

Pharmaceutical distribution and hospitals in Wattala and Galle make healthy progress

Hemas Holdings 3Q profit grows 24.5% to Rs 247m

For the nine months ended December 31 2009, Hemas Holdings posted consolidated revenues of Rs 11.3 billion, a decrease of 4.5 percent compared to the corresponding period in 2008.

The main reason for the decrease is the pass-through effect of lower oil prices in the thermal power business.

Profits for the quarter under review registered Rs 247 million, which represents a growth of 24.5 percent; although Profits for the nine months dipped marginally by 1.5 percent to close at Rs 565 million.

For the nine months under review, FMCG revenues grew 14.2 percent to Rs 4 billion and profits grew by 29.6 percent to close at Rs 474 million. Industry growth remained flat over 2009 with rural demand helping to offset lower demand in the urban sector. The response to the restaging of Baby Cheramy gathered momentum whilst the relaunch of Velvet toilet soap looks promising.

The healthcare sector, represented by pharmaceuticals distribution



Husein Esufally, Director & CEO

and hospitals, posted a turnover for the nine months of Rs 3.7bn, a growth of 34.6 percent and profits of Rs 89 million, a 21.8 percent rise. The pharmaceuticals business extended its market leadership and now holds 16.5pc (Source: IMS) of the private market. Progress at both Wattala and Galle hospitals has been quite satisfactory with customer franchise on an increasing trend. With the improving macro-economic outlook, the Group will be looking to expand its healthcare model to new sites in the country. Whilst the Leisure Sector record-

ed a profit for the quarter ended December 2009, the cumulative profit is yet to turn into positive territory. However, all our hotels are currently experiencing high occupancy rates with increased room rates, and this trend will promise healthy levels of profitability going forward. Transportation Sector profits declined 19.8 percent for the nine months under review, mainly due to an overall contraction in the market size. However, we anticipate the industry to turnaround next year and hence a growth in earnings. The power sector has recorded a

22.2 percent drop in profits over the nine months, largely due to the planned overhaul costs in Heladhanavi, our Thermal Power plant. However, the quarter ending December 2009 has been a good one for the business with profits from renewable energy kicking in, leading to a 26.3 percent growth in profits. In December we concluded the acquisition of Senok Mark Hydro (Pvt) Ltd, a 2.6MW hydro power plant in Lindula, for a consideration of Rs 196 million.

With higher tourist arrivals, the steady buildup of hospital volumes and the ongoing momentum of FMCG and pharma sales, the Group expects to end the year on a positive note. The group is looking at the year ahead as one where the country will begin its journey on the road to economic prosperity, it plans to gear up its resources in order to play its part in this story.

Enterprise application evolution

Below is an extract of Dan Matthews' article (CTO - IFS) on the evolution of enterprise applications and IEE has appeared on the European CEO website and in the print magazine.



Dan Matthews

Charles Darwin said: "It is not the strongest of the species that survive, but those that are most responsive to change."

Dan Matthews, CTO at IFS, looks at how social media is changing the face of Enterprise Applications.

Our customers are being challenged by an ever more complex and demanding market and globalization is the key driver of this change. It's far from a new phenomenon but the economic climate has catalyzed the need for businesses to look beyond stagnant domestic markets and expand operations into emerging and growing economies. As a result, the way businesses operate is increasingly complex with offices in locations all over the world, a decentralized knowledge base, and global supply chains and dispersed virtual teams that must collaborate and work together irrespective of location.

As business gets more complex, the IT applications and systems that support it need to do the exact opposite - getting easier to use and helping simplify the process of collecting and using business information. Enterprise applications are hugely powerful and yet are only as good as the information that resides within them. This means that employees of all ages at all levels of the business need to be comfortable and confident in using them in order to maximize the benefits. User resistance can be a

big contributor to IT project failure and a lot of this comes down to a poor user experience of dated, clunky user interfaces. In order to get people using business applications you have to make interacting and engaging with them more satisfying.

Evolving expectations

In parallel to this growing business need, user expectations have irrevocably changed - having a direct impact on enterprise application development. This usability evolution can be attributed largely to the internet where any solution has to be so intuitive that it can be used without prior training or knowledge, and the phenomenal uptake of social and online media.

Users are now accustomed to the highly simplified but very powerful applications they encounter on the web and are wondering why their enterprise tools cannot look and feel the same way. Any interface they use must be familiar and comfortable, they expect it to be intuitive and it falls a short of their expectations they will quickly lose patience.

After all, one of the key reasons for installing enterprise software is to simplify the running of business processes so that decision making can be improved. In order to better understand what users were looking for from Enterprise applications, last year we commissioned an inter-

national survey of more than 1000 business IT users looking specifically at usability.

