



ELFA What's Hot / What's Not Update Webinar  
September 5, 2024

# 2024 Update What's Hot / What's Not in Equipment Leasing and Finance

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and Gregory Chrappa, A.S.A.  
The Alta Group, LLC

# Update Panel:

**Carl C. Chrappa**, The Alta Group, LLC, Senior Managing Director - A.S.A, M.R.I.C.S., I.F.A. – most types of capital equipment, national / international

**Ben Steller**, Stonebriar Commercial Finance, LLC, Vice President – A.S.A. – general equipment

**Rob Herb**, DLL, Head of Global Asset Management, Life Tech Global Business Unit - A.S.A. (Member MTS Education Committee) – healthcare, workplace, tech, sustainability & circularity for capital equipment

**Wade Whitenburg**, Ritchie Bros Global – transportation, construction, material handling, forestry, agriculture, mining, energy, utility industries

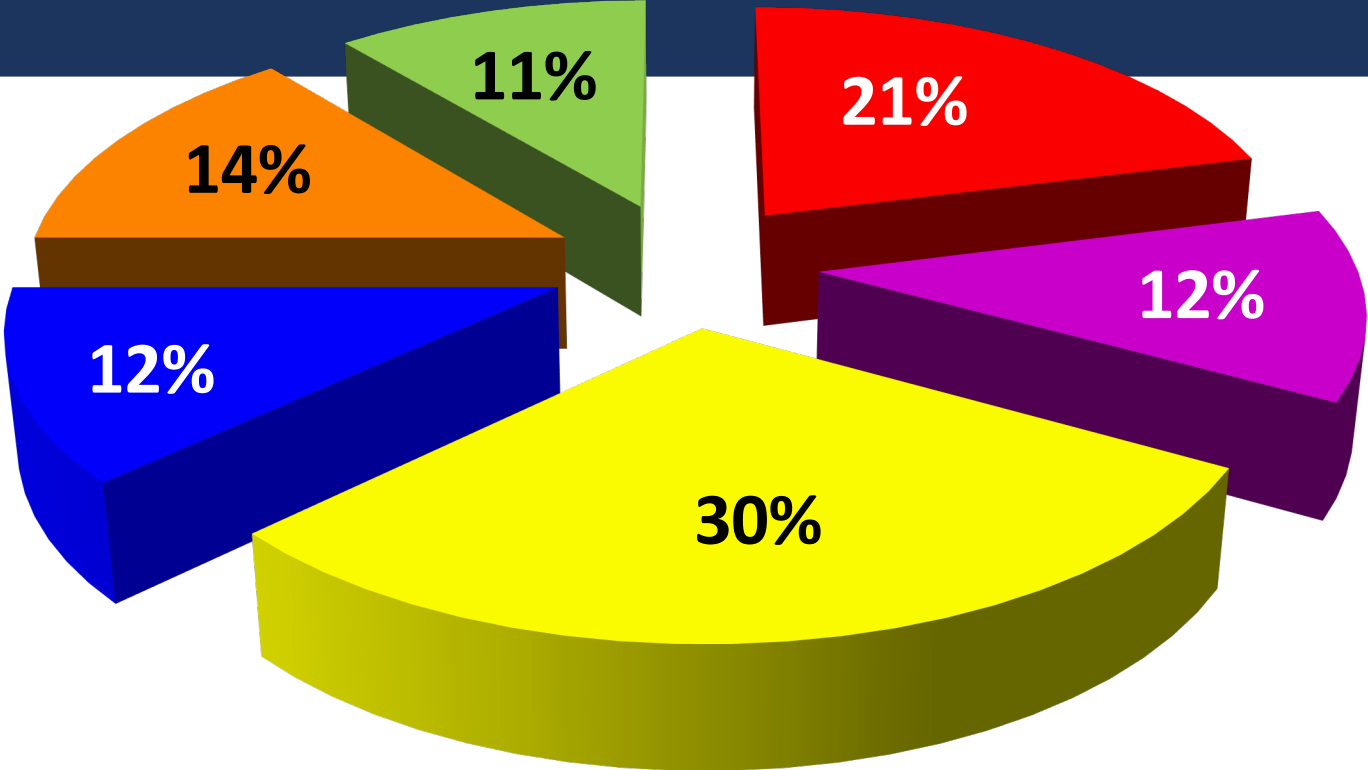
**Gregory Chrappa**, The Alta Group, LLC, Managing Director - A.S.A. - transportation, construction, aircraft, general capital equipment

# OUTLINE

- ***Results of Hot / Not Survey\****
- ***Revised 2024 Economic Overview***
- ***Review Update of each Equipment Market Surveyed***

- Please feel free to download the ‘Hot/Not’ article from the Knowledge Hub of the ELFA website, url  
- <https://www.elfaonline.org/knowledge-hub/most-popular-resources> below the MLFI.

