GRENKE®

**Sustained pace of growth in new business –
growth of 25 % in first nine months of 2011**

- New business in the GRENKE Group amounts to EUR 615.0 million in first nine months of 2011 – up 25.0 % year-on-year
- Contribution margin (CM) 2 on new business in the GRENKE Group reaches EUR 92.0 million in first nine months of 2011 and, with a CM2 of 16.3 % (leasing business), remains very high

Baden-Baden, October 5, 2011: In the first nine months of 2011, the volume of new business in the GRENKE Group (incl. franchise partners) – i.e. the total of the acquisition costs of newly acquired leasing assets and the factoring volume – amounted to EUR 615.0 million (in the first nine months of 2010: EUR 492.0 million), corresponding to growth of 25.0 %. The dynamic growth in new business thus also continued in the third quarter of 2011.

The contribution margin (CM) 2 on new business in the GRENKE Group amounted to EUR 92.0 million in the first nine months of 2011. In the same period, the CM2 margin for leasing business was increased from 16.0 % in 2010 to 16.3 %. This development demonstrates that we are continuing to implement our growth with attractive margins.

The international segment contributed a share of 60.8 % to the GRENKE Group's new business (previous year: 58.5 %), reflecting our rapid expansion throughout Europe.

In the third quarter of 2011, we carried out further cell divisions as part of our market penetration strategy in order to increase our presence on the market. We opened our fourth UK location in Manchester and in Denmark we carried out our first cell division in Aarhus. Further cell divisions are planned over the course of the fourth quarter.

The trend of a significant increase in new business in the German market, which has been observable for several quarters, was continued. In the first nine months of 2011, new business grew by 18.2 % to EUR 241.2 million (previous year: EUR 204.1 million).

One year ago, we launched our factoring product in Switzerland to offer targeted financing solutions for small and medium-sized commercial customers in the area of factoring. This targeted approach is contributing to the positive development, with the factoring volume amounting to EUR 15.9 million in the first nine months of 2011. In Germany, we reported growth of 53 % to EUR 44.2 million as against the previous year's level of EUR 28.9 million.

In the first nine months of 2011, the GRENKE Group recorded a total of 159,747 leasing inquiries (ex Germany: 113,707) on the basis of which 68,169 new leasing contracts (ex Germany: 46,520) were generated. The average value per leasing contract concluded was around EUR 8,140, which is an increase compared with the previous year (in the first nine months of 2010: EUR 7,610).

Our conversion rate (inquiries to contracts) in the GRENKE Group (leasing division) in the first nine months of 2011 was 43 %, thus remaining below our target level. The conversion rate in our international markets (41 %) remains lower than in the German market (47 %) and shows that we are still not compromising our conservative risk orientation in individual international markets.

All figures in EUR million

New business	9M-2011	9M-2010	% change
GRENKE Group including franchise partners*	615.0	492.0	25.0
- of which: Germany	241.2	204.1	18.2
- of which: International	315.0	255.1	23.5
- of which: Franchise international	58.8	32.7	79.7

* incl. Factoring

New business	9M-2011	9M-2010	% change
GRENKE Group leasing business	554.9	463.0	19.9
- of which: Germany	197.0	175.2	12.4
- of which: International	315.0	255.1	23.5
- of which: Franchise international	42.9	32.6	31.6

New business	9M-2011	9M-2010	% change
GRENKE Group Factoring	60.1	29.0	107.2
- of which: Germany	44.2	28.9	53.0
- of which: Franchise international (CH)	15.9	0.1	12,132.1

GRENKE BANK	9M-2011	9M-2010	% change
Deposits	149.3	120.9	23.4
Business start-up financing volume	0.5	0.2	112.5

New business from leasing by international markets in EUR million

	9M-2011	9M-2010	% change
France	125.2	106.8	17.2
Switzerland	13.1	13.6	-3.4
Italy	74.4	47.4	56.8
Spain (incl. franchise)	15.8	12.6	25.3
United Kingdom	34.0	26.2	29.7
Poland	8.8	7.2	22.3
Netherlands	10.0	9.8	2.6
Portugal (franchise partner)	22.9	17.5	31.1

The CM1 margin of the GRENKE Group’s leasing operations (contribution margin 1 at acquisition values) exceeded our target of 10 % in the first nine months of 2011, amounting to 11.0 % or a value of EUR 61.2 million (in the first nine months of 2010: EUR 51.0 million – comparative figure for leasing operations). The corresponding CM2 amounts to EUR 90.6 million, up 22.5 % year-on-year.

