

PLEASE STAPLE THE CHEQUE/BANK DRAFT HERE

Bank/ stockbroker's stamp	
Issue Opens	29 July 2021
Issue Closes	17 August 2021
Earliest Closing	29 July 2021
Date	

People's Leasing and Finance PLC – PB 647 PQ – DEBENTURE ISSUE

People's Leasing and Finance PLC A Private Limited Liability Company, incorporated in Sri Lanka under the Companies Act No 17 of 1982, converted to a Public Limited Company on 14th November 2000 and re-registered under the Companies Act No 7 of 2007 on 29th September 2008. On 17th of October 2012 the Company's name was changed to People's Leasing & Finance PLC. The Company's shares were listed on the Main Board of the Colombo Stock Exchange on 24th November 2011.

APPLICATION FORM

For an initial issue to raise Sri Lankan Rupees Four Billion (LKR 4,000,000,000), by way of issuing Senior Unsecured Listed Redeemable Rated Three Year (2021/2024) & Five Year (2021/2026) debentures at a par value of LKR100/- each, with an option to raise upto a further Sri Lankan Rupees Six Billion (LKR 6,000,000,000) at the discretion of the Company in the event of an oversubscription of the initial issue, totalling to Sri Lankan Rupees Ten Billion (LKR 10,000,000,000/-) To: Board of Directors – People's Leasing and Finance PLC, "No. 1161, Maradana Road, Borella, Colombo 08.

I/We, the undersigned apply for and request you to allot me/us the number of Debentures stated below as per the Prospectus dated 26 July 2021. The amount payable on application is attached herewith. I/We, hereby agree to accept the Debentures applied for or such smaller number as may be allotted to me/us, subject to the terms and conditions contained in the Prospectus. I/We irrevocably give me/our authority and consent to NSB Fund Management Company Ltd to act as my/our trustees subject to the terms and conditions stipulated in the Trust Deed 19 July 2021 entered into between People's Leasing and Finance PLC and the said Trustee. I/We authorize you to procure my/our name(s) to be placed in the register of the holders of the above mentioned Debentures for such number of Debentures that may be allotted on the basis of acceptance by People's Leasing & Finance PLC.

PLEASE USE BLOCK CAPITALS AND READ INSTRUCTIONS ON THE REVERSE CAREFULLY.

Debentures Types - Please Tick (✓) one Type only.				
Type A Fixed coupon rate of 8.00% p.a. Payable annually for a period of 36 months (3 years), at an AER of 8.00%				
Number of Debentures (Minimum 100 Debentures and in multiples of 100 thereof)		Price per Debenture (LKR)	Total amount to be paid (Rs.) (Minimum LKR 10,000)	
		100.00		
Type B Debentures with an Annual compounding rate on the Issue Price, payable on the Date of Redemption, in 36 months (3 years), at an AER of 8.00%				
Number of Debentures (Minimum 125 Debentures and in multiples of 125 thereof)		Price per Debenture (LKR)	Total amount to be paid (Rs.) (Minimum LKR 9,922.50)	
		79.38		
Type C Fixed coupon rate of 9.00% p.a. Payable annually for a period of 60 months (5 years), at an AER of 9.00%				
Number of Debentures (Minimum 100 Debentures and in multiples of 100 thereof)		Price per Debenture (LKR)	Total amount to be paid (Rs.) (Minimum LKR 10,000)	
		100.00		
Type D Debentures with an Annual compounding rate on the Issue Price, payable on the Date of Redemption, in 60 months (5 years), at an AER of 9.00%				
Number of Debentures (Minimum 153 Debentures and in multiples of 153 thereof)		Price per Debenture (LKR)	Total amount to be paid (Rs.) (Minimum LKR 9,943.47)	
		64.99		

MODE OF PAYMENT – CHEQUE/BANK DRAFT/ BANK GUARANTEE / RTGS DETAILS

(PLEASE TICK (✓) AS APPROPRIATE)	NAME OF BANK	NAME OF BRANCH	CHEQUE/BANK DRAFT/BANK GUARANTEE DETAILS
CHEQUE <input type="checkbox"/> BANK DRAFT <input type="checkbox"/> RTGS <input type="checkbox"/> BANK GUARANTEE <input type="checkbox"/>			
SLIP <input type="checkbox"/> CEFT <input type="checkbox"/>			

The allotted Debenture would be credited to the CDS account specified below. (Please refer instructions overleaf)