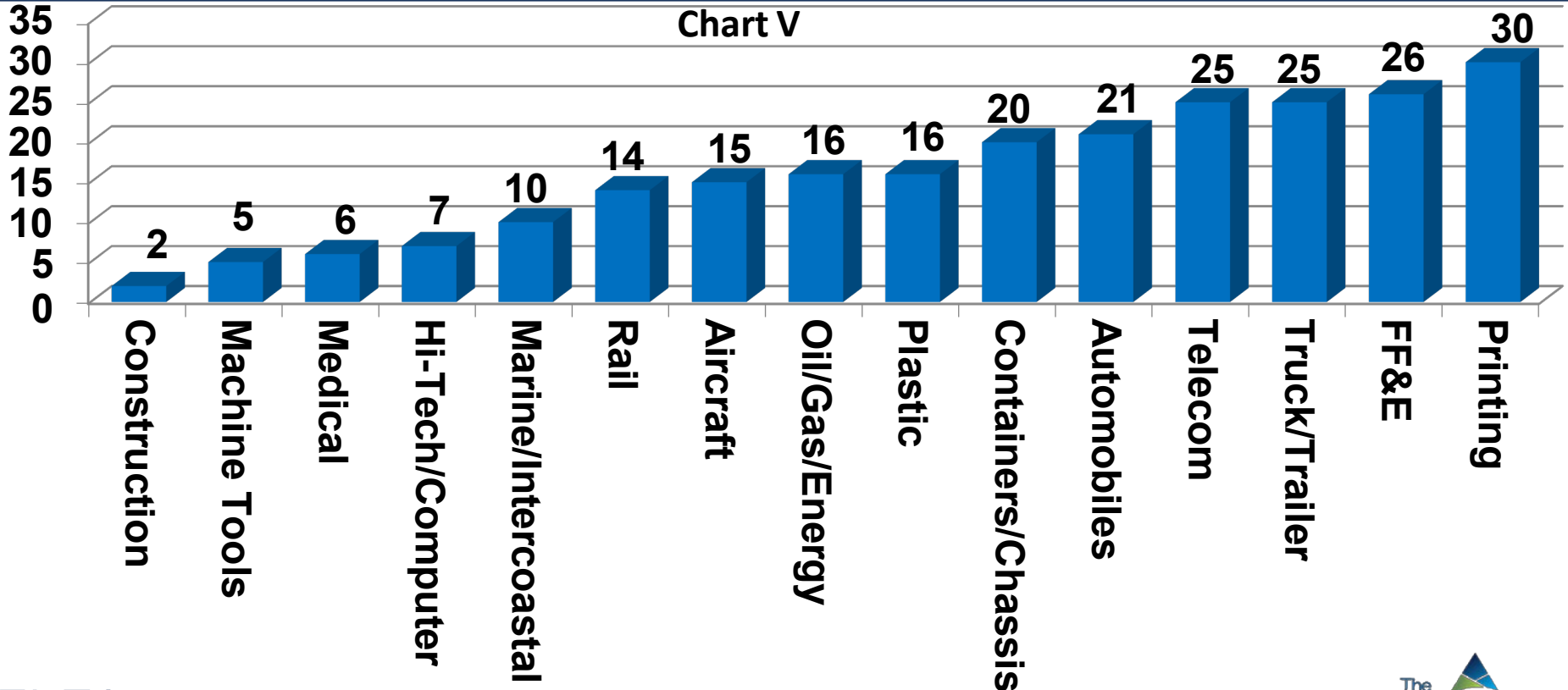
# COMPOSITION OF RESPONDENTS TO 2024 SURVEY



- \$0-\$50MM
- \$50-\$100MM
- \$100-\$500MM
- \$500MM-\$1BN
- \$1-\$3 BN
- >\$3 BN

# FINAL OVERALL SCORE AND RANKING

LOWEST SCORE BEING THE BEST



# Equipment Survey Results

## 2024 versus 2023 -- OVERALL RANKING SCORES

Equipment Type	2024 Score	2023 Score	Difference
CONSTRUCTION	2	2	+0
MACHINE TOOLS	5	4	-1
MEDICAL	6	7	+1
HI TECH/COMPUTER	7	10	+3
MARINE/INTERCOASTAL	10	12	+2
RAIL	14	21	+7
AIRCRAFT	15	16	+1
OIL/GAS/ENERGY	16	22	+6
PLASTICS	16	15	-1
CONTAINERS/CHASSIS	20	16	-4
AUTOMOBILES	21	23	-4
TELECOM	25	27	+2
TRUCK/TRAILER	25	7	-18
FF&E	26	27	+1
PRINTING	30	30	+0



