



# Looking beyond the mainstream lenders

Securing finance for your company's plant and equipment can be a daunting exercise, but doesn't need to be. Whether you require a finance advisor, a specialist in plant and equipment finance, or you simply want to ask some questions about your options, a call to our office will help guide you through the maze. In the meantime, here are the fundamentals.

## Businesses require finance solutions that help maximise current resources.

*There is more to plant and equipment or business finance than just 'getting a loan'.*

Finding the most appropriate lender and finance structure, and then putting together a complete equipment or business finance package, requires knowledge and experience - something your local bank teller may not possess.

When assessing various finance options, it is vital to consider:

- › your risk and exposure
- › your cash flow requirements and serviceability
- › your business structure
- › related tax issues
- › residual values.

Every business is unique. Whatever the industry or size, your operation has specific needs and priorities, but all businesses need to stay competitive and be on the lookout for ways to work smarter.

Businesses require finance solutions that help maximise current resources and provide the flexibility to capitalise on future opportunities. This applies as much to your financial requirements as it does to day-to-day operations. It is imperative to research possible lenders and explore a wide range of finance structures to ensure you find the finance option that is the best fit for your business.

The following finance solutions have their own unique advantages (eg tax benefits) and disadvantages (eg ownership of goods):

- › **An asset lease** gives you use of business equipment but the financier retains actual ownership of the equipment. At the end of the term you have the option to purchase the equipment at the pre-agreed residual.
- › **Commercial hire purchase** is a finance product that allows you to hire business equipment from the financier for a fixed monthly repayment over a set period of time. Ownership is transferred after the last instalment is paid.
- › **Chattel mortgage** is where you purchase the business equipment and finance the purchase with a chattel mortgage. The financier uses the goods as security until the last repayment is made.
- › **Equipment rental** is an agreement between you and a financier whereby the financier rents the equipment to you. At the end of the term, you return

it at no cost or have the option to extend the rental period.

As equipment finance specialists we will help you determine the solution that will best suit your needs.

### *You can finance just about anything for business use:*

- › Trucks and heavy vehicles
- › Motor cars and motor cycles
- › Earthmoving equipment
- › Industrial plant and machinery
- › Aircraft
- › Marine vessels and boats
- › Agricultural and farming equipment
- › Computers, IT and phone equipment
- › Fit-outs for commercial offices
- › Healthcare, scientific and medical equipment
- › New business start-up

You have options, even if you have a non-conforming credit history.

Sadly, some financial institutions ignore small businesses because they don't fit the 'financial applicant norm'. This results in many small businesses shying away from applying for credit impacting their future growth. If your business falls into this category, don't be deterred. Our years of experience give us knowledge of, and access to, a range of finance solutions not offered by mainstream lenders.



**Remember – We are simply a phone call away for any of your finance requirements. Make sure you are using specialists for the finance you require.**