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APPLICATION FORM

PEOPLE'S LEASING COMPANY LIMITED – INITIAL PUBLIC OFFERING

PEOPLE'S LEASING CO. LTD.

Incorporated in Sri Lanka as a private limited liability company on August 22, 1995, under the Companies Act No. 17 of 1982, converted to a public limited liability company on November 14, 2000 and re-registered under the Companies Act No. 7 of 2007 on September 29, 2008

Issue Opens	03	11	2011
Issue Closes	23	11	2011
Earliest Closing	03	11	2011
Date	DD	MM	2011

ISSUE OF THREE HUNDRED AND NINETY MILLION AND FORTY (390,000,040) ORDINARY VOTING SHARES OF PEOPLE'S LEASING COMPANY LIMITED AT AN ISSUE PRICE OF RUPEES EIGHTEEN (Rs. 18.00) PER SHARE PAYABLE IN FULL ON APPLICATION

To: Board of Directors - People's Leasing Company Limited

I/We, the undersigned hereby apply for and request you to allot me/us the number of Ordinary Voting Shares stated below as per the Prospectus dated October 4, 2011. The amount payable on application is attached herewith. I/We, hereby agree to an allotment of Shares applied for or a lesser number as may be applicable, subject to the terms and conditions contained in the Prospectus and the Articles of Association of the Company. Please enter my/our name (s) in the register of shareholders of People's Leasing Company Limited for such number of Shares that may be allotted on the basis of acceptance by the Company.

All Applicants should indicate their CDS account number. 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 making the application through any Member/Trading Member of the CSE as set out in Annex A or through any Custodian Bank as set out in Annex B of the Prospectus. **The allotted Shares would only be credited to the Applicant's CDS account specified below. No share certificate will be issued. Please note that Applicant's information such as full name, address, NIC/passport number and residency will be downloaded from the CDS, based on the CDS account number indicated in the Application Form. Such information will take precedence over information disclosed herein.**

Please read the Instructions on the reverse carefully and use **BLOCK CAPITALS**

Category under which the Application is made in terms of Section 5.1 of the Prospectus (Refer Section 1(iv) of Instructions overleaf) (Please tick (✓) only ONE category)	Retail	Non-Retail	Unit Trust
"Growth or balanced unit trusts" to be eligible under the Unit Trusts Investor Category should conform to the criteria defined by the SEC Directive dated June 6, 2011 (Ref: SEC/LEG/11/06/01) – Refer Section 1 (v) of Instructions overleaf			

NUMBER OF SHARES Minimum of 1,000 Shares and multiples of 100 Shares thereof	PRICE (Rs.)	TOTAL AMOUNT TO BE PAID (Rs.)
, , 0 0	18.00	, , , . 0 0

CHEQUE	NAME OF BANK	NAME OF BRANCH	CHEQUE/BANK DRAFT/BANK GUARANTEE NUMBER
BANK DRAFT			
BANK GUARANTEE			

ALL APPLICANTS SHOULD INDICATE THE CDS ACCOUNT NUMBER (Refer Section 1 (viii) of the Instructions overleaf)

CDS ACCOUNT NO. — —

DIRECT DEPOSIT OF SECURITIES TO "LOCKED" BALANCE (Please tick (✓) if applicable) – Refer Section 1(x) of the Instructions

Directly deposit the Shares to my/our "locked" balance of the CDS account mentioned above
(Please note that the Shares in the "locked" balance will not be available for trading purpose and will not be visible to the respective CDS participants. Please do not tick (✓) unless you require to "lock" these Shares from trading)

	SOLE/FIRST APPLICANT		JOINT APPLICANTS	
STATUS (MR./ MRS./ MS./ OTHER)			1.	2.
SURNAME WITH INITIALS/ NAME OF CORPORATE BODY			1.	
			2.	
ADDRESS			1.	
			2.	
CONTACT TELEPHONE NO.			1.	2.
NATIONAL IDENTITY CARD NO. / COMPANY REG. NO. / PASSPORT NO.			1.	2.
NATIONALITY (Please tick (✓) as appropriate)	SRI LANKAN	OTHER	1. SRI LANKAN	OTHER
			2. SRI LANKAN	OTHER
RESIDENCY IN SRI LANKA (Please tick (✓) as appropriate)	RESIDENT	NON-RESIDENT	1. RESIDENT	NON-RESIDENT
			2. RESIDENT	NON-RESIDENT
NAME, ADDRESS AND SIGNATURE OF FINANCIER (MARGIN TRADING ONLY)				

