

Something Missing...

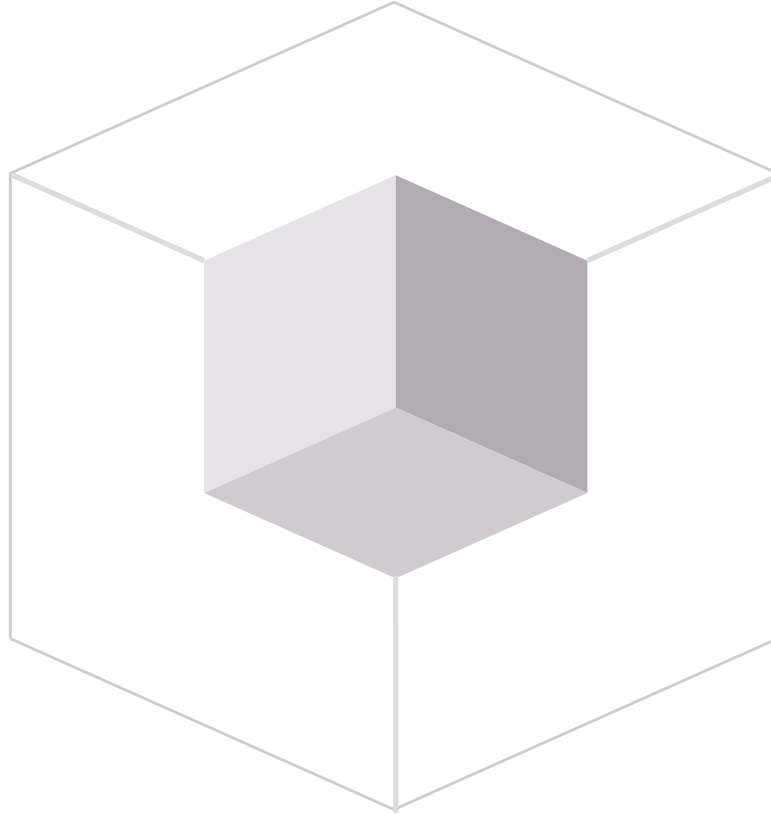


Infrastructure

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...From Your Infrastructure Financing?

Due to the rapidly changing nature of business most companies would like their technology infrastructure to be flexible. However, this can lead to conflict between restricted budgets and required benefits.

Infrastructure Finance Limited ("IFL") can provide flexible financing products which allow you to take advantage of technology when you need it and not when the capital budget becomes available.

PRODUCT TYPES

Operating Lease (Off Balance Sheet)

This allows the costs of technology to be expensed through the profit and loss account. The payments are spread over the useful life of the project and/or assets.

Software Financing

Financing is no longer restricted to hardware alone. Software and solutions can now be financed as an individual project.

Flexible Finance

This gives the customer the ability to upgrade systems and solutions with no increase to the periodic payments.

Sale and Leaseback

Entering into a sale and leaseback of your current technology assets allows you to unlock capital currently tied up. This can then be directed towards other areas of the business where capital is needed and can be more effectively utilised.

PRODUCT FEATURES:

Flexibility

As technology needs are never static, IFL has designed its contracts to give you the ability to exchange products during their lifecycle for others giving greater benefits. You can take advantage of technological change when you need to and no longer be constrained by available budgets.

Off Balance Sheet Finance

Customers can start to pay for their technology as a normal operating expense and no longer have to compete for that elusive "capital budget". You can acquire the technology you need when you need it, rather than when you have sufficient capital to pay for it. Off balance sheet finance can cover the majority of a customer's technology expenditure.

Total Project Financing

The nature of technology projects today often means that often as much as 80% of the cost relates to software and solutions (installation, consultancy, training, etc.). IFL has developed contracts which allow these "soft" costs to be financed in a similar way to the hardware elements of a project.

Business Benefit Pricing

IFL products help you to match the **benefits** of a project or investment to the **cost** by aligning the payment profile to the rate at which **benefits** are expected to be realised. Business Benefit Pricing will bring technology projects to the top of the list for board approval, as the pay back period for projects is accelerated and the demand for capital budget is reduced.

