

ORIX's new Innovation GM is ready to drive further transformation

Sydney, Australia – November 26, 2018 – ORIX Australia Corporation Limited (ORIX) has announced that Richard Hilliard has joined the team as General Manager, Technology and Innovation of ORIX Australia. Known for its willingness to push new boundaries in digital transformation, ORIX was recognised in the AFR Most Innovative Companies list in 2017 and 2018. Hilliard will lead the fleet management company through the next stage of its digital journey, overseeing all platforms, integrations and internal processes to manage the large volumes of fleet data ORIX provides to its customers through its client platform, OneView. “We see innovation as a commitment to providing better client outcomes, and it’s embedded in all aspects of our culture,” commented Reggie Cabal, CEO and Managing Director of ORIX Australia & NZ. “With Richard’s background in financial services and digital transformation, we’re looking forward to further challenging old ways of working in the fleet industry.” Hilliard spent the last three years leading digital transformation at Aussie Home Loans, and has over 20 years’ experience in delivering complex change across the financial services sector. He says he finds ORIX’s attitude towards transformation refreshing, as the leadership team clearly see it as the driving force in ORIX’s future. “There is a huge opportunity to use the vehicle data we have to further improve our customer experience, and help them reduce costs and optimise their asset use,” he says. He is also excited to bring his knowledge and experience to an industry that is undergoing such significant transformation globally. “This is a chance to work in the dynamic mobility market, where electric vehicles and driverless cars are inevitable. ORIX sees that as an opportunity, rather than a threat, and is leading the way in its focus on what that means for its clients.” Hilliard says his main motivation is building effective partnerships and high-performing teams who get close to the customer, and he’s been surprised and delighted by the deep industry knowledge and passion of his new team at ORIX. “They’ve already delivered some great achievements, so we have a strong base to build on.” ORIX has just released its new customer reporting, providing insights including fleet efficiency tracking, driver behaviour monitoring and fleet performance against industry benchmarks. Hilliard will now focus on meeting customers to understand how ORIX can make their lives easier, so the organisation can continue to drive positive change. <ENDS> About ORIX Australia Corporation Limited ORIX Australia Corporation Limited (ORIX) is one of the world’s leading fleet management companies. In Australia and New Zealand, we’ve provided fleet management, commercial vehicle rentals and leasing and novated leasing for more than 30 years. Through our innovative solutions, including the award-winning OneView platform, ORIX Share and ORIXi, we help our clients get more value from their vehicles and manage the evolving risks of a mobile workforce.

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