

Salary **2** Wealth

Powered by Wealth Solutions

Exclusive Salary Account Proposal

for

IG ADMIN (CRPF)

~~has~~ ~~first~~



DA
PLS compare with
SBI & Punjab
5/8

About Kotak Mahindra Bank:

Kotak Mahindra Bank is one of India's leading banking and financial services groups, offering a wide range of financial services that encompasses every sphere of life.

The Bank has four Strategic Business Units – Consumer Banking, Corporate Banking, Commercial and Treasury, which cater to retail and corporate customer across urban and rural India.

Kotak network as of March 31, 2020:

- ATMs in India – 2,519+
- Branches in India – 1,600+
- Locations in India – 744+
- International Offices – 6 (Situated in Abu Dhabi, Dubai, London, Mauritius, New York and Singapore)



Standard & Poors Global Rating (S&P) has awarded Kotak Mahindra Bank with BBB / Stable / A-3 ratings

Financial Highlights – FY20 (Kotak Bank Standalone):

 PPOP	 PAT	 NIM*	 LOANS
₹ 10,021 cr [₹ 8,348 cr]	₹ 5,947 cr [₹ 4,865 cr]	4.62% [4.31%]	₹ 219,748 cr [₹ 205,695 cr]
 NET NPA	 CAR	 ROA	 CASA
0.71% [0.75%]	17.9% [17.5%] Tier I 17.3% [16.9%]	1.87% [1.69%]	56.2% [52.5%]

Exclusive offering of Salary2Wealth Account Delhi Police Personnel:

S2W account, offered to associates brings you following benefits –

- ✦ Lifetime Zero balance account – Credit your pension in the account and enjoy benefits even after retirement
- ✦ Free Platinum Debit Card to all the employees
 - Free Unlimited Transactions across all VISA ATM's in India.
 - Daily Limits for transaction within India and abroad:
 - Purchasing Limit: Rs. 3,00,000
 - ATM Withdrawal: Rs. 1,00,000
 - Insurance Offered : You get following complimentary insurance cover with your card:
 - Personal Accident Insurance: Up to Rs. 35,00,000**
 - Air Accident Insurance: Rs. 50,00,000
 - Lost Card Liability: Rs. 3,50,000
 - Purchase Protection Limit: Rs. 1,00,000
 - Lost Baggage Insurance: Rs. 1,00,000
 - Additional insurance cover for personnel (T&C Apply)
 - Permanent Partial Disablement Cover of Rs. 30 Lakh
 - Permanent Total Disablement Cover of Rs 30 Lakh
 - Education benefit cover up to Rs. 4 lacs for dependent Child (up to 25 year age) of deceased savings account holder subject to them incurring educational expenses
 - Up to 3 Family Savings account for immediate family members and Junior Accounts for Children***
 - Silk program with exclusive benefits and offers for Women employees and Cashback up to ₹4,500 p.a.^
 - Dedicated Relationship Manager
 - Free unlimited DD's / PO's
 - Free third party online fund transfer – NEFT, RTGS and IMPS
 - Free unlimited Payable At Par (Multi City) Cheque Book
 - Home Banking & Office Banking offered#
 - Linked Term Deposit – Now create a Fixed Deposit without compromising on liquidity through cheque protection
 - Anywhere Banking, across branches at home location
 - Fixed Deposits and Recurring Deposits available

Privy League Optima proposition offering for Senior Officers / Personnel:

In addition to above features, Privy offers below exclusive benefits:

- Free Privy League Visa Signature Debit Card with default cash withdrawal and purchase limit of Rs. 2,00,000 & Rs. 4,00,000 respectively per day
- Complimentary insurance benefits on your card:
 - Personal Accidental cover of up to Rs. 35,00,000**
 - Air accident insurance cover of Rs. 1,00,00,000
 - Lost card liability insurance of Rs. 4,75,000
 - Lost baggage insurance of Rs. 1,00,000
 - Purchase protection of Rs. 1,50,000
- VISA Global Customer Assistance Services & VISA Concierge Service
- Up to 40% discount on Lockers*, subject to availability
- Smart Home facility on Home Loans & Smart OD on Personal Financing
- Waiver on annual maintenance charges on Demat Account
- Eligible to apply for Privy League Signature Credit Card that comes with host of benefits

Kotak Benefits:

