



Monday 22 December 2008

## Media Announcement

### **CHAMP MAKES SIGNIFICANT INVESTMENT IN OPERATING LEASE MARKET**

CHAMP Private Equity is pleased to announce that the CHAMP II Funds ("CHAMP") have made a significant investment into the Australia and New Zealand operating lease market via the acquisitions of Alleasing Pty Ltd ("Alleasing") and Integrated Asset Management Pty Ltd ("IAM") for a combined purchase price of approximately A\$150 million.

Alleasing is the largest independent equipment finance business in Australia and New Zealand, specialising in small ticket operating leases for the non-automotive, non-consumer sector. Alleasing's current portfolio includes approximately A\$1,300 million of funded assets for more than 23,000 clients. Alleasing funds a range of different assets including I.T. and telecommunications equipment, medical equipment and various other types of plant and equipment.

IAM is an Australian boutique equipment finance business which operates in the same key sectors as Alleasing. IAM has a current portfolio of approximately A\$120 million in assets across more than 2,000 customers. CHAMP's intention is to merge IAM's operations into Alleasing's.

CHAMP will be the majority shareholder of Alleasing with management and other board members, including the principals of IAM, also holding an ownership stake. CHAMP believes that the combination of Alleasing and IAM positions the merged group to compete strongly in existing markets and develop new opportunities for the operating lease product.

CHAMP Director, Mr John Haddock said, "We are delighted to have completed both the Alleasing and IAM acquisitions. We believe that the operating lease market has a strong outlook and that management have positioned the business to grow successfully in this environment. We're also very excited to have the principals of IAM join us in partnering with Alleasing management to develop and grow the merged business."

Mr Haddock also noted, "Despite the recent difficulties surrounding Alleasing's former owner, the company has delivered consistent results throughout this period. This is a testament to the quality of its operations and management team."

CHAMP originally signed an agreement to acquire Alleasing in September 2008. However, when Allco Finance Group entered administration and receivership the transaction needed to be reviewed and

certain terms of the sale agreement amended. CHAMP entered into a new sale agreement on 4 December 2008 and closed the transaction on 19 December 2008.

Alleasing Chief Executive Officer Mr Hugh Lander welcomed the added financial and strategic support CHAMP will provide. "We are extremely excited about the future and know that CHAMP will provide our businesses with increased strategic direction and capital to grow. It has been a challenging twelve months for Alleasing but I'm very pleased with the way our customers, suppliers and employees have supported us. Our goal remains to be the leading supplier of small ticket operating leases throughout Australia and New Zealand."

Headquartered in North Ryde in Sydney, Alleasing has approximately 200 staff in offices throughout Australia and New Zealand.

For further information please contact:

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### **About CHAMP Private Equity**

CHAMP Private Equity was formed in 2000 by Australian Mezzanine Investments Ltd. (AMIL) of Sydney, and Castle Harlan Inc. of New York. CHAMP and AMIL constitute Australia's longest established private equity investor, and funds advised by them have made some sixty investments since 1987 in companies operating in Australia and New Zealand. CHAMP (along with AMIL) are well known pioneers in the private equity sector and for their track record in building strong companies by partnering closely with management to implement successful growth strategies. Similarly, Castle Harlan was a pioneer in the private equity industry in the United States. The combined worldwide funds of CHAMP and Castle Harlan exceed A\$5 billion.

CHAMP Funds have acquired and successfully exited from investments across a variety of sectors, in companies such as Austar Communications, Bradken Limited and Penrice Limited. Current CHAMP Private Equity investments include: Australian Discount Retail, International Energy Services, Manassen Foods, Health Care Australia, Study Group International, United Malt Holdings, Bluestar Print Group, Golding Contractors and LCR Lindores.

- For further information on CHAMP Private Equity visit [www.champequity.com](http://www.champequity.com)
- For information on CHAMP Ventures see [www.champventures.com](http://www.champventures.com)
- For information on Castle Harlan see [www.castleharlan.com](http://www.castleharlan.com)

### **About Alleasing**

Alleasing is the leading independent equipment financier to corporate and government customers in Australia and New Zealand. Alleasing has been operating in these markets for over 25 years and has financed over A\$3.5 billion in assets.

As a specialist leasing business, Alleasing provides finance across a broad range of assets, with particular expertise in IT, communications and medical equipment. Alleasing does not finance motor vehicles, nor does it deal in the consumer market.

Alleasing has approximately 200 staff across all major cities, servicing over 20,000 current customers. Its customer base includes major government departments in Australia and New Zealand, major public hospitals, large corporates and SMEs. Alleasing acts as a partner to a range of major equipment vendors and banks, providing them with managed leasing programs.

- For further information on Alleasing visit [www.alleasing.com.au](http://www.alleasing.com.au)