

Project Report (17MBAPR407)

**Study on comparison of rate of interest on Home Loans with reference to HDFC
Bank, Vijayapura**

BY

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Submitted to

VISVESVARAYA TECHNOLOGICAL UNIVERSITY, BELAGAVI



In partial fulfillment of the requirements for the award of the degree of

MASTER OF BUSINESS ADMINISTRATION

Under the guidance of

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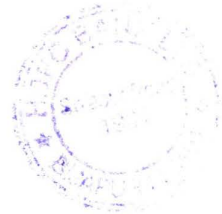
Date: 16/02/2019

This is to certify that **Sanarahat Shigli** (11A17MBA51), MBA student of Acharya Institute of Technology, Bangalore has successfully completed the internship entitled “**Study on comparison of rate of interest on Home Loans With reference to HDFC Bank**” Vijayapur, for period of 06 weeks i.e. from 03rd January 2019 to 16th February 2019. She has worked satisfactorily towards completion of project assigned to her.

During the course of training we found her sincere, enthusiastic and punctual, well behaved and obedient in nature.

We wish all the best for her future.

Authorized person



Place: Vijayapur



ACHARYA INSTITUTE OF TECHNOLOGY

(Affiliated to Visvesvaraya Technological University, Belagavi, Approved by AICTE, New Delhi and Accredited by NBA and NAAC)

Date: 05/04/2019

CERTIFICATE

This is to certify that **Ms. Sanarahat Shigli** bearing USN **11A17MBA51** is a bonafide student of Master of Business Administration course of the Institute 2017-19 batch, affiliated to Visvesvaraya Technological University, Belagavi. Project report on “**A Study on Comparison of Rate of Interest on Home Loans With Reference to HDFC Bank, Vijayapura**” is prepared by her under the guidance of **Prof. Shashi Kumar C R.** in partial fulfillment of the requirements for the award of the degree of Master of Business Administration, Visvesvaraya Technological University, Belagavi, Karnataka.

Signature of Internal Guide

Signature of HOD

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Signature of Principal/Dean Academics

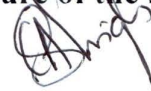
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ACHARYA INSTITUTE OF TECHNOLOGY
Bengaluru-107.

DECLARATION

I, **Sanarahat Shigli**, hereby declare that the Project report entitled “Study on comparison of rate of interest on Home Loans” with reference to “HDFC Bank Vijayapura” prepared by me under the guidance of Mr. Shashi Kumar C R, Assistant Professor Department of MBA, Acharya Institute of Technology and external assistance by Mr. S.M.Nimbal, Deputy Manager, HDFC Vijayapura. I also declare that this Project work is towards the partial fulfilment of the university regulations for the award of degree of Master of Business Administration by Visvesvaraya Technological University, Belagavi. I have undergone a summer project for a period of six weeks. I further declare that this Project is based on the original study undertaken by me and has not been submitted for the award of any degree/diploma from any other University/Institution.

Place: Bengaluru
Date: 05/04/2019

Signature of the student



ACKNOWLEDGEMENTS

I wish to express my sincere thanks to our respected Principal,**Dr. Prakash M R**, beloved Dean-Academics, **Dr.Devarajaiah R M**, and deep sense of gratitude to **Dr.M MBagali**, HOD, MBA, Acharya Institute of Technology, Bengaluru for their kind support and encouragement in completion of the Project.

I would like to thank **Mr. Shashi Kumar C R**, Asst. Professor, Department of MBA, Acharya Institute of Technology, Bengaluru and external guide **Mr. S.M.Nimbal**, Deputy Manager, HDFC, Vijayapura, who gave me golden opportunity to do this wonderful Project in the esteemed organization, which helped me to learn various concepts.

Finally, I express my sincere thanks to my Parents, Friends and all the Staff of MBA department of AIT for their valuable suggestions in completing this Project Report.

Place: Bengaluru

Sanarahat Shigli

Date:

USN: 1IA17MBA51

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EXECUTIVE SUMMARY

The project was realized at HDFC Bank Vijayapur. To prepare this project, I went into the organization to study the existing conditions, analyze and identify the problem of housing loans.

In the current economic context, retail banks need a vertically integrated and resilient value chain change to provide the most competitive products and services.

At home, it is the dream of a person who makes a lot of sacrifices, luxury and all the money raised.

Several banks or financial institutions provide housing loans, and the housing division plays a major role in nations economic development.

This project is entitled "Study on comparison of rate of interest on Home Loans with Reference to HDFC Bank".

The intention of the study is to conduct a comparative study of fixed and variable interest rates on mortgages for men and women.

For comparison, I took three private banks and three nationalized banks

It is very clear that this organization evolves from day to day through its products and services provided to the customer.

CHAPTER-1

INTRODUCTION

A project is bridge between theoretical world and practical world.

The project helped me to imply theoretical knowledge which I learnt during my academics.

Every student under Visvesvaraya Technological University of MBA has undergone an individual project.

The project period given by the university was from 3rd January 2019 to 16th February 2019, a period of 6 weeks as a part of academic curriculum under the guidance of external guide of the organization.

I did my project work in HDFC Bank Vijayapur, Karnataka. The topic of my project is "Study on comparison of rate of interest on Home Loans with Reference to HDFC Bank".

The information was collected through secondary sources and some of the data through organization.

The period of time I spent in the organization helped me in developing my skills, which would help me in future for my career.

The intention of the study was to know the comparison of rate of interest on home loans with reference to HDFC Bank for both Men and Women.

Thus , this project fulfilled the partial requirement of two years Master Of Business Administration course.

INDUSTRY PROFILE:

Origination of bank

The origination of the 'bank' is the Italian word 'Banco', the Latin word " Bancus " and the French word " Banque ". But others think that "the word bank comes from the German word" bank ".

In Italy Greece, England and other European countries the basic function of bank is money lending and money changes, Banks are plays a very important role on the development of trade and commerce and Industry.

They have become in dispensable to the economic development of the country.

They create mobilize the saving from people and provide fund for the business.

They perform several function, which are useful and valuable to trade, commerce and industry.

The bank in India is as essential as the Vedic time frame. Hindu instructor Manu has been progressing from money loaning to banking, where he has concentrated on store and loaning and characterized premium standards. During Morgan, the local brokers assumed an imperative job in obtaining cash to fund remote exchange. In the period of the East India Company, the establishments that run the financial area have changed. In 1786, the Indian General Bank was the primary joint-stock bank. Hindustan Bank and Bank of Bengal went with the same pattern.

Until 1906, Hindustan Bank pursued and the other two fizzled around then. The organization that established three banks in the principal half of nineteenth century is East India Company. The Bank of Bengal in 1809, the Bank of Bombay in 1840 and the Bank of Madras in 1843, these three banks were autonomous units and presidential banks which were notable and were functioning admirably. In the year 1920 these three banks were combined, the Imperial Bank of India was made on January 27, 1919, and when the SBI Act was passed the recently framed SBI procured the Imperial Bank of India in 1955.

After the Swadeshi movement in 1935, the Reserve Bank, the central bank, was founded by the National Bank of Punjab, the Indian Bank, Canara Bank Ltd.

On July 19, 1969, 14 noteworthy banks were nationalized and on April 15, 1980, six private business banks were taken over by the administration. Banking administrations in India are separated into two classifications: generally unscheduled and booked. The Indian financial division is administered by the Banking Act of 1949. The arranged banks are comprised of business banks and agreeable banks.

The primary period of the monetary change prompted the nationalization of 14 noteworthy banks in 1969 and moved from class banks to open banks (public banks). Accordingly, the geographic reach of the bank has expanded fundamentally. Since all divisions of the loan portfolio were distinguished as need parts, all banks needed to enlist an arrangement of loan in a base portfolio.

During the 1970s, the assembling area developed in an ensured situation and the financial part was an important source.

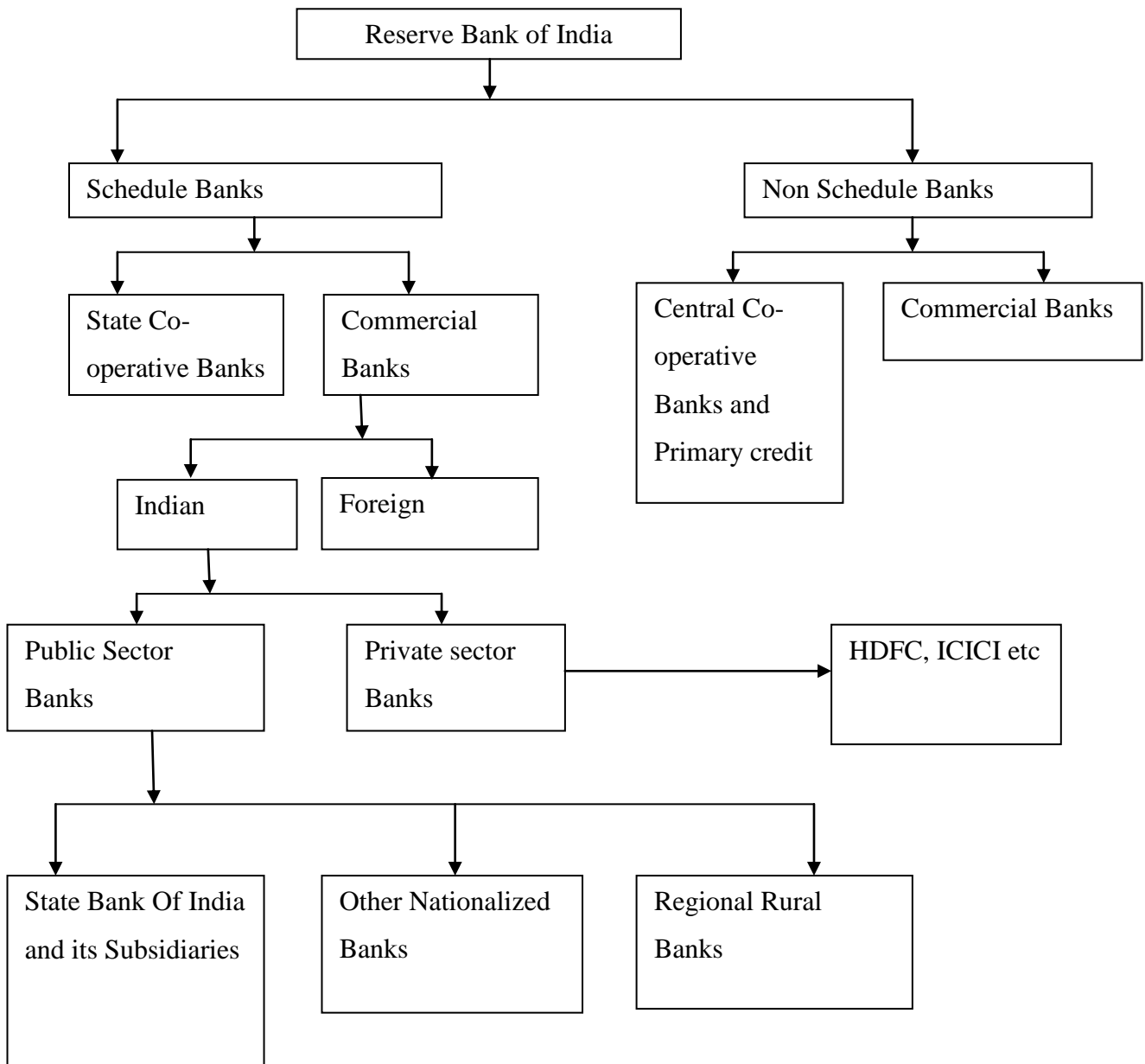
During the 1980s, six (business banks) commercial banks were nationalized because of the change. From that point forward, the number of banks modified has expanded. The modified banks were multiplied by 4 and the branches by 8.

