



FOR IMMEDIATE RELEASE

## Alta strengthens its European presence with the appointment of Fabio Cosimetti in Italy

London – 20<sup>th</sup> September 2006 – The Alta Group today announces the appointment of Fabio Cosimetti, as an Associate focussing on the Italian equipment leasing market.

Fabio is a specialist in small ticket vendor leasing, and has senior management and consultancy experience with major international firms. He has been closely involved in strategic decisions relating to the acquisition, expansion, restructuring and disposal of businesses and, in addition, he has developed an expert knowledge of regulatory matters, systems, processes and reporting procedures.

He brings over 25 years experience of the Italian leasing market to The Alta Group, as well as broad managerial and consultancy skills. Fabio is a tax expert and chartered accountant who started his career with accountancy firms Price Waterhouse and Deloitte, before joining SIB Spa in 1980.

His first role in SIB was to supervise financial activity, especially in respect of tax, legal compliance and regulatory matters. In 1983 he was made Managing Director of their newly created leasing arm which initially focussed primarily in the automotive sector.

In the following years he expanded the leasing activity across a range of small ticket assets, the success of which led to an approach and eventual takeover by ABB Financial Services in 1998. With a portfolio of small ticket vendor clients including Xerox, the business continued to flourish. In late 2002 the Swedish parent company sold its finance businesses worldwide and the Italian company was acquired by GE. Since 2003 Fabio has been operating as an independent financial consultant to clients, in particular Siemens Financial Services.



He is excited by the opportunities offered by The Alta Group and commented: “The Banks Act of the early 1990’s which introduced regulation to the Italian leasing market has limited the number of players in Italy but at the same time has given new opportunities to qualified investors. My wish is to assist such investors to develop their business in Italy”.

Alan Leesmith, Chairman of Alta’s Management Committee, said: “We are delighted that Fabio has agreed to join us and add Italy to the growing list of European countries where we have an ‘on the ground’ presence. Fabio’s hands on experience of building vendor leasing, particularly in small ticket, coupled with his knowledge and expertise in the international M&A arena, very much fit with the two areas where we are seeing current demands in the European market. As a Chartered Accountant and tax expert he brings a sound background on which to advise clients on national and international strategies.”

### ABOUT THE ALTA GROUP

The Alta Group, established in 1992, provides a broad array of strategic consulting and advisory services, education and training programmes, merger and acquisition and dispute resolution services for companies in the global equipment leasing and asset finance industries. Its clients include manufacturers, banks, independent lessors of various sizes and others in the industry. The Alta team is made up of more than 35 international professionals committed to the asset finance business, including former CEOs, company founders and industry thought leaders who are active in their areas of expertise. They collaborate and share their in-depth knowledge and insights with today’s business leaders who face a range of challenges, both old and new. The firm has built a reputation on creative thinking, trust and professionalism. The Alta Group supports clients in North America, Latin America, Western, Central and Eastern Europe, Asia, the Middle East and Australia. For more information, visit [www.thealtagroup.eu.com](http://www.thealtagroup.eu.com)



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