

eCircular

Department: PBU-PERSONAL LOANS

\${SI. No.}

Circular No.: NBG/PBU/PL-PENSION/2/2024 - 25

Date: Sat 6 Apr 2024

"STRICTLY FOR INTERNAL CIRCULATION ONLY"

The Chief General Manager, State Bank of India, Local Head Office, All Circles

Madam/Dear Sir,

PERSONAL BANKING ADVANCES: MASTER CIRCULAR: PENSION LOAN UPDATED TILL 31.03.2024.

We have periodically issued instructions to Branches/ Circles and other establishments in addition to earlier Master Circular No.: NBG/PBU/PL-PERLOANS/66/2022 – 23 dated 27.03.2023, with regard to all Variants under SBI Pension Loan Scheme.

2. This Master Circular consolidates all the instructions issued on Pension Loan Schemes and has been updated up to 31.03.2024 and supersedes earlier instructions.

Please arrange to advise all operating units under your control accordingly.

Yours faithfully,

Sd/-

(Sukhvinder Kaur)
Chief General Manager (Retail Loans)

Enclosures:

- 1. Part I (Master Circular)
- 2. Part II (Annexures)

MASTER CIRCULAR PENSION LOANS

(Updated up to 31.03.2024)



State Bank of India
Personal Loans Department
Retail Loans
Corporate Centre
Mumbai

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Introduction:

Branches maintaining pension accounts and paying pension to the retired employees of the Central, State Governments., SBI and PSUs whose Pension Payment Orders (PPOs) are maintained with our Bank as well as maintained at Treasury/PSU/SPARSH can extend financial assistance to them to meet their personal expenses, on fulfilling the eligibility criteria. Loans may also be granted to the deceased pensioner's spouse (a family pensioner) after death of the pensioner. These loans can be applied through Branch channel/online through OCAS. Pre-approved customers can also avail these loans through YONO / Retail Internet Banking digitally in 4 clicks.

A. SBI PENSION LOAN:

Extant Norms	Description	
Eligibility Criteria	 a) All Central/State Government pensioners, and SBI Pensioners whose pension accounts are with us and their PPOs are maintained by Centralized Pension Processing Centre (CPPC) of SBI or HRMS (SBI) b) Family pensioners (including Family Pensioners of SBI, Defense & Central Armed Police Forces Personnel), i.e., spouse/ legal heir authorized to receive pension after the death of the pensioner, whose pension accounts are with us and their PPOs are maintained by Centralized Pension Processing Centre (CPPC) of SBI or HRMS (SBI) or at PCDA, Prayagraj under SPARSH. 	
Loan Amount	 Regular Pensioners: i. Minimum Rs.25,000/= ii. Maximum of 18 months' pension with a ceiling of: a. Rs.14.00 lacs for pensioners who are up to 72 Years of age. b. Rs.12.00 lacs for pensioners who are above 72 years and up to 74 years of age. c. Rs.7.50 lacs for pensioners who are above 74 years and up to 76 years of age. EMI/NMP (Net Monthly Pension) not to exceed 50%. Family Pensioners: i. Minimum Rs.25,000/- ii. Maximum of 18 months' pension with a ceiling of: a. Rs.5.00 lacs for pensioners who are up to the age of 72 Years. b. Rs.4.50 lacs for pensioners who are above 72 years and up to 74 years of age. c. Rs2.50 lacs for pensioners who are above 74 years and up to 76 years of age. EMI/NMP not to exceed 33%. 	
Margin	NIL	
Age	Upto 76 years of age at the time of loan sanction	
∧ye	Opto 76 years of age at the time of loan sanction	

Extant Norms	Description		
Repayment	72 months (Loan to be repaid by 78 years of age)		
Period			
Security	NIL		
Third Party	Regular Pensioner having PPO with our Bank: NIL		
Guarantee	Other Regular Pensioners: Third party guarantee (TPG) of the		
	spouse eligible for family pension. In the absence of the spouse, TPG		
	of any other family member or a third party worth the loan amount.		
	All Family Pensioners: Third party guarantee of a person who has		
	been maintaining a satisfactorily conducted account with the Bank;		
	preferably of the son/daughter of the family pensioner.		
Facility	Demand Loan		
Processing	SBI Pensioners & Defense Pensioners (including SBI & Defence		
Fee	Family Pensioners): No processing fee.		
1	Other Regular Pensioners: 1% of the loan amount + applicable GST		
17	(with a minimum of Rs.1000 and maximum of Rs. 10000 + applicable		
	GST)		
	Other Family pensioners: 0.50% of the loan amount + applicable		
	GST (with a minimum of Rs.500 and maximum of Rs 2500 + applicable		
	GST)		
Rate of Interest	ROI is 2.55 % spread over 2-year MCLR with no reset. (Please refer latest		
	circular under Personal Loans for current ROI)		
Documentation	i. Application-cum-Authority Letter as per Annexure-1.		
	ii. DP note on COS 228 to be executed by the pensioner in favour of		
	the guarantor and endorsed by the guarantor in favour of the Bank.		
	iii. DP Note Take Delivery Letter.iv. Copy of PPO or any other document where authentic details of Age		
	of the pensioner and the Spouse are available.		
	v. Irrevocable unstamped undertaking from pensioner (Part II, Ann PL-		
1			
	vi. Advise to Salary/Pension Disbursing Authority for not permitting		
70.0	shifting of Pension Account (Part II Annexure - PL- III)		
Distance	vii. SI Mandate		
Disbursement	Disbursement of the loan amount should be made by credit to the running		
DOM	Pension account (Savings/ Current Account) of the pensioner.		
RSM	≥45 (Please refer Appeyure B of Part III of this Master Circular for score		
	(Please refer Annexure-B of Part – II of this Master Circular for score card).		
Place for	Regular/ Family Pensioner having PPO with our Bank: Loan can		
Availment of	be sanctioned at home branch (Pension paying branch) or any branch		
Loan	nearby his/ her place of present posting/ residence.		
	Other categories of Pensioners: The loans to be sanctioned at		
	Home branch (Pension paying branch) only.		

Extant Norms	Description			
Checklist for	Document-Checklist for Pension Loans is placed as Annexure-C in Part-			
pension loan:	II of this Master Circular.			
Pre-Sanction	Not stipula	ated		
Survey				
CIBIL Report	CIBIL rep	port duly verified by sand	ctioning/proces	sing authority will form
	the part of the loan documents. Operating units have to obtain CIR from			
	one or tw	o CICs as mentioned be	low:	
	S. No.	Particulars	Primary CIC	Secondary CIC
	1.	Loans up to Rs.4 lac	CIBIL	NA
	2.	Loans above Rs.4 lac	CIBIL	Experian
///	3.	If no Hit under (2)	CRIF	Equifax
		above	Highmark	
	Process	to generate Credit In	formation Re	port in RLMS during
	process	ing of the loan is detaile	ed in SOP for P	Pension Loan in RLMS
	placed	at Ilmslos.state	banktimes.in/l	osdashboard/Product
//	Descript	ionRLMS.aspx		
	(Path:	SBI Times -> My work	olace-> Depart	ments 2-> LLMS/LOS
	•	·	•	
	Department -> Pension Loan-RLMS (SOP) under RLMS.)			
	No separate CIR to be generated.			
	Consolidated CIC report generated by RLMS to be kept with loan			
		•	erated by KLIW	3 to be kept with loan
Dra navmant	documents.			
Pre-payment	 Any prepayment of EMIs in full or in part and closure of account before the end of term will attract the prepayment charges of 3% on prepaid 			
charges		· · · · · · · · · · · · · · · · · · ·	prepayment cha	arges of 3% on prepaid
1	amount.			
	No prepayment/foreclosure charges will be applicable if the account is			
	closed from the proceeds of a new loan account opened under the			
	same s	scheme.		
Penal charges	In the eve	nt of default in payment	of any instalme	ent or any irregularity in
	the loan a	ccount, penal charge at t	the rate of 2%	p.m. will be charged for
	the irregul	ar amount and overdue p	eriod.	
Processing of	All pension	n loan applications to be	mandatorily pr	ocessed through Retail
Pension Loans	Loan Man	agement System (RLMS)) only.	
	Detailed S	SOP for processing of F	Pension Loans	in RLMS is placed
	at (Path: SBI Times -> My workplace-> Departments 2-> LLMS/LOS			
	Department -> Pension Loan-RLMS (SOP) under RLMS.)			
Opinion	Obtention of Assets & Liabilities Statements and compilation of Opinion			
Reports	Reports w	aived in all cases		

B. TOP-UP LOAN (SECOND LOAN)

Top-up loan (2nd loan)

- Top-up loan (2nd loan) can be sanctioned to Pensioner and Family pensioner any time after disbursement of the 1st loan, provided the 1st loan has been satisfactorily conducted and is regular at the time of sanction of 2nd Loan.
- There cannot be more than 2 Pension Loans standing in the name of a borrower.
- However, this is subject to the overall EMI/NMP ratio of 50% for Pensioner and 33% for the Family Pensioner.
- The sum total of outstanding in the 1st loan and limit of 2nd loan in no case should exceed the pensioner's entitlement at the time of availment of 2nd loan.
- Customer may opt for a second loan or may close the existing loan and open a new loan with enhanced limit but there should not be more than 2 Pension Loans at a time against one PPO.

An offer letter highlighting the features of this Scheme may be sent to all Pension and Family Pension account holders (specimen Annexure-I A & I B) and a top-up loan offer letter to all existing Pension and Family Pension borrowers (specimen Annexure-II A & II B). The Circles are advised to get these specimens translated in the regional languages of their area of operations.

C. JAI JAWAN PENSION LOAN:

Extant Norms		Description	
Introduction	Army, Navy and Air Fo ITBP, etc.), Coast Gua	e for Pensioners of Arme orce, Paramilitary Forces (ards, Rashtriya Rifles and ment Order (PPO) is v	CRPF, CISF, BSF, Assam Rifles etc.
		of Defense & Paramilitation Loan under SBI Pens	
Purpose	To meet personal expe	nses of Defense pension	iers.
Eligibility Criteria	Guards, Rashtriya Rifle	f Defence (Army, Navy s, Assam Rifles, Special lice Forces (CRPF, CISF	Frontier Force, etc.)
1		se Pension Payment Ord rocessing Centre (CPPC) SH.	
Loan Amount	 Minimum Rs.25,000/- Maximum of 36 months' pension with a ceiling of a Rs.14.00 lacs for pensioners who are up to 56 Years of age. Maximum of 18 months' pension with a ceiling of a Rs.14.00 lacs for pensioners above 56 years of age. 		
Drimory	NIL	Net Monthly Pension) no	ot to exceed 50%.
Primary Security	IVIL		
Third Party	NIL		
Guarantee			
Processing Fee	NIL		
Facility	Term Loan		
Rate of Interest		year MCLR with no reset. Loans for current ROI)	(Please refer latest
Documentation	As per SBI Pension Loa		
Disbursement:		of the loan amount should	_
	·	account (Savings/ Curre	ent Account) of the
	pensioner. > This will safe	guard the Bank from	any attempt of
		and also to make the He	
		of Pension Loan by a pa	
Repayment:	In maximum 72 EMIs commencing from one month after disbursal of loan through SI in the pension receiving a/c for recovery of EMIs.		
	Maximum Age at the time of loan sanction	Maximum Repayment Period	Age at the time of full repayment
	Up to 76 years	72 months	78 years

Type of Loan	Term loan. The loan should strictly be opened under the same CIF		
	on which Pension Payment Account exists.		
Place for availment of Loan for Pensioners	Regular Pensioner having PPO with our Bank: Loan can be sanctioned at home branch (Pension paying branch) or any branch nearby his/ her place of present posting/ residence.		
	The non-home Branch before processing the loan should invariably login to the Pension Software application to cross check the Pensioner's credentials as given in the PPO, a copy of which is received from the Pensioner before sanction of loan. The operating units should only disburse the loan to the pensioner's pension account after tallying from the Pension Software application. By extending Pension Loan to re-employed Defence Personnel at these Non-home Branches, we can get an opportunity to bring into our fold their salary accounts and market other Retail products including cross selling of other financial products. • Regular Pensioner having PPO with PCDA, Prayagraj (under SPARSH): The loans to be sanctioned at Home branch (Pension paying branch) only.		
Other Conditions	 In case of Defense Pensioner whose PPO is maintained at PCDA, Prayagraj, following additional points to be ensured: A copy of PPO will mandatorily be obtained from the Pensioner to ensure that the PPO is maintained at PCDA, Prayagraj. The loan sanctioning branch will send an intimation letter (as per Annexure-III) to PCDA, Prayagraj informing about the loan availed by Defense Pensioner and requesting not to permit shifting of Pension Account of the pensioner to any other Bank/Branch of SBI during the tenor of the said Pension Loan/ till the said loan is fully repaid. Irrevocable unstamped undertaking from pensioner that he will not transfer his pension account to any other Bank during the currency of the loan (Part II – Annexure PL-II) to be obtained in all cases. 		
Provision of Top-up Ioan (2nd Ioan):	Top-up loan (2nd loan) can be sanctioned to Pensioner and Family pensioner any time after disbursement of the 1st loan provided the 1st loan has been satisfactorily conducted and is regular at the time of sanction of 2nd Loan. There cannot be more than 2 Pension Loans standing in the name of a borrower. However, this is subject to the overall EMI/NMP ratio of 50% for Pensioner and 33% for the family pensioner. The sum total of outstanding in the 1st loan and limit of 2nd loan in		

no case should exceed the pensioner's entitlement at the time of availment of 2nd loan.

