

**APPLICATION FORM**  
**INITIAL PUBLIC OFFERING**

BANKER'S / STOCK BROKER'S  
SEAL

MASTER SERIAL NO.  
(For Office Use Only)

ISSUE OPENS	23rd	June	2011
ISSUE CLOSSES	12th	July	2011
EARLIEST CLOSING	23rd	June	2011
DATE	DD	MM	2011

**OFFERING OF FIFTY MILLION (50,000,000) ORDINARY VOTING SHARES OF THE COMPANY AT AN ISSUE PRICE OF RUPEES FIVE (Rs.5/-) PER SHARE**

**TO: The Directors- Browns Investments Limited, No.481, T.B. Jayah Mawatha, Colombo 10.**

I / We, the undersigned hereby apply for and request you to allot to me / us the number of ordinary voting shares stated below on the above offer. The amount payable on application is remitted herewith. I / We hereby agree to accept the shares applied for or such smaller number as may be allotted to me / us, subject to the terms and conditions contained in the Prospectus dated 31<sup>st</sup> May 2011 and the Articles of Association of the Company. I / We authorise you to procure my / our name(s) to be placed in the Register of Members of Browns Investments Limited for such number of shares that may be allotted on the basis of acceptance by the Company.

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

NUMBER OF SHARES SUBSCRIBED FOR										ISSUE PRICE OF RS. 5/-		AMOUNT PAYABLE (RS.)									

**MODE OF PAYMENT - CHEQUE / BANK DRAFT / GUARANTEE DETAILS**

PLEASE TICK (✓) AS APPROPRIATE ☐ CHEQUE ☐ BANK DRAFT ☐ GUARANTEE ☐

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

**CDS ACCOUNT DETAILS**

All Resident Applicants should indicate in the Application for shares, their National Identity Card Number or Company Registration Number. The Passport Number may be indicated only if the Applicant / s do not have a National Identity Card Number. **Applications which do not carry a valid CDS account number, or which indicates an incorrect / inaccurate CDS account number shall be rejected and no allotments will be made. Please note that share certificates shall not be issued.**

**Applications which do not carry a CDS account number, which (i.e. CDS Account) is not opened at the time of the closure of the Subscription list will be rejected.** Therefore, you may open a CDS Account through any one of the Members and Trading Members of the CSE as set out in Annexure B or through any one of the Custodian Banks as set out in Annexure C of the Prospectus.

**The allotted shares would only be credited to the CDS account specified below. (Please refer Instructions on reverse.)**

**CDS ACCOUNT NUMBER**  -  -  -

**DIRECT DEPOSIT OF SECURITIES TO 'LOCKED' OR 'TRADING' BALANCE - (Please tick (✓) as appropriate)- (Please refer Instructions on reverse.)**

Directly deposit the Shares to my **"LOCKED"** balance of the CDS account mentioned above. [Please note that the shares in the 'locked' balance would not be available for trading purposes and would not be visible to respective CDS participants. **DO NOT** tick (✓) unless you require to **"LOCK"** the securities balance from trading]

Directly deposit the Shares to my **"TRADING"** balance of the CDS account mentioned above.

SOLE / PRIMARY APPLICANT					JOINT APPLICANTS ( 1st & 2nd )				
STATUS (MR/ MRS/OTHER)					1.		2.		
SURNAME WITH INITIALS / COMPANY NAME					1.				
					2.				
OTHER NAMES (AS DENOTED BY INITIALS)					1.				
					2.				
ADDRESS					1.				
					2.				
DISTRICT					1.		2.		
CONTACT TEL. NO					1.		2.		
NIC/ PP / CO. REG. NO.					1.				
					2.				
<i>{Please tick (✓) as appropriate}</i>									
NATIONALITY	SRI LANKAN		OTHER		1.	SRI LANKAN		1.	OTHER
					2.	SRI LANKAN		2.	OTHER
RESIDENCY IN SRI LANKA	RESIDENT		NON- RESIDENT		1.	RESIDENT		1.	NON- RESIDENT
					2.	RESIDENT		2.	NON- RESIDENT

**NAME, ADDRESS AND SIGNATURE OF FINANCIER (MARGIN TRADING ONLY)**

**REFUND INSTRUCTIONS**

Tick (✓) as appropriate. IN THE EVENT REFUNDS ARE NOT TO BE MADE BY SLIP\* TRANSFERS, APPLICANTS SHOULD CLEARLY INDICATE THE SAME BY STATING "N/A"

CHEQUE SENT VIA POST TO SOLE/ PRIMARY APPLICANT TO THE ADDRESS  DIRECT TRANSFER VIA SLIPS\*

DETAILS FOR DIRECT TRANSFER VIA SRI LANKA INTER-BANK SYSTEM (SLIPS)\*.

