



Leasing Equipment for your Business

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Why Tower?

Many businesses look for specific qualities in finance providers before choosing to work with one in particular. For some it's competitive rates, for others it's longevity in the marketplace and for many it's a personal, outstanding service.

As a finance provider which has been present in the marketplace since 1989, we have built an abundance of knowledge, experience and a positive reputation. Over the years we have formed very strong partnerships with many companies in need of equipment across the UK and work hard to provide a consistent leasing service.

What makes us different?

The service we provide. It's as simple as that. Our team works in unison, with one aim: to deliver a simple leasing experience to our customers.

At Tower every customer has their very own Account Manager who will talk you through how leasing works, provide you with quotations and answer any questions you may have. You then have a dedicated team which works on your lease deals, doing everything they can to get you approved for finance, taking care of the paperwork and ensuring that you get the equipment as quick as possible.

We are the extra member on your team - we take care of the leasing so that you can get on with what you do best and secure the equipment you need.

Passing for credit

Tower has built strong relationships with 25+ trusted funding lines, whilst also having access to our own funds, giving us the ability to approve the majority of our customers for the finance they need. Whether your company is a new start, well established, small or large we will go the extra mile to help you lease equipment vital to your business.

"The approach has been professional throughout and extremely efficient and I have no hesitation in recommending Tower Leasing . We will look forward to a continuing working relationship in the future".

- Marston Care Ltd

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What is Lease Finance?

Lease Finance, simply gives businesses like yours access to equipment that you need in order to grow your business, without the need for large capital outlays.

Rather than paying the full order value to the equipment supplier (as with outright purchase), instead, pre-agreed rental payments are made by businesses to use the equipment for an agreed amount of time, generally between two to five years.

£33b

The popularity of lease finance is growing year on year, in 2018, £33 billion of finance was provided to the business sector and public services (FLA).

1/3

Asset Finance represented over a third of UK investment in machinery, equipment and purchased software in the UK last year (FLA).



The Customer Benefits of Leasing



Leasing is a smart investment solution which creates flexibility and benefits companies in so many ways.

Here are some key reasons why so many organisations like yours use leasing as an alternative to cash or a bank facility.

- Keep cash flow within the business rather than handing over a lump sum for a depreciating asset.
- Get the equipment based upon your needs, not just when budgets allow.
- Enjoy fantastic tax advantages, payments are tax deductible unlike using cash.
- Keep up with the latest technology with the ability to upgrade at any time throughout the lease period.
- Structure lease payments to suit customers' needs and allowances.
- Protect existing credit lines by using leasing as an alternative funding facility.
- Spread the cost of your purchases in line with the return on the investment.
- Spread the cost of the VAT which is paid in instalments rather than as a lump sum up—front (excluding Hire/ Lease Purchase agreements).



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Lease vs Buy

One of the major benefits of leasing business equipment is the fantastic tax relief your customer will receive.

Lease vs Buy Example

Assumptions:

Equipment Cost: £7,500 **Lease Period:** 3 Years **Frequency:** Quarterly **Company's Tax Rate:** 19%



Cash Purchase
Total Tax Relief

£639.30

Year	Capital Allowance	Tax Relief
1	18% of £7,500= £ 1,350	Less 19% = £ 256.50
2	18% of £6,150= £1,107	Less 19% = £ 210.33
3	18% of £5,043= £907.74	Less 19% = £ 172.47

Total Tax Relief: £ 639.30



Lease Rental
Total Tax Relief

£1,752.75

Year	Capital Allowance	Tax Relief
1	4 rentals of £768.75	Less 19% = £ 584.25
2	4 rentals of £768.75	Less 19% = £ 584.25
3	4 rentals of £768.75	Less 19% = £ 584.25

Total Tax Relief: £ 1,752.75

The customer which has chosen to lease its equipment and has gained **£1,113.45** in tax relief.



The Lease Process

4 simple stages to secure your equipment

Stage 1: You would like to lease some equipment?

If you do not have a supplier in mind simply contact Tower directly. We will then help you choose a supplier suited to your needs.

Stage 2: Quotation

We will send you a lease quote clearly outlining set monthly/quarterly rental payments over a period of 2, 3, 4 or 5 years.

Stage 3: Credit acceptance

If you would like to go ahead, we will take care of the credit clearance and administration.

Once we have cleared your business for credit you will receive your lease agreement from either your supplier or Tower.

This can be signed using e-sig to speed up the process

Stage 4: Your equipment is installed

Once Tower has received your signed lease agreement the equipment will be installed and ready for use.

Your lease agreement is activated and you begin to pay the monthly/quarterly rentals over the chosen period of time.



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Making Leasing Easy

Leasing doesn't have to be complicated - we have designed some tools and services to make it even easier.



Give them a go today

Tower Electronic Signatures

Signing your lease agreement will take a matter of minutes! We will simply email you your agreement, the appropriate person then signs it electronically and sends it back to us. No more waiting for the postman and no more delays. The quicker the agreement is signed, the quicker your business gets the equipment.



Adobe Sign

Approved Credit Facility

Once we have successfully processed a lease for your business, we then put a credit facility in place for you. Therefore, if you were to look into investing in more equipment the lease process would be even quicker! We already have the credit in place so it would just be a matter of liaising with a supplier and signing the paperwork.



A Database of Trusted Equipment Suppliers

Tower has built strong relationships with many equipment suppliers over the years. Therefore, when a customer comes to us in need of equipment on lease, and they do not have a supplier in mind, we are able to allocate them with a trusted supplier which is suited to their needs. Alternatively, we are more than happy to work with your preferred supplier, just let us know and we will tailor our service to you.



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Key Contacts

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