

**COMPARISON CHART OF PARA-MILITARY SALARY PACKAGE OF SBI-
WITH OFFERS OF AXIS BANK**

SL. No	FEATURES	SBI		AXIS BANK	Remarks
		Rank	Variant		
1	Eligibility for PMSP Card	PBOR AC, DC 2IC, Comdt, DIG, IG, ADG, SDG, DG	Gold Diamond Platinum	Rank-wise variants of PMSP cards not offered.	-
2	ATM cum Debit Card	<ul style="list-style-type: none"> Free ATM cum Debit card for self and family use i.e. two free ATM cards. No annual maintenance charges Free add on card for family Purchase protection for theft and burglary up to Rs. 2,00,000/- 		Not mentioned.	-
3.	ATM cum Debit Card Limit	Domestic Debit Cards - Rs.20,000/- Internation Gold DC and Platinum DC - Rs.50,000/- & 01 Lakh respectively.		Not mentioned.	-
4.	Salary Family Accounts	Nil		Free zero balance account up to 03 family members. Same account variant/category as main account. Senior citizens account for dependent family members.	-
5.	Transactions at ATM	Free (unlimited at SBI and non SBI ATMs)		Unlimited Free ATM transactions.	-
6.	Branch transactions	Free (self only) Max. Rs.50,000/- free (self only) with no upper cap on amount per day.		All other facilities being provided to Bank's normal customers operating salary accounts, subject to the discretion of the bank.	-
7.	Additional card	Add on card for spouse free of cost for joint account holder		One complimentary add on debit card for a family member.	-
8.	Minimum Balance	NIL (No monthly average balance required)		Not mentioned	-
9.	Lifetime unique account No.	Available		Universal account number across India. All Axis bank branches are 'Home branch'.	-

SL. No	FEATURES	SBI	AXIS BANK	Remarks
10.	INSURANCE COVER FOR ACCIDENTAL DEATH	<ul style="list-style-type: none"> ➤ Uniform free Personal Accident Insurance (Death) Cover of Rs.30 Lakh to all serving personnel. ➤ Uniform free Air Accidental Insurance (death) cover of Rs.1 Crore to all serving personnel(subject to purchase of ticket from debit card) 	<ul style="list-style-type: none"> ➤ Personal Accident Death Cover up to Rs. 40 lakhs on Salary Account. No POS condition and only one salary credit required in 06 months, ➤ Free basic personal accident cover Rs.30 Lakhs (without POS condition). ➤ Free additional 10 Lakhs sum insured cover for death due to terrorism (without POS conditions). ➤ Air accident cover of Rs.1 Crore. 	-
11.	DISABILITY COVER	<ul style="list-style-type: none"> ➤ Permanent/Total disability Cover of Rs.30 Lakh to all serving personnel. ➤ Partial Disability Cover of Rs.10 Lakh to all serving personnel. 	<ul style="list-style-type: none"> ➤ Total Permanent Disability Cover benefit Rs. 30 lakhs. ➤ Permanent Partial Disablement Cover – of up to Rs.30 Lakhs. 	-
12.	Higher Education (only Graduation) Cover	If PAI Claim is payable, 15% of entitled PAI cover, maximum Rs.4 Lakh.	Additional upto 08 Lakhs education grant, over & above personal accidental cover. (04 lakhs in case of male child & additional 04 lakhs in case of girl child).	-
13.	Free personal accident cover on salary account	Additional personal accidental insurance (death) cover of Rs. 2 to Rs. 5 lakh to Para Military Salary Package account Gold and Platinum card holder	Upto 15 Lakhs personal accident insurance cover for joint account holder (spouse/parent).	-
14.	Free services	Internet Banking Multicity Cheque Demand Draft RTGS/NEFT transaction No charges for cash deposit & withdrawal.	Internet / Mobile Banking All other facilities being provided to Bank's normal customers operating salary accounts. Free financial advisory service from Axis Bank.	-
15.	Concession in locker charges for small locker only	25% for entire period for platinum variant (every year 25% concession on locker charges)	Preferential allotment of safe deposit lockers, subject to availability.	-

SL. No	FEATURES	SBI	AXIS BANK	Remarks
16.	Auto sweep Facility (Optional by both)	<ul style="list-style-type: none"> • Threshold balance Rs. 35,000 (first time) • Resultant balance: Rs 25,000 • Multi option deposit scheme (MODs) to be created: minimum Rs 10,000 and in multiple of Rs. 1000/- thereof. • Facility to switch on/off, modify sweep parameters through Internet Banking available. • Facility to create e-MODs also available in case the customer desires a lower threshold balance. 	Nil	-
17.	Demat account	Free for 1 st year eZ trade : 3-in-one account : Demat, Share trading and savings a/c.	Not mentioned.	-
18.	Concession of various loans	5% concession in card rate for Home Loans. Processing Fee for car loan, x-press credit personal loan, SBI loan to pension scheme is 100% waived.	Complete suite of loan products, without any processing charges.	-
19.	Easy overdraft	Overdraft of two months net salary adjusted from the next salary (i.e.) within a period of 06 months.	Not mention in the enclosed brochure.	-
20.	Consumer Durable Loans	NA	Complete suite of loan products, without any processing charges.	-

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Lt Col M K Sharma
National Accounts Head
Liability sales

