CANARA BANK OFFICERS' ASSOCIATION

Retail Lending 2026

Regulatory Norms • Risk Framework • General Guidelines • Scheme Directory

01

SECTION

Regulatory & Risk Framework

Core lending norms, CRG ratings, risk tiers and turnaround standards

Core Norms & Embargo Conditions

- All Retail loan proposals received shall invariably be in-warded in NB-179.
- Embargo on Retail lending applies where NPA under any Retail Lending scheme exceeds 5%.
- Restructured / rescheduled Housing Loans shall attract an additional risk weight of 25%.

LOAN-TO-VALUE (LTV) RATIOS

Applicable to Individual Housing Loans sanctioned on or after 01.04.2023

Category	LTV Ratio (%)	Risk Weight (%)	Std. Asset Provisioning (%)
Up to Rs 30 Lakhs	≤ 80	35	0.25
Up to Rs 30 Lakhs	> 80 & ≤ 90	50	0.25
Above Rs 30L & up to Rs 75L	≤ 80	35	0.25
Above Rs 75 Lakhs	≤ 75	50	0.25

CRG Rating Model — Score Bands

Canara Retail Grade (CRG) — Own Scoring Band

Scoring Band	Rating Grade	Grade Description
> 95	CRG-Prime	Low Risk-I
> 80 ≤ 95	CRG-1	Low Risk-II
> 70 ≤ 80	CRG-2	Normal Risk
> 60 ≤ 70	CRG-3	Medium Risk
≤ 60	CRG-4	High Risk

Where CRG Is Not Applicable — Mapped to CIC Score

CIC Risk Grade	Canara Retail Grade	Risk Grade Definition
CS:1	CRG-Prime*	Low Risk-I*
CS:1	CRG-1	Low Risk-II
CS:2	CRG-2	Normal Risk
CS:3	CRG-3	Moderate Risk
CS:4	CRG-4	High Risk

Note: **CRG-Prime under CIC mapping is treated the same as Low Risk-I for delegation and pricing purposes.*

CRG Rating — Schemes Where Not Applicable

- Canara Rent
- Canara Jeevan
- Canara Cash
- Canara Pension
- Canara Home Loan Secure
- Education Loans (all variants)
- CRTS – PMSGY (up to Rs 2.00 Lakhs)
- CRTS – PMSGY (above Rs 2.00 Lakhs)
- Canara Apna Ghar
- Canara Ready Cash
- Canara HEAL
- Canara My Money
- Canara Insta MF Loan

CRG — Application Rules & Sequence Number

- Where the CRG Grade of co-applicants differs, the higher (acute) CRG Grade among all applicants — including non-earning members — is considered for deciding the Delegation of Powers.
- For Rate of Interest, the best CRG grade among applicants whose income is reckoned for loan quantum / repayment / NTH is considered. CRG grade of non-earning members is ignored for ROI purposes.

RETAIL SEQUENCE NUMBER — FORMAT

5 digits	2 digits	5 digits	5 digits
Branch DP Code	Year of Loan (YY)	Product Code	Running Serial No.

Cooling Period & Sacrifice Amount

- Written-off accounts / credit card receivables with write-off amount up to Rs 10,000, reported as non-wilful default in CICs, may be ignored after a cooling period of 24 months from the date of settlement / write-off.

MINIMUM COOLING PERIOD BY SACRIFICE AMOUNT

Sacrifice Amount (% of book liability in our Bank and outstanding with other Banks/FIs/NBFCs)	Minimum Cooling Period
Up to 10%	24 Months
Above 10% and up to 25%	36 Months
Above 25%	60 Months

TAT for Retail Loans

Nature of Credit Facilities	Sanction at Branch / RAH	Sanctions at Circle	Sanctions at HO
Housing Loan up to Rs 25 Lakh	21 days	30 days	6 to 8 weeks
Housing Loan above Rs 25 Lakh	30 days	45 days	8 to 9 weeks
Canara Rent	NA	45 days	8 to 9 weeks
Canara Mortgage / Other Mortgage-based loans	NA	45 days	8 to 9 weeks
Canara Jeevan	NA	30 days	NA
Canara Vehicle	7 days	15 days	2 to 3 weeks
Canara Budget	7 days	15 days	2 to 3 weeks

Risk Tier for Retail Lending

- Risk tiers are introduced based on Canara Retail Grade (CRG), and CIC score where CRG is not applicable, across all Retail lending schemes.

