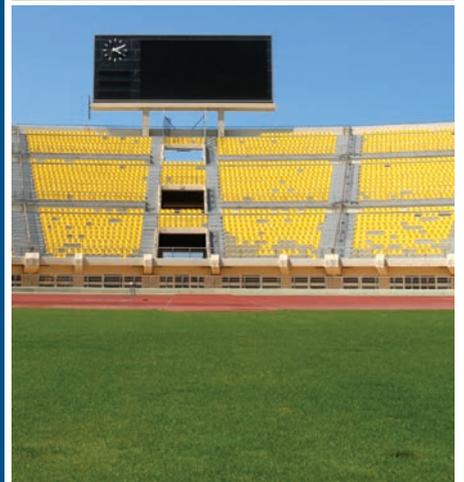
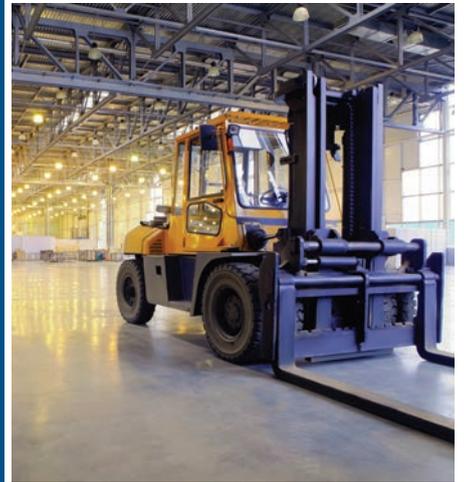
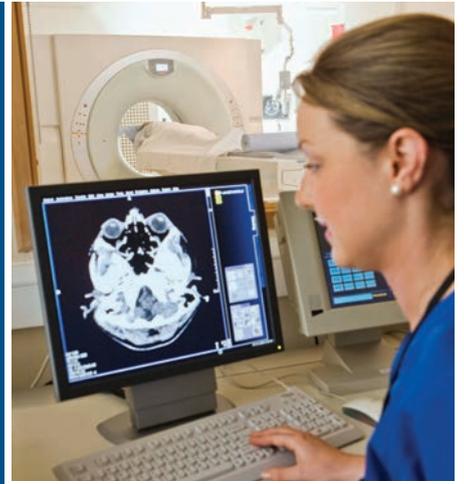


CUSTOMIZED
OPTIONS TO HELP
**CLOSE THE
DEAL NOW**





VENDOR FINANCE CAN HELP YOU INCREASE SALES DEEPEN RELATIONSHIPS

Offering a finance program for your customers can be an essential tool for improving control, driving sales and increasing flexibility for your business.

PNC Equipment Finance offers a variety of lease terms, including attractive end-of-lease options that can improve margins, generate incremental revenue, remove closing obstacles, facilitate larger sales, increase market share and create more sustainable relationships with your customers.

PNC's Vendor Finance organization has assisted manufacturers, distributors, resellers, software and service providers for more than 20 years and our commitment to a deeper understanding of these businesses has led to relationships that span a decade or more.

From captive to private label programs, our unique approach extends throughout the United States and Canada.

PNC's Vendor Finance team can help you win over the long term – not just one deal at a time – by providing custom finance solutions to meet your sales goals.

“We saw the advantage of instituting a vendor finance program to help maintain aggressive growth. PNC delivered a turnkey process supported by an easy-to-use online system.”

CFO, Florida-based
printing supply company

WE UNDERSTAND YOUR ASSETS

Our comprehensive asset expertise includes technology, healthcare, manufacturing, transportation and software companies. We understand the lifecycle of your equipment from the time your customer makes a purchase to end-of-lease remarketing. This deeper understanding of your business and your industry enables us to offer finance structures with competitive residuals while optimizing asset life cycles and enhancing return on investment.

WE INVEST IN YOUR SUCCESS

The Vendor Finance team looks beyond the transaction and makes a deeper investment in the success of each vendor. Our collaborative approach engages all areas of our decision making team, including sales, asset management, credit and legal to deliver on our promises. Our industry-leading application and account management system provides an easy-to-use process, facilitating quick transaction decisions and greater ease of doing business.

WE ARE BUILT TO LAST

As one of the largest bank-owned equipment finance companies in the U.S., PNC Equipment Finance has the strength and stability manufacturing businesses and vendors rely on for the long term.

- Approaching \$11 billion in assets
- Broad vertical market expertise
- Nearly 30 years experience in offering diversified equipment finance solutions
- Corporate, municipal, government and vendor finance platforms

ABOUT PNC

PNC Equipment Finance is a member of The PNC Financial Services Group, Inc., one of the largest, best capitalized and best regarded financial services companies in the country with more than \$300 billion in assets and over 50,000 employees. PNC offers solutions to businesses throughout the U.S. with expanded reach in Canada. For more than 160 years, PNC has navigated a steady course while growing in size, sophistication and service.





WE ACHIEVE WHEN YOU ACHIEVE

The Vendor team at PNC Equipment Finance understands that driving sales by offering customer finance programs is integral to business success. And we identify with your primary goal of maintaining profitability while deepening customer relationships through the lifecycle of asset ownership.

Our approach can help your customers preserve their banking relationships while maximizing every budget dollar and improving cash flow.

We go beyond the customary to deliver customized solutions.



INCREASE SALES

When your customers' equipment needs increase at the same time that working capital grows scarcer, sales can become harder to close. When your customers finance through our vendor program, they can acquire the equipment they need while maintaining their organization's CAPEX goals.

By managing your exposure to customer credit risk, we can also help you reallocate resources to more revenue-producing activities.

MAINTAIN CONTROL

By providing comprehensive financing through the life of the asset, you gain a competitive advantage while maintaining account control and protecting your customer base.

MANAGE CUSTOMER NEEDS EFFICIENTLY

At PNC Equipment Finance, we fund and service our own portfolio which provides ready access to information regarding trade-up and buy-out figures.

Online tools can also provide a quote in seconds, give you 24/7 access to your information and deliver performance reporting on leases along with many other functions.

DELIVER CUSTOMER SATISFACTION

We make it easy to do business with us by offering a broad range of financing options for your sales team and your customers. Our dedicated Vendor Finance team provides service for your sales team and your customer base from the initial inquiry and throughout the relationship.

PNC Equipment Finance offers the industry-leading technology, industry experience and out-of-the-box solutions that deliver an exceptional customer experience.

READY TO HELP

When you work with PNC Equipment Finance, you gain access to a broad range of financial services and expertise from an institution recognized for excellence. Contact us for more information on how we can help you achieve your goals.

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