CDS ACCOUNT NO																			
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SOLE/FIRST APPLICANT				JOINT APPLICANT			
STATUS (MR./MRS./MS./OTHER)				2			
FULL NAME/ NAME OF CORPORATE BODY				1			
ADDRESS				1			
CONTACT DETAILS				1			
NIC NO./ COMPANY REG. NO/ PASSPORT NO				1			
NATIONALITY PLEASE TICK (✓) AS APPROPRIATE		SRI LANKAN	OTHER	1	SRI LANKAN	OTHER	2
RESIDENCY IN SRI LANKA (PLEASE TICK (✓) APPROPRIATE)		RESIDENT	NON - RESIDENT	1	RESIDENT	OTHER	2
NAME, ADDRESS AND SIGNATURE OF FINANCIER				2			

REFUND PAYMENT INSTRUCTIONS	DIRECT TRANSFER – SLIPS/RTGS	DIRECT TRANSFER - IIA	CHEQUES TO BE SENT BY ORDINARY MAIL TO THE ADDRESS INDICATED ABOVE
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BANK CODE	BRANCH CODE	ACCOUNT NUMBER

DECLARATION IN TERMS OF THE PROVISIONS OF THE EXCHANGE CONTROL ACT	
TICK (✓) ONE BOX ONLY	For Sri Lankan Citizens resident in Sri Lanka, and Corporate Bodies Incorporated in Sri Lanka in terms of the provisions of the Exchange Control Act I/We, the Investor(s) of the above mentioned debentures hereby declare that I am/we are a citizen(s) of and resident in Sri Lanka and I am/we are not acting as nominee(s) of any person(s) resident outside Sri Lanka
	For Non-resident and Non citizens in terms of the provisions of the Foreign Exchange Act I/We, the Investor(s) of the above mentioned Debentures hereby declare that, I am/we are resident outside Sri Lanka and that, I/We have made the remittance as stipulated by the Controller of Exchange. A confirmation/endorsement from my/our bank to such effect is attached to this Application.

SIGNATURE(S) OF APPLICANT(S)	SOLE/INVESTOR	JOINT INVESTOR (1)	JOINT INVESTOR (2)

INSTRUCTIONS

- All Applicants should indicate their respective CDS account number in the Application Form.
- Any Application which does not carry a valid CDS account number or indicates a number of a CDS account which is not opened at the time of the closure of the subscription list or which indicates an inaccurate/incorrect CDS account number will be rejected and no allotment will be made.
- If you wish to open a CDS account, you may do so prior to submitting the Application through any Member/Trading Member of the CSE as set out in Annex IV or through any Custodian Bank as set out in Annex V of the prospectus.
- The allotted Debentures would only be credited to the Applicant's CDS account.
- NO DEBENTURE CERTIFICATE WILL BE ISSUED.

