

M.N.S Civils Ltd CASE STUDY

M.N.S CIVILS LIMITED

M.N.S Civils Ltd - A young and ambitious groundwork and civil engineering contractor. Led by an experienced father and son director team, the company has an excellent sight of work and a well-respected reputation.

The Task

Contracting with Bluechip Housebuilders, M.N.S Civils came to us looking to reduce hire costs for machinery as they started to build up their own asset base, purchasing two flagship Hyundai HX140 excavators.

Our team was tasked with informing the customer on their finance options and helping to secure the best deal possible.



The Challenge & Outcome

Securing competitive finance for a relatively new business post-covid has its challenges.

In nearly all industries, banks are much warier in lending to young businesses with a less thorough track record of trading. Our team wanted to ensure that M.N.S Civils received a competitive quote regardless of the post-covid challenges.

We set about finding a lender that, rather than focusing on the company's age, took into consideration the wealth of industry experience of the management team. This experience, alongside demonstrations of their long-term vision for the business, allowed the lender to be more comfortable with the finance application - a success!

Through our long-standing relationships with lenders, we were able to not only secure a competitive rate but a Fixed Rate Hire Purchase agreement that ensured the rate of finance would not change throughout the term - so there would be no nasty surprises down the line. At the end of the finance period, M.N.S Civils would have contractual ownership of the machines, ready for the continued growth of their assets and business. We were also able to secure a minimal deposit and defer the VAT for three months with a balloon at the end of the finance period.

Most importantly, this finance agreement worked for M.N.S Civils Ltd. Our team were transparent with M.N.S Civils throughout the process, with their best interests at the centre.

Deal Terms

- 2x Hyundai HX140LC excavator @ £77,750 + VAT
- 5% deposit
- VAT deferred for three months
- 5-year term
- Balloon @ £14,000

Key Facts:

- **Amount Financed:** £147,725 + VAT
- **Product:** Fixed Rate Hire Purchase agreement
- **Location:** Nottingham
- **Contact:** via Existing customer relationship

“We have worked with Full Metal Finance now for several years and can highly recommend them. They are quick to react and provide professional and courteous service to our clients. They understand the demands and needs of the sector and will go above and beyond to find the right deal for the customer.”

Dealer

“Full Metal Finance had previously financed another machine and also a personal vehicle for one of our directors, so we were aware of the fast, responsive service and the competitive finance terms that they secure. We had no hesitation in using them once again and would highly recommend them to anyone looking for a friendly, approachable finance broker.”

Customer