

Gold loan body asks members to reduce lending rates

BS REPORTER

Kolkata, 22 April

The Association of Gold Loan Companies today said it had advised members to reduce their maximum lending rate following the decline in the price of the yellow metal.

The industry body of gold loan companies will continue to monitor price movements and suggest its members revise the maximum rate of loan per gramme of gold accordingly. It, however, added despite the steep fall in prices and reduction in the loan-to-value ratio, demand for gold loans continue to remain strong.

"Members confirm loan demand continues to be robust in spite of reduction in the amount lent per

gramme of gold. It is also noticed there is a regular redemption of earlier loans sanctioned at higher amount per gramme of gold," it said.

The body felt 15-20 per cent fluctuation in gold prices might not affect credit quality significantly, as such variations are already factored in the business model of gold loan companies.

"The companies are majorly lending, against household jewellery, where the impact of such temporary fluctuations on the business model are minimum. These loans are of short duration, of three to six months. Compared to the disbursements, non-performing asset levels are low," said George Alexander Muthoot, president and managing director of

Muthoot Finance.

"The body has asked member companies to review its existing collection mechanism and further strengthen it. There should be regular monitoring of overdue and high loan-to-value loan accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to fair practice code stipulated by the Reserve Bank of India," he added.

According to the body, the scope of delinquencies are limited as most of the gold loan companies have majority of their branches in semi-urban and rural areas, and the ticket size of loans are mostly below ₹1,00,000. Over the past six months, gold price has fallen almost 18 per cent.

NBFCs Slash Loan Amount as Gold Heads South

OUR BUREAU
KOCHI

The gold loan NBFCs have reduced the maximum lending amount against the jewellery following the fall in gold prices.

The RBI directive capping the loan given against the value of jewellery by NBFCs at 60% came early last year. But as the gold prices were rising, the Association of Gold Loan Companies, India (AGLOC), an organisation of major gold loan NBFCs which decides the maxi-

imum lending amount for the week, had to fix a higher amount.

The maximum lending amount had risen to ₹2,050 per gramme in November 2012. But now the association has fixed the maximum amount at ₹1,800 per gramme, the lowest in the last one year or so. The rate is fixed after taking account the making charges of the ornament. The members say that loan demand continues to be strong despite reduction in the amount lent per gramme of gold.

Allaying the fear of defaults with



gold prices crashing, AGLOC president George Alexander Muthoot said there is regular redemption of

earlier loans sanctioned at higher amount per gram of gold. According to him, the association is closely monitoring the gold price movements to notify any changes in the maximum amount of loan per gramme of gold.

Immediately after the RBI directive on the 60% cap, the NBFCs had reduced the maximum interest rates from 24% to 22-23% to attract more customers as the banks were exempted from the restriction. The NBFCs have not made any further changes in the interest rates so far.

SMARTBYTES



George A Muthoot
President
AGLOC

Though gold price is an important factor in gold loan business, the business model should not

be misunderstood as a business of financing of gold bullion or shares, wherein, mark to market valuation could affect the repayment behaviour

મત્સ્યાણંદ | સમયસર ચુકવણી પર એક ટકા ડિસ્કાઉન્ડથી લઈ અંગ્રેજી / કંપનીઓની અનેક એમેકર

સોના અંગ્રેજી પર એક ટકા ડિસ્કાઉન્ડથી લઈ અંગ્રેજી / કંપનીઓની અનેક એમેકર

લીક્યુરિટાઝ, અમદાવાદ

સોના કે સોનાના અંગ્રેજી પર આપતી

કંપનીઓ દ્વારા આપવામાં આવતી

મહત્તમ લોન ઉપરના ઇન્ટરેસ્ટ રેટને

બેલી એક ટકા સુધી ઘટાડવામાં આવ્યા

હોવાનું જાણવા મળે છે. આ માહિતી

અનુસાર એસોસિએશન ઓફ ગોલ્ડ લોન

કંપનીઓની હાલમાં જ મુંબઈ બેંકમાં

આ વિશેષ લેવામાં આવ્યા હતા. હાલ

સોનાના ભાવ ઝડપથી નીચે આવ્યા

છે અને તેને કારણે ગ્રાહી ભાવ લોન

લેનારા સમયસર ચુકવણી કરવા અંગે

શંકા રહેવામાં આવે છે. આને કારણે

કંપનીઓએ સમયસર જો લોનની

ચુકવણી કરે તો એક ટકા ઇન્ટરેસ્ટમાં

ડિસ્કાઉન્ડની આફર કરવી છે. બીજા તરફ

અંગ્રેજીઓ પણ લોનને સોનું ખરીદવા

આફરવા માટે વિવિધ ડિસ્કાઉન્ડથી

લોનની સંખ્યામાં વધારો કરી છે. ગોલ્ડ

લોનની સંખ્યામાં વધારો કરી છે. ગોલ્ડ

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હવે 12 મહિનાનો લોન આપવાની શરૂઆત

તરતી મૂકી છે.

જાણકાર સંકલનો પાસેથી પ્રાપ્ત

માહિતી અનુસાર દેશમાં ગોલ્ડ સાથે

લોન આપતી બે મોટી કંપની મુમ્બઈ

કોર્પોરેશન અને સન્નાપુરમ કોર્પોરેશનની

સમાવેશ થાય છે. આ ઉપરાંત અન્યમાં

કોનકોર્ડ ફાઇન, મુલ્ટીમુલ્ટી કન્સપ્ટ્સ

ફાઇન, સમાવેશ થાય છે. જ્યારે બીજા

તરફ ડેટાલેટ ટોચની એનબીએફ

કંપનીઓ અને બેન્કો પણ ગોલ્ડ લોન

આપવામાં સંકલિત છે. મોટા ભાગના

એનબીએફથી સોનાના મૂલ્ય સાથે 75

ટકા સુધીની લોન આપે છે. પરંતુ ડિઝન

બેન્ક સોનાના મૂલ્ય સાથે 60 ટકા જ લોન

આપવાની જરૂર ગોલ્ડ લોન આપતી

કંપનીઓને પડી છે. આને કારણે હાલ

ગોલ્ડના મૂલ્ય સાથે આપવામાં આવતી

લોનની સંખ્યામાં વધારો કરી છે. ગોલ્ડ

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ખાંડસાગી...

22 ટકા મહત્તમ

લોનના દર બે ટકા

ઘટાડવામાં

01 ટકા સમય

પર લોન ચુકવણી

પર ડિસ્કાઉન્ડ

60 ટકા સુધી

અંગ્રેજી પર

ઓફર કરવાની

લોન

₹1800

ગ્રામ દીઠ લોન

મૂલ્ય પર મહત્તમ

ચુકવણી

લોન પર પાંચ મહિનામાં ગ્રામ દીઠ ₹ 625નો ફરક

પાંચ મહિના અગાઉ નવંબરમાં એસોસિએશન ઓફ ગોલ્ડ

લોન કંપની દ્વારા સોનાનું મૂલ્ય ગ્રામ દીઠ ₹ 4,025 હેતુ અને

લેના પર મહત્તમ ₹ 2425નો લોન આપવામાં આવતો હતો. હાલ

આ મૂલ્ય ઘટીને ₹ 3,000 અને લેના પર 60 ટકા લેને ₹ 1,800

જ ઓફર કરવામાં આવે છે. હાલ લોન લેનારાને ગ્રામ દીઠ

₹ 625નો ફરક પડ્યો છે. બીજી દીઠ જાણે તો નવંબરમાં

લોન લેનારાને ₹ 625નો ફાવટો થયો છે. એસોસિએશન

દ્વારા સામાન્ય દોલે બે દિવસની મુદતના લોનની વેલ્યુ નક્કી

કરવામાં આવે છે. પરંતુ હાલ સોનાની સંચાલના કરાશે 22થી

28 ઓરિજ સુધી ચાર દિવસ એક જ વેલ્યુ રાખવામાં આવી છે.



કંપનીઓ પાસે 300 ટન ગોલ્ડ

હાલ દેશની ટોચની ઓલ્ડ લોન આપતી કંપનીઓ

પાસે હાલ એક જ 300 ટન સોનું જમા હોવાનું

માનવામાં આવે છે અને સોના સાથે લોનની

ઓફર કરવાની

₹23,000 કરોડથી

₹25,000 કરોડ

સુધીની હોઈ શકે એમ ઇન્વેસ્ટમેન્ટ સુગ્રામની દારદારી

દર્શાવે છે. 15 ટકાની નારમાઈલ કરાશે કંપનીઓની

લોન એસેટમાં કેટલું દોલારા હેતુ લેવા ગણતરી

એસોસિએશન દ્વારા મૂલ્યાંકનમાં આવી રહી છે.

લાઇ અને લોન વેલ્યુ	લક્ષીય	સોનાની રિમા	વેલ્યુ
26 ઓરિજ	₹3000	₹1800	
22 ઓરિજ	₹3100	₹1850	
14 ઓરિજ	₹3400	₹2040	
7 ડિસ્કાઉન્ડ	₹4000	₹2400	
30 નવંબર	₹4045	₹2425	

GOLD CRASH CAUSES COLLATERAL DAMAGE IN ZAVERI BAZAAR

Su-Raj Heading for Darkness as Gold Loses Shine Across World

Bullion banks invoke letters of credit worth ₹4kcr on Mumbai jeweller's import

SUGATA GHOSH & RAM SAHJAL
MUMBAI

One of the biggest gold bets that has backfired involves a mid-sized jeweller, Winsome, with leading international bullion banks who dealt with it gunning for the company. It's understood that Standard Bank of South Africa, Standard Chartered London and Scotiabank have invoked letters of credit (LCs) worth more than ₹4,000 crore after the company, formerly Su-Raj Diamonds, failed to cough up a smaller amount.

Zaveri Bazaar, the country's jewellery hub, bullion traders in the city, and diamond houses in Mumbai and Ahmedabad — which got a whiff of the default

— are trying to figure out how Mumbai-based Winsome Diamonds & Jewellery deals with offshore banks and a string of local lenders.

Around a dozen banks in India had issued LCs favouring the three bullion banks that belong to the elite club of gold suppliers from whom Winsome imported the bullion.

Letters of credit, a simple promise to pay, are issued by the banks of the buyers to comfort sellers that they will be paid as long as the terms of trade are fulfilled.

The overseas banks pulled the trigger on Winsome following the devolvement of LCs worth about ₹500 crore.

Bullion Banks Play Safe >> 25

No Credit Here

25.21%
Promoters' stake in Winsome (formerly Su-Raj)

58.6%
Shareholding of foreign portfolio investors

WHAT ARE LCs?

Note from buyers' banks to comfort sellers they will be paid as long as terms are met

WHO REVOKED LCs?

Standard Bank of South Africa, Standard Chartered London, Scotiabank

WHAT HAPPENED?

Company contracts large gold imports from abroad. Unable to pay after gold prices correct

NBFCs Cut Quantum of Loans



Gold loan NBFCs have cut the maximum loan amount against jewellery following the fall in gold prices, reports **Our Bureau. >> 15**

Gold loan cos' body tells members to cut lending rates on falling prices...

Our Bureau

Mumbai, April 22: Association of Gold Loan Companies (AGLOC) India on Monday urged gold loan companies to reduce maximum lending rate, in the light of falling gold prices. According to AGLOC website, the maximum loan amount for gold loan companies has been fixed at ₹1,800 per gram of gold, which is valued at ₹3,000 per gram, for the week ended Friday.

"There should be regular monitoring of overdue and high loan-to-value (LTV) loan accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to fair practice code stipulated by RBI," said George Alexander Muthoot, the president of AGLOC and managing director at Muthoot Finance. At all points in last one year, prices fixed by AGLOC have been below 60% of the value of the gold, as per the data on the



LOSING GLITTER

■ In last one year, prices fixed by AGLOC have been below 60% of the value of the gold

■ For Muthoot Finance, the average loan-to-value ratio stands at 67-70%

■ For Manappuram Finance, loans with LTV ratio of 80% constitute 61% of loan book

■ Manappuram Finance and Muthoot Finance form the two largest gold loan companies

website. For Muthoot Finance, however, the average loan-to-value ratio stands at 67-70%, said a senior company official. For Manappuram Finance, loans with LTV ratio of 80% or above constitute 61% of the total loan book, say data collected by rating agency Icria.