**\*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 CODE	BRANCH CODE	ACCOUNT NUMBER
<input type="text"/>	<input type="text"/>	<input type="text"/>

**DECLARATION IN TERMS OF SECTIONS 10 AND 15 OF THE EXCHANGE CONTROL ACT OF SRI LANKA**

TICK (✓) ONE BOX ONLY	<input type="checkbox"/>	I / We the above applicant(s), of the above mentioned ordinary voting shares hereby declare that I am / we are 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 Sri Lankan Citizens of and resident in Sri Lanka and Corporate bodies incorporated in Sri Lanka in terms of Sections 10 and 15 of the Exchange Control Act).
	<input type="checkbox"/>	I / We the above applicant(s), of the above mentioned ordinary voting shares hereby declare that I / we have made remittances enclosed out of funds authorised by the Controller of Exchange. Confirmation from the Bank to such effect is attached to this application. ( For non-residents, non-citizens in terms of section 10 & 15 of the Exchange Control Act.)

**SIGNATURES**

SOLE / PRIMARY APPLICANT		FIRST JOINT APPLICANT (1.)		SECOND JOINT APPLICANT (2.)	
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## INSTRUCTIONS

### Application Form

- The Application Form must be completed in FULL in BLOCK CAPITAL LETTERS. Please tick (✓) in the appropriate boxes. Exact size photocopies of the original Application Form are permissible.
- Applications must be made for a minimum of one thousand (1,000) shares and multiples of one thousand (1,000) shares thereof. **APPLICATIONS MADE FOR LESS THAN ONE THOUSAND (1,000) SHARES OR FOR A NUMBER WHICH IS NOT A MULTIPLE OF ONE THOUSAND (1,000) WILL BE REJECTED AT THE OUTSET.**
- Payment should be calculated by multiplying the number of shares applied for by the issue price of rupees five. (Rs.5/-).
- All Resident Applicants should indicate in the Application for Shares, their National Identity Card (NIC) Number. The Passport Number may be indicated only if Applicants do not have a National Identity Card number. The CDS account must be for the same passport number.
- As per the Directive of the Securities and Exchange Commission made under Circular No. 08 / 2010 dated November 22, 2010 and Circular No. 13 / 2010 issued by the Central Depository System (Private) Limited dated November 30, 2010, all shares shall directly be uploaded to the CDS.
- **ALL APPLICATIONS SHOULD INDICATE THE CDS ACCOUNT NUMBER OR THE CDS MARGIN TRADING ACCOUNT NUMBER (AS APPLICABLE). APPLICATIONS STATING A NUMBER OF A CDS ACCOUNT WHICH IS NOT OPENED AT THE TIME OF THE CLOSURE OF THE SUBSCRIPTION LIST SHALL BE REJECTED AND NO ALLOTMENTS WILL BE MADE.** Therefore, Applicants who do not have a CDS Account are advised to open a CDS Account prior to making the Application, in order to facilitate the uploading of allotted shares to the CDS. You may open a CDS account through any Member / Trading Member of the CSE as set out in Annexure B or through any Custodian Bank as set out in Annexure C of the Prospectus.
- APPLICATIONS WHICH DO NOT CARRY A VALID CDS ACCOUNT NUMBER, OR WHICH INDICATE AN INCORRECT / INACCURATE CDS ACCOUNT NUMBER SHALL BE REJECTED AND NO ALLOTMENTS WILL BE MADE. Please note that upon the allotment of Shares under this issue, THE ALLOTTED SHARES WOULD BE CREDITED TO THE APPLICANT'S CDS ACCOUNT indicated in the Application Form.
- **PLEASE NOTE THAT SHARE CERTIFICATES SHALL NOT BE ISSUED.**
- 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 balance, as done presently. 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 unauthorized sale by a broker.
- If the applicant has not specified that his / her shares be deposited to his / her 'locked' balance or 'trading balance' in CDS Account, please note that the said shares would be deposited to the applicant's trading balance in the CDS Account.
- Only one Application will be accepted on behalf of a natural person or a corporate body. If an Applicant has forwarded more than one Application Form it will be construed as **MULTIPLE APPLICATIONS and WILL BE REJECTED.**
- An applicant of a joint Application may not apply through a separate Application Form either individually or jointly. In the event of **Joint Applicants**, the signatures and particulars in respect of both applicants must be given under the relevant headings. Please note that both parties should either be residents of Sri Lanka or non-residents in such event.
- Applicants are invited from the following categories of applicants:
  - Citizens of Sri Lanka who are resident in Sri Lanka and are above 18 years of age.
  - Companies, Corporations or Institutions incorporated or established within Sri Lanka.
  - Approved provident funds and approved contributory pension schemes registered / incorporated / established in Sri Lanka. In the case of approved provident funds and approved contributory pension schemes the application should be in the name of the Trustee / Board of Management in order to facilitate the opening of the CDS accounts.
  - Citizens of Sri Lanka resident outside Sri Lanka and are above 18 years of age.
  - Corporate bodies incorporated or established outside Sri Lanka.
  - Foreign Citizens above 18 years of age (irrespective of whether they are resident in Sri Lanka or overseas).
  - Global, Regional and Country funds approved by the SEC.
- Applications will not be accepted from the individuals below 18 years of age or those in the names of sole proprietorships, partnerships, un-incorporated trusts, and non corporate bodies.
- If the ownership of shares is desired in the name of one individual, full details should be given only under the heading, **SOLE / PRIMARY APPLICANT.**
- 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 Offer. **The original POA should not be attached.**
- Applicants are requested to state their nationality and residency in the appropriate cages provided in the Application Form.
- 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.
- 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 NIC, PASSPORT OR COMPANY REGISTRATION NUMBER AS THE CASE MAY BE, WILL BE STRICTLY REJECTED.**
- In the case of Corporate applicants, the Application Form should be duly signed as stipulated in the constitutional documents of such applicants.
- 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. An applicant under a Margin Trading Account should state their NIC, Passport or Company Registration number as applicable. The applicants 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 copy 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.
- For accurate details on bank and branch codes please follow the web link given herein, [http://www.lankaclear.com/products\\_and\\_services/si\\_interbank\\_payment\\_system\\_guideline.php](http://www.lankaclear.com/products_and_services/si_interbank_payment_system_guideline.php)
- In the event a particular section in this form is not applicable, please write "N/A" in the relevant section.