After the second phase of reform and liberalization of the financial sector, the new private sector was launched in January 1993 in accordance with the directives that allowed entry into the market.

HDFC Bank was established in August 1994 under the name "HDFC Bank Limited" and is headquartered in Mumbai, India. In January 1955, HDFC began operating as a planned

As a component of the progression of the RBI in the Indian monetary part in 1994, HDFC was one of the essential associations to get approval as "in principle" from the RBI for the creation of a bank in the private portion.

INDIAN BANKING SYSTEM



CURRENT SCENARIO OF BANKING INDUSTRY IN INDIA:

This banking sector is the transaction stage. But in recent years the public sector banks in India that are showing the access of human resource, non-performing assets and also the increase in the government equity fund. For insane the public sector banks are merging and acquiring with other similar banks in industry.

In India the public banks have recently achieved growth of more than seventy eight percentage (78%) of total banking assets are saddled with NPA reduced revenue and income from traditional sources and also the efficient new modern technology . The private banks are not able to make competition with the public banks in India. The public banks can reach large market territory in the size and they can get funds with lower cost of public deposits. Because of this reason the private banks are going for the merger and acquisition way to improve and compete with other banks.

For the point of make improvement the private sector banks are adopting the many services to the customer like online banking, mobile phone banking, credit and debit cards, ATM facility and many more services to the customer. Private banks have started online or banking through internet, mobile banking, anyway banking, Debit cards, ATM credit card and other services. The world trade organization agreements regarding to the services sector and their development.

COMPANY PROFILE

HDFC BANK

Founded in August 1994, HDFC Bank currently has 4,963 branches in 2,277 cities and 13,160 ATM networks across India.

In context to the advancement of the Indian financial segment by the RBI in 1994, HDFC Bank was one of the main organizations to get approval "in principle" from the Reserve Bank of India for the formation of a bank in the nation in private sector

In January 1995, HDFC started working as an arranged business bank i.e., as commercial banks. The financing of housing loan in India is the HDFC that has not been enrolled in India nor in the worldwide market.

In order to maintain a leading position in the mortgage market, HDFC has maintained steady and healthy growth since 1977. The company has more than one million units in its outstanding loan portfolio.

HDFC has been fundamentally created to represent considerable authority in retail contract loaning to other market portions and has a huge client base for residential credit offices.

ABOUT THE LOGO



WE UNDERSTAND YOUR WORLD

The theme of HDFC Bank is to convey the idea of a community in which the world of financial services meets the needs of ever-changing customers.

The surrounding lines indicate the same protection limits as the shelter's boarder.

The blue pointer still represents the bank's philosophy of looking for growth and new things and looking for more exciting opportunities and more promising directions.

The keyhole represents safety and security.

Organization Details

Company	HDFC
Type of organization	Public
Organization is Traded as	BSE:500180 NSE:HDFCBANK BSE SENSEX Constituent CNX Nifty Constituent
Type of Industry	Banking ,Financial services
Was Founded in	August 1994
Head quarters are located at	Mumbai, Maharashtra India.
Area served by the organization	India
Key people of the organization	Shyamala gopinath (non-exe chairperson) Aditya puri (managing director)
Products of the company	Credit cards, consumer banking, banking, finance and insurance, investment Banking, mortgage loans, private banking, private equity, wealth management.
Revenue generated	Rs 95,461 crore (US\$13 Billion) (2018)
Net income	Rs 17,486 crore (US\$2.4 Billion) (2018)
Total Number of employees in the organization	94,907 (September 2018)
Website of the company	HDFCBank.com

Branch Details

Company	HDFC
Branch	Vjayapur, Karnataka
Address	Chalukya nagar, omkar plaza,plot no74, solapur road, 586104.
Senior manager	Gnaneshwar M.A
Deputy manager	S.M.Nimbal
Officer	Prem kumar chahuan
Cashier	Akshata , Aishwarya
Total workers	08

VISION, MISSION AND VALUES:

VISION STATEMENT

Stay in the nation as a pioneer of the advancement bank.

India's driving money related gathering with future world-class benchmarks of productivity, demonstrable skill and institutional esteem.

Maintain learning open doors as an instructive establishment with common social consideration, responsibility, fulfillment and a decent workplace.

Maximize investor esteem with significant yields per share.

MISSION STATEMENT

To keep up the Bank's situation as premiere Indian Financial Service Group, with world class standards and basic overall made plans to achieve flawlessness in customer, speculator and specialist's fulfillment and furthermore to assume noticeable job in developing and expanding money related administrations while containing emphasis on its improvement banking rule.

VALUES

- Excellence in client administration
- Profit oriented
- commitment towards Bank
- Maintaining integrity in all dealings
- Being creative and taking risk
- Working as a team
- Learning and adapting new things
- Trustworthiness
- Clarity and maintaining discipline in policies system.

PRODUCT AND SERVICES:

HDFC renders varieties of product & services to customer:

PRODUCTS

- **HDFC Home Loan**

The customers can get home loan from HDFC bank at highly competitive rate of interest. There is pre-approval of home loan so that the customers can go in search of home with more confidence. It also has special lower interest rates for women.

- **HDFC Car Loan**

The approval of car loan is done within 30 minutes in HDFC bank. There is fixed rate of interest on car loan. HDFC provides low car loan EMI's and lowest down payment. Customers can avail 100% finance for their new car.

- **HDFC Educational Loan**

To help the students to pursue education in their dream institute whether in India or abroad, HDFC offers attractive rate of interest on education loan. Loan upto 10 lakh is sanctioned at HDFC bank. The procedure is simple and clear, the service is provided at the door step.

- **HDFC Personal Loan**

The personal loan is offered to meet the urgent financial needs of customer such as weddings, vacations etc upto 40 lakh the loan is sanctioned , it also provides low EMI's.

- **HDFC Loan Against Loan property**

As a collateral customer by mortgaging their property, customers can avail higher loan amount in HDFC Bank, in this way validation are given fast and reimbursement options are flexible, the procedure is also simpler and easier.

- Loan against shares and debentures

This loan is only provided for personal purposes. The loan amount cannot be used for any other purpose linked to capital market.

- FOREX card

HDFC issues forex cards in wide range. Customers or card holders need not carry any cash in a new country as this card is safest way to carry money.

SERVICES

- Faster processing of loan with door step service
- Broking services
- Mutual funds
- ATM services
- Internet banking
- E-Pay
- Credit card facility
- Personal banking services
- Savings account
- Public provident account
- Easy EMI
- DEMAT Account

COMPETITORS INFORMATION

Name of Company	Leaders	Score of CEO	Employees	Total funding	Revenue
HDFC BANK	Aditya puri CEO	87/100	94,907(2018)	\$ 3.1 B	\$ 8.7 B
KOTAK MAHINDRA BANK	Uday S kotak CEO	76/100	33,013(2017)	\$250 M	\$ 4.3 B
IDBI BANK	Rakesh Sharma CEO	88/100	27,570 (2016)	\$783.5 M	\$ 3.4 B
IDFC BANK	V.Vaidyanathan CEO	88/100	7043 (2018)	-	\$ 1.4 B
INDUSIND BANK	Romesh Sobti CEO	95/100	25314 (2017)	\$925 M	\$ 3.5 B
SBI	Hardayal Prasad CEO	81/100	264041(2018)	-	\$ 573.1 M
AXIS BANK	Amitabh Chaudhry CEO	86/100	59,600 (2018)	\$1.9 B	\$ 2.3 B
TATA CAPITAL	Rajiv Sabharwal CEO	90/100	3407	-	\$ 81.6 M
ICBC	Gu Shu President	--	461749(2016)	\$500 M	\$ 104 B
ADITYA BIRLA NUVO	Lalit Naik Managing Director	56/100	20250	-	\$ 28.4 B
AU ALL SMALL FINANCE BANK	Sanjay Agarwal Managing Director	77/100	8515(2017)	\$ 46 M	\$ 45M

SWOT ANALYSIS INTRODUCTION



SWOT examination is the way toward distinguishing the strengths, weakness, opportunities and threats of an association. Specifically, SWOT is an essential structure for getting to inner (strength and weakness) and outer (eg, business) factors. Opportunities and threats). SWOT investigation utilizes natural information to survey an organization's position and how it can enable it to accomplish its objectives and the difficulties it faces in accomplishing the ideal outcomes. It tends to be put later on.

SWOT OF HDFC BANK

STRENGTH

- HDFC Bank is the second largest private banking sector in India with 4,963 branches in 2,277 cities and 13,160 ATM networks in India.
- HDFC is the first bank in India to receive RBI's main approval.
- One of the reasons HDFC cards are the best cards for online purchases and transactions is that ATM cards are compatible with all Visa / MasterCard, Visa / Maestro, Plus / Cyrus and American cards. National and international Express
- In Comparison with other private banks, HDFC currently has a high level of customer satisfaction.
- HDFC is one of the best places to work in the private sector.
- HDFC has a team of excellent financial advisors to guide clients with the right investment.

WEAKNESS

- The competitors of this bank are expanding in rural market, whereas HDFC doesn't have strong presence in rural areas.
- In comparison with other private banks HDFC lacks in aggressive marketing strategies.
- HDFC focuses only on high end clients.

OPPORTUNITIES

- HDFC has opportunity to enter rural market
- HDFC has good opportunities in abroad
- As HDFC has strong financial position, It has greater scope for acquisitions and strategic alliances.
- Fast track career development opportunities.
- Could seek better customer deals.

THREATS

- The increase of non banking financial companies in india.
- As other private bank imposes major threat HDFC is not able to expand its market share.
- To compete with private banks the government banks are trying to modernize.
- To invest in Indian market RBI has opened upto 74% for foreign banks.
- Lack of infrastructure in rural areas.

FUTURE GROWTH AND PROSPECTUS

There is 20% increase in net profit in every year backed by strong and healthy growth in loan book.

HDFC is one of the largest and one of the most profitable private institutions in banking. The net interest income increased by 22% and the stable net interest margin by 4.3%, also there is increase in non-interest income of 27%

The bank's operating leverage has massive growth and also there is decline in its core cost to income of 39.5% as against 41.2%. There is increase in provisions by 64% year on year as HDFC had made some contingent provision on its agriculture lending books.

There is a strong growth of 24% each in the domestic retail and corporate in total advances. In the year 2017 the total advances increased to 24% and in the year 2018 HDFC Bank reported total advances of 780,951crore.

The bank gives outstanding performance by continuing to grow its loan book at much ahead of system. Some of the financial framework highlights the measure of success achieved by the bank. The total assets had an impressive growth in the last five years at 75% per annum.

Since many years HDFC has been the consistent performer in the business. The bank is maintaining its consistency continuously, it is also gaining market share and having high earning growth.

ACHIEVEMENTS

For the year 2014

- The asian banker gave HDFC as strongest bank in india by balance sheet ranking
- HDFC was listed under FAB 50 compainies for 8th year by Forbes Asia
- HDFC received Best Bank in india, Best CEO rank1, Best CSR Rank1 and Best CFO Rank 2 by Finance Asia Country Awards
- HDFC was awarded as Best of Best domestic bank in india by Asia money

For the year 2015

- HDFC bank wins the award of National Payments Excellence
- Mr.Aditya puri wins the best CEO award for the year 2015 by Business today
- Kerala's state forum of bankers club award gives Best Bank Branch to HDFC
- Lean sigma project competition gives Best case study award to HDFC

For the year 2016

- HDFC was awarded as outstanding business leader of the year by CNBC-TV18 India business leaders awards 2015-16
- Mr.Aditya Puri received lifetime Achievement award by the financial express India's best bank awards
- HDFC Bank was runner up for the best bank of the year given by outlook money awards
- HDFC won bank of the year and best digital banking initiative award by Business today-KPMG India's best bank

For the year 2017

- HDFC receives Best Marketer in Banking Sector by the advertising club to Marquee 2017
- CIO Awards gives Best Analytics Implementation Award to HDFC
- CNBC Tv18 awards HDFC as Best performing bank in private sector
- Euromoney awards for excellence gives HDFC as Best Banking Brand in india
- HDFC receives bank of the year award by outlook money awards.