Muthoot Finance and Manappuram Finance form the two largest gold loan companies in the organised gold loan market in India and oc-

cupy a majority of the market share. RBI is yet to make any formal communication to these companies, to bring down the ratio of high LTV loans. Last year, the banking regulator had stipulated the LTV for gold loan non-banking finance companies cannot exceed 60% of the value of underlying security.

Analysts feel with the exposure of companies to high LTV loans going up, their asset quality is likely to take a

beating. Icria, in its note last week, had changed its outlook to "negative", on all long-term liabilities of Muthoot and Manappuram. Similarly, ratings agency Crisil had also changed its outlook to "negative", from "stable" for both companies.

Gold loan companies, though, are betting heavily on customer's attachment to gold jewellery, as part of their recovery strategy. Experts feel the correction in gold prices will bring down the value of the underlying security, which makes it unviable for these companies to go ahead and sell the pledged gold.

Even then, NBFCs are not putting pressure on customers to pay loans on time. "A customer will not want to lose his jewellery as there is always some kind of emotional attachment. We are sure customers will pay back their loans," said a senior official at Muthoot Finance said, seeking anonymity.

...improve means of collection

Our Bureau

Chennai, April 22: The Association of Gold Loan Companies (AGLOC) while taking feedback from its members on current development of falling gold prices and its impact on their loan portfolios, has asked them to further strengthen the existing collection mechanism.

AGLOC believes a 15-20% price fluctuation in gold prices will not have any significant impact on the gold loan portfolios of member companies as they have already factored already such fluctuations in the business model. Though gold prices are an important factor in gold loan business, the business model should not be misunderstood as a business of financing of gold bullion or shares where in mark to market valuation could affect the repayment behav-

iour of the borrower. AGLOC president George Alexander Muthoot said, "Gold loan companies lend against household jewellery where the impact of such temporary fluctuations on the business model are minimum. These loans

AGLOC BELIEVES A 15-20% PRICE FLUCTUATION WILL NOT HAVE ANY MAJOR IMPACT ON THE GOLD LOAN PORTFOLIOS OF MEMBER FIRMS

are of short duration of 3-6 months. Compared to the disbursements, NPA levels are low."

Most of the companies have majority of branches in semi-urban and rural areas and most of the loan book consist of loans of ticket size below ₹1 lakh.

Gold loan firms see little impact on their portfolios

PRESS TRUST OF INDIA

Kochi

ASSOCIATION OF Gold Loan Companies (AGLOC, India) on Monday said a 15-20 per cent price fluctuation in gold prices would not have any significant impact on the gold loan portfolios of member companies as they have already factored such fluctuations in the business model.

AGLOC had taken feedback from its members on current development of falling gold prices and its impact on their loan portfolios.

"Though gold price is an important factor in gold loan business, the business model should not be misunderstood as a business of financing of gold bullion or shares, wherein, mark to market valuation could affect the repayment behaviour of the borrower," AGLOC president George Alexander Muthoot said.

The gold loan compa-

Loan books of most firms consist primarily of loans of ticket size below Rs 1,00,000

nies are majorly lending against household jewellery where the impact of such temporary fluctuations on the business model are minimum. These loans are of short duration of three to six months. Compared with the disbursements, NPA levels are low, he said.

Most companies have majority of their branches in semi-urban and rural areas and their loan book consists primarily of loans of ticket size below Rs

1,00,000.

Hence, probabilities of defaults are low inspite of fall in gold price. The gold loans companies have a system of regularly calling up their borrowers and reminding them about the dues on the loan, Muthoot said in a statement here.

The companies extend a monthly interest collection target every month to all its branches which ensures in maintaining regular interface with customers and promotes prompt repayment habit among the borrowers, he said.

"AGLOC has asked member companies to review their existing collection mechanism and further strengthen it. There should be regular monitoring of overdues and high loan to value loan accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to fair practice code stipulated by RBI, he said.

ગોલ્ડ લોન કંપનીઓને ધિરાણ દરો ઘટાડવાની સૂચના

કોલકતા, તા. ૨૩ : સોનાના ભાવમાં ગાબડાં પડતાં એસોસિએશન ઓફ ગોલ્ડ લોન કંપનીએ તેના સભ્યોને મહત્તમ ધિરાણ દર ઘટાડવાની સલાહ આપી હતી.

આ એસોસિએશન સોનાના ભાવ પર ચાંપતી નજર રાખશે અને અવારનવાર તેના સભ્યોને સોનાના ગ્રામ દીઠ ભાવ અનુસાર લોન દરમાં સુધારા-વધારા કરવા સૂચનો આપશે. ભાવમાં ગાબડાં અને લોન-ટુ-વેલ્યુ રેશિયો ઘટવા છતાં ગોલ્ડ લોન્સ માટેની માગ મજબૂત જળવાઈ રહી છે. આ સાથે એ પણ હકીકત રહી છે કે અગાઉ ઊંચી રકમની મંજૂર કરાયેલી લોન્સનું નિયમિતપણે રિડમ્પશન

થતું રહ્યું છે. એસોસિએશન માને છે કે સોનાના ભાવમાં ૧૫-૨૦ ટકા વધઘટની તેમાં ધિરાણ ક્વોલિટીને અસર થતી નથી. આવાં કારણો આ બિઝનેસમાં (ગોલ્ડ લોન્સ કંપનીઓમાં) આવે એમ માની લેવાયું હોય છે.

કંપનીઓ ઘરેલું ઝવેરાત સામે મોટા ભાગે ધિરાણ આપતી હોય છે. જ્યાં આવા હંગામી વધઘટનો સિલસિલો આ બિઝનેસ પર ઓછામાં ઓછો રહે છે. આ લોન્સ ટૂંકી મુદતની હોય છે એટલે કે ૩થી ૬ માસની હોય છે. વહેંચણીની તુલનામાં નોન-પરકોર્મિંગ એસેટનું સ્તર નીચું હોય છે.

એમ મુજબ કાર્ડનાન્સના પ્રેસીડન્ટ તથા એમડી જ્યોર્જ એલેક્ઝાન્ડરે કહ્યું હતું. એસોસિએશને મેમ્બરોને હાલની "કલેક્શન" યંત્રણાની સમીક્ષા કરવા અને વધુ મજબૂત બનાવવા સૂચના આપી છે. ગોલ્ડ લોન કંપનીઓની મોટા

ભાગની શાખાઓ અર્ધ-શહેરી તથા ગ્રામ્ય વિસ્તારોમાં આવેલી છે અને લોનનું કદ ઘણુંખરું કરીને રૂ. ૧,૦૦,૦૦૦થી નીચું રહેતું હોય છે. છેલ્લા છ માસમાં સોનાના ભાવમાં લગભગ ૧૮ ટકાનો ઘટાડો થયો છે.

મુખ્ય શહેરોમાં સોના-ચાંદીના ભાવ

શહેર	સોનું ભાવ (રૂ. ૧૦ ગ્રામ દીઠ) વર્તમાન	ચાંદી ભાવ (મિત્રિ કિલો) વર્તમાન
મુંબઈ	૨૬,૬૬૦.૦૦	૪૪,૮૫૫.૦૦
દિલ્લી	૨૭,૬૦૦.૦૦	૪૫,૦૦૦.૦૦
ચેન્નઈ	૨૭,૧૨૫.૦૦	૪૪,૦૫૦.૦૦
કોલકાતા	૨૭,૮૫૦.૦૦	૪૬,૨૫૦.૦૦
બેંગલોર	૨૬,૮૦૫.૦૦	૪૫,૮૦૦.૦૦
અમદાવાદ	૨૬,૭૫૦.૦૦	૪૩,૪૦૦.૦૦
દેહરાબાદ	૨૭,૮૦૦.૦૦	૪૮,૮૫૦.૦૦

भाव घसरला तरी सोनेतारण कर्जावर विपरित परिणाम नाही

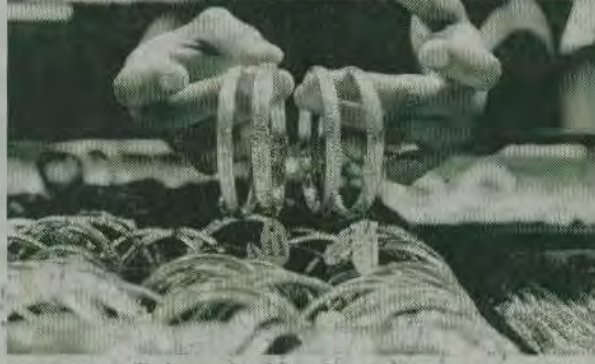
प्रतिनिधी

मुंबई, दि. २४ - सोन्याच्या भावात सध्या सातत्याने घसरण होत आहे. या घसरणीमुळे सोन्याची खरेदी करण्यास सर्वसामान्य ग्राहक उत्सुक असला तरी आणखी भाव खाली येण्याच्या अपेक्षेने ग्राहक द्विधा मनःस्थितीत आहे. मात्र, सोन्याचा भाव खाली आल्यामुळे सुवर्ण कर्जावर कोणताही विपरित परिणाम होणार नसल्याचे असोसिएशन ऑफ गोल्ड लोन कंपनीजने (एंग्लॉक) सांगितले आहे.

सोन्याच्या भावामध्ये १५ ते २० टक्क्यांची चढउतार सुवर्ण कर्जावर परिणाम करू शकत नसल्याचे या संघटनेचे म्हणणे आहे.

सुवर्ण कर्जे देणाऱ्या कंपन्यांनी सोन्याच्या भावातील हा चढउतार गृहीत धरलेला आहे. त्यामुळे कर्जे देण्याच्या योजनांमध्ये याचा समावेशही करण्यात आला आहे. त्यातही सोने तारण ठेवून

असोसिएशन ऑफ गोल्ड लोन कंपनीजचे स्पष्टीकरण



त्याबदल्यात कर्जे देताना हे सोने बव्हंशी घराघरांतील दागिने या स्वरूपातील असते. त्यामुळे निव्वळ सोन्याच्या भावातील चढउताराचा फारसा परिणाम या व्यवसायावर होत नाही. एंग्लॉक'चे अध्यक्ष जॉर्ज अलेक्झांडर मुथुट यांच्या मते बहुतांश सुवर्ण कर्जे देणाऱ्या कंपन्या घरगुती सोन्याच्या बदल्यात कर्जे देतात. दागिन्यांच्या बदल्यात कर्जे

दिल्यामुळे चढउताराचा परिणाम होत नाही. त्यातून सुवर्ण कर्जे ही ३ ते ६ महिने या कमी कालावधीसाठी दिली जातात! यामुळे कर्जाची परतफेड होण्याचे प्रमाण अधिक असते आणि बुडीत कर्जाचे प्रमाण त्यामानाने कमी असते.

सुवर्ण कर्जे देणाऱ्या कंपन्यांच्या शाखा सर्वसाधारणपणे निमशहरी व ग्रामीण भागात असतात. या

कंपन्यांकडून दिल्या जाणाऱ्या कर्जाची रक्कम बऱ्याचदा एक लाख रुपयापेक्षा कमी असते. त्यामुळे असे कर्ज बुडवण्याचे प्रमाण कमी होते. त्याचप्रमाणे या कंपन्या आपल्या कर्जदाराच्या संपर्कात नियमितपणे असतात. असा संपर्क प्रस्थापित करून या कंपन्या कर्जदाराला कर्जाच्या हप्त्यांची आठवणही करून देतात, असाही दावा त्यांनी केला आहे. सध्याच्या सोन्याच्या भावातील घसरणीच्या पार्श्वभूमीवर एंग्लॉक'ने सदस्य कंपन्यांना कर्जाच्या वसुलीची यंत्रणा आणखी सक्षम करण्यास सांगितले आहे. त्याचप्रमाणे एंग्लॉक'ने सोन्याच्या भावातील घसरण पाहून सुवर्ण कर्जाचे दर कमी केले आहेत. यामुळे संघटनेचे सदस्य असणाऱ्या सुवर्ण कर्जे देणाऱ्या कंपन्यांना कर्जाची मागणी कायम ठेवणे सोपे जाणार आहे.

