

Call (011) 4 682 555 or
visit any of our branches for details

Move forward with determination
to reach the pinnacle of success



Take your business to greater heights
with Nations Business Banking

Expertise and Speed for your convenience



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Introduction to Business Banking

In today's highly competitive and dynamic environment all businesses, irrespective of size, face many challenges. That is why we bring you Nations Business Banking, which can help you to focus on your business priorities. With our customized banking services and highly trained & dedicated business banking staff we can help you achieve your organization's financial objectives more conveniently by adding value to your business. Nations Business Banking is designed to cater to all your financial requirements, which in return will result in adding cost benefits to your business.

No matter where your business operates from, we offer a 365-day banking service with extended banking hours across our branch network and are geared to deliver convenience, speedy service and a tailor made set of business banking solutions to suit each and every business requirement.

- 2.7. The bank will only accept requests that have been duly completed and signed in the format specified by the bank. The bank will require a minimum of 2 working days to process any such request.
- 2.8. The bank will issue a pay order to the customer in favor of the requested merchant, which the customer can collect from the requested branch or the bank may at its sole discretion send such a Pay Order by registered post to the address of the customer last appearing in the records of the bank.
- 2.9. The bank reserves the right to cancel, withdraw, and/or terminate reward points in the event of the customer defaulting payment obligations or attempting fraud.

3. Schematized Credit Facilities- Eligibility Criteria

Platinum and Gold

- 6 months in liaison with the Bank and 3 months in the same segment. Regular CRIB, Days past Due (DPDs) less than 30 days for own borrowings.
- Zero cheque returns reported due to lack of funds.

4. GENERAL

- 4.1. Notwithstanding anything to the contrary stated elsewhere the bank reserves the right to withdraw and/or terminate this product and/or to amend, modify, withdraw and/or terminate all or any of the benefits, facilities, privileges, features and/or terms and conditions applicable therein to at any time in its absolute discretion upon giving one month's notice thereof to customers.
- 4.2. The bank shall have the sole and absolute right and discretion to refuse to grant any customer entry into this product or any of the benefits, privileges and/or facilities of this product, in whole or in part, without assigning any reason, even if the customer satisfies the requisite criteria for this facility.
- 4.3. In the event that a customer fails to maintain the eligibility criteria required for this product as specified by the bank, the bank shall have the right to discontinue, withdraw and/or terminate all or any of the benefits, facilities and privileges granted to the customer thereunder and/or to downgrade the customer, notwithstanding the preceding provisions of this clause the bank shall have the sole and absolute right and discretion to discontinue, withdraw and/or terminate this product in respect of any customer at any time in its sole and absolute discretion without assigning any reason thereof upon giving one month's notice to the customer.

Membership & Rewards Scheme

In today's business environment companies need to spend time enhancing their expertise to keep abreast with the evolving trends in the market. The Nations Business Banking proposition has been tailor made to facilitate the management of all your banking needs giving you more time to manage your business efficiently.

A Membership and Rewards Scheme with a range of benefits and privileges have been introduced based on your account and liaison with the bank.

1.2. Gold Membership

- 1.2.1. Current Accounts
- Maintain an average credit balance between LKR.500.000- 4,999,999 per month.
Or
- 1.2.2. Savings Accounts
- Maintain an average balance between LKR 10 Mn to LKR 14,999,999 per month.
Or
- 1.2.3. Debit Balances
- Maintain an average balance between LKR 10Mn- 19,999,999 in working capital facilities per month. (For debit balances over draft, import financing loans, short term loans, packing credit shall be considered. excluding long-term loans with a tenure over 12 months).
Or
- 1.2.4. Trade Volumes
- Maintain import and/or export quarterly Volume of LKR 35Mn.
- 1.2.5. The above mentioned criteria shall, however, be subject to the provisions of clause 1.4 below

1.3. Silver Membership

- 1.3.1. Current Accounts
- Maintain an average credit balance between LKR 25,000 - 499,999 per month
- 1.3.2. Savings Accounts
- Maintain an average balance between LKR 1000 - 9,999,999 per month.
- 1.3.3. Debit Balances
- Maintain an average balance of over LKR25,000 - 9,999,999 per month

We are pleased to offer all our Platinum Members a waiver on service charges

Benefits

- Free unlimited cheque books.
- Free unlimited drafts/standing orders.
- Waiver of Cheque Deposit Return Commission.
- Import/Export letters of credit, documentary collection bills against payments (DP) commission at 0.175%.
- Import documentary collection bills against acceptance (DA) - commission at 0.35%.