### Mode of Remittance

- Payments should be made separately in respect of each Application by way of cheque or bank draft or bank guarantee. Each Application 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.
- An Application with two or more cheques or bank drafts or bank guarantees will be rejected. **Cash will not be accepted.**
- Bank guarantees should be issued for a period of one month.
- An Applicant wishing to pay cash should obtain a bank draft at a nominal fee from any commercial bank providing such facility.
- Cheques or bank drafts should be drawn on any commercial bank in Sri Lanka and crossed "**Account Payee Only**" and made payable to "**Browns Investments Limited – Initial Public Offering**".
- The bank guarantee should be payable on demand, issued in favour of "**Browns Investments Limited – Initial Public Offering**" by a Licensed Commercial Bank in Sri Lanka and should be in a form acceptable to the bank.
- **Payment for Applications for values below Rupees One Hundred Million (Rs. 100,000,000/-) could be supported by a cheque or bank draft or bank guarantee.**
- **Payment for Applications for values above and inclusive of Rupees One Hundred Million (Rs. 100,000,000/-) should only be supported by a bank guarantee.**
- Investors residing in outstation areas from which cheque clearance may take over two market (02) days are advised to make payments via bank drafts to avoid any delays. (Refer Annexure A of the Prospectus on Mode of Remittance.)

### Refund Payments

- In the event of rejection of application or where an application is accepted only in part, the total or the balance of the application monies will be refunded by a crossed cheque in favour of the Sole / Primary Applicant and will be sent via ordinary post at the risk of the Applicant to the address mentioned under Sole / Primary Applicant.
- If the Applicant has provided accurate and complete details of his / her bank account in the Application Form, the refund will be made via the Sri Lanka Inter Bank Payment System (SLIPS) for values of Rs. 5 million or less and a payment advice shall be issued to the Applicant. In the event of refunds over Rs. 5 million or details provided under SLIPS being inaccurate or incomplete, refund payments will be made by a crossed cheque in favour of the Sole / Primary Applicant and will be sent via ordinary post at the risk of the Applicant to the address mentioned under Sole / Primary Applicant.

### Forwarding Completed Application Forms

The Application Form duly completed together with the remittance for the full amount payable (cheque or bank draft or bank guarantee only) enclosed in a sealed envelope addressed to **REGISTRARS TO THE OFFER, S S P CORPORATE SERVICES (PRIVATE) LIMITED, NO. 101, INNER FLOWER ROAD, COLOMBO 03** and marked "**BROWNS INVESTMENTS LIMITED – INITIAL PUBLIC OFFERING**" on the top left hand corner, and dispatched by post or delivered by hand prior to 4.30 p.m. on the closure date. Completed Applications also could be handed over to the Managers to the Issue, Bankers to the Issue and its designated branches or Members or Trading Members of the CSE. (Refer Annexure B of the Prospectus).

**PLEASE REFER PROSPECTUS FOR FURTHER DETAILS. APPLICATIONS NOT MADE IN LINE WITH INSTRUCTIONS WILL BE REJECTED.**