Value add-ons for all Salary2Wealth customers –

- **Dedicated Service Help Desk**
 - Dedicated service email ID for corporate salary customers for quicker and timely resolution of queries. Location based servicing with location specific email ids across 12 cities. Like Salaryhelpdesk.mumbai@kotak.com for Mumbai
- **Convenience Banking**
 - Home Banking & Office Banking offered
 - Instacheck – Receive instant SMS on account balance and last 3 credit transactions
 - Free Virtual Netc@rd for secure Online shopping & payments
 - Online Bill Pay for Utilities with auto bill pay and SMS alert options
 - 24Hour Net Banking, Mobile Banking & Phone Banking
 - Payment Gateway and Visa Money Transfer
- **Investment Account** – Free online platform for Mutual Funds accessible through Net Banking; Phone Banking and Mobile Banking.
- **Best in class Brokerage Rates on Demat & Trading Account** – Free Online Trading account with waiver on Account opening fees. Preferential rates on delivery and intraday transactions.
- **Loans** – Attractive rate of interest on Personal loans | Home loans | Auto loans (Subject to eligibility)
- **Insurance** – Employees would have access to multiple insurance products from Kotak Life Insurance Company, a Kotak group company. The customers can also avail of general insurance products from Kotak General Insurance Company.
- **Junior and Silk Programs** – Savings programs for Kids and Women. Junior offers systematic monthly savings options through RD/SIP with exciting offers on kids centric brands. Silk program bundled with Silk Debit card with cash back offer of up to Rs.4500 p.a.

Corporate Level Benefits

- Dedicated Relationship Manager

- At Corporate level
- At Employee level
- Single point of contact across Kotak Consumer Bank offerings which include:
 - Best Compliment & Travel Cards
 - Employee Engagement Activities
- Dedicated email ID for resolution of queries – Salary.helpdesk email ids
- Exclusive Salary helpline for Corporate representatives
- Insta Accounts – better TAT
- Web Based salary upload process
- Value Added Services (through empaneled vendors) – Website Development, Cloud-Business Solutions, CRISIL Inspection & Certification Solution and Tax Solution at a preferential pricing.
- Corporate Engagement Calendar across 3 themes - Fun activities / Health Camps / Knowledge Series

Disclaimers:

Earn 4% interest p.a. on Savings Account balance above Rs. 1 lakh and 3.50% interest p.a. on Savings Account balance up to Rs. 1 lakh. Applicable for Resident Accounts only. The interest rates are subject to change. Visit www.kotak.com for latest information on interest rates.

All loans, over-drafts and credit card are subject to complete documentation and at sole discretion of bank. Bank may engage the services of marketing agents for the purpose of securing loan assets. The aforementioned benefits will be available till such time there are salary credits in the primary account.

In case of no salary credits, the charges will be applicable as per the General Schedule of Fees and Charges; you may refer to GSFC on www.kotak.com.

Car Loans and Car Lease are offered by Kotak Mahindra Prime limited, a Kotak Group Company and are subject to sole discretion of Kotak Mahindra Prime and subject to complete documentation. This is available at select locations and on select vehicles. Max tenure of the loan is 60 months.

Online trading account is provided by Kotak Securities, a Kotak Group Company. The offering and rates of products are liable to get revised from time to time and is guided by the regulatory guidelines.

✓**Personal Accident Death Insurance - Base cover of Rs. 5 Lac - If POS or online transactions is done in last 1 year using Debit Card with no min transaction; Up to Rs. 35 Lacs cover, if minimum 5 POS or online transactions is done using the debit card of Rs. 500 each in last 60 days. (Previous month of cardholder's death). The charges and fees will be updated under GSFC for various products on www.kotak.com

#Office / Home Banking – Cheque Pick Up / Delivery - Up to 10 office and home banking instance free every month; Cash Pick Up / Delivery – 50% of charges up to 1 request per month basis standard charge.

***Family Savings Account with zero maintenance charges. Family savings account will be opened with an initial payment cheque of Rs. 10,000.

^Terms and condition apply. Requirement of Average monthly balance of ₹ 50,000 and min monthly spends of ₹ 25,000 on Silk debit card for Ace account holders Average monthly balance of ₹10,000 and min monthly spends of ₹ 7,500 on Silk debit card for Edge account holders

Terms & Conditions of Insurances:

• **Personal Accident Death Insurance:**

This feature covers our Debit Card customers for loss of life due to accident. Personal Accident cover provides you financial assistance in case you suffer an accident, which leads to death. This policy pays your beneficiary/ legal heir a fixed amount of cover as per the card held by you and on meeting the eligibility criteria.

The personal Accidental death cover of up to 35 lakhs is offered on Kotak Debit Cards. T&C apply.

The policy covers Accidental Death due to Rail or Road Accidents only. This cover is w.e.f. Nov 28, 2017.

