

PRESS RELEASE

ESAOTE AND BNP PARIBAS LEASING SOLUTIONS SIGN AN INTERNATIONAL PARTNERSHIP

Genoa, February 6th 2020

BNP Paribas Leasing Solutions, European leader in asset finance, and Esaote, one of the world's leading manufacturers of medical diagnostic systems, announced today the signature of an international partnership. The finance solutions provided by BNP Paribas Leasing Solutions will allow Esaote to offer its customers an easier access to their innovative equipment.

Esaote, a company based in Genoa, had been working with the Italian teams of BNP Paribas Leasing Solutions since 2008. Given the long-standing, solid partnership in this country, they decided to extend it to the 19 countries (among which Austria, Belgium, France, Germany, Italy, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Spain, Switzerland, Turkey, United Kingdom) where they operate to serve their customers in all those geographies but also where they have an indirect sales model. As part of this partnership, BNP Paribas Leasing Solutions will be the strategic finance partner of their authorised local resellers, providing them different solutions such as financial and operating lease.

These solutions will facilitate access to the equipment developed, manufactured and distributed by Esaote, which mostly includes medical imaging equipment like for ultrasounds and MRIs, combined with complementary Healthcare IT solutions.



The agreement was signed in BNP Paribas Leasing Solutions' offices in Milan by Ariane GOVIGNON (Global Head of Healthcare Market at BNP Paribas Leasing Solutions) and Stefano GAMBINI (Group Chief Financial Officer at ESAOTE).

"Thanks to our open innovation strategy, we constantly improve our offer to respond to our customers' demand for high quality innovative products. Now, with BNP Paribas Leasing Solutions, we will be able to provide all this with an affordable finance plan, allowing our customers to upgrade their equipment while optimising their cash flow" said Franco Fontana, CEO of Esaote.

"New technologies have the potential to significantly improve how healthcare is delivered and received. However, these innovations are not always immediately affordable. We are happy, at BNP Paribas Leasing Solutions, to offer dedicated finance solutions that make it easier for health professionals to access this equipment, that in turn, will improve the patients' experience and care" says Charlotte Dennery, CEO of BNP Paribas Leasing Solutions.

About Esaote

The Esaote Group is a leader in the biomedical equipment sector, in particular in the areas of ultrasound, dedicated MRI, and software for managing the diagnostic process. The company currently employs about 1,150 people. With its headquarters in Genoa and its own production and research units in Italy and the Netherlands, Esaote is active in 80 countries in the world. Information on Esaote and its products is available at www.esaote.com

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About BNP Paribas Leasing Solutions

As the European leader in asset finance, BNP Paribas Leasing Solutions supports the growth of its clients and industrial partners by offering rental and finance solutions with services for their professional equipment.

At the heart of the usage economy, we provide businesses with the flexibility they need to remain competitive and grow in a sustainable way.

Our 3,500 experts support our clients' and partners' growth by offering them an increasingly digitalized experience.

In 2018, we financed 345,000 projects for a total volume of 14.1 billion euros in 18 countries, in Europe and also China, the United States and Canada.

Find out more on leasingsolutions.bnpparibas.com

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