

Key Fact Document

Product Type - Personal Loan

Description of the product/ delivery channel

Personal loan product is offered to the market essentially to attract salaried individuals working for companies. There are several different types of products and schemes made available under personal loans with a view of facilitating the requirements amongst a larger cross section of the market.

1. Eligibility

- Age 18 – 65
- Borrower has to be a Sri Lankan Citizen
- The purpose should be legitimate, viable, sustainable and acceptable to the Bank.
- Personal loans offered primarily to "Salaried Employees" and other specific categories as stated in target segment.

2. Target Segment

- Salaried Borrower - Employed in a Government/Private or Family controlled company
- Salaried or Business Professionals
- Business Borrowers

3. Interest Rates - Please refer the HNB Web site - (www.hnb.net ➡ Loans ➡ Personal Loans View Interest Rates)

4. Repayment Terms - General repayment period is maximum of 5 years. (Exceptions subject to approval)

Financial and other benefits to customers including incentive and promotions

- Competitive interest rates
- Less documentation
- Top up option for existing borrowers

Cost to Customers – Fees/charges, commission, interest, etc.

- Fixed/Floating interest rates and combined fixed cum floating rates
 - Penal interest on overdue capital
 - Penalty on overdue instalments
 - Standard documentation charges
 - Standard early settlement charges/Interest reduction charges
- Following charges will apply case by case
- Valuation charges (if applicable)
 - Legal charges (if applicable)
 - Stamp Duty (if applicable)
 - Insurance Premium (if applicable)

Procedure to be followed to obtain the product/delivery channel

- Call or Visit the closest branch (250+ island wide)
- Obtaining, completing and forwarding an application with required documents. (All the Branches island wide)

Key Terms & Conditions

- Minimum income should be Rs. 100,000/-

- Minimum loan amount Rs.100,000/-
- Consider only in Sri Lankan Rupee (LKR)
- A letter of undertaking from the employer to route the salary to an account maintain at HNB or Standing Order instructions along with undertaking from the customer that he/she will not change same within the tenure of the facility.
- Acceptable CRIB Report
- Total deductions including instalments of the proposed loan, together with the existing deductions/loan commitments to be within 50% of the net salary.
- Repayment up to the retirement age for salaried borrowers and up to the 65th birthday for Business Clients.

Security Details

- Bank to decide based on client profile, income, etc.

For more information – 0112 462 462/ hnbconnect@hnb.lk