Customer may opt for a second loan or may close the existing loan and open a new loan with enhanced limit but there should not be more than 2 Pension Loans at a time against one PPO.

All other Terms & Conditions as per regular Pension Loan Scheme

D. RETAIL ASSET CREDIT CENTRE (RACC) – HUB & SPOKE MODEL ROLE OF SANCTIONING ENTITIES FOR TEMPLATED LOANS (XPRESS CREDIT & PENSION LOANS): CLARIFICATION

Please refer to e-Circular No. NBG/ABU/BP-RACC/2/2018 - 19 dated 17 Sep 2018 issued by Agri Business Unit, Corporate Centre on the implementation of Retail Asset Credit Centre (RACC) model.

- 2. In this connection we further clarify as under:
- i). Proposals within the sanctioning powers of the Hub/ Spoke/ Campus/ Captive branches will be sanctioned and disbursed at the branches itself.
- ii). Proposals beyond the powers of the above branches to be sent to RACC if the branch is linked to RACC and the proposals fall within the financial delegation of RACC.
- iii). In other cases (i.e. a. Proposals beyond the powers of RACC & b. Proposals beyond the powers of branches which are not linked to RACC) will be sent to RBOs directly for sanction.
- iv. Unlike Agri & SME Loans, Personal Segment Templated loans such as Xpress Credit & Pension loans, have a TAT of 1-3 days. Respective RBO, being the Controller of RACC, are advised to therefore, ensure that the Pre-Sanction Survey (where applicable) is carried out on the same day and the loan is processed and disbursed within the permissible TAT, invariably.

E. PAPNL: PRE-APPROVED PENSION LOAN UNDER PAPL UMBRELLA

ELIGIBILITY CRITERIA for PRE-APPROVED PENSION LOANS (PAPNL)

- i. Pension loans up to Rs. 5 lakhs to Regular Pensioners and upto Rs 3 Lakhs to Family Pensioners are offered as Pre-approved Loans.
- ii. Simplified 4 click process for availing loan through app/portal with instant disbursement.
- iii. End-to-end digitized process through YONO and INB (no branch visits and no physical documentation).
- iv. Leads under PAPNL variant is generated using AI based Machine learning model developed by Analytics team, so that the product is offered only to less risky customers.

The SOP in this regard is placed at the following path:

YONO: https://sbionline.sharepoint.com/sites/project-lotus/sitepages/sops.aspx

Parameters	Details	
Purpose	Any personal purpose other than speculative purposes.	
Eligibility	Bank's existing customers will be pre-selected for this product offering based on following eligibility criteria:	
	Features of Pre-Approved Pension Loan (PAPNL)	
	1. Inclusion Criteria:	
	 i. Active pensioners. ii. Data of PPOs where CIF number is equal to account number will not be shared. iii. Data of PPOs where CIF number is null will not be shared. iv. Pension credit is mandatory in the last six months. v. Median of the pension amount credited in the last six months to be 	
	considered as Net monthly pension (NMP).	
	vi. PAPNL will be offered to only those pensioners whose family details are available in pension database at the time of data extraction.	
	2. Filter Criteria for both CPPC (regular & family) and SBI (Staff & Family) pensioners:	
	i. Pension account should be in single/joint name.	

- ii. Status of CIF should be active.
- iii. Age of pensioners:
 - a. CPPC Regular pensioners/ SBI staff pensioners: The age of the pensioner should be greater than or equal to 35 years and less than or equal to 71 years 9 months (at the time of data extraction).
 - b. CPPC family pensioner: Minimum age 25 years and Maximum 65 years 9 months (at the time of data extraction).
- iv. Customer should be Resident Indian.
- v. PAN and one OVD is mandatory. The pan card field should contain 10 characters. Customer should have any of Aadhaar/ Voter ID / Passport / Driving License available in bank records.
- vi. CIF type 010224 is not eligible.
- vii. Illiterate customers (education code 99) are not eligible.
- viii. CIF should not be in negative list.
- ix. Customer should be KYC compliant and KYC validity period should be more than 4 months from the date of eligibility check.
- x. Customer having active Saving account under INSTA SB (11111701) is not eligible.
- xi. None of the active loan accounts under the CIF should be RG2 (SMA1) and above.
- xii. None of the existing (active/ closed) loan accounts under the CIF should have been RG-3 or above (including NPA) in last 12 months.
- xiii. None of the accounts should be Written-off/ settled during last 5 years.
- xiv. Additionally unaudited CCDP data of the extraction month to be used for NPA customer exclusion.
- xv. Cross product validation to be performed at CIF level.
- xvi. Cases where Savings account maintaining branch is changed within last 6 months to be excluded (w.e.f. March'24).
- xvii. Cases where Savings account's product code is changed within last 6 months in CBS to be excluded (w.e.f. March'24).
- xviii. Cases where Savings account's product segment is changed within last 6 months in CBS to be excluded (w.e.f. March'24).
- xix. Customers whose KYC, PAN, Name, Gender, DOB, Phone Number and Address is updated in CBS during last 3 months to be excluded (w.e.f. April'24).

3. Risk Mitigation:

- An Al/ML risk mitigation model has been built specifically for pensioners. Pensioners flagged as risky by this model are to be excluded.
- ii. In addition, the pensioner must score 45 or higher RSM score to consider as eligible.
- iii. The leads generated from the risk mitigation ML model will be passed through CIC scrub process.

4. CIC Scrub:

a. **CRIF** scrub for asset customers as well as soft enquiry scrub done by the Analytics Department for various models is to be checked. Customers stamped as defaulters, Written-off to be excluded.

b. CIBIL:

- i. Soft enquiry via CIBIL to be carried out for eligibility check.
- ii. Customer with any account having Days Past Due (DPD) > 30 as on date to be excluded.
- iii. Customers with suit-filed or other negative remark(s) in the last 36 months are excluded.
- iv. Customer may be primary, secondary or guarantor of the account in the CIC Scrub.
- v. CIBIL Score and other banks' EMI considered for eligibility purpose.
- **5. Propensity Model:** An Al/ML based propensity model has been developed for PAPNL eligible customers and stamped as Hot/Warm/Cold leads.

6. Loan eligibility terms and conditions:

- a. The pensioner can have two active pension loans at a time.
- b. Analytics department will calculate maximum eligible loan amount.

c. CPPC Regular and SBI Staff pensioners:

- i. Minimum loan tenure: 6 months
- ii. Maximum loan tenure: 72 months
- iii. Maximum repayment age: 78 years
- iv. Minimum eligible loan amount: Rs. 25,000
- v. Minimum NMP > Rs. 25,000/- (w.e.f. April'24)
- vi. Eligible loan amount: 18 times Net monthly pension (NMP), subject to EMI/NMP ≤50% and
 - a. Minimum: Rs. 25,000/-

	h Maximum, Do F 00 000 (Fixe Lakha) which aver is		
	b. Maximum: Rs. 5,00,000 (Five Lakhs), whichever is		
	smaller.		
	d. CPPC Family and SBI Family pensioners:		
	i. Minimum loan tenure: 6 months		
	ii. Maximum loan tenure: 72 months		
	iii. Maximum repayment age: 70 years		
	iv. Minimum NMP > Rs. 25,000/- (w.e.f. April'24)		
	v. Eligible loan amount: 18 times Net monthly pension		
	(NMP), subject to EMI/NMP ≤33% and		
	a. Minimum: Rs. 25,000/-		
	b. Maximum: Rs. 3,00,000 (Three Lakhs), whichever is smaller.		
100	These leads are then shared with channels viz. YONO & INB and		
100	displayed on the Analytics Dashboard for marketing purposes.		
Noture of			
Nature of Facility/	Term Loan		
Availability of	PAPNL is available through "YONO" App and Internet Banking (RINB).		
the Facility	The loan account will be parked in the Home Branch (which maintains the		
,,	Savings Account considered for PAPL eligibility)		
Rate of Interest	As per pension Loan scheme		
Security	Nil (Unsecured Loan)		
Processing Fee	1% of the loan amount plus applicable GST will be levied under the		
	product, subject to minimum Rs 1,000 and Maximum Rs. 10,000, plus		
	GST.		
Manatanione	Processing fee is waived for SBI pensioners.		
Moratorium	Not Applicable		
Repayment	The Loan will be repayable by way of EMIs. Standing Instruction (SI) for		
	EMI payment will be automatically set up on Savings Bank Account of the customer.		
	Loan Account will be closed / pre-closed by the Home Branch after		
	recovering residual dues from the Customer's Savings/ Current Account.		
Penal charge	In the event of default in payment of any instalment or any irregularity in		
	the loan account, penal charge at the rate of 2% p.m. over the stipulated		
	interest rate will be charged for the irregular amount and overdue period.		
Pre-payment	As applicable to SBI Pension Loan Scheme		
charges			
Number of	 Only one PAPNL can be availed against one PPO at any point of time. 		
PAPLs availed	Multiple PAPNLs are not permitted even if a customer has availed		
	lower loan amount than their eligibility/loan offered (in case of single		
	PPO).		
	In case the loan account is closed before any of the month's end, a		
	customer will not be eligible for taking a new loan till the start of next calendar month, which will also be subject to their eligibility for		
	PAPNL/PAPL facility in the subsequent Month(s).		
	174 142/7/4 Lideling in the subsequent Monthly).		

Validity of Offer	The offer to the pre-selected customers will be valid till the end of		
	Calendar Month in which they are offered the loan.		
	Calcinati Month in Willor they are energed the loan.		
	The list of Accounts pre-selected for this offer will be dynamic and a new		
	list will be prepared on monthly basis based on the eligibility criteria as		
	stated above. The new list will be updated at the backend every calendar		
	· ·		
	month so that all ineligible account holders, who may be previously		
	eligible, are removed from the list.		
Documentation	The acceptance of Terms & Conditions of loan, as listed on the App/		
	RINB, will be obtained digitally by ticking the check box by the customer		
	and through OTP authentication.		
	No physical documents will be exchanged between the Customer & the		
	, ,		
	Bank.		

F. SBI PENSION LOAN SCHEME: PENSIONERS OF PSUS

As per the feedback and representations from various Circles and keeping in view the availability of abundant untapped potential of quality business from retired employees from Central/State PSUs (eligible under Xpress Credit Scheme) where PPOs are maintained by the PSUs themselves.

RBI Pensioners, even though RBI is a corporate Body established under the special act of Parliament of India RBI is to be considered as an approved PSU under the PSU Pension Loan Scheme. Accordingly, our Pension Loan scheme has been modified as under:

Parameters	Details	
Pensioners of PSUs whose PPOs are maintained by PSU themselves.		
	scheme & enough potential is available for Pension Loans, approval to be obtained from DMD (RB).	
	 Once the PSU is approved by CGM (Circle), the details of the PSU will be advised to PBBU, Corporate Centre for necessary incorporation in RLMS. All such loans will be sanctioned subject to following stipulations: a. RSM Score in LOS/RLMS to be ≥50 (Grade 1 to Grade 6), as against the clear sanction of ≥45 (Grade 1 to Grade 7). b. The pensioner concerned will <u>furnish an irrevocable undertaking</u> that he will not amend his mandate to the PSU to pay his pension from that branch, during the currency of a loan availed by him from SBI. c. Regarding obtention of consent/undertaking from the PSU's Pension Disbursing Authority, there may be two scenarios: Scenario 1: In case, the PSU concerned consents in writing as per para 2.b. that it will not accept any request from the pensioner to transfer his pension payment to any other Bank/Branch till a NOC is issued by our Bank/ Branch, the proposal to be treated at par with Treasury Pensioners with NOC. Applicable ROI to be 255 bps above 2-yr MCLR with no reset. Scenario 2: In case the PSU does not give a written consent as mentioned above in 2c, CIBIL score of pensioners should be more than 658 for consideration under the scheme (-1/NTC may be considered in case of no credit history) & a premium of 50 bps to be charged over the card rate (Applicable ROI to be 305 bps above 2-yr MCLR with no reset)	

Details of such loan and the undertaking received from the Pensioner is to be advised to concerned PSU invariably.

All other terms & conditions as stipulated under SBI Pension Loan scheme will strictly be applicable to loans under this scheme.

