

FLEET FINANCE FOR ROBOTICS OEMS

TURN DEPLOYED ROBOT FLEETS INTO CASH. KEEP THE CUSTOMER.

WHO WE ARE

Spotlight Capital is a specialist fleet-finance platform for robotics manufacturers selling through subscriptions or leases.

WHAT WE DO

We purchase the contracted hardware-payment stream after installation and formal acceptance, returning capital to the OEM for the next fleet.

HOW IT WORKS

01 AGREE THE PROGRAMME

Review the contract, customer profile, assets and pipeline before deployment.

02 INSTALL + ACCEPT

Install the fleet, obtain formal acceptance and confirm the customer obligation.

03 RECEIVE CASH

Spotlight purchases the hardware-payment stream. The customer pays Spotlight over time.

YOU KEEP THE CUSTOMER, SOFTWARE + SERVICE REVENUE, DATA, RENEWALS + EXPANSION.

CURRENT PROGRAMME

WHAT WE LOOK FOR

A repeatable programme for proven robots, strong customer obligations and assets that can be financed cleanly.

DEPLOYMENT SIZE

Programmes are sized around the manufacturer's deployment pipeline. Larger rollouts may be funded in stages.

ROBOTS

Initial focus on proven warehouse and logistics robots, including AMRs and standardised, redeployable systems.

CONTRACT

Fixed-term, non-cancellable subscriptions or leases with hard minimum payments and a separated hardware component.

TENOR

Multi-year, fully amortising customer contracts.

CUSTOMER

Creditworthy enterprise customers with an active contractual payment obligation.

JURISDICTIONS

Selected markets where contract enforceability, currency and local asset-transfer rules support the structure.

NOT A FIT

Prototypes, manufacturing or integration risk, bespoke installations, cancellable contracts, or purely usage-based payments without hard minimums.

THE FOUNDER

MEHDI NAYEBI

Founder & Managing Partner

Structured products and derivatives at Deutsche Bank and Bank of America in London, then a decade building and running logistics operations across several markets. Capital-markets discipline, with hands-on experience of what happens to a deployed fleet.

HOW TO GET STARTED

DISCUSS A FLEET

Share your standard contract, anonymised deployment list and hardware/service allocation. We will assess the fit and outline the path forward.

spotlightcapital.com

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