CLASSIFICATION

Risk Tier	Where CRG Applicable	Where CRG Not Applicable (CIC Score Band)
Near Prime	CRG-3	730–681
Sub Prime	CRG-4	300–680

EXPOSURE CEILING & TRIGGER LIMITS

Risk Tier	Max Ceiling of Retail Sanctions (%)	Trigger (CRG applies)	Trigger (CRG N/A)
Near Prime	10%	9%	8%
Sub Prime	5%	4.5%	4%

+0.25%

Additional ROI for Sub-Prime borrowers

Quarterly

Ceiling monitored by RM Wing

Priority Sector — Purchase / Construction

- Loans to individuals for purchase / construction of a dwelling unit per family are eligible for priority sector classification, subject to the following limits.

Category	Loan Limit (Rs Lakh)	Max. Cost of Dwelling Unit (Rs Lakh)
Centres with population of 50 lakh and above	50	63
Centres with population of 10 lakh to below 50 lakh	45	57
Centres with population below 10 lakh	35	44

Priority Sector — Repairs & Education Loans

Loans for repairs to damaged dwelling units

Category	Loan Limit (Rs Lakh)	Max. Cost of Dwelling Unit (Rs Lakh)
Centres with population of 50 lakh and above	15	63
Centres with population of 10 lakh to below 50 lakh	12	57
Centres with population below 10 lakh	10	44

- Loans to individuals for educational purposes, including vocational courses, not exceeding Rs 25.00 lakh are eligible for priority sector classification.
- Loans currently classified as priority sector will continue as such till maturity.

Review of Long-Term Retail Loans

- Scope: All Retail mortgage-based loans with present exposure above Rs 100.00 lakhs, and all Education Loans backed by mortgage with present exposure above Rs 50.00 lakhs.
- Frequency: Each eligible Retail loan (regular & standard) shall be reviewed within 2 years from the date of first disbursement, for the first time.
- Exemption: All Retail Loans up to Rs 5.00 crore sanctioned by Circle Head CAC and above authorities are exempted from the applicability of Annual Review of Term Loan.

Switchover — Floating to Fixed ROI Regime

- During reset of interest rates / regime linked to the loan account, borrowers may be given the option to switch over between floating and fixed rate regimes during the residual tenor of the loan.

Housing Loan (All Variants)

3 times

permitted switchovers

Minimum reset period: 3 years between switchovers

All Other EMI-Based Retail Loans

2 times

permitted switchovers

Minimum reset period: 3 years between switchovers

Key Facts Statement (KFS) for Retail Borrowers

- All new Retail term loan customers sanctioned on or after October 1, 2024 — including fresh loans to existing customers — shall be provided a Key Facts Statement (KFS) to help them take an informed view before executing the loan contract.
- Validity: at least 3 working days for loans with tenor of 7 days or more; 1 working day for loans with tenor of less than 7 days.
- Any fees or charges not mentioned in the KFS cannot be charged to the borrower at any stage during the term of the loan, without the borrower's explicit consent.

02

SECTION

General Guidelines

Grievance handling, mandates, documentation and housing loan eligibility

Grievances, Gold Loans & Property Revaluation

- All grievances received through the PMVL Portal should be disposed of within 3 days from the date of receipt.
- Assessment of repayment capacity for Retail Gold Loan schemes (Swarna) applies only where fresh exposure of the borrower under Gold Loan (retail and agri combined) exceeds Rs 2.50 lakhs.
- Disbursement of CRTS – PM Surya Ghar Yojana is restricted through NEFT / RTGS only.
- For fixed assets (primary / collateral) mortgaged under all HL variants, Canara Mortgage, Canara Rent, Canara LRD, Canara Site & Education Loans with outstanding of Rs 50 lakh or above, revaluation of property must be undertaken through empanelled valuers once every 5 years.
- Sanctions to a borrower exceeding total exposure (FB+NFB) of Rs 5.00 lakhs (Rs 6.00 lakhs for SHGs) must be individually sent for review to the next higher authority along with the loan application, processing note and Sanction Memorandum.
- Retail loans sanctioned by Manager / Sr. Manager of RAH / RAH-in-charge shall be reviewed by the next higher authority at RO through online pre-disbursement review, for retail loans under LAPS — except all other personal loans up to Rs 5.00 lakh.

