



Pharmaceutical manufacturing company invests in new capsule filling technology with financing solution from SFS


Case Study: United Kingdom

In order to further continue its expansion and take full advantage of industry growth trends, a pharmaceutical manufacturer based in the midlands wanted to acquire a new capsule filling machine that would meet its specific production requirements. The new system was selected for its highly accurate dosage selection and its production speed, resulting in improved output and reduced waste. However, purchasing the asset outright was not an option as the company needed to preserve its cash flow and lines of credit to support other working capital requirements.

After exploring a range of options, a lease purchase facility was identified as the best financing solution as it would allow the pharmaceutical manufacturing company to own the equipment at the end of the financing period. By leveraging Siemens' long

experience in the industry sector, Siemens Financial Services (SFS) was quickly able to understand the manufacturer's business model as well as its financial position, then devise a suitable financing solution. The five year lease purchase finance allowed the cost of the equipment to be spread over the agreed period while aligning the monthly payments with the benefits to be gained from the use of the new technology.

The financing transaction was arranged so that the equipment supplier received rapid payment with almost immediate reimbursement and the manufacturer was able to rapidly deploy the equipment's commercial advantage, generating significant extra revenue in a short period. The results of this fruitful collaboration encouraged the manufacturer to make use of SFS' services again in a series of further transactions.

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- Five year lease purchase finance from SFS enabled a pharmaceutical manufacturing company to acquire a new capsule filling machine that met its specific production requirements
 - The financing solution aligned the monthly payment with the benefits gained, making the investment affordable for the company without paying the capital cost up front.
 - The results of this fruitful collaboration urged the manufacturer to make use again of SFS' services in a series of additional transactions