HNB Partners With DIMO



(L–R): Buddhima Banneheka, Executive – Business Development, DIMO, Harin De Silva, Business Unit Manager, DIMO; Shervin Fernando, Head of Marketing, Mercedes-Benz and Jeep, DIMO; Sanjeewa Karunarathne, Finance Business Partner, Mercedes-Benz, DIMO; Shamal Fernando, Business Unit Manager, DIMO; Tharanga Gunawardana, General Manager, Mercedes-Benz Passenger Car Sales, DIMO; Rajeev Pandithage, General Manager, Mercedes-Benz Vehicle, DIMO; Gahanath Pandithage, Group CEO, DIMO; Sanjay Wijemanne, Deputy General Manager – Retail and SME Banking, HNB; Kanchana Karunagama, Head of Personal Financial Services, HNB; Niluka Amarasinghe, Senior Manager – Leasing, HNB; Roshan De Silva, Assistant Manager – Leasing, HNB; and Mahesh Ratnayake, Executive – Business Development (HNB Leasing).

HNB has partnered with Diesel & Motor Engineering (DIMO), the only authorized general dealer for Mercedes- Benz, and Jeep in Sri Lanka, to offer customers an exclusive range of leasing packages inclusive of attractive interest rates and benefits□□.

The partnership is applicable for all brand new/pre-owned Mercedes-Benz passenger cars and commercial vehicles, as well as Jeep SUVs sold by DIMO. The offer extends to Mercedes- Benz, and Jeep vehicles already in stock, with new models to be added to the list soon.

Sanjay Wijemanne, DGM – Retail and SME Banking, HNB, and Gahanath Pandithage, Group CEO, DIMO, graced the ceremony.

“The long-standing relationship between DIMO and Mercedes-Benz is a partnership built on innovation and excellence. This tie-up will offer vehicle enthusiasts in our loyal customer base a unique framework to access tailor-made leasing packages to purchase some of the world□□s finest motor vehicles and enjoy outstanding after-sales service. This tie-up will undoubtedly excite customers who have been dreaming of acquiring a premium vehicle as they have the means to make their dream purchase via our flexible, convenient leasing package,” said Sanjay Wijemanne, DGM – Retail and SME Banking, HNB.

HNB customers can obtain the lease facilities for special concessionary interest

rates and optional repayment methods, where leases with a residual value of 50 percent and structured leases with ‘Interest only’ option are made available.

“Coming up with unique, customer-focused mechanisms to enable our clientele to purchase their dream vehicle has been our forte. Through this latest partnership with HNB, we can offer the lowest rates in the market. As a result, more clients will be able to afford their dream Mercedes-Benz or Jeep vehicle through us,” said Rajeev Pandithage, General Manager, Mercedes Benz, DIMO.

DIMO will offer HNB customers with special discounts of up to 300,000 rupees for s□□ecific □□ehicle models, in ad- dition to fi□□e □□ears of free service up to 300,000km, as well as a fi□□e□□□□ear warrant□□ for 14 seater mini-coaches and single cabs and a three-year warranty for jeep gladiators. Further, DIMO offers un- matched after-sales services. All DIMO imported vehicles receive service repairs for every 10,000km, with factory warranties, and one year warrantees for each repair.

Meanwhile, new leasing customers will be offered the HNB Prestige Prime credit card providing access to exclusive discounts on automobile prod- ucts, servicing, spare parts, tires and batteries□□ The first year annual fee for the credit card is waived off.