Cash Flow Based assessment

Commercial Vehicle (CV) Finance Product Program

	Segment Particulars /	Eligibility Parameters		Rs in Crs
		No of Vehicles Owned	Experience	Loan Amount (Maximum)
Retail Segment	FTB – First Time Buyer	Nil	2 Years Old Driving License	0.25
	SRTTO – Small Road Transport Operators	Up to 2	1 Vehicle to be owned during the last 1 Year	0.50
	Retail Fleet Operators	More than 2 & up to 9	Minimum 1/3 rd of the fleet size to be owned during the last -2- years	1.50
	Three Wheeler	Nil	1 Year Old Driving License	0.10
Strategic Segment	Large Fleet Operators	More than 9 up to 25	5 years' experience	5.00
	Strategic Fleet Operators	More than 25 up to 50		15.00
	Super Strategic Fleet Operators	More than 50		30.00
Other Segment	Captive Segment	Core business activity is <u>other than transportation.</u>	5 years' experience	i) Captive Use Rs. 10.00 Crs ii) Educational institute – Rs. 2.00 Crs)

LTV: Maximum LTV up to 100%

Tenure: Longer Tenure up to 60 months, Holiday Period / Moratorium upto 3 months

Security: No collateral Security required

ROI: Competitive ROI with BRLLR based for MSME's and MCLR based for Other Corporates

PF: Concessional Processing Fees

Documents: Financials / ITR not mandatory for Loan Up to Rs. 1.50 crore

Method of Assessment: Simplified Cash Flow Based assessment



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BARODA PROPERTY PRIDE

No	Parameter	Guidelines								
1	Target Group	<ul style="list-style-type: none"> Regulatory MSME and MSME - Expanded Individuals / Units engaged in trade of any commodity / goods in physical form required by the community and trading in them is not prohibited by law or opposed to public interest. 								
2	Eligibility	<ul style="list-style-type: none"> Individual (registered as MSME unit), Proprietor Ship firm except the following : <ul style="list-style-type: none"> ✓ HUF as a proprietor / partner / LLP & Public Limited Companies and ✓ Real Estate projects and educational institutions The business units should be making cash profit for last 2 years. Units established by our existing Current Account or Advance Account customers with satisfactory dealings for the last -1- year or their close relatives can be considered, even if these are established for less than -2- years. In case of units having less than -2- years establishment can be considered on case to case basis. <p>Borrowers to comply with the Licensing requirement for the business.</p> <ul style="list-style-type: none"> In case of Dealers in Silver/Gold Jewellery, finance should not be made available to traders dealing in bullion / raw gold. 								
3	Age of the borrower <i>(This criteria is applicable only in case of Individual borrower Proprietor)</i>	<ul style="list-style-type: none"> Minimum Age: 20 years Maximum Age: 65 years at the time of end of the tenure of the loan. <table border="1"> <thead> <tr> <th>Facility</th> <th>Deviation guidelines</th> </tr> </thead> <tbody> <tr> <td>Term Loan</td> <td>Competent authority can consider deviation in maximum age upto 70 years, following Bank Guidelines.</td> </tr> <tr> <td>All other cases</td> <td>Borrower to exit from the scheme, on attaining 70 years of age. For individual & proprietors borrower with age above 65 years, OD facility is not to be allowed under this scheme.</td> </tr> </tbody> </table>	Facility	Deviation guidelines	Term Loan	Competent authority can consider deviation in maximum age upto 70 years , following Bank Guidelines.	All other cases	Borrower to exit from the scheme, on attaining 70 years of age. For individual & proprietors borrower with age above 65 years, OD facility is not to be allowed under this scheme.		
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4	Nature of Facility	Overdraft – General / Overdraft-Reducing / Term Loan / Non Fund based facility								
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		Term Loan for other units <ul style="list-style-type: none"> • Purchase of Plant and machinery/ Equipment; Repair / renovation of factory land and building; other incidental CAPEX as per business needs. (Greenfield projects not to be covered). • To augment / shoring up of net working capital. • To repay high cost debt of existing MSME Term Loan of other Banks/ FI / NBFC except unsecured loan from other sources. 																
6	Limit (Ticket Size)	Maximum : Rs. 25 crores																
7	Margin	<p>The Margin (on Realizable Value of property) is based on borrower vintage of the borrower:</p> <p>MOB criteria is tabulated below:</p> <table border="1"> <thead> <tr> <th colspan="2">TABLE - A: Margin on REALIZABLE VALUE of property</th> </tr> <tr> <th>Property</th> <th>Margin</th> </tr> </thead> <tbody> <tr> <td>Residential / Commercial property</td> <td>As low as 20%</td> </tr> <tr> <td>Industrial</td> <td>As low as 45%</td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th>Security</th> <th>Margin</th> </tr> </thead> <tbody> <tr> <td>Bank's own FDRs</td> <td>10%</td> </tr> <tr> <td>LIC</td> <td>As low as 15%</td> </tr> <tr> <td>NSC / Govt Bond/ KVP</td> <td>As low as 15%</td> </tr> </tbody> </table>	TABLE - A: Margin on REALIZABLE VALUE of property		Property	Margin	Residential / Commercial property	As low as 20%	Industrial	As low as 45%	Security	Margin	Bank's own FDRs	10%	LIC	As low as 15%	NSC / Govt Bond/ KVP	As low as 15%
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8	Assessment of Limit	Simplified assessment method subject to maximum of property value minus margin.																
9	Consumer Credit Bureau criteria (For fresh sanctions and enhancement)	<p>Min 650.</p> <p>On case to case basis, lower score is considered.</p>																
10	Repayment Period	<ul style="list-style-type: none"> • Term Loan: 10 years (On case to case basis 15 years) • Overdraft-General: 12 months, subject to annual review • Overdraft-Reducing (applicable for fresh applicants only): Maximum tenure 84 months subject to annual review. The Drawing Power shall be reduced on annual basis with fixed amount. 																



