People's Leasing & Finance PLC

Key Facts Document

Leases & Loans

1. Finance Leases

Description & Purpose of the product	Embodying our commitment to prioritizing customers, we present a range of leasing solutions tailored for professionals, businessmen, and corporate entities. Our leasing products offer a variety of features for customers seeking a leasing facility from People's Leasing. The Company provides leasing facilities for motor vehicles, machinery, and equipment. The Company offers fixed interest rate lease facilities for a maximum period of five years, and variable interest rate facilities for up to seven years. However, variable interest rate facilities are available only for selected asset categories and are offered at the discretion of management, depending on market conditions. Customers can obtain lease facilities to purchase motor vehicles, machinery, and equipment, or to finance their commercial or personal needs.
Benefits to customers	Customers can enjoy the following benefits by obtaining a leasing product from People's Leasing: i. Fixed or floating interest rates facilities (floating interest rate facilities are offered at the discretion of management). ii. Flexible rental plans tailored to align with the customer's cash flow. iii. Lease periods of up to 7 years (with a maximum of 5 years for fixed interest rate facilities). iv. The option to obtain financing with a fixed interest rate for a specified period, followed by variable interest rates for the remaining term (floating interest rates are subject to management discretion). v. The ability to make payments toward the principal to partially reduce the outstanding capital (available only for floating interest rate facilities). vi. The option to replace the asset during the repayment period with a similar asset type of higher market value.
Target Market	The product targets both individuals and business enterprises with a satisfactory repayment capacity.
Main terms and conditions	i. The minimum facility period is one year. ii. The maximum facility period is seven years. iii. Offering a floating rate for the facility is at the discretion of the management. iv. The leased asset cannot be transferred to another party without fully settling the facility. v. Early settlements are allowed only after the payment of applicable charges at the time of settlement. Customers can apply for this product by providing the following details: **<u>For Individual</u>** i. Identification proof (NIC, Valid DL/PP) ii. Address proof (NIC/utility bill/GS certificate) iii. Income proof (salary slips/bank documents/other income proof documents) iv. Guarantor details (ID proof/billing proof/income proof) v. Vehicle details (supplier details/vehicle details)

For Corporate customers

i. Identification proof (BR/form 41 or form 1)
ii. Address proof (Form 13)
iv. Income proof (financial statements/bank documents/other income proof documents)
v. Guarantor details (ID proof/billing proof/income proof)
vi. Vehicle details (supplier details/vehicle details)

Legal provision	Finance Leasing Act No 56 of 2000
Rate	Interest rates are based on the customer's risk profile and range from 12% to 40%. However, the interest rate for lease facilities on three-wheelers can go up to a maximum of 55%.
Fees & Charges	The Following charges are applicable for finance lease facility.

i. Processing fee and inspection fee

Facility Amount (Rs. Mn)	Processing Fee (Rs.)	Inspection Fee (Rs.)	
		Facilities with DMT Security	Other Security
Up to 1	7,500	5,000	10,000
1.00 – 1.99	10,000		12,500
2.00 – 2.99	12,500		15,000
3.00 – 4.99	15,000		17,500
5.00 – 7.49	17,500		20,000
7.50 – 10.00	20,000		22,500
10.00 – 14.99	22,500	7,500	25,000
15.00 – 24.99	25,000		27,500
25.00 – 34.99	30,000	10,000	30,000
Above 35	35,000		35,000

ii. Reimbursement of expenses
Applicable taxes, insurance fee, valuation fee, DMT chargers, etc.

iii. Capital part settlement fee (if applicable)
This fee is calculated at 5% of the capital portion of the settlement.

iv. Default Chargers
Borrower has 5 days grace period from the due date to pay the monthly rental. If the borrower doesn't pay the monthly rental on the due date or within the grace period, penal interest rate of 48% per annum is applicable. This can be changed at the discretion of the management.

2. PLC Solar Lease

<table>
<tr><td>Description & Purpose of the product</td><td>Description :
The PLC Solar product offers customers the opportunity to install solar electricity generation units at their residential or business premises. This product provides a solution to customers' monthly electricity bills while offering the chance to earn extra income by supplying excess units to the national grid. Furthermore, this product helps to reduce fossil fuel based electricity generation in the country.

