

# **HNB joins SLT-MOBITEL to Enhance e-commerce Capabilities for SMEs**



*Sanjay Wijemanne, Deputy General Manager - Retail and SME Banking, HNB (fifth from right) exchanging the MoU with, Tilak Gamalath, Chief Information and Digital Officer, SLT (fourth from right) with (from L-R): Yashodhi Hanwella, HNB Undergraduate Trainee; Bandara Rekogama, Head of Refinance Schemes & Special Lending Products, HNB; Gauthami Niranjan, Head of Cards, HNB; Vinod Fernando, Head of Microfinance, HNB; Niluka Amarasinghe, Head of SME Products and Partnerships, HNB; Chammika Weerasinghe, Assistant General Manager - Digital Business, HNB; K. Indravasan, Assistant General Manager - SME; Ishari Siriwardane, General Manager Digital Transformation Projects, SLT; Lalwin De Zoysa, Senior Manager - Marketing, SLT; and Dinesh Perera, Deputy General Manager - Digital Projects, SLT.*

Connecting local SMEs to new e-commerce markets and buyers, HNB partnered with SLT- MOBITEL to offer SMEs free access to the new online trading platform Cochchi.lk.

The partnership will provide HNB SMEs additional benefits when onboarding to the new e-commerce platform.

Sanjay Wijemanne, DGM – Retail and SME Banking, HNB; Kailaivasan Indravasan, AGM – SME, HNB; Niluka Amarasinghe, Head of SME Products & Partnerships, HNB; Tilak Gamlath, Chief Information, and Digital Officer, SLT; Ishari Siriwardane, GM – Digital Transformation Projects, SLT; Dinesh Perera, DGM – Digital Projects, SLT; and Lalwin De Zoysa, Senior Manager Marketing -SME Product Development, SLT were

present to commemorate the partnership.

Kailaivasan Indravasan, AGM – SME, HNB commented, “Given the current economic crisis, there is no doubt that we as Sri Lankans have to look at new avenues and opportunities to revive our economy. Our focus on improving our exports and identifying new markets for our SMEs, who have always been the backbone of our economy, will generate new sources of cash flow that we desperately need.” Adding further he said, “As a bank that has always worked with SMEs, we believe facilitating their online transition is essential. We are delighted to partner with SLT-MOBITEL to provide our SME customers with this opportunity.”

The partnership will offer HNB customers various benefits, such as free advertising space, exclusion from initiation and subscription fees, and the ability to purchase extra value-added services. The platform will provide customers with a wide variety of products spanning over 500 categories, including a separate “Made in Sri Lanka” category for locally manufactured products. The proposed E-commerce platform will be hosted in the Data Centre of SLT-MOBITEL in a cloud environment. Furthermore, the platform will enable SME and Enterprise customers to create their online stores and e-shops while offering the users (end customers and storeowners). This flexible, feature-rich e-commerce platform addresses a wide range of e-business needs.

Tilak Gamlath, the Chief Information and Digital Officer, SLT, stated, “SMEs have always been the lifeblood of the Sri Lankan economy, and we are working towards enhancing their e-commerce capabilities to enter global markets. We are indeed honored to partner with HNB, which has a long history of working with and creating successful Sri Lankan SMEs.”