

Rhino Plant CASE STUDY



A fast growing leading provider of high-quality plant hire across the Birmingham region. Operating a growing fleet of mini to heavy-line dumpers & excavators, they are currently investing in additional machines to fuel their growth. In line with their post-covid growth strategy, they are currently securing work and winning business from both new and existing clients.

The Task

Steve Horton, MD of Rhino Plant Ltd, approached Full Metal Finance due to our track record of supporting their company with multiple machine purchases.

After financing a wheeled excavator for Rhino Plant Ltd, we were asked to arrange the refinance, releasing equity that had been locked up in the machine. Rhino Plant has witnessed a significant increase in demand for hire and were ready to invest in new equipment. We got stuck in creating a competitive finance arrangement without consuming valuable business cash flow.

“After being approached by Steve to arrange financing for a flagship wheeled excavator, we were able to go straight to market and get an appropriate financial arrangement within days. We understood both Rhino Plant’s and our funding panel’s needs, ensuring that Rhino Plant was exposed to just those funders who could consider the competitive conditions that Steve required”.

Sean Clarke

Managing Director

Full Metal Finance



The Challenge & Outcome

In a volatile interest rate market, Steve was keen to 'fix' the rate of finance which allowed him to accurately budget for his business.

Luckily, due to our extensive lending panel we were able to secure a quick, easy, and cost-effective solution, that had no upfront fees involved. We were able to secure the term over a 5-year period which allowed him to spread the cost of the finance. This funding solution allowed him to reinvest in the business and continue with the business's ambitious growth plans.

Deal Terms

- 1x Mecalac MWR11 wheeled excavator @ £95,000 + VAT
- Part exchange deposit
- VAT deferred for three months
- 5-year term
- Balloon @ £20,000

Key Facts:

- **Amount Financed:** £81,600 + VAT
- **Product:** Fixed Rate Hire Purchase agreement
- **Location:** Birmingham
- **Contact:** via Existing customer relationship

Key Financing Benefits

- **Minimal Deposit:** Like all businesses - cash is king, and the preservation of working capital was paramount for Rhino Plant. So, we utilised the equity from a part exchange of the machine and used this as the deposit.
- **VAT Deferral:** We were able to secure a 3-month VAT deferral facility, allowing the business to reclaim the VAT on the machine purchase before having to outlay this expense.
- **Long Term:** We secured the finance over a period of 5 years, ensuring the business generated a high-margin return on its investment.
- **Balloon Payment:** We secured a comfortable balloon payment, which had the net effect of reducing monthly payments. We ensured that the machine and its usage was understood by the funder, who then in turn supported a balloon which was in line with the expected residual value of the machine.

“Having worked with Sean for many years, we find their response immediate and commercially minded, meaning that we are confident that they will work with their lenders to ensure that we get the very best deal. We highly recommend Full Metal Finance for any business who wants to deal with personable and proactive people, who understand the market they operate in”.

Steve Horton

MD, Rhino Plant Ltd