

# Leading European logistics provider renews tractor unit fleet with customised financing from SFS




## Challenge

- One of Europe's leading multi-sector logistical contractors, supplying integrated logistics solutions to a varied client portfolio, was looking to replace a significant portion of its tractor unit fleet.
- Because of the considerable financial commitment required, the logistics company was in need of a cost-effective financing package that would allow it to acquire new vehicles in accordance with the latest EU emissions statute, without hampering its existing capital flow.

## Solution

- With the help of a tailored operating lease from Siemens Financial Services (SFS), the logistics company was able to put its large-scale investment plan into action.
- The new low emissions vehicles outfitted with Euro6 engines were fully compliant with EU regulation, and had a positive effect on the company's fuel and maintenance costs. The flexible finance package from SFS, which required no large upfront capital or deposit, guaranteed minimal impact on cash flow and helped the business maintain high financial efficiency.

## Benefits

-  The logistics company greatly benefited from its long-standing working relationship with SFS.
-  The accommodating finance package, underpinned by SFS' in-depth knowledge of the company's business model and its specialist understanding of the trucks and trailers market, enabled a fast turnover of the finance application.
-  With the financing arrangements specifically structured to optimise cash flow, the business could effectively deploy available capital in other crucial areas of business operations. The successful transaction has further deepened the already well established relationship between SFS and the logistics company.



## European logistics provider

Key facts about the company:

- Europe
- Logistics
- Multi-sector



*“Fleet expansion or upgrade efforts represents a substantial investment for logistics companies. This is why we are committed to providing the logistics industry with unique offerings that are competitive, flexible and customised. Our ability to provide industry-specific, cost-effective financing solutions explains why we have been able to build longterm relationships with our customers.”*

Steve Levison, Head of Transportation – Truck and Trailer