Card Type	Eligibility Criteria	Cover
Platinum Debit Card	If date of loss of life is on or before 12th July 2019: Minimum 3 POS / Ecom transactions of Rs. 500 each in last 30 days (1 month before cardholder's death) If date of loss of life is after 12th July 2019: Minimum 1 POS / Ecom transaction of ANY amount in last one year (12 months before cardholder's death)	Rs. 5 Lakhs
	If date of loss of life is on or before 12th July 2019: Minimum 5 POS / Ecom transactions of Rs. 500 each in last 30 days (1 month before cardholder's death)	Rs. 10 Lakhs
	If date of loss of life is after 12th July 2019: Minimum 5 POS / Ecom transactions of Rs. 500 each in last 60 days (2 months before cardholder's death)	Rs. 35 Lakhs

- **Air Accident Death Insurance:** To cover loss of Life due to air accident, for domestic and International travel. Air accident covered only if the airline ticket(s) are purchased using Kotak Debit Card.
- **Lost Card Liability:** To cover transactions at merchant outlets and online portals on lost / stolen cards as per the limit up to 30 days pre- reporting and 7 days post reporting.
- **Purchase Protection:** To cover loss of goods up to 60 days from the date of purchase as per the limits if the goods were purchased using Kotak Debit Card.
- **Lost Baggage Insurance:** To cover transactions at merchant outlets and online portals on lost / stolen cards as per the limit up to 30 days pre- reporting and 7 days post reporting.

Liability for Lost Card Liability will start from the Date of Dispatch of the Card as confirmed by the Bank, whereas for all other sections, it will start from Date of Activation of the Card (means first POS transaction/cash withdrawal by the cardholder)

Insurance provided under the policy shall not be valid for procuring a visa

Coverage on Lost Card Liability and Purchase Protection Sections shall be payable only on PIN based transactions (except for international transactions where PIN is not mandatory)

Claim Submission to Bank to be within a period of 60 days from date of blocking of card

Customer to provide Intimation of Claim within 30 days from date of loss/blocking of card

For skimming/phishing/counterfeit card/internet banking extensions - report to the Bank within 60 days from the statement/billing cycle date. However, this above reporting period will not be applicable if the Bank can establish with documentary evidence that the information of misuse was known to the customer and he/she did not take appropriate steps to prudently block or report the card misuse within 24 hours of such knowledge.

Further, the policy shall cover losses due to skimming/phishing/counterfeit/internet banking frauds extensions subject to a maximum period of 30 days from date of first fraud.

Fraudulent transactions done by person known to the Cardholder are specifically excluded.

The decision of the Bank in all matters is final and shall be binding on all persons.

All disputes arising out of or in connection with this feature shall be subject to the exclusive jurisdiction of the courts in Mumbai.

Maximum Trip duration for Emergency Medical expenses is 30 days.

Eligibility criteria for availing below insurance cover benefits: Customer should be employed with Government, PSU, Defence, Para-military or Police entity (Not applicable for retired personnel). Permanent Partial Disability Cover, Permanent Total Disablement and Education Benefit Cover are available only to Platinum and above cards subject to satisfying minimum of 3 POS/ECOM transactions of Rs. 500/- on the cards in the last 60 days.

1 Permanent Partial Disability Cover

Sr. No	Type of Permanent Partial Disability	Percentage of Capital Sum Insured
1	Loss of toes - all	20%
	Great - both phalanges	5%
	Great - one phalanx	2%
	Other than great, if more than one toe lost each	1%
2	Loss of hearing - both ears	75%
3	Loss of hearing - one ear	30%
4	Loss of four fingers and thumb of one hand	40%
5	Loss of four fingers	35%
6	Loss of thumb - both phalanges	25%
7	Loss of thumb - one phalanx	10%
8	Loss of Index Finger	10%
	Two phalanges or one phalanx	
	Three phalanges	
9	Loss of Middle Finger	6%
	Two phalanges or one phalanx	
	Three phalanges	
10	Loss of Ring Finger	5%
	Two phalanges or one phalanx	
	Three phalanges	
11	Loss of Little Finger	4%
	Two phalanges or one phalanx	
	Three phalanges	
12	Loss of metacarpals	3%
	First or second	
	Third, fourth or fifth (additional)	
13	Any other permanent partial disablement	Percentage as assessed by the Company's Panel Doctor

Please note that the Insurance Company remains the final authority for approval for any claims.

2 Permanent Total Disability Cover

Total Permanent Disability coverage under following condition:

	Type of Permanent Total Disability	Coverage Percentage
Permanent Disability	Loss of Both Limbs	100%
	Loss of Both Eyes	100%
	Loss of 1 Limb & 1 Eye	100%
	Loss of either 1 Limb or 1 Eye	50%
	Permanent Total Disablement other than above e.g. paralysis due to an accident	100%

Please note that the Insurer Company remains the final authority for approval for any claims.

