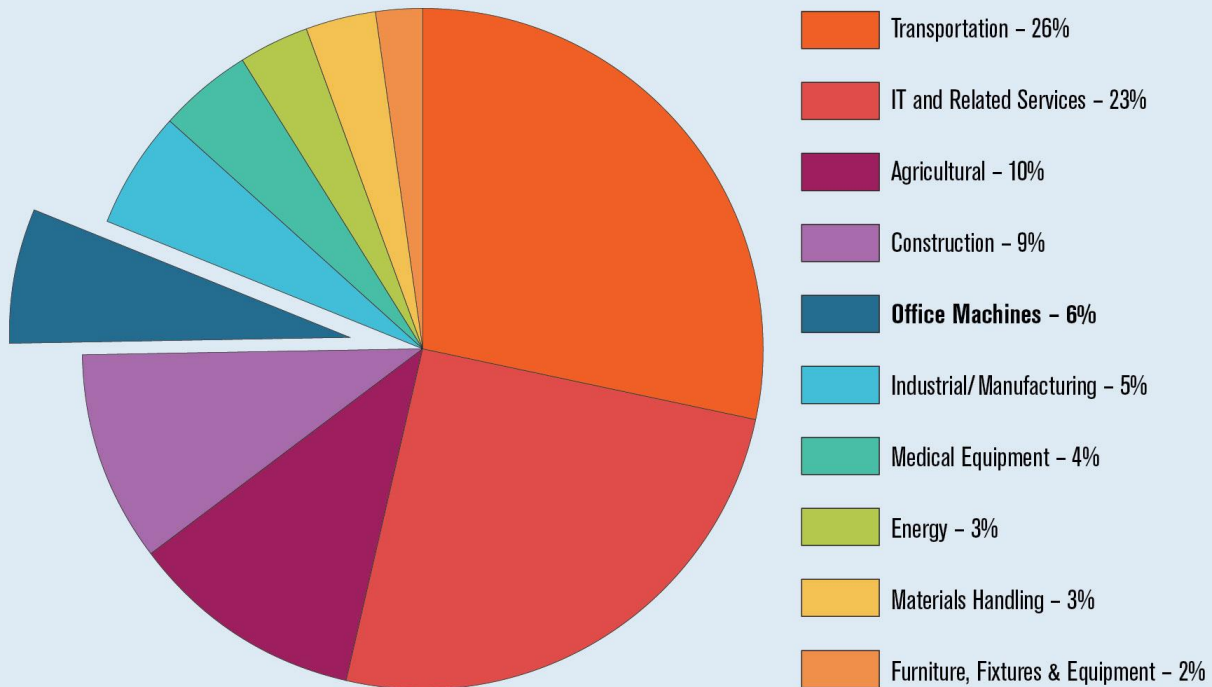


Fact Sheet: Equipment Finance in the Office Equipment Industry

EQUIPMENT FINANCE IN THE OFFICE MACHINES INDUSTRY



Office Machines equipment represents 6% of equipment financing new business volume in the United States.



Source: 2017 Survey of Equipment Finance Activity.

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

Equipment Financing Volume

According to the Equipment Leasing and Finance Association's (ELFA) [2017 Survey of Equipment Finance Activity](#), in 2016:

Office machines represented:

- 5.9% of new business volume reported by *all surveyed* ELFA member companies, an increase from 4.7% in 2015, and were among the top five most-financed equipment types.
- 3.8% of new business volume reported by ELFA *captive* member companies, up from 3.3% in 2015.

- 6.0% of new business volume reported by ELFA *bank* member companies, up from 4.5% in 2015.
- 12.3% of new business volume reported by ELFA *independent* member companies, down from 13.0% in 2015.

Office furniture & equipment represented:

- 1.4% of new business volume reported by *all surveyed* ELFA member companies, an increase from 1.1% in 2015.
- 1.9% of new business volume reported by ELFA *bank* member companies, up from 1.3% in 2015.
- 2.6% of new business volume reported by ELFA *independent* member companies, down from 3.0% in 2015.

The Equipment Leasing & Finance Foundation's [U.S. Equipment Finance Market Study: 2016-2017](#) reported that in 2015:

- 78% of respondents in a survey of businesses used at least one form of financing when acquiring equipment.
- This is an increase from 72% of respondents from the 2012 Foundation market study, and represents an increase in the overall propensity to finance.
- 68% of the total value of equipment and software acquired was financed, a significant increase from the previous estimate of 55% forecast in the 2012 Foundation market study.

Investment

According to the Equipment Leasing & Finance Foundation's [Q3 2017 Equipment Leasing & Finance U.S. Economic Outlook](#):

- Investment in equipment and software is expected to grow 3.6% in 2017.

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 \$260 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/package 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

Media Contact:

Amy Vogt, Vice President, Communications and Marketing, ELFA
202-238-3438
avogt@elfaonline.org