REFUND PAYMENT INSTRUCTIONS - Refer Section 4 of the Instructions (Please tick (✓) as appropriate)	DIRECT TRANSFER VIA SLIPS	CHEQUE SENT BY ORDINARY MAIL TO THE ADDRESS INDICATED ABOVE
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DETAILS FOR DIRECT TRANSFER THROUGH SRI LANKA INTER-BANK PAYMENT SYSTEM (SLIPS)* – Please indicate "N/A" if refund via SLIPS is not applicable

BANK CODE	BRANCH CODE	ACCOUNT NUMBER

*Please provide accurate information to avoid delays in receipt of refund payments. Consult your bank branch manager regarding the account details if in doubt.
Bank codes and branch codes could be obtained from the website, www.lankaclear.com through the Quick Links access.

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 Applicant(s) of the abovementioned Ordinary Voting Shares 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 Exchange Control Act I/We, the Applicant(s) of the abovementioned Ordinary Voting Shares hereby declare that, I am/we are resident outside of 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/FIRST APPLICANT	JOINT APPLICANT (1)	JOINT APPLICANT (2)

APPLICANTS SHOULD APPLY ONLY THROUGH **ONE INVESTOR CATEGORY** AND WOULD BE PERMITTED TO SUBMIT ONLY **ONE APPLICATION FORM**. TWO OR MORE APPLICATIONS SUBMITTED BY THE SAME APPLICANT EITHER UNDER THE SAME CATEGORY OR DIFFERENT CATEGORIES WILL BE CONSTRUED AS MULTIPLE APPLICATIONS AND WILL BE REJECTED