Schematized Credit Facilities- Facility types and limits

Trade Package

- 25% cash margin on sight LCs
- Up to 100% of the last 3 months average credit balance
- Maximum exposure up to 10Mn

TOD

- Up to 50% of the last 6 months average credit balance or average T/O (whichever is lower)
- Up to 100% of the last 3 months average credit balance
- Max LKR 5Mn exposure
- Maximum tenure 120 days
- At default interest rate

Intra Day Excess

- Up to 50% of the last 6 months average credit balance or average T/O (whichever is lower)
 - Max LKR 5Mn exposure
 - Maximum LKR 5Mn against effects
- (Please note additional conditions apply)

Reward Points

- Current Account Credit Balances-For every LKR 100,000 in average balance for a month-80 points.
- Savings Account Balances - For every LKR 100,000 in average balance for a month - 40 points
- Trade Volumes - Every Import/Export volume of LKR 100,000 routed through the bank-50 points.*

* Only Letters of Credit, documentary collection bills are considered.

Special note

- Points will be calculated for multiples of LKR 100,000
- One reward point is equal to seventy-five cents, (75 cents - LKR)
- Please refer terms and conditions for eligibility criteria



We are pleased to offer all our Gold Members a waiver on service charges

Benefits

- Free unlimited cheque books
- Waiver of cheque deposit return commission
- Import documentary collection bills against acceptance (DA) - commission at 0.35%

Schematized Credit Facilities- Facility types and limits

Trade Package

- 50% cash margin on sight LCs
- Up to 100% of the last 3 months average credit balance
- Maximum exposure up to 5Mn

TOD

- Up to 50% of the last 6 months average credit balance or average T/O (whichever is lower)
- Up to 100% of the last 3 months average credit balance
- Max LKR 3.5Mn exposure
- Maximum tenure 120 days
- At default interest rate

Intra Day Excess

- Up to 50% of the last 6 months average credit balance or average T/O (whichever is lower)
- Max LKR 3.5Mn exposure
- Maximum LKR 5Mn against effects
(Please note additional conditions apply)

Reward Points

- Current Account Credit Balance-For every LKR 100,000 an average balance for a month-60 points.
- Savings Account Balance - For every LKR 100,000 an average balance for a month - 20 points
- Trade Volumes - Every Import/Export volume of LKR 100,000 routed through the bank-50 points.*

* Only letters of Credit, documentary collection bills are considered.

Special note

- Points will be calculated for multiples of LKR 100,000
- One reward point is equal to seventy-five cents, (75 cents - LKR)
- Please refer terms and conditions for eligibility criteria

Branch network

We currently have a network of 93 branches and proud to say we are rapidly expanding. All our branches are linked online through a state-of-the-art IT infrastructure system. This enables you to access your account and transact through any of these branches. Selected branches are open 365 days of the year and offer extended banking hours until 6.00pm while a number of strategically located branches are open until 8.00pm for your convenience, 365 days of the year.

Online Banking for Business

Our internet banking service gives you a 24-hour online access to your account. You can view your account details and transactions, your account balances, value of un-cleared cheques and transaction details of your account. Internet banking will facilitate transferring unlimited funds between your own accounts, transfer of funds to other bank accounts, salary uploads, utility bill payments, American Express credit card payments, requests for cheque books, stopping payments of cheques, issuing standing orders and placing deposits.

Account Statements via E-mail

Daily statements can be provided via email for fast and easy daily reconciliation of your current account.

