

POLICY OF CHAITANYA INDIA FIN CREDIT PRIVATE LIMITED ON
CROSS SELLING THIRD PARTY PRODUCTS (FINANCIAL AND NON-
FINANCIAL PRODUCTS)



Improving lives.....

Effective Date: **The policy came into effect from 28th March 2016.**

Review Date: **The policy is due to be reviewed as and when required.**

Approval: **The Policy is approved by Board of the Directors on 28th March 2016.**

Chaitanya's Policy on Cross Selling Financial and Non-Financial Products:

- The company cross sells only financial products
- The company currently cross sells two products
 - Customer and Spouse Credit Life Insurance
 - Livestock Insurance for customers taking livestock loans
- Product Features

Customer Credit Life Insurance Details

	Loan term	Insurance Company 1	Insurance Company 2
Insurance charges as a % of loan disbursal amount for only customer	1 Year	0.503%	0.60%
Insurance charges as a % of loan disbursal amount for customer and spouse	1 Year	0.955%	1.2%
Insurance charges as a % of loan disbursal amount for only customer	2 Year	0.904%	1.2%
Insurance charges as a % of loan disbursal amount for customer and spouse	2 Year	1.627%	2.4%

Livestock Insurance Details

	Loan term	Insurance Company 1
Insurance Charges as a % of loan amount disbursed	1 year	6%
Insurance Charges as a % of loan amount disbursed	2 year	11.4%

- Both the above products are compulsory and the company recovers only the actual cost of insurance
- Customer does not have to incur any additional cost while availing the insurance product.