Salary Mandates & Legal Documentation

- Waiver of salary credit / mandate for Canara Vehicle (two-wheelers) and Housing Loans may be permitted by DM/AGM RAH, DM/AGM RO-CAC or DM/AGM CO-CAC, for proposals within their powers.
- The maximum mandate amount is revised from 120% of the EMI to three times the EMI amount.
- Mandate start date is the actual date of mandate registration; a six-month buffer must be added to the mandate end date to avoid premature expiry and accommodate operational exigency.
- Legal Scrutiny Reports (LSR) must include an additional clause on Unique Land Parcel Identification Number (ULPIN), with effect from 01-05-2025.
- For additional exposure up to Rs 2 crores against existing mortgaged properties, Branches/Offices must obtain a Supplementary LSR from a panel advocate other than the one who gave the original LSR, and ensure perfection of security.

Education Loan Restrictions, ITR Validation & ROI

- Education Loan margin and/or disbursement proceeds shall not be credited to savings accounts in the name of a minor, where aggregate monthly withdrawal shall not exceed Rs 10,000.
- For Housing Loans sanctioned for a 3rd unit and above (classified as HL NP CRE): ROI for the 3rd unit is +0.25 bps, and 4th unit onward is +0.50 bps above the applicable Card Rate.

ITRs / ITAOs / Form-16 — VALIDATION CHANNELS

- **Perfios**
- **ScoreMe**
- **ITR Website**

Housing Loan — Age of Property & Sanctioning Authority

- RERA registration is not applicable where plot size is below 500 sq. mtrs and the project has not more than 8 units.
- House/flat more than 20 years old: may be permitted by RAH Head and above authorities, within their delegated powers. Above 40 years old: permitted by CO-Head CAC and above authorities, within their delegated powers.
- The residual life of the property must be at least 10 years more than the repayment end date.

PENSIONER — PENSION CREDITED WITH ANOTHER BANK

Sanctioning Level	Authority
Up to DGM-CO-CAC	NHA
Circle Head CAC and above	RSA

40%

Minimum margin on Project Cost

Higher of 50% / ₹25,000

Minimum NTH per month

Repayment Holiday — Standard Norms

2 months

Ready-built house / flat

≤ 2 mo. after / ≤ 24 mo. from 1st disbursement

Site purchase + construction (earlier of)

≤ 2 mo. after / ≤ 36 mo. from 1st disbursement

Purchase of flat under construction (earlier of)

- Ready-built house / flat: repayment holiday of 2 months.
- Site & construction (or construction on existing site): repayment commences within 2 months of completion of house, OR 24 months from first disbursement — whichever is earlier.
- Purchase of flat under construction: repayment commences within 2 months of completion, OR 36 months from first disbursement — whichever is earlier.

Repayment Holiday — Extensions for Genuine Delay

- Site & construction cases: Circle Head CO-CAC may extend the repayment holiday by an additional 12 months, beyond the permissible 24-month period.
- Flat-under-construction cases: CGM/GM-HO-CAC may extend the repayment holiday by an additional 12 months, beyond the permissible 36-month period.
- The moratorium period is included within the maximum overall repayment period.
- Until commencement of EMI, pre-EMI interest may be recovered from the borrower as and when accrued, or clubbed with principal in determining the EMI — the sanction letter must clearly stipulate the treatment adopted.
- For flats/houses under construction, pre-EMI interest should be collected as and when due; the Sanctioning Authority may permit capitalisation of interest selectively, on merits.

