

BUILD SALES, MAINTAIN MARGINS, ACCELERATE PAYMENTS & INCREASE SHARE



PNC Vendor Finance delivers programs that keep service providers competitive.

Leading information technology equipment manufacturers, software developers and service providers count on us to help build sales, accelerate payments and create a competitive advantage by offering their customers fast, easy and affordable financing solutions.

We help service providers ensure they are aligned with the ever-changing business climate.

- Build sales through a finance program designed for your company, your industry, your distribution channels and your customers.
- Choose private label or co-branded finance programs.
- Benefit from deep industry experience developing and implementing programs through diverse, multitiered distribution channels.
- Create a high-impact, competitive advantage for your sales channels.

Database, storage & backup software publishing in the U.S. will grow over 3% annually over the next 5 years, reaching \$100.8 billion by 2029.¹

PNC Vendor Finance can help you capture an increased share.



CUSTOMIZED PROGRAM DEVELOPMENT

We know the best way to design a successful vendor program is to fully understand each client's unique situation. That's why we invest the time to listen and get to know your business and vision. We view expectations from your vantage point. And then we engineer the easy-to-implement structured finance solution that's based on your exact needs, growth, and profitability goals — always with a focus on clear bottom-line benefits.

Distinguished by outstanding customer service, we continue to build our reputation by creating a collaborative process that identifies our common goals and customizes the program to your requirements and needs as a service provider.

FINANCING BUILT FOR MANUFACTURERS AND THEIR CUSTOMERS

Technology leaders realize their customers require creative finance solutions to acquire, implement and manage technology solutions, including services, software and hardware capable of supporting their business goals, and the changing environment.

Our experienced professionals understand more than financing. We have the experience, knowledge and financial strength to help your customers stay competitive and resolve capital needs.

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|--|--------------------------------|-------------------------------------|
| • As-a-Service Finance/
Funding (ASF) solutions | • Pay as you grow | • Operating leases |
| • Embedded terms | • Cloud migration | • Finance leases |
| • Flexible consumption
models | • Bundled service
solutions | • Loans |
| • Legacy and competitive
take-outs | • Technology refresh | • Installment payment
agreements |
| | • Asset disposition | • Sale-leaseback
transactions |

EXTENSIVE EXPERIENCE IN EQUIPMENT AND SYSTEM FINANCING

- Software
- Data storage
- Computers & laptops
- Access servers
- Accessories
- Advanced communication, voice & data
- Computer peripherals, copiers, printers & faxes
- Digital imaging
- Global positioning systems
- Hardware
- IT infrastructure & devices
- IT and data centers
- Interfaces & modules
- Mobility
- Networks
- POS systems
- Security
- Storage/servers
- Video display units/systems
- Website development
- Wireless broadband

PNC: A STRONG, SECURE INDUSTRY LEADER

Build your unique finance program with a strong, secure industry leader.

- Financially strong with access to deep and stable capital
- Extensive experience and knowledge that drives market share, builds brand and increases sales
- Direct end-user financing with innovative financial structures
- Proven track record of helping manufacturers grow and expand
- World-class vendor finance experience for North America-based solutions

GROW YOUR BUSINESS WITH CONFIDENCE

PNC Vendor Finance is part of The PNC Financial Services Group, Inc., one of the largest, best-capitalized and well-regarded financial services companies in the country. PNC Vendor Finance offers solutions to businesses across the U.S. and Canada.

A leading provider of financial services to mid-sized and large corporations, including more than two-thirds of the Fortune 500, PNC has navigated a steady course while growing its size, sophistication and services over the course of nearly 160 years.



PNC FINANCIAL SERVICES GROUP, INC.

\$562 BILLION

In Assets²



PNC EQUIPMENT FINANCE

4TH LARGEST

Bank-Owned Equipment Finance Company by Assets³



PNC VENDOR FINANCE

\$8.1 BILLION

Assets Under Management⁴

READY TO HELP



GIVE US A CALL TODAY.

We would like the opportunity to show you what we can do.

LEARN MORE ABOUT HOW WE CAN HELP YOU BUILD SALES, MAINTAIN MARGINS AND INCREASE MARKET SHARE.

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¹ IBISWorld IndustryReport, February 2024.

² As of FYE 2023.

³ MONITOR BANK 50, November/December 2023 Issue.

⁴ As of FYE 2023, Vendor Finance (includes Channel Finance).

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Lending, leasing and equity products and services, as well as certain other banking products and services, require credit approval.

PNC does not provide legal, tax or accounting advice unless, with respect to tax advice, PNC Bank has entered into a written tax services agreement.

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