We identified a fundamental need for better - designed business applications that incorporate elements like search, networking, easy navigation and individualization. Over a third of respondents identified the web as providing the most intuitive user experience with only one in five citing business applications used in the workspace as easy to use. Sixty-five percent of respondents said usability was a primary or secondary factor for selecting their enterprise software - defining usability in terms of how much a software tool makes it easier to do their job and the degree to which that tool can be immediately understood.

Adapting to our environment

It therefore makes sense to embrace the design, look and feel of the consumer applications that are proving the most popular. In particular it makes sense to use the internet since after all the internet and business applications have one thing in common - they are both too large for any one person to fully comprehend. In July 2009, we launched IFS Enterprise Explorer (IEE) aimed specifically at meeting this need: provide a rich internet application front - end for IFS Applications.

IEE uses familiar concepts from web browsers and a thinking that "less is more" to create a user interface that is intuitive to pick up and productive to use. We worked with a number of our existing customers in the development process - adding new navigation technologies such

as adaptable link pages, contextual breadcrumb navigation, and visual recent screens to make it easier for users to find their way around the application. A "Google - like" search function uses keywords rather than complex queries and built - in collaboration tools such as rich media notes and task management makes it easier to track activity. In application document viewing for common file types such as PDF and Word and single click integration with Office applications was also added as well as an ability to integrate mashups and other web content in line with what our customers wanted.

Enterprise applications across the board have to evolve and continue to get easier to use. The web has set the standard for usability and embracing this enterprise players will increase adoption and speed up ROI for businesses the world - over - doing our industry a great service in the process. Just like we use modern communication and networking tools like messenger, Skype and Facebook, to stay in contact with families and friends across the globe, we can benefit from using the same tools in our virtual teams at work. The difference through is that in the work context these capabilities must be tightly integrated with the information and processes that we deal with in our professional lives. With communication in virtual teams being digital there is an excellent opportunity to capture not just the result, but also the "why and how" that result was achieved.

Hemas Hospital introduces latest scanner

In keeping with its policy of constantly upgrading services using new technology, Hemas Hospital - Wattala has introduced the latest RealTime 4D ultrasound scanner thereby improving the gynecological and pregnancy services considerably.

RealTime 4D imaging technology displays three-dimensional ultrasound images as they happen, which allows the visualization of fetal movements and help in other diagnostic procedures. It enables the doctor to check whether the mother-to-be is doing well and helps to assess whether or not the baby has congenital abnormalities like cleft lip and spina bifida which are readily recognizable with the 4D. It helps to identify any deficiencies in the growth pattern as well. The new equipment can also accurately analyse the function of the fetal heart by capturing a full fetal heart cycle beating in real time.

Explaining the functioning of the new 4D ultrasound scanner, Dr. Sunil Fernando, Consultant Obstetrician and Gynecologist, said that by using this scanner on pregnant mothers during their 12th - 13th weeks of pregnancy, it is possible to check for several genetic disorders of the babies. "Using this technique, disorders such as Down syndrome could be detected up to an 80 percent



accuracy level. We also do a special ultrasound scan called the anomaly scan during the 23rd week which helps to diagnose anomalies of the babies' important organs including the heart, brain, kidneys etc. and the function of fetal blood circulation," he added.

The new equipment also enhances the 'Maathru' package that Hemas Hospital has introduced for expectant mothers. This specially designed package for baby delivery provides a number of services for a fixed charge which includes hospital charges, free antenatal classes, vaccination and essential tests for the baby for ten years at discounted rates.

Commenting about the new investments of the hospital, Dr. Aruna Rabel, Director, Medical Services,

said: "We have made this investment as a result of our commitment towards improving and expanding the hospital's service offering. Our main focus at present is to improve patient care at our hospital through investments in staff and equipment".

Hemas Hospital, Wattala, has made a name for itself in this short period as a patient-friendly hospital with the latest state-of-the-art equipment and technology. The hospital boasts of Sri Lanka's first state-of-the-art open magnet MRI scanner and one of the few digital x-ray machines in the country. This is in addition to other advanced machinery for numerous lab tests to be carried out. Hemas Southern Hospital, Galle, also has successfully introduced Maathru and so far delivered close to 100 babies with success.

Ceylinco Life initiates 'life insurance week'

'Life Insurance Week' initiated by Ceylinco Life, which plays a key role in educating the general public on the importance of Life insurance in Sri Lanka, is to be replicated for the third time this year.

Launched as a continuation of the life insurance leader's efforts to expand the size of the market, the Life Insurance Week will be observed from February 11 to 17. As in previous years, it is preceded by a focused, generic media campaign now underway, and will comprise of a series of interactive events in all parts of the country.

