

# HNB Partners With Unimo



(L-R): Shalain De Silva, Deputy General Manager-Marketing, United Motors Lanka; Nilantha Nanayakkara, Assistant General Manager (DFSK); Shirantha Pallyaguru, Assistant General Manager (Z100); Mahesh Gunathilaka, Chief Executive Officer/Executive Director, Unimo Enterprises; Chanaka Yatawara, Group Chief Executive Officer/Executive Director, United Motors Lanka; Sanjay Wijemanne, Deputy General Manager-Retail & SME Banking, HNB; Kanchana Karunagama, Head of Personal Financial Services, HNB; Niluka Amarasinghe, Senior Manager-Leasing, HNB; Roshan De Silva, Assistant Manager-Leasing; and Mahesh Ratnayake, Executive-Business Development, HNB Leasing.

HNB in partnership with Unimo Enterprises, a fullyowned subsidiary of United Motors Lanka, is offering customers vehicles with a down payment of 30 percent of the value of the vehicle.

The partnership will provide customers with convenient leasing solutions for a limited stock of DFSK 7-seater SUVs, Glory 330 MPVs and Z100 compact cars during the promotional period.

Sanjay Wijemanne, Deputy General Manager - Retail and SME Banking, HNB and Chanaka Yatawara, Group Chief Executive Officer and Executive Director of United Motors Lanka signed an MOU at United Motors Lanka.

Speaking at the ceremony, Kanchana Karunagama, Head of Personal Financial Services, HNB said, "We are excited to offer our loyal customer base unparalleled discounts and special benefits for a range of Unimo vehicles. We have continued to partner with leading automobile dealers in Sri Lanka in a bid to offer our customers the best possible financial solutions to get their very own vehicle and we believe partnerships of this nature will deliver flexible and innovative leasing solutions to meet their needs."

During the promotional period, HNB will offer customers a host of benefits, including

a special interest rate and customized leasing facilities, tailor-made to suit each customer's budget and income. Unimo will provide free vehicle registration facilities to HNB leasing customers under the partnership.

HNB leasing customers are also entitled to a Prestige Prime credit card providing access to exclusive discounts on automobile products, servicing, spare parts, tires and batteries. HNB will waive off the first year annual fee for the card.

Mahesh Gunathilaka, the Chief Executive Officer, Unimo Enterprises stated, "As a leading provider of automobiles in Sri Lanka, we have expanded our services to strengthening our assembly operations locally. We believe partnerships of this nature will offer customers convenient leasing solutions and unparalleled pricing".

HNB has won accolades including being declared Best Retail Bank in Sri Lanka by the Asian Banker Magazine. The Bank leads the Business Today Top 10 rankings.