

DFCC Bank becomes Mels Automobiles’ First Banking partner to enhance the BMW ownership experience



Thimal Perera, Chief Executive Officer, DFCC Bank, exchanging the MOU with Anushka Polonowita, Chief Executive Officer of MELS Automobiles. Also in the picture, L–R: P. A. Jayatunga, Non-Executive Director, DFCC Bank; Ishani Palliyaguru, Senior Vice President, Head of Wholesale Banking and Trade, DFCC Bank; and Damien Fernando, Executive Director, MELS Automobiles and Melstacorp.

DFCC Bank has entered into a strategic partnership with Mels Automobiles, becoming its first banking partner since the company assumed the authorized BMW dealership in Sri Lanka. The collaboration offers customers flexible leasing solutions alongside servicing and warranty benefits.

Formalized through a Memorandum of Understanding, the partnership combines DFCC Bank’s financing expertise with Mels Automobiles’ premium automotive and after-sales services, providing a seamless BMW ownership experience.

Eligible customers can access DFCC Leasing facilities with repayment periods of up to seven years at competitive interest rates, subject to applicable terms and

conditions. Customers financing their BMW purchases through DFCC Bank will also receive three complimentary services and an additional two-year warranty from Mels Automobiles.

To mark the partnership, DFCC Bank hosted a private preview of the new BMW 7 Series for DFCC Pinnacle customers, showcasing the vehicle and associated ownership benefits.

Thimal Perera, Director and Chief Executive Officer, DFCC Bank, emphasized the Bank’s commitment to making premium vehicle ownership more accessible through flexible financing and trusted partnerships.

Anushka Polonowita, Chief Executive Officer, Mels Automobiles, highlighted the importance of combining genuine BMW vehicles, authorized after-sales care and extended warranty benefits to deliver lasting customer confidence.

Mels Automobiles, a wholly owned subsidiary of Melstacorp, is Sri Lanka’s authorized BMW importer and dealer, offering new vehicles, genuine parts and authorized after-sales services.

The partnership reinforces DFCC Bank’s commitment to providing tailored financial solutions while enhancing the premium vehicle ownership experience in Sri Lanka.