



Micro Loans under Fonterra Brands Lanka Corporate Partnership

Kottawa Branch recently disbursed a new group loan facility under Agro Livestock Development Loan Scheme (ALDLS) for the farmer members of Fonterra Brands Lanka Ltd at Hanwella Collecting Centre.

ALDLS is an interest subsidy scheme by the Central Bank targeted at providing capital to improve liquid milk/agricultural crop processors in the private sector to create a stable market for small farmers. Maximum loan amount per borrower Rs. 400,000.00 in small dairy/agri projects and Rs. 300 Mn for processing industry at subsidized rates of 8% and 12% respectively.

Mr Pujitha Jayawardena (Manager Project Relationship – Dev Banking Division), Mr Rajith Jayasundara (Extension Officer – Fonterra Brands Lanka Ltd) Mr Jayantha Gunatilake (Team Leader), Mr Kosala Seneviratne (GP JEX Kottawa) were among the participants & Mr Chandana Gunawardena, best dairy farmer of the year receiving the loan at the ceremony.



Kosala & Jayantha –Kottawa Branch

GROUP LOANS TO MICRO ENTREPRENEURS AT HABARAKADA VILLAGE



Habarakada "Gami Pubuduwa" Women Society was formed by the Kottawa GP Unit three years back. Since then, the Branch has strengthened the relationship with the society and for the third consecutive year granted micro loans to thirty members to develop their business for better income.

Initially facilities of Rs. 25,000/- each for 20 members were granted. At present society has 130 members and 117 facilities are in effect with the total outstanding of Rs 3.2 Mn. Members of the society are self employed in areas such as garments, bag/sweet/food items/incense sticks manufacturing, selling spices, retail trading, tailoring, mobile phone repairing, communication centre, computers repairing etc.

Further branch organizes Avurudu Pola, New Year Pola, Avurudu Ulela, Dansela and other several social events with the collaboration with these members to create market linkages for their produce. The successfulness of the existing society has allowed the formation of a new society at Diyagama village called "Siriliya Women Society" and 37 facilities granted for the members of this society.

Trevor & Kosala - Kottawa Branch



Foreign Employment or Labour Migration is the main source of net foreign exchange earnings for Sri Lanka. Majority of these migrants are going as blue collar workers to the Middle Eastern Countries like Saudi Arabia, Yemen, Jordan, Lebanon, Kuwait, Oman, Qatar, and Bahrain Many people go to overseas employment by mortgaging lands, houses and running into debt for a better future. It's a dream of every person to save a little extra for their future. To lead a good family life and enjoy life is their only hope.

With this in mind, Hatton National Bank recently introduced the first of its kind savings account for the migrant workers especially employed in the Middle East and Gulf Region Countries. The new savings product launched under the brand name "Adishtana" is a savings account option with access to financing and insurance. Senders or receivers of remittances can open the "Adishtana" account where account holder has options of saving money under a general or planned manner with an initial minimum deposit of Rs. 1,000 in comparison to the initial deposit requirement of normal savings accounts, thus encouraging more savings among the segment. Keeping in line with the aspirations of a majority who seek foreign employment to fulfill the dream of a home of their own the "Adishtana" account paves the way for special housing loans from Rs 50,000/- to Rs 1,000,000/- and loans ranging from Rs 25,000/- to Rs 1,000,000/- to start small business enterprises together with business guidance and advise provided by the bank. Moreover, all "Adishtana" account holders will be offered a life insurance cover of Rs 100,000/- where the bank will bear 50% of the insurance premium in the first year of the policy. In addition, the savings account is eligible for the Pathum Vimana Draw.

Hatton National Bank when promoting the product among receivers and senders of remittances will carry out financial education programs with the aim of promoting financial inclusion and empowerment among the rural households in Sri Lanka receiving remittances. HNB "Adishtana" product offering was successfully pilot tested at HNB Customer Centers in Elpitiya, Galle, Kurunegala and Puttalam. The main launch to the entire network will commence on the 28th November 2011.

In essence, Adishtana is to uplift the living standards of the migrant workers and empower them to develop their lives to be independent. Just as HNB has been a partner in progress of millions of Sri Lankans it would be a partner in the migrant worker progress as well. We strongly believe this to be a comprehensive savings product tailor made to incentivize the remittance market to initiate the savings habit, asset building and thereby to establish a financial safety net.

Oshala Bandara
Development Banking Division

Financial Literacy Program for Short Term Crop Cultivators

Norochchole Branch GP Unit organized a very successful farmer awareness program for the farms in the area. The main objective of the event was to strengthen the relationship among the community and the bank as well as to enhance their knowledge on best practices, products of the Bank & new technology on cultivation towards sustainable and commercial level cultivation practices.



Mr R M P Dayawansa – AGM (Specialize Finance Services) was the chief guest and the regional head Senior Manager Mr Jude Fernando, officials from the Development Banking Division, the North Western Regional Office, Resources persons from CIC Agri business, Department of Agriculture and HNB Assurance represented the event. This was the first program organized by a bank for the farmers in the area and over 200 farmers were participated.

Pradeep N Wedamestrige
GP Unit – Norochchole

FELICITATION PROGRAMME ORGANIZED FOR CIC SOORAGVIYA BY SIYAMBALANDUWA MICRO BANKING UNIT



Development Banking Division and our Siyambalanduwa Micro Banking Unit in collaboration with CIC organized a felicitation program to welcome CIC Sooragoviya 2011 at his village, Kodayana – Siyambalanduwa. The farmer Mr. Nihal Subasinghe is a long standing customer of HNB who have obtained number of Agri Loans to develop his farm. This year Mr. Subasinghe was crowned as the best farmer among the island wide contestants for CIC, Sooragoviya.