**So, What's Around the Corner?**

# GDP\* “On to a soft landing...”

**2024 estimated GDP: ~~+2.4%~~+2.5%**

Year	GDP	Year	GDP
2023	+2.5%	2015	+2.7%
2022	+1.9%	2014	+2.3%
2021	+5.9%	2013	+1.8%
2020	<b>-3.4%</b>	2012	+2.3%
2019	+2.3%	2011	+1.5%
2018	+2.9%	2010	+2.7%
2017	+2.3%	2009	<b>-2.6%</b>
2016	+1.7%	2008	+0.1%

\* Compound Annual Growth Rate quarter-over-quarter



# BUSINESS FIXED INVESTMENT (Equipment)

<i>Year</i>	<i>YoY %</i>
2025 F	<del>+4.1%</del> +4.6%
2024 F	<del>+0.4%</del> +2.5%
2023	<b>-0.1%</b>
2022	+5.2%
2021	+10.3%

# CPI\* (Annual)

<u>2025 F</u>	<u>+2.3% F</u>	<u>2018</u>	<u>+2.4%</u>
<u>2024 F</u>	<u>+2.7%+2.9</u>	<u>%2017</u>	<u>+2.1%</u>
<u>2023</u>	<u>+4.1%</u>	<u>2016</u>	<u>+1.3%</u>
<u>2022</u>	<u>+8.0%</u>	<u>2015</u>	<u>+0.1%</u>
<u>2021</u>	<u>+4.7%</u>	<u>2014</u>	<u>+1.6%</u>
<u>2020</u>	<u>+1.2%</u>	<u>2013</u>	<u>+1.5%</u>
<u>2019</u>	<u>+1.8%</u>	<u>2012</u>	<u>+2.1%</u>

# CONSUMER INCOME

## Disposable Income

<u>Year</u>	<u>Real</u>	<u>Nominal</u>	<u>Year</u>	<u>Real</u>	<u>Nominal</u>
2024 F	<del>+1.8%</del> +2.9 %	<del>+3.8%</del> +4.4%	2019	+2.3%	+4.1%
2023 P	+4.2%	+5.2%	2018	+4.0%	+5.6%
2022	<b>-6.0%</b>	+2.0%	2017	+2.6%	+4.4%
2021	+1.9%	+7.4%	2016	+1.4%	+2.4%
2020	+6.2%	+6.5%	2015	+4.2%	+5.0%

Source: WF/BMO/Livingston Report/FRED

Source:

# SAVINGS RATE

<i>Year</i>	<i>Rate %</i>	<i>Year</i>	<i>Rate %</i>
2025 F	<del>4.9%</del> 3.5%	2022	3.2%
2024 F	<del>4.2%</del> 3.5%	2021	12.0%
2023	4.4%	1Q21	20.4%

Source: FRED, TD

# INVESTMENTS

	2015	2017	2018	2021	2022	2023	08/20/24
o Dow Jones (Industrials)	-2.2% 17,425	+25.1% 24,719	-5.6% 23,327	+18.9% 36,398	-8.9% 33,147	+13.7% 37,689	+8.5% 40,896
o S&P 500	-1.0% 2,043	+19.4% 2,673	-6.2% 2,506	+27.4% 4,786	-19.8% 3,840	+24.2% 4,769	+17.6% 5,608
o NASDAQ	+5.7% 5,007	+28.2% 6,903	-3.9% 6,635	+22.5% 15,781	-33.7% 10,466	+43.4% 15,011	+19.1% 17,877
o Russell 2000	-5.7% 1,135	+13.1% 1,535	-12.2% 1,348	+13.8% 2,246	-21.6% 1,761	+15.18% 2,027	+6.9% 2,168

# COMMODITIES (JAN. 1)

	<u>2024 (8)</u>	<u>2024 (1)</u>	<u>2023 (1)</u>	<u>2021 (9)</u>	<u>2020 (9)</u>	<u>2015</u>	<u>2011</u>	<u>2009</u>	<u>2003</u>
<i>Scrap Iron</i> (\$ per ton)	\$350	\$350	\$360	\$450	\$235	\$290	\$360	\$335	\$61
<i>Gold</i> (\$ per oz.)	\$2,501	\$2,078	\$1,812	\$1,780	\$1,940	\$1,184	\$1,421	\$918	\$350
<i>Aluminum</i> (\$ per lb.)	\$1.15	\$1.05	\$1.07	\$1.30	\$0.99	\$0.83	\$1.11	\$0.68	\$0.63
<i>Copper</i> (\$ per lb.)	\$4.17	\$3.88	\$3.81	\$4.26	\$2.96	\$2.84	\$4.44	\$3.57	\$0.73
<i>Oil</i> (\$ per bbl)	\$74.37	\$71.65	\$78.40	\$74.80	\$39.77	\$53.27	\$91.38	\$91.77	\$30
<i>Natural Gas</i> (\$ per mmbtu)	\$2.24	\$2.51	\$4.48	\$5.05	\$2.58	\$2.89	\$4.41	\$8.30	\$4.88
<i>HRC</i> (\$ per ton)	\$680	\$1,100	\$700	\$1,952	\$540	\$720	\$780	\$600	\$295