"Whole Life" Asset Management

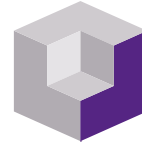
IFL can provide "whole life" management of your technology assets from procurement through to disposal, whether they are hardware, software license or maintenance contracts. IFL can maintain a central database of these assets which will provide some of the essential information you will need to manage your infrastructure, for example the information allows you to:

- Effectively cascade assets to the most appropriate parts of your business rather than simply disposing of assets because their primary user has left or moved;
- Match invoices to purchase orders to avoid double payments to suppliers.

IFL, through its associated company Infrastructure Asset Solutions, can arrange for an accredited environmental audit and disposal of your hardware at the end of its useful life.

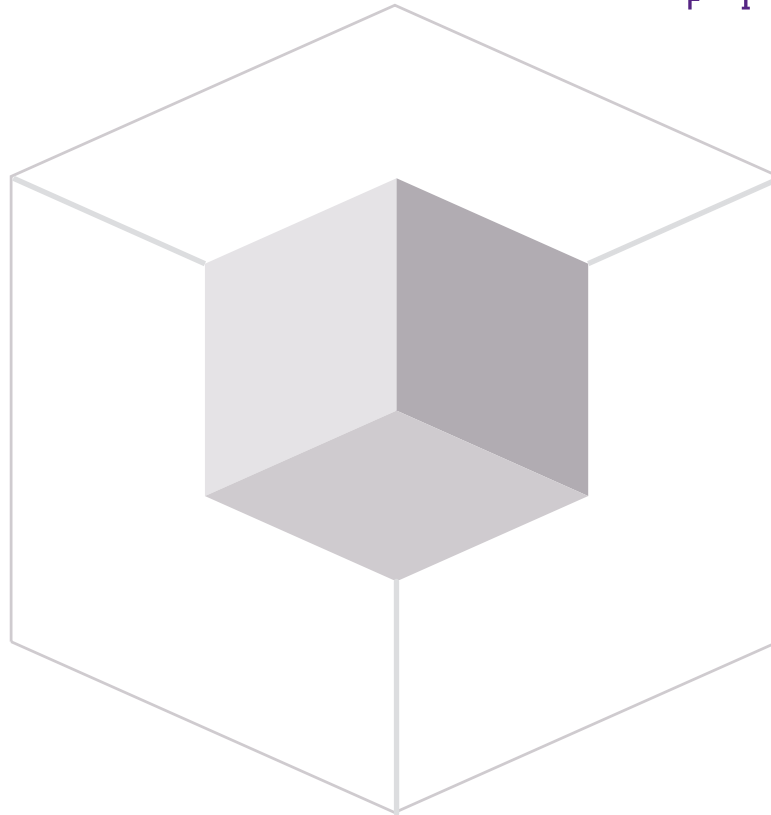
Conclusion

IFL can provide financing structures that allow you to take advantage of technology when you need to rather than when you can afford to. This ensures your business will always have the most effective technology.



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Features and Benefits of Infrastructure Financing

FEATURES

Flexibility

Off-Balance Sheet

Total Project Finance

Business Benefit Pricing

Whole Life Cost

BENEFITS

Allows systems to be upgraded with no increase to the periodic payments

Technology is paid for as an operating and not as a capital expense. This improves a company's return on capital employed.

Almost all technology spend can be financed.

The cash investment needed for technology projects can be profiled to match the flow of the planned benefits it will generate. This makes the pay back on investments faster and simplifies the investment decision.

Using asset management the cost of technology can be monitored and managed throughout its useful life. This drives efficiencies and savings from the assets.



About Us

Infrastructure Finance Limited ("IFL") focuses on helping vendors to sell and customers to acquire the correct technology solutions, packaged and financed in a way that maximises the benefits derived. We advise on and arrange funding for large structured technology finance transactions in the public authority and corporate markets.

IFL offer a range of products geared to "Solutions" financing for complete installation. This may include hardware, software, consultancy, training and even long-term maintenance contracts and other project services.

IFL are the only accredited business solutions partner of KBC Lease (UK) Limited, part of one of Europe's largest financial institutions. This gives us access to the resources and funding necessary to support pan European transactions.

Examples of the range of transaction sizes and customers that the management of IFL have worked on in the last ten years are:

- £20 million for Capita plc
- £6 million for Surrey County Council
- £20 million for EDS
- £13 million for Jarvis plc
- £10 million for Inland Revenue
- £12 million for Abbey National plc
- £6 million for BHS plc
- £20 million for WH Smith Sons & Ltd
- £10 million for National Savings
- Various other transactions from £50k to £5 million totalling over £100 million