

Kevin Andrews

Portfolio Evolution

May 26 was the celebration of the new Landmark and Palladini leasing showroom, located on Oakdale road in Toronto, ON. This event was also held to celebrate the new CFI Trust ownership of these two companies (see sidebar) and over 300 guests showed up. Kevin Andrews, President and CEO of Corpfinance International Limited now leads these teams and spent some time with Fleet Digest to talk about the new venture.

BY PHILIPPE CROWE

Through CFI Trust, Corpfinance has long been a major player in the automotive and lease financing business," said Kevin Andrews. "We've originated over 4 billion dollars in assets through CFI Trust; we have over 25 years experience and a core expertise in the business of financing auto leasing companies. Moving into a phase where we run these businesses directly is a natural extension of our portfolio."

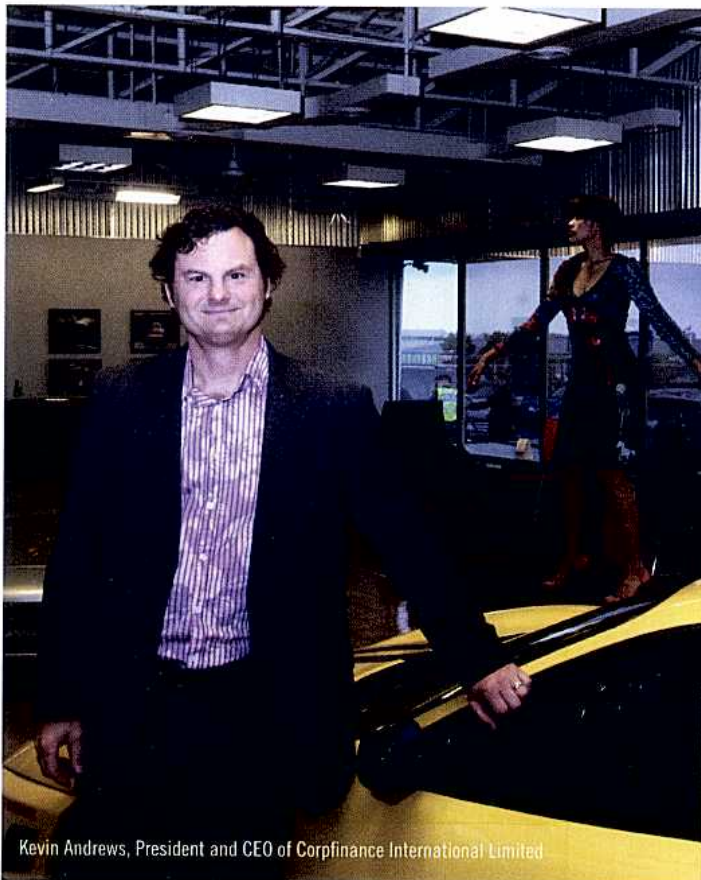
"Over the past few years it became apparent to us that many independent leasing companies had limited succession planning

in place. This combined with the lack of one dominant player in the market presented a wonderful opportunity for us," said Mr. Andrews.

"With the strengthening of the economy, we are seeing a resurgence in consumer confidence. This naturally encourages car leasing, which is more flexible, easier, and more affordable than purchasing a vehicle. All of this bodes well for our new venture," said Mr. Andrews. "We are confident we can run our leasing companies efficiently and responsibly applying the values and

business standards CFI has historically applied to all its transactions and divisions resulting in a strong new revenue stream for Corpfinance."

According to Mr. Andrews, "50 to 60 percent of our business is related to fleets. Sure, high end cars were seen at the event, but they are only a small part of our business. Fleet has the major share. With our site setup as it is, we can offer a wide variety of services, volume discounts and access to pre-owned cars. We are truly a one-stop-shop, including service." 🌐



Kevin Andrews, President and CEO of Corpfinance International Limited

Corpfinance International Limited Acquires Auto Leasing Companies

Corpfinance International Limited announced May 12 it has extended its business into the auto leasing segment with the acquisition of four independent leasing companies. In Toronto these businesses will operate under the brand names Landmark Leasing and Palladini Leasing and in Vancouver under the name AutoOne Leasing.

"Leveraging the financial stability and expertise of CFI, we will consolidate the administrative functions and management of these companies. We can also effectively share vehicle inventory and extend our market penetration," said Rozmin Patel, Senior Vice President. "Economies of scale can have a huge impact. We can run multiple leasing companies much more efficiently and profitably than if we tried to run each business independently."

Corpfinance-owned CFI Trust is a special purpose vehicle and issues notes backed by the Trust's revolving portfolio of leases and secured loans related almost exclusively to passenger vehicles. 🌐