SECTION

03

Scheme-Specific Guidelines

Product features, eligibility and delegation across the retail scheme suite

Canara My Money

Rs 25.00 L	25%	+2% / +1%	10%
Maximum quantum	Margin	ROI above Deposit Rate (Cust. / Ex-employee)	Autoliquidation trigger (margin reduction to)

- Facility type: Term Loan & Overdraft (TL & OD).
- Eligibility: Individual retail customers and Ex-Employees.
- Maturity date is the same as the underlying Term Deposit (TD).
- Autoliquidation is triggered on margin reduction to 10% and below.

Corporate Vehicle Direct Selling Agent

- Applicable in Metro / Urban centres of the Bank.
- M/s Girnar Software Private Limited (GSPL), business name CarDekho, is empanelled as Corporate Vehicle Direct Selling Agent to route Canara Vehicle (4-wheeler) loan leads/business to the Bank.

1.30%	Rs 1,00,000	Circle Head
Commission on disbursed loan amount	Maximum commission per disbursed proposal	Approving authority for payment

Education Loan — Corporate DSAs

Sl No	Name of Corporate DSA	Areas Covered
1	M/s Santamonica Fintech Private Limited	Pan India
2	M/s Edwise International LLP	Pan India
3	M/s KC Overseas Education Private Limited	Pan India
4	M/s Senbonzakura Consultancy (Brand Name: GyanDhan)	Pan India

> Rs 7.50 L

Minimum ticket size of loan proposal

≥ 20%

Min. disbursement/utilization for fee eligibility

RAV, Head Office

Centralised point for fee/commission payment

CRTS – PMSGY (up to 3 kW)

Rs 2.00 L	10%	18 – 75 yrs	≤ 10 yrs
Maximum loan	Margin	Entry age (min – max)	Repayment period (max)

- No minimum Annual Income & NTH criteria.
- Where applicant age exceeds 65 years, the loan shall be sanctioned along with co-obligation of a legal heir aged below 60 years.
- Repayment tenor is fixed such that borrower age does not exceed 75 years by the end of the repayment period. Holiday on Loan (HOL): 6 months.
- CIC score requirement: 680 & above (or -1 to 99 for borrowers with no credit history) approved by Branch Head; below that, not eligible. For Employees/Ex-Employees: RO Head.
- Upfront disbursement to vendors: 70% of project cost (incl. 10% customer margin); remaining 30% disbursed within 30 days of satisfactory installation and post-installation verification.

CRTS – PMSGY (above 3 kW to 10 kW)

Rs 6.00 L	20%	Rs 3.00 L	Rs 78,000
Maximum loan (incl. subsidy)	Margin	Minimum annual income	Subsidy support

- NTH: applicant should have minimum monthly net take-home income of 25% of gross income, or Rs 10,000 — whichever is higher, after meeting existing and proposed loan instalments.
- Branches are not empowered to reject proposals originated through the Jansamarth Portal; the Next Higher Authority alone may reject such proposals.

Canara Ready Cash

- Pre-approved Personal Loan up to Rs 10.00 lakh for existing Canara SB Premium Payroll customers, through Straight-Through-Processing (STP) under the Digital Lending Platform.

21 – 55 yrs	> 700	Up to Rs 10.00 L	60 months
Entry age (min – max)	CIC score	Loan quantum (10× avg. 6-mo. salary)	Tenor

- Loan quantum: minimum Rs 50,000, subject to overall eligibility under Canara Budget scheme norms.
- Minimum NTH of borrower should not be less than 25%, or Rs 10,000 per month. Co-obligation waived.

Canara HEAL — Existing Customers

- Special scheme funding the shortfall in hospital expenditure while settling claims of self and/or dependents through TPAs, via Straight-Through-Processing (STP) for existing and new customers.

21 – 55 yrs	≥ 700	₹0.25L – 5.00L	6× salary / SB avg.
Age band	CIC score	Loan quantum	Quantum basis

- Eligible: Salaried & Non-Salaried existing customers. Must hold a valid Health Insurance Policy and not have slipped to SMA/NPA in the last 12 months on any existing facility.
- Salaried: six times average of last 3 months' salary credit. Non-salaried: six times average SB balance maintained.

