

CHG-MERIDIAN acquires Australian technology financing company equigroup

- Strategic growth impulse for lease originations for the CHG-MERIDIAN Group
- equigroup opens up access to attractive Australia/New Zealand region
- CHG-MERIDIAN now has a presence in 25 countries around the world

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CHG-MERIDIAN, a non-captive specialist in technology management and financing headquartered in southern Germany, acquired Sydney-based technology financing company equigroup on September 1, 2018. The purchase of the Australian company is a key milestone in CHG-MERIDIAN's growth strategy and also the largest acquisition in its history. The acquisition will provide strategic growth impulse for the volume of lease originations in the CHG-MERIDIAN Group. As a result of the transaction, the Company will have a presence in a total of 25 countries. For the first time, it will be active not only in Europe, North America, and South America but also in Australia and New Zealand.

equigroup: serving around 1,500 customers in seven countries

Founded in 1990, equigroup provides solutions in the area of information and healthcare technology management. The group, which comprises equigroup Asia Pacific, equigroup UK, and NF Techfleet, operates in seven countries and has around 100 employees. Its 1,500 customers range from international corporations to small and medium-sized enterprises and public-sector organizations. equigroup supports these customers throughout the entire lifecycle of their information and healthcare technology investments. The services and technology portfolios of CHG-MERIDIAN Group and equigroup are therefore a perfect match.

Strategic basis for further profitable growth

"Through equigroup, we are gaining access to a growing and very attractive economic region. The acquisition will also provide strategic growth stimulus for our medium-term planning target for lease originations of €2 billion," says Dr. Mathias Wagner, Chairman of the Board of Management of CHG-MERIDIAN.

Many of the CHG-MERIDIAN Group's German and international customers are also represented in Australia and New Zealand. Moreover, equigroup has a presence in parts of western and northern Europe, so the acquisition will strengthen CHG-MERIDIAN's market position in the UK, Sweden, Norway, Finland, and Denmark.

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Your contact:
Matthias Steybe
Head of Communications
and Marketing

Franz-Beer-Strasse 111
88250 Weingarten
Germany

Tel: +49 (0)751 503 248
Fax: +49 (0)751 503 7248
Cell: +49 (0)172 667 1341
matthias.steybe@chg-meridian.de

www.chg-meridian.com

Integration into the CHG-MERIDIAN Group is also advantageous for equigroup. “As a member of the international CHG-MERIDIAN Group, we will benefit from a global footprint and additional expertise,” says Michael Stilp, CEO of equigroup. By combining activities and strengthening the positioning as a non-captive provider, CHG-MERIDIAN will be able to provide an even better service for customers and improve the addressing of their technology and solution management needs.

CHG-MERIDIAN: acquisition strengthens positive business development

The acquisition of equigroup is a strategic milestone that will further strengthen the positive CHG-MERIDIAN business development. At €735 million, the volume of its lease originations up to July 31, 2018 was up by 9 per cent on the prior-year period (to July 31, 2017: €675 million). Pre-tax profit was also 9 percent higher than in the prior-year period. “Based on these encouraging figures, we are optimistic as we enter the final four months of 2018 that we can complete the current financial year with another positive set of results,” says Dr. Mathias Wagner.

The CHG-MERIDIAN Group

The CHG-MERIDIAN Group is one of the world's leading non-captive providers of technology management services to the IT, industrial, and healthcare sectors. With some 1,000 employees, the CHG-MERIDIAN Group offers its customers comprehensive support for their technology infrastructure – from consulting, financial, and operational services to used-equipment remarketing services through its two technology and service centers in Germany and Norway.

The CHG-MERIDIAN Group provides efficient technology management for large and medium-sized companies as well as public-sector clients. It now serves more than 10,000 customers worldwide, managing technology investments worth a total of over €4.75 billion. The online-based TESMA® Technology and Service Management System provides more than 15,000 users with maximum transparency in technology management. The CHG-MERIDIAN Group has offices in 25 countries across the globe. Its headquarters are in Weingarten, Germany.

Efficient Technology Management®