दरातील फरकाचा सोने कर्जावर परिणाम नाही

सुवर्ण-कर्ज देणाऱ्या कंपन्यांच्या संघटनेचा दावा

सकाळ न्यूज नेटवर्क

मुंबई, ता. २४ : सोन्याच्या भावात सध्या सातत्याने घसरण होत आहे. या घसरणीमुळे सोन्याची खरेदी करण्यास सर्वसामान्य ग्राहक उत्सुक आहे. मात्र सोन्याचा भाव खाली आल्यामुळे सुवर्ण-कर्जावर कोणताही विपरित परिणाम होणार नसल्याचे 'असोसिएशन ऑफ गोल्ड लोन कंपनीज' अर्थात 'एंग्लॉक' या संघटनेने सांगितले आहे. सोन्याच्या भावामध्ये १५ ते २० टक्क्यांची चढ-उतार सुवर्ण-कर्जावर परिणाम करू शकत नसल्याचे या संघटनेचे म्हणणे आहे.

सुवर्ण-कर्ज देणाऱ्या कंपन्यांनी सोन्याच्या भावातील हा चढ-उतार गृहीत धरलेला आहे. त्यामुळे कर्जे देणाऱ्या योजनांमध्ये याचा समावेशही करण्यात आला आहे. त्यातही सोने तारण ठेवून त्या बदल्यात कर्जे देताना हे सोने



बव्हंशी घराघरांतील दागिने या स्वरूपातील असते. त्यामुळे निव्वळ सोन्याच्या भावातील चढ-उताराचा फारसा परिणाम या व्यवसायावर होत नाही. 'एंग्लॉक'चे अध्यक्ष जॉर्ज अलेक्झांडर मुथुट यांच्या मते बहुतांश सुवर्ण-कर्जे देणाऱ्या कंपन्या घरगुती सोन्याच्या बदल्यात कर्जे देतात. दागिन्यांच्या बदल्यात

कर्ज दिल्यामुळे चढ-उताराचा परिणाम होत नाही. त्यातून सुवर्ण-कर्जे ही ३ ते ६ महिने या कमी कालावधीसाठी दिली जातात. यामुळे कर्जाची परतफेड होण्याचे प्रमाण अधिक असते आणि बुडित कर्जाचे प्रमाण त्या मानाने कमी असते.

सुवर्ण-कर्ज देणाऱ्या कंपन्यांच्या शाखा

सर्वसाधारणपणे निमशहरी व ग्रामीण भागात असतात. या कंपन्यांकडून दिल्या जाणाऱ्या कर्जाची रक्कम बऱ्याचदा १ लाख रुपयापेक्षा कमी असते. त्यामुळे असे कर्ज बुडवण्याचे प्रमाण कमी होते. त्याचप्रमाणे या कंपन्या आपल्या कर्जदाराच्या संपर्कात नियमितपणे असतात. असा संपर्क प्रस्थापित करून या कंपन्या कर्जदाराला कर्जाच्या हप्त्यांची आठवणही करून देतात.

सध्याच्या सोन्याच्या भावातील घसरणीच्या पार्श्वभूमीवर 'एंग्लॉक' संघटनेने सदस्य कंपन्यांना कर्जाच्या वसुलीची यंत्रणा आणखी सक्षम करण्यास सांगितले आहे. त्याचप्रमाणे 'एंग्लॉक'ने सोन्याच्या भावातील घसरण पाहून सुवर्ण-कर्जाचे दर कमी केले आहेत. यामुळे संघटनेचे सदस्य असणाऱ्या सुवर्ण-कर्ज देणाऱ्या कंपन्यांना कर्जाची मागणी कायम ठेवणे सोपे जाणार आहे.

સોન્યાતીલ ઘસરણીના કર્જાવર પરિણામ નાહી

અસોસિએશન ઓફ ગોલ્ડ લોન કંપનીઝ સંસ્થેચે મત

કાઠિયાવાડી | મુઠ્ઠા

મહા સોન્યાના ધસરણીના કાઠિયાવાડી પસરણીના વાર્ષિકમુખેર વેરાકાલેન મુઠ્ઠા કર્જા વેરાચા કંપન્યાને પ્રાઈવેટન કરાના-અસોસિએશન

ઓફ ગોલ્ડ લોન કંપનીઝ ના સંસ્થે મુઠ્ઠા કર્જાના કમ્પલેટ વાજવર કર્જા વેરાચા નિર્ણય વેરાલા આલે.

પ્રાઈવેટ સોન્યાનાર વાલેના રવમેત વર કાઠિયાવાડી અમલી કરી સોન્યાનાર કર્જાના મોટી મારણી આલે. પરંતુ સોન્યાના વિમરોત 1% તે 2% ઠમ્કે વર-વતાર કાલે

તરી ત્યાના મુઠ્ઠા કંપન્યાના વ્યવસાયનાર તમેચ કર્જાવરના વરલે-કોનર પરિણામ લોક રાવલો અસા વેરામન કરુ નરે, અલે મા વ સંસ્થેને વાલત વેલે આલે. મુઠ્ઠા કર્જા કંપન્યા કુલોન કર્જા વેરાકાલે સોન્યાના વોન્યાનાર વેરાત આલે અસા વાવુવેના વર-વતારના પરિણામ અલ્પ અમલી.

No significant impact of falling gold prices, say loan firms

BANGALORE: The Association of Gold Loan Companies (AGLOC) on Monday said that falling gold prices won't have any "significant impact" on their loan portfolios as their business model takes care of price fluctuations.

It said that the member companies have already factored in fluctuations in their business model and as such a 15-20 per cent price fluctuation in gold prices will not impact their gold loan portfolios. It said that though price is an important factor in gold loan business, the business model should not be misunderstood as a business of financing of gold bullion or shares where in mark-to-market valuation could affect the repayment behaviour of the



borrower. In a statement, AL-FOC president George Alexander Muthoot said: "The gold loan companies are majorly lending against household jewellery where the impact of such temporary fluctuations on the

business model are minimum. These loans are of short duration of 3-6 months. Compared to the disbursements, NPA levels are low."

He further said, "AGLOC has asked member companies to review their existing collection mechanism and further strengthen it. Companies should auction defaulted and abandoned loan accounts with due compliance to fair practice code stipulated by the RBI."

AGLOC said that the maximum lending rate has been reduced in the light of fall in gold prices and added it is closely monitoring price movements to advise members of any further change in the maximum rate of loan per gram of gold. **DH News Service**

પ્રત્યાઘાત | સમયસર ચુકવણી પર એક ટકા ડિસ્કાઉન્ટથી લઈ ઝવેરી / કંપનીઓની અનેક ઓફર

સોના-ઝવેરાત પરના લોનના રેટ ઘટ્યા

બૌરુચી, અમરેલી

સોના કે સોનાના ઝવેરાત આપતી કંપનીઓ દ્વારા આપવામાં આવતી મહત્તમ લોન ઉપરના ઈન્ટેરેસ્ટ રેટને બેથી ત્રણ ટકા સુધી ઘટાડવામાં આવ્યા હોવાનું જાણવા મળે છે. પ્રાથમિક અનુસાર એસોસિએશન ઓફ ગોલ્ડ લોન કંપનીઓની હાલમાં જ મળેલી બેઠકમાં આ નિર્ણય લેવામાં આવ્યો હતો. હાલ સોનાના ભાવ ઝડપથી નીચે આવ્યા છે અને તેને કારણે ઊંચા ભાવે લોન લેનારા સમયસર ચુકવણી કરવા અંગે શંકા સેવવામાં આવે છે. આને કારણે કંપનીઓએ સમયસર જો લોનની ચુકવણી કરે તો એક ટકા ઈન્ટેરેસ્ટમાં ડિસ્કાઉન્ટની ઓફર કરી છે. બીજા તરફ ઝવેરીઓએ પણ લોકોને સોનું ખરીદવા આકર્ષવા માટે વિવિધ ડિસ્કાઉન્ટથી લઈ પ્રલોભનો ઓફર કર્યા છે. ચોક્કસ કંપનીઓ દ્વારા તો મંથલી ઈન્ટેરેસ્ટને

હેઠળ 12 મહિના ઈન્ટેરેસ્ટ કરનારને 14 મહિનાનો લાભ આપવાની યોજના તરતી મુકી છે. જાણકાર સાંપનો પાસેથી પ્રાથમિક અનુસાર દેશમાં ગોલ્ડ સાથે લોન આપતી બે મોટી કંપની મુચુટ કાર્ઠનાન્સ અને મનાપુરમ કાર્ઠનાન્સનો સમાવેશ થાય છે. આ ઉપરાંત અન્યમાં કોનકોર્ડ ફેડિટ, મુલામુટી કન્ઝમુમર ફેડિટનો સમાવેશ થાય છે. જ્યારે બીજા તરફ કેટલીક ટોચની એનબીએફસી કંપનીઓ અને બેન્કો પણ ગોલ્ડ લોન આપવામાં સક્રિય છે. મોટા ભાગની એનબીએફસી સોનાના મૂલ્ય સાથે 75 ટકા સુધીની લોન આપે છે. પરંતુ રિઝર્વ બેન્કે સોનાના મૂલ્ય સાથે 60 ટકા જ લોન આપવાની ફરજ ગોલ્ડ લોન આપતી કંપનીઓને પાડી છે. આને કારણે હાલ ગોલ્ડના મૂલ્ય સાથે આપવામાં આવતી લોનની સંખ્યામાં પણ ઘટાડો થયો છે. એસોસિએશનના સૂત્રોના કહેવા પ્રમાણે

રૂ. 3,00,000ની મૂલ્યના ઝવેરાત ઉપર પ્રાથમિક રૂ. 1,80,000 આપવામાં આવે છે જે સપ્તાહ અગાઉ રૂ. 3,10,000 ઉપર રૂ. 1,85,000 હતા. છેલ્લા અઠવાડિયામાં આ સોથી તળિયાના ભાવ છે. ગોલ્ડ લોન આપતી કંપનીઓ દ્વારા મહત્તમ 24-25 ટકા વ્યાજ વસૂલ કરવામાં આવતું હતું. આ કંપનીઓએ આ રેટમાં બેથી ત્રણ ટકાનો ઘટાડો કરીને 22-23 ટકા કર્યા હોવાનું જણાવીને સૂત્રોનું ઉમેરવું હતું કે હાલ સોનાના ભાવ નીચે આવતા મોટા ઝવેરીઓ જેઓ હેલ્થ કરવામાં સક્રિય રહ્યા તેઓ કડાકામાં બંધી ગયા હતા. સોનાના ભાવ નીચે આવતા હાલ ખરીદી વધી છે અને આને કારણે કેટલાક મોટા ઝવેરીઓએ વર્તમાન ખરીદીનો લાભ ઉઠાવવા નવા પ્રલોભન આપવાની સાથે નવી યોજનાઓ પણ તરતી મુકી રહ્યા છે. કેટલાક ઝવેરીઓએ તો ચોક્કસ ખરીદી પર મોંઘી કરાવી લઈ વિદેશની ટૂર સુધીના પ્રલોભન ઓફર કર્યા છે.

