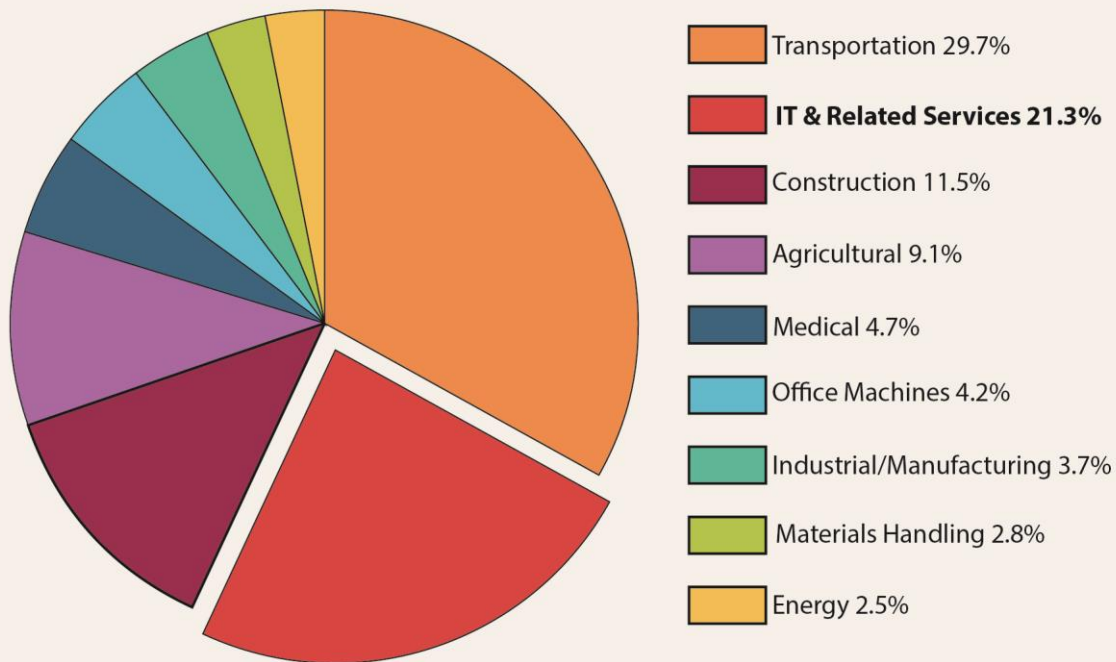


## Fact Sheet: Equipment Finance in the IT / Computer Sector

### EQUIPMENT FINANCE IN THE IT/COMPUTER SECTOR

IT and Related Technology Services equipment represented 21.3% of equipment financing new business volume in the United States in 2015, up from 20.9% in 2014.



Source: 2016 Survey of Equipment Finance Activity.  
Learn how the equipment finance industry equips the IT/computer sector for success:  
[www.EquipmentFinanceAdvantage.org/Abt/facts.cfm](http://www.EquipmentFinanceAdvantage.org/Abt/facts.cfm)

### Equipment Financing Volume

According to the Equipment Leasing and Finance Association's (ELFA) [2016 Survey of Equipment Finance Activity](#), in 2015:

- Overall, IT and related technology services equipment represented 21.3% of equipment financing new business volume reported by ELFA member companies, up from 20.9% in 2014.

- Software represented 5.3% of equipment financing new business volume reported by ELFA member companies, down from 5.5% in 2014.
- PCs and workstations represented 4.6% of equipment financing new business volume reported by ELFA member companies, down from 4.9% in 2014.
- Other IT equipment represented 3.3% of equipment financing new business volume reported by ELFA member companies, unchanged from 2014.
- Computer mainframes and servers represented 3.8% of equipment financing new business volume reported by ELFA member companies, up from 3.2% in 2014.
- Computer networking equipment represented 2.2% of equipment financing new business volume reported by ELFA member companies, down slightly from 2.3% in 2014.
- IT storage equipment represented 1.5% of equipment financing new business volume reported by ELFA member companies, unchanged from 2014.

## Investment

According to the Equipment Leasing & Finance Foundation's [Q3 2016 Equipment Leasing & Finance U.S. Economic Outlook](#):

- Investment in computers decreased at an annualized rate of 32.5% in Q1 2015, and in July 2015 was down 1.8% year over year.
- Computers investment growth is likely to grow modestly through the end of 2016.
- Software investment will likely remain solid through the end of 2016.
- Investment in software increased at a 7.9% annualized rate in Q1 2015, and in July 2015 was up 6.5% year over year.

## IT/Computer Market

According to the [2016 "What's Hot, What's Not"](#) Equipment Leasing Trends Survey released by the Independent Equipment Company, an Alta Group Company, in cooperation with ELFA to measure industry perceptions of equipment types:

- The high-tech/computer industry continues to operate on very low margins, but has a very large secondary market so volume is important.
- In 2015, global computer sales dropped by 10.6% due to the rapid increase in sales of smartphones and tablets, and surpassing 2013's record decline of 9.8%.
- In 2014, U.S. computer sales made a comeback and increased in the U.S. by approximately 4% before decreasing in 2015 by 4.3%.
- Declining PC sales reflect a growing preference for tablets and wearables, but could have positive implications for the secondary market.

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## About ELFA

The Equipment Leasing and Finance Association (ELFA) is the trade association that represents companies in the \$1 trillion equipment finance sector, which includes financial services companies and manufacturers engaged in financing capital goods. ELFA members are the driving force behind the growth in the commercial equipment finance market and contribute to capital formation in the U.S. and abroad. Its 580 members include independent and captive leasing and finance companies, banks, financial services corporations, broker/packageers and

investment banks, as well as manufacturers and service providers. For more information, please visit [www.elfaonline.org](http://www.elfaonline.org). Follow ELFA on Twitter @ELFAonline.

ELFA is the premier source for statistics and analyses concerning the equipment finance sector. Please visit [www.elfaonline.org/Data/](http://www.elfaonline.org/Data/) for additional information.

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ELFA believes that information and education about available options regarding investment in equipment are important to all businesses. ELFA offers resources, including types of finance products, a loan/lease comparison, a glossary of terms, an analysis to help determine suitable financing options, videos and topical bylined articles available for reprint free of charge, at [www.EquipmentFinanceAdvantage.org](http://www.EquipmentFinanceAdvantage.org)

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