Canara HEAL — New Customers

₹0.25L – 5.00L	36 months	Nil	₹10,000
Loan quantum	Tenor (2-mo. moratorium)	Margin	Minimum NTH

- Only Salaried class customers are eligible; applicant must open a new SB account online.
- Minimum salary credit: Rs 50,000 per month; no minimum credit turnover required in the savings account.
- Minimum debit turnover in the savings account: Rs 0.75 lakh or above in the last 6 months, with salary credited in at least 4 of the last 6 months (mandatorily in the 2 months preceding the loan application).
- Quantum: six times the average of the last 3 months' net salary credited to the salary account.

Canara Apna Ghar — Eligibility

- Target segment: individuals with a source of income having minimal or no documented income/income proof, but with digital footprints of banking and other economic activities.

21 – 60 yrs	≤ Rs 9.00 L	≥ 650	≥ 24 months
Age band	Annual income cap	CIC score	Banking / UPI transaction history

- Eligible categories (metro/urban): Salaried/Non-Salaried, small traders, shopkeepers, skilled/semi-skilled artisans, SHG members, beneficiaries of PM SVANidhi, PM Vishwakarma, Mudra, Stand-Up India, and all PMAY-U 2.0 beneficiary groups.
- Applicant should have no home, or only one home; income of up to 4 family members can be combined.

Canara Apna Ghar — Loan Amount & Margin

Loan amount is the lowest of: EMI/NMI-based eligibility, LTV-based eligibility, amount applied for, and the scheme maximum.

MARGIN — NEW vs. OLD PROPERTY

Loan Amount	New House/Flat	Old: ≤10 yrs	Old: >10 yrs
Up to Rs 25.00 L	10%	10%	25%
Rs 25.00–35.00 L	20%	20%	25%

MAX. LOAN & PROJECT COST

Purpose	Metro Centres	Other Centres
New Purchase/Construction	Rs 35.00L (proj. cost ≤ 45L)	Rs 25.00L (proj. cost ≤ 30L)
Repair & Renovation	Rs 10.00L	Rs 6.00L

EMI / NET MONTHLY INCOME (NMI) RATIO

Annual Income Slab	Max EMI/NMI Ratio
Up to Rs 3.00 Lakhs	30%
Rs 3 to 6 Lakhs	55%
Rs 6 to 9 Lakhs	60%

Note: *If salaried and paid via SB/CA, average annual salary credit over the last 12 months is taken as annual income.*

Canara Apna Ghar — Income Assessment

- Self-employed applicants (Current/CC/SB account in the firm's or personal name): Annual Income = 8% of annual credit summation of non-digital transactions + 20% of total credit summation of digital transactions (average over last 12 months).
- Alternatively, where assessed under GST: 8% of Sales Turnover declared in GST returns is treated as Annual Income (presumptive basis under Section 44AD).

Fintech Partner: M/s ScoreMe Solutions India Private Limited is onboarded exclusively for bank statement analysis, income identification and Annual Income computation under the scheme.

Canara Apna Ghar — Credit Guarantee Cover

- Housing loans up to Rs 20 lakh, for construction/purchase of a first house with carpet area up to 60 Sqm, are eligible for cover under the Credit Risk Guarantee Fund Trust for Low Income Housing (CRGFTLIH) by NCGTC.
- Cover applies to EWS (annual household income up to Rs 3 lakh) and LIG (up to Rs 6 lakh) categories; property must be urban as defined under PMAY-U, for a first house only — not for a house in a different city, a subsequent house, or improvement of an existing house.

70%

Guarantee cover on defaulted loan amount (≤ Rs 20L)

25 years

Tenor, up to age 70

Sanctioning authority: CIC score 681 and above → RAH Head; other cases → NHA.

Canara Insta MF Loan

- Loan against Mutual Fund units. Eligibility: age above 18 years, CIC score above 700.

Equity / Hybrid Mutual Fund

LOAN QUANTUM

50% of NAV
₹25,000 – ₹10.00 L

MARGIN

50%

LTV RATIO

50% (trigger at 60%)

Debt Mutual Fund

LOAN QUANTUM

75% of NAV
₹25,000 – ₹1 Crore

MARGIN

25%

LTV RATIO

75% (trigger at 80%)

Tenor: 36 months, NIL moratorium. Loan-to-value breach must be regularised within T+4 working days.

