Corporate Budget & Banking Division 509,5th Floor, Bharat Sanchar Bhawan, anpath, New Delhi-110001 Ph.23734077/2303713 Fax-23734078



BSNLCO-CBB/34/2/2022-CBB

Dated: 29.12.2022

To

All Head of Circles

Sub: MOU with Union Bank of India (UBI) for extending various Loan Schemes to BSNL Employees.

MOU with <u>Union Bank of India (UBI)</u> for extending various loans to BSNL employees has been signed on 29.12.2022. This agreement is valid upto 30.11.2023. The general terms and conditions and Rate of interest are given in **Annexure-I** of MOU.

A copy of the agreement has been placed on our intranet site www.intranet.bsnl.co.in under head Director (Fin) and sub-head Budget & Finance Control.

This is issued with the approval of competent authority.

Encl: Copy of agreement

Puran Chandra
PGM (CBB)

Copy to:

1. All Circles' IFA

2. The AGM, UBI, Connaught Place Branch, F-14/15, Connaught Place, New Delhi-110001



INDIA NON JUDICIAL

Government of National Capital Territory of Delhi

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UNION BANK OF INDIA

Article Others

Not Applicable

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UNION BANK OF INDIA

OTHERS

UNION BANK OF INDIA

(One Hundred only)

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This Non-Judicial Stamp Paper is and integral part and market of DUCUMENT RETAIL LOANS MOU WITH BSHL executed by malere on.....

(पूरण भागा) (FURAN CHANDRA) HERE RESIDENCE (42 AT AT) Sir, General Manager (CBB) sex doc free fit. Frile societ, of Both E.S.H.L. Corporate Office, New Debt.

कृते मुलियन बेक औफ इंडिया For UNION BANK OF INDIA

क्षेत्र प्रमुख / Regional Head date statute forth (chiff) / R.O. Dette (South)

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MEMORANDUM OF UNDERSTANDING

THIS MEMORANDUM OF UNDERSTANDING is made as of this 29th day of December 2022.

BETWEEN

M/S Bharat Sanchar Nigam Limited (BSNL), a company incorporated under the "Companies Act 1956", having its registered office/corporate office at 3rd floor, Bharat Sanchar Bhawan, Harish Chandra Mathur Lane, Janpath, New Delhi-110001, through Shri Puran Chandra, Principal General Manager (duly authorised to enter into the present MOU), herein after referred to as "BSNL" (which term shall mean and include its successors in title, subsidiaries, associates, affiliates and assigns) of the ONE PART.

AND

Union Bank of India, a body corporate, constituted under the "Banking companies (Acquisition & Transfer of Undertaking) Act 1970", having its head office at Union Bank Bhawan, 239, Vidhan Bhawan Marg, Nariman Point, Mumbai – 400021, through Shri Rajesh Kumar, Deputy General Manager, Regional Head Delhi (South) (duly authorised to enter into the present MOU), herein after referred to as "BANK" (which term shall mean and include its successors in title, subsidiaries, associates, affiliates and assigns) of the OTHER PART.

BSNL and Union Bank of India are collectively to as "the parties".

WHEREAS:

- A. M/S Bharat Sanchar Nigam Limited (BSNL) is a company incorporated under the Companies Act, 1956 and has its registered office/corporate office at 3rd floor, Bharat Sanchar Bhawan, Harish Chandra Mathur Lane, Janpath, New Delhi-110001. BSNL is the largest telecom operating company in India having approx. 65000 employees across the country.
- B. To benefit its employees, BSNL desires a Special Loan Package for its entire staff strength on All India basis.
- C. Consequently, Union Bank of India has, at the request of BSNL, agreed in principle to lend and provide loan facilities to BSNL employees / borrower(s), on the terms and conditions set out in the approval no. RAV: 2075: 2022-23 dated 24th November 2022.