Benefits

- 365-day banking at selected branches
- Extended banking hours
- 24 Hour customer call centre

Charges

- Account with an average balance between LKR25,000-499,999 in credit or debit
 - LKR 1,000 service charge per month only if the number of over the counter transactions exceeds 25 numbers per month
- Account with an average balance less than LKR 25,000 in credit or debit
 - LKR2500 service charge per month
 - LKR 2,500 service charge per month only if the number of over the counter transactions exceeds 25 numbers per month

Special note

- Please refer terms and conditions for eligibility criteria



Business Services

Cash Management Services

Current Account

Nations Trust Bank makes the Nations Business Banking current account one of the most convenient transactional accounts available in the market today. Deposit and withdrawal of cash can be made at any of our branches located island wide. Cash deposits are online and credited to your account immediately. You can deposit cash until 8.00pm daily at selected branches and also enjoy online credits from cash deposits on Saturdays, Sundays and holidays from our selected branches that are open 365 days.

Also, cash deposit machines (CDMs) at selected locations facilitate cash deposits into your accounts 24x7.

Cheques deposited at any of our branches before 3.00pm will be cleared and credited the same day. You may also deposit cheques 365 days of the year, through our cheque deposit boxes which are accessible 24 hours of the day. Cheques deposited after 3.00pm or on holidays, will be credited on the next working day after deposit. Cheques drawn on an account at Nations Trust Bank will be credited on the same day of the deposit. Your current account statement can be requested daily, monthly or quarterly. You also have the option of receiving your e-statement via mail.

Trade Services

We offer a range of trade services including import letters of credit, import bill collections, export bill collections, payment guarantees and shipping guarantees. Our well experienced trade team will assure you of a professional and efficient service and are able to advise you on the products relevant to your business.

Trade documents can be routed through any of our branches, and our branches at Pettah and Sri Sangarajah operate a dedicated trade desk to cater to our business clientele who operate during later hours of the day.

Repurchase Agreements (REPO)

Repurchase Agreements are contracts involving simultaneous sales and future repurchase of an asset, which could be a government or corporate security. Repurchase Agreements are linked to the secondary market for government treasury bills and are available for periods of up to 12 months.

Personal Banking Services

Personal banking services are available to the owners and employees of the business. The bank offers a comprehensive range of products designed towards meeting all the personal financial needs of an individual, including a salary management product, a range of savings and deposit products, foreign currency savings and term products, personal loans and home loans. The bank also offers individual customers an array of investment and insurance options through Nations Life.

Inner Circle is a membership program within our personal banking offering. Membership will be based on the total personal banking relationship held with the bank. Inner Circle customers can enjoy a number of pricing and service benefits across the branch network.

Credit Facilities

Nations Trust Bank offers you exclusive solutions to help your business reach its full potential. Be it managing your working capital, expanding your business, protecting your business, increasing your yields or conducting cross-border business, we have a host of solutions for you.

Working Capital Financing

Our range of working capital financing products are designed to give you and your company a healthy edge. They include overdrafts, short term loans, corporate debt papers such as commercial papers, fixed/floating rate notes and supplier finance based products which include documentary credit and bank guarantees.

Overdrafts

Overdrafts are a flexible form of borrowing intended to finance day-to-day cash flow requirements generated by normal business activity. Overdraft facilities are offered to Nations Business Banking customers to meet their borrowing requirements for business needs such as working capital, capital expenditure, upgrading factory/ office and purchase of property or equipment.

Business Loans

When you are moving up the corporate ladder of success, you don't want your financial services to drag you down. That's why Nations Business Banking offers customers a wide range of flexible financial schemes such as longterm loans, structured finance via asset backed debt notes and securitization. Asset backed debt notes are backed by a pool of financial assets that cannot easily be traded in their existing form. By pooling together a large portfolio of these liquid assets they can be converted into instruments that may be offered and sold more freely in capital markets. securitization is a method of funding receivables of various kinds (mortgages debts, leases, loans etc). It involves producing asset backed securities which can be freely traded; secured on a portfolio of receivables. Securitizations enable better balance sheet management in terms of debt/equity, return on capital and liquidity.

Leasing

Speedy and flexible leasing facilities are offered by our leasing division, Nations Leasing. The bank can structure leases for the purchase of vehicles and machinery in a cost effective manner tailor made to each business's need. Leasing gives businesses the advantage of managing cash flows through a lease specifically geared to cash flows and a fixed monthly rental. It also benefits businesses as a hedge against inflation and to gain tax efficiency. Leasing facilities can be arranged by your account relationship officer across our island wide branch network.