"The first step to obtaining protection through life insurance is understanding its necessity and importance. An interactive activity on a national scale like Life Insurance Week has been found to be an effective method to educate the general public and to build public confidence in life insurance," Ceylinco Life Deputy Chairman R. Renganathan said.

"As the country's life insurance leader, we are committed to play the lead role in expanding our market and extending our protection to many more families," he added.

The build-up to the Life Insurance Week began on February 1 with a media campaign featuring the need for Life insurance.

Prior to the commencement of the Life Insurance Week, Ceylinco Life's sales personnel will visit schools in their respective areas and brief teachers and parents at a specially set up get-together in order to educate them on the importance of life insurance. Simultaneously, all Ceylinco Life branches will conduct programmes to educate the general public on the same subject.

During the Life Insurance Week, the company will conduct public awareness programmes in 31 towns and cities, including distant locations such as - Valachchenai, Kantale and Ampara.

'Seylan Ran Salasum' marks independence anniversary

The Seylan Bank celebrated the 62nd anniversary of Sri Lanka's independence with the launch of a special 'Seylan Ran Salasum' facility for its thousands of customers across the country.



Eastman Naranogoda

Under this scheme, both personal and corporate customers will now be able to secure speedy financial assistance from the Seylan Bank with the gold they possess as surety. Adding to the convenience is the absence of the usual and hassle-some conventional documentation.

Available at Seylan's 93 branches and 24 extension offices across the country, the 'Seylan Ran Salasum' facility is expected to dramatically expand the Bank's customer base. Open to local jewellers and financial institutions who have gold stocks for trading, it also

encourages high net worth individuals to borrow against their gold assets at attractive low interest rates.

Seylan Bank chairman Eastman Naranogoda said that with this new customer-centric facility, Seylan Bank is happy to offer flexible financial assistance to thousands of customers across the country.

"Sri Lankans have an age old habit of accumulating their wealth in form of gold. This has in fact been a long preferred option over the years. The security we provide for gold deposits and the very reasonable rates of interest we offer, will no doubt propel this scheme to great success. Furthermore, not only does this scheme enrich the range of products and services we offer our customers, but also enables us to substantially grow our lending portfolio".

NDB Bank offers education finance advice at EDEX



NDB Bank sponsored EDEX 2010 as the official bank, for the third consecutive year. The bank hopes to contribute towards the development in Sri Lankan youth and education, and understands that the benefits of a world-class higher education are priceless in paving the pathway for your career. A higher-educational provides you the necessary educational background, knowledge and skills set, grooming you for your entrance to the corporate world.

NDB Bank offers educational loans that are designed specially for a stu-

dent's local and foreign educational needs; and can be taken by the parents on behalf of their children or by potential students who are in employment. A parent or potential student can also apply for a joint loan, giving them further flexibility.

This year, NDB Bank offered free eligibility checks to those who wish to obtain an educational loan and visited the NDB Bank stall at the EDEX Exhibition. In addition, they also provided free advice on education financing, giving students the opportunity to select the best option for their requirement.

HATTON NATIONAL BANK PLC
(Formerly known as Hatton National Bank Ltd.)

Resolution adopted by the Board of Directors of Hatton National Bank PLC under Section 4 of the Recovery of Loans by Banks (Special Provisions) Act No. 04 of 1990.
Branch : PETTAH

ASAMA NA DEWAGE PADMAKANTHI WICKRAMARATHNE

At a meeting of the Board of Directors of Hatton National Bank PLC held on 02nd December 2009 it was resolved specially and unanimously: Whereas ASAMA NA DEWAGE PADMAKANTHI WICKRAMARATHNE as the obligor has made default in payment due on Bond No. 1655 dated 05th July 2004 allocated by U.S.K. Herath Notary Public of Colombo in favour of Hatton National Bank PLC and there is now due and owing to the Hatton National Bank PLC as at 03rd April 2009 a sum of Rupees Four Hundred Twenty Seven Thousand Seven Hundred Twenty and Cents Sixty Five Only (Rs. 427,712.65) on the said Bond and the Board of Directors of Hatton National Bank PLC under the powers vested by the Recovery of Loans by Banks (Special Provisions) Act No. 4 of 1990, do hereby resolve that the land and premises mortgaged to Hatton National Bank PLC by the said Bond No. 1655 be sold by Public Auction by L. B. Senarathne Licensed Auctioneer of Colombo for recovery of the said sum of Rs. 427,712.65 together with further interest from 4th April 2009 to date of sale together with costs of advertising and other charges incurred less payments (if any) since received.