આંકડામાં... **લોન પર પાંચ મહિનામાં ગ્રામ દીઠ રૂ 625નો ફરક**

22 ટકા મહત્તમ લોનના દર બે ટકા ઘટાડાવા

01 ટકો સમગ્ર પર લોન ચુકવણી પર ડિસ્કાઉન્ટ

60 ટકા સુધી ઝવેરાત ઉપર ઓફર કરાતી લોન

₹1800 ગ્રામ દીઠ લોન મૂલ્ય પર મહત્તમ ચુકવણી

પાંચ મહિના અગાઉ નવેમ્બરમાં એસોસિએશન ઓફ ગોલ્ડ લોન કંપની દ્વારા સોનાનું મૂલ્ય ગ્રામ દીઠ રૂ. 4,025 હતું અને તેના પર મહત્તમ રૂ. 2,425ની લોન આપવામાં આવતી હતી. હાલ આ મૂલ્ય ઘટીને રૂ. 3,000 અને તેના પર 60 ટકા લેખે રૂ. 1,800 જ ઓફર કરવામાં આવે છે. હાલ લોન લેનારાને ગ્રામ દીઠ રૂ. 625નો ફરકો પડ્યો છે. બીજી રીતે જોઈએ તો નવેમ્બરમાં લોન લેનારને રૂ. 625નો ફાયદો થયો છે. એસોસિએશન દ્વારા સામાન્ય રીતે બે દિવસની મુદતના લોનની વેલ્યુ નક્કી કરવામાં આવે છે. પરંતુ હાલ સોનાની ચંચળતાને કારણે 22થી 26 એપ્રિલ સુધી ચાર દિવસ જોડ જ વેલ્યુ રાખવામાં આવી છે.

કંપનીઓ પાસે 300 ટન ગૌરવે
હાલ દેશની ટોચની ગોલ્ડ લોન આપતી કંપનીઓ પાસે હાલ સંઘાને 300 ટન સોનું વજન હોવાનું માનવામાં આવે છે અને સોના સામે લોનનો આંકડો રૂ. 23,000 કરોડથી રૂ. 25,000 કરોડ સુધીનો હોઈ શકે એમ ઇન્ડસ્ટ્રીના સૂત્રોની ધારણા રહી છે. 15 ટકાની નરમાઈને કારણે કંપનીઓની લોન એસેટમાં કેટલું ઘોવાણ થયું તેની ગણતરી એસોસિએશન દ્વારા મૂલ્યવામાં આવી રહી છે.

લાવ અને લોન વેલ્યુ

તારીખ	સોનાની વિમત	વેલ્યુ
26 એપ્રિલ	₹3000	₹1800
22 એપ્રિલ	₹3100	₹1850
14 એપ્રિલ	₹3400	₹2040
7 ડિસેમ્બર	₹4000	₹2400
30 નવેમ્બર	₹4045	₹2425

गोल्ड लोन पोर्टफोलियो पर खास असर नहीं

कोच्चि। सोना गिरवी रखकर ऋण देने वाली कंपनियों के संघ एसोसिएशन ऑफ गोल्ड लोन कंपनीज (एगलॉक) ने सोमवार को कहा कि सोने की कीमतों में 15-20 प्रतिशत उतार-चढ़ाव का उनके गोल्ड लोन पोर्टफोलियो पर कोई खास असर नहीं पड़ेगा, क्योंकि उन्होंने कारोबारी मॉडल में पहले ही इस तरह के उतार-चढ़ाव का प्रावधान किया हुआ है।

एगलॉक ने सोने की कीमतों में गिरावट और कर्ज पोर्टफोलियो पर इसके असर को लेकर अपनी सदस्य कंपनियों से प्रतिक्रिया लेने के बाद यह बयान जारी किया। एगलॉक के अध्यक्ष जॉर्ज एलेक्जेंडर मुथूट ने कहा कि वद्यपि सोने की कीमत, गोल्ड लोन कारोबार में एक महत्वपूर्ण कारक है, लोगों को इस भ्रम में नहीं रहना चाहिए कि इसकी कीमत में उतार-चढ़ाव से कर्ज लेने वाले व्यक्ति के व्यवहार में अंतर आएगा। उन्होंने कहा कि गोल्ड लोन कंपनियां ज्यादातर ऋण स्वर्ण आभूषणों को गिरवी रखकर देती हैं, जहां अस्थायी असर न्यूनतम होता है।



George Alexander Muthoot, President, AGLOC.

Gold loan firms asked to reduce maximum lending rate

Our Bureau

Kochi, April 22

The Association of Gold Loan Companies has asked its members to reduce the maximum lending rate in the light of falling gold prices.

The Association is closely monitoring the gold price movements and will advise its members of any further change in the maximum rate of loan per gram of gold, George Alexander Muthoot, President, AGLOC, said.

After taking feedback from its members on current development of falling gold prices and its impact on their loan portfolios, AGLOC has asked member-companies to review its existing collection mechanism and further strengthen it.

There should be regular monitoring of overdue and high loan-to-value accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to the fair practice code stipulated by the RBI, he said.

Members confirm that loan demand continues to be robust in spite of reduction in amount lent per gram of gold. It is also noticed that there is regular redemption of earlier loans sanctioned at higher amount per gram of gold, he added.

AGLOC, a self-regulatory organisation, was formed in April 2011 to promote and safeguard the interests of gold loan companies registered with the RBI.

The Association believes that a 15-20 per cent price fluctuation in gold prices will not have any significant impact on the gold loan portfolios of member-companies as they have already factored in such fluctuations in the business model.

Though gold price is an important factor, the business model should not be misunderstood as a business of financing of gold bullion or shares wherein mark-to-market valuation could affect the repayment behaviour of the borrower.

Gold loan companies lend mainly against household jewellery where the impact of such temporary fluctuations on the business model are minimum. These loans are of short duration of 3-6 months. Compared to the disbursements, the NPA (non-performing asset) levels are low, he said.

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Gold loan cos' body tells members to cut lending rates on falling prices...

...improve means of collection

By Bureau

Mumbai, April 22: Association of Gold Loan Companies (AGLOC) India on Monday urged gold loan companies to reduce maximum lending rate, in the light of falling gold prices. According to AGLOC website, the maximum loan amount for gold loan companies has been fixed at ₹1,800 per gram of gold, which is valued at ₹3,000 per gram, for the week ended Friday.

"There should be regular monitoring of overdue and high loan-to-value (LTV) loan accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to fair practice code stipulated by RBI," said George Alexander Muthoot, the president of AGLOC and managing director at Muthoot Finance. At all points in last one year, prices fixed by AGLOC have been below 60% of the value of the gold, as per the data on the



LOSING GLITTER

- In last one year, prices fixed by AGLOC have been below 60% of the value of the gold
- For Muthoot Finance, the average loan-to-value ratio stands at 67-70%
- For Manappuram Finance, loans with LTV ratio of 80% constitute 61% of loan book
- Manappuram Finance and Muthoot Finance form the two largest gold loan companies

website. For Muthoot Finance, however, the average loan-to-value ratio stands at 67-70%, said a senior company official. For Manappuram Finance, loans with LTV ratio of 80% or above constitute 61% of the total loan book, say data collected by rating agency Icr.

Muthoot Finance and Manappuram Finance form the two largest gold loan companies in the organised gold loan market in India and oc-

cupy a majority of the market share. RBI is yet to make any formal communication to these companies, to bring down the ratio of high LTV loans. Last year, the banking regulator had stipulated the LTV for gold loan non-banking finance companies cannot exceed 60% of the value of underlying security.

Analysts feel with the exposure of companies to high LTV loans going up, their asset quality is likely to take a

beating. Icr, in its note last week, had changed its outlook to "negative", on all long-term liabilities of Muthoot and Manappuram. Similarly, ratings agency Crisil had also changed its outlook to "negative", from "stable" for both companies.

Gold loan companies, though, are betting heavily on customer's attachment to gold jewellery, as part of their recovery strategy. Experts feel the correction in gold prices will bring down the value of the underlying security, which makes it unviable for these companies to go ahead and sell the pledged gold.

Even then, NBFCs are not putting pressure on customers to pay loans on time. "A customer will not want to lose his jewellery as there is always some kind of emotional attachment. We are sure customers will pay back their loans," said a senior official at Muthoot Finance said, seeking anonymity.

By Bureau

Chennai, April 22: The Association Of Gold Loan Companies (AGLOC) while taking feedback from its members on current development of falling gold prices and its impact on their loan portfolios, has asked them to further strengthen the existing collection mechanism.

AGLOC believes a 15-20% price fluctuation in gold prices will not have any significant impact on the gold loan portfolios of member companies as they have already factored already such fluctuations in the business model. Though gold prices are an important factor in gold loan business, the business model should not be misunderstood as a business of financing of gold bullion or shares where in mark to market valuation could affect the repayment behav-

our of the borrower.

AGLOC president George Alexander Muthoot said, "Gold loan companies lend against household jewellery where the impact of such temporary fluctuations on the business model are minimum. These loans

AGLOC BELIEVES A 15-20% PRICE FLUCTUATION WILL NOT HAVE ANY MAJOR IMPACT ON THE GOLD LOAN PORTFOLIOS OF MEMBER FIRMS

are of short duration of 3-6 months. Compared to the disbursements, NPA levels are low."

Most of the companies have majority of branches in semi-urban and rural areas and the loan book consist of loans of ticket size below ₹1 lakh.

സ്വർണമൂലധന സ്ഥാപനങ്ങളുടെ സംഘടന പരാമർശം ചെയ്തുകൊണ്ട് കർമ്മങ്ങൾ

കൊച്ചി: സ്വർണവില ഇടിഞ്ഞതിന്റെ പശ്ചാത്തലത്തിൽ അംഗങ്ങളിൽ നിന്ന് അടിപായമാരാഞ്ഞതിനെത്തുടർന്ന് സ്വർണപ്പണയ സ്ഥാപനങ്ങളുടെ സംഘടനയായ അസോസിയേഷൻ ഓഫ് ഗോൾഡ് ലോൺ കമ്പനീസ് (അഗ്ലോക്) ഈ മേഖലയുടെ ഭാവിസാധ്യതകൾ വിലയിരുത്തി, സ്വർണവില

യിൽ വരുന്ന 15-20% വരെയുള്ള വിലവ്യതിയാനങ്ങൾ കാര്യമായ പ്രശ്നമുണ്ടാക്കുകയില്ലെന്നാണ് സംഘടനയുടെ വിലയിരുത്തൽ.

അതേത്തോളമുള്ള വ്യതിയാനങ്ങൾക്ക് മുൻകൂട്ടി വകയിരുത്തിയിരുന്ന തങ്ങളുടെ ബിസിനസ് മോഡലാണ് സാമ്പത്തിക ആരംഭം വിലയിരുത്തൽ. സ്വർണ

വില ഒരു പ്രധാനഘടകമാണെങ്കിലും ഗോൾഡ് ബാറുകൾക്കുപോലും ഹരിക്കുകയോ ഇടകിടകെല്ലു ഭൂരിപക്ഷം പണയവായ്പകളുമെന്നതിനാൽ ഇത്തരം വ്യതിയാനങ്ങളെ ഏറെ ഭയപ്പെടാനില്ലെന്നാണ് സംഘടന ചൂണ്ടിക്കാണിക്കുന്നത്. 'കുടുംബങ്ങളുടെ കൈവശമുള്ള ആഭരണങ്ങളാണ് പ്രധാനമായും ഈടാക്കുന്നത്. ഇതിലേറെയും 3-6 മാസം കാലാവധിയുള്ള ഇടക്കാല വായ്പകളാണെന്നതിനാൽ കീട്ടാക്കടത്തിന്റെ തോൽ കുറവായിരിക്കും. അഗ്ലോക് പ്രസിഡന്റ് ജോർജ്ജ് അലക്സാണ്ടർ മൂത്തുറ്റ പറയുന്നു.

એજીએલઓસી એ વસૂલીને મજબૂત કરવા પર ભાર મૂક્યો, ધિરાણના દર ઘટાડયા

કોચી, તા.૨૨
એસોસિયેશન ઓફ ગોલ્ડ લોન કંપનીઝ ઓફ ઈન્ડિયા (એજીએલઓસી)એ તેના સભ્યો પાસેથી કાલમાં સોનાના ભાવમાં આવેલા ઘટાડા અંગે અને તેમના લોન પોર્ટફોલિયો પર પડેલી અસર અંગે પ્રતિક્રિયા મંગાવી છે.