D. The Loan will be evidenced by the Loan Agreement and other Loan Documents (herein after referred to as the "Loan Documents") to be executed between Union Bank Of India and Borrowers. In

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B. B.M. Corporate Office, sales College

कृत मूनियन केल और इंडिया For UNION BANK OF INDIA

क्षेत्र प्रमुख / Regional Healt क्षेत्र प्राप्तान्य (York (Clark)) / R.O. Delv (South) consideration of the loan facilities, the parties have agreed to execute the present Memorandum of Understanding on the terms and conditions mentioned below:-

NOW THIS DEED WITNESSED AS FOLLOWS:

- 1. That Union Bank of India shall grant the loan to BSNL's employee(s) under the various head as per their requirement and the same are as follows:
 - a) Union Housing Loan
 - b) Union Miles and Union Green Miles
 - c) Union Personal Loan

The loans under the various heads as mentioned above are collectively referred to as the "Loan Facilities".

- 2. That the general terms and conditions, purpose of loan, Maximum amount , Margin Money, Multiple of salary , Recovery of instalments (EMI + Interest) and Eligibility etc. with reference to facilities applicable in respective cases are annexed herewith as Annexure-I.
- 3. That the Financial Quotations i.e. Floating Rate of Interest , Fixed Rate of Interest and Average time for Loan Sanction, for the loan facilities applicable in respective cases are annexed herewith as Annexure-I.
- 4. That the loan facilities shall be sanctioned by the appropriate authorities of the Union Bank of India with all the agreed concessions and relaxations.
- 5. That the maximum limits for the loan facilities are subject to the income / repaying capacity of borrowers.
- 6. That the security for the loan facilities shall be as applicable on the respective schemes.
- 7. That salary mandate to be registered by BSNL for recovery of instalments from the salaries of borrowers and remittance to the respective branches.
- 8. That the loan shall be sanctioned in such a manner that at no stage the net take home salary after meeting loan instalment is less than 25% of the gross salary after meeting all liabilities / deductions viz GPF, EMI, Income Tax, Insurance etc. In case of reemployed

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पूर्ते यूनियन देक आफ इंडिया FOI UNION BANK OF INDIA

9 GREE / Regional Head eithe andres finell (clinit) / R.O. Dem (South)

- persons / persons employed on compassionate ground, pension of employee shall be include for calculating 25% take home salary.
- That in case of retirement / resignation / termination / death of borrower, BSNL undertake not to release terminal benefits without obtaining prior written "No Objection Certificate" from the financing branch of Union Bank of India.
- That repayment shall commence one month after disbursal of the loan.
- 11. That this deed shall be binding upon the parties, their successors and assigns.
- 12. That any notice, demand or request under this deed shall be in writing, and shall be delivered by personal service or shall be sent by postage prepaid, registered or certified mail, telexed, telescoped or sent by person or overnight courier return receipt requested, addressed, if to the parties, at the respective address set forth in the heading of this deed, or at such other address as the addressee may designate in writing. Each notice, demand or request hereunder shall be deemed given on the date it is delivered, in the case of personal service, or the date it is deposited with the postal services, in the case of certified or registered mail.
- 13. That the parties shall hereby irrevocably submit to the exclusive jurisdiction of the Court and Tribunal in New Delhi for purposes of any suit, action or other proceeding which relates to this deed.
- 14. That no amendment, notification or release from or waiver of any provision hereof shall be effective unless in writing and signed by the parties.
- 15. That this deed may be executed in two or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument.
- 16.That this deed and the rights and obligations hereunder shall be construed in accordance with and governed by the substantive laws of the India.
- 17.If any provision hereof is found by a court of competent jurisdiction to be prohibited or unenforceable it shall be ineffective only to the extent of such prohibition or unenforceability, and such prohibition or unenforceability shall not invalidate the balance of such provision

(FURIAN CHANDRA)

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खूते युनियन बैक ऑफ इंडिया For UNION BANK OF INDAY

क्षेत्र प्रमुख / Regional Head क्षेत्र प्रकारक किसी (client) / R.O. Debi (South) to the extent it is not prohibited or unenforceable, nor invalidate the other provisions hereof.

- 18. That the Union Bank of India shall nominate at least one branch (in case their more than one branch of Union bank Of India) at each Secondary Switching Area (Telecom Revenue District) for sanction, payment of loan and payment of EMI recovered by BSNL. This MOU shall be binding upon both the parties on all India level.
- 19. Either party can terminate the MOU by giving a notice of 90 days in writing. However, all the clauses of the MOU shall be binding and enforceable in respect of outstanding loans on the date of termination irrespective of such termination.
- 20.All other terms and conditions as per MOU shall be applicable on both the parties.

