

Press Release

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Hatton National Bank wins Best Retail Bank in Sri Lanka award for 2015

- **HNB provides innovative solutions through the latest technology platforms.**
- **Despite a challenging year, HNB demonstrated resilience by recording a total growth of 17% in its loan portfolio.**
- **The bank also expanded its presence in the digital space by leveraging its robust mobile and electronic banking platforms to provide better service.**

Singapore, March 19th 2015—Hatton National Bank (HNB) won Best Retail Bank in Sri Lanka award for 2015. The bank received the award at The Asian Banker's International Excellence in Retail Financial Services 2015 Awards ceremony, held in conjunction with the region's most prestigious retail banking event, the Excellence in Retail Financial Services Convention. The ceremony was held at the Capella, Singapore on March 19th 2015.

HNB has evolved to become an innovative financial services provider offering the latest technology platforms and providing access and convenience to its customers through multiple channels.

Despite a challenging year with interest margins coming under severe pressure, credit growth not picking up to the expected levels and drop in global gold prices having a negative impact on the gold backed loans, HNB demonstrated resilience by recording a total growth of 17% in mortgage loans, auto loans, credit cards and personal loans. The bank also successfully improved its CASA base to 45%, up from 39% as at end 2013.

The bank also expanded its presence in the digital space by leveraging its robust mobile and electronic banking platforms to provide better service to customers. First-to market-products such as "Inland Remittances" which enables users to make remittances on a real time basis via the bank's ATM network to any person holding an active mobile phone connection was launched in 2014, with plans for further development in the coming years.

About 200 senior bankers from award-winning banks in 29 countries across the Asia Pacific, the Middle East, Central Asia and Africa attended the glittering event that recognises their efforts in bringing superior products and services to their customers. The awards programme, administered by The Asian Banker and refereed by prominent global bankers, consultants and academics, is the most prestigious of its kind.

A stringent three-month evaluation process based on a balanced and transparent scorecard used to determine the winners and the positions of various retail banks in the region is attached.

About The Asian Banker

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The Singapore-based company has offices in Singapore, Malaysia, Hong Kong, Beijing and Dubai as well as representatives in London, New York and San Francisco. It has a

business model that revolves around three core business lines: publications, research services and forums. The company's website is www.theasianbanker.com

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