The chief guest for the program was Mr. Jagath Pushpakumara Minister of Coconut Development and Plantation & Provincial Minister for Agriculture, Members of Uva Province, Officials from CIC and a team from HNB including Head of Uva Sabaraganuwa Region, Suburban Branch Managers, Development Banking Officials and large gathering from the farmers’ village participated in this ceremony. HNB has been greatly involved in this Shooragoviya program almost from the beginning since the Bank has signed a corporate partnership MOU with CIC to support the farmer community in the country.



HNB sponsored the 2nd runners up prize (a three wheel truck) at the grand final program. Minister Basil Rajapaksha & Mr. C P Abeyweckrama D G M (M & RB) handing over the prize to the 2nd runner up at grand finals held at BMICH

Pujitha Jayawardena
Development Banking Division



GPU of the Issue

Asanka Palihakkara (GP Junior Executive) - Homagama Branch

19th July 1997 the day I joined Hatna family as a trainee GPU after leaving my school. I got my first appointment to Maharagama Branch as a trainee GPU and later I was assigned to Kegalle, Panadura, Negombo, Minuwangoda and Moratumulla branches respectively. I got my promotion from Moratumulla branch in the year 2007 to the grade of GP Junior Executive. During my stay at Moratumulla I was selected as the 2nd runner up of the best GP field officer event and rewarded an Indian tour in the same year.

In year 2008 I was transferred to Homagama branch to take up the GP unit. This is the most important turning point of my life where I achieved several goals of mine with my assignment to the branch. I had an opportunity to work with an important person called Team Leader, Mr Jayantha Gunathilake who is assigned to guide GPU's. With his support we worked hard to achieve goals.

I have successfully achieved targets set by Head Office for the two consecutive years (2008 & 2009) and was rewarded for the overall GP performance. My greatest achievement was, winning the Chrisantha Cooray memorial trophy in year 2010 as the Best Gami Pubuduwa Field Officer of the Year. I take this opportunity to thank my Manager and staff members of Homagam Branch, Chief Manager and staff of Greater Colombo Region and the Senior Manager and staff of Development Banking Division who have given a big and great help for me to achieve these goals.

I firmly believe that the concept of Micro Finance is the key driver of my success. I am married and blessed with one son Mesath and my wife Shymi works at People's Bank. Finally my message to the Hatna family is respect others, be positive and work hard, and then our success will follow us like our own shadow.

Ran Govi Saviya

Hatton National Bank (HNB) has been providing financial services to the rural community covering a wide and extensive area focusing on agriculture, agri processing, animal husbandry, fisheries, trading and other self-employment projects.

As part of its innovative initiatives to develop the farming community in Sri Lanka HNB launched a new loan scheme "Ran Govi Saviya" targeting the agricultural sector of the nation. "Ran Govi Saviya" was officially launched at Tissamaharama by Rajendra Theagarajah, Managing Director/ CEO of HNB, and M S S Dharmawardena, Guest of Honour, and Additional Director - Regional Development, Central Bank of Sri Lanka. Chandula Abeywickrema, Deputy General Manager - Marketing and Retail Banking, R M P Dayawansa, Assistant General Manager - Specialised Financial Services, senior bank officials and the farming community in and around the Tissamaharama area were present at the event.



Chandula Abeywickrema stated that the primary objective of "Ran Govi Saviya" is to make today's unsecure farmer get into a more firm footing with a sense of security. Finance will be provided to the farmer by way of a loan in exchange for their gold. He further elaborated and highlighted as to how significantly this will contribute towards developing Sri Lanka's rural agricultural economy with a great focus on tapping the latent talent of the Sri Lankan farmer. The main attraction of this new scheme is that it will be offered at a very low interest rate of eight percent thus making it very popular amongst the farming community.

Oshala Bandara
Development Banking Division

HNB, LFSUS Partner Kahawatte Plantations to Construct 25 Houses in Nawalapitiya



The LFSUS in partnership with Hatton National Bank and Kahawatte Plantations (KWPL), along with the Consortium of Humanitarian Agencies (CHA), has arranged to facilitate 25 families in the Kataboola Estate in Nawalapitiya towards alleviating the housing needs and the upgrading of the living conditions of the estate workers.

Kataboola Estate has 428 hectares of tea and provides a livelihood for over 9,000 people resident in the plantation. KWPL has carried out this housing initiative in the hope of uplifting the Quality of Life of its plantation community workers and with the upgrading of the living conditions and housing needs of the

people; they expect a sustainable and a holistic development for their employees.

The total project cost involves LKR 10,500,000.00 which was financed by Hatton National Bank PLC for a period of 10 years under the LFSUS Guarantee Scheme. The project aims to focus construction of new houses for the workers with basic facilities such as water, electricity and proper drainage systems.

Speaking at the event Lanka Financial Services for Underserved Settlements Chairman Chandula Abeywickrema expressed his gratitude towards Kahawatte Plantations PLC for taking the responsibility and bringing in all parties together to support the hardworking less privileged estate workers. He said LFSUS is happy to be a part of this great endeavor and consider this initiative as an opportunity to cater to a new market segment in the country in its way forward of making low income settlers bankable.

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