Purpose:

This product offers the purchase and installation of a solar electricity generation unit for domestic purpose.</td></tr>
<tr><td>Benefits to customers</td><td>The customers would receive the following benefits under the "PLC Solar" lease facilities:
i. Lower interest rates compared to other products, offered for purchases made through company-approved suppliers.
ii. Repayment period of up to 7 years.
iii. Financing for the total solar unit based on creditworthiness and the collateral provided.</td></tr>
<tr><td>Target Market</td><td>The product targets individuals with a satisfactory repayment capacity.</td></tr>
<tr><td>Main terms and conditions</td><td>i. The minimum facility period is one year.
ii. The maximum facility period is seven years.
iii. Offering a floating rate for the facility is at the discretion of the management.
iv. The leased asset cannot be transferred to another party without fully settling the facility.
v. Early settlements are allowed only after the payment of applicable charges at the time of settlement.

Customers can apply for this product by providing the following details:
<u>For Individual</u>

i. Identification proof (NIC, Valid DL/PP)
ii. Address proof (NIC/utility bill/GS certificate)
iii. Income proof (salary slips/bank documents/other income proof documents)
iv. Guarantor details (ID proof/billing proof/income proof)
v. Asset details (solar unit details/supplier details/vehicle details)</td></tr>
<tr><td>Legal provision</td><td>Finance Leasing Act No 56 of 2000</td></tr>
<tr><td>Rate</td><td>Interest rates based on the customer risk profile and ranging from 9% to 40%</td></tr>
<tr><td>Fees & Charges</td><td>The Following charges are applicable for Solar lease facility.

i. Processing fee and inspection fee
<table>
<tr><th>Facility Amount (Rs. Mn)</th><th>Processing Fee (Rs.)</th><th>Inspection Fee (Rs.)</th></tr>
<tr><td>Up to 1</td><td>7,500</td><td>10,000</td></tr>
<tr><td>1.00 – 1.99</td><td>10,000</td><td>12,500</td></tr>
<tr><td>2.00 – 2.99</td><td>12,500</td><td>15,000</td></tr>
<tr><td>3.00 – 4.99</td><td>15,000</td><td>17,500</td></tr>
</table></td></tr>
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5.00 – 7.49	17,500	20,000
7.50 – 10.00	20,000	22,500
10.00 – 14.99	22,500	25,000
15.00 – 24.99	25,000	27,500
25.00 – 34.99	30,000	30,000
Above 35	35,000	35,000

ii. Reimbursement of expenses
Applicable taxes, insurance fee, valuation fee, etc.

iii. Default Chargers - Borrower has 5 days grace period from the due date to pay the monthly rental. If the borrower doesn't pay the monthly rental on the due date or within the grace period, penal interest rate of 48% per annum. is applicable. This can be changed at the discretion of the management.

3. Auto Loan

Description & Purpose of the product	The Auto Loan product is offered by mortgaging motor vehicles for customers who intend to purchase a vehicle or finance their personal or business needs. Only motor cars, sport utility vehicles (SUVs), jeeps, and dual-purpose non-commercial vehicles are eligible to be mortgaged under the Auto Loan facility. The Company offers fixed interest rate Auto Loan facilities for a maximum period of five years, and variable interest rate facilities for up to seven years. However, variable interest rate facilities are provided at the discretion of management, subject to prevailing market conditions.
Benefits to customers	Customers can enjoy the following benefits by obtaining Auto Loan facilities from People's Leasing: i. Fixed or floating interest rates facilities (floating interest rate facilities are offered at the discretion of management). ii. Flexible installment plans tailored to align with the customer's cash flow. iii. Loan periods of up to 7 years (with a maximum of 5 years for fixed interest rate facilities). iv. The option to obtain financing with a fixed interest rate for a specified period, followed by variable interest rates for the remaining term (floating interest rates are subject to management discretion). v. The ability to make payments toward the principal to partially reduce the outstanding capital (available only for floating interest rate facilities). vi. The option to replace the asset during the repayment period with a similar asset type of higher market value.
Target Market	The product is targeted at individuals and business entities who intend to purchase vehicles or require funds for personal or business needs.