G. PENSION LOAN SCHEME TO PSU PENSIONERS, INCLUSION OF M/S TATA STEEL LTD (TSL) UNDER ELIGIBILITY LIST & LOANS TO EMPLOYEES OF TSL RETIRED UNDER ESS/VRS AND COMPENSATED WITH ANNUITY PAYMENTS UNDER THE SCHEME

At present, our Bank is offering Pension Loan Scheme to PSU Pensioners.

It has now been approved by the competent authority:

To include M/s Tata Steel Limited (TSL) under the eligible list of PSU Pensioners in RLMS. To extend Pension Loans to such employees who have opted for ESS and are eligible for receiving fixed Annuity Payments "Masik Pratidan", as per the following terms & conditions:

Parameters	Details			
Loan	Minimum: Rs. 25,000			
Amount	Maximum: Rs. 14 lakhs			
	Subject to 18 times Net Monthly Pension (NMP)			
Age	Up to 73 years of age or 2 years before the end date of the annuity, whichever is earlier			
Repayment	Up to 72 months (To be repaid by 75 years of age or at least 3 months before the expiry of the annuity payment, whichever is earlier)			
Security	TPG of Spouse /Nominee/ Any family member for the loan			
	Pensioner to furnish irrevocable undertaking that he will not amend			
	mandate to pay pension from the branch during currency of loan (as per			
	Annexure-I).			
	Undertaking from TSL to be mandatorily obtained that it will not accept			
	any request from the pensioner to transfer his pension payment to any			
	other Bank/ Branch and payment to spouse till an NOC is issued by our			
	Bank/ Branch (as per Annexure-II).			
RSM Score	≥45 for all cases			
All other term	s & conditions shall remain same as applicable under our PSU Pension			
Loan scheme				

As per approved guidelines, along with Loss Making State PSUs, DMD of the Vertical may be granted <u>delegation for approval/ inclusion of such reputed Corporates</u> under our PSU Pension Loan Scheme, with minor deviations like Age, Loan Limit, Repayment Period, PSU Undertaking, etc. provided <u>such minor deviation(s)</u> do not dilute standard of original product parameters, risk mitigation <u>measures</u> built-in the generic product "PSU Pension Loan Scheme".

H. PENSION LOAN TO COAL MINES PROVIDENT FUND (CMPF) PENSIONERS:

Scheme Withdrawn wef 08.06.2022

(Circular no NBG/PBU/PL-PENSION/13/2022 -23 dated 08.06.2022)

Pension Loans to the pensioners of CMPF, whose PPOs are not maintained with our CPPC, will be extended under our existing "Pension Loan Scheme to PSU Pensioners" scheme as per extant instructions under the Scheme.

In such cases, once the Pension loan is sanctioned by any branch to a CMPF pensioner, whose PPOs are not maintained with our CPPC, the sanctioning branch will immediately send a request to Dhanbad Branch (where PPOs of CMPF Pensioners are maintained) for noting in their Master Data about availment of Pension Loan (Related formats placed at Part B – Annexure CMPF-IV and Annexure CMPF-V). Branches can process Pension Loans to CMPF pensioners (whose PPOs are not maintained with our CPPC) at the following path on RLMS:

RLMS -> Pension Loan -> Select "Public Sector Undertaking (PSU)" from "PPO maintained with" drop-down -> Type & select "CMPF" under "Name of PSU".

I. SBI PENSION LOAN SCHEME: PENSIONERS OF TREASURY

As per the feedback from various Circles, and keeping in view the availability of abundant untapped potential of quality business from retired employees from organisations (eligible under Xpress Credit Scheme), where PPOs are maintained by respective Treasury departments, a product 'Pension Loan to Treasury Pensioners' is in place as under:

under:	
Parameters	Details
Purpose	Any personal purpose other than speculative purposes.
Eligibility	 1.Pensioners whose pension are disbursed by Govt. Treasuries by cheques drawn in favor of our branches or through any other mode of credit to Pension account as per mandate of the pensioner are also eligible subject to the following conditions: The original Pension Payment Order (PPO) remains in the custody of the treasury and the pensioner gives a mandate to the Treasury for payment of pension through a particular branch of a Bank. The pensioner concerned furnishes an irrevocable undertaking that he/she will not amend his/her mandate to the Treasury to pay his/her pension from the branch, during the currency of a loan
	availed by him/her from SBI. iii. The Treasury concerned consents in writing that it will not accept any request from the pensioner to transfer his/her pension payment to any other bank/ Branch till an NOC is issued by the Bank. 2. Obtention of consent in writing from treasury as mentioned at Point no
	iii above can be waived with the following conditions:
	 a) CIBIL CV score of pensioners to be more than 658 (-1 may be considered in case of no credit history). b) RSM Score in RLMS to be ≥50 (Grade 1 to Grade 6), as against the clear sanction of ≥45 (Grade 1 to Grade 7) per extant Score card applicable for Pension Loan
	 c) Customer pays a premium of 50 bps over the applicable card rate. d) The other two conditions as mentioned in Para 1 (I and II). i above, to be invariably adhered to.
Documentation	Where the original Pension payment Order remains in the custody of the Treasury and the pensioners gives a mandate to the Treasury for payment of pension through a particular branch of a bank, the following additional documents needs to be obtained:
	 An Irrevocable undertaking from the Pensioner concerned that he will not amend his mandate to the Treasury to pay his pension from the branch, during the currency of a loan availed by him from SBI. A consent in writing from the Treasury concerned that it will not accept any request from the pensioner to transfer his pension account to any other bank/ branch till NOC is issued by the Bank
All other terms	& conditions as stipulated under SBI Pension Loan scheme will strictly

be applicable to loans under this scheme.

J: INSTA PENSION LOAN SCHEME THROUGH YONO/ RINB:

Scheme Withdrawn wef 01.04.2024

(Circular no NBG/PBU/PL-PERLOANS/37/2023 -24 dated 27.03.2024)

The Product was launched through YONO on 10.01.2020 for providing top-up loans up to Rs. 2.80 lakhs (20% of existing Pension Loan limit) through YONO to existing Pension Loan borrowers who fulfil various business rules under the product. The product was available on Internet Banking (RINB) as well . The product now stand withdrawn with effective from 01.04.2024.

Appendix: Master Circular

K: List of e-Circulars consolidated in the Master Circular-Pension Loans

S	Date	Circular No	Subject
No.	00.44.0005	NDO/DDI I/DI	Lang Oak and fan Dana's and
1.	22.11.2005	NBG/PBU/PL- PENSION/15/2005 - 06	Loan Scheme for Pensioners
2.	23.06.2006	NBG/PBU/PL-JAI	Jai Jawan Pension loan for Young Defense
		JAWAN/15/2006 -07	Pensioners
3.	11.07.2009	NBG/PBU/PL-	SBI Loans to Affluent Pensioners
		PENSION/5/2009 - 10	
4.	01.08.2009	NBG/PBU/PLPENSION/7/2009	SBI Loans to Affluent Pensioners – Product
		- 10	Code
5.	10.08.2009	NBG/PBU/PLPENSION/8/2009	SBI Loans to Affluent Pensioners –
		- 10	Corrigendum
6.	04.10.2014	NBG/PL-	SBI Loans to pensioners and introduction of top-
		PERLOANS/41/201415	up loan
7.	09.10.2014	NBG/PL-	SBI Loans to pensioners and introduction of top-
	22 11 2217	PERLOANS/42/201415	up loan modification
8.	09.11.2015	NBG/PBU/PL-	Facility for DSP and PMSP pensioners to avail
		PENSION/44/2015-16	pension loans non-home branch whose PPOs
9.	11.05.2016	NDC/DDLI/DL_IAI	maintained by us.
9.	11.05.2016	NBG/PBU/PL-JAI JAWAN/15/2016 - 17	Jai Jawan pension loan modifications.
10.	11.08.2016	NBG/PBU/PL-	UPL revised scoring model for unsecured loans.
10.	11.00.2010	PERLOANS/42/2016 - 17	OF Lifevised scoring model for unsecured loans.
11.	31.08.2016	NBG/PBU/PL-	Scoring model modifications.
		PERLOANS/45/2016 - 17	
12.	22.12.2016	NBG/PBU/PL-	Pension loan to coal mines provident fund
		PENSION/66/2016 - 17	(CMPF) pensioners.
13.	08.10.2018	NBG/PBU/PL-	Retail Asset Credit Centre (RACC) – Hub and
		PERLOANS/39/2018 - 19	Spoke model role sanctioning entities for
			templated loans (Xpress credit & Pension
1.1	44 40 0040	NDC/DDLI/DL L OC/44/2049	loans): Clarification.
14.	11.10.2018	NBG/PBU/PL-LOS/41/2018 - 19	Revised scoring model.
15.	13.12.2018	NBG/PBU/PL-	YONO (Project Lotus Initiative): Personal
		PERLOANS/48/2018 - 19	Banking Advances: PAPL, Pension Loans as
			pre-approved personal loan on YONO platform.
16	03.04.2019	NBG/PBU/PL-pension/1/2019 -	SBI Pension loan scheme: Pension loan to
		20	Treasury pensioners and pensioners of PSUs
17.	15.04.2019	NBG/PBU/PL-	New product code for treasury and PSUs
4.5	10.00.00.00	PENSION/3/2019 - 20	pensioners.
18.	13.06.2019	NBG/PBU/PL-	Document checklist for pension loan
4.5	05.40.0045	PERLOANS/16/2019 - 20	
19.	25.10.2019	NBG/PBU/PL-	Documents checklist while applying for loan
		PERLOANS/49/2019 - 20	

20.	20.11.2019	NBG/PBU/PL-	Waiver of Opinion Report/Assets & Liabilities
20.	20.11.2013	PERLOANS/55/2019 - 20	Statement Statement
21.	02.01.2020	NBG/PBU/PL-	Increase in processing fees
	02.01.2020	PENSION/64/2019 - 20	moreage in proceeding roce
22.	07.02.2020	NBG/PBU/PL-	SOP for handling of delinquent accounts
		PERLOANS/73/2019 - 20	g a da que que de la constante
23.	18.02.2020	NBG/PBU/PL-	CIBIL/CIC Deviations/Discretionary powers
		PENSION/75/2019 - 20	
24.	27.02.2020	NBG/PBU/PL-	SOP for handling of delinquent PAPL accounts
		PERLOANS/76/2019 - 20	
25.	04.03.2020	NBG/PBU/PL-	Insta pension loan on YONO
		PERLOANS/78/2019 - 20	
26.	04.03.2020	NBG/PBU/PL-	Pension loan modifications
07	20.04.2020	PENSION/79/2019 - 20	Dragonian of Donoina Ioon through DIAAC
27.	20.04.2020	NBG/PBU/PL- PENSION/3/2020 - 21	Processing of Pension loan through RLMS
28.	17.07.2020	NBG/PBU/PL-	Reduction in Rate of Interest
20.	17.07.2020	PENSION/14/2020 - 21	Reduction in Rate of Interest
29.	22.10.2020	NBG/PBU/PL-	Processing of Pension loan mandatorily through
25.	22.10.2020	PENSION/14/2020 - 21	RLMS w.e.f. 01.11.2020
30.	12.11.2020	NBG/PBU/PL-	Revision in interest rate owing to Migration of
		PERLOANS/33/2020 - 21	CIBIL score from V2 to Credit Vision score
31.	30.09.2021	NBG/PBU/PL-	Pension loan to PSU pensioners. Inclusion of
		PENSION/18/2021 - 22	Tata Steel Ltd (TSL) under eligibility list and loans
			to employees of TSL retired under ESS/VRS
32.	16.12.2021	NBG/PBU/PL-	PAPNL on YONO platform. Modifications under
		PENSION/25/2021 - 22	the product
33.	08.06.2022	NBG/PBU/PL-	Withdrawal of the product: Pension loan to Coal
00	40.07.0000	PENSION/13/2022 -23	Mines Provident Fund employees (CMPF)
33.	16.07.2022	NBG/PBU/PL- PENSION/21/2022 – 23	Inclusion of Defence pensioners under the scheme Whose PPOs are migrated to PCDA,
		PENSION/21/2022 - 23	Prayagraj Under web based comprehensive
			pension package system (SPARSH)
34.	21.07.2022	NBG/PBU/PL-	Pre-approved personal loans (PAPL) umbrella
		PERLOANS/23/2022- 23	availability of the products through RINB
35.	13.07.2023	: NBG/PBU/PL-	pre-approved personal loans (PAPL) umbrella
		PENSION/12/2023 - 24	modifications under PAPNL variant
36.	22.03.2024	NBG/PBU/PL-	Redeveloped risk score card.
		PENSION/35/2023-24	
37	27.03.2024	NBG/PBU/PL-	Withdrawal of Xpress credit insta top-up & insta
		PERLOANS/37/2023 -24	pension products
		dated 27.03.2024	