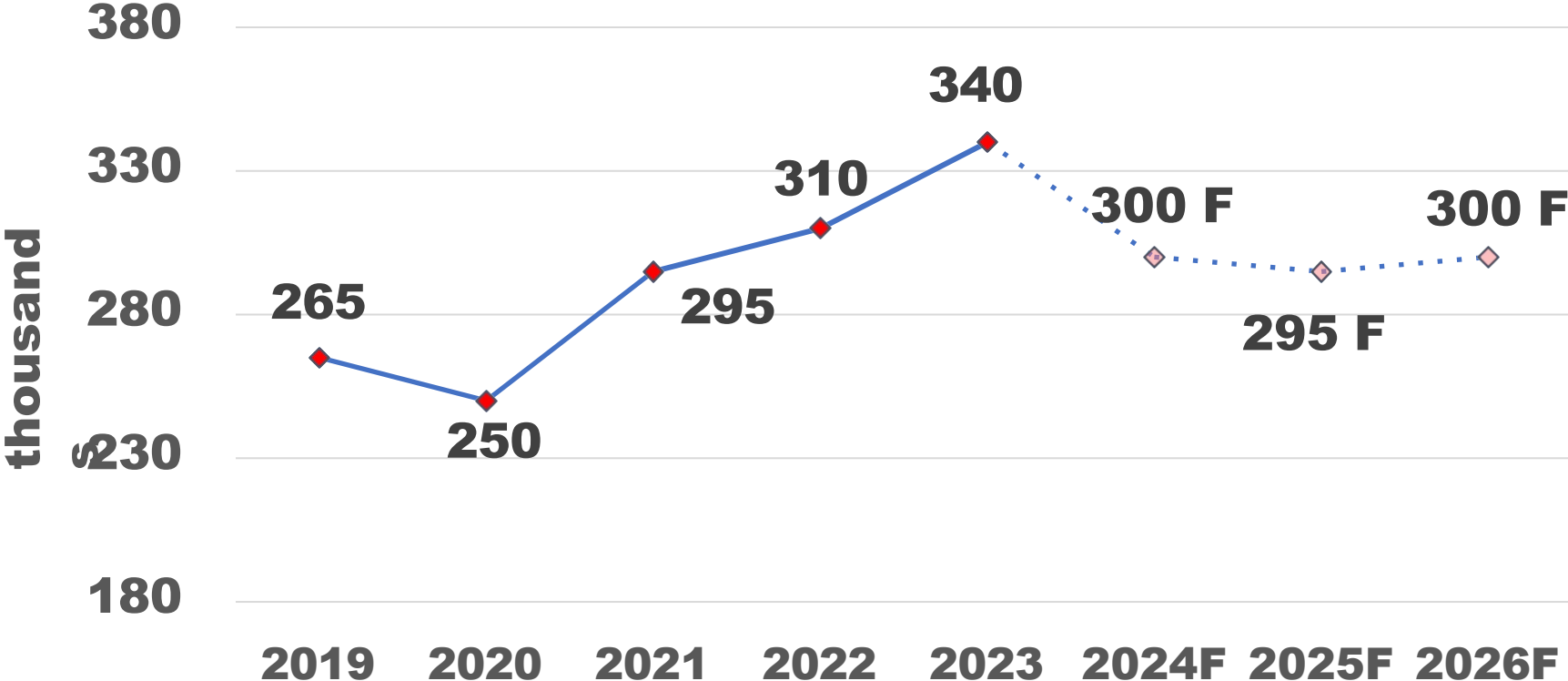
# GLOBAL ECONOMIES

	<u>2007</u>	<u>2009</u>	<u>2011</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2023 P</u>	<u>2023 R</u>
<b>Global</b>	<b>+5.2%</b>	<b>-1.1%</b>	<b>+4.0%</b>	<b>+2.8%</b>	<b>-3.3%</b>	<b>+5.5%</b>	<b>+3.1%</b>	<b>+3.2%</b>
U.S.A.	+2.1%	-2.4%	+1.7%	+2.2%	-3.5%	+5.9%	+2.5%	+2.5%
Japan	+1.9%	-5.3%	-0.7%	+0.3%	-4.8%	+2.1%	+1.8%	+0.8%
Euro Area	+2.6%	-3.9%	+1.5%	+1.3%	-6.6%	+5.0%	+0.6%	+1.0%
Germany	+2.6%	-4.7%	+3.0%	+06%	-4.9%	+2.7%	-0.2%	+0.3%
China	+11.5%	+8.3%	+9.2%	+5.8%	+2.3%	+7.9%	+5.2%	+4.7%
Britain	+3.1%	-4.7%	+0.9%	+1.4%	-9.9%	+6.7%	+0.2%	+0.6%
France	+1.9%	-2.2%	+1.5%	+1.5%	-8.2%	+6.7%	+0.8%	+1.2%
Italy	+1.7%	-4.7%	+0.5%	+0.3%	-8.9%	+6.3%	+0.7%	+1.0%
Spain	+3.7%	-3.6%	+0.6%	+2.0%	-11.0%	+4.4%	+2.3%	+2.4%
Canada	+2.5%	-2.5%	+2.3%	+1.9%	-5.3%	+5.0%	+1.1%	+1.1%