21. This agreement is valid for a period up to 30/11/2023.

IN WITNESS WHEREOF, the parties have caused their respective Common Seal to be affixed to those present on the day, month and year first herein above written at New Delhi.

M/S BHARAT SANCHAR NIGAM LIMITED

Principal General Manager Bharat Sanchar Nigam Limited Corporate Office

Helev.

Bharat Sanchar Bhawan New Delhi – 110001 Rajeshla.

Dy, General Manager Union Bank Of India Delhi South, Regional Office

New Delhi - 110001

WITNESS(1)

Bharat Sanchar Nigam Limited Corporate Office

Bharat Sanchar Bhawan

New Delhi -110001

WITNESS (2)

Union Bank Of India Connaught Place Branch F-14/15, Connaught Place

New Delhi - 110001

कृते यूनियन बेक ऑफ इंडिया For UNION BANK OF INDIA

क्षेत्र प्रमुख / Regional Head क्षेत्रीय कार्यालय दिल्ली (signifi / R.O. Delvi (South)

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Annexure-I Details of the Scheme

A. Union Home:

Feature	As per Union	Home Scheme	As per App	proval		
	Annual Income levels in Rs. Lakh	Sustenance (Percentage of Net)				
Sustenance	Upto #3 takh	45%				
	> 03 lakh to upto 012 lakh	35%	Take home pay of employees should not be than 25% of the total emoluments after deductions including GPF, GSLI, income Tax, etc.			
	Above ¤12 lakh	Lower of the two: - 25% or =2.00 lakh monthly				
Rate of interest	As per IC: 3 26.09.2022.	592-2022 dated	*As mentioned in separate table below	to 0.20% in different slabs		
Processing charges	0.50% of subject to n 15,000 (pl service tax)	loan amount naximum of Rs. us applicable	Waived	Bank has already waived processing charges upto 31.01.2023 vide IC 3484-2022 dated 06.08.2022. Note: Separate note will be placed before CAC I for waiver or processing charge after 01.02.2023.		

*Approved Rate of Interest for BSNL Employees:

Loan	CIBIL Score	LTV		Salaried/Pa	rofessional	Concession Involved
Amount	mount			Male	Female	NE N
		<=80		EBLR - 0.3	NAC = 9 ADAC	
800 and above	>80&<=90	1000	EBLR = 0.3076 - 6.4076			
		<=80	1000	EBLR - 0,20% = 8,50%		Nil
Upto 30	From 750 to 799	>80&<=90		EDEK - 0.2079 - 0.2070		
Lakh	Labb	<=80	Existing	g EBLR+0.05% EBLR	EBLR	0.05 %
From 700 to 749 and -1 & 1 to 5	From 700 to 749		Approved	EBLR		17.001.100
	Externing	Existing	EBLR+0.10%	EBLR+0.05%	0.05 to 0.10%	
			EB	LR		

Loan	Annual de la constantina	T. TELL		Salaried/Pro	ofessional	Concession Involved	
mount	CIBIL Score	LTV		Male	Female		
- Section 2			Existing	EBLR + 0.15%	EBLR + 0.10%	0.05%	
		<=80	Approved	EBLR +	0.10%		
			Existing	EBLR + 0.20%	EBLR + 0.15%	0.05 to 0.10%	
	From 650 to 699	>80&<=90	Approved	EBLR +	0.10%		
1	Prom 650 to 655	<=80	Existing				
				EBLR *	0.70%		
	From 600 to 649	>80&<=90	Approved	EBLR +	0.70%	NII	
	Trem tre to	<-80	Existing	EBLR + 1.20%			
	Below 600	>80 &<=90	Approved	EBLR +	1.20%		
	Delow God	<=80		EBLR - 0.30% = 8.40% EBLR - 0.20% = 8.50%		NII	
	D 250 to 200	>80&<=90					
		<=80					
		>80&:<=90				0.10%	
	The second second second	200 (880)	Existing	EBLR+0.15%	EBLR+0.10%	0.1074	
	From 700 to 749		Approved	The state of the s	EBLR EBLR+0.15% EBLR+0.15%		
	and	- 00 8 00	Existing	EBLR+0.20%		0.15% to 0.20%	
Construction .	-1 & 1 to 5	>80&<=90	Approved	EB	EBLR + 0.20%	0.10% to 0.15%	
Above		<=80	Existing	EBLR + 0.25% EBLR + 0.20% EBLR + 0.10%			
30 Lakh		~-00	Approved	EBLR + 0.30%	EBLR + 0.25%	0.15% to 0.20%	
		>80 6<=00	Existing Approved		and the same of th	2000	
From 650 to 699	>80 &<=90		EBLR + 0.10%				
	1.000 00 00 00	<=80	Existing		0.85%		
	From 600 to 649 >80 &<		Approved	EBLR + 0.85%		Nil	
	From 600 to 649	<=80	Existing	EBLR	1.40%	1	
	Below 600	>80 &<=90	Approved	EBLR -	+ 1.40%		