Main terms and conditions	i. The minimum facility period is one month. ii. The maximum facility period is seven years. iii. Offering a floating rate for the facility is at the discretion of the management. iv. The mortgaged asset cannot be transferred to another party without fully settling the facility. v. Early settlements are allowed only after the payment of applicable charges at the time of settlement. Customers can apply for this product by providing the following details: **<u>For Individual</u>** i. Identification proof (NIC, Valid DL/PP) ii. Address proof (NIC/utility bill/GS certificate) iii. Income proof (salary slips/bank documents/other income proof documents) iv. Guarantor details (ID proof/billing proof/income proof) v. Vehicle details (supplier details/vehicle details) **<u>Corporate customers</u>** i. Identification proof (BR/form 41 or form 1) ii. Address proof (Form 13) iii. Income proof (financial Statements/bank documents/other income proof documents) iv. Guarantor details (ID proof/billing proof/ income proof/ address proof -Form 13) v. Vehicle details (supplier details/vehicle details)

Legal provision	Mortgage Act No. 06 of 1946 as amended by Act No. 3 of 1990
Rate	Interest rates based on the customer risk profile and ranging from 12% to 40%
Fees & Charges	The Following charges are applicable for Auto Loan facility. i. Processing fee and inspection fee

Facility Amount (Rs. Mn)	Processing Fee (Rs.)	Inspection Fee (Rs.)
Up to 1	7,500	5,000
1.00 – 1.99	10,000	
2.00 – 2.99	12,500	
3.00 – 4.99	15,000	
5.00 – 7.49	17,500	
7.50 – 10.00	20,000	
10.00 – 14.99	22,500	7,500
15.00 – 24.99	25,000	
25.00 – 34.99	30,000	10,000
Above 35	35,000	

ii. Reimbursement of expenses
Applicable taxes, insurance fee, valuation fee, DMT chargers, etc.

iii. Capital part settlement fee (if applicable)
This fee is calculated at 5% of the capital portion of the settlement.

iv. Default Chargers
Borrower has 5 days grace period from the due date to pay the monthly installment. If the borrower doesn't pay the monthly installment on the due date or within the grace period, penal interest rate of 48% p.m. is applicable. This can be changed at the discretion of the management.

4. Assignment Loans

Description & Purpose of the product	The Assignment Loan product is offered to customers who have an active lease or loan facility with the Company and wish to finance personal or business needs by using the leased or mortgaged asset from the existing facility as collateral. The maximum loan period is limited to the remaining term of the lease or loan facility from which the asset is assigned as collateral under the Assignment Loan facility. The Company offers fixed interest rate Assignment Loan facilities for a maximum period of five years, and variable interest rate facilities for up to seven years. However, variable interest rate facilities are available only for selected asset categories and are offered at the discretion of management, depending on market conditions.
Benefits to customers	Customers can enjoy the following benefits by obtaining Assignment Loan facilities from People's Leasing: i. Fixed or floating interest rates facilities (floating interest rate facilities are offered at the discretion of management). ii. Flexible installment plans tailored to align with the customer's cash flow. iii. Loan periods of up to 7 years (with a maximum of 5 years for fixed interest rate facilities). iv. The option to obtain financing with a fixed interest rate for a specified period, followed by variable interest rates for the remaining term (floating interest rates are subject to management discretion).
Target Market	The product is targeted at individuals and business entities who intend to purchase vehicles or require funds for personal or business needs.
Main terms and conditions	i. The minimum facility period is one month. ii. The maximum facility period is seven years. iii. Offering a floating rate for the facility is at the discretion of the management. iv. The assigned asset cannot be transferred to another party without fully settling the facility. v. Early settlements are allowed only after the payment of applicable charges at the time of settlement. Customers can apply for this product by providing the following details: **<u>For Individual</u>** i. Identification proof (NIC, Valid DL/PP) ii. Address proof (NIC/utility bill/GS certificate) iii. Income proof (salary slips/bank documents/other income proof documents) iv. Guarantor details (ID proof/billing proof/income proof) v. Collateral details (vehicle details or property) **<u>Corporate customers</u>** i. Identification proof (BR/form 41 or form 1) ii. Address proof (Form 13) iii. Income proof (financial Statements/bank documents/ other income proof documents) iv. Guarantor details (ID proof/billing proof/ income proof/ address proof -Form 13) v. Collateral details (vehicle details or property)
Legal provision	English Contract Law