INSTRUCTIONS

(1) APPLICATION FORM

- (i) The Application Form must be completed in **FULL**, in **BLOCK CAPITALS**.
- (ii) Please tick (✓) in the boxes appropriate to you.
- (iii) In the event a particular section in this Application Form is not applicable, **please indicate "N/A" in the relevant section**.
- (iv) Applicants falling under Retail, Non-Retail and Unit Trust Investor categories should apply for the Shares on this Application Form by indicating the category applied for in the relevant space provided in the Application Form. Please refer Section 4.0 "Glossary of Terms Related to the Issue" of the Prospectus for definitions of the aforementioned categories.
- (v) **"Growth or balanced unit trusts"** applying under the Unit Trust Investor Category should **submit a confirmation by the trustee** confirming that such unit trust is in conformity with the criteria defined by the SEC Directive dated June 6, 2011 (Ref: SEC/LEG/11/06/01).
- (vi) Application Forms will be made available from the collection points listed in Annex A of the Prospectus and can also be downloaded from www.plc.lk, www.cse.lk, www.ndbib.com and www.capitalalliance.lk. **Exact sized photocopies of the original Application Form will also be permissible.**
- (vii) The Application should be made for a minimum of one thousand (1,000) Shares and in multiples of hundred (100) Shares thereof. **ANY APPLICATION MADE FOR LESS THAN ONE THOUSAND (1,000) SHARES OR FOR A NUMBER WHICH IS NOT A MULTIPLE OF HUNDRED (100) SHARES WILL BE REJECTED AT THE OUTSET.**
- (viii) **ALL APPLICANTS SHOULD INDICATE THEIR CDS ACCOUNT NUMBER IN THE APPLICATION FORM.** Applicants who do not have a CDS account are advised to open a CDS account prior to submitting the Application in order to facilitate the uploading of allotted Shares to their CDS account. Please note that upon the allotment of Shares under this Issue, for Applicants who have indicated their CDS account details in the Application Form, **THE ALLOTTED SHARES WOULD BE CREDITED TO THE APPLICANT'S CDS ACCOUNT SO INDICATED. NO SHARE CERTIFICATE WILL BE ISSUED. 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 through any Member/Trading Member of the CSE as set out in Annex A or through any Custodian Bank as set out in Annex B of the Prospectus.
- (ix) Application Forms stating third party CDS accounts instead of Applicants' own CDS account numbers, except in the case of margin trading accounts, will be rejected.
- (x) In order to preserve the confidentiality of shareholder information and to ensure that securities are not made available for trading for those shareholders who do not want to trade the securities, the CDS would provide a mechanism where securities can be "locked" in the CDS account. The CDS would maintain two balances for each CDS account, namely a "trading balance" and a "locked balance". The trading balance would be visible to the CDS participant and all dealings and trading would be permitted on the said trading balance, as done presently. As opposed to the trading balance, the locked balance will not be visible to the CDS participant and all dealings on such locked balance would be suspended thereby maintaining the confidentiality of the information and also safeguarding the account holder from an unauthorised sale by a broker.
If the Applicant has not specified that his/her Shares be deposited to his/her "locked" balance in the CDS account, the said Shares would be deposited to the Applicant's "trading" balance in the CDS account. Please refer Section 5.13 "The Procedure for Application" of the Prospectus for more details on the operation of a "locked" balance in the CDS.
- (xi) Sri Lankan citizens should indicate their NIC number in the Application Form. The passport number will be accepted only when the NIC number is not available. The CDS account must be for the same passport number. Foreign citizens must state the passport number in the space provided. Corporate entities must provide the company registration number. **ANY APPLICATION FORM WHICH DOES NOT STATE THE NIC, PASSPORT OR COMPANY REGISTRATION NUMBER, AS THE CASE MAY BE, WILL BE REJECTED.**
- (xii) An Applicant who has made an Application under a margin trading account should not apply individually or jointly on a separate Application Form. Such Applications will also be construed as multiple Applications and will be rejected.
- (xiii) Applications will **NOT** be accepted from individuals below 18 years of age or those in the names of sole proprietorships, partnerships, unincorporated trusts and non-corporate bodies.
- (xiv) If the ownership of Shares is desired in the name of one Applicant, full details should be given only under the heading, **SOLE/FIRST APPLICANT**. In the case of joint Applicants, the signatures and particulars in respect of all Applicants must be given under the relevant headings.
Joint Application Forms are permitted only for natural persons not exceeding three Applicants. Joint Applicants should note that all parties should either be residents of Sri Lanka or non-residents. An Applicant of a joint Application should not apply through a separate Application Form either individually or jointly.
- (xv) Remittances in respect of Applications made by citizens of Sri Lanka who are above 18 years of age and resident overseas, corporate bodies incorporated or established outside Sri Lanka, global, regional or country funds approved by the SEC and foreign citizens (irrespective of whether they are resident in Sri Lanka or overseas) who are above 18 years of age should be in accordance with the instructions contained under "Section 5.14.4 – Foreign Currency Remittance" in the Prospectus.

- (xvi) In the case of Applications made under Power of Attorney (POA), a copy of the said POA certified by a Notary Public should accompany such Applications to be lodged with the Registrars to the Issue. **The original POA should not be attached.**
- (xvii) In the case of corporate Applicants, the common seal or rubber stamp should be affixed and the Application Form should be duly signed as stipulated in the constitutional documents of such Applicant.
- (xviii) All Applicants are requested to state their residency and nationality in the appropriate spaces provided in the Application Form.
- (xix) Applicants, who wish to apply through their margin trading account, should submit the Application in the name of the "Margin Provider/Applicant's Name" signed by the margin provider. Applicants applying under a margin trading account should state their NIC, passport or company registration number as the case may be. The Applicant should state the relevant CDS account number relating to the margin trading account in the space provided for the CDS account number in the Application Form. A photocopy of the margin trading agreement must be submitted along with the Application. Please note that the margin provider can apply under its own name and such Applications will not be construed as multiple Applications.