Note: Offer of concessional rates as per IC:3694:2022 dated 11.11.2022 during the festive season shall be also applicable under this scheme till 31/12/2022 for the applicants having CIC score of 750 and above. Applicable ROI shall be EBLR-0.45% i.e 8.25% for the applicants having CIBIL score 800 and above & EBLR-0.35% i.e 8.35% for the applicants having CIBIL score 750 to 799.After the end of the festive offer usual rates as per above table shall be applicable.

B. Union Miles & Union Green Miles :

Feature	As per Union Miles/Green Mile scheme		5		As per Approval
		Sustenance Percentage			200000000000000000000000000000000000000
Sustenance	Annual Gross Income	CIBIL <700/-1/1 to 5/ 101-200	>700	The minim um take home pay of the applicant shall be 25% of all emoluments inclusive of all	
	Up to Rs. 3.00 lakh	45%	45%		deductions
	Above Rs. 3.00 lakh to Rs. 6.00 lakh	35%	35	×	

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Feature	As per Union Miles/G scheme	reen Mile	s	As per A	pprovat
	Above Rs. 6.00 lakh to Rs. 12.00 lakh	30%	20%		
	Above Rs. 12.00 lakh to Rs. 18.00 lakh	25%	20%		
	Above Rs. 18.00 lakh	20%	20	06	Bank has
Processing Charges	Flat Rs.1000 plus GST fo			Walved	already waived processing charges upto 31.01.2023 vide IC 3484- 2022 dated 06.08.2022. Note: Separate note will be placed before CAC I for waiver of processing charge after 01.02.2023. Concession of
Rate of interest	As per IC: 3513-2 30.08.20	022 dated 22	1	*As mentioned in separate table below	0.05% to 0.20% in different slabs

*Rate of interest under Union Miles Scheme;

Unic		Miles	Concession	
CIC Score	Existing	Approved		
800 and	EBLR i.e. 8.70%	EBLR i.e. 8.70%	Nil	
-	EBLR+0.15%		0.15%	
	EBLR+0.30%	1	0.30%	
	The second secon	EBLR+0.80%	0.50%	
		The second secon	0.05%	
The second secon	the second state of the se	EBLR i.e. 8.70%	0.30%	
	CIC Score	Union	800 and above EBLR i.e. 8.70% EBLR i.e. 8.70% 750-799 EBLR+0.15% 700-749 EBLR+0.30% EBLR+1.30% EBLR+1.45% Below 650 EBLR+1.50% EBLR+1.45%	

*Rate of interest under Union Green Miles Scheme:

	Union	Concession	
CIC Score	Existing	Approved	
800 and above	EBLR i.e. 8.70%	EBLR i.e. 8.70%	Nil
	EBLR+0.10%		0.10%
The second secon		EBLR Le. 8.70%	0.25%
650-699	EBLR+1.25%	EBLR+0.80%	0.45%
	800 and above 750-799 700-749	CIC Score Existing 800 and above EBLR i.e. 8.70% 750-799 EBLR+0.10% 700-749 EBLR+0.25%	800 and above EBLR i.e. 8.70% EBLR i.e. 8.70% EBLR+0.10% EBLR+0.25% EBLR i.e. 8.70%

