

Deal of the Month.

Asset finance, Business expansion – Structure

judobank



Customer profile

- Well established crane business that has been in operation for over 15 years
- Well diversified customer base throughout the resource and construction sectors to enable continuity of work



What they needed

- Seeking to purchase a 2017 130t Liebherr Crane for \$1.297m to execute shutdown and maintenance operations.
- The customer was looking to capitalise on the exit of some competitors in the market. In particular the customer wanted to increase their capacity to complete shut down and maintenance work.



What happened

- The customer approached Judo to secure finance for the additional crane. The transaction relied on forecasted work/revenue which was via purchase order rather than contract.



The Judo difference

- Judo used industry and specialist knowledge to understand historical performance and structure the equipment loan in such away to build equity up front without adversely impacting cash flow.
- Judo also worked closely with the broker and the customer to understand and get comfort around future cash flow assumptions and future work sources.

**We back our broker partners to make
business easier.**

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