

Companies requiring funding for business growth opportunities both in Europe & UK?

Suppliers looking for a vendor finance solution for UK & Europe?

We can fund across borders, not just one, but 28!

We are known for discretion,  
transparency, and financial  
expertise.



Traditional revenue models are under enormous pressure

Customers cashflow capabilities continue to dwindle

CAPEX/OPEX deals are under stress thanks to one CFO Question

Why Now?

**4.6%**

Equipment investment is expected to grow at a slower pace compared to 2021.

<https://www.leasefoundation.org/industry-resources/industry-snapshot/>



# Leasing is helping companies like yours beat 2022's economic headwinds in Europe.

Leasing gives you recession resilience

Leasing Assisted **New business volume** growth continues with expanded growth hitting 16% year over year in October 2021

Solid business investment growth is expected to drive leasing new business volume growth throughout 2022

To win in Europe ...  
You need to join our winning team



The demand for middle ticket leasing in the values of €250k to €15mk is growing as banks and traditional funding sources retrench.

With over European 40 banks and institutions to discuss your future growth plans.



And 30 years leasing expertise, we should be talking.

# It's time to expect more from your Opps > Closed Won Pipeline

It starts with a new way of thinking, and the ability to cover Europe.

It starts with offering your customers finance options designed to negate the worst of pandemic, stagflation and recession.

Lead with a lease rental.



Your equipment will not be the only equipment that your customer will be considering.

Demands from other sectors in their business will also require Capex.

Whoever offers a finance  
solution wins the  
— sale, simple!



# That's why we created 'Pipeline revitalisation'

A framework and financial model to help your sales team revitalise at risk deals

**Deal  
Positioning**

**Pricing &  
Financing**

**Why Now**

**Reducing  
Complexities**





## Reducing Complexities

## CFO Equipment Funding Framework

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Reducing Impact on Cashflow

One stop shop - Europe

Companies will only invest in solutions that will reduce expenditure or grow revenue

## Deal Positioning

Re-invigorate closed lost opportunities

Leasing fuels growth of customer

## Pipeline Revitalisation Framework

Create robust financing strategies to reduce impact of global Inflation, turn a negative into a positive

## Why Now

Handle Pricing Objections with alternatives

Become the good guy , leasing is tax efficient

Ability to offer competitive flexible pricing

Assist customers in reducing the impact on their P&L Impact

## Pricing & Financing

~~IMPOSSIBLE~~







Local sales training for the suppliers was provided throughout.

If you are looking for a real European leasing solution, with a proven experience and with full European support, you know where to come.

Over three years ago, Oak were approached by one of the worlds largest fast food companies to provide a leasing solution for all their outlets in Europe. This had to cover over 30 countries.

The suppliers of the equipment originated from various countries, USA, UK as well as throughout Europe.

The equipment varied from Menu Boards, IT, Epos, Ovens, and a multitude of other equipment.

After meeting the company, and introducing them to our funders in Europe, the next stage together was then working with these suppliers, in different countries, different languages, and lease agreements in their respective local language.

**To win in Europe ...**  
You need to join our winning team



# Whatever the equipment, Oak can help you.



- Oak was contacted by a large and respected electronic specialist manufacturer in Denmark, who were unable to move forward with their existing funder with a potential customer. Not only did Oak succeed in arranging finance with their customer, but in a very short timescale, have arranged funding for two further customers, both in different European countries.



- The company had secured a very large order and wished to increase its production by installing a new food processing line. With the Covid situation causing some uncertainty in local markets, they turned to who we almost all use, Google, to find a funder who could help them in Portugal.



- You may well wonder why the Space Shuttle has landed on Oak's webpage! Very simply really, one of the suppliers of specialist scientific electronic equipment in the Space shuttle has chosen Oak Leasing to be its UK and European leasing partner.

*"This is yet another way we extend the reach of our customers, with innovative products and great support from Oak Leasing" Irena Goloschokin CEO of Copper Mountain Technologies*

# Forty European funding sources, twenty eight countries, one contact, what's not to like!

- Local funding is either at capacity or unable to cross borders.
  - Capex is under enormous pressure.
  - Stalled internal project expansion, missing growth opportunities.
  - Cost objections stalling sales cycle or becoming increasingly closed lost.
  - Need for a Go to Market plan integrating a finance solution, an opportunity to go to closed won.
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- Local support and documentation in 28 local languages.
  - Over forty supporting banks and financial institutions.
  - Specialist funders for specialised markets.
  - Totally transparent rates and fees.
  - Over 30 years expertise of European funding.



# The Differentiator

Europe's Leading Equipment Leasing Broker

Forty European Funding Sources

Twenty Eight Countries Covered

One Point of Contact