# N.A. Construction Equipment Unit Sales



9/4/2024

Source: International Construction

# Rental Construction Equipment

Revenue Growth for 2023: +8.6%

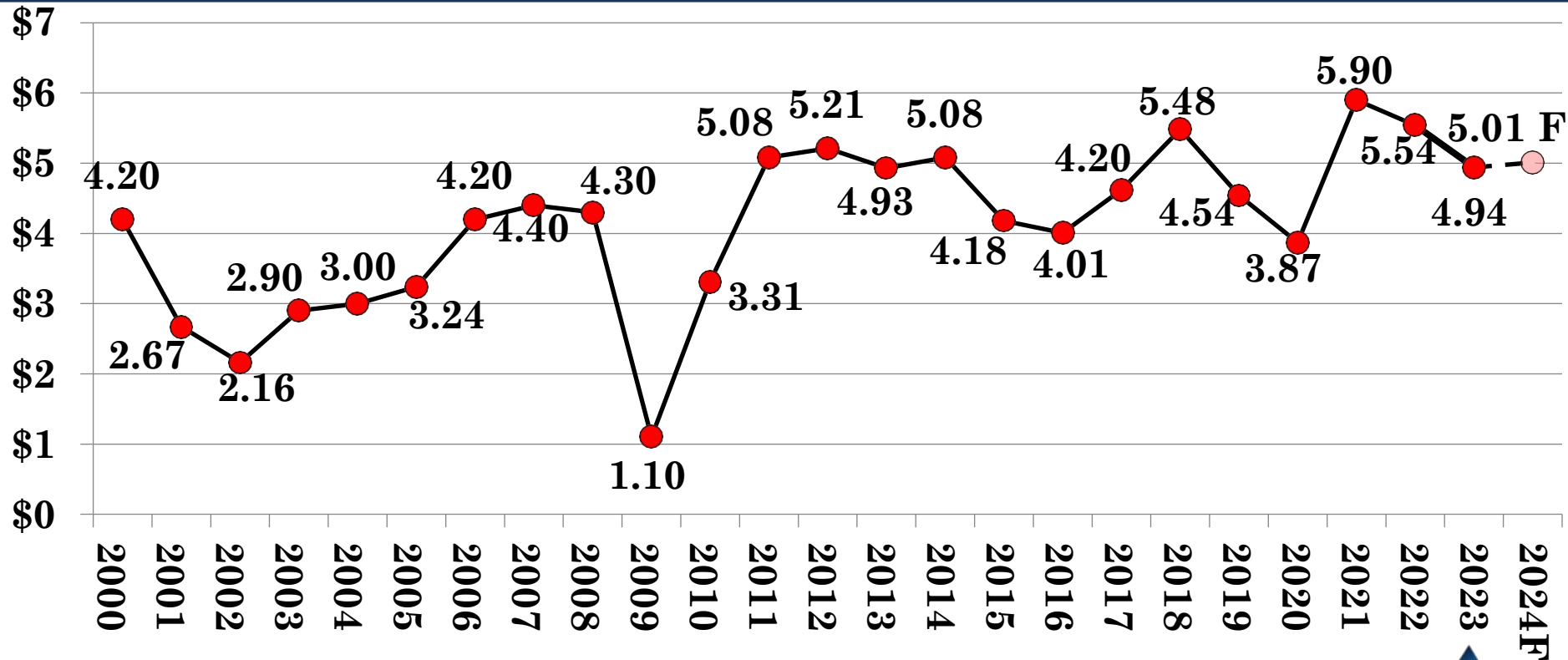
*Estimated Revenue Growth for 2024: +8.9%\**