Axis Bank Ltd.
25 Pusa Road,
3rd Floor, Karol Bagh,
New Delhi - 110005

☎ : +91-7503011777
✉ : manoj9.sharma@axisbank.com
🌐 : www.axisbank.com

To,
DIG/ADM
HQ DG CRPF
NEW DELHI

CRPF: UPDATED & IMPROVED EXCLUSIVE SALARY PACKAGE OFFER

1. Axis Bank is proud to be associated with C.R.P.F and are presently serving more than 8.7 lakhs Customers from Uniformed forces, through detailed MoU encompassing complete banking solutions & it has been our constant endeavor to innovate on the product offerings & provide better & improved benefit & features to our gallant soldiers. With this intent in mind, we are pleased to offer our *enhanced value proposition* for the personnel of CRPF.
2. I take this opportunity with immense pride to put it on record that, Axis Bank has renewed its offerings for CRPF Salary Package with following Benefit & features:

- Personal Accident Cover (including Pensioner's with no age limit, first bank to do so) up to Rs 40 Lacs. **NO POS condition & only one salary credit required in 06 months.**
- Free Basic Personal Accident Cover Rs 30 Lakhs. (Without POS condition)
- Free Additional 10 Lakhs* sum insured cover for death due to terrorism (Without POS conditions)
- Personal Accidental Insurance Cover & disability benefits **will include** Cadets in academy & Recruits in training.
- **Additional Up to 08 Lakhs* Education Grant over & above Personal Accidental Cover** (04 Lakhs in case of male child & additional 04 Lakhs in case of girl child).
- Total Permanent Disability Cover benefit. **30 Lakhs***.
- Permanent Partial disability cover of up to **Rs.30 lakhs***.
- Air Accident cover of Rs. **1 Crore***.
- Upto 15 Lac Personal Accident Insurance cover for joint account holder (Spouse/parent).
- Free zero balance family account up to 03 family members. Same features as Main Salary account.
- Universal account number across India. All Axis bank branches are "Home branch".
- Unlimited transactions at Axis bank & other bank ATMs, free of charge. **(Including Nepal for Gurkha troops)**

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- One complimentary add on debit card for a family member.
- Facility for setting up of Standing Instructions, ECS etc.
- Preferential allotment of safe deposit lockers, subject to availability.
- Free Financial Advisory Service from Axis Bank.
- PMSP "Pride" credit card offering for all CRPF personnel.
- Complete suite of Loan products, without any processing charges.
- Senior Citizens account for dependent parents.
- All other facilities being provided to Bank's normal customers operating salary accounts, subject to the discretion of the bank.
- "Wealth Management" services and "Door Step" banking.
- Special Relationship Officers will be appointed in all major defence banking branches to assist in and resolve all operational issues.
- Exclusive Defence Toll-free helpline No. (1800 4198 007).

3. **Family Banking**

- Free "zero balance Account" up to 03 family members. Same Account Variant / Category as main Account.
- Universal account number across India. All Axis bank branches are "Home branch".
 - Dedicated Relationship Manager to cater to specific requirements.
- Unlimited transactions at Axis bank & other bank ATMs, free of charge.
- Anywhere Banking via Internet and Mobile banking.
- Facility for setting up of Standing Instructions, ECS etc.
- Preferential allotment of safe deposit lockers, subject to availability.
- Free Financial Advisory Service from Axis Bank.
- Complete suite of Loan products.
- All other facilities being provided to Bank's normal customers operating salary accounts, subject to the discretion of the bank.
- Free of Cost Personal Accident Cover upto Rs.15 Lacs with zero balance savings accounts (upto 3 family members)

Features*	Burgundy	Priority / Prestige / Power Salute
Free Personal Accident Cover	Rs.15 Lacs	Rs.10 Lacs



4. The Paramilitary salary package will also be extended to the pensioners of CRPF in case they choose to draw their pensions through Axis Bank. The features of the Personal Accident Insurance cover as explained in Para 2 above, will also be applicable to the pensioners. Axis Bank on its part will arrange to make pension disbursements in compliance with instructions issued by Government of India from time to time, according to due priority.
5. The PAI (Personal Accident Death Cover) includes demise due to Cross Border Firing and Counter Insurgency Ops and Rescue Ops and difficult areas like Line of control / LAC / all training activities / Siachen, Covers Aid to civil Authorities (Avalanches/ Land Slides/Flood etc), Dog bite/Snake Bite/Burn Injury/Injury due to bursting of Gas Cylinder/Injury due to fall/collision or any operational Accident etc.
6. 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. **We also have a personal loan offer of 10.25% & free Pride Credit Card exclusively for PMF to encourage troops to shift their salary accounts to us plus home loan at 6.7 % with 12 EMI waiver in home loans.**
7. 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.** These machines will be linked with a Current account, with requisite balances.
 - Cash/ Cheque collection from your door step.
 - Overdraft facility for Canteens.
 - Payment Gateways for Schools/Officers Institute/ Clubs.
 - Centralized Collection of Fees and Bills with Bharat Bill pay services.
 - Higher FDR Rates viz a viz AAA rated Banks. No TDS on Regimental accounts applicable.
8. 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.



9. We thank you once again for your continued patronage, look forward to a long term association with your Unit. I 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

Natinal Accounts Head

Government/PSU/Police/Defence/PMF

Axis Bank Limited

Mobile: 7503011777

Email : manoj9.sharma@axisbank.com

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