એજીએલઓસીનું માનવું છે કે તાજેતરમાં સોનાના ભાવમાં જોવાયેલી ૧૫-૨૦ ટકાની વધઘટથી તેમના સભ્યોના ગોલ્ડ લોન પોર્ટફોલિયો પર ગણનાપાત્ર અસર જોવા મળી નથી અને તેઓ એ આ વધઘટને તેમના વેપારના મોડેલમાં સમાવી લીધા છે. જોકે ગોલ્ડ લોન બિઝનેસમાં સોનાનો ભાવ જ સીધી મોટી ભાગ ભજવે છે. બિઝનેસ મોડેલમાં ગોલ્ડ બુલિયન અથવા તો શેરના ફાઈનાન્સીંગના બિઝનેસ તરીકેની ગેરસમજ થવી જોઈએ નહિ, કેમ કે માર્ક ટુ માર્કટ વેલ્યુએશનની અસર ઋણીના પરત ચૂકવણીના વર્તન પર જોવા મળી શકે છે. એજીએલઓસીના પ્રેસિડેન્ટ શ્રી જયોર્જ એલેક્સાન્ડર મુથુટનું કહેવું છે કે, મોટા ભાગની ગોલ્ડ લોન કંપનીઓ ઘરગથ્થુ ઝવેરાત સામે ધિરાણ આપે છે પરિણામે સોનાના ભાવમાં આવેલી વધઘટની બિઝનેસ મોડેલ પર ઓછી પડે છે. આ લોનનો ગાળો ૩ થી ૬ માસના ગાળાનો છે. ડિસબર્સમેન્ટ,

એનપીએની સરખામણીએ સાથે તે નીચા છે.

મોટા ભાગની કંપનીઓ તેમની શાખા અર્ધશહેરી અને ગ્રામીણ વિસ્તારમાં ધરાવે છે અને તેમની લોન બુકમાં ૩.૧ લાખની લોન સામેલ હોય છે. માટે સોનાના ભાવમાં ઘટાડો થાય તો પણ ડિફોલ્ટરની શક્યતા ઓછી છે. ગોલ્ડ લોન કંપનીઓ પાસે એવી વ્યવસ્થા છે કે તેઓ નિયમિતપણે તેમના ગ્રાહકોને ફોન કરે છે અને તેમને તેમની લોન સામેના હપ્તા ચૂકવવાની યાદ અપાવે છે. કંપનીઓ દર મહિને તેમની બધી શાખાઓમાં વ્યાજની વસૂલીના લક્ષ્યો વધારતા જાય છે અને તેઓ ગ્રાહકો સાથે નિયમિત રીતે વાતચીત કરતા રહે છે અને તેઓને હપ્તા ભરવા માટે નિયમિત કહેતા રહે છે. મુથુટે વધુમાં કહ્યું કે, એજીએલઓસીએ તેમની સભ્ય કંપનીઓને તેના તેના હયાત કલેક્શન મેકેનીઝમની સમીક્ષા કરવા અને તેને મજબૂત કરવા જણાવ્યું છે. સતત ઓવરડ્યુ પર અને ઉંચી લોનથી તે મૂલ્યવાન લોન પર નિગરાળી રાખવા જણાવ્યું છે. કંપનીઓએ ડિફોલ્ટરની નિલામી કરવી જોઈએ અને આરબીઆઈ દ્વારા નકકી કરવામાં આવેલા નિયમોને આધીન આપા ખાતાને ડ્યુ કોમ્પલીયાન્સ સાથે ખાલી કરવા જોઈએ.

સોન્યાતીલ ઘસરણીવા કર્જાવર પરિણામ નહી

અસોસિયેશન ઓફ ગોલ્ડ લોન કંપનીઝ સંસ્થેવે મત

પ્રતિનિધી | મુંબઈ

સૂચના સોન્યાના માધ્યમ દ્વારાલ્લા ઘસરણીના વાર્ષિક મૂલ્યાંકન દેરાતીલ સુવર્ણ કર્જ દેવાના કંપન્યને પ્રતિનિધિલ કલ્પનાયા અસોસિયેશન ઓફ ગોલ્ડ લોન કંપનીઝ યા સંસ્થેને સુવર્ણ કર્જના કમ્પાલ વ્યાજવદ કમી કલ્પનાય નિર્ણય વેતાલ આદે. પ્રતિનિધિ સોન્યાવર દિલેલ્લા રકમેત વદ દ્વારાલેલી અસરતી તરી સોન્યાતીલ કર્જાવર મોટી માળખી આદે. પરંતુ સોન્યાના કિમતીત ૨૫ તે ૨૦ ટકાકે વદ-કાર દ્વારા તરી ત્યાના સુવર્ણ કંપન્યાના વ્યવસાયવર તસેચ કર્જદારના પસાકેટીવર પરિણામ હેઠલ શકલો અસ મૈસમજ કરુ નવે, અસે મત યા સંસ્થેને વ્યક્ત કેલે આદે.

સુવર્ણ કર્જ કંપન્યા વદુતેશ કર્જે ધરાતીલ સોન્યાના વાળિન્યાવર વેતાલ આપિ ત્યાવર અસા તાત્પરલ્લા વદ-કારાના વ્યવસાયવર હોનાળ પરિણામ આપ કાલાવપોસકટી અસતો. ત્યાનમણે કર્જે વિતલનાના હુલનેત અનુવ્યક્ત કર્જાને પ્રમાળ કમી અસતે, અસે મત અસોસિયેશનને અવ્યથ આપિ મુથુટ ફાલનાયસને વ્યવસ્થાવકીલ સંચારલક નોર્જે અલેક્સાન્ડર મુથુટ યાની વ્યક્ત કેલે.

Though gold price is an important factor, the business model should not be misunderstood as a business of financing of gold bullion or shares wherein mark-to-market valuation could affect the repayment behaviour of the borrower.

Gold loan companies lend mainly against household jewellery where the impact of such temporary fluctuations on the business model are minimum. These loans are of short duration of 3-6 months. Compared to the disbursements, the NPA (non-performing asset) levels are low, he said.

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George A Muthoot
President
AGLOC

Though gold price is an important factor in gold loan business, the business model should not

be misunderstood as a business of financing of gold bullion or shares, wherein, mark to market valuation could affect the repayment behaviour

એજીએલઓસી એ વસૂલીને મજબૂત કરવા પર ભાર મૂક્યો, મહત્તમ ધિરાણના દર ઘટાડયા

એસોશિયેશન ઓફ ગોલ્ડ લોન કંપનીઝ ઓફ ઈન્ડિયા (એજીએલઓસી)એ તેના સભ્યો પાસેથી હાલમાં સોનાના ભાવમાં આવેલા ઘટાડા અંગે અને તેમના લોન પોર્ટફોલિયો પર પડેલી અસર અંગે પ્રતિક્રિયા મંગાવી છે.

એજીએલઓસીનું માનવું છે કે તાજેતરમાં સોનાના ભાવમાં જોવાયેલી ૧૫-૨૦ ટકાની વધઘટથી તેમના સભ્યોના ગોલ્ડ લોન પોર્ટફોલિયો પર ગણનાપાત્ર અસર જોવા મળી નથી અને તેઓએ આ વધઘટને તેમના વેપારના મોડેલમાં સમાવી લીધા છે. જોકે ગોલ્ડ લોન બિઝનેસમાં સોનાનો ભાવ જ સૌથી મોટો ભાગ ભજવે છે. બિઝનેસ મોડેલમાં ગોલ્ડ બુલિયન અથવા તો શેરના ફાઈનાન્સીંગના બિઝનેસ

તરીકેની ગેરસમજ થવી જોઈએ નહિ, કેમ કે માર્ક ટુ માર્કેટ વેલ્યુએશનની અસર ઋણીના પરત ચૂકવણીના વર્તન પર જોવા મળી શકે છે. એજીએલઓસીના પ્રેસિડેન્ટ શ્રી જયોર્જ એલેક્સઝાન્ડર મુથૂટનું કહેવું છે કે, મોટા ભાગની ગોલ્ડ લોન કંપનીઓ ઘરગથ્થુ ઝવેરાત સાથે ધિરાણ આપે છે પરિણામે સોનાના ભાવમાં આવેલી વધઘટની બિઝનેસ મોડેલ પર ઓછી પડે છે. આ લોનનો ગાળો ૩ થી ૬ માસના ગાળાનો છે. ડિસબર્સમેન્ટ, એનપીએની સરખામણીએ સાથે તે નીચા છે.

મોટા ભાગની કંપનીઓ તેમની શાખા અર્ધશહેરી અને ગ્રામીણ વિસ્તારમાં ધરાવે છે અને તેમની લોન બૂકમાં રૂ.૧ લાખની લોન સામેલ હોય છે.

માટે સોનાના ભાવમાં ઘટાડો થાય તો પણ ડિફોલ્ટરની શક્યતા ઓછી છે. ગોલ્ડ લોન કંપનીઓ પાસે એવી વ્યવસ્થા છે કે તેઓ નિયમિતપણે તેમના ગ્રાહકોને ફોન કરે છે અને તેમને તેમની લોન સામેના હપ્તા ચૂકવવાની યાદ અપાવે છે. કંપનીઓ દરમિયાને તેમની બધી શાખાઓમાં વ્યાજની વસૂલીના લક્ષ્યો વધારતા જાય છે અને તેઓ ગ્રાહકો સાથે નિયમિત રીતે વાતચીત કરતા રહે છે અને તેઓને હપ્તા ભરવા માટે નિયમિત કહેતા રહે છે.

મુથૂટે વધુમાં કહ્યું કે, એજીએલઓસીએ તેમની સભ્ય કંપનીઓને તેના તેના હયાત કલેક્શન મેકેનીઝમની સમીક્ષા કરવા અને તેને મજબૂત કરવા જણાવ્યું છે.

'Volatility in Gold Price Not to Impact Loan Portfolios'

ENS Economic Bureau

Hyderabad: In the light of falling gold prices, the Association of Gold Loan Companies (AGLOC), Monday advised its member companies to reduce their maximum lending rate.

"AGLOC will advise its members of any further change in the maximum rate of loan per gram of gold," it said. Gold prices dropped nearly 18 per cent over the past six months. Currently, NBFCs' maximum lending rate is about 24 per cent, while banks lend at 14-15 per cent.

"We believe that a 15-20 per cent price fluctuation in gold prices will not have any significant impact on the gold loan portfolios of member companies as they have already factored already such fluctuations in the business model," AGLOC said adding, "Though gold price is an important factor in gold loan business, the business model should not be misunderstood as a business of financing of gold bullion or shares, where in mark-to-market valuation could affect the repayment behaviour of the borrower."

According to AGLOC, the gold loan companies have a system of regularly calling up their borrowers and reminding them about the dues on the loan.

"Majority of the gold loan companies are lending against household jewellery where the impact of such temporary fluctuations on the business model are maximum. These loans are of short duration of 3-6 months. Compared to the disbursements, NPA levels are low," said George Alexander Muthoot, President, AGLOC.

Most of these companies have their branches in semi-urban and rural areas and majority of their loan book consists of loans of ticket size below ₹1 lakh. Hence, probabilities of defaults are low inspite of fall in gold price.

"We have asked member companies to review existing collection mechanism and further strengthen it. There should be regular monitoring of overdue and high loan to value loan accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to fair practice code stipulated by RBI," he said.



George Alexander Muthoot, President, AGLOC.

Gold loan firms asked to reduce maximum lending rate

Our Bureau

Kochi, April 22

The Association of Gold Loan Companies has asked its members to reduce the maximum lending rate in the light of falling gold prices.

The Association is closely monitoring the gold price movements and will advise its members of any further change in the maximum rate of loan per gram of gold, George Alexander Muthoot, President, AGLOC, said.