Risk Control Matrix - Pension Loan

Particulars	M	omated/ anual rvention		If Manual, reason thereof and Mitigation Measures		Name of the Owner Departme nt
Steps / stages of a prod	luct/ Pro	cess				
Sourcing of Loan Application i. Branch assist Mode ii. Self-assist mode (YONO/ INB) iii. Alternative Mode	i. Manual ii. Automated iii. Automated			Reason: Customer has to apply Pension Loan in Standard Application Form Mitigation: Only fully KYC compliant customer are offered this product.		RETAIL LOANS
Processing of Application	Autom	ated		NA		RETAIL LOANS
Eligibility Check	Autom	ated		NA		RETAIL LOANS
Sanction of Application	Automated			NA		RETAIL LOANS
Document generation	Autom	ated		NA		RETAIL LOANS
Documentation as per sanction	Manual			borrowe	es will get the signature of er(s) on the documents ed through RLMS.	RETAIL LOANS
Disbursement	Automated NA		-	RETAIL LOANS		
Dependency on externa	ıl Agend	y / Venc	dor	(if any)		
I. Status of Business Con Plan (BCP) of the Agency Vendor.					pre sanction survey is no required to carry out the	
II Pick involved and their		The Pe		on acco	ount maintained with us i	s fully KYC
Reconciliation Mechanism (if involved)						
I. Auto or Manual					Not Applicable	
II. If Manual, then mechanism of recon name of the department responsible for Reconciliation			atior	n and	Not Applicable	

PART - II ANNEXURES

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Annexure: 1

APPLICATION-CUM-AUTHORITY LETTER

The Branch Manager State Bank of India Branch
Dear Sir/Madam,
Loan Scheme for Pensioners Pension Account No of Shri/Smt Net Monthly Pension:
This has reference to my pension account No with your Branch. Please grant me a Demand Loan of Rs (Rs only) under 'SBI Loan to Pensioners / Jai Jawan Pension Loan' to enable me to meet certain personal expenses.
I undertake that I will not use the funds received through the sanction of this loan for any speculative purposes.
3. I undertake to repay the proposed loan together with interest at the rate applicable, which is currently% above 2 Year MCLR without reset, effective current rate of interes% p.a. at monthly rests, in 72 Equated Monthly Installments (EMI), commencing from%
4. I also understand that the amount of EMI is only a notional amount fixed on the basis of the current rate of interest and any charges debited to the account during the currency of loan will be liable to liquidate residual amount, if any, remaining outstanding in my SB Pension Loan Account/ Jai Jawan Pension Loan account, after the aforesaid repayment period.
5. I hereby authorize you to recover the amount of equated monthly installment of ₹ from the pension payable to me every month.
6. I also give an undertaking hereby to not to revoke this authority to recover the EMIs from my pension till whole of the amount of loan together with interest etc. has been fully recovered by the Bank.
7. Details of my monthly income etc. are given hereunder: Details of Monthly Income: From Pension (i) : From other Sources (ii) : Total (i+ii) :

8. Details of other accounts:

with	Account No.	Amount (Rs.)
i) SBIBranch ii)SBIBranch		Rs Rs
iii) iv)		

9. My monthly statement of deductions towards all loans availed of by me, as on date, are as under:

Sr. No	Details of Loan	Loan Availed From	Amount	deducted
		(Bank/ Financial Institute)	towards loa	n a/c (₹)

10. I further advise that I have guaranteed the loan(s) as per details hereunder

Sr. No	Loan granted by (Bank / Financial Institution)	Amount of Loan (₹)
	i manciai mstitution)	

- 11. I confirm that my total liability towards repayment of all loans is restricted to what is mentioned in the above table. I further undertake to intimate/advise you if I apply for any other loan(s) and/or submit guarantee for the loan availed by any other person with any Bank/Financial Institution, in future.
- 12. I undertake not to transfer/shift my Pension Account to any other Branch of SBI or to any other Bank during the currency of my Pension Loan at your Branch.
- 13. I undertake not to amend the mandate given for deduction of amount of monthly repayment towards loan granted to me by your Branch.
- 14.In the event of any default owing to my death, incapacity or any other reason for that matter, I hereby authorize you to adjust and set off the entire amount or amount of default as deemed fit by the Bank, from any of the accounts maintained by me with the Bank.

Declaration regarding relationship with Director of banking Company

1. I/We have gone through the relevant guidelines of the Reserve bank of India in the matter of Statutory and other restrictions in respect of Loans and Advances, including the guidelines on granting loans and advances to any specified near relative of a banking company.

2. In this regard, I/We declare as under:-

(***) Part-1

If the borrower is not a Director or near relation of a Director of a banking company*:

A) I am/We are not Director(s) or specified near relative of a director of any banking company.

Name of the Director

(***) Part-2

If the borrower is a Director or near relation of a Director of a banking company:

A) In case of an individual

I am a Director or my specified near relative is a Director in a banking company, the details of which are as under:

Sr.	Name	of	the	Relationship	Name of the Banking Company
No	Director				where he/ she is a Director

- 3. I/We also agree and accept that in case the above declaration is found to be false/incorrect, the Bank will be entitled to recall the loan granted to me/us/Firm/ Company.
- 4. I/We also undertake that in case there is a factual change to any of the details given above, I/We shall notify the Bank in writing immediately and in such cases the Bank will be entitled to stipulate such further conditions to our Loan account in accordance with regulatory guidelines in the matter.

Signature
Full Name :
Date of Birth
Residential Address:
PIN:
Tel. No:
Office Address:
Place:
Date:

Annexure: PL - II

IRREVOCABLE UNSTAMPED UNDERTAKING FROM PENSIONER

10,
The Branch Manager,
State Bank of India,
(Address of the Loan Sanctioning Branch)
Dear Sir /Madam,
SBI PENSION LOAN TO PENSIONERS
IRREVOCABLE UNSTAMPED UNDERTAKING
PENSION ACCOUNT No in the
name of Pensioner Shri
With reference to my application for sanction of loan under SBI PENSION LOAN/JAI JAWAN
PENSION/PSU Scheme, I hereby undertake
i) NOT to transfer/abift my Densien Associate any other Branch of CDI or to any other
i). NOT to transfer/shift my Pension Account to any other Branch of SBI or to any other
Bank during the currency of my Pension Loan at your Branch.
ii). NOT to amend the mandate given for deduction of amount of monthly repayment
towards loan granted to me by your Branch.
Yours faithfully,
Tours rainting,
(Signature of the applicant)
Date:
Name:
Address:

Annexure: PL-III

ADVICE FOR NOT PERMITTING SHIFTING OF PENSION A/C

From The Branch Manager, State Bank of India,	To The Pension Disbursing Officer,	
Madam/ Dear Sir,		
SANCTION OF SBI PENSION LOAN TO PENSION ADVICE FOR NOT PERMITTING SHIFTING OF P		
PENSION ACCOUNT Noname of Pensioner Shri	PPO No: in the	
We would like to advise that on the request of the abovementioned customer, Pension Loan of Rsunder the abovementioned Pension Loan scheme of the Bank has been sanctioned to Shri		
2. As per the Agreement between the Bank and CN Pension Account of the abovementioned pensioner the tenor of the said Pension Loan/till the said loan	to any other Bank/Branch of SBI during	
Yours faithfully,		
Signature of the Officer/Branch Manager Date:		

Annexure: CMPF - IV

REQUEST FOR MARKING/NOTING IN MASTER FILE

From The Branch Manager, State Bank of India,	To The Branch Manager, State Bank of India,	
(Address of the Loan Sanctioning Branch)	Dhanbad Branch	
Madam/ Dear Sir,		
SANCTION OF SBI PENSION LOAN TO CMPF PIREQUEST FOR MARKING/NOTING IN MASTER		
CIF No PENSION ACC		
We would like to advise that on the request of the abovementioned customer, Pension Loan of Rs		
2. In terms of the provisions contained in the said PenNOTING of sanction of loan to the Pensioner in the confirm to us in the format (specimen as per Annex	Master File maintained at your end and	
3. Please note that the disbursement of loan wi confirmation.	ill be effected only on receipt of your	
4. Please treat this as urgent.		
Yours faithfully,		
Signature of the Officer/Branch Manager (Loan Sanctioning Branch)		
Date:		

Annexure: CMPF V

CONFIRMATION OF NOTING IN MASTERFILE

From The Branch Manager, State Bank of India,	To The Branch Manager, State Bank of India,	
Dhanbad Branch		
	(Address of the Loan Sanctioning Branch)	
Madam/ Dear Sir,		
SANCTION OF SBI PENSION LOAN TO CMPF PENSIONERS CONFIRMATION OF NOTING IN MASTER FILE		
CIF No PENSION ACCOUNT No PPO No: in the name of CMPF Pensioner Shri		
We refer to your letter dated		
2. We advise that the said NOTING will be cancelled only on receipt of your advices as to the closure of the said loan A/c.		
Yours faithfully,		
Signature of the Officer/Branch Manager Dhanbad Branch		
Date:		

Dear Pensioner,

That dream holiday you've been fondly hoping or the present you want to gift your children/grandchildren or any other wish; now live out your every wish even if you have retired!!

Apply for SBI Pension Loans with lower interest rate[^] and get an instant disbursement of the same

Special Benefits for you

Loan up to Rs 14 lacs Get Loan up to Rs 14 lacs

Up to 72 months Flexible repayment of up to 72 months

11.15% Attractive and low Interest Rates of 11.15%*

1.00% Processing Fees

For further details please contact your nearest SBI Branch or log on to https://bank.sbi

With Best Wishes,

Interest Rates are subject to change from time to time;

Dear Pensioner,

That dream holiday you've been fondly hoping or the present you want to gift your children/grandchildren or any other wish; now live out your every wish even if you have retired!!

Apply for SBI Pension Loans with lower interest rate[^] and get an instant disbursement of the same

Special Benefits for you

Loan up to Rs 5 lacs Get Loan up to Rs 5 lacs

Up to 72 months Flexible repayment of up to 72 months

11.15% Attractive and low Interest Rates of 11.15%*

0.50% Processing Fees

For further details please contact your nearest SBI Branch or log on to https://bank.sbi

With Best Wishes,

*Interest Rates are subject to change from time to time;

Dear Pensioner,

It gives us immense pleasure to advise that you are eligible for a Top-up SBI Pension Loan to take care of any financial requirement of yours!!

Apply for SBI Pension Loans with lower interest rate[^] and get an instant disbursement of the same

Special Benefits for you

Loan up to Rs 14 lacs Get Loan up to Rs 14 lacs

Up to 72 months Flexible repayment of up to 72 months

11.15% Attractive and low Interest Rates of 11.15%*

1% Processing Fees

For further details please contact your nearest SBI Branch or log on to https://bank.sbi

With Best Wishes,

*Interest Rates are subject to change from time to time;

Dear Pensioner,

It gives us immense pleasure to advise that you are eligible for a Top-up SBI Pension Loan to take care of any financial requirement of yours!!

Apply for SBI Pension Loans with lower interest rate[^] and get an instant disbursement of the same

Special Benefits for you

Loan up to Rs 5 lacs Get Loan up to Rs 5 lacs

Up to 72 months Flexible repayment of up to 72 months

11.15% Attractive and low Interest Rates of 11.15%*

0.50% Processing Fees

For further details please contact your nearest SBI Branch or log on to https://bank.sbi

With Best Wishes,

*Interest Rates are subject to change from time to time;

Annexure: PL – I

UNDERTAKING - OTHER DEDUCTIONS/LOANS AVAILED OF BY THE PENSIONER

To,					
The Bran	ch Manager,				
State Bar	nk of India,				
(Address	of the Loan Sanctioning Br	ranch))		
_	SION LOAN TO PENSION	_			
UNDERT	AKING - OTHER DEDUCT	TIONS	S/LOAI	NS AVAILED OF BY	ME
	N ACCOUNT No Pensioner Shri			PPO No:	in the
PENSION	rence to my application for NERS Scheme, my monthly on date, are as under:				
Sr. No.	Details of Loan	from	_	an availed /Financial Institute)	Amount deducted towards loan a/c (Rs.)
			(,	(101)
		B.		A	
		TOTA	\L		Rs.
2. I furthe	r advise that I have guarar	teed t	the loa	n(s) as per details he	ereunder:
	Name of the Borrower			ed by(Bank/Financia Institute)	
				·	12
					1107
		TOTA	\L		Rs.
mentione other load Bank/Find Yours fait (Signature Date:	e of the applicant)	her ur	ndertak	ce to intimate/advise	you if I apply for any
Name & A	Address:				

FAQs for customers on PAPL

- Q1) What is PAPL?
- A) PAPL is a Pre- Approved Personal Loan specially designed for meeting urgent financial requirements. It is a hassle free loan made available instantly.
- Q2) For what purposes can I avail this loan?
- A) It is a general purpose loan for meeting any legitimate personal needs other than speculative activities.
- Q3) Who is eligible for PAPL?
- A) Salary Account holders with a certain minimum stipulated salary and Non Salary Account holders with a certain stipulated minimum balance, Pensioners with a certain minimum stipulated Pension, Existing Xpress Credit Borrowers having satisfactory run account for last one year with minimum required outstanding are eligible for PAPL.
- Q4) How do I know that I am eligible for PAPL?
- A) The eligible customers are informed of their loan eligibility through SMS/e-mail/in-App notifications & in the offer section of Internet Banking.
- Q5) What is the minimum & maximum amount offered under PAPL?
- A) The minimum & maximum amount offered under PAPL comprising below mentioned products will be Rs. 25,000/- & Rs. 8,00,000/- respectively. Maximum loan falling under these category subject to product eligibility are:
 - 1. Pre-Approved Xpress Credit up to a maximum of Rs. 8 lakhs with no existing Xpress Credit account.
 - 2. Xpress Credit Insta top-up up to Rs. 3 lakhs for existing Xpress credit borrowers.
 - 3. Pre-Approved Pension Loans up to Rs. 5 lakhs for Pre-Approved Pension Loans.
 - 4. Insta top up pension loan up to Rs. 2.80 lakhs for existing Pension Loan borrowers.
 - 5. PAPL upto Rs 2.00 lakhs for non-CSP account holders.
- In case, you are eligible for two products, you will be shown the offer with only the higher eligibility under PAPL.
- If your eligible amount under two products is same, you will be offered lower interest rate among the products.
- You can reduce Maximum loan amount to your choice in app/portal during loan application.
- Q6) What if I avail PAPL and still I need a higher amount of loan?
- A) You may approach your branch for assistance in such cases.
- Q7) When I am eligible for two products, How can I avail both the products in YONO?
- A) In case, you are eligible for two products, you will be shown the offer with only one product with the higher of the two eligibility amount under PAPL.
- Q8) What is the repayment period?
- A) The maximum repayment period ranging from 12 months to 72 months depending on the product eligibility is displayed. You can reduce Maximum repayment period to your choice in app/portal at the time of applying for.