For the year 2018

- HDFC receives Best performing private Bank in total Aadhar generation and update by Aadhar Excellence Awards
- Dun and Bradstreet corporate awarded HDFC as best bank
- HDFC received Bank of the year and Fast growing large Bank by Business total.

BALANCE SHEET

	31/03/18	31/03/17	31/03/16	31/03/15	31/03/14
Capital and Liabilities:					
Total Share Capital	519.0	512.5	505.6	501.3	479.8
Equity Share Capital	519.0	512.5	505.6	501.3	479.8
Reserves	105,775.9	88,949.8	72,172.1	61,508.1	42,998.8
Net Worth	106,295.0	89,462.3	72,677.7	62,009.4	43,478.6
Deposits	788,770.6	643,639.6	546,424.1	450,795.6	367,337.4
Borrowings	123,104.9	74,028.8	53,018.4	45,213.5	39,438.9
Total Debt	911,875.6	717,668.5	599,442.6	496,009.2	406,776.4
Other Liabilities & Provisions	45,763.7	56,709.3	36,725.1	32,484.4	41,344.4
Total Liabilities	1,063,934.3	863,840.2	708,845.5	590,503.8	491,599.5
	31/03/18	31/03/17	31/03/16	31/03/15	31/03/14
Assets					
Cash & Balances	104,670.4	37,896.8	30,058.3	27,510.4	25,345.6
Balance with Banks,	18,244.6	11,055.2	8,860.5	8,821.0	14,238.0

moneyat Call					
Advances	658,333.0	554,568.2	464,593.9	365,495.0	303,000.2
Investments	242,200.2	214,463.3	163,885.7	166,459.9	120,951.0
Gross Block	3,607.2	3,626.7	3,343.1	3,121.7	2,939.9
Net Block	3,607.2	3,626.74\	3,343.1	3,121.7	2,939.9
Other Assets	36,878.7	42,229.8	38,103.8	19,094.9	25,124.6
Total Assets	1,063,934.3	863,840.2	708,845.5	590,503.0	491,599.5

CHAPTER-2

CONCEPTUAL BACKGROUND AND LITERATURE REVIEW

THEORETICAL BACKGROUND

BANK-A bank is a money related foundation approved to get stores and make advances(loans). Banks can likewise give money related administrations, for example, wealth management cash trade and safes.

The 1949 Banking Act is defined in the Bank Act as "the receipt of public funds for the purpose of lending or depositing deposits, repayment on demand, withdrawal by check or receipt by drafts".

Residential or non-Residential people who need to buy a house in India can apply for a home loan. On the off chance that you are thinking about purchasing a property, you can apply for a home loan in advance before picking your property.

Housing loans must make a solemn commitment to housing as a mortgage guarantee. The lender agrees to keep your business on the property until the lender has paid the interest.

INTRODUCTION TO HOME LOANS WITH REFERENCE TO HDFC

Home is a loved yearning of an individual that depicts the most extreme endeavors, penances, extravagances and above all gathering of funds to manage the cost of one's fantasy. Something that everybody needs to claim is a home. To rest and feel good home is the main spot. For the general population who need to have a home numerous monetary foundations like business banks are giving loans.

Since three decades HDFC has been serving in India and providing home loans accordingly at reasonable rate of interest. As HDFC has wide system of financing, the HDFC home loans provide services at door step and helps the clients to find a home as per their prerequisites.

To attract consumers many banks are providing home loans at the least expensive rate, right now to offer purchaser least expensive home advances the frames of mind of banks are more client cordial.

The Reserve Bank of India illuminated banks to encourage the flow of credit for housing finance to cut off the housing shortage in the country by keeping in mind the social-economic role of commercial banks in the present time. The market rates of home loans dropped by 50 basis points when RBI reduced bank interest rates.

The first players in this division to declare housing loan for 20 years term were HDFC Bank and standard Chartered Bank, definitely it will raise the end cost individuals to design their home for a long span; the general population who were longed for obtaining a house since quite a while, these two banks made it simpler for them to seek after their fantasy.

Advantages of home loan

- Attractive interest rates
- Helps in owning home
- Requirements of document is less
- Service is provided at the door step

Disadvantages of home loan

- Interest rates are fluctuating.
- Chances of processing files getting delayed.

SCHEMES OF HOME LOANS

1. Home loans for development of new house, buying of old house/flat.

In the beginning the lenders gave approval for home loan only for a family or the person who owned the residence. To be more competitive and after gaining some experience lenders now approve the loan even when the applicant has more than one house, flat/apartment.

There are no broad limitations on the number of houses claimed by a person. The main condition is that the assets of home loans ought not be utilized for business reason.

2. Home extension loan

The loan is accommodated for broadening or improvement of existing home. There are a few cases for which clients could bring home extension loan:

- To build an extra room
- The construction of garden or garage in surrounding of building
- To encase the gallery utilizing flame broils or sliding windows

3. Home improvement loan

These loans are given for executing repair works, for example, redesign including waterproofing, plumbing, compound divider, burrowing of well/tube-well, flooring/tiling, increments like inherent cabinets/racks, internal repairs including supplanting entryways/windows and so forth. A loan to buy family unit furniture including space-sparing furnishings (kitchen racks, cabinets, and so on) may likewise be authorized as home improvement loan.

4. Home loan for purchase of housing site

The market powers have now made this a general component of the home advance market. Before all else numerous banks did not give endorsement for such loans. For abstaining from financing for acquiring of land for speculative purposes it has been taken into consideration for organizing the plans.

5. Home equity loans

Through this loan the existing loan is transferred to newly purchased home loan including extra fund required, removing the need of pre payment of the previous loan.

ELIGIBILITY CRITERIA FOR HOME LOANS

What amount a customer can obtain?

Home Loans can extend from Rs.1lakh to Rs. 10crore, the reimbursement time/duration can differ from 1 year - 20 years relying on ability of client to reimburse/repay

Eligibility Criteria of HDFC Bank

Age: – 24-60 years

Work experience for salaried person:-1 year

Business stability of self employed:- 5 years

Loan amount eligibility: – 15lakh -10crore

Maximum loan as % of property Value:- upto90%

Maximum EMI % of income:- 65%

SOME OF THE ACCEPTABLE RELATIONSHIPS WHERE LOAN CLUBBING IS POSSIBLE

COMBINATION OF INCOME CLUBBING	YES/NO
Husband – wife	YES
Parent – Son	YES (if only son)
Parent – Daughter	YES (If only child)
Brother- Brother	YES (if currently staying together and intend staying together in the new property)
Brother – Sister	NO
Sister – Sister	NO
Parent – Minor child	Not eligible for loan

DOCUMENTS REQUIRED FOR EVALUATION OF HOME LOAN

The documents required for different classifications of candidates, relies upon their status of income.

For this reason all the Housing finance institutions separated their clients in different classifications like salaried individual, businessman, professionals etc.

The documents which stay same for every one are as follows

1. Age proof - Any one of coming up next is considered for confirmation of age, they are: Passport, Aadhar card, Voting identity card, Permanent Account Number card, Ration card Employer's identity card, School leaving Certificate and Birth Certificate.

2. Bank Balance Certificate – Annual salary slip and salary statements of the previous six months. Bank balances for all current accounts in the last 6 months (if self-employed). If required by HFI another copy of the participation investment is also required.

3. Photocopy of current credit card statement.

4. Recent Passport size photograph

5. Verification of signature by banker

6. Address proof

Ration Card, Permanent Account Number Card, Passport, Rent agreement if any, if presently residing on rent, Allotment letter from company if staying in company Quarters.

The documents required to be given by the salaried class are as follows

Salaries slip of the previous month.

Appointment letter of the company

Salary certificate

Retainer ship agreement, whenever designated as advisor.

Form-16 issued by the employer to the banks name.

Evidence of Employment

The verification of employment is confirmed by the Identity card issued by the organization and also Visiting card.

Employer's details (for private companies)

The employer's details are to be given in addition to the above documents for a private sector employee, they are: Name of promoters / Directors of the company, Background of Founders / Directors of the organization, Number of employees in the organization, Number of branches and area served by the company, Total Number of clients, Turnover of the business, and also Yearly report of business of the last few years

MISCELLANEOUS CHARGES

The customers should be careful while choosing Housing Finance Company because the banks charge minimum amount on processing fee that should be paid monthly by the customers. Typically, miscellaneous expenses range from 2.5% to 3%, administration fees of 1% and processing fee of 0.8%.

a) Processing fee

A certain amount or fee is payable to lender on applying for a loan. The amount may be fixed and doesn't depend upon loan amount or sometimes it may be fixed and doesn't depend upon loan amount or sometimes it may also depend on percentage of loan amount.

b) Prepayment Penalties

No prepayment charges are imposed on floating rate of interest.

c) Administration fee

The housing finance charges administration fee to customers depending upon the loan amount sanctioned. At the time of accepting offer letter this fee is paid. The main purpose of claiming these fees is to cover operating costs related to the loan amount for the duration of the mandate.

AMORTISATION

It is method of calculation through which the entire loan amount is paid through the tenure of the loan. It helps the customers in knowing outstanding principle amount at any point of time.

There are two methods of amortization

Annual rest

Monthly rest

Annual Rest

Annual rest is commonly known as lessening balance of the loan amount lent to the client. EMI's are determined on yearly basis in annual rests. In the first year component of interest is higher and later the component of principal increases. In basic words, the interest on the EMI's will be decreasing year after year and the principle component will be increasing.

Monthly Rest

In this way, EMI is isolated monthly to reach the principal balance of the principal over the following month. The balance here is determined on a monthly basis. Most banks have adapted to the month to month frame work

REIMBURSEMENT FACILITY

To suit the comfort of the borrower the bank has given 3 alternatives for reimbursement of the loan.

Equated Monthly installments

Uniform Monthly installments including of interest for the entire repayment of only interest for the initial five years

EMI for the following 10 years

The reimbursement will not be extended beyond the age of borrower or 70 years whichever is less.

FLEXI SAVINGS ACCOUNT

To decrease the cost of borrowing banks provide flexi savings account. The client can give standing instructions to deduct the EMI payment for loan once their savings account is open. Then the client can prepay the loan at any point and they will be given instant credit for the same.

CUSTOMISED REPAYMENT SCHEME

Since 1977 HDFC has been in home loan section, it has also introduced new features to home loan. HDFC offers customized reimbursement plans, remembering that each individual has unique problems, which requires unique solutions.

The reimbursement choices are

Step up repayment

Adaptable loan installment

Ball payment scheme

HDFC Bank Home Loan Interest Rates

HDFC Home Loan Floating Interest Rate

a. Upto 30lakh - 6.50 %

b. 30 to 75lakh- 8.75%

HDFC Home Loan Fixed Interest Rate

a. Upto 30lakh - 6.50 %

b. 30 to 75lakh – 8.75%

HOME LOAN FACILITIES WITH VARIOUS ADD ON BENEFITS

By providing various add on benefits the banks have buckled up for the completion of home loan products. In order to make their home loan competitive the banks have tied up with various property insurance companies. The banks provide value added services like SMS alert to help the customer in keeping track of the loan status, e-mail etc

FUTURE OF HOME LOANS

The banks are dying to sell home loans as it one of the basic needs to be fulfilled for a living, customers also have become active participant for taking home loans.

According FY-19 report home loan growth may rise to 17 to 19%, in the year 2018 it had grew to 16%.

HFC's might need to tie up for Rs 4 trillion of incremental funds to meet the growth plans.

The rates on new loan accounts have come down more than existing loan accounts because the new accounts are viewed as fresh sales.