## Rental Utilization Rate:

<u>2023</u>	<u>62%</u>
<u>2022</u>	<u>68%</u>
<u>2021</u>	<u>66%</u>



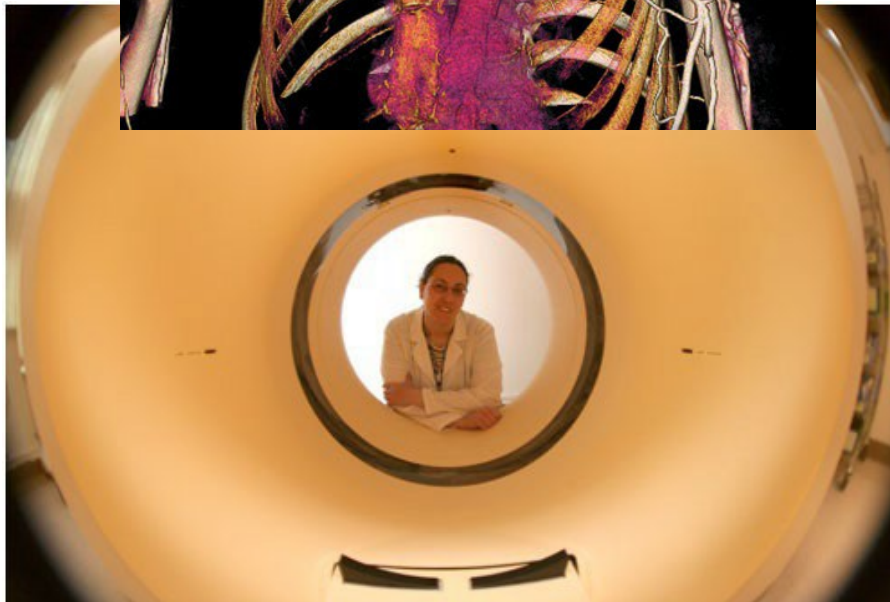
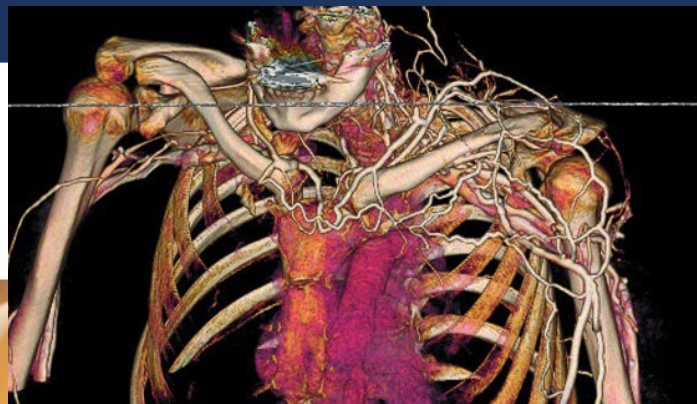
# US MACHINE TOOL ORDERS (IN \$BILLION)

