



# LEASING

DEDICATED  
TO MAXIMUM  
PROFITABILITY

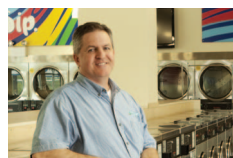
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A customer guide  
to leasing with  
Speed Queen

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# KEEP YOUR CASH FLOWING.

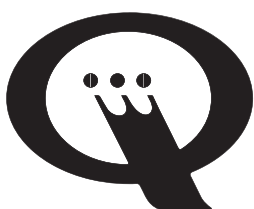


Consistent cash flow is your bottom line's best friend. Speed Queen laundry equipment delivers unmatched reliability, performance and efficiency to help you minimise overhead and maximise profitability. And with our industry-leading full lease payment option, you can establish or improve your laundromat more easily while still managing your cash flow.

Through Macquarie Equipment Rentals (MER), Speed Queen offers leasing options that are designed to help you outfit your store with the market's best-in-class laundry equipment without adding debt to your balance sheet. Leasing Speed Queen equipment also keeps you updated with the latest technology, improves flexibility and helps increase the overall profitability of your laundromat. Because our top priority is your bottom line.

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## ABOUT SPEED QUEEN



Renowned for more than a century, Speed Queen has a history of proven performance and reliability. Our machines are designed to make your life simpler and more productive. With commercial-grade construction that is rugged, dependable and built to last, we offer everything you need to take control of your vended laundry — with the most profitable machines in the industry.



## ABOUT MACQUARIE

Macquarie is a leading global provider of specialised financing and asset management solutions for enterprises, technology manufacturers and suppliers worldwide. Their capabilities span four continents and serve the needs of major multinational organisations as well as small and mid-sized businesses.

# THE **BENEFITS** OF LEASING VERSUS OTHER PAYMENT METHODS.

Benefits	MER lease solution (operating lease)	Finance lease	Commercial hire purchase	Cash purchase
Preserve capital with no up-front cash requirement	✓	✓	✗	✗
Fixed repayment for lease term	✓	✓	✗	✗
No reporting as debt on balance sheet	✓	✗	✗	✓
No equipment residual risk	✓	✓	✗	✗
Access to a wide range of equipment types	✓	✗	✗	✓
Complete solution: combine laundry equipment, ancillary equipment to laundry, freight and installation into one easy to manage lease payment	✓	✗	✗	✓
Reduced cost of ownership	✓	✗	✗	✗
Flexible end of term options	✓	✗	✗	✗
No lump sum balloon payment at the end of term	✓	✗	✗	✗
Ability to easily upgrade and add equipment to existing contract	✓	✗	✗	✗



# TAILORED OPTIONS TO MEET YOUR NEEDS.



We offer a variety of simple leasing programs designed to meet the unique needs of your business, available in terms starting at 60 months.

## LEASING PROGRAM

Ideal for one-off transactions, this comprehensive program sets you up with all the necessary equipment, including hardware, software and maintenance (restrictions apply).

## MASTER LEASING PROGRAM

Suitable in circumstances where you envision multiple drawings over a period of time, the master leasing program offers all the advantages of the leasing program, but also allows for ongoing drawdown requirements under a master facility.

## END-OF-TERM OPTIONS

Once you've satisfied the initial 60-month lease agreement, the next step is up to you. We offer several flexible options to satisfy your individual business needs and keep cash flowing.

- Buy the machines from us and own the equipment.
- Extend your lease for up to three more years with discounted rates and residual value.
- Trade in your machines for upgraded equipment (this can be done at any time during the lease).
- Simply return the equipment.

# Speed Queen®

## ADVANTAGES YOU CAN RELY ON.

There are many advantages to leasing Speed Queen equipment, all designed to help you reach your primary objective — maximum profitability.

### 100% LEASING

Leasing can provide access to the latest Speed Queen equipment without tying up your capital while still preserving valuable banking lines of credit. Plus, no down payments or deposits are required for replacement equipment. This frees up your finances to use in other important areas of your business, such as marketing efforts or making cosmetic upgrades to your store.

### LOW FIXED MONTHLY PAYMENTS

We offer fixed-payment leasing at competitive rates so you'll always know what your payment is for the entire term of the lease.

### KEEP YOUR LINE-UP CURRENT

Our position on the forefront of laundry technology means that we're continuously bringing new innovations to the market. Leasing allows you to upgrade or exchange your equipment at any time during the lease. Consistently featuring the latest and greatest equipment in your store helps to both attract new customers as well as ensure that your machines are running at maximum efficiency.

### POSSIBLE TAX ADVANTAGES

Your leasing payments may be tax deductible, potentially allowing you to align cash outflows with tax deductions while also reducing the net cost of your leasing. Contact your accountant for more information or independent taxation advice on how leasing could benefit your business.

For more information on equipment leasing, please contact:

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