3. Education benefit cover up to Rs. 4 lacs for dependent Child (up to 25 year age) of deceased savings account holder subject to them incurring educational expenses. Subject to satisfying minimum of 3 POS/ECOM transactions of Rs. 500/- on the cards in the last 60 days.

Please note that the Insurer Company remains the final authority for approval for any claims.

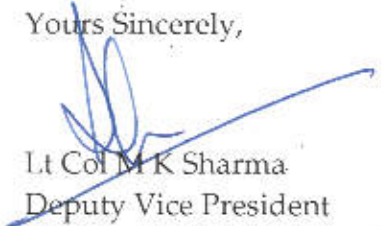
To,
The DC,
CRPF, CGO Complex
New Delhi

"CRPF: EXCLUSIVE SALARY PACKAGE OFFER"

1. Axis Bank is proud to be associated with The Guardians of the Nation and are presently serving more than 8 lakhs Customers from Uniformed forces, through detailed MoUs / LoI encompassing complete banking solutions, we currently serve Indian Paramilitary, State Police & Defence Forces. Copy of LoI/MoU attached for ref please. It has been our constant endeavor to innovate on the product offerings & provide relationship based on requirement of the uniformed forces. With this intent in mind, we are pleased to offer our *enhanced value proposition* for the personnel of Indian Armed Forces & PMF. **Key highlights on offerings and a comparative chart*** (drawn from Internet) are attached as **Appx A** respectively.
2. I take this opportunity with immense pride to put it on record that, Axis Bank has renewed its offerings on Defence Salary Package by increasing the **"Personal Accident Cover to Rs 40 Lacs (Rs 30 Lacs on Salary Account and additional Rs 10 Lacs on Debit Card) and 8 Lacs education cover (Rs 4 Lacs towards Children Education assistance and additional 4 Lacs towards assistance for Girl Child). The PAI Cover also includes demise due to Cross Border Firing and due to battle training activities & Life Insurance of 5 Lakhs with a Salary credit for next One Year. This offer is valid till 31 Dec 2020.*** We are confident that our offering is the "best in class" & are sure that institution & the personnel posted will derive immense benefit out of this association. We request you to provide suitable date and time to address persons posted with your establishment, enabling them to get best rather than what is being offered by others.
3. Considering the specific requirement of services, AXIS bank also has comprehensive range of Offerings for the Regimental / Institutional / Non Public Fund Accounts.
 - ❖ **EDC machines with Zero Rental and Zero MDR charges for Canteen accounts on Debit & Credit Cards.** However International cards will be charged as per existing rates. These machines to be linked with a Current account, with requisite balances.
 - ❖ Cash collection from your door step.
 - ❖ Temporary Overdraft facility for Canteens.
 - ❖ **Bulk Note Acceptor (BNA)** for canteens having high turnover.
 - ❖ Payment Gateways for Schools/Officers Institute/ Clubs.
 - ❖ Centralized Collection of Fees and Bills.
 - ❖ Higher FDR Rates viz a viz AAA rated Banks. No TDS on Regimental accounts applicable.

4. We will also be proud to be associated with your establishment and provide Branch/ATM/e-lobby depending on business Proposition & in case deemed suitable from your end. We will also be pleased to help in organizing Basic Banking Classes/Adhaar Camp/Fast Tag Camp & Income Tax Return Camp as deemed suitable & part of our welfare measure for troops & their families.
1. We thank you once again for your patronage, look forward to a long term association & am sanguine that you will support our endeavour to give the best banking facilities & Salary package to our "Brave & Gallant Soldiers".

Yours Sincerely,



Lt Col M K Sharma

Deputy Vice President

Defence & PMF Banking (N/E)

Axis Bank Limited

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Axis Asset Management | Axis Securities | Axis Capital | Axis Finance | Axis Trustee | Axis Bank UK

RANK BASED OFFERINGS

ARMY	NAVY	AIRFORCE	PARAMILITARY	OFFERINGS
Chief of Army Staff	Admiral of the Fleet	Air Chief Marshal	Director General	Burgundy
Lt General	Vice Admiral	Air Marshal	Inspector General Higher Grade	
Major General	Rear Admiral	Air Vice Marshal	Inspector general	
Brigadier	Commodore	Air Commodore	Deputy Inspector General (DIG)	
Colonel	Captain/Commander	Group Captain	Senior Commandant	Priority
Lt Colonel		Wing Commander	Commandant/2IC	
Major	Lt. Commander	Squadron Leader	Deputy Commandant	Prestige
Captain	Lieutenant	Flight Lieutenant	Assistant Commandant	
Lieutenant	Sub –Lieutenant	Flying Officer		
Army Cadets	Naval Cadets	AF Cadets	Officer Cadets	
Sub Major	Master Chief Petty Officer	Master Warrant Officer	Senior Inspectors/ Inspectors	Power Salute
Subedar/ Nb Subedar	Master Chief Petty Officer II	Warrant Officer	Hav's	
Other Ranks	Chief Petty Officer	Junior Warrant Officer	Other Ranks	

