

NIDO - INTEREST RATE POLICY

Nido Home Finance Limited (Formerly known as Edelweiss Housing Finance Limited)

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V2025-26.02	February 3,2026	Addition of Risk Gradation Methodology
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1. INTRODUCTION

In this policy document, the term 'company' refers to Nido Home Finance Limited.

1.1 OBJECTIVE

The objective of the policy is as under:

1. To create an internal approach for calculation of internal benchmark rates i.e., Home Loan Reference Rate (HLRR) and Mortgage Reference Rate (MRR)
2. To develop a risk grading mechanism for borrowers under different products viz. HL, LAP, STHL,STLAP & CF

1.2 PREFACE

1. Reserve Bank of India (RBI) had vide its Circular DNBS / PD / CC No. 95/ 03.05.002/ 2006-07 dated May 24, 2007 advised the Boards of Non-Banking Finance Companies (NBFC's) to lay out appropriate internal principles and procedures on determining interest rates, processing and other charges.
2. Additionally, the RBI advised NBFCs to adopt suitable interest rate models, taking into account relevant factors, and to disclose the rate of interest, gradations of risk, and justification for charging different rates of interest to different categories of borrowers in its circular DNBS (PD)C.C. No. 133 /03.10.001/ 2008-09, which was issued on January 2, 2009.
3. Also, the RBI has advised vide its circular RBI/2023-24/55 DOR.MCS.REC.32/01.01.003/2023-24 has to formulate a policy on the effect on loans due to Reset of Floating Interest Rate on Equated Monthly Instalments (EMI)
4. Reserve Bank of India (Non-Banking Financial Companies – Responsible Business Conduct) Directions, 2025, states about rate of interest and approach for gradation of Risk.
5. Keeping in view of the RBI guidelines as cited above, this document is intended to present a policy framework to determine the interest rate model at Nido Home Finance Limited (Formerly known as Edelweiss Housing Finance Limited) (“Nido/Company”).

2. DESCRIPTION

1. PLR (Prime Lending Rate) is the internal benchmark rate used for setting up the interest rate on floating rate loans sanctioned by Non-Banking Financial Companies (NBFC) and Housing Finance Companies (HFC).
2. Nido offers home loan, loan against property and construction finance loans to its customers.

2.1 PROCESS FOR CALCULATION

A. Determination of PLR

The interest rate would vary for different section of borrowers based on various components as described below:

- a. Funding Cost
 - 1. Cost of Borrowings - It is the cost of raising funds from external sources
 - 2. Debt to Equity Ratio – It is the ratio of Borrowings to Equity.
- b. Liquidity Cost – It is the cost of maintaining surplus liquidity on balance sheet
- c. Credit Risk – It is the cost of risk which the business carries on account of the credit worthiness of the borrowers
- d. Operating expenses (Opex) – It is the operational cost of running the business
- e. Spread – It is the spread applicable to different products including customer and product specific margin and profitability expectations.

2.2 OVERALL REVIEW MECHANISM

The interest rates would be offered to customers on fixed, floating, and variable basis. The PLRs would be discussed at the quarterly ALM Working Group and modified taking into consideration change in any of the component(s). Basis the deliberation on the change in the PLR and its impact on existing and new customers would decide to pass on the changes to the existing or new customers. The Borrowing Cost, Liquidity Cost and Spread shall be calculated and proposed quarterly. The Debt-to-Equity Ratio, Cost of Equity, Credit Risk and Opex shall be calculated and proposed annually.

The ALM Working Group can recommend reducing the customer margins for a cohort in line with fair practice codes, whenever we are able to identify cohorts that are exhibiting good credit behavior for customer retention. It can also recommend exclusions/waiver of certain type of loans whenever there is any change in the PLR.

Values to be determined from Finance team to arrive at applicable PLR. The same is to be approved in ALCO and then to be implemented in system. In addition, in case of any extraordinary event, the ALM Working Group members shall call a meeting to discuss and review the PLR. The ALM Working Group will deliberate and take the final decision on PLR.

3. INTEREST RATE RATIONALE

Nido offers competitive interest rates across its products. However, applicable interest rate for each loan account will vary by taking into consideration multiple factors such as loan amount, type of asset, product type, tenure, profile of the borrower, loan to value ratio, past repayment track record, fixed income to obligation ratio, and basis income eligibility program while ensuring adequate margin is available for making changes to the tenure as well as EMI in event of PLR increase. Also it is advised that the maximum tenure that one can be increased on increase in PLR should be restricted to the borrowers' age norm plus 5 years or Product norm plus 5 years, whichever is lower. Thereafter the effect of increase in PLR to be given to EMI/tenure accordingly.

4. FRAMEWORK FOR CREATION OF NEW PLR

There can be different PLRs for different products, CLM arrangements where the cohorts differ in their operational cost, credit cost, financial costs, and profitability expectations. The new PLRs can be deliberated in the ALM Working group and should be computed periodically.