Factoring

Factoring is essentially used when a business does its sales on credit, typically ranging from 30 to 120 days. The seller will raise finances immediately by discounting his credit invoices with the bank, and receiving immediate funds for the invoice. The bank will be responsible for collecting the receivables from your buyer on the due date. Upto 85% of your invoices can be paid up front. With factoring, businesses will have the advantage of immediate cash inflow on credit sales as well as passing on one of the collection process to the bank. Customers also have the added advantage of a free connection to an efficient state-of-the-art, online, real time information technology system with the capability of viewing and generating statements.

Foreign Exchange Services

Nations Trust bank has a highly skilled treasury division which provides competitive foreign exchange services to the bank's customers. Business customers can book foreign currency contracts to cover the purchase and sale of foreign currency for their imports and export proceeds. Spot and forward contracts are also available.

Investment and Deposit Services

Nations Business Investment Plan

This product is designed for business customers to set aside a fixed amount of profit savings every month so that it could be put back into their business if required at the end of the agreed period. Businesses can utilize this product to build funds for specific projects, purchases or expansion of their businesses at a future date by setting aside an affordable fixed amount of profit on a monthly basis. The benefit to the business is that the bank guarantees the lump sum agreed at the beginning of the period. This will hedge the Business from any changes to interest rates and return on the sum invested over the period of the investment.

Nations Fixed Deposits

Fixed deposits can be made for 1 month, 3 months, 6 months, 12 months and 60 months, interest can be paid monthly or at maturity.

Nations Money Market Savings

This is a structured savings product which enables customers to enjoy high returns when the Sri Lanka Inter Bank Offer rate is high. The interest rate on the money market savings is linked to the Sri Lanka Inter Bank Offer Rate (SLIBOR). Interest is calculated daily and paid monthly.

Call Deposits

Call Deposits are a short term investment that can be withdrawn at any time subject to notice of a minimum of 7 days.

Repurchase Agreements (REPO)

Repurchase Agreements are contracts involving simultaneous sales and future repurchases of an asset, which could be a government or corporate security. Repurchase Agreements are linked to the secondary market for government treasury bills and are available for periods of 12 months.

Cash Collection

Maintaining cash at your business premises and transporting of each cash from one location to another is always a concern for any business. The Nations Business Banking proposition offers you secure cash collection services. Charges levied for these services are based on the average credit balances maintained in your current account.

Post Dated Cheque Management

Post-dated cheques are a large part of the payment system in Sri Lanka. Businesses that accept post-dated cheques from their buyers are required to carry the burden of administering these cheques so that they are cleared on the due dates and have the additional burden of keeping such cheques in a secure environment. Our post-dated cheque services offer business customers the convenience of holding, scheduling, clearing and crediting proceeds of such cheques directly to the respective accounts.

Nations Business Banking customers can experience the convenience of depositing these cheques with the bank as and when they are received and will be granted a maturity statement which indicates the cheques in hand at any given date with the due date of such cheques. Businesses can use these statements to effectively manage their cash flows and understand their working capital requirements on a day-to-day basis.

Nations Payroll Solutions

Nations Business Banking will handle the monthly payroll of the company by transferring salaries directly to employee accounts maintained with the bank and with other banks. Our online banking solution will make your life simple by giving you maximum convenience at your fingertips.

Private Banking Membership

Business owners and directors are welcome to join the bank's Private Banking membership. Nations Trust Private Banking is an exclusive membership offered to our top, elite customers. It offers highly personalized services, special privileges and the management of a member's total personal financial portfolio through a dedicated account relationship officer. Members enjoy dedicated service areas within our branches as well as the use of our Private Banking Centre.

Remittance Services

Nations Business Banking offers you instant money transfer facilities that allow you to send and receive money within seconds to and from anywhere in the world. Our branch network island wide, along with our global remittance partners ensure that you get the best network, service and security when you send or receive money. In addition, our 365-day banking together with extended banking hours gives you round the clock access, enhancing convenience.



Multi-Channel Access

Account Relationship Officer

As a Platinum or Gold business customer you will be assigned an Account Relationship Officer to handle all your day to day banking requirements. He/she will be your single point of contact who will be responsible for overseeing and coordinating all your dealings with the bank.