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	Below 650	FBLR+1.45%	EBLR+1.40%	0.05%
-1 & 1 to 5	700-749	EBLR+0.25%	EBLR i.e. 8.70%	0.25%

Note: Offer of concessional rates as per IC:3694:2022 dated 11.11.2022 during the festive season shall be also applicable under this scheme till 31/12/2022 for the applicants having CIC score of 750 and above. Applicable ROI shall be EBLR-0.25% i.e 8.45% under Union Miles and EBLR-0.30% i.e 8.40% under Union Green Miles for the applicants having CIBIL score 750 and above. After the end of the festive offer usual rates as per above table shall be applicable.

C. Union Personal:

-	Onion Personal-			
Feature	As per Union SRLGE	Personal scheme Scheme	As per App	
Rate of nterest	As per IC: 30	043-2021 dated 02.2022	*As mentioned in separate Table below Concession of 1% in applicable ROI	
Processing Charges	0.50% of the loan amount, subject to a minimum of Rs. 500, plus service tax.		Walved under S	
	Annual Income level (In Rs. Lakh)	Sustenance (%age of Net)	Annual Income level	Sustenance (%age of Net)
Sustenance > 03 upto	Upto 93 lakh	45%	2 4 4 4	35%
	⇒ n3 lakh to upto 12 lakh	35%	Upto 3 Lakh	33/4
	Above ¤12	Lower of the two: 25% or #2 lakh monthly	Above 3 Lakh Maximum 60 months = N	25%
✓ 5 years ✓ One year prior to retirement Repayment Period		account with our bank. Maximum 84 months= Mair with our bank. Subject to the condition th co-terminus with retiremen	at repayment should be	
Takeover of personal loans	personal Banks/Fls not permitted		Takeover of personal banks/Fls/BSNL credit	societies permitted
Guarantee	Spouse of the applicant will join as co-applicant/guarantor. In case applicant is single/widow/divorced, then personal guarantee of one of the co-employees is mandatory.		Spouse of the applicant/guarantor. In case applicant is then personal guarant employees is mandator.	single/widow/divorced ee of one of the co
Employer Undertaking			As per last approval : Undertaking from emp	loyer is waived.

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eature	As per Union Personal scheme SRLGE scheme	As per Approval
i.	Bank. In case of transfer of the employee, salary account to be shifted to any of the branches of Union Bank of India at the new place of posting for recovery of EMI.	However, undertaking for recovery of loan installments from salary of borrowers & remittance to the respective branches is part of MOU entered between BSNL & Bank. This undertaking is for all types of retail lending schemes.
	in case where the applicant is not maintaining salary account with our Bank: I. To deduct the EMI from the salary of the applicant and remit the same to the Bank. II. In case of retirement/ resignation/ cessation of service (including death) of the employee, the outstanding loan amount in toto to be recovered from the terminal benefits of the employee and remitted to the Bank towards adjustment of loan.	
Employee Undertaking	In case where the applicant is maintaining salary account with our Bank: Irrevocable undertaking from the employee: I. Not to shift salary accound during currency of the loan. II. Authorizing the Bank to recove EMI from his/her salary account the salary account the salary account to any branch of Union Bank in the new place of posting. IV. Authorizing the employer to	Modified Undertaking as per enclosed form (Annexure-II) to be obtained.

Feature	As per Union Personal scheme SRLGE scheme	As per Approval
	recover the outstanding in toto from salary/terminal benefits in case of retirement/ resignation/ cessation of service (including death) and remit the same to the Bank to the Bank towards adjustment of loan. In case where the applicant is not maintaining salary account with our Bank: I. Deduct EMI from salary and remit the same to the Bank. II. Recover the outstanding in toto from salary/terminal benefits in case of +retirement/ resignation/ cessation of service (including death) and remit the same to the Bank to the Bank towards adjustment of loan	Note: This modified Undertaking is applicable to all types of retail lending schemes.

