



# Press Release

Brussels, 15 November 2019 – 11 a.m.

## **KBC concludes cooperation agreement with Bullswap.**

### **From now on, construction machinery can also be leased fully digitally.**

Bullswap, Belgium's largest construction equipment rental platform, has signed a cooperation agreement with KBC to provide a fast and convenient solution for the financial leasing of new and recent second-hand machines. On the Bullswap platform (<https://www.bullswap.com/leasen>), both KBC customers\* and non-customers can conclude a leasing contract with KBC Lease in a flexible, user-friendly and fully digital manner, in addition to short-term rentals.

*Karin Van Hoecke, General Manager Digital Transformation Belgium KBC states: "Consumers are clearly asking for fast, simple and transparent solutions. KBC is pleased to offer a suitable and user-friendly solution via the Bullswap platform. The cooperation with Bullswap combines the convenience of an online platform with the comfort and expertise of an experienced partner in financial matters. In addition, we are where the customer needs us, while continuing to build on our strategy of open and beyond banking."*

#### **Short-term rental, long-term leasing**

Since 13 November, visitors of the Bullswap platform have been able to also hire equipment, ranging from excavators to aerial work platforms, for longer periods of time.

By offering its leasing formula on a third party platform, KBC is a pioneer in the financial sector. Especially since it is not only possible to lease new equipment, but also to offer a lease for recent second-hand equipment.

*Jannes Valkeneers, co-director of Bullswap explains: "Bullswap has already digitized the rental of machines at numerous companies and realized a time saving of 81 %. Now we are going a step further and want to make the difference in terms of concluding a '1 click leasing formula' for construction machines. Call it Bullswap 2.0. We are therefore very pleased that KBC is helping to relieve companies with every machine need."*

This service is offered to everyone, both KBC customers and non-customers. In addition, every request will be dealt with within 24 hours.

The Bullswap network consists of 100 professional rental companies throughout Belgium and the Netherlands who offer their machines for rent via the Bullswap platform. In addition to short-term rental, customers also asked for a simple and transparent solution for long-term rental. The KBC leasing formula offers a solution here. In addition, KBC's leasing solution is fully in line with the digital experience of the Bullswap customers.

#### About Bullswap:

Bullswap is a Limburg-based start-up that is available 24/7 for hiring machines. 100 reliable rental partners in Belgium and the Netherlands provide class A equipment: from mini excavators to tower cranes. In a first phase, Bullswap was supported by Start it @KBC, the biggest Belgian accelerator for start-ups. The start-up was already able to raise 750,000 euros from a number of private investors.

\*For the time being, this service is only offered in Dutch.

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#### **KBC Group NV**

Havenlaan 2 – 1080 Brussels

Viviane Huybrecht  
General Manager  
Corporate Communication /Spokesperson  
Tel. +32 2 429 85 45

Press Office  
Tel. +32 2 429 65 01 Stef Leunens  
Tel. +32 2 429 29 15 Ilse De Muyer  
Tel. +32 2 429 32 88 Pieter Kussé  
E-mail: [pressofficekbc@kbc.be](mailto:pressofficekbc@kbc.be)

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