

21 January 2019

Two new Directors appointed at Asset Alliance Group as part of continued expansion plans

Asset Alliance Group's ongoing consistent growth in the commercial vehicle and general asset finance sectors has seen the business make two new senior appointments.

Donald Wilson has joined the team in a new role as Group Risk Director while Richard Philpotts takes over an expanded position as Group Fleet Director.

Wilson, 54, comes from a corporate banking background, having worked for Clydesdale Bank and the Royal Bank of Scotland for almost 16 years across a variety of senior capital, credit and transaction management roles. His remit is to oversee the implementation of the latest, fit-for-purpose risk management policies and procedures as the company plans for continued expansion.

Wilson, who joins the Group Executive Board will be based at Asset Alliance Group's Newmains office in Lanarkshire, says: "For a relatively young business the stand out factor for me is the level of maturity it has reached in such a short period of time.

"The business model is excellent; the company has secured and retains impressive blue-chip clients and has a really strong future ahead of it."

Wilson, who is married with two children and enjoys golf, sailing and skiing, says Asset Alliance Group founder and CEO Willie Paterson's passion and commitment was a major factor in his decision to join the Group.

Philpotts, 36, has taken over as Group Fleet Director – a position that encompasses increasing the company's portfolio of vehicles past 5,000 and strengthening its fleet engineering team.

He brings a wide breadth of operational expertise to the role, having spent more than a decade at XPO Logistics as Fleet Engineering and General Fleet Manager, and more recently at Howard Tenens Logistics.

Philpotts says: "I was attracted to the role by the enthusiasm and energy of the entire team. Everyone at Asset Alliance Group is extremely customer-focused and treats the business as if it were their own. It's an exciting time to be joining such an ambitious, fast-moving, young operation."

Philpotts heads up a team of more than 20 staff and is based at the company's head office in Wolverhampton. He is a Member of the Society of Operational Engineers (MSOE) and the Institute of Road Transport Engineers (MIRTE).

Willie Paterson, CEO, Asset Alliance Group, says: "Our business is now approaching the £80 million turnover mark and with a fleet of nearly 5,000 vehicles, a strong residual value portfolio and

a growing customer base, it's really important we have the right framework in place to sustain this growth in a very deliberate and managed way. Donald and Richard's knowledge and expertise will be hugely influential in making this happen."

The latest appointments coincide with the business formally consolidating its brand portfolio under one banner. Having started as Asset Alliance in 2012, the Group acquired ATE Truck & Trailer Sales, Total Reefer and Forest Asset Finance – all of which are now known as Asset Alliance Group, alongside its premium truck sales business Hanbury Riverside.

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Note to editors:

Asset Alliance Group has redefined the way companies acquire commercial vehicles and occupies a unique position in the market, as it uses its own funds and significant buying power to supply multi-brand vehicles on any combination of contract hire, operating lease, finance lease or hire purchase. This flexibility, combined with a transparent and consultative approach, helps customers drive maximum efficiency from their fleets.

Asset Alliance Group also stands out for maintaining full control of residual risk through its retail arm, which protects customers from overly strict return conditions commonplace in the industry. Its modern workshop facilities also keep end-of-life costs to a minimum and provide the opportunity to refurbish vehicles in-house for an additional life in service.

The Group is headquartered in Wolverhampton and was founded in 2010 by Willie Paterson, former Director of Commercial Finance at Alliance & Leicester plc.

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AAG/284/19