

# Harpenden Skin Clinic: Sale and lease back for aesthetic skin clinic in the UK

HARPENDEN  
SKIN CLINIC®

## Harpenden Skin Clinic

Hertfordshire-based Harpenden Skin Clinic was set up by aesthetic nurse practitioner Janne Richardson in 2011, offering laser treatments and non-surgical aesthetic treatments for body and face. The clinic now has twelve treatment rooms and a team of seven therapists.



## Challenges

- The aesthetics industry is seeing increased demand, as a result of an ageing population, social media trends and remote working.
- To cater to this demand and stay competitive, aesthetic clinics like Harpenden Skin Clinic must be able to invest in the latest products and devices, while also meeting existing financial commitments.
- New treatments and equipment are constantly coming onto the market, but these come at a significant cost.

## Solution

- Thanks to a longstanding relationship with Siemens Financial Services (SFS), the clinic can acquire new equipment quickly and efficiently through well-tested processes.
- To date, SFS has financed eight equipment acquisitions through the sale and lease back facility, including a DEXA scanner and a cold therapy (cryotherapy) chamber.
- These financing applications were auto-approved, except in one case where the equipment was sourced from France and needed a hands-on approach from SFS.

## Benefits

- Financing and administrative support from SFS allows the busy team to focus on appointments and operations, while staying ahead of competitors.
- Harpenden Skin Clinic has grown to comprise two clinics – one aesthetic, and one for private medical care.

**“Access to financing gives us the confidence to take on new commitments. We’re seeing other clinics struggle to maintain growth while covering expenses, so financing really is essential. We feel very comfortable liaising with SFS about any request that comes up. They’re always ready to help and we don’t have to wait for days to get an answer.”**

Janne Richardson  
Founder, Harpenden Skin Clinic