Equipment Finance



Small Businesses

Leverage Equipment Leasing for Bottom Line Benefits

Ideas

to reach your goals.

Advice

to make your decisions with more confidence.

Solutions

to meet your challenges with greater ease.

We have become a reliable leader in lease financing by helping smaller business owners and finance managers appreciate and reap the bottom line benefits of leasing equipment. Leasing enables you to obtain the equipment and improvements needed to grow your business – without tying up your working capital or valuable credit lines. PNC Equipment Finance is an expert in the business and in your business. Access to our expertise builds confidence in your decisions and a competitive advantage for your company.

PNC Equipment Finance has the local business banking relationships, the strength of PNC's capital resources and the capability to deliver the equipment financing solutions that business professionals need. We have built our reputation in the industry by providing reliable, outstanding customer service and 24/7 access to information. We make it easy to do business with us.

What We Do

We help PNC business banking customers understand the benefits to leases and loans with investments in business equipment. We consider the needs and goals of your company first and then help you determine which type of financing will be more beneficial. With our more than 30 years of experience, we provide customized leasing products matched to your revenue stream and need.

Why Lease?

According to the Equipment Leasing and Finance Association's most recent survey, companies of all sizes lease equipment and assets for three primary reasons:

- > The ability to have the most modern equipment
- > Consistency in budget planning and expenses (planned replacement cycles)
- > Support in managing their company's planned growth

Here are just a few of the reasons that equipment leasing may be more beneficial than other types of financing:

- > 100% financing available
- > Typically, no business statements required for leases up to \$75,000
- > Customized payment schedules are available
- > Soft up-front costs can be included in the monthly lease payment
- > Your lease payments may be tax-deductible as a business expense (always consult your tax advisor as to any tax advantages that may be available with leasing)
- > The risks and uncertainties of equipment ownership may remain with PNC Equipment Finance, not you





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Products and Programs

Fair Market Value lease – This lease structure will have the lowest monthly payment, the most flexibility for the customer and possible tax and accounting advantages (customer should always check with tax and accounting advisors as to advantages available with leasing). End-of-term options include: purchasing the equipment for its fair market value, returning the equipment to PNC or renewing the lease.

Fixed Purchase Option lease – This structure will generally have a slightly higher payment than the fair market value structure but provides a "cap" to the purchase amount at lease termination. End-of-term options are the same as the Fair Market Value structure except purchase of equipment is 10% of the original equipment cost.

One Dollar Buyout lease – Similar to a loan but offers 100% financing and various soft costs can be included in the lease.

TRAC lease – This structure is used for over-the-road vehicles and large commercial vehicles. Includes a stated purchase amount at lease termination that is guaranteed by the customer.

There are other custom structures we offer, including seasonal payments, step up payments, skip payments and 90-day deferred payments.

Things to keep in mind:

With leasing, you are paying to use the equipment rather than to own it. Lease rates vary, depending on the lease structure, equipment type and term.

Even though you are not the owner of the equipment, you have control over payment to the equipment vendor. No payment is made to the equipment vendor until you have delivered a signed "Certificate of Acceptance" to PNC, confirming that you are authorizing payment to the vendor.

You should remember that other costs may be incurred:

- > A documentation fee will be due along with the first payment at lease closing.
- > As with a loan, you, the lessee, will be responsible for any taxes, costs, assessments or fees associated with the purchase or use of the equipment including sales, use and personal property tax.
- > Any taxes paid on behalf of the lessee will contain a small processing fee.

Payments are typically due on the first of the month. A pro-rated payment will be invoiced from the date of acceptance until lease commencement date.

Equipment Covered:

Business Administration Equipment

- > Audio/visual equipment
- > CAD equipment
- Computer equipment
- > Computer rack mounting equipment
- Copying machines
- > Data processing
- > Dictation/transcription
- > Duplicating equipment
- > Facsimile equipment
- > Graphic art equipment
- > Microfilm/microfiche equipment
- > Multiplexers, routers, hubs
- > Point of sale systems
- > Printers
- > Video equipment
- > Voicemail/autodial/message on hold

Office Furniture

- > Teleconferencing equipment
- > Telephone equipment
- > Card entry/control equipment
- > Check protection equipment
- > Cleaning equipment
- > Environmental testing equipment
- > Landscaping equipment
- > Laundry equipment
- > Mailing systems
- > Robotic equipment
- > Testing and scientific equipment

Production Equipment

- > Air compressors
- > Automotive repair equipment
- > Bending machinery

- > Blueprinting equipment
- > Bookbinding equipment
- > Brake service equipment
- > Broadcasting equipment
- > Bulldozers
- > Collating equipment
- Commercial sewing machines
- > Compacting equipment
- > Contractors equipment
- > Conveyor/distribution center equipment
- > Counting machines
- > Cranes
- Dairy equipment
- > Degreasing equipment
- > Die cutting equipment
- Dredging machinery
- > Dry cleaning equipment
- > Engraving equipment
- > Excavating equipment
- > Folding/inserting machinery
- > Food processing equipment
- > Hoists
- > Hotel equipment
- > HVAC equipment
- > Ice making equipment
- > Industrial equipment
- Labeling equipment
- > Lamination equipment
- Lettering machines
- > Lithography equipment
- > Loading dock equipment
- > Machine shop equipment
- > Machine tools
- > Manufacturing equipment
- > Materials handling equipment

- > Metal fabrication equipment
- Metal forming equipment
- > Packaging equipment
- > Paving equipment
- > Perforating equipment
- > Photographic equipment
- > Plastic molding equipment
- > Plating equipment
- > Printing equipment
- > Retail equipment
- > Sandblasting equipment
- > Screen printing equipment
- > Semi conductor equipment
- > Sheet metal equipment
- > Sign making equipment
- > Store fixtures
- > Surveying equipment
- > Textile equipment
- > Tire equipment
- > Typesetting equipment
- > Video imaging equipment (salons)
- > Welding equipment
- > Wheel alignment equipment

Medical Equipment

- > Dental equipment
- > Hospital equipment
- > Laboratory equipment
- > Physical therapy equipment
- > Video imaging systems (medical)
- > X-Ray equipment (CAT scan, MRI)
- > EK@
- > Gamma cameras
- > Examination tables

The Leasing Process

In a few simple steps you can complete and submit a leasing application.

- 1. Complete and submit the application
- 2. Receive a credit decision
- 3. Sign documentation
- 4. Payment to vendor is processed

Equipment financing and leasing products are provided by PNC Equipment Finance, LLC, and by PNCEF, LLC, which are wholly owned subsidiaries of PNC Bank, National Association. Lending and leasing products and services, as well as certain other banking products and services, require credit approval.

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