

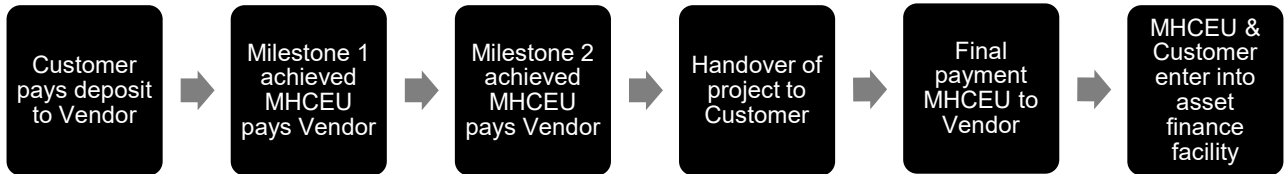
## Staged Payments Facility

For complex projects vendors sometimes require Customers to make staged payment during the design, build and commissioning phases of the project. This phase can take up to 12 months to complete. Customers require a funding solution to finance the staged payments as well as funding for the total project cost using a term asset finance facility. Payment terms can prove to be a barrier, **Mitsubishi HC Capital (MHCEU) can provide a tailored payment solution that solves these challenges.**

Our Staged Payment Facility is an agreement between us and the Customer whereby we will make agreed staged payments to the vendor against pre-agreed 'Milestone' achievements. On completion of all 'Milestones' the Customer has the option to:

1. Enter into a medium-term finance facility with us, typically a Conditional Sale Agreement
2. Purchase equipment from us in one single payment

### How it works



#### Phase 1 – Staged Payment facility

##### Pricing

- The facility will accrue interest during the staged payment phase based on an agreed interest rate

##### Payments

- Based on agreed Milestone dates/events

##### Fees

- Facility fee
- Milestone fee
- Exit fee

##### Term

- Max 360 days – dependant on the demands of the project and agreed Milestones

#### Phase 2 – Conditional Sale Agreement

##### Pricing

- Fixed rate funding over agreed finance term

##### Finance Facility

- Conditional Sale Agreement
- Legal title does not pass to Customer until final payment

##### Term

- Up to 60 months

### Contact Us

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