(2) MODE OF PAYMENT

- (i) Payment should be made separately in respect of each Application by way of a cheque or bank draft or bank guarantee. Remittances on Applications will be deposited in a separate bank account in the name of **"People's Leasing Company Limited – Initial Public Offering"**.

Payment for Applications for Shares of a value below Rs. 100,000,000/- could be supported by a cheque or bank draft or bank guarantee. In such instances, Application Form should be accompanied by **ONLY ONE** cheque or bank draft or bank guarantee and should be issued for the full amount indicated in the Application Form. Cheques or bank drafts should be drawn on any Licensed Commercial Bank in Sri Lanka and crossed "Account Payee Only" and made payable to **"People's Leasing Company Limited – Initial Public Offering"**. **Applications accompanying two or more cheques or bank drafts or bank guarantees for values below Rs. 100,000,000/- will be rejected at the outset.**

Applicants making Applications for Shares of a value above Rs. 100,000,000/- will be permitted to submit multiple bank drafts (not cheques) or multiple bank guarantees. Such Applicants are required to attach a list to the Application Form giving details of payment, such as amount of bank draft/bank guarantee, name of bank, name of branch and bank draft/bank guarantee number. Bank guarantees should be issued by any Licensed Commercial Bank in Sri Lanka and in favour of **"People's Leasing Company Limited – Initial Public Offering"** in a manner acceptable to the Company and be payable on demand. **Applications accompanying multiple bank drafts (not cheques) or multiple bank guarantees for values above Rs. 100,000,000/- will not be rejected.**

Please note that bank guarantees should be valid for a minimum of one (1) month from the date of opening the Issue.

Cash will not be accepted.

- (ii) Investors residing in outstation areas from which cheque clearance may take over two (02) Market Days are advised to make payment via bank drafts to avoid any delays. Please refer "Section 5.14 – Payment of Application Monies" in the Prospectus for further details.

(3) FORWARDING COMPLETED APPLICATIONS

Applicants under Retail, Non-Retail and Unit Trust Investor categories should submit their Application Forms together with the remittance (cheque or bank draft or bank guarantee only), for the full amount payable enclosed in a sealed envelope addressed to **S S P CORPORATE SERVICES (PRIVATE) LIMITED, 101, INNER FLOWER ROAD, COLOMBO 3** and marked **"PEOPLE'S LEASING COMPANY LIMITED - INITIAL PUBLIC OFFERING"** on the top left-hand corner, by post or courier or delivered by hand **prior to 4.30 p.m. Local Time on the Closure Date**. Completed Applications could also be handed over to the Joint Managers to the Issue, Bankers to the Issue and their designated branches or Members and Trading Members of the CSE given in Annex A of the Prospectus.

(4) REFUNDS ON APPLICATIONS

Any refund payment will be made to the bank account specified by the Applicant through SLIPS transfer on or before the expiry of ten (10) Market Days from the Closure Date and a payment advice will be issued to the Applicant provided that the Applicant has submitted accurate and complete details of his/her bank account in the Application Form subject to a maximum limit of Rupees Five Million (Rs. 5,000,000/-) for SLIPS transfer.

In the event of refunds over Rupees Five Million (Rs. 5,000,000/-) or if the Applicant has not provided details of the bank account in the Application Form or has provided inaccurate or incomplete details of the bank account, the refund payments will be made by a crossed cheque in favour of the Applicant and sent by ordinary post at the risk of the Applicant. In the case of joint Applications, a crossed cheque will be drawn in favour of the Applicant whose name appears first in the Application Form.

Bank codes and branch codes required for the purpose of SLIPS transfers could be obtained from the website, www.lankaclear.com through the **Quick Links** access.

Where payment for Application is supported by a bank guarantee, such bank guarantees will be presented to the respective banks and called upon by the Registrars to the Issue only after the allotment of Shares in issue.

Please refer "Section 5.19 – Refunds on Applications" in the Prospectus for further details.

PLEASE REFER PROSPECTUS FOR DETAILS. APPLICATIONS NOT MADE IN ACCORDANCE TO INSTRUCTIONS THEREIN WILL BE REJECTED.