

Tower Leasing Ltd: Block Discounting for RLS provider in the UK




Challenge

- Following the launch of the Recovery Loan Scheme (RLS) by the British Business Bank, Tower Leasing Ltd wanted to continue to support its customers out of the crisis by gaining accreditation and offering RLS loans.
- However, in order to receive accreditation, Tower needed to demonstrate it could fund these deals.
- Without guaranteed backing for the new scheme from a Block Discounter, Tower would not be able to build its portfolio of RLS-backed lending business and offer much-needed funding to its customer base.

Solution

- As a Block Discounting customer since the company first started to build its own lending portfolio in 2013, Tower turned to Siemens Financial Services (SFS) for support.
- Given their longstanding relationship, SFS was quickly able to understand the benefit of the accreditation and was willing to adjust the current Block Discounting agreement accordingly.
- SFS extended the business's credit facility to include RLS-backed lease and loan agreements, meaning Tower could raise funds against future income streams, which could then be used to fund more business.

Benefits

-  Tower is now an accredited RLS provider and, under the SFS facility, can offer customers the credit needed to push forward out of lockdown.
-  The credit facility enables Tower to continue to support its client base directly without recourse to a 3rd party funder and even scale up its RLS lending activity.
-  Tower and SFS have strengthened their longstanding working relationship. SFS is always available to help the business develop and Tower can rely on the team's flexibility and willingness to explore new avenues of business.

“The Block Discounting team at SFS is so easy to work with. They trust us to run our business but are always available if we need them.”

Kerry Howells, Managing Director at Tower Leasing Ltd



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Tower Leasing Ltd

Key facts about the company:

- **Location:** Berkshire, UK
- **Established:** 1989
- **Product and services range:** equipment leasing and business finance, specialising in asset finance, new start funding, property and more.