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Credit Council

11 Security

(I) Mortgage of Immovable Property:

- i) **Residential Property** (House / Flat)
- ii) **Commercial property** (Office/Shop/Showroom etc.)
- iii) **Industrial property** (Factory Land and Building): Based on CMR Rank, the sanctioning / Deviation authority for any loan amount requested under this scheme, will be as below:
- iv) Plot of Land (not agricultural land)

(Allotted within Development Authority/ Should be within Municipal limit)

In case plot of land within the municipal/panchayat limits, should be identifiable by boundaries / demarcation and should be marketable.

Ownership of Property:

Type of Property	Ownership of Property
Residential / Commercial	Borrower (including Partnership Firm, / Private Ltd Co), Proprietor, Partner, Director or their close relatives <i>Third party property can also be accepted, provided the owner of property offers his / her personal guarantee.</i>
Industrial	The property should be in the name of MSME unit or Promoter / Director only. <i>No third party property is allowed.</i>

Note:

- **Tenanted Property:** Adequate measures to be taken to safeguard Bank's interest.
- **Property generating rental income:** In case the property is generating rental or other income, then it should be ensured that repayment of the loan is not out of such cash flows from that property.
- School and College properties and **property in the name of HUF**, should not be accepted for security purpose.
- Periodical asset verification to be done as per extant guidelines i.e. once in a year.

(II) Liquid Securities:

National Savings Certificates, Government Bonds, our Bank's Term Deposits and Assignment of Life Insurance Policies etc. standing in the name of the Borrower / Proprietor / Partner / Director only.

12 Valuation of Property

- Properties to be following Bank Guidelines as updated from time to time.
- The lower of the two valuations to be considered while calculating the Limit.
- But in any case, maximum two valuation reports are sufficient for calculation of eligibility.
- In case of properties acquired **within last 3 years**, amount of **Registered Sale Deed** should be taken as value of the property.
- If the present **Realizable value** is higher than the **Registered value** (Registered within last 3 years) and if it requires to consider present **Realizable value** as value of property, for any reason, prior permission to be obtained for the same and justification for the same to be incorporated in appraisal.



BOB Premium LAP

“PRODUCT A”– ASSESSMENT BASED ON BALANCE SHEET

Parameters	Guidelines									
Product Type	Loan against Property to MSMEs									
Assessment Model	Based on Balance Sheet									
Purpose	For any business related activity such as Working Capital Expenditure, Purchase of Plant & Machinery/Equipment (excluding imported machinery/ equipment), Renovation of Factory or Shop and any other business purpose except for any Speculative Purpose.									
Facility Type	Term Loan									
Sector Classification	MSME Regulatory / Non Regulatory									
Limit per borrower	<ul style="list-style-type: none"> ➤ Maximum limit up to Rs.15.00 crores For following 8 cities i.e. Delhi NCR, Greater Mumbai, Chennai, Pune, Kolkata, Hyderabad, Bengaluru & Ahmedabad, <u>Maximum Limit Up to Rs.25 Crores.</u> 									
Moratorium Period	Maximum 6 months for principal amount. Interest for full disbursed amount to be paid during moratorium period. (Moratorium to start from date of 1 st disbursement)									
Repayment period/ schedule	<ul style="list-style-type: none"> ➤ Maximum repayment period is 12 years including moratorium period. ➤ Maximum 144 EMIs including moratorium period. 									
Security	Equitable/ Registered Mortgage (as per title search report) of following type of immovable properties: <ul style="list-style-type: none"> a) Residential Property (House/ Flat) b) Commercial Property (Office/ shop/ showroom) 									
Margin/ Advance value of Security	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Type of property</th> <th>Margin %</th> <th>Advance Value</th> </tr> </thead> <tbody> <tr> <td>Residential</td> <td>25% of MV</td> <td>75% of MV</td> </tr> <tr> <td>Commercial</td> <td>30% of MV</td> <td>70% of MV</td> </tr> </tbody> </table> <p>Residential property, Commercial Property & Residential cum Commercial Property utilised for industrial activity no to be considered for security. Godowns & Warehouses are also not to be considered for security.</p>	Type of property	Margin %	Advance Value	Residential	25% of MV	75% of MV	Commercial	30% of MV	70% of MV
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“PRODUCT B” : ASSESSMENT BASED ON CASH FLOWS

Parameters	Guidelines
Limit per Borrower	<ul style="list-style-type: none"> ➤ Minimum limit: Rs. 25.00 lakh ➤ Maximum limit: Rs. 2.50 crores
Minimum Annual Turnover	INR 50 lacs (established through banking credit summation). Same is to be verified with GST returns / ABS / CA certificate.
Other Parameters	Same as Product A