

SLT-MOBITEL becomes first Telco to partner with KOKO



Michael Sathasivam, Regional Chief Executive Officer of KOKO (fifth from right), and Sudharshana Geeganage, Chief Operating Officer of Mobitel (fifth from left), exchanged the MoU in the presence of (L-R), Isuru Dissanayake, Senior General Manager, Product Marketing, Mobitel and Chief Commercial Officer, eChannelling; Namal Rathnayake, Chief Legal Officer, Mobitel; Jeewapadma Sandagomi, Chief Officer, Supply Chain Management, SLT-MOBITEL; and Prabhath Dahanayake, Chief Marketing Officer, SLT-MOBITEL. Representing KOKO were Dinuki Lakna Karunatileke, Head of KOKO; Dharani Sumanasekara, Manager Commercial; Ahmed Mohamed Asmath, Key Account Manager, and Nirodhan Segar, Head of Marketing.

SLT-MOBITEL, in an exciting new partnership, has become the first telco to join forces with KOKO, the country's Buy Now, Pay Later (BNPL) provider, to offer flexible payment solutions for 4G and 5G-ready devices and connectivity products.

As the first telecommunications provider to integrate Buy Now Pay Later (BNPL) solutions, SLT-MOBITEL strengthens its position as an industry innovator committed

to customer-centric solutions. The partnership also showcases the company's understanding of evolving consumer preferences, agility in adapting to market demands, commitment to delivering exceptional value for money for all Sri Lankans, and prioritising affordability without compromising quality.

The initiative aligns with SLT-MOBITEL's national digital transformation goals, ensuring that financial constraints do not limit access to cutting-edge technology. The partnership offers devices through affordable monthly payments and contributes to building a more connected and digitally inclusive society. The collaboration also supports SLT-MOBITEL's broader strategy of accelerating 5G adoption and delivering affordable advanced technology for everyone in Sri Lanka. The partnership addresses a critical market need by breaking barriers to mobile technology access and enabling young customers to connect and experience the latest smartphones, mobile routers, and connectivity devices through manageable installment plans. With flexible payment solutions becoming increasingly important for digital commerce and technology adoption, the partnership will benefit young professionals, students, and tech enthusiasts who seek premium technology but prefer flexible payment options over large upfront investments, suiting a range of budgets and no financial strain.

With KOKO's flexible payment platform, customers can now purchase high-end devices starting from as low as 3,866 per month per month, split into three easy installments.

The range features top smartphones like the Samsung Galaxy F16 5G (6+128GB), Samsung A06 (4+64GB), Realme Note 60 (4+128GB), and Redmi A5 (4+128GB).

High-performance options include the HMD Crest 5G (6+128GB) and HONOR X5b (4+64GB). Connectivity products include a 4G Mobile Router and 4G Wingle.

Customers can buy these devices using debit and credit cards through KOKO's payment platform, which offers an intuitive system for tracking payments and managing installments. Devices are available at SLT-MOBITEL retail outlets, authorized dealers, and digital channels.