COMPARISON ON OFFERINGS BY THE BANKS HAVING SSP FOR PARAMILITARY FORCES

As on date **only 5 banks** have Special Salary Packages for CAPF's. These are **AXIS / SBI/ HDFC/ ICICI/ PNB**. The major differences in offerings of Special Salary Package is as under:

Banks / Exclusive Offerings	AXIS	HDFC	ICICI	SBI ✓	PNB
Special Salary Package	Yes	Yes	Yes	Yes	Yes
Is the existing facilities on DSP extended to Pensioners/ Empaneled for Pensions	Yes.	Yes	Yes	Yes	Yes
PAI (Death) ✓	30 Lakhs ✓ • Only One Salary Credit in last 6 required	30 Lakhs • One POS Transaction in Six month is mandatory.	30 Lakhs • One POS Transaction in Six month is mandatory.	30 Lakhs ✓ (wef 12 July 2018)	30 Lakhs • One POS Transaction in Six month is mandatory.
Additional PAI ✓	10 Lakhs ✓ • One POS Transaction in Six month is mandatory.	NIL	NIL	NIL ✓	NIL
Block Buster offering	05 Lacs Life Insurance	NIL	NIL	NIL	NIL
PAI Permanent Disability	30 Lakhs • Only One Salary Credit in last 6 required. • Disability to Be adjudged by CAPF Panel of Docs.	30 Lakhs • One POS Transaction in Six month is mandatory. • Disability to be adjudged by panel of Docs appointed by Insurance Company.	30 Lakhs • One POS Transaction in Six month is mandatory. • Disability to be adjudged by panel of Docs appointed by Insurance Company.	30 Lakhs (wef 4 Jan 2019) • Disability to be adjudged by panel of Docs appointed by Insurance Company.	30 Lakhs • One POS Transaction in Six month is mandatory. • Disability to be adjudged by panel of Docs appointed by Insurance Company.
Partial Disability PAI with specific % of disability	30 lakhs • Only One Salary Credit in last 6 required.	5 Lakhs • One POS Transaction in Six month is mandatory.	30 Lakhs • One POS Transaction in Six month is mandatory.	10 Lakhs (wef 4 Jan 2019)	30 Lakhs • One POS Transition in Six month is mandatory.

	• Disability to Be adjudged by CAPF Panel of Docs.	• Disability to be adjudged by panel of Docs appointed by Insurance Company.	• Disability to be adjudged by panel of Docs appointed by Insurance Company.	• Disability to be adjudged by panel of Docs appointed by Insurance Company.	• Disability to be adjudged by panel of Docs appointed by Insurance Company.
Support on Education to the Children of Deceased Solider	04 Lakhs upfront payment in form of FDR for the Child	Actual Tuition fees to be claimed every year for 4 Years with a capping of 1 lakhs every year	Actual Tuition fees to be claimed every year for 4 Years with a capping of 1 lakhs every year	Actual Tuition fees to be claimed every year for 4 Years with a capping of 1 lakhs every year	Actual Tuition fees to be claimed every year for 4 Years with a capping of 1 lakhs every year
Additional Cover For Girl Child Benefit - INR 8 Lacs (upto 22 years) over & above the existing child benefit	04 Lakhs	-	-	Yes	-
Access to Lounges on SSP	Yes	No	No	No	No
Free Credit Card with SSP	Yes	No	No	No	Yes
Processing Charges on Loans	No Charges 100% waiver on SSP	50% PC on Home Loan and 100% on Education	NA	NA	No
Home Loans	12 EMI Waiver on Home loans. Loan for 20 years	-	-	-	-
PL Loans to Trainees	Yes/ Min Age 18 Years with rider of 6 months' Salary Credit	Min age for loans 21 Years	Min age for loans 21 Years	Min age for loans 21 Years	Min age for loans 21 Years
Exclusive Toll Free Helpline Defence/PMF	Yes	No	No	No	No
Debit Card Switch On/ Off facility	Yes	-	-	No	No
Trade at Rs 20/Txn	Yes	-	-	-	-

Note: The above data has been extracted out of Internet.