

# **HNB-UMG Collaboration for Agri and Construction Sector Equipment Financing**



*Kanchana Karunagama, Head of Retail Banking, HNB (fifth from left) and Asiri Walisundara, Managing Director/COO, UMG (fifth from right) exchanging the MoU in the presence of (from left): Sithum Kodithuwakku, HNB Bank Associate, Viraj De Silva, HNB Executive; Mahesh Ratnayake, Product Manager, HNB; Udara Pathinayake, Head of Leasing, HNB; Deepal Illangasinghe, Head of Division – Agri, UMG; Nuwan Abeyrathne, Sales Manager, UMG; Thamasha Liyanage, Senior Finance Executive, UMG; and Taneesha Ranasinghe, Assistant Manager Administration, UMG.*

HNB announced a landmark partnership with the United Mercury Group (UMG).

This strategic collaboration aims to revolutionize the accessibility of high-quality equipment for farmers and construction professionals through innovative leasing solutions.

The partnership was formalized by signing a Memorandum of Understanding (MOU), attended by senior officials and representatives from both organizations.

“As Sri Lanka sharpens its focus on agriculture, our partnership with UMG comes at a crucial time. At HNB, we’ve always backed farmers and agribusinesses with tailored support. This collaboration takes our commitment further, offering innovative financial solutions to help grow the sector sustainably. By nurturing agriculture, we’re not just boosting exports – we’re planting seeds for a stronger economy and better food security for all Sri Lankans,” said Kanchana Karunagama, Head of Retail Banking, HNB.

The partnership aims to provide curated leasing packages with low interest rates, tailor-made to fit the boundaries of every customer’s budget. Cardholders will also enjoy special discounts on all agricultural heavy machinery, servicing, spare parts, tires, and batteries.

“In these challenging economic times, boosting exports and national growth is vital. Teaming up with HNB, a leader in supporting agriculture and construction, we’re doing more than just selling equipment. We’re making top-notch machinery accessible through flexible financing and robust after-sales support. This partnership aims to equip our farmers and builders with the tools to work smarter and produce more. By empowering these key sectors, we’re helping build a stronger, more resilient Sri Lanka,” said Asiri Walisundara, Managing Director/COO, UMG.

This partnership builds upon HNB’s ongoing efforts to support Sri Lanka’s agricultural sector, following successful collaborations with other leading agricultural equipment suppliers. The Matador range of combine harvesters and construction machinery, known for their reliability and efficiency, is expected to significantly boost productivity in the agriculture and construction sectors.

By providing easier access to advanced equipment, HNB and UMG contribute to the modernization and growth of these vital industries. Farmers and construction professionals interested in these offers are encouraged to visit their nearest HNB branch or UMG showroom for more information.

HNB was ranked number one on Business Today’s Top 40 rankings for 2023/24.