

“Industry leader” seminar shows common interests in balance sheet management

In late February, enjoying panoramic views over Paris, Trans Euro Asset Management (TEAM) held the first in a series of “international industry leader” seminars on the future of big ticket operating leasing.

Amongst the presenters were recognised experts covering finance, insurance, residual guarantees and the legal aspects of international operating lease structures, as well as established big ticket operating lease customers across a broad range of industries and European countries.

The diverse audience shared many common concerns and interests, with a series of lively discussion groups. One such participant was Nick Horne, General Manager of the Financial Risks Division of QBE International Insurance Limited. Nick commented, "A positive and vibrant atmosphere was stimulated by the opportunity to exchange wide-ranging views on the current issues in the operating leasing market. QBE's conclusion was that clearly, the participants shared a significant common interest and that the TEAM seminar afforded real scope for mutual business opportunities to be developed".

For many, the result of the seminar was enhanced knowledge and new business contacts; for others, a crystallisation of their financing strategy.

TEAM will be holding another industry leader seminar in the foreseeable future.

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