



# Schwank Financing Solutions

**Individual solutions for individual needs.**

**Schwank**  
INNOVATIVE HEATING SOLUTIONS





## Individual financing solutions for individual needs.

### Heating & cooling systems, financing concept and additional services all from one hand.

Investments within the energy sector always require customised financing. Schwank is able to support you with this.

We develop a customised concept that also considers tax implications and other parameters. When developing your customised financing solution we focus on your individual circumstances.

You take advantage of our experience and market knowledge. In addition to our financing services we also provide support when it comes to any other critical issue concerning your heating or cooling system, such as warranty extensions or maintenance solutions.

### When it comes to financing your new heating or cooling system you have a broad variety of options.

1. Buying and financing
2. Leasing, or
3. Contracting

Each approach has its benefits and it needs to be carefully evaluated which tool suits best.

## 1. Buying assets

The major advantage of buying assets is that you gain full ownership over the purchased goods. Further, the investment is amortised and will be depreciated and hence will be saving you company income taxes.

On the downside, it reduces the liquidity of a company. When financing the investment through a bank, typically the assets remain in your books and your taxes are partially reduced by the interests paid to the bank.

## 2. Leasing assets

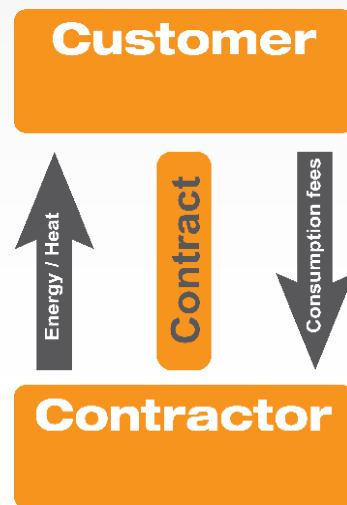
When leasing assets, technically the leasing company retains ownership over the assets. You pay monthly instalments. At the end of the contract duration you have the option to purchase the residual value of the assets from the leasing company.

In accounting terms, leasing does not impact the asset side of your balance sheet, but is fully expensed when it occurs. Typical leasing periods range from 5-10 years.

## 3. Contracting

Similar to the leasing model, the owner of the assets is the energy contracting partner. The energy contractor guarantees substantial consumption savings. These savings come from investing into a new, more modern system. The contractor finances the required investment through the energy savings over the contract period.

Monthly instalments can be very attractive as they can be lower than in other models. Typical energy contracting periods range from 10-15 years.



## Buying, Leasing or Contracting - All major facts at a glance

1.

### Buying

- Company gets full ownership over the asset
- Asset is fully capitalised after being invoiced and can be depreciated
- Negative effects on liquidity / cash flow
- May have effect on creditworthiness

2.

### Leasing

- Leasing company owns asset
- Customer gets to use the asset but must return it after the leasing contract ends.
- Monthly instalments includes interests of asset value, depreciation, fees and taxes
- Leasing will not effect the balance sheet. Costs are monthly and yearly costs in the P&L.

3.

### Contracting

- Full service package
- Contractor handles planning phase, financing, realisation and maintenance
- Average contract term 10-15 years
- Assets remain part of the balance sheet of the contractor.



## Innovative. Experienced. Competent.

### ■ Experience creates security

Schwank is recognised worldwide as a manufacturer of high quality, economically viable industrial heating and cooling systems. As the market leader of gas infrared heaters, Schwank has extensive experience. 150 000 satisfied customers and two million heaters sold worldwide speak for themselves

[see references at [www.schwank.co.uk](http://www.schwank.co.uk)].

As a German manufacturer, we stand by our claim: To provide products and services with the highest quality.



#### United Kingdom

**Schwank Ltd.**  
Suite 21, 50 Churchill Square  
Kings Hill, West Malling  
Kent, ME19 4YU  
Tel.: +44(0)208-641 3900  
Fax: +44(0)208-641 2594  
sales(at)schwank.co.uk  
www.schwank.co.uk

#### Ireland

**Hevac Limited**  
Muirfield Drive  
Naas Road  
Dublin 12  
Tel.: +353 1 4191919  
Fax: +353 1 4584806  
E-mail: info@hevac.ie  
Internet: www.hevac.ie

#### Australia

**Devex Systems Pty Limited**  
5/83 Bassett St  
Mona Vale NSW 2103  
Tel.: +61 02 9997 2811  
Fax: +61 02 9997 7852  
E-mail: info@devexsystems.com.au  
Internet: www.schwank.com.au

#### New Zealand

**Energy Products Int.**  
30 Gallagher Drive,  
Frankton, Hamilton  
Tel.: +64 7 839 2705  
Fax: +64 7 834 4212  
E-mail: sales@energy-products.co.nz  
Internet: www.energy-products.co.nz