

PRESS RELEASE

FOR IMMEDIATE RELEASE

Acquis Insurance Management and Challenge Consulting Join Leaseurope as Associate Members

Brussels, 23 January 2013 – Leaseurope, the voice of leasing and automotive rental at European level, is pleased to welcome Acquis Insurance Management and Challenge Consulting as its latest associate members.

Leaseurope's Director General, Tanguy van de Werve, welcomes the joining in of these two new members. "When setting up the Associate Membership Programme a couple of years ago, our purpose was to better support the communities we represent at European level and offer additional opportunities for networking, exchanging views and best practices as well as to leverage expertise across the board. Building a truly European platform for the benefit of the industry is one of our key objectives. The success of our programme and our enriched membership base clearly strengthen Leaseurope's reputation as the expert voice on all issues related to leasing and automotive rental at European level".

"We are delighted to join Leaseurope as associate member" comments Nick Leader, Business Development Director. "Acquis Insurance Management provides insurance and risk based outsourced solutions, and shares many of the aims and objectives for leasing and finance as Leaseurope. Our partner clients are all within the leasing and finance industry and our products and services aim to support their interests, whether the objective is generating additional fee income, managing risk, minimising their administrative burden or enhancing their finance offerings. Being an associate member of Leaseurope will help us to stay close to the issues our clients face within the industry and enable us to create solutions to help meet the needs and challenges they face in this changing environment".

Acquis is an authorised and regulated insurance broker/administrator who specialises in the provision of managed insurance programmes to the leasing and finance industry throughout the EEA. We work with equipment funders of all sizes, including small independent own-book brokers, captive finance companies, independent lessors and large international bank owned leasing companies. Acquis creates insurance programmes tailored to meet individual needs, through customising marketing methods, underwriting options and programme structures to deliver best results. Our products maximise the income opportunity from the finance portfolio, secure the assets full term, add value to the finance offering and minimise the administrative burden for our partners.

Chris Cooper, Managing Director of Challenge Consulting explains: "We are pleased to be joining Leaseurope. We have very much enjoyed contributing to the work and leadership that Leaseurope provides in the leasing industry, most recently in chairing the famous "Whiteboard Session" that took place at the Annual Convention of the Leasing Industry organised by Leaseurope in Cannes last year. Challenge Consulting is becoming the leading specialist management consulting firm advising clients in this sector. Our work focuses on strategy, growth, performance transformation and dealing with the changes and challenges familiar to all. In joining Leaseurope, we look forward to increasing our contribution to the valuable work led by Tanguy and the team in Brussels."

Challenge Consulting aims to be the leading specialist firm delivering transformational change – and the first-choice partner for change in asset finance and leasing today. Planning, designing, mobilising and delivering organisational change is what we do. We help organisations identify why and how they need to change.

Whether the challenge is dealing with regulatory change, delivering true innovation and client focus, transforming C/I ratio or operational performance, optimising 'flow' or 'non-flow' business models or managing large programmes of change that result from an IT implementation, we have carried out some of the most challenging and important projects in the sector.

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Media Contact

For more information, please contact:

Anne Valette

Head of Communications

+32 2 778 05 65 | a.valette@leaseurope.org

Notes to the Editors

About Leaseurope

As a Federation, Leaseurope brings together 43 associations throughout Europe representing either the leasing, long term and/or short term automotive rental industries. The scope of products covered by Leaseurope's members ranges from hire purchase and finance leases to operating leases of all asset types (automotive, equipment and real estate) and also includes the rental of cars, vans and trucks. It is estimated that Leaseurope represents approximately 92% of the European leasing market. More information on Leaseurope and its members can be found at www.leaseurope.org.

About Leaseurope Associate Members

In addition to Acquis Insurance Management and Challenge Consulting, the following organisations are also associate member of Leaseurope: AON-Risk Management, Reinsurance, Human Capital Consulting, Cassiopae, CHP Consulting, Deloitte, ERC Asset Solutions, Invigors EMEA, Linedata, PricewaterhouseCoopers AG Wirtschaftsprüfungsgesellschaft and Ritchie Bros. Auctioneers and TotalSoft. More information on Leaseurope's associate members can be found at <http://www.leaseurope.org/index.php?page=associate-list>

About the Leaseurope Associate Member Programme

The Leaseurope Articles of Association make it possible for the following organisations to become associate members of Leaseurope: public or private sector companies, organisations or associations/federations representing companies, which have affinities or do business with the leasing and automotive rental industries, but are not leasing or automotive rental companies themselves. For more information on the Leaseurope Associate Membership Programme, please contact Anne Valette, Head of Communications at a.valette@leaseurope.org