

**Nations Trust Bank**  
**Nations Professional Lease - Product Information Sheet**

<b>Criteria</b>	<b>Approved Company Employees, Professionals and other approved segments</b>	<b>Non approved Company Employees</b>
Purpose	To acquire a registered / unregistered vehicle for personal use	To acquire a registered / unregistered vehicle for personal use
Rate	Minimum of 12.45% all tenors for registered and Unregistered vehicles.	Minimum of 12.45% 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"> <li>➤ 0-36 months – 5% on capital outstanding</li> <li>➤ &gt;37 months – 2% on capital outstanding</li> </ul>	<ul style="list-style-type: none"> <li>➤ 0-36 months – 5% on capital outstanding</li> <li>➤ &gt;37 months – 2% on capital outstanding</li> </ul>
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
Insurance Offer	Special insurance packages from Ceylinco & Orient with discounts	Special insurance packages from Ceylinco & Orient with discounts
Account opening	Mandatory	Mandatory
Repayment mode	<ul style="list-style-type: none"> <li>➤ Salary remittance to NTB account or Standing Instruction to NTB account.</li> <li>➤ SI from NTB account to leasing collection account</li> </ul>	<ul style="list-style-type: none"> <li>➤ Salary remittance to NTB account or Standing Instruction to NTB account.</li> <li>➤ SI from NTB account to leasing collection account.</li> </ul>
DSR	Within 60% of the net income	Within 60% of the net income

Documents required for the lease	<p><b>Approved Company Employees</b></p> <ul style="list-style-type: none"> <li>➤ Completed lease application form</li> <li>➤ NIC or Passport or Driving License copy</li> <li>➤ For Reconditioned or Registered vehicles - Valuation from an NTB approved panel valuer / For brand new vehicles imported or purchased from the authorized agent – Only the invoice</li> <li>➤ Salary confirmation letter or recent salary slip within the last three months</li> <li>➤ Billing proof</li> </ul> <p><b>Professionals &amp; Other Approved Categories</b></p> <ul style="list-style-type: none"> <li>➤ Completed lease application form</li> <li>➤ NIC or Passport or Driving License copy</li> <li>➤ For Reconditioned or Registered vehicles - Valuation from an NTB approved panel valuer / For brand new vehicles imported or purchased from the authorized agent – Only the invoice</li> <li>➤ Salary confirmation letter or recent salary slip within the last three months</li> <li>➤ Billing proof</li> <li>➤ For professionals – Membership card of the professional body and 3 months bank statements</li> <li>➤ For other approved categories, copy of Company ID</li> </ul>	<p><b>Not Approved Company Employees</b></p> <ul style="list-style-type: none"> <li>➤ Completed lease application form</li> <li>➤ NIC or Passport or Driving License copy</li> <li>➤ For Reconditioned or Registered vehicles - Valuation from an NTB approved panel valuer / For brand new vehicles imported or purchased from the authorized agent – Only the invoice</li> <li>➤ 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</li> <li>➤ Billing proof</li> <li>➤ If no CRIB hits, require salary to be reflected in 6-month original bank statements</li> </ul>
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Customer Profile		
Nationality	Sri Lankan	Sri Lankan
Age	18-60	18-60
Employment status	<ul style="list-style-type: none"> <li>➤ Permanent Employment</li> <li>➤ If not permanent in current employment the following criteria has to be met : <ul style="list-style-type: none"> <li>• Has been in continuous employment for the last 2 years.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>➤ Permanent Employment</li> <li>➤ If not permanent in current employment the following criteria has to be met : <ul style="list-style-type: none"> <li>• Has been in continuous employment for the last 3 years.</li> </ul> </li> </ul>
Income	Minimum Net Income of 75,000/-	Minimum Net Income of 75,000/-
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

### **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.

### **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.