

## Alfalah Roshan Apni Car

<b>Frequently Asked Questions</b>		
1)	<b>What is Roshan Digital Account (RDA)?</b>	Roshan Digital Account (RDA) is a major initiative of State Bank of Pakistan, in collaboration with commercial operating in Pakistan. These accounts provide innovative banking solutions for millions of Non-Resident Pakistanis banks (NRPs) seeking to undertake banking, payment and investment activities in Pakistan
2)	<b>What is Bank Alfalah Roshan Apni Car?</b>	Bank Alfalah Roshan Apni Car is an Auto Loan Facility where RDA holders can enjoy Auto Loan Facility from Bank Alfalah on Privilege terms.
3)	<b>Who can apply for Bank Alfalah Roshan Apni Car?</b>	Customers maintaining their Roshan Digital Account (RDA) with Bank Alfalah.
4)	<b>Who can benefit from this offer</b>	Bank Alfalah RDA Holders and their Family Members in Pakistan.
5)	<b>What are the benefits of Alfalah Roshan Apni Car?</b>	<ul style="list-style-type: none"> <li>▪ <b>Fast Track Processing</b> Quick and hassle free processing of Auto loan referrals made under RDA Auto Loan. This includes: <ul style="list-style-type: none"> <li>○ Minimum documentation requirement</li> <li>○ Easy &amp; flexible terms</li> <li>○ Priority processing for Lien based segment.</li> </ul> </li> <li>▪ <b>Privilege Markup Rates</b> <ul style="list-style-type: none"> <li>○ Standard Segment: 1 Year KIBOR* + 1.00%</li> <li>○ Lien Based Segment: SBP Floor Rate**+ 1.00%</li> </ul> <p>* KIBOR rate (1 year Offer Side) on the 1st of the month will be used.  **("SBP Floor Rate" published by State Bank of Pakistan, prevailing rate at the time of disbursement will be applicable)</p> </li> <li>▪ <b>Special Insurance Rates arrangement</b></li> </ul>
6)	<b>Who can be the Local Nominee / Co-Borrower for Alfalah Roshan Apni Car?</b>	To avail the Roshan Apni Car facility Local Nominee / Co-Borrower is mandatory. Nominee / Co-Borrower has to be from the following categories:  Parents, Siblings, Spouse and Children
7)	<b>What are the mandatory requirements to avail Bank Alfalah Roshan Apni Car?</b>	<p><b>Mandatory Requirements are:</b></p> <ul style="list-style-type: none"> <li>▪ Must be Bank Alfalah Roshan Digital Account Holder</li> <li>▪ Local Nominee / Co-Borrower in Pakistan is mandatory.</li> </ul>

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8)	<b>Can I Apply for this facility?</b>	<p><b>Yes you can if,</b></p> <p>You are a Bank Alfalah RDA holder and have a relative in Pakistan who can apply with you as a Nominee / Co-Borrower</p> <p><b>Minimum qualifying criteria;</b></p> <p><b>Salaried Individual:</b></p> <ul style="list-style-type: none"> <li>▪ Minimum Age 21 Years to 65 Years at time of loan maturity</li> <li>▪ Currently employed and Earning minimum U\$D 3,000/- per month or equivalent (Interbank exchange rate of decision date)</li> <li>▪ Currently employed, with a total employment experience of 06 months</li> </ul> <p><b>Self Employed Businessmen/Professional:</b></p> <ul style="list-style-type: none"> <li>▪ Minimum Age 21 to 70 years at time of loan maturity</li> <li>▪ Income U\$D 4,000/- per month or equivalent (Interbank exchange rate of decision date)</li> <li>▪ Income calculation through bank statement or tax returns</li> <li>▪ Minimum 1 Years in current Business</li> </ul> <p><b>Remittance based financing:</b></p> <ul style="list-style-type: none"> <li>▪ Regular remittance credits to your family members (Nominee / Co-Borrower) in Pakistan.</li> <li>▪ There is a continuity of remittance – at least 6 regular deposits in Nominee / Co-Borrower’s account through Foreign Account or Roshan Digital Account or Remittance Slips.</li> <li>▪ To qualify on Remittance Segment customer has to meet the segment-wise criteria i.e. Salaried, Self Employed Businessmen/Professional</li> </ul> <p><b>Lien based financing:</b></p> <ul style="list-style-type: none"> <li>▪ Roshan Digital Account holders can avail auto loan against lien on their Pak Rupee Roshan Digital Account or Pak Rupee Naya Pakistan Certificate.</li> <li>▪ 100% lien shall be marked equivalent to finance amount on Roshan Digital Account or Naya Pakistan Certificate till the maturity of auto loan.</li> <li>▪ Financing against Lien on Naya Pakistan Certificate shall be extended with respect to the term / period of Certificate. Where RDA holder wishes to avail facility for extended period he shall arrange the Certificates as per the financing tenure.</li> </ul>
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9)	<b>How can the customer apply for Roshan Apni Car?</b>	<ul style="list-style-type: none"> <li>▪ Customer will initiate the auto loan request from RDA webpage on Bank Alfalah website <a href="http://www.bankalfalah.com">www.bankalfalah.com</a></li> <li>▪ Customer is required to fill an online application form on Roshan Apni Car Web Portal.</li> <li>▪ Bank Alfalah RDA Customer Nominated Nominee / Co-Borrower in Pakistan will be contacted for further documentation and completion of formalities.</li> </ul>
10)	<b>How much Loan Facility can I avail?</b>	Minimum PKR 200,000/- and Maximum PKR 7,500,000/- for Locally Manufactured New vehicles
11)	<b>What Mode of Financing is offered in Alfalah Roshan Apni Car?</b>	Financing on Variable Rate
12)	<b>What is the period of the Loan?</b>	Minimum 2 Years to 7 Years
13)	<b>How much initial down payment do I have to make?</b>	<ul style="list-style-type: none"> <li>▪ Min 15% of Vehicle's Value Up to Rs.6.0M Financing &amp; Min 20% of Vehicle's Value for Financing above Rs. 6.0M</li> <li>▪ 0% Equity against Lien Based Financing</li> </ul>
14)	<b>What is the processing fee?</b>	You have to pay a processing fee of PKR 8,000/- (PKR 9,280/- with 16% Federal Excise Duty)
15)	<b>What other charges do I have to pay?</b>	All other charges will be applicable as per the Schedule of Service Charges.
16)	<b>Which vehicle categories are offered for financing through Alfalah Roshan Apni Car?</b>	Under Roshan Apni Car Brand New Locally Manufactured Vehicle financing is offered only
17)	<b>How do I repay the loan?</b>	<ul style="list-style-type: none"> <li>▪ Monthly installments is to be deposited in Auto Loan Repayment Account.</li> <li style="padding-left: 20px;">Or</li> <li>▪ Monthly installments may be paid through Direct Debit Instructions from PKR Roshan Digital Account.</li> <li>▪ In case of Direct Debit Instructions mandatory for Foreign Roshan Digital Account Holder to open Roshan Digital Account in Pak Rupee.</li> </ul>

