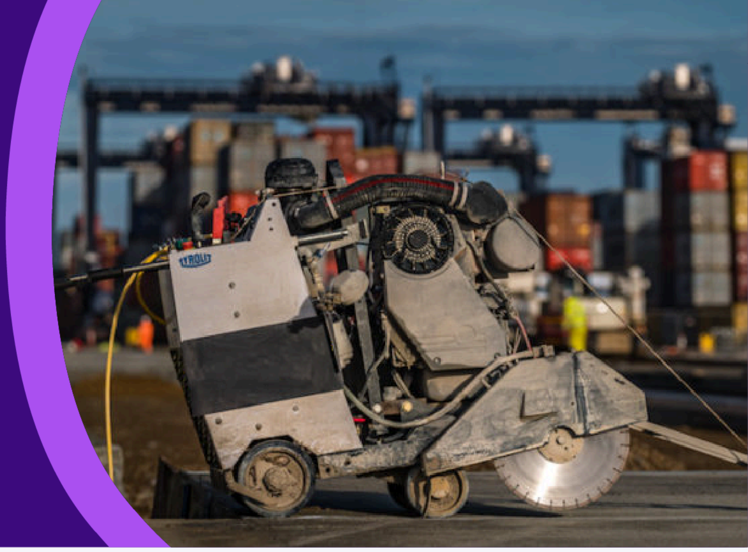
Financing specialised equipment across borders



Our client provides specialist services to airports, including rubber removal, line painting, runway grooving, AGL and surfacing. The company required specialised equipment to support its operations, particularly in Jamaica.

With international operations and a need for flexibility, the client turned to Econocom for an innovative financing solution that would accommodate it's unique circumstances.

The Challenge

Challenge: Cross-Boarder Assets

The client's specialised equipment, which is critical for line-marking services at airports, was located in Jamaica

Traditional funders were hesitant to finance assets located outside the UK, creating a significant challenge for the client.

The client needed a financial partner that could provide flexibility and understand the complexities of cross-border logistics.

The Econocom Solution

The Solution: Econocom, in collaboration with Satellite Finance, structured a two-part financing agreement. Initially, while the equipment remained in Jamaica, it was placed under a Project Rental Agreement **(Capacity)**. Once the equipment arrived in the UK, Econocom transitioned the arrangement to a five-year finance lease.

This approach ensured that the client had the necessary financial support during the equipment's overseas operation while maintaining a clear path for transitioning to long-term financing once the equipment was relocated.

Geographical Reach

UK & Jamaica

$650,000

all inclusive project.

5 year

lease term

Spreading the cost, **aligning with equipment lifecycle.**

Why Econocom?

For our:

Flexible Solutions:
Econocom provided a two-part financing structure, starting with a Project Rental Agreement (Capacity) and transitioning to a finance lease, providing seamless support throughout the client's international operations.

Wide Range of Asset Financing:
Econocom's ability to finance specialised equipment, including high-value assets in the airport sector, demonstrates our broad asset-financing capabilities across industries.

Customised Solutions:
We adapted the financing structure to align with the client's evolving requirements, including potential changes to the equipment's location.

Have a similar project?

Get in touch with our team to explore how we can help.

info.gb@econocom.com

Cross-Border Expertise:
By accommodating the client's need to keep the equipment in Jamaica, Econocom demonstrated our capability in handling cross-border financing challenges.

With a presence in 16 countries, Econocom combines local insight with international capabilities to support customers across borders and deliver consistent solutions at scale.