



CONSTRUCTION & INDUSTRIAL VENDOR FINANCE SOLUTIONS

Some of the world's largest and most prestigious construction and industrial equipment manufacturers count on PNC Equipment Finance every day to help move more units through their distribution channels. With proven industry experience in the development, implementation and growth of finance programs for this sector, we custom-build products and programs specifically to meet the profitability goals, growth and expansion strategies of our construction manufacturer partners, their end-users and service providers.

TYPICAL FINANCED CONSTRUCTION & INDUSTRIAL ASSETS

- Construction equipment
- Cranes and rigging
- Mining and aggregate
- Machine tools
- Materials handling
- Portable power
- Heavy equipment
- Marine
- Vehicles
- Manufacturing equipment
- Energy products and distribution
- Industrial automation

DEDICATED EXPERTS IN THE VENDOR FINANCING INDUSTRY. FOCUSED ON ESTABLISHING STRATEGIC PARTNERSHIPS.

PNC Equipment Finance has the equipment knowledge, funding resources and financial expertise to deliver the solutions-based financing programs that leading industry professionals require. Unlike many financial organizations, we have not built our business — and our reputation — on a strategy of simply seeking transactional opportunities. Our goal is building deep relationships with select manufacturers and vendor partners that become long-term and mutually beneficial relationships.

Our program finance professionals are all highly skilled and committed to a consultative approach — listening and understanding your specific needs to deliver comprehensive and highly structured finance solutions for you and your customers.

- Capital expenditures
- Operating leases
- Sales lease backs
- Leveraged loans
- Refinance of existing debt
- Growth capital
- Recapitalization

PROGRAM FEATURES

- Customized payment structures that match customers' cash flow and business requirements
- Competitive rates and fair residuals
- A consultative sales approach to increase dealer revenue and expand market share
- Online application entry, fast credit approvals and funding, on-demand lease portfolio reporting
- Comprehensive suite of standard and customized finance products

GET TO KNOW PNC EQUIPMENT FINANCE

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 \$366 billion in assets over 50,000 employees. PNC offers solutions to businesses throughout the U.S. with expanded reach in Canada. PNC's Corporate & Institutional Banking is a leading provider of financial services to mid-sized and large corporations and is a provider to more than two-thirds of the Fortune 500. For more than 160 years, PNC has navigated a steady course while growing in size, sophistication and service.

- Financially strong with access to deep and stable capital
- Industry 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 select manufacturers grow and expand their business
- World-class vendor finance expertise for North American-based solutions

11 Years

Average Tenure of a PNC Vendor Relationship

\$14+ Billion

Assets Under Management

4th-Largest

Bank-Owned Equipment Finance Company



READY TO HELP

For more information on how customized, solutions-based finance programs can help your business increase sales, **visit pnc.com/ef** or contact your Relationship Manager or PNC Equipment Finance Sales Officer.

PNC and PNC Bank are registered marks of The PNC Financial Services Group, Inc. ("PNC"). Equipment financing and leasing products are provided by PNC Equipment Finance, LLC, a wholly-owned subsidiary of PNC Bank. Energy financing is provided by PNC Energy Capital LLC, a wholly-owned subsidiary of PNC Equipment Finance, LLC.

In Canada, PNC Bank Canada Branch, the Canadian branch of PNC Bank, provides bank deposit, treasury management, lending (including asset-based lending through its Business Credit division) and leasing products and services (through its Equipment Finance division). Deposits with PNC Bank Canada Branch are **not** insured by the Canada Deposit Insurance Corporation. Deposits with PNC Bank Canada Branch are **not** insured by the Federal Deposit Insurance Corporation, nor are they guaranteed by the United States Government or any agency thereof.

In the event of the failure of PNC Bank, deposits with PNC Bank Canada Branch would be treated as unsecured general liabilities, and creditors would be considered general creditors of PNC Bank. Lending and leasing products and services, as well as certain other banking products and services, require credit approval.

©2017 The PNC Financial Services Group, Inc. All rights reserved.

CIB EF PDF 0517-0136-537401