Rate	Interest rates based on the customer risk profile and ranges from 15% to 40%
Fees & Charges	The following charges are applicable for Assignment Loan facility. i. Processing fee and inspection fee

Facility Amount (Rs. Mn)	Processing Fee (Rs.)	Inspection Fee (Rs.)	
		Facilities with DMT Security	Other Security
Up to 1	7,500	5,000	10,000
1.00 – 1.99	10,000		12,500
2.00 – 2.99	12,500		15,000
3.00 – 4.99	15,000		17,500
5.00 – 7.49	17,500		20,000
7.50 – 10.00	20,000		22,500
10.00 – 14.99	22,500	7,500	25,000
15.00 – 24.99	25,000		27,500
25.00 – 34.99	30,000	10,000	30,000
Above 35	35,000		35,000

ii. Reimbursement of expenses
Applicable taxes, insurance fee, valuation fee, DMT chargers, etc.

iii. Title Search (if applicable) Rs. 15,000
iv. Mortgage charges if applicable
v. Legal Fees if applicable
vi. Caveat Fees if applicable
vii. Default Chargers
Borrower has 5 days grace period from the due date to pay the monthly installment. If the borrower doesn't pay the monthly installment on the due date or within the grace period, penal interest rate of 48% per annum. is applicable. This can be changed at the discretion of the management

5. Quick Cash Loan

Description & Purpose of the product	Quick Cash Loan is a personal loan designed to meet the justified personal or commercial financial needs of Sri Lankan individuals with a stable income, supported by two personal guarantors.
Benefits to customers	Customers can enjoy the following benefits by obtaining Quick Cash Loan facilities from People's Leasing: i. No collateral is required, except for personal guarantors. ii. Loans are granted for any justifiable personal or commercial need. iii. Quick Cash loan scheme is simple and quick so that the customers would be able to have their financial needs attended easily without wasting much time as in other loan schemes.

Target Market	Sri Lankan individuals with a stable source of income who intend to obtain a credit facility for any justifiable personal or commercial need.
Main Terms and Conditions	i. The applicant must be a Sri Lankan individual with a stable income. ii. The maximum facility amount is Rs. 10,000,000. iii. The maximum facility period is up to 60 months. iv. Only equal installments are allowed. v. Both guarantors must be Sri Lankan individuals with stable sources of income. vi. It is compulsory to open a savings account with People's Leasing & Finance PLC. vii. The customer must be below 60 years of age at the time the facility is granted. viii. A loan protection cover must be obtained from an acceptable insurance company. ix. Offering a floating rate for the facility is at the discretion of the management. x. Early settlements are allowed only after the payment of applicable charges at the time of settlement. Customers can apply for this product by providing the following details: i. Identification proof (NIC, Valid DL/PP) ii. Address proof (NIC/utility bill/GS certificate) iii. Income proof (salary slips/bank documents/other income proof documents) iv. Guarantor details (ID proof/billing proof/income proof)
Legal provision	English Contract Law
Rate	Interest rates based on the customer risk profile and ranges from 12% to 40%
Fees & Charges	The following charges are applicable for Quick Cash Loan facility. i. Processing fee and inspection fee

Facility Amount (Rs. Mn)	Processing Fee (Rs.)	Inspection Fee (Rs.)
Up to 1	7,500	10,000
1.00 – 1.99	10,000	12,500
2.00 – 2.99	12,500	15,000

3.00 – 4.99	15,000	17,500
5.00 – 7.49	17,500	20,000
7.50 – 10.00	20,000	22,500

ii. Default Chargers
Borrower has 5 days grace period from the due date to pay the monthly installment. If the borrower doesn't pay the monthly installment on the due date or within the grace period, penal interest rate of 48% per annum is applicable. This can be changed at the discretion of the management.

