



**NEWS RELEASE**  
**April 8<sup>th</sup> 2009**

**LPM OUTSOURCING APPOINTS HEAD OF SALES AS RECESSION CONTINUES**

LPM Outsourcing, the specialist in back office administration for the leasing and asset finance sectors (previously Lease Portfolio Management), has appointed Ian Dennis as Head of Sales.

Prior to joining LPM Outsourcing, Ian Dennis was Relationship Manager for Barclays Asset Finance where he was responsible for developing corporate portfolios. His 13 year career in the asset finance and leasing sector also includes sales management positions with Lombard and Allied Irish Bank.

“We are very pleased Ian has joined us, he will play a key role in helping identify and realise the many opportunities arising from the current economic climate. The nature of LPM’s offering means we are particularly well placed to increase our revenues during a recession and Ian is now able to take advantage of the marketing foundations we have implemented during the past 18 months,” says Philip Davies, Managing Director of LPM Outsourcing.

Ian Dennis joins LPM as the company celebrates its 21<sup>st</sup> anniversary of providing outsourced administrative services. Most recently, LPM Outsourcing bolstered its run-out portfolio resources following increased levels of interest from hedge funds, insolvency practitioners and private equity houses. The company is also expecting increased interest in its services aimed at manufacturers looking for administrative support when establishing a captive financing operation.

“LPM has a great heritage and good future growth prospects. I was very impressed by their professional capability and strong customer base and believe that my knowledge, through many years in front end sales for the asset finance business sector, gives me a unique level of insight into their customers’ needs,” says Ian Dennis, Head of Sales at LPM Outsourcing.

In his spare time, Ian Dennis is a master scuba diver specialising in technical diving. In a recent charity dive in support of the RNLI, Ian led over 150 divers taking part in an underwater ironing challenge at 50 metres.

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**Notes to Editors: About LPM Outsourcing**

*LPM Outsourcing was formed in 1988 to offer a complete back office administration service to organisations that offer installment finance and equipment leasing and finance. LPM Outsourcing has over £1 billion of receivables currently under management from its clients which include Cisco Capital, SYSCAP and the Strategic Rail Authority.*

*LPM Outsourcing is a division of Five Arrows Leasing Group and a member of the NM Rothschild banking group.*

Visit [www.lpmoutsourcing.co.uk](http://www.lpmoutsourcing.co.uk) for more information and client case studies.

**For media enquiries please contact: Lesley Muir at Good Public Relations on 07796 148400 or [Lesley@good-pr.co.uk](mailto:Lesley@good-pr.co.uk)**