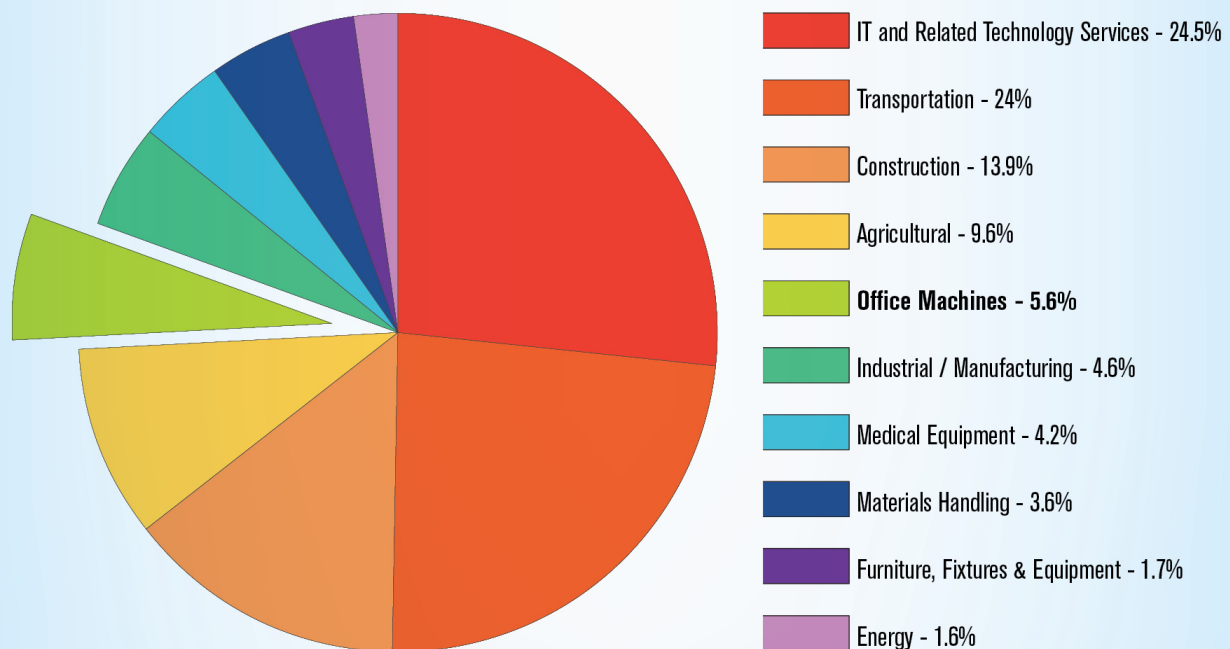


Fact Sheet: Equipment Finance in the Office Equipment Industry

EQUIPMENT FINANCE IN THE OFFICE MACHINES INDUSTRY



Office Machines equipment represents 5.6% of equipment financing new business volume in the United States.



Source: 2019 Survey of Equipment Finance Activity.

Learn how the equipment finance industry equips your business for success at www.EquipmentFinanceAdvantage.org/Abt/facts.cfm

Equipment Financing Volume

According to the Equipment Leasing and Finance Association's (ELFA) [2019 Survey of Equipment Finance Activity](#), in 2018:

Office machines represented:

- 5.6% of new business volume reported by *all surveyed* ELFA member companies, a decrease from 6% in 2017, and ranked 5th most financed among equipment types.
- 2.4% of new business volume reported by ELFA *captive* member companies, down from 2.7% in 2017.

- 6.8% of new business volume reported by ELFA *bank* member companies, down from 7.2% in 2017.
- 12.8% of new business volume reported by ELFA *independent* member companies, down from 13.1% in 2017.

Office furniture & equipment represented:

- 0.7% of new business volume reported by *all surveyed* ELFA member companies, a decrease from 0.9% in 2017.
- 1% of new business volume reported by ELFA *bank* member companies, down from 1.4% in 2017.
- 1.7% of new business volume reported by ELFA *independent* member companies, unchanged from 2017.

The Equipment Leasing & Finance Foundation's [2019 Equipment Leasing & Finance Industry Horizon Report](#) end-user survey, which focused on private sector investment, revealed that among businesses that acquired equipment and software in 2018:

- Nearly 8 in 10 (79%) used at least one form of financing to do so (i.e., lease, secure loan, or line of credit).
- Leasing was the most common financing method (used by 24%); 16% used lines of credit, 12% used secured loans and 3% used other forms of finance.

According to [“What’s Hot, What’s Not: Equipment Market Forecast 2019,”](#) 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 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.

Investment

According to the Equipment Leasing & Finance Foundation's [Q3 2019 Equipment Leasing & Finance U.S. Economic Outlook](#):

- Investment in equipment and software is expected to grow 3.9% in 2019.

Office Machines Industry

According to First Research:

- The U.S. computer and office equipment distribution industry includes about 16,000 establishments with combined annual revenue of about \$275 billion.
- The U.S. industry is concentrated with the top 50 companies accounting for about 70% of revenue.

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 575 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. 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/ 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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