6. Fast Track Loan

Description & Purpose of the product	Fast Track is a short-term revolving loan facility designed to meet customers' immediate financial needs, including working capital requirements. Customers are required to pay at least the accrued interest as the monthly installment. The principal amount may be partially or fully settled at any time during the facility period without incurring any charges. During the facility period, customers may request disbursements as needed, subject to the approved facility limit. The facility may also be fully settled before maturity, upon payment of the applicable settlement charges.
Benefits to customers	Customer has the ability to top up the loan amount within the approved limit at any given time within the approved loan period and reutilize. However, the system will continue this as one and the same facility. Ability of the customer to utilize the full amount of the approved loan at once in one go or in several tranches through subsequent disbursements in which event all subsequent disbursements will be treated as multiple disbursements under the same facility (not as separate sub loan) and shown in the system as one facility.

Target Market	The primary target market for the "Fast Track" product is existing customers with a good credit track record. However, new customers with a sound financial background may also be considered.
Main terms and conditions	i. The maximum loan period is fifteen months. ii. The minimum monthly installment is the interest on the outstanding capital. iii. The customer can make bulk payments (partial capital payments) to reduce the outstanding capital without any additional fees. iv. It is mandatory to mortgage a movable or immovable asset as collateral for the facility. v. The mortgaged asset cannot be transferred to another party without fully settling the facility. Customers can apply for this product by providing the following details: **<u>For Individual</u>** i. Identification proof (NIC, Valid DL/PP) ii. Address proof (NIC/utility bill/GS certificate) iii. Income proof (salary slips/bank documents/other income proof documents) iv. Guarantor details (ID proof/billing proof/income proof) v. Collateral details (vehicle details or property) **<u>Corporate customers</u>**

	i. Identification proof (BR/form 41 or form 1) ii. Address proof (Form 13) iii. Income proof (financial Statements/bank documents/ other income proof documents) iv. Guarantor details (ID proof/billing proof/ income proof/ address proof -Form 13) v. Collateral details (vehicle details or property)
Legal provision	Mortgage act No. 06 of 1946 as amended by Act No. 3 of 1990
Rate	Interest rates based on the customer risk profile and ranges from 15% to 40%
Fees & Charges	The following charges are applicable for Fast Track Loan facility. i. Processing fee and inspection fee

Facility Amount (Rs. Mn)	Processing Fee (Rs.)	Inspection Fee (Rs.)	
		Facilities with DMT Security	Other Security
Up to 1	7,500	5,000	10,000
1.00 – 1.99	10,000		12,500
2.00 – 2.99	12,500		15,000
3.00 – 4.99	15,000		17,500
5.00 – 7.49	17,500		20,000
7.50 – 10.00	20,000		22,500
10.00 – 14.99	22,500	7,500	25,000
15.00 – 24.99	25,000		27,500
25.00 – 34.99	30,000	10,000	30,000
Above 35	35,000		35,000

ii. Reimbursement of expenses
Applicable taxes, insurance fee, valuation fee, DMT chargers, etc.

iii. Early Settlement Fee
An early settlement fee of 2% of the facility amount will be charged if the Fast Track facility is fully settled within six (6) months from the loan agreement date.
iv. Title Search (if applicable) Rs. 15,000
v. Mortgage charges if applicable
vi. Legal Fees if applicable
vii. Caveat Fees if applicable

viii. Default Chargers
The Borrower has a grace period of 5 days from the due date to pay the monthly installment. If the Borrower fails to make the payment on the due date or within the grace period, the interest rate of the facility will increase by 4%. This rate adjustment is subject to change at the discretion of the management

07. Term Loans

Description & Purpose of the product	A term loan is granted by mortgaging immovable property, such as land and buildings. This facility is provided for the purchase of property or to meet any justifiable personal or commercial need, primarily for existing customers with a good repayment track record.

