

## Key Facts Statement (KFS) Auto Loan - Personal Contract Purchase (Balloon Lease Program)

This loan offers you another innovative way to own your dream car. This product is an installment loan. This KFS provides you with key product features and indicative information about interest, fees and charges. Kindly refer to our Welcome Letter for the final terms of your loan.

### Product Information - Auto Loans for Individuals



Loan Type	Installment Loan with Balloon Lease Program. You can keep your monthly payment low by paying a deposit and deferring a significant portion of the total amount until the final repayment at the end of the agreement.
Loan Amount	Lesser of: AED 750,000 or 80% of vehicle cost including accessories
Down Payment	Min. 20% of the total vehicle cost including accessories
Residual Value Amount	For 24 months loan period: Up to 60% of the total vehicle cost excluding accessories For 36 months loan period: Up to 50% of the total vehicle cost excluding accessories As part of this program, a cheque for the residual value amount will be required at the time of processing the loan.
Loan Currency	AED (Arab Emirates Dirham)
Loan Period	24 months (2 years) or 36 months (3 years)
Interest Rate (Indicative) - Fixed	Starting from 6.55% up to 9.00% on reducing balance per annum. Interest is calculated on total loan amount including residual value.
Annualised Percentage Rate (APR) (Indicative)	Starting from 7.53% up to 9.98%. APR is a reference rate, which includes applicable interest, fees and charges of the product, expressed as an annualized rate.
Loan Repayment	Your loan repayment is in Equated Monthly Installment (EMI) and is fixed for the entire loan period. EMI is calculated by adding together the principal loan amount less residual value and total interest and dividing the result by the loan period in months. This is done using a reducing balance method which means that as your loan balance reduces, with every Equated Monthly Instalment (EMI) payment, the interest portion of your EMI will reduce.

### Key Fees & Charges



Loan Processing Fee	1.05% of the loan amount (Min AED 525 and Max AED 2,625) inclusive of VAT. This is a non-refundable fee, and will not be refunded in case you decide to withdraw the loan application
Early Settlement/Foreclosure Fee	1.05% of outstanding principal amount or AED 10,500 whichever is lower (inclusive of VAT)
Partial Settlement Fee	1.05% of payment amount or AED 10,500 whichever is lower (inclusive of VAT)
Late Payment Fee	AED 52.5 (inclusive of VAT) is billed only when the monthly repayment is not received in full by the due date.

### Representative Example



Vehicle Cost	AED 150,000 (Actual vehicle cost including accessories)
Down Payment	AED 30,000
Loan Amount	AED 120,000
Loan Period	24 months (2 years)
Residual Value of Vehicle	AED 90,000 (60% vehicle cost for 2 years tenor)
Annualised Percentage Rate (APR)	9.50% APR Based on interest rate of 8.50% per annum and processing fee of 1.05%. The interest rate is equivalent to flat rate of 4.545% per annum.

Total Interest Amount	AED 10,909 Loan amount (120,000) *equivalent flat rate (4.545%) *Loan period in years (2)
Total Repayment Amount	AED 40,909 Loan amount (120,000)-Residual value (90,000) +Total Interest Amount (10,909)
EMI (Equated Monthly Installment)	AED 1,705 Total Repayment Amount (40,909) / Loan period in months (24)
Early Settlement Example	If, as per the above example, the customer wants to settle his loan early after for e.g., 12 EMIs, then his early settlement fee will be calculated as follows: <ul style="list-style-type: none"> <li>• Outstanding principal amount           AED 104,131</li> <li>• Early Settlement Fee @1.05%           AED 1093</li> </ul>
Options available post loan tenor	<ul style="list-style-type: none"> <li>• At the end of Loan tenor (24 months), the following options (subject to Bank approval at the time) are available</li> <li>• Pay Residual value (90,000) and close the loan</li> <li>• Finance Residual value (90,000) for up to 3 Years loan period as a fixed interest loan (subject to Bank's credit approval)</li> <li>• Finance Residual value (90,000) for up to 5 years loan period as a new fixed interest loan (with 20% down payment of 18,000, provided vehicle evaluation from approved evaluator and subject to Bank's credit approval)</li> <li>• Return the vehicle to the dealer If guaranteed buy back has been signed with the dealer. The dealer will settle residual value (90,000) to the Bank.</li> </ul>

### Important Links



For full and latest fees & charges and other product details please visit our website [www.emiratesnbd.com/kfs](http://www.emiratesnbd.com/kfs) or scan QR code



### Additional Information

- The loan amount you are eligible for and the interest rate offered may differ from the representative example as shown above. This will depend on your credit profile and affordability assessment done by the bank.
- Issuance of your loan is subject to credit approval and may take up to 10 business days from the time bank receives complete documentation.
- All interest charges applicable are calculated from the date of loan disbursal. This will also apply in the case of a deferred first payment date.
- The options available to the customer at the end of the loan period as outlined in the representative example are subject to customer eligibility and Bank's approval based on credit policy.
- You may contact the Bank on 600 540000 to opt for refinancing of the Balloon amount (Residual Value)
- The Bank reserves the right to make permissible changes to the Terms and Conditions. You will be given 60 calendar days' notice before such changes are implemented.
- In case you fail to fulfil your obligations as per the Terms and Conditions, before and during your relationship with us, there will be consequences including, but not limited to penalties.
- The Bank will hold security over the vehicle until the loan is repaid in full.
- We do not charge interest on accrued interest
- The Bank's Terms and Conditions (including any relevant applications and documents) shall be read and implemented in line with this KFS.
- You can contact the Bank for any enquiries, assistance or complaints at any of its branches or by visiting its website [<https://www.emiratesnbd.com/en/customer-care/complaints/>]
- The cooling-off period allows you to cancel the product within five (5) business days of signing the application or offer letter and the Bank will not be able to proceed until this period expires, unless you waive this right. To cancel within this period you must give the Bank notice.

**Warning !!!**

If you do not meet the monthly repayments on your loan, your account will go into arrears and incur late payment fees.

**Warning !!!**

When you miss repayments, this could affect your credit score and limit your ability to access loan/financing in the future.

**Warning !!!**

When you refinance<sup>1</sup> your loan or avail installment deferrals, it may take longer to pay off than your previous loan. It may also result in paying more interest.

<sup>1</sup> Includes Top-up, Restructuring or Rescheduling

**Warning !!!**

If you do not keep up your repayments, you may lose your car.

**Warning !!!**

Any other accounts you have with the Bank may be used to set off against amounts owed under your auto loan.

**Warning !!!**

In case you opt for a balloon payment, even though the installment amount will be lower throughout the period of the loan, you will have to pay a larger payment on expiry. It is your responsibility to ensure that you have sufficient repayment ability for the final lump sum payment.