Development of contribution margin 2 (CM2) in EUR million

	9M-2011	9M-2010	% change
GRENKE Group including franchise partners*	92.0	74.8	22.9
- of which: Germany	28.3	24.5	15.6
- of which: International	54.6	44.0	24.1
- of which: Franchise business international	9.1	6.4	42.6

* incl. Factoring

	9M-2011	9M-2010	% change
GRENKE Group leasing business	90.6	74.0	22.5
- of which: Germany	27.3	23.6	15.5
- of which: International	54.6	44.0	24.1
- of which: Franchise business international	8.8	6.4	37.5

	9M-2011	9M-2010	% change
France	21.6	19.0	13.9
Switzerland	2.6	2.9	-10.1
Italy	11.4	6.8	67.1
Spain (incl. franchise)	2.6	2.0	31.2
United Kingdom	7.1	5.2	37.1
Poland	1.1	0.8	29.4
Netherlands	1.9	1.9	1.8
Portugal (franchise partner)	5.1	3.5	46.7

The profit margin in relation to the factoring volume of EUR 60.1 million amounted to 2.27 % (first nine months of 2010: 2.24 %). This margin is based on the average period of a factoring transaction, which was approx. 37 days (first nine months of 2010: approx. 31 days).

“In the third quarter, we matched the positive development of new business in the first half of 2011. We therefore continue to anticipate growth in new business in the GRENKE Group of more than 20 %. We are increasing our presence on the market by means of further cell divisions in order to ensure future growth,” comments Wolfgang Grenke, Chairman of the Board of Directors of GRENKELEASING AG, describing the business strategy.

“The 25 % growth in new business in the first nine months of 2011 was achieved with continued attractive and risk-appropriate contribution margins. With a CM2 level of 16.3 % in the first nine months of 2011, we are up slightly on the previous year. We are stabilising operating income with our contribution margin management and these favourable margins will have a positive impact on our earnings,” explains Dr. Uwe Hack, Deputy Chairman of the Board of Directors of GRENKELEASING AG.

On November 3, 2011, the company is to publish the full quarterly financial report as per September 30, 2011.

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The GRENKE Group

The GRENKE Group is a broadly diversified provider of financial services for small to medium-sized enterprises and for private retail clients.

The GRENKE Group comprises companies which operate in fifteen European countries, all being part of the consolidated GRENKELEASING corporate group. In addition the GRENKE Group is represented in eight further countries in Europe by way of a franchise system. Including its leasing franchise partners and its factoring franchise partner in Switzerland, the GRENKE Group is represented at 23 locations in Germany and a total of 51 locations internationally.

The range of services offered by the GRENKELEASING Group (not including franchise partners) covers small-ticket IT leasing and factoring and – through GRENKE BANK AG – classic online banking services.

GRENKE BANK AG has been part of the GRENKELEASING Group since the beginning of 2009.

The bank- and vendor-independent GRENKE Group holds a leading market position in Europe in the field of small-ticket IT leasing for products such as PCs, notebooks, copiers, printers or software of relatively low asset value. Its range is rounded off by Car Leasing from one of its franchise partners.

GRENKELEASING AG is listed on the Prime Standard of the Frankfurt Securities Exchange and is part of the SDAX.

The shares of GRENKELEASING AG are listed on the SDAX of the Frankfurt Securities Exchange under the identification code GLJ, ISIN DE0005865901.

Information on the GRENKE Group and its products is available for download on the Internet, at http://www.grenke.de, http://www.grenkebank.de, http://www.grenkefactoring.de.