- Q9) What is the interest rate?
- A) PAPNL: ROI is 2.55 % spread over 2 year MCLR with no reset. (Please refer latest circular under Personal Loans for current ROI)
- Q10) Is there any Processing fee?
- A) For PAPNL: 1% of the loan amount plus applicable GST will be levied under the product, subject to minimum of Rs. 1000 and maximum of Rs. 10,000 plus GST.
- Q11) Are there any other charges?
- A)There are no charges at present.
- Q12) Do I need to provide any documents?
- A) No documents are required to be provided.
- Q13) Do I have to visit the Branch for applying the loan?
- A) No. For your convenience, this loan is made available to you through App/Portal.
- Q14) Do I need to visit any Branch for Loan agreement?
- A) There is no need to visit any Branch for documentation. Your digital acceptance to the terms & conditions coupled with OTP confirmation will only be required.
- Q15) When will I get the loan amount deposited in my account?
- A) The loan amount will be deposited in your Savings Account within a few seconds of your accepting the terms & conditions & confirming the same through OTP.
- Q16) How will I repay the loan?
- A) An automatic standing Instruction will be set up on a day selected by you, for transfer of EMI from your Savings Account to Loan Account.
- Q 17) Will my loan account be closed automatically after payment of all EMIs?
- A) No. For the final closure of Account you will have to get in touch with your Home Branch.
- Q18) Can I pre-close my account?
- A) Yes. The loan account can be pre-closed. You have to contact the Home Branch for the purpose.
- Q19) Is there any pre-payment penalty?
- A) Yes, pre-payment penalty @ 3% is charged for pre-closure of the loan account.
- Q20) Whom should I contact in case of any queries?
- A. You may contact SBI Contact Centre 24*7 on 1800 111 101 (Yono Toll Free), for assistance.
- B. Drop an email to feedback.yono@sbi.co.in
- C. During the banking hours, you may also contact your Home Branch (where Salary account / Savings account is maintained).

Pension Loan - Score Card (NEW)

ANNEXURE-A

Parameters	Sub-Score	Weights
Age		25
≤60	25	
>60 and ≤65	20	
>65 and ≤70	15	
>70 and ≤75	10	
>75	5	
EMI/ NMI		20
≤20%	20	9.5
>20% and ≤25%	17	22.00
>25% and ≤30%	15	223
>30% and ≤40%	10	A.
>40% and ≤50%	5	3336
CIC Score		25
≥800	25	
>750 and ≤799	22	
>700 and ≤ 750	20	
>650 and ≤700 or New to Credit	15	
≤650	10	
PPO Maintained		20
CPPC/HRMS	20	
SPARSH	15	
Treasury Department/PSU	10	
Others	5	
Loan Tenor (In years)		10
≤ 3	10	
> 3 and ≤ 5	8	07.0
> 5	5	
TOTAL SCORE		100

The Modified cut-off score of Pension Loan is as below:

Lending Decisi	Credit Grade	Score Band
	Grade-1	=>80
	Grade-2	70-79
	Grade-3	65-69
CLEAR SANCTI	Grade-4	60-64
	Grade-5	55-59
	Grade-6	50-54
	Grade-7	45-49
Decline	Grade-8	<45

ANNEXURE C

PENSION LOANS

Checklist of Documents (self-attested) to be submitted along-with Loan Application Form

	i.	Application form duly filled by the Borrower and Guarantor (if applicable)
	ii. 🗾	2 Latest Passport size photographs
	iii.	Last 6 months' Bank Account Statement where pension is credited#
	iv.	Copy of Pension Payment Order from the Pensioner/Family
		Pensioner
	٧.	Requisite Undertakings from Applicants as well as treasury/PSUs
_		officials in case PPOs are held with Treasury/PSUs-where
		applicable
	vi.	Submission of OVD (refer to table below)
	·	

Following to be submitted:

- (a) Permanent Account Number (PAN) of borrower or Form 60.
- (b) At least one copy of the Officially Valid Documents (OVDs) mentioned below, as proof of his identity and current address:
 - i. Passport,
 - ii. Driving license,
 - iii. Proof of possession of Aadhaar Number,
 - iv. Voter's Identity Card issued by Election Commission of India,
 - v. Job card issued by NREGA duly signed by an officer of the State Government,
 - vi. Letter issued by the National Population Register containing details of name and address

If the OVD furnished by the customer does not contain updated address, the following documents shall be deemed to be OVDs for the limited purpose of proof of address:

- Utility bill which is not more than two months old of any service provider (electricity, telephone, post-paid mobile phone, piped gas, water bill);
- Property or Municipal tax receipt;
- Pension or family pension payment orders (PPOs) issued to retired employees by Government Departments or Public-Sector Undertakings, if they contain the address.
- Letter of allotment of accommodation from employer issued by State Government or Central Government Departments, statutory or regulatory bodies, public sector undertakings, scheduled commercial banks, financial Institutions, listed companies and lease and license agreements with such employers allotting official accommodation.

[Provided that the customer shall submit OVD updated with current address within a period of three months of submitting the above documents]

It is hereby clarified that customers maintaining their Salary Package/ Pension accounts with our Bank, Branches should not ask the customer to submit the account statement along-with other documents. Branches should take a print of the account statement for verification purposes and keep with other documents

UNSECURED PERSONAL LOANS XPRESS CREDIT & PENSION LOANS- ALL VARIANTS STANDARD OPERATING PROCEDURE (SOP) FOR HANDLING OF DELINQUENT ACCOUNTS

1. Tracking of Accounts:

All Xpress Credit & Pension loan accounts are being tracked for the existing arrear conditions as per RBI guidelines on Asset Classification and provisioning pertaining to the advance's portfolio. These loans will be treated at par with other P-Segment loans in terms of follow-up for recovery through soft/ hard measures, transferring to RA, filing of suit, write off etc. The existing delegation of financial powers will be applicable in these loans for transferring into RA, write off, parking in AUCA and suit filing etc.

2. Deceased Accounts:

- Bank is extending the benefit of free Group Personal Accident Insurance Policy coverage to all salary package customers based on the Salary Package account variant. Branch will advise the nominee/ family member of the deceased account cases under "Xpress Credit" loans regarding the procedure of insurance claims.
- In case of Pension Loans & Xpress Credit, where Third-party guarantee is obtained, branch to approach Guarantor for recovery of loans.
- In all deceased cases, Branch will try to recover the amount applying soft recovery measures from family members/ legal heirs.

3. Staff Accountability:

Staff accountability needs to be examined in Pre-Sanction activities, as per extant instructions as well as Post-Sanction follow-up (Branch level post-sanction activities required to be carried out have been listed under para-4 (iii) and para-5 below). Other extant instructions for examining staff accountability/ lapses, if any, will also be applicable.

4. Soft Recovery Measures:

Details of delinquent accounts are available under Branch Reports as well as at the path: MIS Online -> Master Dashboard -> NPA Dashboard -> NPA Reports, for efficient monitoring by the Branches as well as Controllers.

We propose following procedures to be followed for all unsecured personal loans for post sanction follow-up and recovery:

(i) **CBS**:

Message type	Target	Day	Standard Text message
SMS	Customer	Before EMI due date	EMI due on (date) in a/c XXXXXX12345. Please pay in time. Please ignore, if already paid. Thanking you for banking with SBI. Download YONO @ www.yonosbi.com
SMS	Customer	Post EMI due date (if unpaid)	EMI due for A/C no XXXXXXX12345.Please pay immediately to avoid Late payment Charges. Please ignore, if already paid. Download YONO @ www.yonosbi.com

(ii) LCS:

- A dedicated team of tele callers to be placed in Contact Centre for all PBBU loans and they will be imparted necessary training & script by PBBU, Corporate Centre from time-to-time.
- Tele-calling to be done to such customers on 7th, 15th, 30th, 45th, 60th, 75th, 89th Days Past Due (DPD) & every 15th day henceforth till 180 days till it is regularized.
- SMS to be sent from LCS to these customers 1 day prior to the day of call from Contact Centre.
- Priority & focused calling to all digital loans on the basis of risk status as

First Priority: SMA 2

Second: NPAThird: SMA 1Fourth: SMA 0

(iii) Branch level:

- As the recovery of these loans are made through SI/ NACH from the salary/ pension account of the customer where loan has been credited, it should be ensured by Branches that the same is functioning properly in delinquent accounts. In case any discrepancy is seen, branch should immediately initiate steps to rectify the anomaly. It should be ensured that under no circumstances, the due instalments fall in arrears as a result of any anomaly in SI/ NACH feeding/ execution.
- Branches should track closely all irregular unsecured personal loan accounts where:
 - a. term has expired,
 - b. Salary/ pension has stopped coming in the SB account,
 - c. SI/ NACH has stopped or cannot be executed further due to lesser O/s in loan account than EMI.

- Branches may approach DDO/ Employer for whereabouts in case the borrower is untraceable/ uncontactable at the registered address.
- Branches may also extract a fresh CIC report of delinquent untraceable/ uncontactable borrowers for recent contact details.
- The respective branch where the loan account is parked must ensure maintaining the quality of assets. Branches must keep a close watch on conduct of the loan accounts and follow up them at each stage as under:

Days past	Action to be initiated by the Branch				
due (Status)					
31-60 days (SMA-1)	• Reasons for detaillt to be ascertained and recorded in LCS				
61-90 days (SMA-2)	 2nd Registered reminder notice to be generated from LCS and sent to customer during 1st week of account moving to SMA-2, recalling the entire amount due with interest payable in 7 days. DDOs to be contacted on their check-off obligations, wherever obtained. 				
> 90 days (NPA)	 3rd Registered reminder notice to be generated from LCS and sent to customer during 1st week of account moving to SMA-3, recalling the entire amount due with interest payable in 7 days. DDOs to be contacted on their check-off obligations, wherever obtained. 				

(iv) Region Level:

 Product-wise unsecured delinquent accounts to be discussed during monthly review/ other review meetings with a view to sensitize the branch functionaries for follow up and recovery.

(v) Module Level:

 Modules to include product-wise unsecured delinquent accounts as an agenda item in all NPA review meetings and in other P-segment loan related discussions.

(vi) Circle Level:

 PBBU team at Circle level to monitor NPA dashboard for unsecured personal loans and take up with DGMs (B&O) for effective follow up & upgradation of delinquent accounts.

- PBBU team to include product-wise unsecured delinquent accounts as an agenda item in all NPA review meetings.
- PBBU team to ensure that branches with NPAs above 2% are debarred from fresh sanctions, unless compelling reasons exist which should be approved by the respective CMC.

