



SG Equipment Finance is one of the leading international specialists for Equipment and Vendor Finance. One of the target markets is the **Vertical Transportation**

We have local market and asset specialists who can advise you on your investment plans. Via SG Equipment Finance you can have the Crane that you need, whether it is a used or a new Crane. We are bank, brand, and supplier independent.

Development in vertical transport

In 2007 the process of consolidation in the vertical transport market continued. Large companies take over small market players. This is not only the result of competition. Company succession are another issue. Taking into account long delivery times for cranes one way to increase your number of cranes is by taking over other companies.

Financing with 1 risk spreading1.

Do you only have one client? Most likely not. Within your order portfolio you spread your risks. By using a financing company that is not related to one of the Dutch banks you diversify your financial sources and receive an independent leasing proposal.

Adapt payments to seasons?

In the crane rental business season patterns influence your cash flow. In order to avoid either cash surpluses or shortages we can offer **Cashflow Matching**. This means for you lower payments in economic weaker months and higher instalments in the stronger months.

Why do business with SG Equipment Finance?

Being an entrepreneur you want to consult somebody with knowledge of your business.

SG Equipment Finance has over 50 years of experience in the Vertical Transport Industry. This means for you:

- A business partner that knows your equipment and maintains good contacts with both Crane suppliers and users.
- Asset based finance: we take the value of the Crane as security for the lease.
- A young and fast growing organisation with fresh view on leasing, one contact person and clear and direct communication.

Which Equipment can be leased?

- Mobile telescopic cranes
- Mobile tower cranes
- Tower cranes
- Working platforms
- Truck cranes
- Harbour cranes
- Reach trucks

Off-balance financing?

Despite investment no balance extension. The Crane will be entered as asset on the Lessors balance sheet and you have complete economic use of it.

Advantages:

- Unaffected balance ratios
- No VAT to be paid in advance
- Maintain working capital
- At contract end, you can choose to:
 - continue renting the Crane, or
 - buy the Crane, or
 - return the Crane.

More info?

Please contact our business and asset specialist, **Frederick Meerbergen**. With him you can discuss all different financing possibilities.

T: +32 3 220 00 38

M: +32 492 97 96 42

E: frederick.meerbergen@sgef.be