LITERATURE REVIEW

Sl.no	Author	Title of the article	Objectives	Gap identified
1	Jerry Green, John b. Shoven (1983)	The effects of interest rates on mortgage prepayments	The interest rates differential for mortgages of a fixed duration	If the rate of interest is fixed on the loan taken the interest will not be changed for the tenure period.
2	Jack c. Harris (1989)	The effects of real rates of interest on housing prices	The real rate of interest as viewed by the home buyer, is the mechanism for affecting change in the housing price levels	The housing price levels depends upon the tenure period and it does not effect the real rate of interest if the interest is fixed.
3	Mark Meador (1982)	The effects of mortgage laws on home mortgage rates	Mortgage rates differ between regions	The loan rate doesn't differ because there is standard rate of interest on certain amount taken by the consumer
4	Wendy Edelberg (2004)	Risk – based pricing of interest rates in household loan markets	The fluctuation of rate of interest increasing the risk in market	The market might be affected if the rate of interest on home loans suddenly changes from low to high
5	Karl E Case, John M Quigley (2008)	How housing booms unwind: income effects, wealth effects and feedbacks through financial markets	Rapid change in interest effecting income	As the repayment facility depends upon the customer's income so the change in rate of interest might effect on the income of the customer

6	Alan K. Reichert (1990)	The impact of interest rates, income and employment upon regional housing prices	The objective of this article is to identify important differences in the way new housing prices react to national factors	The new interest rates are very flexible in nature in current environment hence new housing prices positively impact national factors.
7	Dag Henning Jacobsen, Bjørn E Naug (2005)	What drives house prices?	Tripling in housing prices	Increasing in housing prices but giving convenience in repayment facilities keeps the house prices driving
8	William B English (2002)	Interest rate risk and bank net interest margins	Changes in interest rate effecting bank net margins	For housing finance companies changes in the interest rate is profitable for the organization.
9	Gary Painter, Christian L Redfearn (2002)	The role of interest rates in influencing long – run homeownership rates	Interest rates playing important role for home loans	Interest rate is the key for home loans as it generates income from the rate of interest on home loans, thus it plays an important role
10	Marco Di Maggio, Amir Kermani, Benjamin J Keys, Tomasz Piskorski, Rodney Ramcharan (2017)	Interest rate pass – through: Mortgage rates, household consumption and voluntary deleveraging	Borrowers with lower incomes doesn't get more benefitted	There is eligibility criteria for taking up on home loans so it depends upon the customers on the loan amount and the tenure period. Some of the lower income borrowers might be benefitted.
11	Robert J Shiller (2007)	Understanding recent trends in	From low down payment loans to having greater	Low down payment facility is already

		house prices and home ownership	access should increase home ownership	available with certain repayment rates thus these days access to home ownership is easier.
12	Ron J Feldman (2001)	Mortgage rate, homeownership rates and government – sponsored enterprises	Smaller changes in interest rate having much larger effect.	A little change in the rate of interest on home loans will not impact so much on a larger effect as the rate of interest is decreasing day by day.
13	John M Quigley	Interest rate variations, mortgage prepayments and household mobility	The changes in rate is being favourable to lending sector	There is only slight change in rate of interest if the customers opt for floating rate of interest and that will not be very favourable to lending sector
14	James B Kau, Donald C Keenan, Walter J Muller, James F Epperson (1992)	A generalized valuation model for fixed – rate residential mortgages	Fixed rate of interest on home loans terminate the mortgage contract	The mortgage contract will not be terminated on fixed rate of interest on home loans as the repayment facility is according to the suitability and convenience of the customer
15	Upinder S Dhillon, James D Shillingn, CF Sirmans	Choosing between fixed and adjustable rate: Note	Providing wide variety to borrowers	The customers have option to choose between floating rate of interest and fixed rate of interest , there is different rate of interest for both men and women
16	Dwight M Jaffee (1975)	Cyclical variations in the	Fluctuation on the structure of interest rates	There is a fluctuation change in interest

		risk structure of interest rates		rate only if the customer chooses for floating rate of interest otherwise it remains the same
17	Eric Hillebrand, Faik Koray (2008)	Interest rate volatility and home mortgage loans	Positive relation between mortgage rates and mortgage loan amount	the home loans rate of interest and home loan amount doesn't relate positively most of the times.
18	John M Quigley	Interest Rate variations, mortgage prepayments and household mobility	Mortgages having more favorable interest rates	Home loans doesn't have favorable interest rates but they provide convenient repayment facility
19	Jerry R Jackson, David L Kaserman (1980)	Default risk on home mortgage loans: a test of competing hypotheses	The mortgage loan providing insurance on home loans if the risk is higher	The housing finance doesn't provide insurance on home loan even if the risk on rate of interest is higher
20	James Francis Devlin (2002)	An analysis of choice criteria in the home loans market	Customers preferring home loans most frequently	Home is the basic need and as home loans provides flexible rate of interest these days thus the choice in market has increased

CHAPTER 3

RESEARCH DESIGN

STATEMENT OF THE PROBLEM

High rate of interest on Home Loans

NEED FOR THE STUDY

- The aim of this study is to acquire knowledge of the processing system of Home Loans.
- To gain knowledge about various perspective about HDFC Home Loan

OBJECTIVES OF THE STUDY

- To understand different plans/schemes and the effect of rate of interest on home loans.
- To know the rate of interest on home loans given by the bank to male and female.
- To understand the loan procedure adopted by the HDFC Bank

SCOPE OF THE STUDY

The motive of preparation of this report is to focus on rate of interest of home loans with special reference to HDFC bank, to know about different types of home loan finalized by the bank, to know in detail about bank schemes on Home loans and also to compare the rate of interest on home loans with other banks.

RESEARCH METHODOLOGY

Descriptive method of Data Analysis has been adopted for the study.

SOURCES OF DATA COLLECTION

PRIMARY DATA

The primary data has been collected by interacting with the employees of HDFC Bank.

SECONDARY DATA

For my study the data collected is only through secondary sources such as

- Bank websites
- Books
- Bank records
- Prospectus of the Bank

LIMITATIONS OF THE STUDY

- This study covers the comparison of rate of interest with other banks on loan amount upto 75 lakh only.
- The study is predominantly based on secondary data.
- The generalization is based on the information collected.
- The collection of data by several banks has been difficult.
- Some of the banks did not have adequate data on the subject that lead to lack of collection of information.

CHAPTER SCHEME

CHAPTER 1

The chapter one includes introduction about the project, industry profile, company profile, vision mission and values, products and services provided by the company, competitor's information, SWOT Analysis, Achievements, Future growth and prospectus and Balance sheet.

CHAPTER 2

The second chapter of the project focuses on theoretical background of the study and literature review with research gap.

CHAPTER 3

This chapter contains statement of the problem, Need for the study, Scope of the study, Research Methodology, Limitations of the study and chapter scheme.

CHAPTER 4

In this chapter the analysis and interpretation of the data collected is presented with suitable graphs.

CHAPTER 5

The chapter includes summary of findings, suggestions and conclusion winds up the report.

CHAPTER 4- ANALYSIS AND INTERPRETATION

COMPARISON OF RATE OF INTEREST ON HOME LOAN WITH REFERENCE TO HDFC

FIXED RATE OF INTEREST- The fixed rate of interest loan is a loan where the interest rate doesn't fluctuate during the fixed rate period of time.

FLOATING RATE OF INTEREST- The floating rate of interest is also known as a variable or adjustable rate that does not have a fixed rate of interest over the life of the instrument.

1) Comparison of rate of interest with HDFC and YES bank

Eligibility Criteria of HDFC Bank

Age: – 24-60 years

Work experience for salaried person:-1 year

Business stability of self employed:- 5 years

Loan amount eligibility: – 15lakh -10crore

Maximum loan as % of property Value:- upto90%

Maximum EMI % of income:- 65%

Eligibility criteria of YES bank

Age:- 21-60 years

Work experience for salaried person:-3 years

Business stability of self employed:- 3 years

Loan amount eligibility:-10lakh to 5crore

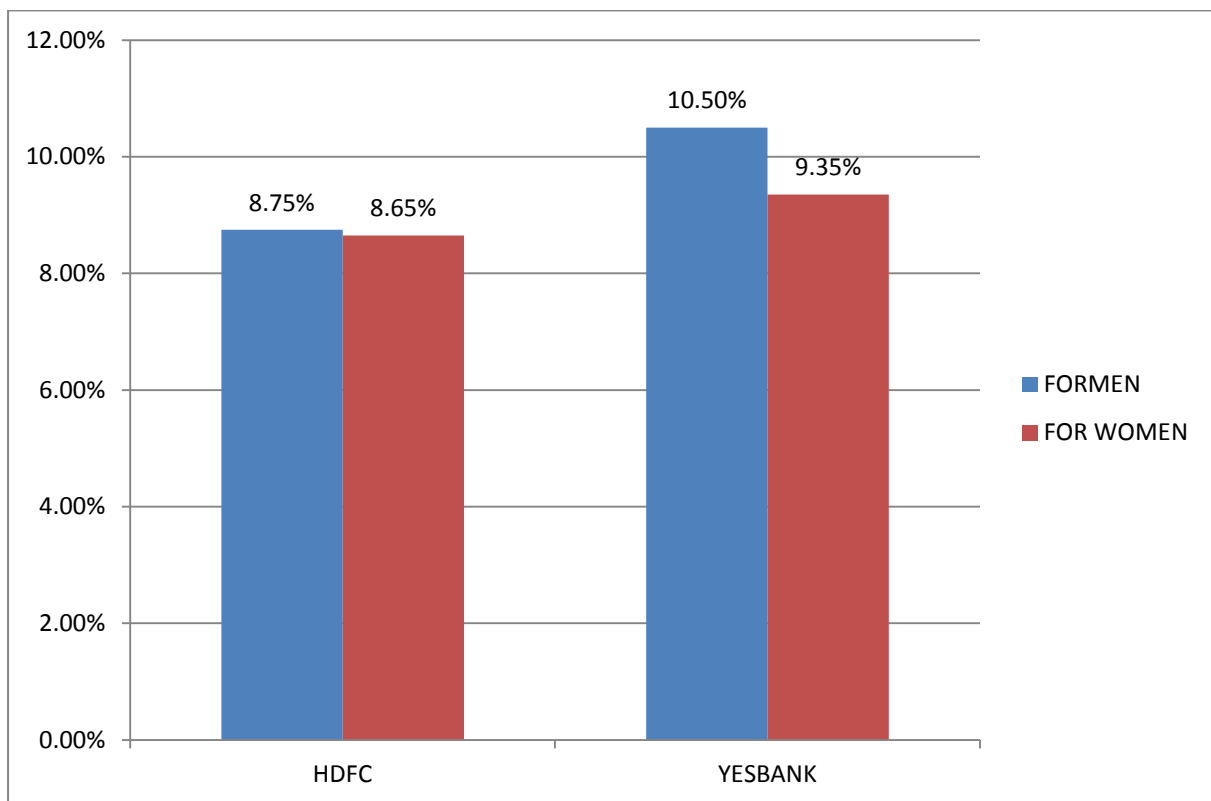
Maximum loan as % of property Value:- 70%

Maximum EMI % of income:- depends upon the amount

4.1 Table showing Comparison of fixed rate of interest of HDFC and YES Bank

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO 75 LAKH	8.75%	8.65%
YES BANK	UPTO 75LAKH	10.50%	9.35%

