

ANNEXURE "1"

Scope of Work for "Kamal Fincap Private Limited" as Business Correspondent specific to Rural Assets Products: YES Kisan Credit Card (KCC)/YES Micro Enterprise Finance (MEF)/YES Farm Mechanization (FM)

The broad scope of activities related to YES KCC/MEF/FM Product may include but not limited to the following:

1. BC Staff to pitch Rural Asset Products (YES KCC/MEF/FM) during YES JLG Loan EMI Collection Meeting, JLG Sourcing, Customer visit in BC Branch. For any references/lead details generated during either of the above-mentioned visits BC Staff to reach out to prospective customer separately.
2. Sourcing of the loan within the radius of 50 KM from mapped YBL Branch is to be carried for interested customers basis go/no go criteria listed in Bank's policy. For customers not adhering to laid out criteria lead is to be dropped.
3. BC Staff to collect required set of documents (as per Bank's policy) from eligible customers for Credit Bureau check and ensure its correctness/completeness. For any discrepancies in document/incomplete document lead is to be dropped.
4. BC Staff to ensure that required lead generation details, documents collected are sent to mapped Yes Bank Branch/ Yes Bank staff
5. BC Staff to accompany Yes Bank Branch Staff to customer residential place/ business place (as applicable) for detailed Field Investigation
6. Any other activity mutually agreed between Bank & BC from time to time