

Nations Trust Bank
Nations My Bike Leasing - Product Information Sheet

Criteria	Approved & Non Approved Company Employees, Professionals and other approved segments	Self-employed and Other segments. (all clients who are not falls under Approved & non approved companies, Professionals, & other approved segments)
Rate	Minimum of 26% fixed for 3 years	Minimum of 26% fixed for 3 years
Assets	<ul style="list-style-type: none"> ➤ Any type of brand-new motor bikes ➤ No requirement of valuation for brand-new units. ➤ Japanese & Indian reconditions bikes with a valuation from a listed valuer. ➤ Brand-new electric bikes for new and existing clients ➤ Used (registered) bikes in Japanese & Indian origin with a valuation from a listed valuer – For new and existing clients 	<ul style="list-style-type: none"> ➤ Any type of brand-new motor bikes ➤ No requirement of valuation for brand-new units. ➤ Japanese & Indian reconditions bikes with a valuation from a listed valuer. ➤ Brand-new electric bikes for new and existing clients ➤ Used (registered) bikes in Japanese & Indian origin with a valuation from a listed valuer – For new and existing clients
Tenure	Maximum of 3 years (fixed tenure)	Maximum of 3 years (fixed tenure)
Maximum bulk payment as the last rental (Residual Payment)	15% of lease value	15% of lease value
Asset Exposure	<p>For brand new units - Maximum of 70% of the invoice value (purchase price)</p> <p>For recon units (U/R) 70% of the market value subject to LTV (CBSL) regulations</p>	<p>For brand new units - Maximum of 70% of the invoice value (purchase price)</p> <p>For recon units (U/R) 70% of the market value subject to LTV (CBSL) regulations</p>
Guarantors	Not required	Not required
Insurance Offer	<p>Special insurance package with discounts</p> <p>No outside Insurance (other codes not allowed) – Must be routed under NIB - & No credit allowed.</p>	<p>Special insurance package with discounts</p> <p>No outside Insurance (other codes not allowed) – Must be routed under NIB - & No credit allowed.</p>
Repayment mode	<ul style="list-style-type: none"> ➤ Salary remittance to NTB account or Standing Instruction to NTB account. ➤ SI from NTB account to leasing collection account ➤ Standing instructions will be given to savings account or CA and it's not mandatory. ➤ Direct payments to NTB. ➤ Insurance to be paid up-front by the customer and no credit will be allowed. 	<ul style="list-style-type: none"> ➤ SI from NTB account to leasing collection account ➤ Standing instructions will be given to savings account or CA and it's not mandatory. ➤ Direct payments to NTB. ➤ Insurance to be paid up-front by the customer and no credit will be allowed.
DSR	Within 60% of the net income	Within 60% of the net income

Documents required for the lease	<ul style="list-style-type: none"> ➤ Single application can be accommodated for existing clients of the bank. 	<ul style="list-style-type: none"> ➤ Single application can be accommodated for existing clients of the bank.
Applicant & Joint application	<ul style="list-style-type: none"> ➤ For new clients either joint client or a PG is mandatory. Exceptions can be considered at Zone heads delegated authority (case by case basis) <ul style="list-style-type: none"> ▪ NIC or Passport or Driving License copy ▪ Invoice or Valuation (as mentioned above) ▪ Salary Slips or bank Statements or Saving account ▪ Billing proof (KYC / address verification) 	<ul style="list-style-type: none"> ➤ For new clients either joint client or a PG is mandatory. Exceptions can be considered at Zone heads delegated authority (case by case basis) <ul style="list-style-type: none"> ▪ NIC or Passport or Driving License copy ▪ Invoice or Valuation (as mentioned above) ▪ Salary Slips or bank Statements or Saving account ▪ Billing proof (KYC / address verification)

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 : <ul style="list-style-type: none"> • 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 : <ul style="list-style-type: none"> • Has been in continuous employment for the last 3 years.
Salary	Minimum Gross Salary of 25,000/- (other income justifications considered)	N/A
Fixed Allowances	Any other justifiable (with proofs) income to calculate the DSCR is considered	Any other justifiable (with proofs) income to calculate the DSCR is considered
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

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