Graph 4.1



Analysis and Interpretation

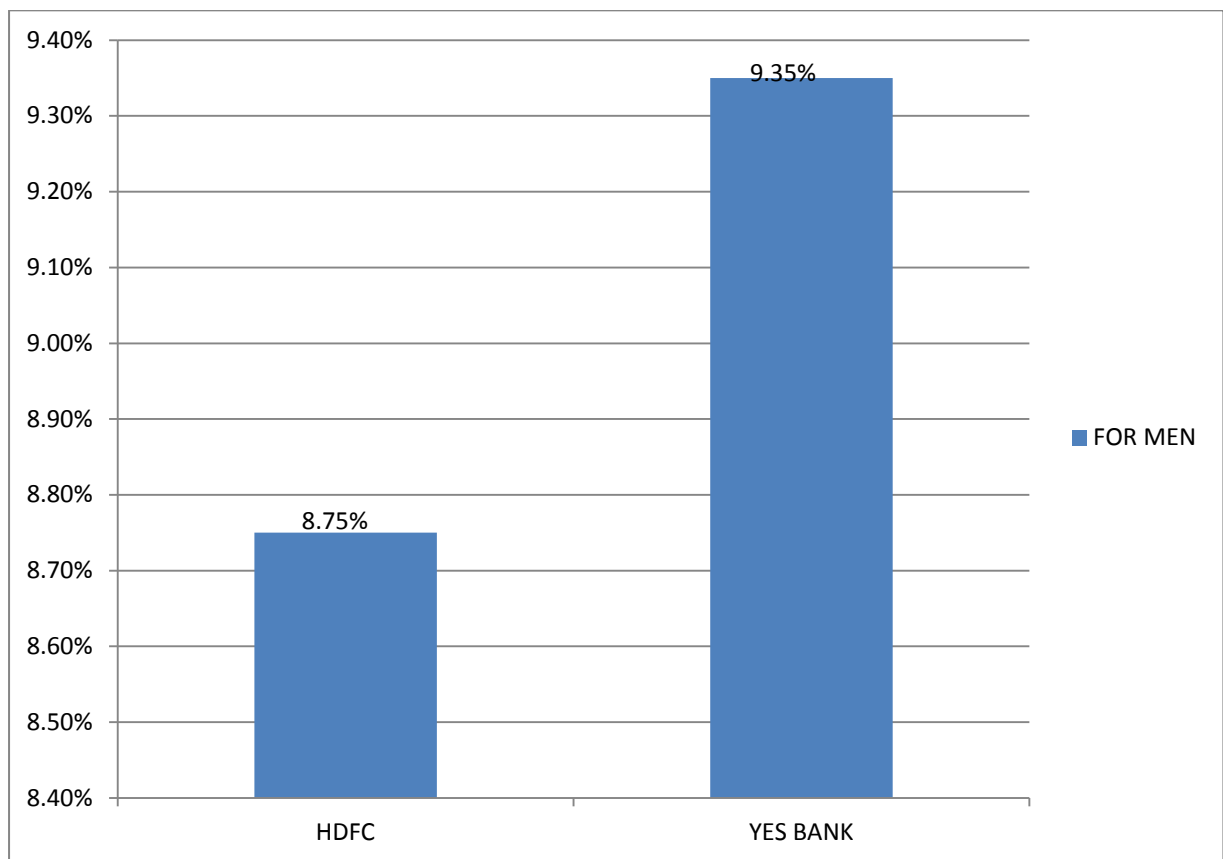
The above analysis shows that HDFC has lower fixed rate of interest for both men and women compared to YES BANK.

YES Bank has 1.75% higher fixed rate of interest for men and 0.7% for women in comparison with HDFC.

4.2 Table showing Comparison of floating rate of interest of HDFC and YES Bank

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO 75 LAKH	8.75%	NOTAPPLICABLE
YES BANK	UPTO 75 LAK	9.35%	NOT APPLICABLE

Graph 4.2



Analysis and Interpretation

The above graph represents that HDFC has lower floating rate of interest on loan upto75lakh for men compared to YES Bank.

Whereas YES Bank has 0.6% higher floating rate of interest on loan upto75lakh for men.

Both HDFC and YES Bank doesn't provide floating rate of interest for women, as women are not applicable for applying house loan on floating rate of interest

2) Comparison of rate of interest with HDFC and ICICI Bank

Eligibility Criteria of ICICI Bank

Age:-21-60 years

Work experience for salaried person:-2 years

Business stability of self employed:-5 years

Loan amount eligibility:-15lakh to 10crore

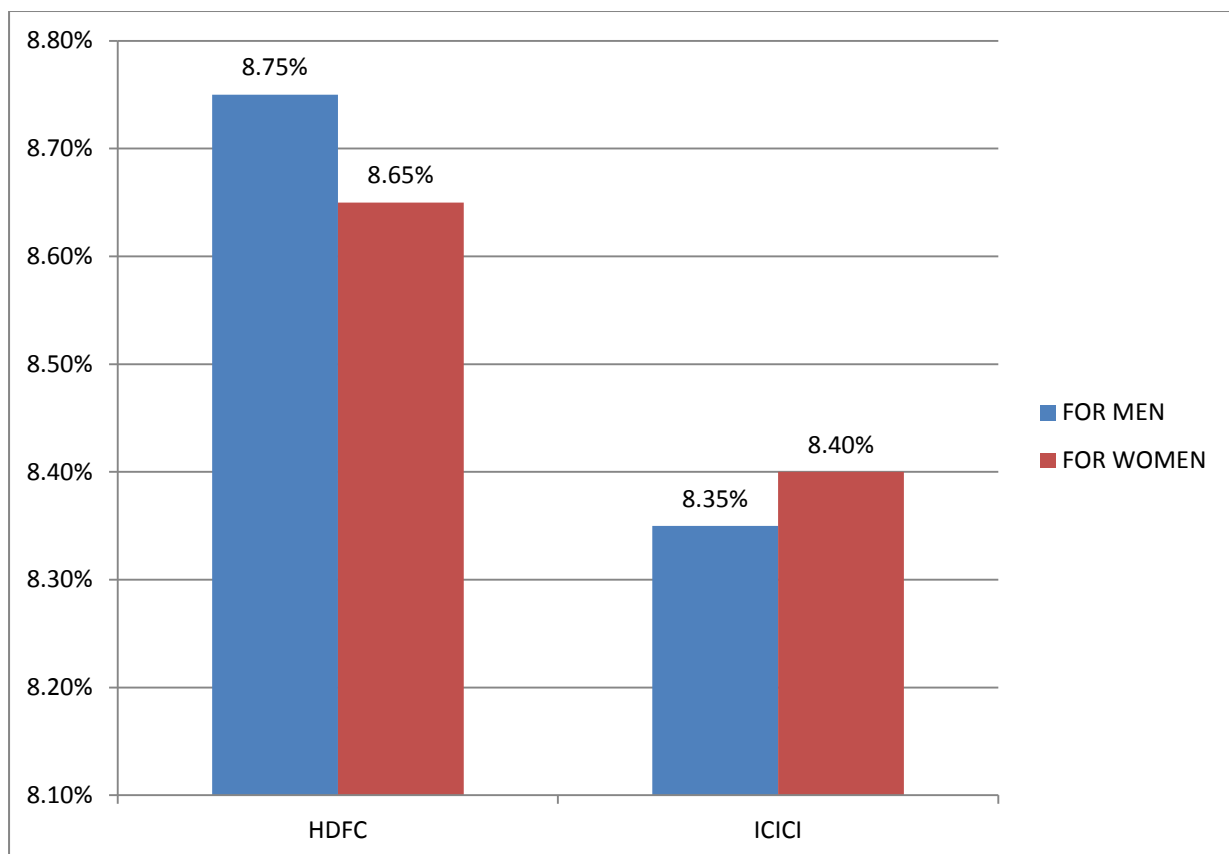
Maximum loan as % of property Value:-upto80%

Maximum EMI % of income:-upto65%

4.3 Table showing Comparison of fixed rate of interest of HDFC and ICICI Bank

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO75LAKH	8.75%	8.65%
ICICI	UPTO75LAKH	8.35%	8.4%

Graph 4.3



Analysis and Interpretation

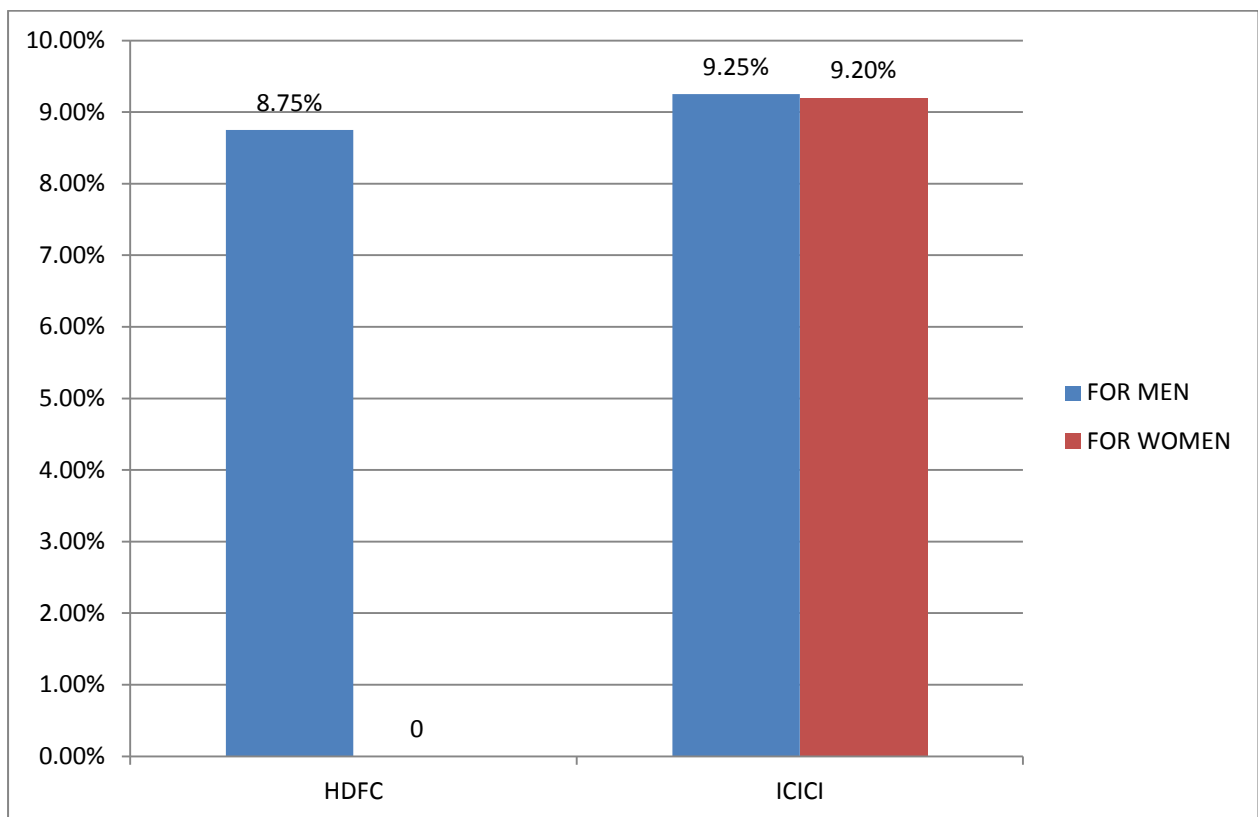
The above analysis shows that HDFC has high fixed rate of interest for loan upto75lakh for both men and women compared to ICICI Bank.

HDFC has 0.4% higher fixed rate of interest for men and 0.25% for women in comparison with ICICI.

4.4 Table showing Comparison of floating rate of interest of HDFC and ICICI Bank

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO75LAKH	8.75%	NOT APPLICABLE
ICICI	UPTO75LAKH	9.25%	9.20%

Graph 4.4



Analysis and Interpretation

The above graph represents that HDFC has lower floating rate of interest on loan upto75lakh for men compared to ICICI Bank. Whereas ICICI Bank has 0.5% higher floating rate of interest on loan upto75lakh for men.

