

**Policy of Western Capital for screening of cases from Gray Quest Partnership**

➤ **NON – FSF PROGRAM:**

**A) Existing customers of Gray Quest**

Sr No	Metric	Parameter
1	Customer sourcing	Prospect should be a credit history with Gray quest
2	CIBIL Score Minimum	650 & New to credit (NTC) customers
3	Maximum Loan Amount per borrower	Rs 10,00,000 (26 lakhs for selective institutes)
4	Total overdue allowed across all tradelines	≤15,000
5	Total tradelines allowed having reported 90+ DPDs in the last 12 months except credit card	≤1
6	Loan Tenure	12 months (24 months for selective institutes)

**B) Bureau score-based approval**

Sr No	Metric	Parameter
1	CIBIL Score Minimum	650
2	Maximum Loan Amount per borrower	Rs 10,00,000 (26 lakhs for selective institutes)
3	Total overdue allowed across all tradelines	≤15,000
4	Total tradelines allowed having reported 90+ DPDs in the last 12 months except credit card	≤1
5	Loan Tenure	12 months (24 months for selective institutes)

➤ **FSF PROGRAM**

Sr No	Metric	Parameter
1	Minimum credit bureau score	625 & New to credit (NTC) customers
2	Total overdue allowed across all tradelines	≤30,000
3	Total tradelines allowed having reported 90+ DPDs in the last 12 months except credit card	≤1
4	Maximum Loan Amount per borrower	Rs 10,00,000
5	Loan Tenure	12 months (24 months for selective institutes)

- 90+DPD includes SUB STD/LOSS/DOUBTFUL in the last 12 months should be rejected.

## **Grayquest WCAP Mutually Agreed FOIR Policy Final Draft**

1. The EMI calculation matrix will apply if EMI amount is not available in the Bureau (Experian will be considered for Bureau and other parameters of Bureau will be followed basis Experian)
2. If current balance of an active loan account is  $\leq 15\%$  of the total sanctioned amount of that loan, then the same will not be obligated for FOIR calculation.
3. Declared Income of the customer will be considered but all due diligence to be done from GQ end before sharing the declared income to WCAP. Once the income is shared with WCAP, it cannot be changed.
4. The FOIR calculation will change with Ownership type of the loan with below factors -
  - a. Individual Loan - 100% EMI to be considered.
  - b. Joint loan - 50% EMI to be considered.
  - c. Guarantor loans – 0% EMI to be considered.
  - d. Gold loan and KCC will not be obligated in FOIR

### **FOIR Criteria (Refer Matrix Table at the end of the page)**

FOIR will always be calculated on Loan Amount. Net Disbursal will not be considered here neither for Eligibility nor for FOIR calculation

1. Loan Amt  $\leq 3$  lakhs and gross tenure  $> 3$  months - FOIR  $\leq 60\%$ .
2. Loan Amt  $> 3$  lakhs and gross tenure  $> 3$  months.
  - a. Income  $\leq 50k$  – FOIR  $\leq 60\%$
  - b. Income  $> 50k$  – FOIR  $\leq 70\%$
3. Loan Amt  $\leq 50k$  and gross tenure  $\leq 3$  months – No FOIR
4. Loan Amt  $> 50k$  to  $\leq 3$  lakhs and gross tenure  $\leq 3$  months.
  - a. Income  $\leq 50k$  – FOIR  $\leq 60\%$
  - b. Income  $> 50k$  – FOIR  $\leq 70\%$
5. Loan Amt  $> 3$  lakhs and gross tenure  $< 3$  months.
  - a. Income  $\leq 50k$  – FOIR  $\leq 70\%$
  - b. Income  $> 50k$  – FOIR  $\leq 80\%$

### **NONFSF NTC GQ $\leftrightarrow$ WC Underwriting proposal and Risk Mitigates.**

Loan Amt  $\leq 3$  lakhs (Max Capping)

1. School / Inst EXISTING student
2. FOIR calculation as per below matrix.

## Matrix Table for FOIR (FSF and Non FSF)

Loan Amount	Tenure and Income			
	<= 3 Months		> 3 Months	
	<=50k Per Month	>50k Per Month	<=50k Per Month	>50k Per Month
<=50k	No FOIR	No FOIR	60%	60%
>50k and <=3 Lakhs	60%	70%	60%	60%
>3 lakhs and <=10 Lakhs	70%	80%	60%	70%

- ❖ NTC Max Capping for Non FSF on Loan amount is 3 Lakhs.
- ❖ No Capping of NTC for FSF

## Schedule of Charges

GQ	
Particular	Charges
PF	NA
Insurance	NA
Stamp Duty	NA
Document Charges	NA
Loan cancelled	NA
Late Payment Interest	24% per annum on overdue amount
Foreclosure charges	2.5% on o/s amount + 18%GST
Pre-payment charges	2.5% on o/s amount + 18%GST
Swapping Charges	NA
Bounce Charges	EMI <7500 - Rs. 590 EMI >=7500 & <=15000 - Rs.690 EMI >15000 & <= 25000 - Rs.790 EMI >25000 - Rs.990