HNB Re-inks Partnership with Ideal Motors



Sanjay Wijemanne, Deputy General Manager – Retail and SME Banking, HNB (fourth from left), exchanging the MoU with Nalin Welgama, Founder and Chairman, Ideal Group (third from left) in the presence of (from left) Dilshan Thennakoon, Head of Sales, Ideal Motors; Malaka Vehalla, Head of Admin, Ideal Motors; Kanchana Karunagama, Head of Personal Financial Services, HNB; Niluka Amarasinghe, Head of Leasing, HNB; Vinodh Fernando, Head of Micro Finance, HNB; Roshan de Silva, Assistant Manager- Leasing, HNB and Mahesh Ratnayake, Assistant Manager- Business Development Leasing, HNB.

Hatton National Bank has renewed its partnership with Ideal Motors to promote and offer financing solutions for Mahindra automobiles and generators.

Sanjay Wijemanne, Deputy General Manager – Retail & SME Banking, HNB, and Nalin Welgama, Ideal Motors, Chair- man, signed the Memorandum of Understanding (MoU). The continued partnership will fa- cilitate customers looking

to purchase any Mahindra vehicle or generator with guaranteed personalized services in leasing and maintenance.

Customers will be able to receive an entire life insurance cover worth up to 4.5 million rupees together with attractive discounted vehicle insurance premiums. This collaboration also allows the two corporate giants to share their customer bases, who will, in turn, receive the lowest interest rates in addition to other benefits.

“Despite the uncertainties we faced over the past two years due to the pandemic, the leasing market has seen a positive incline. This is mainly due to the value additions we extended to our customers, and our staff’s hard work and dedication. Most importantly, we are excited to join hands with Ideal Motors, which has impacted the automobiles and generators market with the Mahindra brand. We hope that our mutual customer base will use this great opportunity to obtain the most affordable leasing options available. It allows them to own a vehicle that they want,” commented Sanjay Wijemanne, DGM – Retail & SME Banking.

“Our partnership with Mahindra has established us as a market leader and household name in Sri Lanka. We look forward to expanding our fa- cilities over the year to cater to the growing demand for Mahindra vehicles. We are certain that our collaboration with HNB to showcase our products will be successful,” said Nalin Welgama, Chairman, IDEAL Motors.