5. Hard Recovery Measures / Speeding up the Recovery Process:

- Efforts should, as far as possible, be in the direction of recovering the amount amicably.
- Bank's extant instructions for recovery of Bank's dues through Civil Courts (where
 debt from a borrower is less than Rs. 10.00 lacs) may be followed (SOP last issued
 vide e-Circular No.: CCO/CPPD-SAM/181/2018-19 dated 08.03.2019). The services
 of recovery agent may be utilized, and they may be advised to use soft recovery
 skills.
- Permission for filing of suit, transfer of outstanding to Recalled Asset account and write off in these loans has to be obtained from the Competent Authority as per Scheme of Delegation of Financial Powers [Circular No.: CDO/ORG-DFP/ 2/2018-19 dated 31.12.2018 to be updated from time to time].
- On getting approval for filing of civil suit, the branch has to file the suit and transfer the account to Recalled Assets Accounts in CBS and make proper entry in Recalled Assets & follow up register. Expenses/ Charges incurred for filing the suit i.e. Advocate fee, court fee, postages etc. must be recorded in the register. Accounts transferred to Recalled Assets during a quarter should be reported to the controller at the end of the quarter.
- The branch should arrange to issue notices by registered post with AD through the Bank's panel advocate, to the borrower recalling the advances and claiming dues, costs, charges etc. as the first step for filing a civil suit for recovery of Bank's dues.
- For filing of suit, following steps needs to be followed:
 - (i) Branch to seek approval for filing suit from controllers.
 - (ii) Branch should hand over the case history/ account details pertaining to the loan to the Advocate for his study and further necessary action.
 - (iii)Upon filing of suit, the case to be entered in Branch Suit File Register for subsequent monitoring and follow-up with the advocate.
- Soft recovery measures to be adopted by the branches without any exception. In extreme cases, Compromises, OTS or special OTS (Rinn Samadhan) may be considered for settlements, wherever eligible as per norms specified from time to time. Avenues like Bank Adalat and Lok Adalat can be used for settlement of dues in eligible cases.

PRE-APPROVED PERSONAL LOANS (PAPL)-(UNSECURED LOANS) STANDARD OPERATING PROCEDURE (SOP) FOR HANDLING OF DELINQUENT ACCOUNTS

1. Tracking of Accounts:

All PAPL accounts/ products are being tracked for the existing arrear conditions as per RBI guidelines on Asset Classification and provisioning pertaining to the advances portfolio.

2. These loans (PAPL Umbrella products) will be treated at Par with other P- Seg unsecured loans in terms of follow-up for recovery through soft/hard measures, transferring to RA, filing of suit, write off etc. The existing delegation of financial powers will be applicable in these loans for transferring into RA, write off, parking in AUCA and suit filing etc.

3. Deceased Accounts:

- Bank is extending the benefit of free Group Personal Accident Insurance Policy coverage to all salary package customers based on the Salary Package account variant. Branch will advise the nominee/ family member of the deceased account cases under "PAPL-CSP", "Pre-approved Xpress Credit" and "Insta Credit" regarding the procedure of insurance claims.
- In all deceased cases, Branch will try to recover the amount applying soft recovery measures.

4. Staff Accountability:

Since the borrower's identification has been done digitally based on backend credit rules on analytics rule engine, without any manual intervention, Staff accountability on Pre- Sanction Process is not required. However, Staff accountability needs to be examined in Post Sanction follow-up (Branch level activities required to be carried out have been listed under para-5 B (iv) and para-6 below). Other extant instructions for examining staff accountability/lapses, if any, will also be applicable.

5. Soft Recovery Measures:

A. Following digital initiatives have been initiated by the Bank for follow up with delinquent customers:

(i) CBS is sending SMS reminder to all loan customers including PAPL customers, as under:

Message	Target	Day	Standard Text message
type			
SMS	Customer	Before EMI	EMI due on (date) in a/c XXXXXX12345.
	10100	due date	Please pay in time. Please ignore, if already
			paid. Thanking you for banking with SBI.
.00			Download YONO @ www.yonosbi.com
SMS	Customer	Post EMI due	EMI due for A/C no XXXXXX12345.Please
1000		date (if	pay immediately to avoid Late payment
J.		unpaid)	Charges. Please ignore, if already paid.
			Download YONO @ www.yonosbi.com

(ii) YONO is sending Email/ Push Notification reminder two days before EMI due date to all existing PAPL customers with following text:

Message type	Target	Day	Standard Text message
SMS	Customer	2 days before EMI due date	Your EMI for PAPL account xxxxxxabcde is due on (date) Please ignore if already paid.
Email	Customer	2 days before EMI due date	Your EMI for PAPL account xxxxxxabcde is due on(date), Please ignore if already paid.
Push Notification	Customer	2 days before EMI due date	Your EMI for PAPL account xxxxxxabcde is due on(date) Please ignore if already paid.

(iii) YONO is also sending Push notifications/ SMS/ Email to SMA-0/1/2 & NPA customers and their branch heads at following frequency and with following standard text:

Message type	Target	Day	Standard Text message
SMS	Customer	Tuesday	Your PAPL account is irregular by Rs Please deposit the overdue amount at the earliest, ignore if already paid. (100 characters)

Message type	Target	Day	Standard Text message
SMS & e- mail to Branch	ВМ	Tuesday	SMS: Your Branch is having number of delinquent PAPL accounts. Please refer to your Branch NPA/Probable NPA list and arrange for regularization of these accounts. Pls ignore, if already regularized. (157 characters) Email: The following account (s) of your Branch is running irregular/ has turned NPA. Please contact the/these customers and arrange for regularization of the account. Pls ignore, if already regularized. Sr PAPL account Name of No No (masked) customer
Repeat SMS	ВМ	Friday	Your Branch is having number of delinquent PAPL accounts. Please refer to your Branch NPA/Probable NPA list and arrange for regularization of these accounts. Pls ignore, if already regularized. (157 characters)
Push Notification & email to customer	Customer	Friday	Your PAPL account is irregular by Rs Please deposit the overdue amount at the earliest. Please ignore, if already paid.

- (iv) Soft recovery of all delinquent customers (including PAPL borrowers) is being done through LCS, as under:
- Details of all accounts where EMI is due, is pushed from CBS to LCS on T+1 interval.
- SMS is being sent to such loan account borrowers on 15th, 37th and 60th days past due in such loan accounts from LCS.
- Tele-calling is being done to such customers through Contact Centre from 7-180 days past due (DPD).
- (v) Details of delinquent accounts under PAPL are available under Branch Reports as well as at the path: MIS Online -> Master Dashboard -> NPA Dashboard -> NPA Reports for efficient monitoring by the Branches as well as Controllers.

B. Proposed procedure for monitoring & collection of digital loans: We propose following procedures to be followed for all PAPL loans for post sanction follow-up and recovery:

(vii) **CBS**: (existing process to continue)

Message	Target	Day	Standard Text message
type			
SMS	Customer	Before EMI due	EMI due on (date) in a/c
_		date	XXXXXX12345. Please pay in time.
			Please ignore, if already paid. Thanking
			you for banking with SBI. Download
.60			YONO @ www.yonosbi.com
SMS	Customer	Post EMI due	EMI due for A/C no
100		date (if unpaid)	XXXXXX12345.Please pay immediately
			to avoid Late payment Charges. Please
			ignore, if already paid. Download YONO
			@ www.yonosbi.com

(viii) YONO:

YONO will send Email/ Push Notification reminder two days before EMI due date to all existing PAPL customers with following text:

Message type	Target	Day	Standard Text message
Email	Customer	2 days before EMI due date	Dear Customer, Your EMI of Rs for loan account XXXXXX12345 is due on// (date). Please ensure sufficient balance in your SB A/c to avoid penal charges. Timely payment of EMIs helps build up a good credit score.
Push Notification	Customer	2 days before EMI due date	Dear Customer, Your EMI of Rs for loan account XXXXXX12345 is due on// (date). Please ensure sufficient balance in your SB A/c to avoid penal charges. Timely payment of EMIs helps build up a good credit score.

YONO will also send Push notifications/ SMS/ Email to SMA-0/1/2 & NPA customers and their branch heads at following frequency and with following standard text:

Message type	Target	Day	Standard Text message	
SMS & e-mail to Branch	Branch Manager	Tuesday	SMS: Your Br. is having delinquent PAPL A/c. Please refer email sent to branch email id and arrange to regularize on priority. Pls ignore, if already regularized. Email: The following account (s) of your Branch is running irregular/ has turned NPA. Please contact the/ these customers and arrange for regularization of the account. Sr PAPL A/c No SB A/c No Customer No (masked) (masked) name	
Repeat SMS to Branch	Branch Manager	Friday	Your Br. is having delinquent PAPL A/c. Please refer email sent to branch email id and arrange to regularize on priority. Pls. ignore if already regularized.	
Push Notification & email to customer	Customer	Friday & Tuesday	Your loan A/c XXXXX12345 is irregular by Rs Please repay immediately to avoid penal charges and negative impact on Credit Score.	

(ix) LCS: -

- A dedicated team of tele callers to be placed in Contact Centre for these small ticket PAPL loans and they will be imparted necessary training & script by PBBU, Corporate Centre in co-ordination with DT & e-Comm Dept. from time-to-time.
- Tele-calling to be done to such customers on 7th, 15th, 30th, 45th, 60th, 75th, 89th Days Past Due (DPD) & every 15th day henceforth till 180 days till it is regularized.
- SMS to be sent from LCS to these customers 1 day prior to the day of call from Contact Centre.
- Priority & focused calling to all digital loans on the basis of risk status as

First Priority: SMA 2

Second: NPAThird: SMA 1Fourth: SMA 0

(x) Branch level:

- As the recovery of the PAPL is made through Standing instructions (SI) from the SB account of the customer where loan has been credited, it should be ensured by Branches that the same is functioning properly in delinquent PAPL accounts. In case any discrepancy is seen, branch should immediately initiate steps to rectify the anomaly. It should be ensured that under no circumstances, the due instalments fall in arrears as a result of any anomaly in SI feeding/execution.
- Branches should track closely all PAPL accounts where:
 - d. term has expired
 - e. SI has stopped.
 - f. SI cannot be executed further as the O/s in loan account is less than EMI.
- The respective branch where the loan account is parked must ensure maintaining the quality of assets. Branches must keep a close watch on conduct of the PAPL accounts and follow up them at each stage as under:

Days past due (Status)	Action to be initiated by the Branch		
	• 1st Irregularity reminder notice to be generated from LCS &		
31-60 days	sent to customer during 1st week of account moving to SMA-1,		
(SMA-1)	on non-receipt of instalment payment.		
	Reasons for default to be ascertained and recorded in LCS.		
61-90 days	2 nd Registered reminder notice to be generated from LCS and		
(SMA-2)	sent to customer during 1st week of account moving to SMA-2,		
	recalling the entire amount due with interest payable in 7 days.		
> 90 days	3rd Registered reminder notice to be generated from LCS and		
(NPA)	sent to customer during 1st week of account moving to SMA-3,		
	recalling the entire amount due with interest payable in 7 days.		

(xi) Region Level:

 PAPL delinquent accounts be discussed on monthly review/ other review meetings with a view to sensitize the branch functionaries for follow up and recovery.

(xii) Module Level:

 Modules to include PAPL delinquent accounts as an agenda item in all NPA review meetings and in other P-segment loan related discussions.

(xiii) Circle Level:

- PBBU team at Circle level to monitor NPA dashboard for PAPL loans and take up with DGMs (B&O) for effective follow up & upgradation of delinquent accounts.
- PBBU team to place "Deplink" file for delinquent PAPL borrowers at the respective Circle website (PAPL delinquent account having balances in their SB/ MOD account) to enable the branches to recover the same instantly.
- PBBU team to include PAPL delinquent accounts as an agenda item in all NPA review meetings and make aware the availability of "Deplink" file.

6. Hard Recovery Measures / Speeding up the Recovery Process:

- Efforts should, as far as possible, be in the direction of recovering the amount amicably.
- Bank's extant instructions for recovery of Bank's dues through Civil Courts (where
 debt from a borrower is less than Rs. 10.00 lacs) may be followed (SOP last issued
 vide e-Circular No.: CCO/CPPD-SAM/181/2018-19 dated 08.03.2019). The services
 of recovery agent may be utilized, and they may be advised to use soft recovery
 skills.
- Permission for filing of suit, transfer of outstanding to Recalled Asset account and write off in these loans has to be obtained from the Competent Authority as per Scheme of Delegation of Financial Powers [Circular No.: CDO/ORG-DFP/ 2/2018-19 dated 31.12.2018 to be updated from time to time].
- On getting approval for filing of civil suit, the branch has to file the suit and transfer the account to Recalled Assets Accounts in CBS and make proper entry in Recalled Assets & follow up register. Expenses/ Charges incurred for filing the suit i.e. Advocate fee, court fee, postages etc. must be recorded in the register. Accounts transferred to Recalled Assets during a quarter should be reported to the controller at the end of the quarter.
- The branch should arrange to issue notices by registered post with AD through the Bank's panel advocate, to the borrower recalling the advances and claiming dues, costs, charges etc. as the first step for filing a civil suit for recovery of Bank's dues.
- For filing of suit, following steps needs to be followed:
 - i. Branch to seek approval for filing suit from controllers.
 - ii. Branch to raise Service desk request in CBS for obtaining logs of the account under relevant category of YONO
 - iii. The logs will be provided to the Branch under the same SD request.