(1) APPLICATION FORM

- The Application form must be completed in **FULL**, in **BLOCK CAPITALS**.
- Please tick (✓) in the boxes appropriate to you.
- In the event a particular section in this Application form is not applicable, **please indicate "N/A" in the relevant section**.
- All Applicants should meet the eligibility criteria set out under section 6.1 in the prospectus.
- Applications should be made on the Application Form, issued with the Prospectus. Soft copies Application Forms will be made available from the collection points listed in Annex IV of the prospectus and can also be downloaded from www.cse.lk and www.plc.lk. **Exact sized photocopies of the original Application Form will also be permissible. Care must be taken to follow the instruction given in the Application Form.**
- Applicants shall use a separate application form for each type of debenture they wish to apply for.
- Applications which do not strictly conform to instructions and the other conditions set out herein or which are incomplete or illegible may be rejected.
- Minimum subscription for Type A and Type C debentures per application is 100 debentures Rupees Ten Thousand (LKR10,000). However Minimum subscription for type B Debentures per application is 125 debentures and shall be LKR 9,922.50 and Applications exceeding the minimum subscription should be in multiples of 125 debentures. Minimum subscription for type D Debentures per application is 153 debentures and LKR 9,943.47 and Applications exceeding the minimum subscription should be in multiples of 153 debentures.
- More than one Application submitted for the same type of debentures by an Applicant will not be accepted. If two or more Application Forms are submitted for the same type of debentures from a single Applicant, those would be construed as multiple Applications and the Company will not accept such multiple Applications or suspected multiple Applications.
- If the ownership of the Debentures is desired in the name of one Applicant, full details should be given only under the heading **SOLE/FIRST APPLICANT** in the Application Form. In the case of joint Applicants, the signatures and particulars in respect of all Applicants must be given under the relevant headings in the Application Form.
- An Applicant of a joint Application will not be eligible to apply through a separate Application Form either individually or jointly. Such Applicants are also deemed to have made multiple Applications and will be rejected.
In the case of joint Applications, the refunds (if any), interest payments and the Redemption will be remitted in favour of the First Applicant as identified in the Application Form.
The company shall not be bound to register more than three (03) natural person as joint holders of any Debentures (except in the case of executors, administrators or heirs of a deceased member).
- Applications by Companies, Corporate bodies, Societies, Approved Provident Funds, Trust Funds and Approved Contributory Pension Schemes registered/ incorporated/ established in Sri Lanka, should have obtained necessary internal approvals as provided by their internal approval procedures at the time of applying for the Debentures and should be made under their common seal or in any other manner as provided by their articles of association or such other constitutional document of such Applicant or as per the statutes governing them. In the case of Approved Provident Funds, Trust Funds and Approved Contributory Pension Schemes, the Applications should be in the name of the Trustees/Board of Directors.
- All Applicants should indicate in the Application for Debentures, their CDS account numbers.
- In the event the name, address or NIC number/passport number/company registration number of the Applicant mentioned in the Application Form differ from the name, address or NIC number/passport number/company registration number as per the CDS records, the name, address or NIC number/company registration number as per CDS records will prevail and be considered as the name, address or NIC number/passport number company registration number of such Applicant. Therefore Applicants are advised to ensure that the name, address or NIC number/passport number/company registration number mentioned in the Application Form tally with the name, address or NIC number/passport number/company registration number given in the CDS account as mentioned in the Application Form. Application Forms stating third party CDS accounts, instead of Applicants' own CDS account numbers except in the case of margin trading, will be rejected.
- Applicants who wish to apply through their margin trading accounts should submit the Application Forms in the name of the "Margin provider/Applicants name" signed by the margin provider, requesting direct deposit of the Debentures to the Applicant's margin trading account in CDS. The margin provider should indicate the relevant CDS account number relating to the margin trading account in the Application Form. A photocopy of the margin trading agreement must be submitted along with the Application.
- Margin providers can apply under their own name and such Applications will not be construed as multiple Applications.
- Application Forms may be signed by a third party on behalf of the Applicant(s) provided that such person holds the Power of Attorney (POA) of the Applicant(s). A copy of such POA certified by a Notary Public as "True Copy" should be attached with the Application Form. Original of the POA should not be attached
- Funds for investment in Debentures and the payment for the Debentures by Non-Resident(s): institutional investors, corporate bodies incorporated outside Sri Lanka, individuals resident outside Sri Lanka and Sri Lankans resident outside Sri Lanka should be made only out of funds received as inward remittances or available to the credit of "Inward Investment Account" (IIA) of the Non-Resident Applicants opened and maintained in a licensed commercial bank in Sri Lanka, in accordance with directions given by the Controller of Exchange in that regard to licensed commercial banks.
- An endorsement by way of a letter by the licensed bank in Sri Lanka in which the Non-Resident Applicant maintains the IIA, should be attached to the Application Form to the effect that such payment through bank draft/bank guarantee has been made out of the funds available in the IIA.
Non-Resident(s): institutional investors, corporate bodies incorporated outside Sri Lanka, individual resident outside Sri Lanka and Sri Lankans resident outside Sri Lanka should have obtained necessary internal approvals as provided by their internal approval procedures at the time of applying for Debentures and may be affected by the laws of the jurisdiction of their residence. If the Non-Resident Applicants wish to apply for the Debentures, it is their responsibility to comply with the laws relevant to the jurisdiction of their residence and of Sri Lanka.

