

# Building Strong Partnerships

## Procurement policy

It is the procurement policy of the Bank to source and purchase their consumables and engage service personnel from the local area of operation, thus providing employment and contributing to the economic growth of the area.

## Business tie-ups

Memorandum of Understanding (MOUs) have been signed with Browns Agriculture, to promote leasing and with Lotus Tours (Pvt) Ltd. for *Dambadiwa* tours.

In addition, SDB Bank has tied-up with the State Defense Ministry to promote *Jawaya* and *Uththamavi*, to encourage women entrepreneurship and their participation in the workforce.

In their bid to inspire SMEs, SDB Bank has also signed an agreement with the Gym Association of Sri Lanka who are in the process of standardising gymnasiums throughout the country by subjecting them to comply with national standards.

## Increasing convenience to customers

To facilitate the processing of loan applications, procedures have been introduced for branches to follow a uniform system of uploading the relevant documents on to the loan originating system.

SDB Bank opened its 92nd, 93rd and 94th branches at Galewela, Piliyandala and Panadura respectively. The Bank also relocated branches in 2018, at Batticaloa, Narammala, Mapalagama, Thalgaswala, Nanattan, and Ampara in a bid to enhance the convenience of the customers.

The first street promotional campaign of SDB *Millynapathi Varama* was conducted at Warakapola on 26 September 2018 to promote door to door banking with the SDB *Ayojana* account.

## Awards and recognition

Through the process of creating value to community and the economy, SDB Bank receives recognition for their achievements.

SDB Bank was once again recognised for its invaluable contribution towards the upliftment and development of the MSME sector, and received the “Fastest Growing MSME Bank in Sri Lanka” for the year 2018. The award was made by the leading UK-based publication, Global Banking and Finance Review.

The Bank held “SDB Champions Night” Awards Ceremony on the 24 November 2018 at Raffles Residence, Mirihana, Nugegoda.

