HNB and UNIMO Forge Strategic Partnership

Kanchana Karunagama, Head of Retail Banking, HNB (fourth from left) and Shalain De Silva, DGM – Marketing, United Motors (fifth from left) exchanging the MoU in the presence of (from left): Mahesh Ratnayake, Product Manager – Leasing, HNB; Roshan De Silva, Assistant Manager – Leasing, HNB; Udara Pathinayaka, Head of Leasing, HNB; Nilantha Nanayakkara, AGM, United Motors; Laurance Emmanuel, AGM (Marketing), United Motors; and Pramith Ranathunga, Brand Manager, UNIMO.

HNB announced its partnership with UNIMO, the automotive arm of United Motors, to provide affordable financing options and perks for customers looking to purchase vehicles.

The partnership offers customers looking to invest in automobiles with interest rates anchored to numerous benefits from both organizations. Kanchana Karunagama, Head of Retail Banking, HNB and Shalain De Silva, General Manager, UNIMO were pre-sent at a ceremony to sign the agreement. Kanchana Karunagama, Head of Retail Banking, HNB, said, “At HNB, we are committed to empowering our customers with innovative and affordable financing solutions. Our partnership with UNIMO further strengthens our ability to provide our mutual customers with unmatched benefits and incentives when purchasing vehicles. We hope many will take advantage of this unique opportunity to invest in a vehicle. “ Under this partnership, HNB will offer a range of attractive financing options to meet the diverse needs of its extensive customer base. The bank will provide the prevailing interest rate for structured leases and leases with residuals of up to five years without any additional interest charges. Customers can also access exclusive card offers and special discounts on automobile products, servicing, spare parts, tires, batteries, and more through the Prime credit card provided to customers using the promotion. Further-more, HNB General Insurance offers a free life insurance cover valued at 4.5 million and a natural death insurance cover of 600,000 rupees.