*Rate of interest under Union Personal Scheme (BSNL);

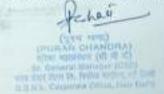
Rate of Interes	CIBIL SCORE	Existing Rates	Approved rates for employees of BSNL	Concession
Scheme	750 & Above	EBLR+2.10%=10.80%	EBLR+1.10%=9.80%	1%
Union Personal Loan for Employee of BSNL	From 700 to 749	EBLR+2.20%=10.90%	EBLR+1.20%=9.90%	1170
	From 650 to 699	EBLR+2.40%=11.10%	No change	NIL
	Less than 650	EBLR+2.70%=11.40%	No Change	

Delegated Authority: As per respective scheme guidelines and policy on Delegation on Loaning powers.

Other Terms and Conditions applicable to all the schemes above:

(1) Eligible Individuals:

- Permanent employees of BSNL.
- II. Employees on permanent deputation from Department of Telecom (DOT) to BSNL.
- iii. In case of educational loans taken for the ward of the BSNL employee, the employee (parent) will be the co-applicant of the loan.
- (2) Branch shall ensure that the minimum net take homes pay shall be maintained at 25% / 35% (as the case may be) of the gross salary after meeting all liabilities/deductions including the EMI of proposed loan/s. [This condition is not applicable to Education Loan].
- (3) BSNL to obtain mandate as per annexure II





- (4) from its employees for recovery of loan installment from their salary and remit the same to the respective branch. [This condition is not applicable to Education Loan].
- (5) Education loans up to Rs.7.50 lakh without any deviation are to be mandatorily covered under Credit Guarantee Fund Scheme for Educational Loans (CGFSEL).
- (6) The scheme will be implemented through all the branches of our Bank.
- (7) The validity of the scheme will be from 01/12/2022 to 30/11/2023.
- (8) Employee ID is to be invariably obtained. Branch to maintain the list of all BSNL Borrowers with Employee ID and other personal details for follow up.
- (9) Branch to periodically update the whereabouts (posting) & details of salary account of the employee, in case salary account is not maintained with our Bank.
- (10) Branch to ensure that at no stage the net take home salary after meeting loan installment is less than 25% of the gross salary after meeting all liabilities / deductions viz GPF, EMI, Income Tax, Insurance etc. In case of reemployed persons/persons employed on compassionate ground, pension of employee shall be included for calculating 25% of take-home salary.
- (11) Modified Employee undertaking as per Annexure II to be obtained invariably for all schemes.
- (12) Branch to convince the borrower to shift the salary account to our Bank and cross sell other retail products like credit card, insurance etc.

All other terms & conditions as per the respective schemes shall be applicable. However, RLCC/ZLCC are empowered to approve the scheme deviations on case to case basis within their delegated power as per respective scheme guidelines

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Annexure -II

IRREVOCABLE MANDATE FOR DEDUCTION FROM SALARY OF M/S BSNL EMPLOYEES

(To be obtained /submitted in triplicate & retained one copy at the Branch)

From:				To:	
Name	1				Salary Disbursing Officer, BSNL
Employee r	10. :				Juliary Disburying Officer, borne
Designation	1 :				
Departmen	t:				
Address	:				
Dear Sir / A	Madam,				
5					Personal /Union Education Lo
					with Union Bank of Indi
				_	(city) f
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to me by the	e compan	y / departmen	t from time-to	o-time.	y salary and emoluments payab mandate to deduct a sum of
) from my salar
every month	n for	months	commencing	from _	and remit th
					branch, to th
service (incl interest) to	luding de be deduci	ath), the ent ted from my r	ire loan liabi etirement/ter	ilities minal	ment/termination/cessation from (outstanding together with the benefits (payable to me) and to tof subject of loan.
I further und	ertake an	id ensure that	I shall mainta	ain my	net home salary payable to me
after allowin	g all stati	utory and other	er deduction a	at an a	adequate level to enable you to
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deduct the subject loan installment and other dues payable by me to the Bank under this mandate.

I further undertake that I shall not change my designated Saving Bank Account where my Salary/Perks /Benefits are credited without Bank's consent.

This authorization letter shall be irrevocable without the express consent of the said branch of Union Bank of India.

Yours faithfully,

Photo

(Signature of Employee)

CONFIRMATION OF THE EMPLOYER:

Signature of the authorized official of BSNL,

Name:

Designation:

Official Seal:

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