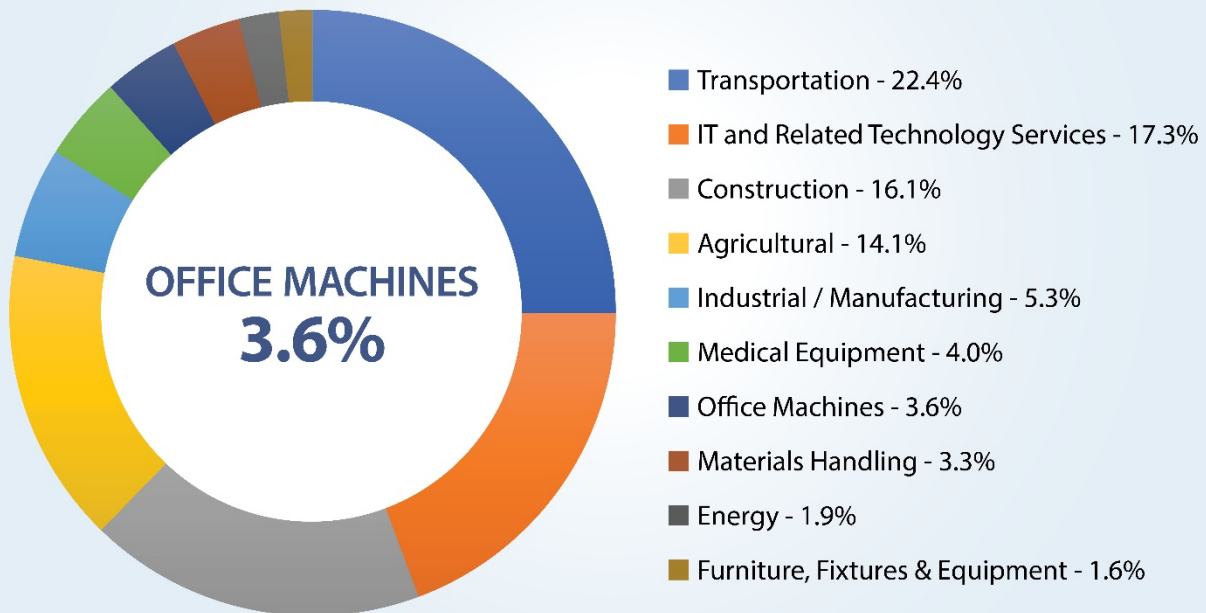


Fact Sheet: Equipment Finance in the Office Equipment Industry



EQUIPMENT FINANCE IN THE OFFICE MACHINES INDUSTRY

Office Machines equipment represents 3.6% of equipment financing new business volume in the United States.



Source: 2022 Survey of Equipment Finance Activity.

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Equipment Financing Volume

According to the Equipment Leasing and Finance Association's (ELFA) [2022 Survey of Equipment Finance Activity](#), in 2021:

- Office machines represented 3.6% of equipment financing new business volume reported by ELFA member companies, down from 4.1% in 2020.
- Office furniture and equipment represented 0.8% of equipment financing new business volume reported by ELFA member companies, down from 1.3% in 2020.

According to the Equipment Leasing & Finance Foundation's [2022 Equipment Leasing & Finance Industry Horizon Report](#):

- Nearly 8 in 10 businesses (79%) that acquired equipment and software used at least one form of financing to do so (i.e., lease, secured loan or line of credit).
- Total public and private sector equipment and software investment expanded to \$2.0 trillion in nominal terms. Approximately 57% of this investment was financed, yielding an industry size estimate of about \$1.16 trillion.
- Of private sector equipment and software investment, 61.8% was financed.
- Leasing was the most common financing method (used by 26%), followed by secured loans (19%) and lines of credit (17%).

According to the Equipment Leasing & Finance Foundation's report, [Vertical Market Outlook Series: Office Imaging](#):

- Enterprises spend 2%-3% of their yearly revenue on imaging and printing (globally).
- In 2020, global revenue of the printer and copier market was over \$10 billion.
- Global revenue for the printer and copier market is estimated to increase slightly in 2021 before beginning to decrease to around \$9.8 billion by 2025.
- About 450 billion fewer pages were printed from home and office devices worldwide in 2020 due to COVID-19 disruption. 2.8 trillion pages were printed globally in 2020, a decrease of 14%.
- Managed print services (MPS) are forecast for 4.4% growth (CAGR) in revenues over the next four years.

According to "[What's Hot, What's Not: Equipment Market Forecast 2022](#)," based on a survey of ELFA members to measure industry perceptions of equipment types:

- The copier segment is challenged and is expected to remain so.
- In response to continued declines in new copier sales, original equipment manufacturers (OEMs) first fought for market share and control of the secondary market but have progressed to reductions and restructuring.
- In 2021, global sales of computers increased 14.8% due to the high number of work-at-home employees.
- Used prices for newer PCs increased by around 10% in 2021.

Investment

According to the Equipment Leasing & Finance Foundation's Q3 update to the [2022 Equipment Leasing & Finance U.S. Economic Outlook](#):

- Investment in equipment and software is forecast to grow at an annualized rate of 5.9% in 2022.

Office Machines Industry

According to the U.S. Bureau of Economic Analysis, in 2021:

- Photocopy and related equipment investment was \$8.7 billion.
- Office and accounting equipment investment was \$3.2 billion.

According to D&B First Research:

- The U.S. computer and office equipment distribution industry includes about 17,000 companies with combined annual revenue of about \$300 billion.
- The U.S. industry is concentrated with the top 50 companies accounting for about 80% of revenue.
- Major products include computers and peripheral equipment (about 45% of industry revenue), new computers, such as personal computers (about 30%), and computer peripheral equipment (about 10%).

About ELFA

The Equipment Leasing and Finance Association (ELFA) is the trade association that represents companies in the nearly \$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/packagers and investment banks, as well as manufacturers and service providers. ELFA has been equipping business for success for more than 60 years. For more information, please visit www.elfaonline.org.

ELFA's **Knowledge Hub** is *the* source for business intelligence on the equipment finance industry. This one-stop, online library provides easy access to ELFA's wide range of industry data and information. Visit <https://www.elfaonline.org/KnowledgeHub> for additional information.

ELFA believes that information and education about available options regarding investment in equipment are important to all businesses. ELFA offers resources, including 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

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