

## JUVEA Medical: *Finance from SFS helps aesthetic clinic significantly increase revenue*

### Challenge

- In order to stay competitive and offer patients cutting-edge treatment, JUVEA Medical wanted to acquire two state-of-the-art SculpSure lasers.
- JUVEA Medical knew the equipment would enhance its service offering and generate further revenue but still needed to protect its cash flow and could therefore not purchase the lasers outright.
- Furthermore, the company still had ongoing lease agreements for older equipment that had not yet reached completion.

### Solution

- As a longstanding customer of Siemens Financial Services (SFS), JUVEA Medical contacted the team to discuss its options. SFS understood the potential value of the investment to the clinic and was able to provide JUVEA Medical with a tailored financing arrangement.
- SFS' knowledge and financial expertise enabled the clinic to trade its old equipment for the new devices.
- Flexible financing from SFS allowed JUVEA Medical to spread its repayments over five years to help protect its capital reserves.

### Benefits

- Since implementation the medical bodysculpting lasers have contributed significantly to the clinics revenue, cash flow and profitability. This growth has allowed the clinic to expand into two further branch locations.
- Not only do the two lasers increase patient throughput, they have enabled the clinic to offer non-surgical liposuction, opening doors for a brand new treatment and revenue stream.
- The flexibility of the finance arrangements means that JUVEA can continue to prioritise patient care without sacrificing future expansion plans.

*"SFS played a significant role in our securing funding for these medical bodysculpting devices and particular thanks go to our dedicated account manager who has always been extremely helpful and fully understands our business needs."*

Dr Faz Zavahir, Founder at JUVEA Medical



### JUVEA Medical

Key facts about the company:

- Location: 1 Harley Street, London
- Foundation date: 2011
- Services: A wide spectrum of non-surgical clinical treatments

