



# Powering your business with our finance

By offering flexible and bespoke finance solutions for every stage of the sale process we are committed to helping you increase sales in the most cost-effective way possible.



# How we can help you

Being able to provide easy access to new and more operationally efficient equipment is a key business consideration to drive sales in today's competitive market; and having access to funds to help make this a more cost-efficient and affordable process for your customers is just as important. If you sell directly to end users or via a distribution network, Mitsubishi HC Capital UK offers a range of flexible finance solutions that can help you achieve this for your customers, including:

- Hire purchase
- Finance lease
- Operating lease
- Contract hire
- Loan

We also recognise that maintaining equipment flow via a distribution network can have financial challenges for your dealers as well. So, whether the equipment is for stock, demonstration or for their own use, we can offer tailored finance solutions that can help manage cash flow more effectively too.

- Extended Terms Finance – allows for an extension to standard trade terms – giving more time to sell or modify the equipment
- Supplier Finance – enables funding via the vendor or dealer
- Dealer Direct Finance – rental fleet solutions

## Who we are

The European division is one of five business units of Mitsubishi HC Capital UK PLC (formerly Hitachi Capital (UK) PLC) who, for over 35 years, has been at the forefront of providing innovative finance solutions to enable businesses to grow and prosper.

The main objective of the European division is to support the Global Common Strategy by developing and delivering innovative financial solutions to support equipment sales of shareholder Group (Mitsubishi and Hitachi) and non-group vendors. In the UK we trade as Mitsubishi HC Capital UK and in the wider market we trade as Mitsubishi HC Capital Europe.

## What sets us apart?

Our 'vendor-focused' collaborative and flexible approach to doing business.

- We start by asking "what will it take to get the deal funded?" We want to **find a solution for every deal**
- We take the time to understand **your business**, products and industry sector
- We aim to **overcome challenges** and provide funding for deals where other funders may not be able to
- We only ask for vendor support when the deal requires backing to get it **'over the line'**
- We always work to find solutions that are of **mutual benefit**
- We look for the best way to transact deals with the most **suitable products**
- We utilise **our experienced team** with high levels of **technical knowledge** to the best of their ability
- We **add value to your business** through our whole life-cycle approach to asset financing
- We **build solutions** to transact flow business as well as being adaptable for non-standard structures
- We always work to achieve **incremental sales** for you
- We build **long term partnerships** that deliver value to our vendors

## Supporting your business

We have many years of trusted, in-depth product and market knowledge and industry expertise in:



Construction & heavy plant machinery



Manufacturing/ industrial equipment



Healthcare technology



Materials handling



Sustainable and green solutions



Heating/cooling systems

"If we need flexibility, then Mitsubishi HC Capital Europe will provide the right product."

Probst Group CFO Thomas Burillo



## Growing from strength to strength





## Where we are

The European division has a team of 40+ people, located across five office locations, speaking seven languages.

We have transactional capabilities in 22 European countries, delivered:

- Directly,
  - o in-country funding with operations in UK, Netherlands, Republic of Ireland, Finland, Belgium
  - o cross-border funding into selected markets
- Indirectly, through a network of funding partners

 Direct funding transactions

 Indirect funding transactions



## Contact us

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