

HNB Partners With UMG

Posted on



(L-R): Suresha Dilhani, Administration Manager, UMG; Ruchira Senanayaka, Sales Manager, UMG; Methma Karalliyadda, Brand and Marketing Manager, UMG; Deepal Ilangasingha, Head of Sales, UMG; Asiri Walisundara, Managing Director/COO, UMG; Sanjay Wijemanne, Deputy General Manager – Retail and SME Banking, HNB; Kanchana Karunagama, Head of Personal Financial Services, HNB; Niluka Amarasinghe, Head of Leasing, HNB; Pujitha Jayawardena, Senior Manager – Micro Finance, HNB; Roshan De Silva, Assistant Manager – Leasing, HNB; and Mahesh Ratnayake, Business Development Executive – HNB Leasing, HNB.

HNB partnered with agricultural and construction equipment provider United Mercury Group (UMG) Lanka to offer discounts as well as attractive benefits on MATADOR heavy-duty machinery. The partnership will offer customers access to an extensive range of agricultural and construction equipment by UMG. A special ceremony took place to sign the MoU with the attendance of Sanjay Wijemanne, Deputy General Manager – Retail and SME Banking, HNB, and Asiri Walisundara, Managing Director/COO UMG.

“We’re pleased to support a broad range of customers with this partnership, especially after the challenging events of last year. We hope that in facilitating improved access to UMG’s high-quality portfolio, we will help enable the growth of businesses in the construction and agricultural sectors,” Kanchana Karunagama, Head of Personal Financial Services, HNB, said. The partnership will offer HNB customers attractive leasing packages with low-interest rates and customized repayment facilities tailor-made to suit the budget and income of each customer. Customers will also have access to unique discounts on automobile products, servicing, spare parts, tires, and batteries via the Prestige Prime credit card offered by the bank. HNB will waive off the first-year annual fee payment.

“As a leading distributor of construction and heavy machinery, our focus has always been on providing customers with reliable equipment and spare parts, along with unparalleled after-

sales service. Through this partnership, we now offer our clientele a carefully curated list of special benefits conducive to ensuring their growth,” Asiri Walisundara, the Managing Director/COO, UMG, said.

UMG will offer exceptional warranties for MATADOR brand Combine Harvesters and construction machinery, in addition to providing exclusive benefits, including labor transportation and inspection services. The purchase of MATADOR Combine Harvesters is also anchored to a special toolbox and spare parts package valued at 50,000 rupees. In addition, UMG will provide customers with special discounts of up to 15 percent on spare parts as part of their freeservices package.