5. IMPLEMENTATION MECHANISM

The PLR shall also be made available on the website of Nido. The information published on the website should be updated whenever there is a change in PLR. System implementation will be initiated after approval from ALCO. Once approved, Operations will take it up for final rate change. The effect of PLR change shall be communicate to the customer in the following way:-

At the time of Sanction

Customer/Borrower shall be clearly communicated via the sanction letter about the possible impact of change in benchmark interest rate(PLR) on the loan leading to changes in EMI and/or tenor or both which needs to be accepted by the customer at the time of disbursement. Please note the elongation of tenure shall not result in negative amortization.

Post Disbursement

Subsequently, any increase in the EMI/ tenor or both on account of change in PLR shall be communicated to the borrower immediately through appropriate channels(SMS/EMAIL/WHATSAPP)

At the time of reset of interest rates, Nido shall provide the option to the borrowers to switch over to a fixed rate by charging nominal switch fee as mentioned in schedule of Fees and Charges https://www.nidohomefin.com/fees_and_charges/
(This provision shall not be applicable to loans onboarded on or after November 4, 2025.)

The borrowers shall also be given the choice to opt for (i) enhancement in EMI or elongation of tenor or for a combination of both options and, (ii) to prepay, either in part or in full, at any point during the tenor of the loan. Levy of foreclosure charges/ pre-payment penalty shall be subject to levied as per regulatory norms and the schedule of Fees and Charges updated on the website <https://www.edelweishousingfin.com/fees-and-charges/>

6. RISK GRADING METHODOLOGY

The Company adopts risk gradation methodology to ensure that the borrowers are charged rate of interest as per the risk posed by them at the time of onboarding. Borrowers are generally low risk when:

1. Loan amount is low compared to the property value (Low LTV)
2. Stable income
3. Low obligations
4. Good Repayment capabilities (Low FOIR)
5. Good repayment track record (RTR) of payments of previous loans (CIBIL)

As the borrowers vary on above-said factors, the risk posed to the Company varies. Thus, each Borrower cannot be assigned an individual rating. However, we have adopted a cohort approach which covers all the factors required to be considered for risk grading. Hence, we have adopted Risk Gradation of the Borrower which is primarily based on the income assessment program. Various programs for income assessment have been mentioned below:

1. Borrower acquired under **Normal Income program** are considered in lowest risk segment, considering we have full view on the Borrower financial health, basis declaration on the financial

by Borrower, hence highest exposure is proposed under this program with relaxed bureau norms.

2. Borrower's acquired under **Banking program** are capped on the loan amount, considering we do not have full view on the financials. However, TO is derived basis banking transactions and OD/CC utilisation, which acts as a surrogate of income, hence exposure has been capped.
3. Borrower's acquired under **Gross Margin program** are under medium risk segment, since Borrowers financial health is checked basis, the margin declared by the Borrower. We have capped the exposure, FOIR and LTV under this program
4. **Higher FOIR** program can be classified as highest risk segment, since Borrower are given higher loan amount than his financials support. To mitigate the risk, we have capped the exposure amount, LTV and Bureau score with financial caveats like no drop in TO and Cash profit.
5. Borrowers acquired under the **Assessed Income program/ Liquid Income Program** are under medium risk segment, since Borrowers' financial health is checked basis, the subjective discussions & PD of the Borrower.

Accordingly, the risk grading based on the programs is as follows:

Program	Rating
Mid Ticket Normal Income Program	Low
Affordable Normal Income Program	Low
Mid Ticket Banking Income Program	Medium
Mid Ticket Liquid Income Program	Medium
Affordable Assessed Income Program	Medium
Mid Ticket Higher FOIR Program	High
Mid Ticket Others	High
Affordable Others	High

Applicable Rate Of Interest range will be available on our website which will be updated from time to time.

Adoption of risk grading for determination of ROI charged to Borrower

Further within the same program there can be a range of risk that is based on the subjective assessment of the underwriter basis combination of various parameters of the transaction. Accordingly, the underwriter identifies additional aspects which warrant some adjustments (increase or decrease) in the ROI.

1. **Risk Factors which can reduce the ROI to some extent:** Profile stability, Collateral Quality, Loan amount, Low LTV, Comfort of additional income not considered, Asset Base etc. This gives rate benefits to the low-risk Borrowers.
2. **Risk Factors which can increase the ROI to some extent:** Issues in credit history, income seasonality/ volatility, High LTV, Low Asset Base, Single Income, etc. The Borrowers are charged risk premium to accommodate the higher risks.

To accommodate the various factors, we have assigned a range of ROI for the programs offered. The underwriter assigns a ROI to a transaction within the range. However, there can be instances of outliers given the competition intensity or subjective assessment of the risk. The Borrowers are made aware of these norms at the time of sanction, so that they can opt for suitable combination of parameters and the corresponding ROI.