- iv. The branch should hand over the case history/ account details and copy of logs pertaining to the loan to the Advocate for his study and further necessary action.
- v. Upon filing of suit, the case to be entered in Branch Suit File Register for subsequent monitoring and follow-up with the advocate.
- Soft recovery measures to be adopted by the branches without any exception. Further, Branches can also consider Compromise proposals on merits as per Bank's extant guidelines.

CIC Reports

[A] CIBIL CIR Features: Account Status: There is a field named 'STATUS' in CIR. "Blank" Status Field indicates that the outstanding balance in the account has not been written-off. If the 'STATUS' is not blank, it shows the status of the stressed assets when the amount due is written-off by the bank and/or suit is filed.

Loan applications of the borrowers whose 'Account Status' is not "Blank" should be handled as under:

- If the Account Status for a secured loan/unsecured loan /credit card is i) Suit Filed,
 (ii) Wilful default (iii) Suit filed (Wilful Default), (iv) Suit filed & Written-off, (v) Wilful default & written-off or (vi) Suit filed (wilful default) and written off, the applicant's proposal to be rejected.
- This clause may be waived for applicants who have such negative "Account Status" in their CIR more than 5 years old and have since maintained a satisfactory credit history without any further default.

[B] Decisions regarding other Account Status may be taken as under:

Account	Facility reported			
Status	Credit Card	Non-Credit Card		
Settled	Accept.	Reject.		
Settled post Write-off	 Accept if single instance. Else deviation may be approved by the empowered authority.* This clause may be waived for applicants who have such negative "Account Status" in their CIR more than 5 years old and have since maintained a satisfactory credit history without any further default. 	This clause may be waived for applicants who have such negative "Account Status" in their CIR more than 5 years old and have since maintained a satisfactory credit history without any further default.		
Written-off	 Deviation may be approved by the empowered authority*. This clause may be waived for applicants who have such negative "Account Status" in their CIR more than 5 years old and have since maintained a satisfactory credit history without any further default. 			

Account	Facility reported			
Status	Credit Card	Credit Card Non-Credit Card		
Restructured	Deviation may be approved	Deviation may be approved by		
	by the empowered authority*.	the empowered authority* in		
	This clause may be waived	cases where:		
	for applicants who have	 The repayment is 		
	such negative "Account	rescheduled, and the		
	Status" in their CIR more	performance is since		
	than 5 years old and have	satisfactory.		
	since maintained a	o In cases where loans have		
400	satisfactory credit history	been restructured under		
	without any further default.	notifications issued by the		
.000		State/Central Governments		
A***		under special circumstances.		
		This clause may be waived for		
100		applicants who have such		
		negative "Account Status" in		
		their CIR more than 5 years old		
		and have since maintained a		
	777	satisfactory credit history		
		without any further default.		

^{*}Empowered Authority would be the Sanctioning Authority not below the rank of a Chief Manager who may approve the deviation after satisfying himself/herself that there is no history of multiple such write-offs/restructuring. In particular, the satisfactory performance of a secured loan after an incident of write-off may be considered a positive sign.

[C] CIBIL Features: Days Past Due (DPD) /Asset Classification (up to 36 months):

This field in CIR shows repayment history in the borrower's account. Latest date of reporting appears on the extreme left and thereafter the data is reported in descending order of dates, as such data in this field is to be read from left to right as shown below:

180	XXX	SUB	Number of days past due date (DPD)/Asset
W			Classification
08-07	07-07	06-07	Reporting date (mm-yy)

Even if 'Status' of the account is 'blank', for the purpose of loan assessment in the Bank, the account will be classified as "an account in default" if one or more of the following conditions are true about the DPD:

- (i) Present DPD is more than 30 days.
- (ii) DPD 60 days or more, on more than one occasion, during last 12 months,
- (iii) Asset Classification as "SUB" (Substandard), "DBT" (Doubtful), "LSS" (Loss), or "SMA" (Special Mention Account).

[D] Overdues seen in the CIBIL Report would be dealt with as below:

- (i) One overdue monthly payment in the last 6 months would be allowed provided DPD did not exceed 60 days and there is no overdue at the time of processing of the loan.
- (ii) If the account is in default as per the aforesaid criteria, deviation may be approved by the empowered authority as under:

Discretionary Powers for approval of deviations in respect of 'Accounts in default':

"Empowered Authority"

Overdue amount up to Rs.10,000/-

Sanctioning authority not below the rank of a **Chief Manager** may approve the deviation after satisfying himself/herself that the borrower has not defaulted willfully, that there is a *prima-facie* merit in the borrower's claim, if any, that the amount due has been wrongly billed to him, and that the character and integrity of the borrower are beyond doubt. Facts considered for approval of the deviation should be recorded in the loan approval note.

Overdue amount above Rs.10,000/-

For loans sanctioned by RACPC and other CPCs - AGM of the CPC

For loans sanctioned at branches – AGM(RBO)

For loans sanctioned by Committees - sanctioning authority

Enquiries: CIBIL report is real time. Therefore "Enquiries:" section of the report comes handy for ascertaining the number of lenders with whom the borrower is talking about different credit facilities. Extra precaution may be exercised in cases where more than 2 enquiries of the same product and/ or same amount are observed within a space of last 1 month. In such cases one more report may be pulled out prior to disbursement and status of those enquiries may be ascertained from the borrower.

[E] CIBIL TransUnion Score(s):

- (i) Score predicts the likelihood of 91+ days' delinquency on one or more loans in the next twelve months. It is a number between 300 and 900, the higher the numerical value of the score, lower is the risk profile of the individual. Scores higher than 800 indicate low risk and score less than 600 indicates high risk.
- (ii) Individuals who do not have any loan record in CIBIL database are assigned a default score of -1. Whereas a score of Zero (in CIBIL v1 Score) or 1-5 (in CIBIL v2 Score) is assigned to individuals with less than six (6) months of credit history.
- (iii) It is to be noted that presently there is no minimum CIC Score stipulation under the product.

[F] Multiple Deviations /concessions:

If multiple deviations/concessions are required in one proposal all of such deviations/sanctions will be approved by the highest authority in the Circle authorized to approve the required deviation/concession in the proposal, e.g. if AGM (Region) is authorized to approve one of the deviations and other deviation requires approval of GM (Network) then both the deviations should be put up to the GM (Network) for approval. Corporate Centre however, shall continue to approve only those deviations that are beyond the discretionary powers of the Circle authorities.

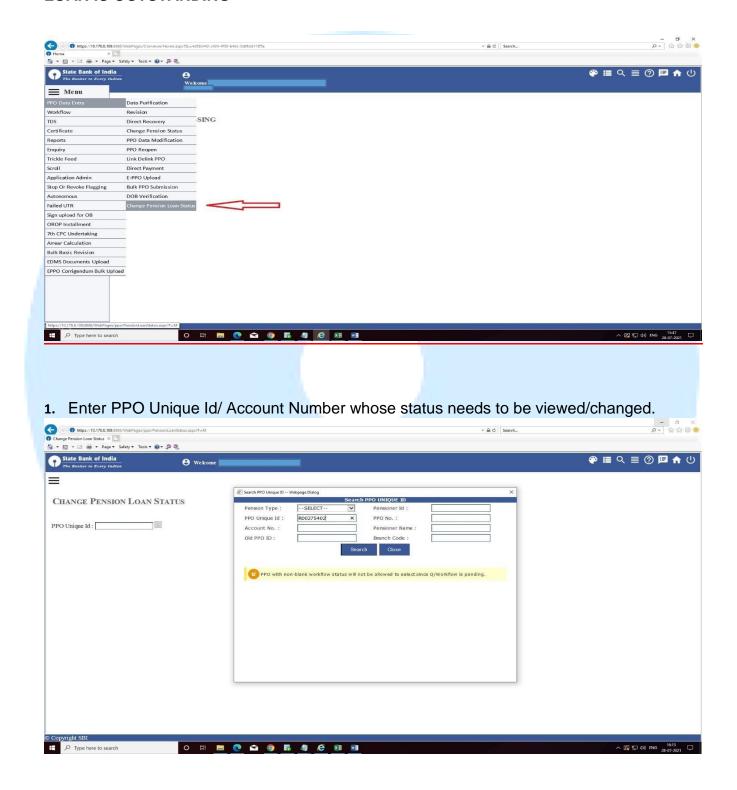
IRREVOCABLE UNDERTAKING FROM PENSIONER

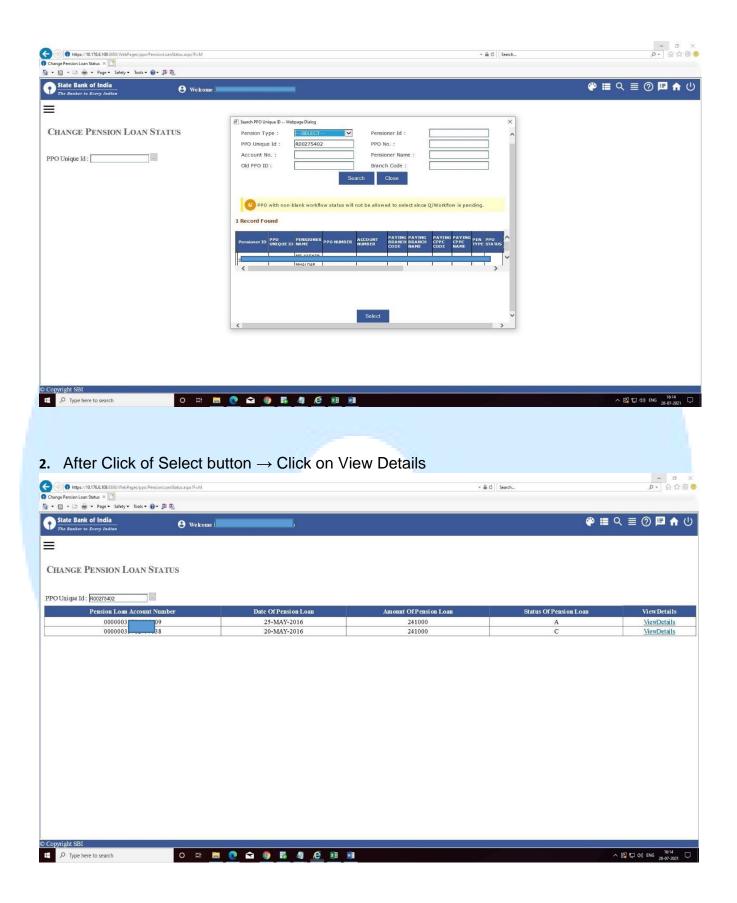
To,			
The Branch Manager State Bank of India,	,		
(Address of the Loan	Sanctioning Branch)		
Madam/ Dear Sir,			
	I TO PSU PENSIONER STAMPED UNDERTAK	_	ER
PENSION ACCOUN name of Pensioner	T No Shri	PPO No:	in the
With reference to my I hereby undertake	application for sanction	of loan under SBI PSU	Pension Loan Scheme,
Bank during the	er/shift my Pension According to the currency of my Pension the mandate given for granted to me by your B	on Loan at your Brancl r deduction of amount	h.
		Yours fa	ithfully,
Date:			
Applicant's Name:		(Signature of	f the applicant)
Phone No.: Address:			

IRREVOCABLE UNDERTAKING FROM PENSION PAYING AUTHORITY

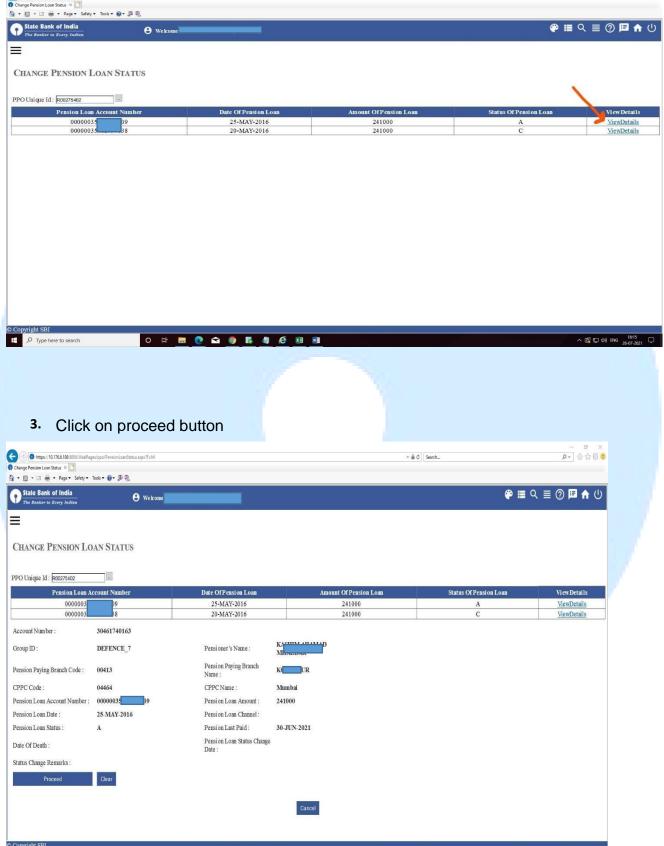
ANNEXURE X

SOP FROM CDC-CPPC DEPARTMENT ON REMOVAL OF LIEN ON PENSION ACCOUNTS TO ENABLE PROCESSING OF FAMILY PENSION WHERE PENSION LOAN IS OUTSTANDING