THE SCHEDULE ABOVE REFERRED TO

All that divided and defined allotment of land marked L.D. 16 depicted in Plan No. 1260 dated 15.03.1973 made by W. M. Perera - Licensed Surveyor of the land called Hejyanulduwa Estate situated at Mahola South and Hejyanulduwa within the Mahola Sub Office of Byagama Pradeshiya Sabha Limits in the Aharai Pally of Syana Korale in the District of Gampaha Western Province and which said Lot 16 is bounded on the NORTH by Lot 17 of the same land on the EAST by Part of Hejyanulduwa Estate of D. S. Wickramasinghe on the SOUTH by Lot 19 of the same land and on the WEST by Lds RS and RF14 (Reservation for Road 20 and 12 feet wide) of the same land and containing in extent Twenty Perches (A0R0P20) according to the said Plan No. 1260 and registered under title G227157 at the District Land Registry of Gampaha.

The aforesaid allotment of land has been recently surveyed and depicted in Plan No. 1651 dated 21.12.2009 made by L. N. Fernando - Licensed Surveyor and is described as follows: All that divided and defined allotment of land marked Lot 16 of the land called Hejyanulduwa Estate situated at Mahola South and Hejyanulduwa within the Mahola Sub Office of Byagama Pradeshiya Sabha Limits in the Aharai Pally of Syana Korale in the District of Gampaha Western Province and which said Lot 16 is bounded on the NORTH by Lot 17 of the same land and on the EAST by Proposed Public Play Ground on the SOUTH by Lot 19 of the same land and on the WEST by Road and containing in extent Twenty Perches (A0R0P20) according to the said Plan No. 1651.

Together with the right of way marked Lot R1 & R5 depicted in Plan No. 1360 dated 15.03.1973 made by W. M. Perera Licensed Surveyor and mortgaged to Hatton National Bank PLC under the aforesaid Bond No. 1655.

By Order of the Board
INDRANI GOONESEKERA
DGM LEGAL & BOARD SECRETARY

HATTON NATIONAL BANK PLC
(Formerly known as Hatton National Bank Ltd.)

Resolution adopted by the Board of Directors of Hatton National Bank PLC under Section 4 of the Recovery of Loans by Banks (Special Provisions) Act No. 04 of 1990.
Branch : KIRULLAPONE

UDUWANAGE NIMAL PREMARATNE

At a meeting of the Board of Directors of Hatton National Bank PLC held on 02nd December 2009 it was resolved specially and unanimously: Whereas UDUWANAGE NIMAL PREMARATNE as the obligor has made default in payment due on Bond No. 1568 dated 23.04.2002 attested by N. C. Jayawardena Notary Public of Colombo, Bond No. 1790 dated 16.03.2006, 1370 dated 26.10.2006, 2101 dated 20.03.2007 all attested by A. R. De Silva Notary Public of Colombo in favour of Hatton National Bank PLC and there is now due and owing to the Hatton National Bank PLC as at 07th September 2009 a sum of Rupees Eight Million Four Hundred Seventy One Thousand Two Hundred Thirty Four and Cents Nine Only (Rs. 8,471,234.90) on the said Bonds and the Board of Directors of Hatton National Bank PLC under the powers vested by the Recovery of Loans by Banks (Special Provisions) Act No. 4 of 1990, do hereby resolve that the land and premises mortgaged to Hatton National Bank PLC by the said Bond Nos. 1568, 1790, 1970 and 2101 be sold by Public Auction by E. S. Ramanayake Licensed Auctioneer of Colombo for recovery of the said sum of Rs. 8,471,234.90 together with further interest from 09th September 2009 to date of sale together with costs of advertising and other charges incurred less payments (if any) since received.

THE SCHEDULE ABOVE REFERRED TO

All that divided and defined allotment of land marked Lot 170 A2 depicted in Plan No. 219 dated 06.02.1974 made by D. S. Hettige - Licensed Surveyor from and out of the land called Delgahawatta, together with the buildings and everything standing thereon bearing Assessment No. 143, Kirullapone Avenue situated at Kirullapone in Ward No. 44 Kirullapone in the Palle Pally of Salpiti Korale within the Municipality and in the District of Colombo Western Province and which said Lot 170 A2 is bounded on the NORTH by Lot 170 A1 on the EAST by Kirullapone Avenue and on the SOUTH by Lot 217C bearing Assessment No. 135, 137 & 139, Kirullapone Avenue and on the WEST by Lot 170 A3 and Road and containing in extent Fourteen decimal Eight Nought Perches (A0R0P14.80) according to the said Plan No. 219 and registered under title Kri 61,234 at the District Land Registry of Colombo.

By Order of the Board
INDRANI GOONESEKERA
DGM LEGAL & BOARD SECRETARY