ANNEXURE – II
(For Connector / Referral Associates)

This **ANNEXURE II** is annexed to and is made an integral part of this Agreement dated ______________ between **Bank** and **the Connectors / Referral Associate.**

FEE STRUCTURE (Home Loans)

[CONSIDERATION FOR SERVICES RENDERED]

1. Home Loan Products for all Branches/Locations

Loan Amount	Payout as % of Loan Amount*
0 - ₹100 Lakh	0.55%
>₹100 Lakh	0.60%

1. Payout Calculation Methodology

1. Subject to Net to bank (Net to Bank = ROI + PF- CONNECTOR / REFERRAL ASSOCIATES Payout) to Bank being 910%(after payout, excluding GST) including Processing Fee in case of HL. In HL, in case of tranche disbursement, the CONNECTOR / REFERRAL ASSOCIATES payout will be =< the PF collected from the client in rupee terms, remaining amount to be paid to CONNECTOR / REFERRAL ASSOCIATES along with subsequent disbursement.
2. In case Return to Bank (ROI + PF) for Individual Case is <=10% (HL Products), No Payout to be done for those cases.
3. Payout to be done for those cases only wherein the return to Bank (ROI+PF) is > 10%, for Home Loan Product.
4. In case Return to Bank (ROI + PF) for any case is < 10%, for Home Loan Products, then that case to be considered only for calculating the total monthly Business generated by the Channel Partner.

5. Payout % to be finalised basis the total Volume of Business generated during the Month (As per above mentioned Business and Payout Grid) but payment to be done basis the disbursement amount only during the month. In case any case is getting disbursed in two different months then payment to be done on pro-rata basis. E.g – If one Proposal of 200 Lakh of a CONNECTOR / REFERRAL ASSOCIATES is sanctioned by the Bank in any month and the same gets disbursed in two tranche of 50 Lakh and 150 Lakh in the month of Disbursement and subsequent month respectively then the CONNECTOR / REFERRAL ASSOCIATES will be eligible for an Incentive of 0.60% (as per above mentioned Grid for LAP Products) on the total Sanction Amount of 200 Lakh.

The CONNECTOR / REFERRAL ASSOCIATES will be paid 0.60% of 50 Lakh in one month and 0.60% on the remaining 150 Lakh in subsequent month.

6. Case wise Additional Return generated over and above the Bank required minimum return (10% for Home Loans Products) to be calculated by deducting the minimum return expected by the Bank from the proposal from the case specific actual return (ROI+PF).

7. % CONNECTOR / REFERRAL ASSOCIATES payout to be lower of the value arrived at in Point number 4 & 5

8. Payout amount to be calculated by multiplying % payout arrived at in point number 6 with the loan amount disbursed during the month.

Common Conditions for all Products-

i. Cases disbursed during 1st of every month till 30th /31st/month end of the same month will only be eligible for Channel Partner Pay-out Calculation
ii. Pay-out will be done on monthly basis.
iii. No cases will be carried forward for the purpose of Payout Calculation.
iv. Pay out for Lap proposal sourced by HL channel partner will be same as that of MSME payout matrix.
v. Max Cap for CONNECTOR / REFERRAL ASSOCIATES payout for any Proposal will be ₹ 2 Lakh subject to the above mentioned grid.
vi. For cases >= 1 Cr, CONNECTOR / REFERRAL ASSOCIATES / Referral Associate pay out cannot be > PF collected.

Agency Seal and Signature

Note:
The Payout Grid, as mentioned below is valid till further communication. The mode of communication may be written/mail/SMS/any other acceptable mode to both parties.