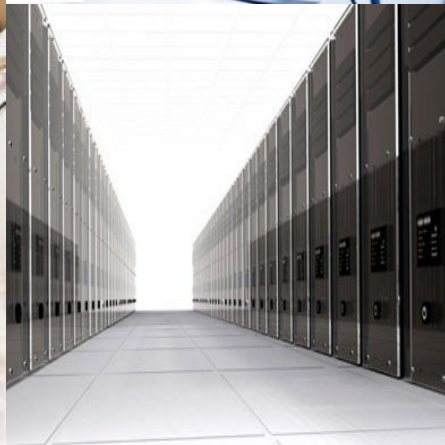


# USED MACHINE TOOL SALES

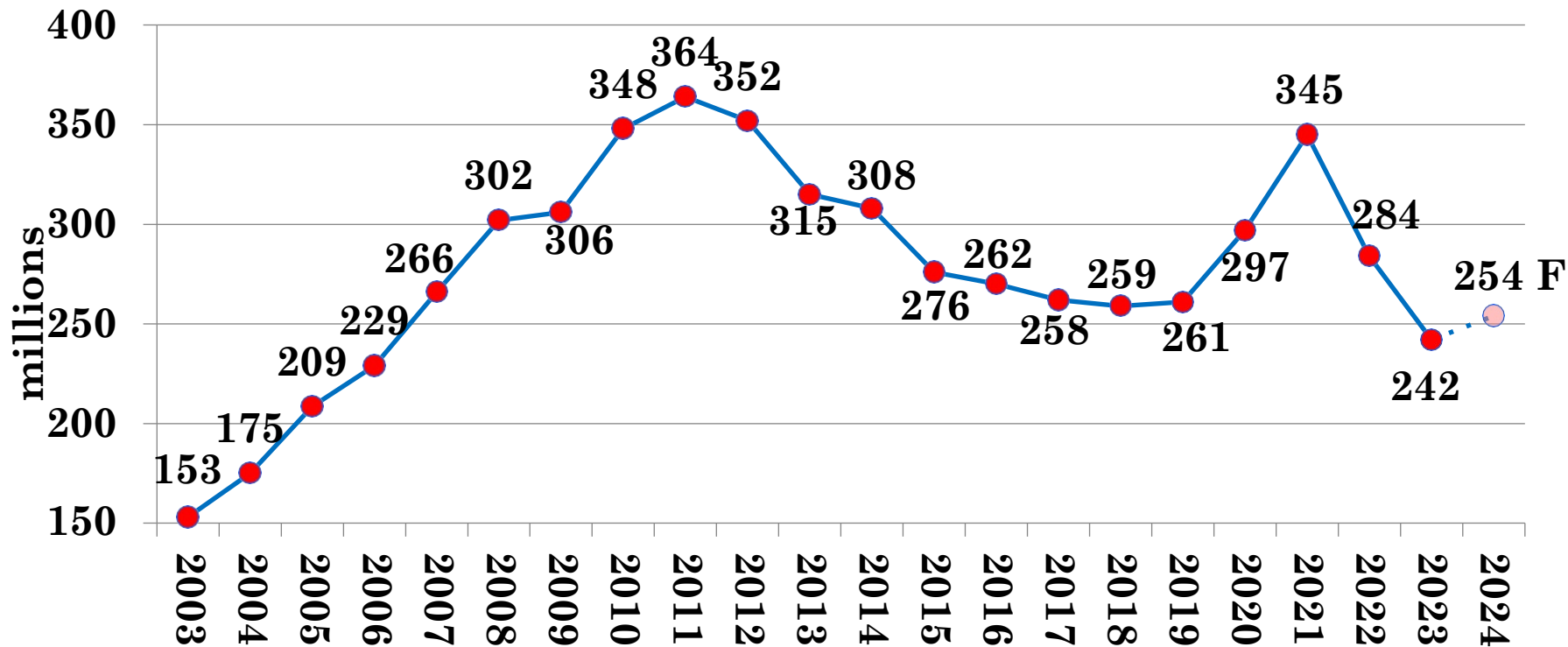
## 5 yr old Haas VMC

	<u>Auction Price</u>	<u>Change from '09</u>
<b>2009</b>	<b>\$28,000</b>	<b>—</b>
<b>2011</b>	<b>\$50,000</b>	<b>+79%</b>
<b>2013</b>	<b>\$52,000</b>	<b>+86%</b>
<b>2014</b>	<b>\$54,000</b>	<b>+93%</b>
<b>2020</b>	<b>\$53,000</b>	<b>+89%</b>
<b>2022</b>	<b>\$58,000</b>	<b>+107%</b>
<b>2023</b>	<b>\$56,000</b>	<b>+100%</b>
<b>2024</b>	<b>\$50,000</b>	<b>+79%</b>





