

# HNB and UNIMO Forge Strategic Partnership to Empower Vehicle Buyers with Financing Solutions



*Kanchana Karunagama, Head of Retail Banking, HNB (fifth from left) and Shalain De Silva, Enterprises General Manager, UNIMO (fourth from right) exchanging the MoU in the presence of (from left): Ravindu Abeyratne, Junior Sales Associate, HNB; Viraj De Silva, Executive - Leasing, HNB; Mahesh Ratnayake, Product Manager - Leasing, HNB; Udara Pathinayake, Head of Leasing, HNB; Auranga Dissanayake, Assistant General Manager, JMC; Pramith Ranathunga, Brand Manager, JMC; and Darshana Wickramanayaka, Sales Manager, JMC.*

HNB has renewed its partnership with UNIMO Enterprises, the subsidiary of United Motors, to offer ground-breaking leasing solutions tailored to Sri Lankan vehicle buyers.

The formal agreement was established through the collaboration of Kanchana Karunagama, Head of Retail Banking at HNB, and Shalain De Silva, GM, UNIMO, alongside the executive management teams from both HNB and UNIMO. This partnership reintroduces competitive financial rates, substantial discounts, and unmatched benefits, empowering customers to own their dream vehicles with added ease and affordability.

“At HNB, we are committed to delivering innovative and accessible financial

solutions that adapt to our customers' needs, especially given the evolving economic landscape in Sri Lanka. The anticipated relaxation of the vehicle import ban is opening up new opportunities for aspiring vehicle owners, and our partnership with UNIMO enhances our capacity to deliver unique benefits and valuable incentives to customers purchasing vehicles. We believe this partnership will encourage many to invest confidently in a vehicle supported by exclusive perks and financial flexibility," shared Kanchana Karunagama, Head of Retail Banking, HNB.

HNB is set to offer various attractive leasing options to meet the diverse needs of its large customer base. These options include competitive published rates for structured leases to enhance affordability for prospective lessees. Customers benefiting from this promotion will access benefits, including special card offers, discounts on vehicle insurance premiums, and additional perks available through the Prestige Prime credit card. HNB General Insurance offers a free life insurance cover valued at 4.5 million rupees and a natural death insurance cover of 600,000 rupees.

HNB was ranked number one on Business Today's Top 40 for 2023/2024.