After taking feedback from its members on current development of falling gold prices and its impact on their loan portfolios, AGLOC has asked member-companies to review its existing collection mechanism and further strengthen it.

There should be regular monitoring of overdue and high loan-to-value accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to the fair practice code stipulated by the RBI, he said.

Members confirm that loan demand continues to be robust in spite of reduction in amount lent per gram of gold. It is also noticed that there is regular redemption of earlier loans sanctioned at higher amount per gram of gold, he added.

AGLOC, a self-regulatory organisation, was formed in April 2011 to promote and safeguard the interests of gold loan companies registered with the RBI.

The Association believes that a 15-20 per cent price fluctuation in gold prices will not have any significant impact on the gold loan portfolios of member-companies as they have already factored in such fluctuations in the business model.

Though gold price is an important factor, the business model should not be misunderstood as a business of financing of gold bullion or shares wherein mark-to-market valuation could affect the

Cut lending rates, gold loan body to members



BS REPORTER
Kolkata, 22 April

Association of Gold Loan Companies (AGLOC) today said it has advised its members to reduce their maximum lending rate following the decline in the price of the yellow metal.

The industry body of gold loan companies will continue to monitor the gold price movements and suggest its members to revise the maximum rate of loan per gram of gold accordingly. It, however, added despite the steep fall in gold prices and reduction in loan-to-value ratio, demand for gold loans continues to remain strong.

"Members confirm loan demand continues to be robust in spite of reduction in amount lent per gram of gold. It is also noticed there is a regular redemption of earlier loans sanctioned at higher amount per gram of gold," AGLOC said in a statement.

The industry body felt that 15-20 per cent fluctuations in gold prices may not deteriorate credit quality significantly as such variations are already factored in the business model of gold loan companies.

"The gold loan companies are majorly lending against household jewellery where the impact of such temporary fluctuations on the business model are minimum. These loans are of short duration of three to six months. Compared to the disbursements, non-performing asset levels are low," said George Alexander Muthoot, president of AGLOC and managing director of Muthoot Finance.

"AGLOC has asked member companies to review its existing collection mechanism and further strengthen it. There should be regular monitoring of overdue and high loan-to-value loan accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to fair practice code stipulated by the Reserve Bank of India," he added.

Date 23/04/13

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Gold loan cos' body tells members to cut lending rates on falling prices...

fe Bureau

Mumbai, April 22: Association of Gold Loan Companies (AGLOC) India on Monday urged gold loan companies to reduce maximum lending rate, in the light of falling gold prices. According to AGLOC website, the maximum loan amount for gold loan companies has been fixed at ₹1,800 per gram of gold, which is valued at ₹3,000 per gram, for the week ended Friday.

"There should be regular monitoring of overdue and high loan-to-value (LTV) loan accounts. Companies should auction defaulted and abandoned loan accounts with due compliance to fair practice code stipulated by RBI," said George Alexander Muthoot, the president of AGLOC and managing director at Muthoot Finance. At all points in last one year, prices fixed by AGLOC have been below 60% of the value of the gold, as per the data on the



LOSING GLITTER

- In last one year, prices fixed by AGLOC have been below 60% of the value of the gold
- For Muthoot Finance, the average loan-to-value ratio stands at 67-70%
- For Manappuram Finance, loans with LTV ratio of 80% constitute 61% of loan book
- Manappuram Finance and Muthoot Finance form the two largest gold loan companies

website. For Muthoot Finance, however, the average loan-to-value ratio stands at 67-70%, said a senior company official. For Manappuram Finance, loans with LTV ratio of 80% or above constitute 61% of the total loan book, say data collected by rating agency Ica.

Muthoot Finance and Manappuram Finance form the two largest gold loan companies in the organised gold loan market in India and oc-

cupy a majority of the market share. RBI is yet to make any formal communication to these companies, to bring down the ratio of high LTV loans. Last year, the banking regulator had stipulated the LTV for gold loan non-banking finance companies cannot exceed 60% of the value of underlying security.

Analysts feel with the exposure of companies to high LTV loans going up, their asset quality is likely to take a

beating. Ica, in its note last week, had changed its outlook to "negative", on all long-term liabilities of Muthoot and Manappuram. Similarly, ratings agency Crisil had also changed its outlook to "negative", from "stable" for both companies.

Gold loan companies, though, are betting heavily on customer's attachment to gold jewellery, as part of their recovery strategy. Experts feel the correction in gold prices will bring down the value of the underlying security, which makes it unviable for these companies to go ahead and sell the pledged gold.

Even then, NBFCs are not putting pressure on customers to pay loans on time. "A customer will not want to lose his jewellery as there is always some kind of emotional attachment. We are sure customers will pay back their loans," said a senior official at Muthoot Finance said, seeking anonymity.

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SMARTBYTES



George A Muthoot
President
AGLOC

Though gold price is an important factor in gold loan business, the business model should not

be misunderstood as a business of financing of gold bullion or shares, wherein, mark to market valuation could affect the repayment behaviour

സ്വർണവിലയിലെ വ്യത്യാസം പണയ സ്മാപനങ്ങളെ ബാധിക്കില്ല: അഗ്ലോക്

കൊച്ചി • സ്വർണവിലയിൽ ഉണ്ടാകുന്ന 15-20% വില വ്യത്യാസം സ്വർണപ്പണയ സ്മാപനങ്ങളെ ബാധിക്കുകയില്ലെന്ന് അസോസിയേഷൻ ഓഫ് ഗോൾഡ് ലോൺ കമ്പനിസ് (അഗ്ലോക്) പറയുന്നു. ഇത്തരത്തിലുള്ള വ്യത്യാസങ്ങൾ മുൻകൂട്ടി വകയിരുത്തുന്ന ബിസിനസ് മോഡലാണ് അഗ്ലോക്കിനുള്ളത്. കൂടുംബങ്ങളുടെ കൈവശമുള്ള ആഭരണങ്ങളാണ് പ്രധാനമാ

യും ഇടയാക്കുന്നതാണ്. ഇതിലേറെയും 3-6 മാസം കാലാവധിയുള്ള ഇടക്കാല വായ്പകളാണെന്നതിനാൽ കിട്ടാക്കടത്തിന്റെ തോത് കുറവായിരിക്കുമെന്ന് അഗ്ലോക് പ്രസിഡന്റ് ജോർജ്ജ് അലക്സാണ്ടർ മുത്തൂറ്റ് പറയുന്നു. അതേസമയം പരമാവധി വായ്പത്തുകയിലും അഗ്ലോക് കുറവു വരുത്തിയിട്ടുണ്ട്. റിസർവ് ബാങ്ക് നിർദ്ദേശം പൂർണ്ണമായും പാലിച്ചുവേണം വായ്പ നൽകാ

നെന്നും നിർദ്ദേശം നൽകിയിട്ടുണ്ട്. ഓരോ വായ്പയും ഒരു ലക്ഷം രൂപയിൽ താഴെ മതിക്കുന്നതുമാണ്. ഇക്കാരണത്താൽ തിരിച്ചടവിൽ വീഴ്ച വരുത്തുന്നതു കുറവാണ്. ഇടപാടുകാരെ സ്ഥിരമായി വിളിച്ച് ബാക്കിനിൽക്കുന്ന പലിശയും മറ്റും അടച്ചുതീർക്കാൻ ഓർമ്മിപ്പിക്കുന്ന സംവിധാനം എല്ലാ സ്മാപനങ്ങൾക്കുമുണ്ട്.

സ്വർണപ്പണയ സ്മാപനങ്ങളുടെ സംഘടന പരമാവധി പണയത്തുക കുറയ്ക്കുന്നു

കൊച്ചി: സ്വർണവില ഇടിഞ്ഞതിന്റെ പശ്ചാത്തലത്തിൽ അംഗങ്ങളിൽ നിന്ന് അഭിപ്രായമാന്ദ്രാജ്ഞതിനെത്തുടർന്ന് സ്വർണപ്പണയ സ്മാപനങ്ങളുടെ സംഘടനയായ അസോസിയേഷൻ ഓഫ് ഗോൾഡ് ലോൺ കമ്പനിസ് (അഗ്ലോക്) ഈ മേഖലയുടെ ഭാവിസാധ്യതകൾ വിലയിരുത്തി. സ്വർണവിലയിൽ വരുന്ന 15-20% വരെയുള്ള വിലവ്യതിയാനങ്ങൾ കാര്യമായ പ്രശ്നമുണ്ടാക്കുകയില്ലെന്നാണ് സംഘടനയുടെ വിലയിരുത്തൽ. അതേത്തോളമുള്ള വ്യതിയാനങ്ങൾക്ക് മുൻകൂട്ടി വകയിരുത്തിയിരുന്നതാണ് അങ്ങളുടെ ബിസിനസ് മോഡലാണ് സംഘടനയ്ക്ക് ആത്മവിശ്വാസം പകരുന്നത്. സ്വർണവില ഒരു പ്രധാനഘടകമാണെങ്കിലും ഗോൾഡ് ബാറുകളുടെയോ ഹെൽമുകളുടെയോ ഇറക്കുമതിയോ പണയവായ്പകളുമെത്തിനാൽ ഇത്തരം വ്യതിയാനങ്ങളെ ഏറ്റെടുക്കാനാണെന്നാണ് സംഘടന ചൂണ്ടിക്കാണിക്കു

ന്നത്. 'കൂടുംബങ്ങളുടെ കൈവശമുള്ള ആഭരണങ്ങളാണ് പ്രധാനമായും ഇടയാക്കുന്നതാണ്. ഇതിലേറെയും 3-6 മാസം കാലാവധിയുള്ള ഇടക്കാല വായ്പകളാണെന്നതിനാൽ കിട്ടാക്കടത്തിന്റെ തോത് കുറവായിരിക്കും,' അഗ്ലോക് പ്രസിഡന്റ് ജോർജ്ജ് അലക്സാണ്ടർ മുത്തൂറ്റ് പറയുന്നു. ഉപനഗരങ്ങളിലും നാട്ടിൻപുറങ്ങളിലുമാണ് ഇത്തരം കമ്പനികളുടെ ശാഖകൾ ഏറെയും പ്രവർത്തിക്കുന്നത്. ഓരോ ലോണും 1 ലക്ഷം രൂപയിൽ താഴെ മതിക്കുന്നതുമാണ്. ഇക്കാരണത്താൽ തിരിച്ചടവിൽ വീഴ്ച വരുത്തുന്നതും കുറവാണ്. ഇടപാടുകാരെ സ്ഥിരമായി വിളിച്ച് ബാക്കിനിൽക്കുന്ന പലിശയും മറ്റും അടച്ചുതീർക്കാൻ ഓർമ്മിപ്പിക്കുന്ന സംവിധാനം മിക്കവാറും എല്ലാ സ്മാപനങ്ങൾക്കുമുണ്ട്. ഓരോ ശാഖയും മാസം തോറും നിശ്ചിതതുകയെങ്കിലും പലിശ കിട്ടാനുള്ള വകയിൽ പിരിച്ചെടുക്കണമെന്നും അനുശാസിക്കു

ന്നു. കിട്ടാക്കടം കുറയാൻ ഇവയും കാരണമാവുന്നു. കളക്ഷൻ സംവിധാനം വിലയിരുത്താനും കൂടുതൽ ശക്തിപ്പെടുത്താനും അഗ്ലോക് അംഗങ്ങളോട് ആവശ്യപ്പെട്ടിട്ടുണ്ട്. രാജഹരണപ്പെട്ട പണയങ്ങൾ റിസർവ് ബാങ്ക് പട്ടമനുസരിച്ച് ന്യായവിലയിൽ ലേലം ചെയ്യാനും അംഗങ്ങളോട് ആവശ്യപ്പെട്ടിട്ടുണ്ട്. പരമാവധി വായ്പത്തുകയിലും അഗ്ലോക് കുറവു വരുത്തിയിട്ടുണ്ട്. വായ്പത്തുകയുടെ നിരക്കിൽ കുറവു വന്നിട്ടുണ്ടെങ്കിലും ബിസിനസിൽ വർദ്ധനവു തന്നെയാണെന്നാണ് അംഗങ്ങളുടെ അനുഭവം. കൂടുതൽ നിരക്കിൽ നൽകിയ വായ്പകൾ സ്ഥിരമായി തിരിച്ചെടുക്കുന്നുമുണ്ട്. സ്വർണവിലയിലെ വ്യതിയാനങ്ങളെ അഗ്ലോക് സസൂക്ഷ്മം വിലയിരുത്തുമെന്നും അംഗങ്ങൾക്കാവശ്യമായ ഉപദേശങ്ങൾ അപ്പോൾ നൽകുമെന്നും സംഘടനയുടെ വാർത്താക്കുറിപ്പിൽ അറിയിച്ചു.