ICICI bank provides home loan for women on floating rate of interest on loan amount upto75lakh at 9.20% interest rate , but HDFC doesn't provide home loan for women on floating rate of interest as that is not applicable under their bank norms

3) Comparison of rate of interest with HDFC and DHFL

Eligibility Criteria of DHFL Bank

Age:-21-60 years

Work experience for salaried person:- 2 years

Business stability of self employed:- 5 years

Loan amount eligibility:-15lakh to 5crore

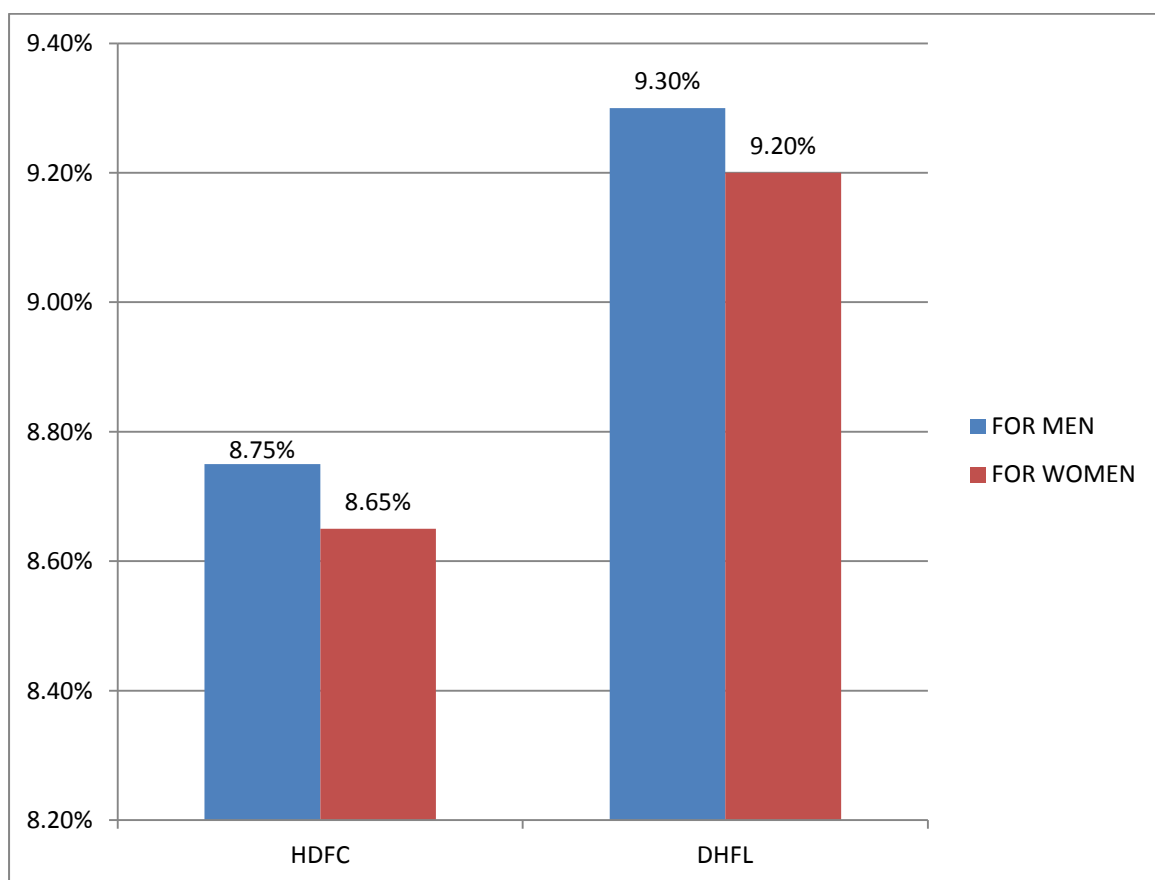
Maximum loan as % of property Value:-upto80%

Maximum EMI % of income:-upto65%

4.5 Table showing Comparison of fixed rate of interest of HDFC and DHFL Bank

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO 75 LAKH	8.75%	8.65%
DHFL	UPTO 75 LAKH	9.30%	9.20%

Graph 4.5



Analysis and Interpretation

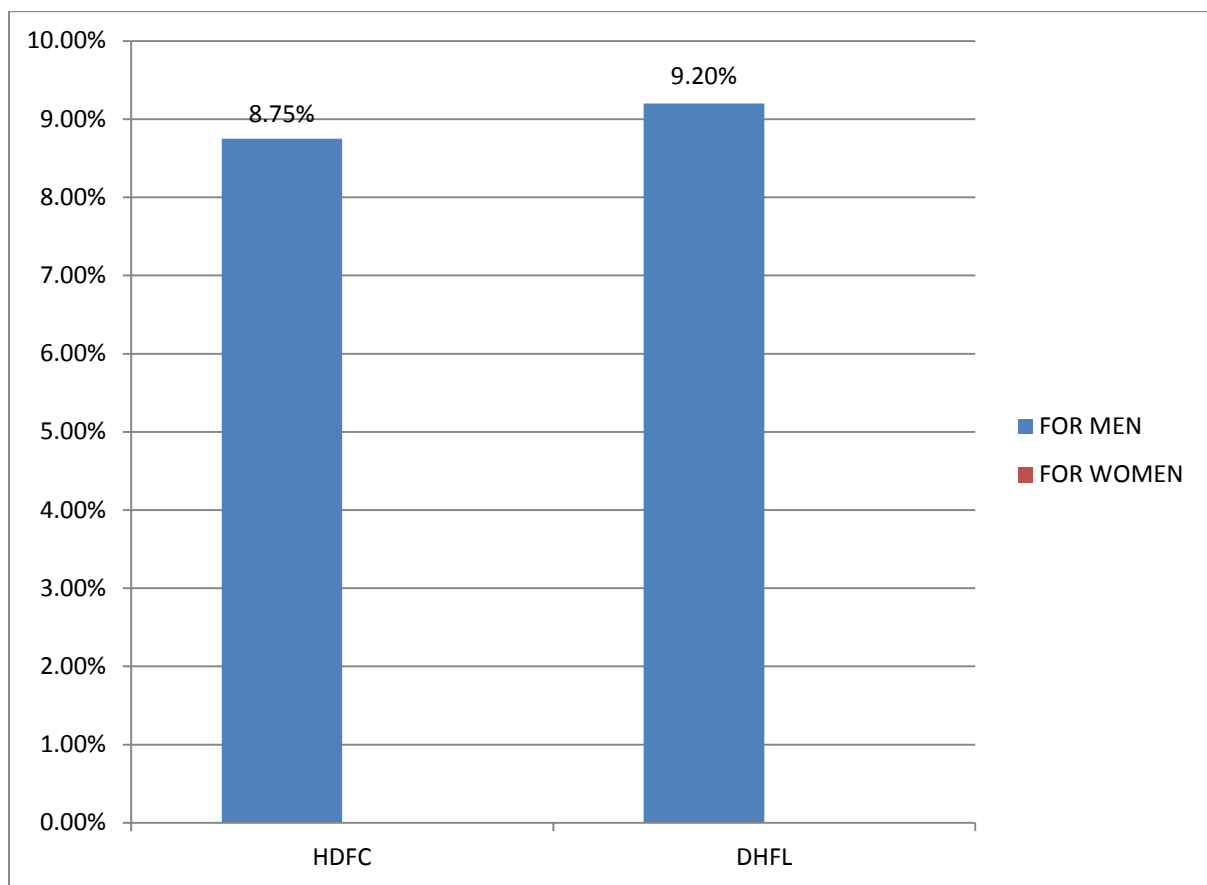
The above analysis shows that HDFC has lower fixed rate of interest for loan upto 75 lakh for both men and women compared to DHFL Bank.

DHFL Bank has 0.55% higher fixed rate of interest on loan upto 75 lakh for both men and women in comparison with HDFC Bank.

4.6 Table showing Comparison of floating rate of interest of HDFC and DHFL Bank

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO75LAKH	8.75%	NOT APPLICABLE
DHFL	UPTO75LAKH	9.20%	NOT APPLICABLE

Graph 4.6



Analysis and Interpretation

The above graph represents that HDFC has lower floating rate of interest on loan upto75lakh for men compared to DHFL bank.

Whereas DHFL banks has 0.45% higher floating rate of interest on loan upto75lakh.

Both HDFC and DHFL Bank doesn't provide floating rate of interest for women, as women are not applicable for applying home loan on floating rate of interest.

COMPARISON OF RATE OF INTEREST WITH PUBLIC SECTOR BANKS

4) Comparison of rate of interest with HDFC and SBI

Eligibility Criteria of STATE BANK OF INDIA

Age:-18-70 years

Work experience for salaried person:-2 years

Business stability of self employed:- 5years

Loan amount eligibility:-1lakh to 10crore

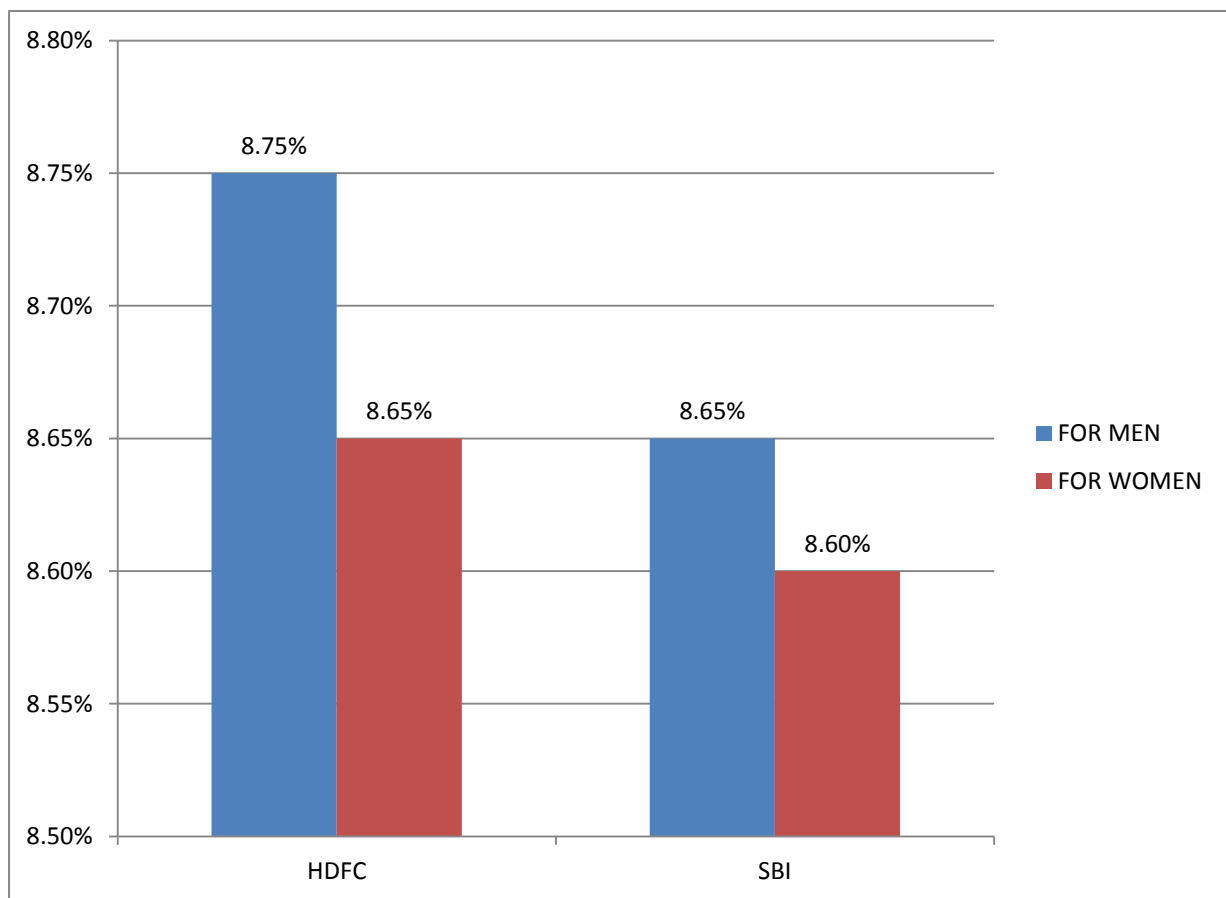
Maximum loan as % of property Value :-upto90%

