



The Alta Group<sup>SM</sup>

EUROPE ■ MIDDLE-EAST ■ AFRICA

**Global Experience Provides Direction *For Equipment Leasing And Asset Finance***





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## Global Equipment Leasing and Asset Finance Advisors and Consultants

The Alta Group has built an unrivalled reputation as a global provider of equipment leasing and asset finance advisory and consulting services to many of the world's leading lessors and asset finance companies – whether bank owned, captive or independent – as well as to equipment manufacturers and vendors and other clients.

The Alta Group's professionals are all highly experienced, senior executives with decades of industry experience across the equipment leasing and asset finance spectrum.

The Alta Group – EMEA Region provides key support in Five broad areas of expertise, and throughout Europe, the Middle East and Africa, but the depth and detail of our expert knowledge goes far beyond these headlines and this geographical scope. With the support of a powerful, global network of leading advisors, The Alta Group is ideally positioned to provide the equipment leasing and asset finance advisory and consultancy resources necessary to meet today's local and international challenges.

about us



Through collective knowledge and experience, The Alta Group provides global equipment leasing and asset finance advisory and consulting services

From Strategic Planning, Operational Direction, and Market Review, through to M&A, Search or Research, Advice or Execution, whatever your interest or concern in the complex and varied equipment leasing and asset finance industry, talk to one of our consultants directly and in complete confidence for an indication of how we can help.



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We add value by helping clients achieve outcomes that increase revenue, control expenditures and improve productivity and profitability

## our services

### ■ Advisory Services

*Advice and Solutions for Real Opportunities and Challenges*

Fuel growth and efficiency while managing risks with The Alta Group as your advisors. Alta's experts help companies maximise return-on-investment for equipment leasing and finance programmes worldwide, expanding sales channels and increasing competitiveness.

Contact us to learn more about our advisory and consulting services for bank owned, independent, and captive lessors, manufacturers and vendors. Our services cover Strategic Planning and Operational Direction – review and implementation – Market Entry, Market Exit; Finance and Vendor Programmes; Marketing and Organisational Development.

### ■ Interim Management

*Bridging the Management Gaps*

Alta's team of highly experienced senior executives is available to support clients by providing interim management for all areas of their business, including new start-ups or filling gaps in management caused by growth, retrenchment or restructuring.

These interim management services can be provided on a short or long-term basis and can be full-time or part-time as appropriate to the needs of the client. In addition to General Management, Alta can also provide specialists with experience in all key functional areas within Leasing and Asset Finance businesses, including Finance, Sales, Marketing, Operations, Treasury, Asset Management, Credit and Collections.

### ■ Mergers & Acquisitions

*Sustained Profitability and Liquidity*

Achieve targeted goals while streamlining your merger or acquisition process. The Alta Group's experts have decades of experience advising on all forms of M&A – for both buyers and sellers – from idea conception to conclusion; including proposal preparation, valuation, market assessment, negotiation, executive support, commercial due diligence and integration. Our specialists can also locate potential funding sources for your company.

Contact us to learn more about our M&A Services and related offerings: Funding Management and Raising Capital; Buy or Sell Advisory Services; Valuation Services; and Analysis & Due Diligence services.

### ■ Professional Development

*Knowledgeable and Productive Personnel*

Increase the productivity and capabilities of your greatest resource – your workforce – with The Alta Group's Professional Development services. Human resources provide the only sustainable competitive advantage for equipment leasing and finance companies today. Alta's knowledge will develop the full potential of your workforce with customised tutoring programmes for your specific needs.

Our services span Professional Training, Education and establishing methods of Measuring and Reporting Performance. As successful leaders, Alta's experts can also help businesses rapidly develop their leadership with tailor-made Senior Executive Mentoring.

### ■ Problem Resolution

*Knowledge, Analysis, Guidance, Results*

Complex finance transactions can take unexpected turns – sometimes for the worse. Whether your goal is to avoid litigation or successfully resolve existing actions related to equipment leasing and finance, The Alta Group can help with Industry Expertise, Unparalleled Subject Matter Knowledge and Experience, International Resources and Industry-leading Research and Analytical Capability.

Contact us to learn more about our: Consulting and Advisory Services for Parties in Litigation Involving Equipment Leasing / Financing; and Mediation Services.



If you would like to discuss, confidentially, any of the issues facing your organisation and learn how Alta can help, call our Chairman:

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## contact us

Or speak with one of our principals and associates listed below:

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