Silver Membership

SMS Banking

SMS banking offers you the ease of checking your account balances, FX rates or even the status of a cheque via SMS . A letter from authorized signatories, board resolution nominating key contact person and specific mobile phone numbers need to be obtained prior to making this facility available.

24 Hour Call Centre

Our state-of-the-art call centre is open 24 hours a day, 7 days a week and 365 days of the year for all your account inquiries.



Gold Membership

Terms and Conditions

1.3. ELIGIBILITY CRITERIA

1.1. Platinum Membership

- 1.1.1. Current Accounts
 - Maintain an average credit balance over LKR5 Mn per month
 - Or
- 1.1.2. Savings Accounts
 - Maintain an average balance of LKR 15Mn per month
 - Or
- 1.2.3. Debit Balances
 - Maintain an average balance of LKR 20Mn in working capital facilities per month, (For debit balances overdraft, import financing loans, short term loans, packing credit shall be considered. Long- term loans with tenure over 12 months will be excluded)
 - Or
- 1.2.4. Trade Volume
 - Maintain import and/or export quarterly volume of LKR 65Mn
- 1.2.5.
 - Above mentioned criteria shall however be subject to the provisions of clause 1.4 below



Platinum Membership

1.4. Review Criteria

The bank will periodically review the current account credit, debit, savings account balances and trade volumes to identify accounts to be upgraded or downgraded to each membership category.

1.4.1. Upgrade

Upgrade will only be done at the sole discretion of the bank once every three months based on the last three months eligibility criteria for each membership category.

1.4.2. Downgrade

Downgrade will be done once every six months at the sole discretion of the bank. In the event a customer has failed to maintain the eligibility criteria within the immediately preceding six-month period.

1.4.3. Customers must maintain the relevant eligibility criteria in order to remain in the relevant segment.

2. MAIN FEATURES OF REWARD POINTS AND REDEMPTION PROCESS

2.1. Each reward point earned by a customer will be equal to seventy-five cents (75 Cents - LKR)

2.2. Reward points cannot be converted into cash or account credits.

2.3. Reward points are to be used only to make purchases from merchants specified by the bank from time to time at its sole discretion.

2.4. Customers will be notified of their reward balance periodically by the Bank.

2.5. Reward points earned at any time during any year shall expire on the 31st of December of the immediate following year. The bank will notify customers in advance of such expiry dates. After the date of expiry the expired points will be cancelled and may not be redeemed by the customer.

2.6. Reward points maybe redeemed only by making a written request under the hand & signature of the authorized signatory to the customer's account. The request format will be available at the bank's branches.



- 4.4. These terms and conditions shall be in addition to other terms and conditions of the bank applicable to the customer including terms and conditions applicable to current/savings accounts, credit facilities and trade facilities.
- 4.5. Any modification and/or amendment made to this product and/or the benefits, facilities, privileges, features and/or the terms and conditions applicable thereto shall be notified by the Bank to customers by notice in the local press and/or by displaying them on the notice board at the branches of the bank and/or through written notice, and any notice so given shall be construed as due and proper notice thereof given to the customer.
- 4.6. These Terms and Conditions will automatically stand amended without notice, if such amendments are necessitated by law, government regulations or directions of the Central Bank of Sri Lanka.
- 4.7. The decision of the Bank with regard to any benefit, feature, privilege, facility, fact or circumstance relating to this product shall be final.



Contacting The Bank

Call: (011) 4 682 555

Email: customerservice@nationstrust.com

Web: www.nationstrust.com



Complaints and Suggestions

Your Complaints and Suggestions relating to our Business Banking Relationship can be made as follows:

Verbal Complaints and Suggestions

Verbal Complaints and Suggestions can be made through your branch manager or by calling us on our 24-hour customer service hotline +94 114682555

Written Complaints and Suggestions

Written Complaints and Suggestions can be made through Post, Fax or E-mail.

Postal address:

The Complaints Resolution Officer,
Nations Trust Bank PLC, 242, Union Place,
Colombo 2.

Fax Number: +94 11 4313149

E-mail: customerservice@nationstrust.com

How we respond

- We will send you an acknowledgement within 02 days of receiving your Complaint.
- We will do our best to resolve your concern within 05 working days.
- If unable to meet this timeline due to the complexity of your matter we will provide you with an estimated response time.