

# HNB Partners with The Flemington

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Kanchana Karunagama, AGM - Personal Financial Services, HNB, exchanging the MoU with Shamitha Ganegoda, Managing Director, The Flemington in the presence of (from left) Lalin Ratnayake, General Manager - Sales, The Flemington; Bathiya Subasinghe, Client Relationship Manager, The Flemington; S. Narendiran, Regional Business Head - Colombo Region, HNB; Asitha Fernando, Senior Manager-PFS, HNB; Danushka Rajapaksha, Bambalapitiya Customer Centre Manager, HNB and Sampath Dodanwela, Assistant Manager - Housing and Personal Loans, HNB.

HNB partnered with property developers, The Flemington to offer prospective homeowners home loans for the series of Flemington apartments.

The partnership will offer customers access to home loans from HNB for luxury apartments constructed by the developer across key locations in the Colombo district.

Kanchana Karunagama, Head of Personal Financial Services, HNB, and Shamitha Ganegoda, Managing Director, The Flemington, were present to commemorate the partnership. Kanchana Karunagama, AGM - Personal Financial Services, HNB, commented, "Real estate has always been a great investment given that its value only increases over time. Despite the ongoing economic crisis, we believe

that property, especially those in central locations of Colombo, is a stable asset in one's portfolio. We have worked tirelessly to provide our loyal customer base with this opportunity to invest in a home of their dreams."

The Bank will offer prospective homeowners flexible repayment options, such as the Step-Up facility, customized to evolving income patterns and cash flows. Customers can sign up for a 25-year repayment period for the facility anchored to fixed and floating interest rates.

HNB will offer customers a five-year grace period for the capital payment of their mortgage, in addition to a seamless loan approval process supported by its state-of-the-art backend systems.

"Partnerships of this nature offer us the opportunity to provide prospective homeowners access to our portfolio of properties. As such, we are delighted to be working with HNB during these turbulent times and look forward to providing our customers with attractive packages and discounts personalized to their needs," Shamitha Ganegoda, Managing Director, The Flemington, stated.

The partnership will offer customers access to The Flemington luxury apartments, which have completed construction in Rajagiriya and Colombo 10.

Prospective homeowners can also choose their dream home from The Flemington apartments, which are under construction at Vajira Road Colombo 4 and Nawala.