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18) What will be the Insurance Rate?

Insurance Company	Insurance Rate without Tracking Device	Insurance Rate with Tracking Device
Al Falah Insurance Company Limited	1.40%	1.99%
Adamjee Insurance	1.50%	1.99%
EFU General Insurance Ltd.	1.40%	1.99%
UBL Insurers	1.40%	1.89%
Jubilee General Insurance	2.25%	2.50%

### Rates with Value Added Services

Insurance Company	Insurance Rate without Tracking Device*	Insurance Rate with Tracking Device*
Al Falah Insurance Company Limited	2.00%	2.50%
Adamjee Insurance	2.90%	3.50%
EFU General Insurance Ltd.	1.40%	1.99%
UBL Insurers	2.90%	3.50%
Jubilee General Insurance	2.25%	2.50%

### Values added Services\*

Al Falah Insurance Company Limited	<ul style="list-style-type: none"> <li>▪ Accidental death cover upto Sum Insured of the Vehicle or of PKR 2.5 million whichever is less.</li> </ul>
Adamjee Insurance	<ul style="list-style-type: none"> <li>▪ Accidental death cover upto Sum Insured of the Vehicle or of PKR 2.5 million whichever is less.</li> <li>▪ Health Insurance plan of 20% of Vehicle's Sum Insured or PKR 500,000 whichever is less. (Applicable for Age limit not more than 60 years)</li> <li>▪ Online Unlimited Medical Consultancy.</li> <li>▪ Travel Insurance Plan upto USD 50,000 (Only applicable for Vehicle with sum insured above PKR. 2 Million).</li> </ul>
EFU General Insurance Ltd.	<ul style="list-style-type: none"> <li>▪ Accidental death covers of PKR 2.5 million.</li> </ul>
UBL Insurers	<ul style="list-style-type: none"> <li>▪ Accidental death covers of PKR 2.5 million.</li> </ul>
Jubilee General Insurance	<ul style="list-style-type: none"> <li>▪ Payment of full outstanding auto finance in case of RDA holder's death.</li> <li>▪ Free Medical Cover upto 1m, in case of Hospitalization of RDA holder for 30 days.</li> </ul>

- \*Value added services shall be only applicable for the '\*Value Added Rates.'
- \*Value added Services shall only be applicable for Local Beneficiary / Nominee / Co-Borrower.
- \*Terms and conditions apply.



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19)	<b>Can I repay the loan before the maturity?</b>	Yes, you have the option to repay the loan as per the prevailing SOC's after six months of availing the finance facility
20)	<b>What is the security of the loan?</b>	The car is the security, which will be hypothecated in favor of the bank and lien will be marked with the respective Excise & Taxation Department
21)	<b>Whose name will the car be booked and registered in?</b>	Vehicle will be booked and registered in the name of the Nominee / Co-Borrower residing in Pakistan
22)	<b>What documents are required to get a car loan sanctioned?</b>	<p><b>Basic Documentation (Mandatory)</b></p> <ul style="list-style-type: none"> <li>▪ Complete Application Form</li> <li>▪ Copy of CNIC/NICOP/POC/Smart ID</li> <li>▪ Latest Photographs</li> </ul> <p><b>Lien Based Segment:</b> Only Basic Documentation</p> <p><b>Salaried Individuals:</b></p> <ul style="list-style-type: none"> <li>▪ Salary Slip / Salary Certificate</li> <li>▪ Bureau Report of Country of Residence</li> </ul> <p><b>Self Employed Individuals / Professionals:</b></p> <ul style="list-style-type: none"> <li>▪ Tax Returns</li> <li>▪ Commercial Registration Certificate (where applicable)</li> <li>▪ 06 months Bank Statement or Income Verification Report</li> <li>▪ Account Maintenance Certificate (to be furnished if required by the Bank)</li> <li>▪ Bureau Report of Country of Residence</li> </ul> <p><b>Remittance Based:</b></p> <ul style="list-style-type: none"> <li>▪ Remitter Job / Income Proof</li> <li>▪ Remitter Passport Copy (to be furnished if required)</li> <li>▪ 6 months remittance slips / 6 months Bank Statement of Remittee</li> </ul>