

## Hatton National Bank Goes Live With LeaseWave® from Odessa Technologies

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Hatton National Bank (“HNB”) announces they have gone live with the LeaseWave technology platform from Odessa Technologies, Inc. (“Odessa”). HNB is the largest leasing provider in Sri Lanka, financing vehicles and various other types of equipment to individuals and businesses through a network of 250 branches located throughout the country.

“HNB has continued to rapidly expand its branch network. The ability to originate and service our leasing customers locally is an important part of our value proposition,” says RMP Dayawansa, Assistant General Manager - Personal Financial Services, at Hatton National Bank. “The ability to tightly integrate LeaseWave with our existing web strategy and various surround systems, including our core banking solution, enables us to significantly improve our overall efficiency and provide a seamless experience for our customers.”

“HNB now has 600+ users across 250 branches using LeaseWave in a high-touch retail leasing environment. Consolidating their diverse business onto our platform was indeed challenging. But what really made this implementation interesting for us was automating all the nuances of HNB’s business model while ensuring regulatory compliance,” says AR Vedapuri, Associate Vice President – Projects, at Odessa Technologies. “Our success at HNB is exemplary of LeaseWave’s ability to offer flexibility without compromising the robustness of its controls.”

### About Hatton National Bank

Hatton National Bank is a premier private sector commercial bank with a network of over 250 customer centres spread across the length and breadth of Sri Lanka. The Bank's history dates back to 1888 where it started as Hatton Bank to help the fledgling tea industry. Today the bank is actively involved in retail banking, corporate banking, international banking, treasury, project financing, working capital financing etc. The bank is considered a leader in the retail banking business with an extensive range of products and services on offer. Hatton National Bank has been awarded by the Asian Banker Magazine as the ‘Best Retail Bank in Sri Lanka’ for its performance in 2007, 2008, 2009, 2010, 2011 & 2012 and recently named as the ‘Bank of the Year in Sri Lanka’ for the year 2012 by The Banker Magazine. Learn more about Hatton National Bank and its services by visiting [www.hnb.net](http://www.hnb.net).

### About Odessa Technologies, Inc.

Odessa Technologies is a software company exclusively focused on the leasing industry. The company is headquartered in Philadelphia, Pennsylvania and employs a staff of 300 people. Odessa is the developer of the LeaseWave suite of products, a fully integrated browser-based lease and loan management solution, providing an end-to-end origination and portfolio management system for equipment leasing and finance, vehicle leasing and fleet management companies. The LeaseWave suite is specifically engineered to be configurable to accommodate even the most complex business model, as evidenced by Odessa’s diverse customer base. Learn more about Odessa Technologies, Inc. and its services by visiting [www.OdessaTechnologies.com](http://www.OdessaTechnologies.com).