Benefits to customers	Customers can enjoy the following benefits by obtaining Term Loan facilities from People's Leasing: i. Flexible installment plans tailored to align with the customer's cash flow. ii. Loan periods of up to 5 years
Target Market	Existing customers with satisfactory repayment track records.
Main terms and conditions	i. The minimum facility period is one year. ii. The maximum facility period is five years. iii. Offering a floating rate for the facility is at the discretion of the management. iv. The mortgaged asset cannot be transferred to another party without fully settling the facility. v. Early settlements are allowed only after the payment of applicable charges at the time of settlement. Customers can apply for this product by providing the following details: **<u>For Individual</u>** i. Identification proof (NIC, Valid DL/PP) ii. Address proof (NIC/utility bill/GS certificate) iii. Income proof (salary slips/bank documents/other income proof documents) iv. Guarantor details (ID proof/billing proof/income proof) v. Collateral details (vehicle details or property) **<u>Corporate customers</u>** i. Identification proof (BR/form 41 or form 1) ii. Address proof (Form 13) iii. Income proof (financial Statements/bank documents/ other income proof documents) iv. Guarantor details (ID proof/billing proof/ income proof/ address proof –Form v. Collateral details (property)
Legal provision	Mortgage Act No 6 of 1946 as amended by Act No. 3 of 1990
Rate	Interest rates based on the customer risk profile and ranges from 15% to 40%
Fees & Charges	The Following charges are applicable for Term Loan Facility. i. Processing fee and inspection fee

Facility Amount (Rs. Mn)	Processing Fee (Rs.)	Inspection Fee (Rs.)
Up to 1	7,500	10,000
1.00 – 1.99	10,000	12,500
2.00 – 2.99	12,500	15,000
3.00 – 4.99	15,000	17,500
5.00 – 7.49	17,500	20,000
7.50 – 10.00	20,000	22,500
10.00 – 14.99	22,500	25,000
15.00 – 24.99	25,000	27,500
25.00 – 34.99	30,000	30,000
Above 35	35,000	35,000

ii. Reimbursement of expenses
Applicable taxes, insurance fee, valuation fee, etc.

i. Title Search (if applicable) Rs. 15,000
ii. Mortgage charges if applicable
iii. Legal Fees if applicable

	iv. Caveat Fees if applicable v. Default Chargers Borrower has 5 days grace period from the due date to pay the monthly installment. If the borrower doesn't pay the monthly installment on the due date or within the grace period, penal interest rate of 48% per annum is applicable. This can be changed at the discretion of the management.

Complaint Management Procedure

The following methods are available to **customers to lodge complaints.**

- Through the Respective Branch Manager
- Complaint in person

  A customer can lodge a complaint in person during working hours at Head Office to Customer Service and Dispute Resolution Department, No.1161, Maradana Road, Colombo 08 by submitting a written letter and giving full details.
- E mail: customerservices@plc.lk
- Through the call center (0112206300)
- Write to: Customer Service and Dispute Resolution Department, No.1161, Maradana Road, Colombo 08.
- Download the Submission form via below link/path

https://www.plc.lk/wp-content/uploads/2023/02/Customer-Complaint-Grievance-Handling-Form.pdf
www.plc.lk ---> Quick Links ----> Stakeholder Feedback ----> Complaint & Grievances----> Complaint & Grievances Submission Form (Download)

In the event, a satisfactory solution is not provided by the finance company, customer can escalate the matter to the below mentioned external dispute resolution schemes;

Financial Consumer Relations Department (FCRD)
The Director
Financial Consumer Relations Department (FCRD)
Central Bank of Sri Lanka (CBSL),
No 30,
Janadhipathi Mawatha,
Colombo 01.

Telephone: 011 247 7966
Hotline for Inquiries: 1935
Fax : +94 11 247 7744
Email : fcrd@cbsl.lk
Web: https://www.cbsl.gov.lk/en

The Financial Ombudsman
The Financial Ombudsman,
143A, Vajira Road,
Colombo 05.

Telephone: 011 259 5624
Telefax: (+94)11 259 5625
Email: fosril@sltnet.lk

Website: www.financialombudsman.lk