

# HNB Partners with DIMO

Posted on



Sanjay Wijemanne, Deputy General Manager - Retail and SME Banking, HNB; (fifth from left) exchanging the MoU with Gahanath Pandithage, Chief Executive Officer, DIMO Group (sixth from left) in the presence of (from left) Mahesh Ratnayake, Assistant Manager - Leasing, Business Development, HNB; Roshan De Silva, Assistant Manager - Leasing, HNB; Niluka Amarasinghe, Head of Leasing, HNB; Kanchana Karunagama, Head of Personal Financial Services, HNB; Rajeev Pandithage, Chief Operating Officer, DIMO Group; Dinuk Peiris, Chief Marketing Officer, DIMO Group; Tharanga Gunawardena, General Manager (Mercedes-Benz, Jeep, and DIMO CERTIFIED Sales), DIMO; Niroshana De Silva, Business Unit Manager, DIMO; Buddhima Banneheka, Business Development Executive, DIMO; Chalaka Bogoda, Marketing Manager - Customer Insights and Strategy, DIMO; and Sanjeewa Karunarathne, Business Unit Manager- Mercedes-Benz and Jeep Support Service, DIMO.

HNB partnered with DIMO CERTIFIED to offer customers an exclusive range of leasing packages.

The partnership offers customers attractive interest rates and benefits for a wide range of DIMO CERTIFIED vehicles, including Mercedes-Benz, Jeep, and other European luxury vehicles.

HNB and DIMO representatives graced the MoU signing ceremony.

Sanjay Wijemanne, Deputy General Manager - Retail and SME Banking, said, "Our long-standing relationship with DIMO has been built on innovation and excellence. Given the restrictions on imports, we hope this tie-up will offer vehicle enthusiasts unique leasing

solutions and payment plans to purchase some of the world's finest motor vehicles and enjoy outstanding after-sales services. We are excited to offer our mutual customer base the means to purchase their dream vehicles with our unique leasing solutions."

HNB customers can obtain lease facilities for special concessionary interest rates and optional repayment methods, structured with a residual value of 50 percent, and have an "Interest only" option. The Bank will further offer customers the Prestige Prime credit card, which offers special discounts on automobile products, servicing, spare parts, tires, and batteries across HNB's extensive merchant portfolio. The bank will waive the first-year annual fee for the card. Moreover, HNB General Insurance will offer attractive discounts for vehicle insurance premiums and a free life insurance cover of 4.5 million rupees for accidental deaths. HNB Assurance will provide the registered owner a 600,000 rupees natural death insurance cover.

"We are delighted to be partnering with HNB once again to offer our mutual customer base convenient access to our fleet of DIMO CERTIFIED vehicles. Despite restrictions on the imports, we hope vehicle enthusiasts across the island will use this unique opportunity to upgrade to luxury with DIMO CERTIFIED, Tharanga Gunawardena, the General Manager (Mercedes-Benz, Jeep, and DIMO CERTIFIED Sales) of DIMO, said.

DIMO will offer customers a one-year warranty against unlimited mileage for all DIMO CERTIFIED vehicles.

All vehicles handpicked by DIMO CERTIFIED are registered during the past ten years with precise servicing and maintenance since the day of import to the country.