Canara Insta MF Loan — Overdue & Trigger Mechanism

TERM LOAN

- If an instalment becomes overdue, a trigger is initiated and SMS intimations are sent asking the borrower to pay overdues within T+15 working days.
- If overdues remain unpaid within the stipulated time, the Bank may liquidate Mutual Fund units equivalent to at least 2 months' instalment, including applicable penal and invocation charges.

OVERDRAFT FACILITY

- If monthly interest is not serviced and the account becomes overdue, a trigger is initiated with SMS intimations asking the borrower to regularise the limit within T+15 working days.
- If monthly interest is not serviced within the stipulated time, the Bank may liquidate Mutual Fund units — partially or in full.

Thank You

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Retail Lending 2026

General Products — Housing, Vehicle & Mortgage Loan Schemes

Housing Loan • Vehicle Loan • Canara Mortgage

01

SECTION

Housing Loan Products

Quantum, margin and eligibility norms across Housing Loan variants

Quantum of Loan & NTH Norms

72×	6×	84× / 7×
Salaried — last drawn monthly gross salary	Non-salaried — avg. annual gross income (3-yr)	Increased quantum — Low/Normal risk grade

- Salaried class: 72 times last drawn monthly gross salary — regular income ascertained by verifying the previous 6 months' salary slips.
- Non-salaried class: 6 times annual gross income (average of the three preceding financial years immediately before the year in which the loan is availed).
- Minimum Net Income/NTH: 25% after meeting the proposed instalment, subject to a minimum NTH amount of Rs 10,000.
- For the increased loan quantum of 84 times / 7 times (Low and Normal risk grades): NTH of 25%, or Rs 20,000 — whichever is higher.

Margin — New vs. Old Property

Margin applicable on the amount of Housing Loan sanctioned

Amount of Housing Loan	New House/Flat & Old House/Flat (≤ 10 yrs)	Old House/Flat (> 10 years)
Up to Rs 30.00 Lakh	10%	25%
Above Rs 30.00 Lakh & up to Rs 75.00 Lakh	20%	25%
Above Rs 75.00 Lakh	25%	25%

Canara Kuteer

- For individual household income in Rural, Urban and Metro areas, and members of Self Help Groups (SHGs).

Household Income up to Rs 1,00,000 p.a.

Max quantum: Rs 5,00,000

Household Income above Rs 1,00,000 & up to Rs 3,00,000 p.a.

Max quantum: Rs 10,00,000

NTH shall not fall below 60% of gross annual income.

Canara Home Loan Plus

- Eligibility: individuals aged 18 to 75 years who have already availed a Housing Loan with satisfactory, prompt repayment — irrespective of the period of run with our Bank.

24 months' gross salary	2× of 3-yr avg. gross income	25% / 30%	360 months
Quantum (salaried), max Rs 50.00 L	Quantum (alternative basis), max Rs 50.00 L	NTH — Salaried / Non-salaried	Max tenor, or leftover HL tenor if less

- Where the Housing Loan is for outright purchase of property, only the value at the time of sanction is reckoned. After a minimum gap of 2 years between valuations, a fresh valuation may be reckoned for determining the loan quantum.
- Maximum tenor of 360 months, or the leftover repayment period of the existing Housing Loan — whichever is less (approval: CGM HO-CAC).

Housing Loan to Agriculturists

- Eligibility: all agriculturists owning and cultivating agricultural land of more than 5 acres (irrigated) or 10 acres (dry land) in their own name.
- For agriculturists engaged in Dairy Farming, Poultry Farming, Plantation Crops and Horticultural produce, the minimum land-holding criteria need not be applied — these borrowers can be financed provided their minimum gross annual income is Rs 5.00 Lakh.
- Where Income Tax Returns are not available, an income certificate issued by the Tahsildar / Mandal Revenue Officer / District Revenue Authorities or other competent authority may be accepted as proof of income for reckoning the loan quantum.
- Moratorium period shall not exceed 3 harvesting seasons for half-yearly instalments, or 2 harvesting seasons for yearly instalments.

