

ERA Convention 2012

“Changing Rental”

Round Table

CHANGE IN FINANCING

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WWW.ERARENTAL.ORG

Riwal Holding Group BV

- AWP specialist – rental and sales
- 200m +/- € revenue
- 13,000 platforms 16 countries
- Largest private AWP specialist in the world
 - 40+ years in business
- Well capitalised, well financed
- Still expanding and acquiring Selectively
- New CEO NortyTurner



The Recovery - and the Banks

- Where are the banks?
 - Experience for this round table - guests
- Are the banks doing “new business”?
- Financing expansion? Fleet growth? Acquisitions?

- Do WE want to grow our fleet organically ? (growth vs. replacement)
- Today's returns, rental rates? Can we justify the extra debt?



The Banks OWN situation

- Is your bank bankrupt?
- Basel 3 & Country specific capital requirements
- Lower risk - Higher returns
- Shrinking portfolios

- Ask the bank- will you have more invested in rental next year than this year?

- Answers in "bank-speak"
- Will the banks make commitments that let us plan our business

