

Pan Asia Bank partners Ideal Motors to offer leasing solutions



Representatives of both parties are seen exchanging the agreement (L-R): Officials from Ideal motors: Trevene Ferdinand, AGM – Corporate/Tender; Dinesh Manage, Business Development Manager; Kasun Fernando, General Manager – Commercial Vehicles; Nimisha Welgama, Director – Legal and Corporate Affairs; Officials from Pan Asia Bank: Naleen Edirisinghe, Director/CEO; Yohan Ebell, Head of Retail Credit; Sudharshana Hettiarachchi, Officer in Charge – Leasing; and Kanchana Kannangara, National Sales Manager – Leasing.

Pan Asia Bank entered into a one-year Memorandum of Understanding (MOU) with Ideal Motors, creating a new financing avenue for customers purchasing vehicles from the authorized Mahindra dealer.

The partnership enables Ideal Motors customers to access leasing facilities from Pan Asia Bank, making vehicle financing more convenient while supporting personal mobility and business needs. The agreement also allows the Bank to expand its leasing portfolio and strengthen its presence in Sri Lanka's vehicle financing market.

Ideal Motors is the authorized dealer for Mahindra vehicles in Sri Lanka, including the Mahindra Bolero, CPU Truck, and Scorpio Jeep/Pickup, catering to commercial, business, and personal transportation requirements. Pan Asia Bank's leasing facilities offer convenient repayment options and professional guidance, simplifying the financing process and helping customers select suitable solutions.

Naleen Edirisinghe, Director/CEO, Pan Asia Bank, stated that the partnership brings financing closer to customers at the point of purchase, providing convenient and flexible leasing solutions that support individuals and businesses.

Yohan Ebell, Head of Retail Credit, Pan Asia Bank, emphasized that the collaboration aims to make vehicle financing simpler and more accessible through leasing solutions tailored to customers' diverse requirements.

The partnership reinforces Pan Asia Bank's commitment to expanding access to financial services through strategic collaborations.

Supported by its nationwide branch network and customer-focused approach, the Bank continues to strengthen its vehicle leasing proposition, offering customers greater convenience, flexibility, and guidance throughout their vehicle purchasing journey.