Housing Loan to NRIs — Eligibility & Age Norms

21 yrs	60 yrs	≥ 3 years
Minimum entry age	Standard age by which loan is fully repaid	Standard minimum NRI status

- Circle Head-CO-CAC and above authorities may, very selectively and within their delegated powers, permit a repayment period of up to 30 years, or until the borrower attains age 70 — whichever gives the longer tenor.
- Circle Head-CO-CAC and above authorities may, very selectively and within delegated powers, relax:
  - Minimum employment abroad — from 2 years to 1 year, with a valid job contract / work permit.
  - Minimum NRI status — from 3 years to 1 year.

Housing Loan to NRIs — Quantum & Relaxation Powers

4×

Max loan — annual gross income

40%

NTH after proposed EMI (and margin met)

- Maximum loan amount shall be four times annual gross income, subject to NTH of 40% after the proposed EMI and meeting margin requirements.
- RAH Head / RO Head-CAC / AGM-CO-CAC and above sanctioning authorities may, within their delegated powers, relax the loan quantum to up to 5 years of gross annual salary/income.

02

SECTION

Vehicle Loan Products

Two-wheeler, four-wheeler, electric vehicle and agriculturist vehicle schemes

Canara Vehicle — 2 Wheeler

≥ Rs 1.75 L	≥ 35%	≥ Rs 2.00 L	≤ 60 months
Salaried — min. gross salary p.a.	Salaried — NTH of gross salary	Non-salaried — min. annual income	Repayment period

- Non-salaried income evidenced by ITAO/ITR; sanctioning authority may waive this in deserving cases if satisfied on the borrower's credit-worthiness and repayment capacity, after considering other commitments.
- Minimum invoice value: Metro/Urban branches — Rs 1.00 lakh & above. Semi-Urban/Rural branches — no minimum limit.
- Loans may be sanctioned by the respective authority without reference to the branch's embargo on NPA levels under this scheme.

MARGIN

Customer Type	Existing Customer	New Customer
Salaried	15%	20%
Non-salaried	25%	35%

Canara Vehicle — 4 Wheeler (New)

≥ Rs 3.00 L	≥ 5% / ₹12,000 pm	≥ Rs 3.00 L	50%
Salaried — min. gross salary p.a.	Salaried — NTH, whichever higher	Non-salaried — min. gross annual income	Pensioners — required NTH

- Salaried individuals (with or without salary tie-up): minimum gross salary of Rs 3.00 lakh p.a.; NTH after instalment of 5% of gross salary/income or Rs 12,000 p.m., whichever is higher.
- Non-salaried: minimum gross annual income (cash accruals) of Rs 3.00 lakh p.a. as per latest ITR/ITAO, subject to a 3-year average gross annual income of not less than Rs 2.50 lakh.

Canara Vehicle — 4 Wheeler (New) — Margin

Sl No	4-Wheeler Loan Amount (New Vehicle)	Margin — Govt./PSU/ Autonomous Body Employees	Margin — All Other Customers
1	Up to Rs 10.00 Lakh	10%	10%
2	Above Rs 10.00 Lakh, up to Rs 25.00 Lakh	10%	15%
3	Above Rs 25.00 Lakh	20%	20%

Canara Vehicle — 4 Wheeler (Pre-Owned)

- Quantum of loan is the lowest of the following, for vehicles not older than 3 years:

60%	60%	60%	Rs 50.00 L
Of value appraised by an automobile engineer	Of price agreed between seller and buyer	Of original purchase price of vehicle	Maximum loan amount

- Vehicles not older than 1 month from the date of purchase / first registration (registered within one month) may be treated as a new vehicle and financed on new-vehicle terms — provided our borrower is the first transferee.
- Repayment period: 60 months.

