

# GeoPura: Boosting green hydrogen deployment with a sale and hire purchase back solution in the UK



## GeoPura

GeoPura is committed to providing 100% clean, renewable energy, independent from the grid, wherever and whenever it's needed. The GeoPura solution uses renewable energy, normally solar PV or wind, to create hydrogen and hydrogen based zero emission fuels.



## Challenges

- GeoPura was looking to refinance existing hydrogen power units (HPUs), trailer mounted Multiple Element Gas Containers (MEGCs or tube trailers) and Multiple Cylinder Packs (MCPs).
- The novelty of the equipment and technology, in a sector which is still in development, meant it was important for GeoPura to work with a knowledgeable financier, who understood the technology and had an eye on the company's long-term vision.

## Solution

- The Siemens Financial Services (SFS) and GeoPura teams began initial conversations 18 months before arriving at an appropriate solution: a 4-year sale and hire purchase back facility. It was crucial that the two teams remained in discussions to be able to deliver the right solution at the right time.
- The strength of GeoPura's business plan, its success to date in raising cash, and the good residual value in the assets being funded – the HPUs themselves, as well as the containers and cylinder packs – all contributed to SFS' ability to see this deal through.

## Benefits

- 📄 Access to financing means GeoPura can order more HPUs and scale faster, enabling broader deployment of green hydrogen.
- 📄 SFS' ability to invest in this new asset class will make it easier to provide GeoPura with further financing as needed.
- 📄 Hydrogen has an important role to play in sustainable energy generation, so this collaboration has a wider impact, beyond this transaction.

**“Why did we want to work with SFS? Of course, they have a strong reputation. But they also understood the product and the technology. I felt that we had the same goal because SFS is invested in sustainable transformation. We see this as a lifetime collaboration, not a one-off deal.”**

Derek Bulmer,  
Chief Financial Officer,  
GeoPura