Checking account having Pension Loan Status as Active - 5 × p- 6 ☆戀® → 🗎 🖒 Search... State Bank of India The Banker to Every India **(*)** ■ Q ■ (*) □ **(h** () 8 Welcom ≡ CHANGE PENSION LOAN STATUS PPO Unique Id: R00275402 00000035 25-MAY-2016 241000 ViewDetails 20-MAY-2016 〇 片 🛗 💽 😭 🗿 👼 🥒 😥 📓 へ 図 切 do) ENG 16:15 口 3. Click on proceed button - 0 X A A B B https://10.176.6.108.8886/Web + 🗎 ♂ Search... State Bank of India The Banker to Every Indias ● ■ Q ■ ② ■ ♠ ∪ 8 Welcome CHANGE PENSION LOAN STATUS PPO Unique Id : R00275402 Pension Loan Account Numb Date Of Pension Loan Amount Of Pension Loan View Details

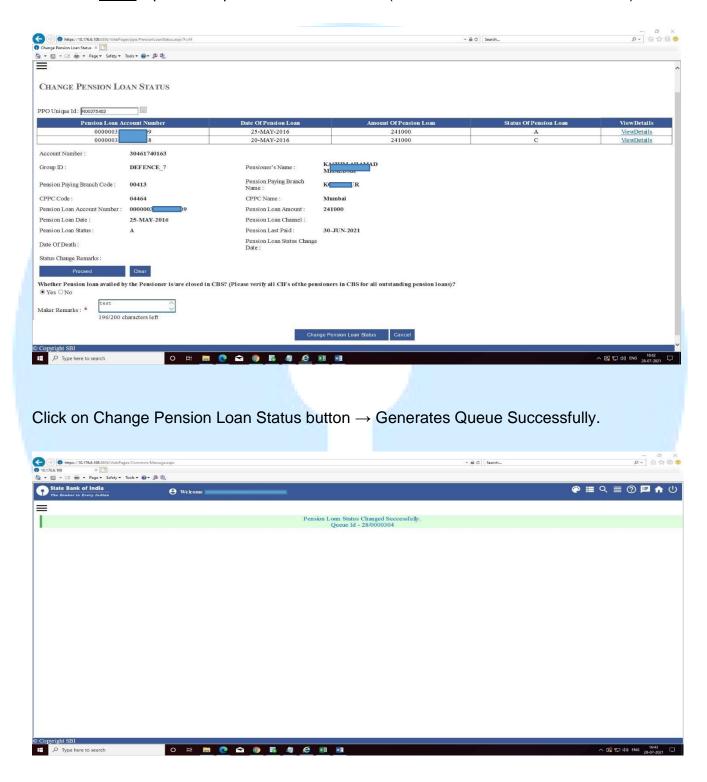


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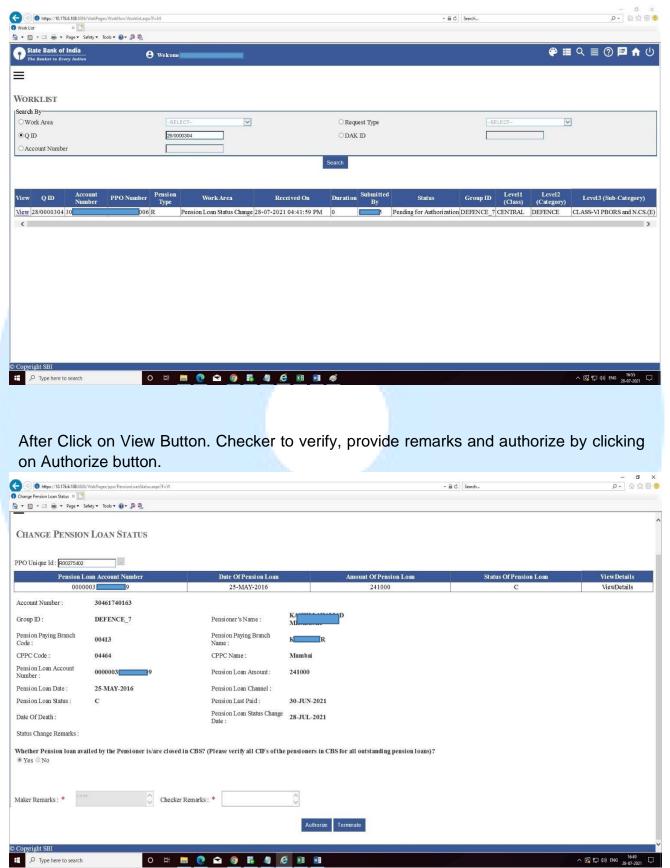
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Case 1: Where Pension Loan(s) is/are closed in CBS

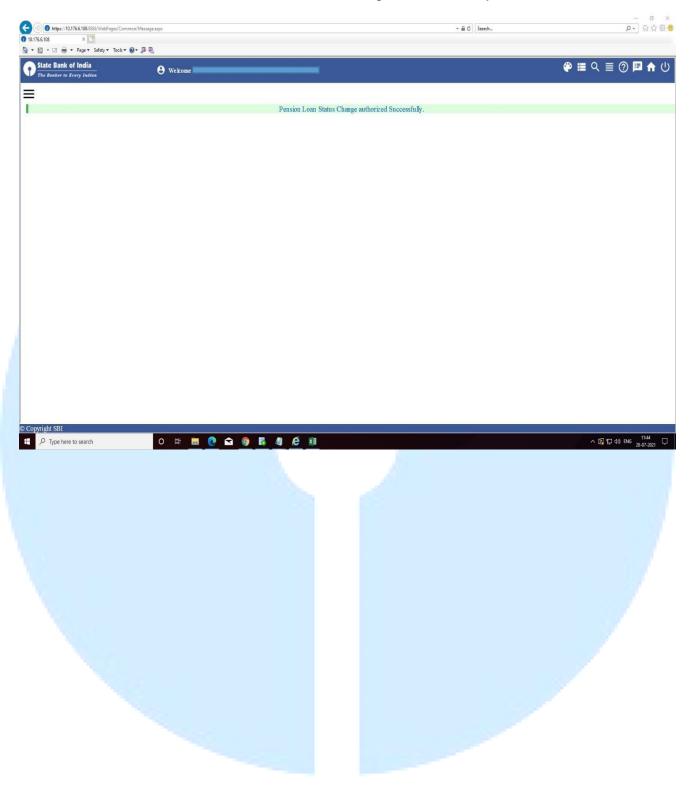
Click on "YES" Option and provide maker remark. (For Active Pension Loan Account)



Now Log In by CPPC Checker \rightarrow Go to WorkList \rightarrow Enter Queue Id/Account Number/Work Area \rightarrow Search button.

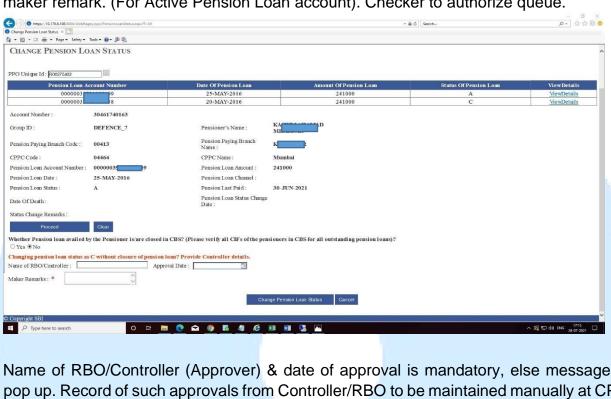


Checker Authorizes \rightarrow Pension Loan status Changes Successfully.

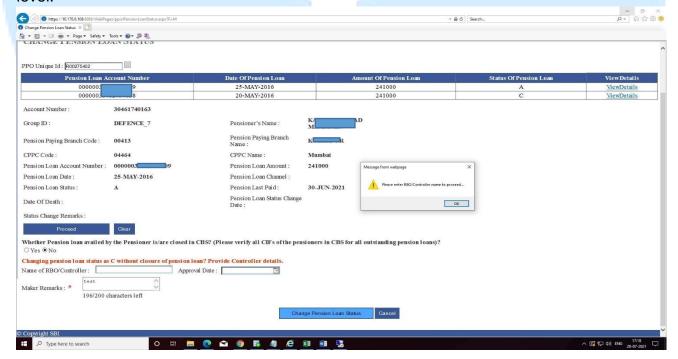


Case 2: Where Pension Loan(s) is/are not closed in **CBS**

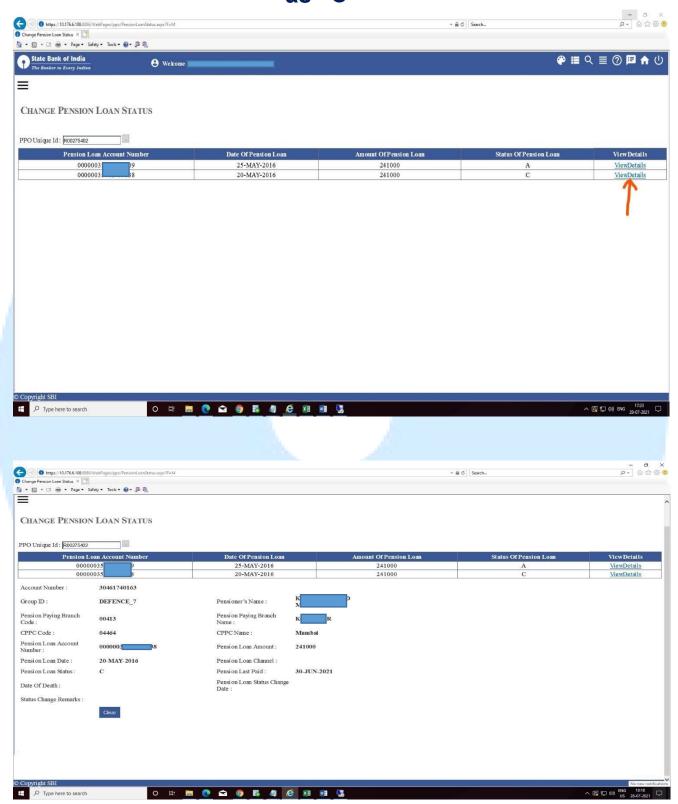
a. Click on "NO" Option and Provide RBO/Controller (Approver) details & approval date, maker remark. (For Active Pension Loan account). Checker to authorize queue.



Name of RBO/Controller (Approver) & date of approval is mandatory, else message will pop up. Record of such approvals from Controller/RBO to be maintained manually at CPPC level.



Case 3: Enquiry of Pension Loan account with Status as "C"



Annexure-XI

REQUEST FOR NOT PERMITTING SHIFTING OF PENSION A/C

The Branch Manager,	To The Pension Disbursing Officer,
State Bank of India,	Principal Controller of Defence Accounts (Pensions),
	Draupadi Ghat, Prayagraj, Uttar Pradesh- 211014
Madam/ Dear Sir,	
SANCTION OF SBI PENSION LOAN TO PENSION REQUEST FOR NOT PERMITTING SHIFTING OF	
PPO No.: PENSION ACCOUNT No.:	
in the name of Pensioner Shri/ Smt.	
We would like to advise that on the request of the all of Rs	ne of the Bank has been sanctioned to n// (dd/mm/yyyy) for a tenure of othly repayment (EMI- Equated Monthly been set up as under: ined with our
2. As per the Agreement between the Bank and to permit shifting of Pension Account of the abovem Branch of SBI during the tenor of the said Pension	nentioned pensioner to any other Bank/
3. We are also enclosing a copy of PPO submitted revert to us, in case there is any discrepancy in the	
Yours faithfully,	
Signature of the Officer/ Branch Manager Date:	

Annexure XII

COS 230

D.P. NOTE DELIVERY LETTER	
The Branch Manager	
Madam/ Dear Sir	
Please take delivery of the accompanying Demand Promissor	ry Note datedfor
₹ (Amount in words) made by in favour	r of
We further request you to note that we dispense with a notion the Negotiable Instruments Act, 1881 and that in the event on Bank is at liberty to give time for payment to either of us with	of payment not being made on demand, the
	Yours faithfully,

Annexure XIII

DP NOTE

₹			
		[Date:
On Demand	promise to pay	or order at the State	
Bank of India	the sum of Rupees	only for value received wi	th
interest from this day at	% with monthly rests	S.	
The state of the s		ing his name or initials across them naddition to his signature on the no	-
Please pay to State Bank o	f India or ORDER		
Signature of Guarantor			