സ്വർണ്ണപ്പണയ സ്ഥാപനങ്ങളുടെ സംഘടന പണയത്തുക കുറയ്ക്കുന്നു

കൊച്ചി: സ്വർണ്ണവില ഇടിഞ്ഞതിന്റെ പശ്ചാത്തലത്തിൽ അംഗങ്ങളിൽ നിന്ന് അഭിപ്രായമാരാഞ്ഞതിനെത്തുടർന്ന് സ്വർണ്ണപ്പണയ സ്ഥാപനങ്ങളുടെ സംഘടനയായ അസോസിയേഷൻ ഓഫ് ഗോൾഡ് ലോൺ കമ്പനീസ് (അഗ്ലോക്) ഈ മേഖലയുടെ ഭാവിസാധ്യതകൾ വിലയിരുത്തി.

സ്വർണ്ണവിലയിൽ വരുന്ന 15-20% വരെയുള്ള വിലവ്യതിയാനങ്ങൾ കാര്യമായ പ്രശ്നമുണ്ടാക്കുകയില്ലെന്നാണ് സംഘടനയുടെ വിലയിരുത്തൽ. അത്രത്തോളമുള്ള വ്യതിയാനങ്ങൾക്ക് മുൻകൂട്ടി വകയിരുത്തിയിരുന്ന തങ്ങളുടെ ബിസിനസ് മോഡലാണ് സംഘടനയ്ക്ക് ആരമവിശ്വാസം പകരുന്നത്.

സ്വർണ്ണവില ഒരു പ്രധാന ഘടകമാണെങ്കിലും ഗോൾഡ് ബാറുകളുടെയോ ഓഹരികളു

ടെയോ ഈടിയേലല്ല ഭൂരിപക്ഷം പണയവായ്പകളുമെന്നതിനാൽ ഇത്തരം വ്യതിയാനങ്ങളെ ഏറെ ഭയപ്പെടാനില്ലെന്നാണ് സംഘടന ചൂണ്ടിക്കാണിക്കുന്നത്.

കുടുംബങ്ങളുടെ കൈവശമുള്ള ആരേണങ്ങളാണ് പ്രധാനമായും ഈടാക്കെത്തുന്നത്. ഇതിലേറെയും 3-6 മാസം കാലാവധിയുള്ള ഇടക്കാല വായ്പകളാണെന്നതിനാൽ കിട്ടാക്കടത്തിന്റെ തോത് കുറവായിരിക്കും. അഗ്ലോക് പ്രസിഡന്റ് ജോർജ് അലക്സാണ്ടർ മുത്തുറ്റ് പറയുന്നു.

ഉപനഗരങ്ങളിലും നാട്ടിൻപുറങ്ങളിലുമാണ് ഇത്തരം കമ്പനികളുടെ ശാഖകൾ ഏറെയും പ്രവർത്തിക്കുന്നത്. ഓരോ ലോണും 1 ലക്ഷം രൂപയിൽ താഴെ മതിക്കുന്നതുമാണ്. ഇക്കാരണത്താൽ തിരിച്ചടവിൽ വീഴ്ച വരുത്തുന്നത് കുറവാണ്.

ഇടപാടുകാരെ സ്ഥിരമായി വിളിച്ച് ബാക്കിനിൽക്കുന്ന പലിശയും മറ്റും അടച്ചു തീർക്കാൻ ഓർമ്മിപ്പിക്കുന്ന സംവിധാനം മിക്കവാറും എല്ലാ സ്ഥാപനങ്ങൾക്കുമുണ്ട്. ഓരോ ശാഖയും മാസം തോറും നിശ്ചിതതുകയെങ്കിലും പലിശ കിട്ടാനുള്ള വകയിൽ പിരിച്ചെടുക്കണമെന്നും അനുശാസിക്കുന്നു.

കിട്ടാക്കടം കുറയാൻ ഇവയും കാരണമാവുന്നു. എന്തായാലും കളക്ഷൻ സംവിധാനം വിലയിരുത്താനും കൂടുതൽ ശക്തിപ്പെടുത്താനും അഗ്ലോക് അംഗങ്ങളോട് ആവശ്യപ്പെട്ടിട്ടുണ്ട്. തിരിച്ചടവിനുള്ള കാലതാമസം, വലിയ തുകയ്ക്കുള്ള വായ്പകൾ തുടങ്ങിവ സ്ഥിരമായി നിരീക്ഷിക്കണം.

കാലഹരണപ്പെട്ട പണയങ്ങൾ റിസർവ് ബാങ്ക് ചട്ടമനുസരിച്ച് ന്യായവിലയിൽ ലേ

ലം ചെയ്യാനും അംഗങ്ങളോട് ആവശ്യപ്പെട്ടിട്ടുണ്ട്.

പരമാവധി വായ്പാത്തുകയിലും അഗ്ലോക് കുറവുവരുത്തിയിട്ടുണ്ട്. വായ്പാത്തുകയുടെ നിരക്കിൽ കുറവുവന്നിട്ടുണ്ടെങ്കിലും ബിസിനസിൽ വർദ്ധനവു തന്നെയാണെന്നാണ് അംഗങ്ങളുടെ അനുഭവം.

കൂടുതൽ നിരക്കിൽ നൽകിയ വായ്പകൾ സ്ഥിരമായി തിരിച്ചെടുക്കുന്നുമുണ്ട്. സ്വർണ്ണവിലയിലെ വ്യതിയാനങ്ങളെ അഗ്ലോക് സസ്യക്ഷമം വിലയിരുത്തുമെന്നും അംഗങ്ങൾക്കാവശ്യമായ ഉപദേശങ്ങൾ അപ്പപ്പോൾ നൽകുമെന്നും സംഘടനയുടെ വാർത്താക്കുറിപ്പിൽ അറിയിച്ചു.

റിസർവ് ബാങ്കിന്റെ അംഗീകാരമുള്ള സ്വർണ്ണവായ്പാ കമ്പനികളുടെ സംഘടനയാണ് 2011-ൽ നിലവിൽ വന്ന അഗ്ലോക്.

സ്വർണ്ണപ്പണയ സ്ഥാപനങ്ങളുടെ സംഘടന പരമാവധി പണയത്തുക കുറയ്ക്കുന്നു

കൊച്ചി: സ്വർണ്ണവില ഇടിഞ്ഞതിന്റെ പശ്ചാത്തലത്തിൽ സ്വർണ്ണപ്പണയ സ്ഥാപനങ്ങളുടെ സംഘടനയായ അസോസിയേഷൻ ഓഫ് ഗോൾഡ് ലോൺ കമ്പനീസ് (അഗ്ലോക്) പണയത്തുക കുറയ്ക്കാൻ തീരുമാനിച്ചു. സ്വർണ്ണവിലയിൽ വരുന്ന 15-20% വരെയുള്ള വിലവ്യതിയാനങ്ങൾ കാര്യമായ പ്രശ്നമുണ്ടാക്കുകയില്ലെന്നാണ് സംഘടനയുടെ വിലയിരുത്തൽ.

കുടുംബങ്ങളുടെ കൈവശമുള്ള ആരേണങ്ങളാണ് പ്രധാനമായും ഈടാക്കെത്തുന്നത്. ഇതിലേറെയും 3-6 മാസം കാലാവധിയുള്ള ഇടക്കാല വായ്പകളാണെന്നതിനാൽ കിട്ടാക്കടത്തിന്റെ തോത് കുറവായിരിക്കും. അഗ്ലോക് പ്രസിഡന്റ് ജോർജ്

അലക്സാണ്ടർ മുത്തുറ്റ് പറഞ്ഞു.

ഉപനഗരങ്ങളിലും നാട്ടിൻപുറങ്ങളിലുമാണ് ഇത്തരം കമ്പനികളുടെ ശാഖകൾ ഏറെയും പ്രവർത്തിക്കുന്നത്.

ഓരോ ലോണും ഒരു ലക്ഷം രൂപയിൽ താഴെ മതിക്കുന്നതുമാണ്. ഇക്കാരണത്താൽ തിരിച്ചടവിൽ വീഴ്ച വരുത്തുന്നത് കുറവാണ്. തിരിച്ചടവിനുള്ള കാലതാമസം, വലിയ തുകയ്ക്കുള്ള വായ്പകൾ തുടങ്ങിവ സ്ഥിരമായി നിരീക്ഷിക്കും. കാലഹരണപ്പെട്ട പണയങ്ങൾ റിസർവ് ബാങ്ക് ചട്ടമനുസരിച്ച് ന്യായവിലയിൽ ലേലം ചെയ്യും. പരമാവധി വായ്പാത്തുകയിലും അഗ്ലോക് കുറവുവരുത്തിയിട്ടുണ്ട്.

സ്വർണപ്പണയ സ്ഥാപനങ്ങൾ പരമാവധി പണയത്തുക കുറയ്ക്കുന്നു

കൊച്ചി

സ്വർണവില ഇടിഞ്ഞതിന്റെ പശ്ചാത്തലത്തിൽ അംഗങ്ങളിൽ നിന്ന് അഭിപ്രായമാരാഞ്ഞതിനെത്തുടർന്ന് സ്വർണപ്പണയ സ്ഥാപനങ്ങളുടെ സംഘടനയായ അസോസിയേഷൻ ഓഫ് ഗോൾഡ് ലോൺ കമ്പനിസ് (അഗ്ലോക്) ഈ കേബലയുടെ ഭാഗി സാധ്യതകൾ വിലയിരുത്തി. സ്വർണവിലയിൽ വരുന്ന 15-20% വരെയുള്ള വിലവ്യതിയാനങ്ങൾ കാര്യമായ പ്രശ്നമുണ്ടാക്കുകയില്ലെന്നു സംഘടനയുടെ കണക്കുകൂട്ടൽ. അതേസമയം ഉയർന്ന വ്യതിയാനങ്ങൾക്കു മുൻകൂട്ടി വകയിരുത്തിയിരുന്ന തങ്ങളുടെ ബിസിനസ് മോഡലാണ് സംഘടനയ്ക്ക് ആത്മവിശ്വാസം പകരുന്നത്.

സ്വർണവില ഒരു പ്രധാനഘടകമാണെങ്കിലും ഗോൾഡ് ബാറുകളുടെയോ ഓഹരികളുടെയോ ഇടകലേക്കു രൂപീകരണം പണയവായ്പകളുമെന്നതിനാൽ ഇത്തരം വ്യതിയാനങ്ങളെ ഏറെ ഭയപ്പെടാനില്ലെന്നാണ് സംഘടന ചൂണ്ടിക്കാണിക്കുന്നത്. കൂടുതലായും കൈവശമുള്ള ആഭരണങ്ങളാണ് പ്രധാനമായും ഇറക്കുമതിയെന്നത്. ഇതിലേറെയും 3-6 മാസം കാലാവധിയുള്ള ഇടക്കാ

പവൻ 400 രൂപ ഉയർന്നു

കൊച്ചി

സംസ്ഥാനത്ത് സ്വർണ വില പവൻ 400 രൂപ ഉയർന്നു. ഇന്നത്തെ വില 20,400 രൂപ. ഗ്രാമിന് 80 രൂപ ഉയർന്ന് 2550 ആയി. രാജ്യാന്തര, ദേശീയ പ്രവണതകൾക്ക് അനുസരിച്ചാണ് വില വർദ്ധനയെന്ന് വ്യാപാരികൾ.

