

Sale & Lease Back

Create liquidity with retrospective power

Benefits for you



Release of tied-up capital

Quick creation of extra liquidity

Improvement of your cash flow

Reduction of your administrative burden

Off balance sheet, IFRS/IAS-compliant financing

Advice, expertise and service from the European market leader

With Sale & Lease Back you can release tied-up capital and reduce your balance sheet by removing the book value of your IT and Telecom infrastructure from your balance sheet. It's the ideal solution for when you need to find extra liquidity fast. Through our asset reporting, Sale & Lease Back also offers you the ability to get a complete picture of your total IT and Telecom infrastructure.

Create liquidity fast

- In a Sale & Lease Back agreement, you sell the IT and Telecom equipment you own to Econocom. You sell these activated assets at their current book value. This gives you a one-time cash injection. You then lease the transferred IT and Telecom equipment off balance sheet.
- With operational leasing, you create extra liquidity for investments in projects with added value.

Tailored to suit you

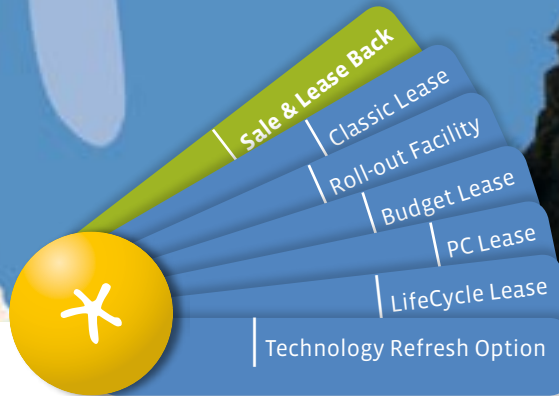
- Sale & Lease Back can, if desired, be combined with one of our other lease solutions.
- The amount to be paid is determined on the basis of the original purchase invoices and the purchase value or book value. You yourself decide the duration of the lease and the timing of the lease payments.
- All investments in IT and Telecom equipment, software and services can be included in the lease agreement.
- You have complete freedom to decide what, when and where you buy. IT Financial Services operates independently of manufacturers, suppliers and banks.

Outsource the risks and the logistics

- The Sale & Lease Back portion and the new investments in IT and Telecom are totalled at the beginning and then converted into lease payments. You receive just one invoice each period.
- By leasing, you transfer the risk of obsolescence in the value of IT and Telecom equipment to Econocom.
- At the end of the lifecycle of your IT and Telecom equipment, Econocom organizes the logistics services for the removal of the equipment and can guarantee data cleaning upon your request.

Solutions

*IT Financial Services offers you
a wide range of solutions*



Management Solutions

- **E-procurement:** Management of requisitions and orders
- **Financial management:** Planning, cost control and internal invoicing
- **Asset management:** IMAC
- **Lifecycle management:** Follow-up and control of asset lifecycles
- **Management reporting and information**
- **Optimization of processes and procedures**

Operational Solutions

- **Asset Reporting**
- **Budget Reporting**
- **Invoice Reporting**
- **Budget monitoring and control**
- **Management of purchased assets**
- **Logistics related to asset removal**

Financial Solutions

- **Off balance sheet financing**
- **Cash injection**
- **Remarketing**
- **Expertise regarding financial regulations**
- **Follow-up of supplier invoices**
- **Insurance**

 Sale & Lease Back

