



Vendor Finance Pty Limited - Programmes and Support

In 1993, ASF established a specialised finance arm to offer outsourced vendor finance capabilities to large ticket equipment manufacturers and distributors unable to justify the capital commitment required to establish an in-house finance company.

Each program is tailored to meet the Vendors specific needs and may range from an undisclosed “White label” or “Private label” non-recourse captive finance program for local and international manufacturers and distributors of large ticket plant and equipment to the provision of customer funding support under a less formal arrangement.



A tale of two Swedes



In 1995 international truck, bus & engine manufacturer Scania sought to establish a white label program in Australia where customer finance was seen as a critical incremental sales tool.

With annual production approaching 100,000 units across 100 markets worldwide, ASF met Scania’s high standards for an external funding partner capable of meeting their immediate and long term needs through a fully managed, syndicated non-recourse facility.

ASF’s role in the establishment of “Scanlease” encompassed competitor research; customer profiling; finance program establishment and syndicated underwriting; documentation and systems establishment; sales staff training; program marketing and advertising, ongoing management and funding together with the assumption of all credit processing, National Privacy and AML compliance.

The programme is structured to mitigate any funding, credit or asset risk to Scania while supporting their incremental sales opportunities across a broad customer base ranging from owner drivers to major fleets, multinationals and Governments.

The program has operated successfully within the highly competitive Australian heavy commercial vehicle market since inception in 1995 with over \$250 million of vehicles financed in recent years.



Generating annual sales exceeding \$1 Billion within the Australian market, global specialist mining, materials handling and underground equipment supplier Sandvik sought a vendor funding relationship capable of supporting a wide range of customer profiles for specialised mining plant both domestically and overseas without Sandvik taking either credit, remarketing or asset risk.

Necessitating a thorough understanding of the Australian and international hard and soft rock mining sectors and with customers ranging from small private contractors and start-up mines to the largest resource houses in the world, ASF has offered flexibility, competitive rates and structures to support Sandvik domestically and offshore since the 1990’s.

Facilities structured have included loans denominated in Australian Dollars, US dollars and Euro.

Offshore loans have involved working closely with Export Credit Agencies together with non-government political and credit risk insurers. ASF has established facilities in Africa, Eastern Europe and Asia to support the acquisition of Sandvik mining product where our services have included arranging all credit review and loan approval, funding, documentation, Central Bank approval and withholding tax structuring (where necessary), security registration, etc.



ASF is the “Large Ticket” Equipment Vendor Finance industry leader