(2) MODE OF PAYMENT

- Payment should be made separately in respect of each Application only by way of cheque, bank draft, bank guarantee or electronic fund transfer such as SLIP/CEFT & RTGS transfer, as the case may be. **Cash will not be accepted.** Payment in full for the total value of Debentures applied for should be made separately in respect of each Application either by cheque, bank draft or electronic fund transfer mechanism recognized by the banking system of Sri Lanka such as CEFTS/SLIPS/RTGS directed through any licensed commercial bank operating in Sri Lanka, as the case may be, subject to (ii) below).
- Payments for Applications for values above and inclusive of Sri Lanka Rupees One Hundred Million (LKR 100,000,000/-) should be supported by either;
 - A Bank guarantee issued by a Licensed Commercial Bank or
 - Multiple bank drafts/cheques drawn upon any licensed commercial bank operating in Sri Lanka, each of which should be for a value less than LKR 100,000,000/-; or
 - A RTGS transfer with value on the Issue Opening Date.**Multiple cheques will not be accepted for Application values below Sri Lanka Rupees One Hundred Million (LKR 100,000,000/-). In the case of Application values above and inclusive of Sri Lanka Rupees One Hundred Million (LKR 100,000,000/-), multiple bank drafts/cheques drawn upon any licensed commercial bank operating in Sri Lanka each of which should be for a value less than LKR 100,000,000/- will be accepted**
- Multiple electronic fund transfers will not be accepted for Applications with any value. As such, in case an Applicant wishes to use electronic fund transfer mechanism recognised by the banking system of Sri Lanka for the payment for the value of Debentures applied**
 - payments for Applications for up to and inclusive of Sri Lanka Rupees Five Million (LKR 5,000,000) should be supported by either a CEFTS/SLIPS/RTGS transfer; and
 - payments for Applications for values above Sri Lanka Rupees (LKR 5,000,000) should be supported by a RTGS transfer.
- Cheques or bank drafts should be made payable to "**People's Leasing & Finance Debenture issue 2021-1**" and crossed "Account Payee Only" and must be honoured on the first presentation.
- In case of bank guarantees, such bank guarantees should be issued by any licensed commercial bank in Sri Lanka in favour of "**People's Leasing & Finance Debenture issue 2021-1**" in a manner acceptable to the Company, and be valid for a minimum of one (01) month from the Issue opening date (i.e. 29 July 2021)
- In case of electronic fund transfer mechanism recognised by the banking system of Sri Lanka such as CEFTS/SLIPS/RTGS, such transfers should be made to the credit of "**People's Leasing & Finance Debenture issue 2021-1**" bearing the account number **204100170014018** at **Peoples Bank** with value on the Issue opening date (i.e. the funds to be made available to the above account on the Issue opening date). The Applicant should obtain a confirmation from the Applicant's bank, to the effect that arrangements have been made to transfer payment in full and should be attached to the Application Form
In case payment for the Application is made via a CEFTS or a SLIPS transfer, the "CDS account number of the Applicant" should be mentioned as the narration of such fund transfers.
For RTGS transfers above and inclusive of Sri Lanka Rupees One Hundred Million (LKR 100,000,000/-), an interest at the rate of Two decimal Zero per centum (2.00 %) per annum will be paid from the date of such transfer up to the date of allotment. If any transfers are effected prior to the Issue opening date, no interest will be paid for the period prior to the Issue opening date. No interest will be paid if the RTGS transfers are not realised before the end of the Closure Date
- All cheques/bank drafts received in respect of the Applications for Debentures will be banked commencing from the Business Day immediately following the Closure Date. Cheques must be honoured on first presentation for the Application to be valid. Please refer Section 6.5 of the Prospectus for further details.

FORWARDING COMPLETED APPLICATION

- The scanned copies of duly filled Application Forms along with the scanned copies /soft copies of the payment proof will be accepted. Scanned copy of the duly filled an application and the payment proof (i.e.: cheque or bank draft deposit slip / RTGS Confirmations) should be emailed to one of the following email addresses:
 - **Registrars to the issue : registrars@cse.lk**
 - **Joint Managers to the issue : investmentbanking@cal.lk**
- Application Forms properly filled in accordance with the instructions thereof together with the remittance for the full amount payable on Application should be enclosed in an envelope marked "**Peoples Leasing and Finance PLC-Debenture issuance 2021**" on the top left hand corner in capital letters and dispatched by post or courier or delivered by hand to the Registrars to the Issue or any collection points mentioned in Annex IV of the Prospectus.
- Applications sent by post or courier or delivered to any collection points in Annex IV of the Prospectus should reach the office of the registrars to the Issue; **Central Depository Systems (Pvt) Limited - Ground Floor M & M Center 341/5, Kotte Road Rajagiriya**, at least by 4.30 p.m. on the following Business Day immediately upon the Closure Date. Applications received after the said period will be rejected even though they have been delivered to any of the said collection points prior to the Closure Date or carry a postmark dated prior to the Closure Date.
- Applications delivered by hand to the Registrars to the Issue after the Closure Date of the Issue will also be rejected.

(3) REFUNDS ON APPLICATIONS

- Refunds on Applications rejected or partly allotted Debentures would be made within Eight (08) Market Days (from the Closure Date).
- In the event accurate details have been provided refunds will be made via electronic funds transfer modes and refunds on payments via IIA accounts will be made only via IIA accounts.
- Please refer Section 6.8 of the Prospectus for further details.

PLEASE REFER PROSPECTUS FOR FURTHER DETAILS.

APPLICATIONS NOT MADE IN LINE WITH INSTRUCTIONS WILL BE REJECTED