കഴിഞ്ഞയാഴ്ചയിലെ വൻ ഇടിവിനു ശേഷം വ്യാഴാഴ്ചയോടെ

യാണ് സ്വർണ വില വീണ്ടും ഉയരാനുണ്ടായത്. വ്യാഴാഴ്ച ഉച്ചയ്ക്ക് 240 രൂപ ഉയർന്ന വില വെള്ളിയാഴ്ച 280 രൂപയാണ് വർദ്ധിച്ചത്.

അതേസമയം രാജ്യാന്തര വിപണിയിൽ ചാഞ്ഞാട്ടം തുടരുകയാണ്. ഏതാനും ദിവസം കൂടി അനിശ്ചിതത്വം തുടരുന്നതാണ് വിപണി വൃത്തങ്ങൾ.

ല വായ്പകളാണെന്നതിനാൽ കിട്ടാക്കടത്തിന്റെ തോത് കുറവായിരിക്കും. അഗ്ലോക് പ്രസിഡന്റ് ജോർജ് അലക്സാണ്ടർ മുത്തൂറ്റ് പറയുന്നു.

ഉപനഗരങ്ങളിലും നാട്ടിൻപുറങ്ങളിലുമാണ് ഇത്തരം കമ്പനികളുടെ ശാഖകൾ ഏറെയും പ്രവർത്തിക്കുന്നത്. ഓരോ ലോണും ഒരുലക്ഷം രൂപയിൽ താഴെ മതിക്കുന്നതുമാണ്. ഇക്കാരണത്താൽ തിരിച്ചടവിൽ വീഴ്ച

വരുത്തുന്നതു കുറവാണ്. ഇടപാടു കാരെ സ്ഥിരമായി വിളിച്ച് ബാങ്കിനിൽക്കുന്ന പലിശയും മറ്റും അടച്ചു തീർക്കാൻ ഓർമ്മിക്കുന്ന സംവിധാനം മിക്കവാറും എല്ലാ സ്ഥാപനങ്ങൾക്കുമുണ്ട്. ഓരോ ശാഖയും മാസംതോറും നിശ്ചിതതുകയെങ്കിലും പലിശ കിട്ടാനുള്ള വകയിൽ പിരിച്ചെടുക്കണമെന്നും അനുശാസിക്കുന്നു. കിട്ടാക്കടം കുറയാൻ ഇവയും കാരണമാവുന്നു.

എന്തായാലും കളക്ടർ സംവിധാനം വിലയിരുത്താനും കൂടുതൽ ശക്തിപ്പെടുത്താനും അംഗങ്ങളോട് അഗ്ലോക് ആവശ്യപ്പെട്ടിട്ടുണ്ട്. തിരിച്ചടവിലുള്ള കാലതാമസം, വലിയ തുകയ്ക്കുള്ള വായ്പകൾ തുടങ്ങിവ സ്ഥിരമായി നിൽക്കിക്കണം. കാലതാമസപ്പെട്ട പണയങ്ങൾ റിസർവ് ബാങ്ക് ചട്ടമനുസരിച്ച് ന്യായവിലയിൽ ലേലം ചെയ്യാനും അംഗങ്ങളോട് ആവശ്യപ്പെട്ടിട്ടുണ്ട്.

പരമാവധി വായ്പാത്തുകയിലും അഗ്ലോക് കുറവു വരുത്തിയിട്ടുണ്ട്. വായ്പാത്തുകയുടെ നിരക്കിൽ കുറവു വന്നിട്ടുണ്ടെങ്കിലും ബിസിനസിൽ വർദ്ധനവു തന്നെയാണെന്നാണ് അംഗങ്ങളുടെ അനുഭവം. കൂടുതൽ നിരക്കിൽ നൽകിയ വായ്പകൾ സ്ഥിരമായി തിരിച്ചെടുക്കുന്നുമുണ്ട്. സ്വർണവിലയിലെ വ്യതിയാനങ്ങളെ അഗ്ലോക് സസ്യക്ഷമം വിലയിരുത്തുമെന്നും അംഗങ്ങൾക്കൊരശ്വരമായ ഉപദേശങ്ങൾ അപേക്ഷിച്ച് നൽകുമെന്നും സംഘടനയുടെ വാർത്താ ക്ലിപ്പിൽ അറിയിച്ചു. റിസർവ് ബാങ്കിന്റെ അംഗീകാരമുള്ള സ്വർണവായ്പാ കമ്പനികളുടെ സംഘടനയാണ് 2011-ൽ നിലവിൽ വന്ന അഗ്ലോക്.

സ്വർണപ്പണയ സ്ഥാപനങ്ങളുടെ സംഘടന പരമാവധി പണയത്തുക കുറയ്ക്കുന്നു; ബിസിനസ്സിൽ വർദ്ധനവ് തുടരുന്നു

കൊച്ചി:സ്വർണവില ഇടിഞ്ഞതിന്റെ പശ്ചാത്തലത്തിൽ അംഗങ്ങളിൽ നിന്ന് അഭിപ്രായമാരാഞ്ഞതിനെത്തുടർന്ന് സ്വർണപ്പണയ സ്ഥാപനങ്ങളുടെ സംഘടനയായ അസോസിയേഷൻ ഓഫ് ഗോൾഡ് ലോൺ കമ്പനിസ് (അഗ്ലോക്) ഈ കേബലയുടെ ഭാഗി സാധ്യതകൾ വിലയിരുത്തി. സ്വർണവിലയിൽ വരുന്ന 15-20% വരെയുള്ള വിലവ്യതിയാനങ്ങൾ കാര്യമായ പ്രശ്നമുണ്ടാക്കുകയില്ലെന്നാണ് സംഘടനയുടെ വിവരമുണ്ടാക്കുകയില്ലെന്നാണ് സംഘടനയുടെ കണക്കുകൂട്ടൽ. അതേസമയം ഉയർന്ന വ്യതിയാനങ്ങൾക്കു മുൻകൂട്ടി വകയിരുത്തിയിരുന്ന തങ്ങളുടെ ബിസിനസ് മോഡലാണ് സംഘടനയ്ക്ക് ആത്മവിശ്വാസം പകരുന്നത്.

സ്വർണവില ഒരു പ്രധാനഘടകമാണെങ്കിലും ഗോൾഡ് ബാറുകളുടെയോ ഓഹരികളുടെയോ

ഇറക്കുമതിയെന്നത്. ഇതിലേറെയും 3-6 മാസം കാലാവധിയുള്ള ഇടക്കാല വായ്പകളാണെന്നതിനാൽ കിട്ടാക്കടത്തിന്റെ തോത് കുറവായിരിക്കും. അഗ്ലോക് പ്രസിഡന്റ് ജോർജ് അലക്സാണ്ടർ മുത്തൂറ്റ് പറയുന്നു.

ഉപനഗരങ്ങളിലും നാട്ടിൻപുറങ്ങളിലുമാണ് ഇത്തരം കമ്പനികളുടെ ശാഖകൾ ഏറെയും പ്രവർത്തിക്കുന്നത്. ഓരോ ലോണും 1 ലക്ഷം രൂപയിൽ താഴെ മതിക്കുന്നതുമാണ്. ഇക്കാരണത്താൽ തിരിച്ചടവിൽ വീഴ്ച

വരുത്തുന്നതു കുറവാണ്. ഇടപാടു കാരെ സ്ഥിരമായി വിളിച്ച് ബാങ്കിനിൽക്കുന്ന പലിശയും മറ്റും അടച്ചു തീർക്കാൻ ഓർമ്മിക്കുന്ന സംവിധാനം മിക്കവാറും എല്ലാ സ്ഥാപനങ്ങൾക്കുമുണ്ട്. ഓരോ ശാഖയും മാസംതോറും നിശ്ചിതതുകയെങ്കിലും പലിശ കിട്ടാനുള്ള വകയിൽ പിരിച്ചെടുക്കണമെന്നും അനുശാസിക്കുന്നു. കിട്ടാക്കടം കുറയാൻ ഇവയും കാരണമാവുന്നു.

എന്തായാലും കളക്ടർ സംവിധാനം വിലയിരുത്താനും കൂടുതൽ ശക്തിപ്പെടുത്താനും അഗ്ലോക് അംഗങ്ങളോട് ആവശ്യപ്പെട്ടിട്ടുണ്ട്. തിരിച്ചടവിലുള്ള കാലതാമസം, വലിയ തുകയ്ക്കുള്ള വായ്പകൾ തുടങ്ങിവ സ്ഥിരമായി നിൽക്കിക്കണം. കാലതാമസപ്പെട്ട പണയങ്ങൾ റിസർവ് ബാങ്ക് ചട്ടമനുസരിച്ച് ന്യായവി

ലയിൽ ലേലം ചെയ്യാനും അംഗങ്ങളോട് ആവശ്യപ്പെട്ടിട്ടുണ്ട്.

പരമാവധി വായ്പാത്തുകയിലും അഗ്ലോക് കുറവു വരുത്തിയിട്ടുണ്ട്. വായ്പാത്തുകയുടെ നിരക്കിൽ കുറവു വന്നിട്ടുണ്ടെങ്കിലും ബിസിനസിൽ വർദ്ധനവു തന്നെയാണെന്നാണ് അംഗങ്ങളുടെ അനുഭവം. കൂടുതൽ നിരക്കിൽ നൽകിയ വായ്പകൾ സ്ഥിരമായി തിരിച്ചെടുക്കുന്നുമുണ്ട്. സ്വർണവിലയിലെ വ്യതിയാനങ്ങളെ അഗ്ലോക് സസ്യക്ഷമം വിലയിരുത്തുമെന്നും അംഗങ്ങൾക്കൊരശ്വരമായ ഉപദേശങ്ങൾ അപേക്ഷിച്ച് നൽകുമെന്നും സംഘടനയുടെ വാർത്താ ക്ലിപ്പിൽ അറിയിച്ചു. റിസർവ് ബാങ്കിന്റെ അംഗീകാരമുള്ള സ്വർണവായ്പാ കമ്പനികളുടെ സംഘടനയാണ് 2011-ൽ നിലവിൽ വന്ന അഗ്ലോക്.

FINANCIERS TO REDUCE GOLD LOAN AMOUNT

DC CORRESPONDENT
KOCHI, APRIL 22

The gold price fall and impact on loan portfolios of financing companies has made the Association of Gold Loan Companies take a feedback from its members and suggest that it reduce its maximum lending amounts.

According to association president George Alexander Muthoot, a 15-20 per cent price fluctuation in gold prices will not have any significant impact on the gold loan portfolios of member companies. Unlike in financing of gold bullion or shares where the repayment behaviour of the borrower was affected by temporary fluctuations, it was not case with gold loan which was of just 3 to 6 months, he added.

However, all member companies had been asked to review and strengthen their collection mechanism, besides regularly monitoring overdue and high loan to value accounts. Companies should auction abandoned loan accounts with due compliance to fair practice code stipulated by RB, the association said.

Industry body recommends cut in gold's LTV ratio

TIMES NEWS NETWORK

Kochi: Association of Gold Loan Companies (AGLOC) on Monday recommended a reduction in Loan-To-Value (LTV) ratio of gold in the background of recent crash in the price of the metal.

"We have asked our members to conform to the 60% LTV ratio stipulated by the Reserve Bank of India," said by George Alexander Muthoot, president of AGLOC and the MD of Kochi-based Muthoot Group.

"Members confirm that loan demand continues to be robust in spite of a reduction in the amount lent per gram of gold. We are closely monitoring the price movements and will advise our members of any further change on the maximum



rate of loan per gram of gold," he said.

"We believe that a 15% to 20% price fluctuation will not have any significant impact on the gold loan portfolio of our member companies as they have already factored such fluctuations in the business model. They are majorly lending against household jewellery where the impact of such fluctuations is minimum. These loans are of short duration of 3 to 6 months," he said.