

16 September 2014

MAKING AN IMPACT WITH HSBC FUNDING PACKAGE

Materials handling specialist Impact Handling has secured a new multi-million pound finance facility from HSBC to support an ambitious three year expansion of its business.

HSBC's Equipment Finance division provided the asset finance-based facility, working closely with the bank's Midlands Corporate team. The deal was managed on behalf of the bank by Senior Corporate Banking Manager Stephen North and Structured Asset Finance Manager James Harris.

Impact Handling, a division of South African-based Eqstra Holdings, will use the facility to support continued business growth – with plans to extend its geographic footprint and support exciting new distributorships announced this year with Konecranes, Carer and Mafi Transport Systems.

The facility will also enable Impact Handling to maximise opportunities with Cat® Lift Trucks, with which it enjoys sole distributor status in the UK and Ireland. At the same time the facility will enable it to continue offering customers some of the most flexible and attractive finance terms in the sector, when leasing new materials handling equipment.

Established in 1985, Nottingham-based Impact Handling has more than 300 employees, including in excess of 150 service engineers, working across nine dealerships. It operates a combined fleet of more than 5,000 rental units, plus supports 2,000 customer-owned machines and 2,000 used assets.

As Impact Handling owns every piece of machinery it leases out, its customers are able to change their materials handling requirements partway through a contract without incurring a financial penalty, making it an attractive choice for its growing customer base.

Impact Handling's Managing Director, Terry Kendrew said: "Demand for materials handling equipment has been steadily rising over the past 18 months as the economy strengthens. This facility is enabling us to continue expanding, whilst ensuring we can offer the most flexible finance options to our expanding customer base."

"We've enjoyed a 10-year relationship with HSBC, and this latest agreement is a clear vote of confidence in both our business today, and our ambitious plans for the future."

HSBC Midlands Head of Corporate Mark Harris added: "This funding package has given Impact Handling the financial strength to grow the business and to continue to offer leading products to its market place. The experienced management team has clear plans for growth and HSBC is pleased to support the company."

Ends

For further information on HSBC please contact:

Michael Clarke,
HSBC Media Relations Manager
Direct: 07920413672
Email: mike.j.clarke@hsbc.com
Twitter: [@HSBCUKBusiness](https://twitter.com/HSBCUKBusiness)

For further information on Impact Handling please contact:

Faye McBride of James Keeler
Garnett Keeler PR
Tel: 020 8647 4467
faye.mcbride@garnettkeeler.com / james.keeler@garnettkeeler.com

For the latest HSBC updates, visit the **UK Business Press Office social media newsroom:**

<http://www.newsroom.business.hsbc.co.uk>

For the latest Impact Handling news, visit: <http://news.cision.com/impact-handling>

<http://twitter.com/HSBCUKBusiness>

Notes to Editors:

The HSBC Group

HSBC Holdings plc, the parent company of the HSBC Group, is headquartered in London. The Group serves customers worldwide from over 6,200 offices in 74 countries and territories in Asia, Europe, North and Latin America, and the Middle East and North Africa. With assets of US\$2,754bn at 30 June 2014, the HSBC is one of the world's largest banking and financial services organisations.

HSBC Commercial Banking

For nearly 150 years we have been where the growth is, connecting customers to opportunities. Today, HSBC Commercial Banking serves businesses ranging from small enterprises to large multinationals in over 60 developed and faster-growing markets around the world. Whether it is working capital, trade finance or payments and cash management solutions, we provide the tools and expertise that businesses need to thrive. With a network covering three quarters of global commerce, we make HSBC the world's leading international trade and business bank.

For more information see www.hsbc.com/1/2/business-and-commercial

Impact Handling

Established in 1985, Impact Handling is wholly owned by Eqstra Holdings and is the sole distributor for Cat® Lift Trucks for the whole of the UK and Ireland. Impact Handling is also an agent for some of the world's best known materials handling brands; ranging from forklift and warehouse equipment, heavy duty lift trucks, long load handling, side loaders, articulated trucks, access equipment and cranes which makes up a full complement of materials handling equipment. As one of the UK's largest independent materials handling companies, Impact Handling operates from nine locations and has more than 250 employees, including in excess of 150 service engineers. It operates a combined fleet of more than 5,000 rental units, plus supports 2,000 customer-owned machines and 2,000 used assets.