



PRESS RELEASE

Exclusive Group Expands Exclusive Capital Division into Belgium and Luxembourg

Opens new markets for IT asset financing and leasing services; plans further geographic expansion in 2016

PARIS, FRANCE – December 14th 2015 - Exclusive Group, the value added services and technologies group, has extended the operations of Exclusive Capital - its financing and leasing division - to service new partners and end-customers throughout the Belgium/Luxembourg region. The expansion follows the successful approval of the relevant national regulatory authorities, opening the doors to an expected influx of business interest from local Exclusive Networks and BigTec partners, as well as the channel community at large. Further expansion into additional, strategically important countries is planned within the next three months.

“Belgium and Luxembourg are mature markets where we already have a strong local presence in the shape of BigTec and Exclusive Networks, and where we know there is growing demand for flexible IT financing and leasing services,” said Franck Laga, Managing Director of Exclusive Capital. “Exclusive Capital gives partners a rapid, simple way to answer their customers’ need for opex-based IT consumption, without exposing themselves to risk. Our services are 100% focused on IT assets and proven to close deals faster, improve cashflow and enable partners to pitch for bigger IT projects with confidence.”

Exclusive Capital’s main operations are in France, where the business has seen increased revenues since the acquisition of Fibail System in January 2015. These sales and back-office capabilities have been extended to enable contracts to be transacted on behalf of partners in Belgium and Luxembourg, as well as France. Further sales staff will be hired in early 2016.

“The Exclusive Capital division is an important part of the Group’s value-added services and technologies (VAST) strategy, and our goal is to bring its geographic footprint further into line with our global proposition,” said Olivier Breittmayer, CEO of Exclusive Group. “I am delighted that partners in Belgium and Luxembourg now have access to the competitive advantage that Exclusive Capital brings. We are committed to extending these services to new territories in due course.”

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About Exclusive Group

Exclusive Group is the value-added services and technologies group accelerating the growth of disruptive and innovative technologies around the world. Its people are committed to the high-growth imperatives of ambitious IT vendors and fuelled by a strong culture of ambition, entrepreneurialism and sustainable growth.

With 36 offices across five continents and presence in over 100 countries, Exclusive Group brings all the essential elements of a proven winning strategy for market entry and growth. Redefining value and enabling new market opportunities through “Disruptive Distribution” is at the heart of the Exclusive Group proposition through its cybersecurity brand, Exclusive Networks and datacentre transformation division, Big Technology. This is complemented by extensive and innovative global services capabilities for project deployment and support (ITEC), and comprehensive, integrated commercial leasing offerings delivered by Exclusive Capital.

About Exclusive Capital

Exclusive Capital provides specialised financing and leasing services that make it simple for resellers to sell IT solutions that customers can afford, while meeting the CAPEX revenue models required by vendors.

With Exclusive Capital’s rapid and innovative value-added services, resellers can bridge the increasingly OPEX-orientated, subscription-based consumption demands of customers. Its experienced approach and backing from major banks reduces the complexity of traditional leasing contracts, and makes closing deals faster.

Exclusive Capital is a division of the Exclusive Group.

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