

**Nations Trust Bank
Salaried / Professional Segment Lease
Product Information Sheet**

Criteria	Approved Companies Employees , Professionals and other approved segments	Non approved Company Employees
Product Details		
Purpose	To acquire a registered / unregistered vehicle for personal use	To acquire a registered / unregistered vehicle for personal use
Rate	Minimum of 13.85% all tenors for registered and unregistered vehicles.	Minimum of 13.85% all tenors for registered and unregistered vehicles
Assets	Registered and unregistered - Cars, Vans, SUV, Double Cab	Registered and unregistered - Cars, Vans, SUV, Double Cab
Tenure	Maximum of 5 years (fixed tenure)	Maximum of 5 years (fixed tenure)
Maximum bulk payment as the last rental (Residual Payment)	30% of lease value	30% of lease value
Premature settlements	<ul style="list-style-type: none"> • 0-36 months – 5% on capital outstanding • >37 months – 2% on capital outstanding 	<ul style="list-style-type: none"> • 0-36 months – 5% on capital outstanding • >37 months – 2% on capital outstanding
Asset Exposure	<p>Brand new / Reconditioned /Registered within 1 year - Maximum of 50% of force sale value or purchase price whichever is lower</p> <p>Registered after 1 year - Maximum of 70% of force sale value or purchase price whichever is lower</p>	<p>Brand new / Reconditioned /Registered within 1 year - Maximum of 50% of force sale value or purchase price whichever is lower</p> <p>Registered after 1 year - Maximum of 70% of force sale value or purchase price whichever is lower</p>
Guarantors	Not required	Not required
Special Offer Valid until end December 2017 –	<ul style="list-style-type: none"> • Special insurance package with discounts 	<ul style="list-style-type: none"> • Special insurance package with discounts
Account opening	Mandatory	Mandatory
Repayment mode	<ul style="list-style-type: none"> • Salary remittance to NTB account or Standing Instruction to NTB account. 	<ul style="list-style-type: none"> • Salary remittance to NTB account or Standing Instruction to NTB account.

	<ul style="list-style-type: none"> • SI from NTB account to leasing collection account. 	<ul style="list-style-type: none"> • SI from NTB account to leasing collection account.
DSR	Within 60% of the net income	Within 60% of the net income
Documents required for the lease		
Applicant:	<p>Approved Company</p> <ul style="list-style-type: none"> • Completed lease application form • NIC or DL Copy • Invoice • Valuation from an NTB approved panel valuer for all vehicles other than for brand new vehicles imported / purchased from the authorized agent • Billing proof • Salary confirmation letter or recent salary slip within the last three months <p>Professionals& other approved categories</p> <ul style="list-style-type: none"> • Completed lease application form • NIC or DL Copy • Invoice • Valuation from an NTB approved panel valuer for all vehicles other than for brand new vehicles imported / purchased from the authorized agent • Billing proof • Recent pay slip within last 3 months • For professionals –Membership card of the professional body and 3 months bank statements. • For other approved categories, copy of Company ID 	<ul style="list-style-type: none"> • Completed lease application form • NIC or DL Copy • Invoice • Valuation from an NTB approved panel valuer for all vehicles other than for brand new vehicles imported / purchased from the authorized agent • Billing proof • Salary confirmation letter or recent salary slips within the last three months together with the original of any three of the last 5 months bank statements reflecting the salary credit. • If no CRIB hits, require salary to be reflected in 6 month original bank statements
Guarantors		<ul style="list-style-type: none"> • NIC or DL Copy

		<ul style="list-style-type: none"> • Billing proof • Salary confirmation letter or recent salary slips within the last three months together with the original of any three of the last 5 months bank statements reflecting the salary credit. • If no CRIB hits, require salary to be reflected in 6 month original bank statements
Customer Profile		
Nationality	Sri Lankan	Sri Lankan
Age	18-60	18-60
Employment status	<ul style="list-style-type: none"> • Permanent Employment • If not permanent in current employment the following criteria has to be met : Has been in continuous employment for the last 2 years. 	<ul style="list-style-type: none"> • Permanent Employment • If not permanent in current employment the following criteria has to be met : Has been in continuous employment for the last 3 years.
Salary	Minimum Net Salary of 50,000/-	Minimum Net Salary of 50,000/-
Fixed Allowances	As per confirmation by company or certified pay slips	As per confirmation by company or certified pay slips
Other Allowances	Last 3 months average subject to confirmation by company or certified pay slips	Last 6 months average subject to confirmation by company or certified pay slips
CRIB	Arrears less than 90 Days in the last 12 months	Arrears less than 90 Days in the last 12 months

6. Mandatory requirements

- It is mandatory that the salary be remitted to the Bank or at least the rentals are remitted to a Savings or Current Account in the Bank through a Standing Instruction from the salary account.
- A Standing instruction to be set from this account to settle this lease rental.
- If a customer does not have an account with the Bank, a Savings Account should be opened to facilitate the transfer of the rental.

7. General terms and Conditions

Nations Trust Bank PLC shall at all times have absolute right and discretion to refuse approval to grant lease facilities without assigning any reason therefore.

Nations Trust Bank PLC reserves the right to revise the applicable rate of interest without prior notice.

Nations Trust Bank PLC shall under no circumstances be liable or responsible for any failure or refusal by Orient Insurance Limited / Ceylinco Insurance Company Limited to provide insurance cover and/or indemnify the Customer in any manner, and/or to pay any claims made by the Customer and/or any other acts of Orient Insurance Limited / Ceylinco Insurance Company Limited all of which shall be resolved by and between Orient Insurance Limited / Ceylinco Insurance Company Limited and the Customer. The insurance shall be subject to the terms and conditions of Orient Insurance Limited / Ceylinco Insurance Company Limited and the decision of Orient Insurance Limited / Ceylinco Insurance Company Limited will be final.

This promotion can be withdrawn, cancelled or terminated by Nations Trust Bank PLC at any time