Maximum EMI % of income:-upto65%

4.7 Table showing Comparison of fixed rate of interest of HDFC and SBI

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO75LAKH	8.75%	8.65%
SBI	UPTO75LAKH	8.65%	8.60%

Graph 4.7



Analysis and Interpretation

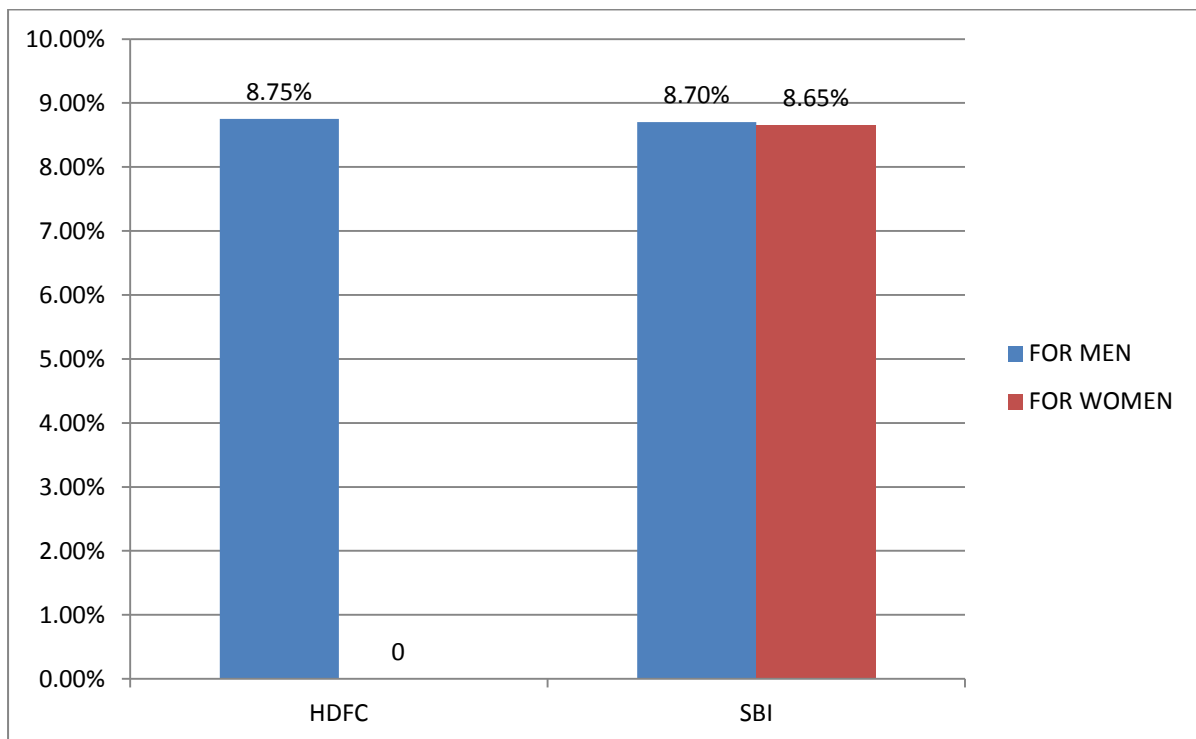
The above analysis shows that HDFC has higher fixed rate of interest on loan upto75lakh for both men and women compared to SBI.

HDFC Bank has 0.1% higher fixed rate of interest for men and 0.05% for women on loan upto75lakh in comparison with SBI

4.8 Table showing Comparison of floating rate of interest of HDFC and SBI

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO 75 LAKH	8.75%	NOT APPLICABLE
SBI	UPTO75LAKH	8.70%	8.65%

Graph 4.8



Analysis and Interpretation

The above graph represents that HDFC has higher floating rate of interest on loan amount upto 75 lakh for men in comparison with SBI. HDFC Bank has 0.05% higher floating rate of interest for men compared to SBI.

SBI provides home loan for women on floating rate of interest upto 75 lakh at 8.65% interest rate, but HDFC doesn't provide home loan for women on floating rate of interest as that is not applicable under their bank norms.

5) Comparison of rate of interest with HDFC and PNB

Eligibility Criteria of PUNJAB NATIONAL BANK

Age:-21-60 years

Work experience for salaried person:-2 years

Business stability of self employed:-5years

Loan amount eligibility:-5lakh to 1crore

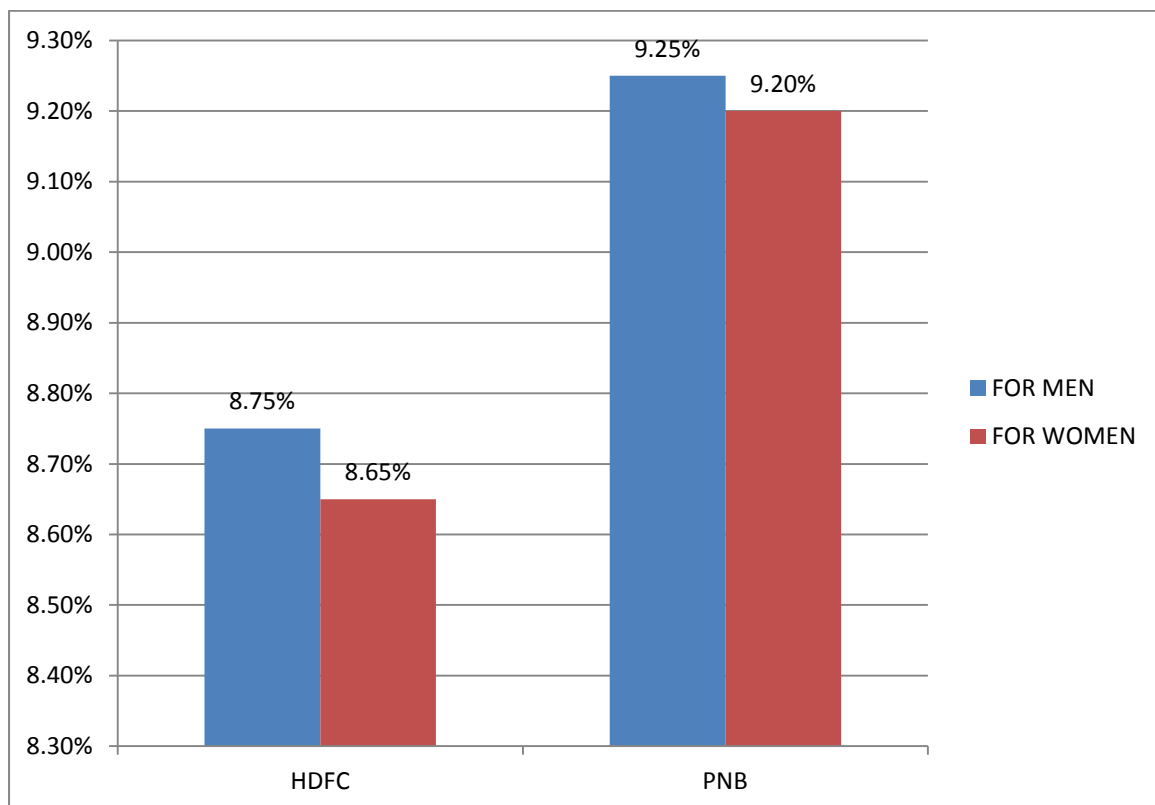
Maximum loan as % of property Value:-upto80%

Maximum EMI % of income:-upto65%

4.9 Table showing Comparison of fixed rate of interest of HDFC and PNB

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO75LAKH	8.75%	8.65%
PNB	UPTO75LAKH	9.25%	9.20%

Graph 4.9



Analysis and Interpretation

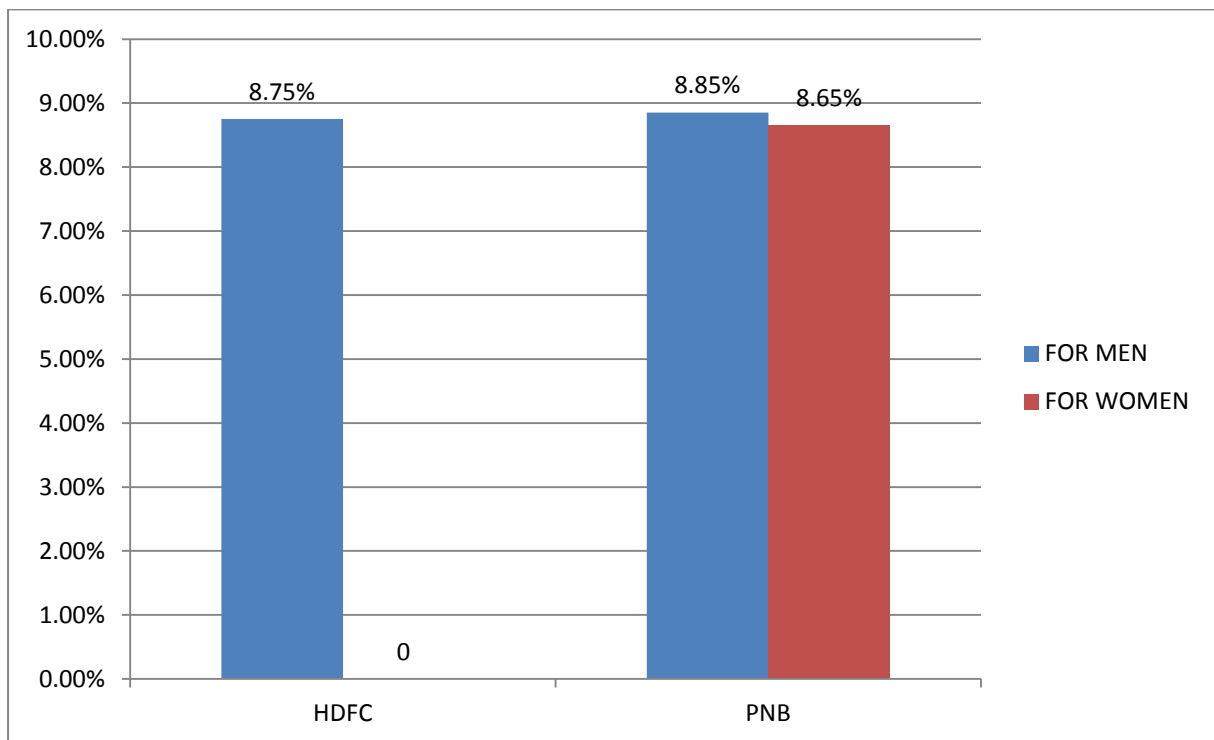
The above analysis shows that HDFC has lower fixed rate of interest on loan upto75lakh for both men and women compared to Punjab national Bank.

Punjab National bank has 0.55 higher fixed rate of interest for men and 0.55% for women for loan amount upto75lakh in comparison with HDFC

5.0 Table showing Comparison of floating rate of interest of HDFC and PNB

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO75LAKH	8.75%	NOT APPLICABLE
PNB	UPTO75LAKH	8.85%	8.65%

Graph 5.0



Analysis and Interpretation

The above graph represents that HDFC has lower floating rate of interest on loan upto75lakh for men compared to Punjab National Bank. Whereas Punjab National Bank has 0.1% higher floating rate of interest on loan upto75lakh for men.

Punjab National Bank provides home loan for women on floating rate of interest on loan upto75lakh at 8.65% interest rate, but HDFC bank doesn't provide home loan for women on floating rate of interest as that is not applicable under their bank norms.