Canara Vehicle — 4 Wheeler (Pre-Owned) — Sanctioning Authority

Sl No	4-Wheeler Loan Amount (Pre-Owned)	Min. Margin	Sanctioning Authority
1	Up to Rs 15.00 Lakh	40%	Respective sanctioning authority
2	Above Rs 15.00 Lakh, up to Rs 30.00 Lakh	50%	Regional Head-CAC and above higher authorities
3	Above Rs 30.00 Lakh, up to Rs 50.00 Lakh	50%	Circle Head-CAC and above higher authorities
4	Above Rs 50.00 Lakh to Rs 5.00 Crore	50%	ED-CAC
5	Above Rs 5.00 Crore	50%	CAC of the Board

Canara Green Wheels — Electric Vehicle

Purpose	Purchase of a new electric four-wheeler for personal / non-commercial use.
Classification	Non-Priority sector.
Income Criteria	Salaried/Non-salaried: min. Rs 3.00 L p.a. Agriculturist: applicant + co-applicant combined min. Rs 4.00 L p.a.
Eligibility	All individual borrowers, professionals, reputed firms/companies, and agriculturists.
Margin	Up to Rs 25.00 lakh — 15%. Above Rs 25.00 lakh — 25%.
Security	Hypothecation of the vehicle; comprehensive insurance for full value with Bank clause.
Guarantor	May be insisted upon; sanctioning authority may waive at discretion, case-to-case, on merits.
Release / Repayment	Loan released with margin directly to the dealer via DD/RTGS/NEFT. Maximum repayment: 84 EMIs.

Canara Vehicle to Agriculturists — Eligibility & NTH

- Eligibility: agriculturists owning and cultivating agricultural land of more than 5 acres (irrigated) or 10 acres (dry land) in their own name.
- For Dairy Farming, Poultry Farming, Plantation Crops and Horticultural Produce, minimum land-holding criteria need not be applied — financed if minimum gross annual income is Rs 4.00 lakh.
- ITR not mandatory for loans up to Rs 10.00 lakh. For loans above Rs 10 lakh where agricultural income is also declared, ITR is compulsory; if unavailable, prior clearance from RO-Head-CAC is required (for sanctions below RO-Head-CAC level).

40%

Standard NTH of gross annual income (min. Rs 1.50 L p.a.)

25%

Relaxed NTH by CGM/GM-CO-CAC & above (min. Rs 1.00 L p.a.)

Canara Vehicle to Agriculturists — Margin & Accessories

Margin is computed on the road price, inclusive of invoice value, life tax, registration charges, insurance premium and other accessories.

Loan Amount	Margin — Existing Customer	Margin — New Customer
Up to Rs 10.00 Lakh	10%	20%
Above Rs 10.00 Lakh, up to Rs 25.00 Lakh	15%	25%
Above Rs 25.00 Lakh	20%	30%

Note: *Accessories can be financed up to a limit of Rs 25,000.*

03

SECTION

Canara Mortgage

Loan-against-property margin, quantum and sanctioning delegation

Canara Mortgage — Margin & Delegation

50%	≤ Rs 750 L	> Rs 750 L
Margin on property value (per panel valuer's report)	Processed by Retail Assets Wing (HO powers)	Processed by respective Corporate Credit Wings, HO

- Where the business account is maintained exclusively with our Bank and the entire business turnover is routed through our Bank, loans may be sanctioned by the respective Sanctioning Authority up to their delegated powers, as per extant guidelines.
- RO-Head-CAC and above authorities may, up to their delegated powers, sanction loans where at least one applicant's business account — with turnover routed through it — is maintained with our Bank.

Canara Mortgage — Quantum by CRG Grade

Low / Normal CRG Grade

SALARIED CLASS

96× last drawn monthly gross salary

NON-SALARIED CLASS

8× avg. cash accruals (last 3 years)

NTH: 30% or Rs 25,000 — whichever higher

Medium / High CRG Grade

SALARIED CLASS

84× last drawn monthly gross salary

NON-SALARIED CLASS

7× avg. cash accruals (last 3 years)

NTH: min. 35% or Rs 30,000 — whichever higher

Non-salaried figures are cash accruals; salaried figures verified against the previous 6 months' salary slips. NTH is computed after meeting existing and proposed EMIs.

Thank You

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