

Mechanism for Matching Loan Requests (BharatPe for Business application)

In compliance with the Credit Facilities Directions, 2025, dated November 28, 2025 (“**DL Directions**”) for Regulated Entities (“**REs**”) governing digital lending activities, RDSPL adopts the following mechanism for ranking loan offers where multiple regulated entities (“**Lenders**” or “**Lending Partners**”) are matched to extend various kinds of Loan Product(s) to borrowers through the **BharatPe for Business** application:

A) Mechanism for Matching Merchant Loan Requests with Multiple Lenders on BharatPe for Business Application

RDSPL assesses the following metrics for matching the request of borrowers with multiple Lender(s) to offer merchant loan(s) to merchant-borrowers through the **BharatPe for Business** application:

(i) Borrower Eligibility

RDSPL shall run a preliminary screening of the merchant to determine their eligibility of availing the loan, based on the broad credit policy parameters —such as geographic profile, loan tenure, loan amount. etc., - for recommending borrowers. RDSPL performs preliminary checks to ensure borrowers meet these high-level criteria. These parameters serve only as an initial filter, while the detailed credit assessment is undertaken by the respective Lender.

(ii) Utilization

For the purposes of this Policy, “Utilization” is defined as the cumulative amount of loan applications recommended (basis merchants opting for that Lender) to a given Lender, divided by the Total Available Capital of that Lender for a given calendar month.

The Total Available Capital for each Lender shall be mutually agreed between RDSPL and the Lender, based on the Lender’s credit policy and risk appetite.

(iii) Propensity

“Propensity” is defined as the amount of loan applications where the merchant has successfully executed loan documents, divided by the total amount of loan applications recommended to that Lender in the month.

B) Mechanism for Matching Loan Requests with Multiple Lenders via Digital Loan Marketplaces on BharatPe for Business Application

RDSPL adopts the following mechanism for ranking loan offers where multiple Lending Partners of various digital loan marketplaces are matched to extend various kinds of loan product(s) to merchant borrowers through **BharatPe for Business** application:

(i) Preliminary Broad Credit Policy Checks

Lending Partners prescribe broad credit policy parameters, including but not limited to geographic profile, business vintage, borrower profile, bureau score, turnover indicators, and other high-level eligibility criteria.

RDSPL conducts preliminary checks against such parameters solely for initial filtering purposes. Detailed credit appraisal, underwriting, sanction, and disbursal decisions are undertaken exclusively by the respective Lending Partner.

(ii) Propensity

For the purposes of this Policy, “**Propensity**” means the ratio of:

- (i) the number of loan applications resulting in disbursal by a Lending Partner; to
- (ii) the total number of loan applications recommended to such Lending Partner during the relevant month.

This metric reflects the relative conversion efficiency of each Lending Partner for borrowers routed through the *BharatPe for Business* application.

(iii) Average Disbursal Loan Amount

For the purposes of this Policy, “**Average Loan Amount**” means the total value of loans disbursed by a Lending Partner during the relevant month divided by the total number of loans disbursed by such Lending Partner during that month through the *BharatPe for Business* application.

This serves as a measure of the typical loan size approved by each Lender.

(v) Ranking Logic and Calculation

The final ranking of Lenders for Business Loan(s) is determined using the following factors:

1. Preliminary broad credit policy checks;
2. Propensity metric; and
3. Average Disbursal Loan Amount;

The “**Ranking Score**” shall be calculated as follows:

Ranking Score = Propensity × Average Disbursal Loan Amount

Lenders shall be ranked in descending order of the Ranking Score, with the highest-scoring Lender ranked first.

(vi) New Lending Partners

In the case of new Lending Partners, the metrics specified in Clauses 2 (Propensity) and 3 (Average Loan Amount) shall not apply during the first month from the date of onboarding on the *BharatPe for Business* platform.

Accordingly, during such initial month, ranking shall be based solely on Clause 1 (Preliminary Broad Credit Policy Checks).

From the second month onwards, and subject to availability of data, ranking shall be determined on the basis of all applicable metrics specified above.

C) Technical Suspension

In the event of any technical issues, downtime, or system unavailability between a Lending Partner and RDSPL (acting as LSP), RDSPL reserves the right to temporarily suspend the matching or routing of loan requests to such Lending Partner.

Such suspension shall remain in effect until the underlying technical or operational issue is resolved and normal operations are restored.