6) Comparison of rate of interest with HDFC and CANARA BANK

Eligibility Criteria of CANARA BANK

Age:-21-55 years

Work experience for salaried person:- 3 years

Business stability of self employed:- 3 years

Loan amount eligibility:-15lakh to 10crore

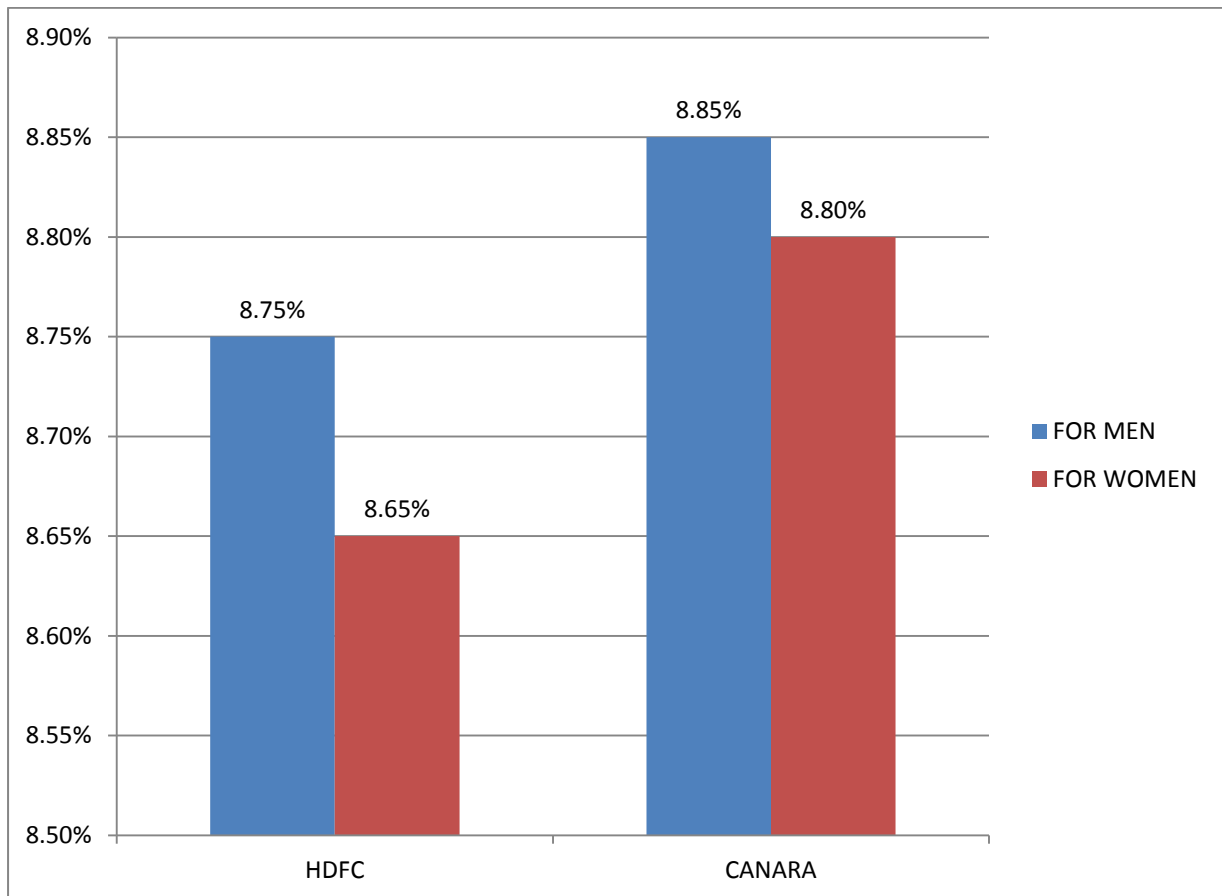
Maximum loan as % of property Value :- upto80%

Maximum EMI % of income:- upto65%

5.1 Table showing Comparison of fixed rate of interest of HDFC and CANARA Bank

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO75LAKH	8.75%	8.65%
CANARA BANK	UPTO75LAKH	8.85%	8.80%

Graph 5.1



Analysis and Interpretation

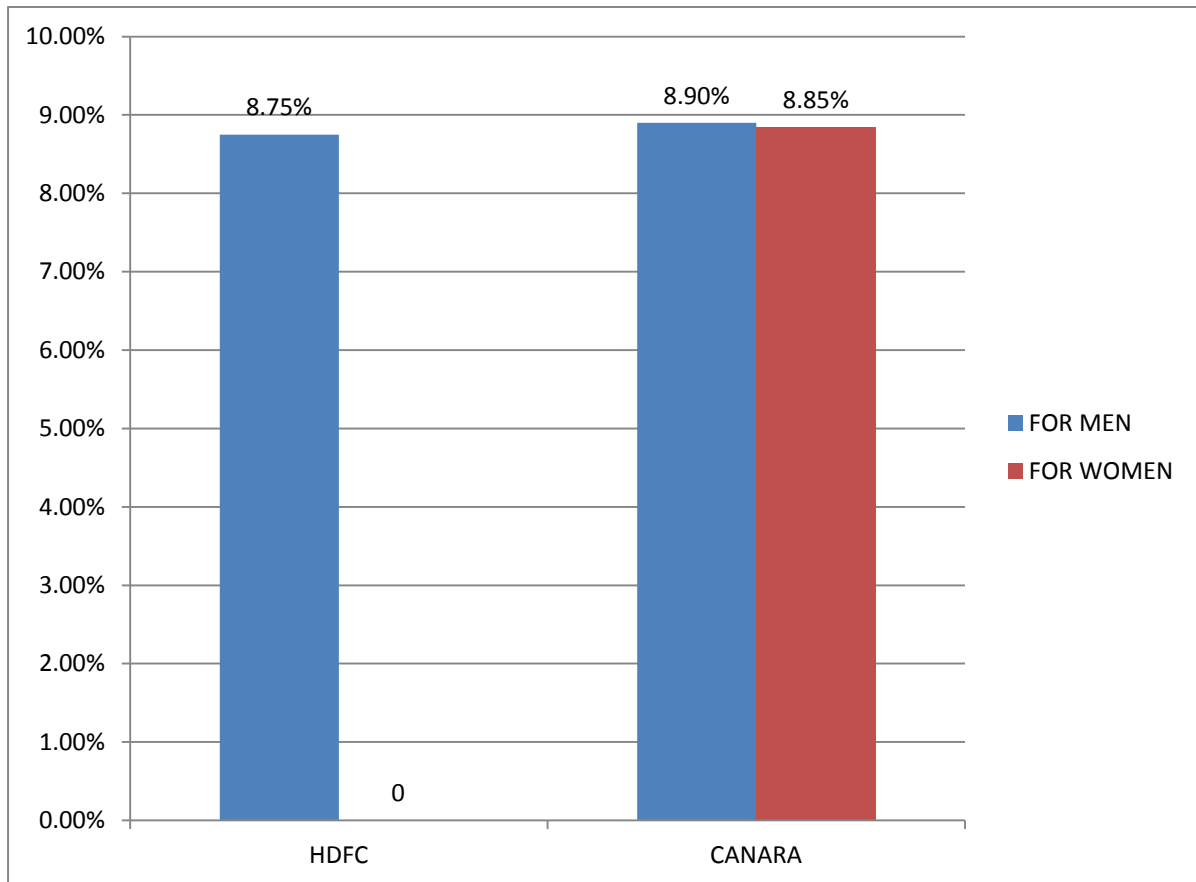
The above analysis shows that HDFC has lower fixed rate of interest for loan upto75lakh for both men and women compared to CANARA Bank.

CANARA Bank has 0.1% higher fixed rate of interest for men and 0.15% for women in comparison with HDFC.

5.2 Table showing Comparison of floating rate of interest of HDFC and CANARA Bank

BANK	LOAN AMOUNT	FOR MEN	FOR WOMEN
HDFC	UPTO75LAKH	8.75%	NOT APPLICABLE
CANARA	UPTO75LAKH	8.90%	8.85%

Graph 5.2



Analysis and Interpretation

The above graph represents that HDFC has lower floating rate of interest on loan upto75lakh for men compared to CANARA Bank. Whereas CANARA Bank has 0.15% higher floating rate of interest for men on loan upto75lakh.

CANARA Bank provides home loan for women on floating rate of interest on loan upto75lakh at 8.85% interest rate, but HDFC doesn't provide home loan for women on floating rate of interest as that is not applicable under their bank norms.

CHAPTER-5

FINDINGS AND SUGGESTIONS

FINDING

1. HDFC has a decent brand picture in the minds of clients.
2. The vast majority got loans from HDFC
3. Most of the clients don't know about the products of HDFC home loans.
4. A few clients felt that loan fees were somewhat high
5. A few clients do not trust in private banks, for example, Standard Chartered Bank, AXIS Bank, etc.
6. Host for the Home Loan
7. HDFC as of now is benefited from HDFC housing loan products and services
8. Client awareness of HDFC products is not that good.
9. HDFC LTD gives great services to their clients.

SUGGESTIONS

- 1) To expand the quantity of its clients, HDFC LTD ought to give particular services in this division. These services can be utilized for different purposes for example, processing of loans, particularly for illiterate clients.
- 2) To fulfill its clients and for the great relations to come, HDFC LTD ought to continue to the quick installment of the amount of the loan with the goal that they can purchase or construct the place they had always wanted at the earliest opportunity
- 3) Although interest rates depend on explicit standards, they are searching for a lower loan fee, lower than the expense of their housing. Banks ought to reduce the interest rate to bring down their financing costs..

- 4) HDFC LTD gives loans dependent on the client's reimbursement limit and eligibility. Because of this, a few customers can't get the loan sum they need. Consequently, the HDFC ought to loosen up its benchmarks with respect to the loan amount.
- 5) Create mindfulness: It is the organization's duty to teach its clients about items and services they provide
- 6) Fees: The organization must lessen the expenses of mortality and administration
- 7) The organization must decrease its financing costs on home loan items and services
- 8) The organization must distinguish potential clients.
- 9) The organization must consider the present challenge and act as indicated by the necessities of the client.
- 10) HDFC LTD does not think about these plans and their advantages, particularly in rural zones. They ought to ignore/neglect oblivious customers, particularly in provincial territories (rural area) and in backward urban zones.

CONCLUSION

HDFC LTD can reinforce its client base in the Home loans . They ought to improve their services and diminish the quantity of legitimate procedures and ought to be inviting with their customers.

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ANNEXURE

1. Who is the Senior Manager of the Branch?
2. Who is the Deputy Manager of the Branch?
3. Who is the officer of the Branch?
4. What is the total Number of workers of the Branch?
5. Which software is used by the Branch?
6. Who is the cashier of the Branch?



**ACHARYA INSTITUTE OF TECHNOLOGY
DEPARTMENT OF MBA**

PROJECT(17MBAPR407) -WEEKLY REPORT

NAME OF THE STUDENT: Sanarahat Shigli

INTERNAL GUIDE: Prof. Shashi Kumar

USN: 11A17MBA51

COMPANY NAME: HDFC BANK

WEEK	WORK UNDERTAKEN	EXTERNAL GUIDE SIGNATURE	INTERNAL GUIDE SIGNATURE
3 rd Jan 2019 – 9 th Jan 2019	Industry Profile and Company Profile		
10 th Jan 2019 – 17 th Jan 2019	Preparation of Research instrument for data collection		
18 th Jan 2019 – 25 th Jan 2019	Data collection		
26 th Jan 2019 – 2 nd Feb 2019	Analysis and finalization of report		
3 rd Feb 2019 – 9 th Feb 2019	Findings and Suggestions		
10 th Feb 2019 – 16 th Feb 2019	Conclusion and Final Report		

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