

Customer story, UK

LTT Vending Ltd



The challenge

With over 50 years experience in the vending sector, LTT Vending Ltd is one of the largest independent vending machine operators in the UK. It operates over 3,500 automatic vending machines across the country, including hot drink, can and bottle, food and single-served coffee machines. In addition to maintaining its traditional operating business, the company is also looking to grow its non-operated business and to strengthen its position in the high-growth 'on-the-go' coffee market. The provision of all-encompassing services tailored to end customers' requirements is therefore fundamental to business success.

Financing from SFS helps UK's largest independent vending operator steer successful course

Our answer

As LTT Vending's long-standing financing partner of over 20 years, Siemens Financial Services (SFS) has facilitated the vending operator's business growth by enabling its customers to acquire quality vending machines through flexible lease agreements. SFS also provides funding for LTT's own fleet of sophisticated machines for placement in the field and operational support. Such support has proved instrumental in helping the company further develop and exploit growth potential in expanding arenas such as the 'on-the-go' market.

Making it easier

SFS has been a catalyst to the business development of LTT Vending, supporting 75% of its customers' equipment acquisition. Fixed regular payments over an agreed financing period allow the customers of the vending operators to make equipment acquisition or upgrade without a large initial capital outlay. Using SieSmart, a proprietary online multi-language, multi-currency finance application tool from SFS, LTT Vending can close deals faster with simplified paperwork and quick financing decisions. In addition, speedy payouts from SFS provide additional cash flow benefits to LTT Vending.

"We have established a very close relationship with SFS over the years and have a tried and tested process that works efficiently and effectively. The professional, helpful and accommodating attitude of the SFS's team, along with their specialist credit understanding of the sector, makes them a real pleasure to work with."

**Edward Selka, Managing Director
at LTT Vending Limited**



Enabling business success

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