# WORLDWIDE NON-TABLET PC SALES in Millions of Units



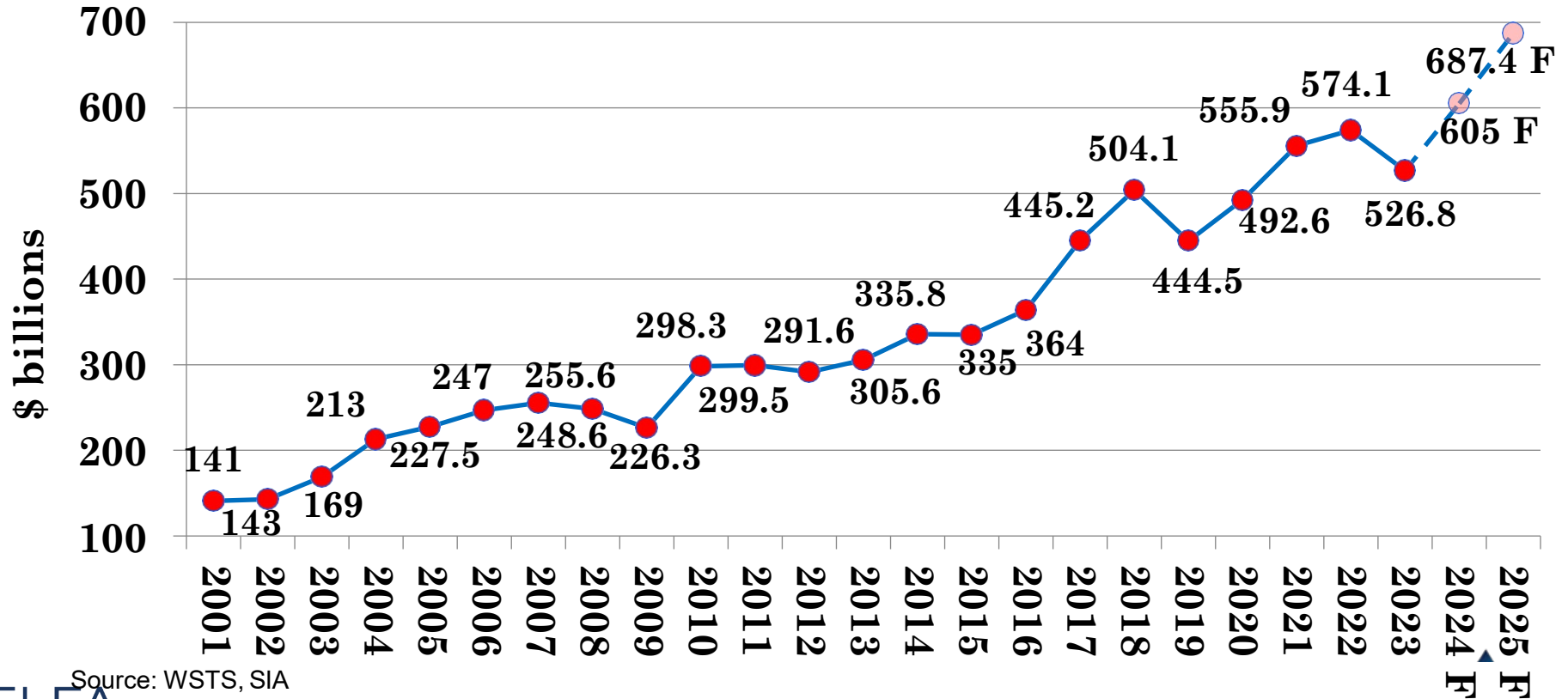
Source: IDC, Gartner Group



# GLOBAL SEMICONDUCTOR SALES

## in Billions of US Dollars

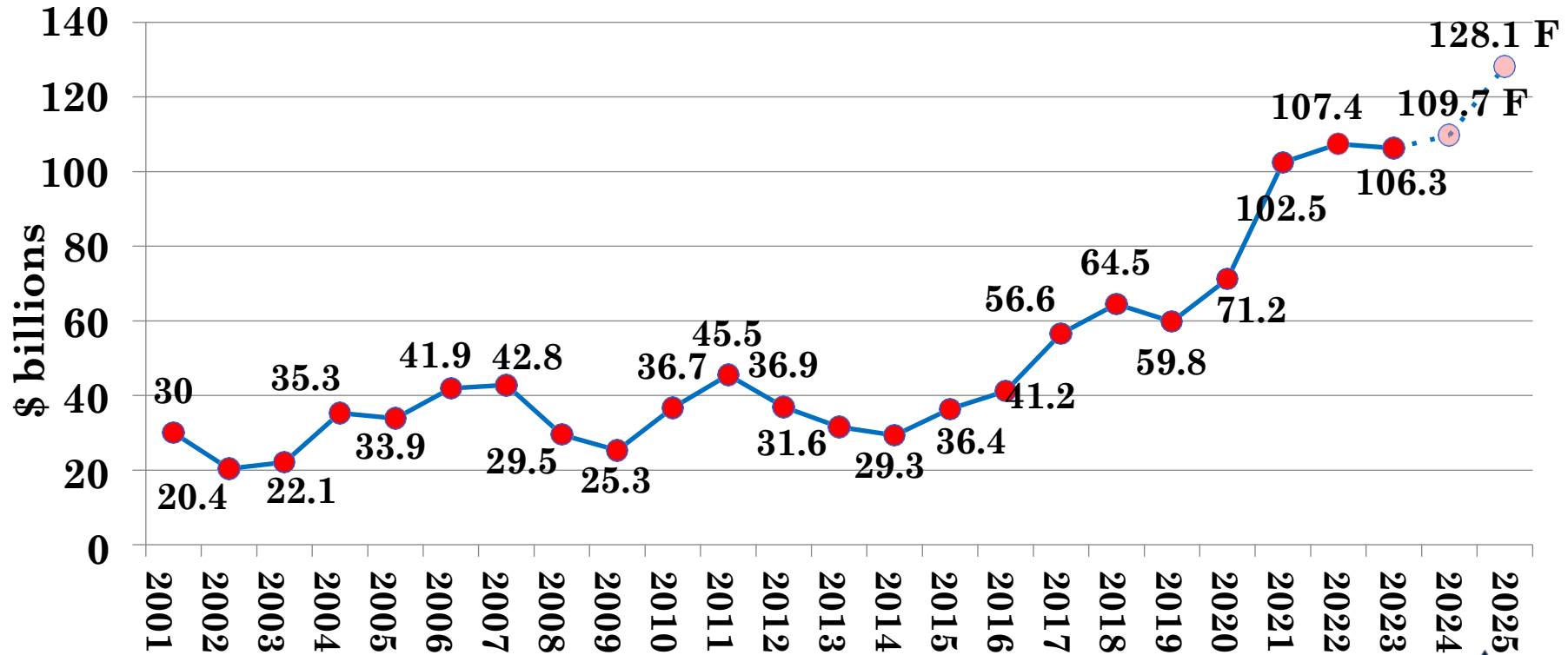
(ICs and OSDs)



Source: WSTS, SIA

# GLOBAL SEMICONDUCTOR EQUIPMENT SALES

## in Billions of US Dollars

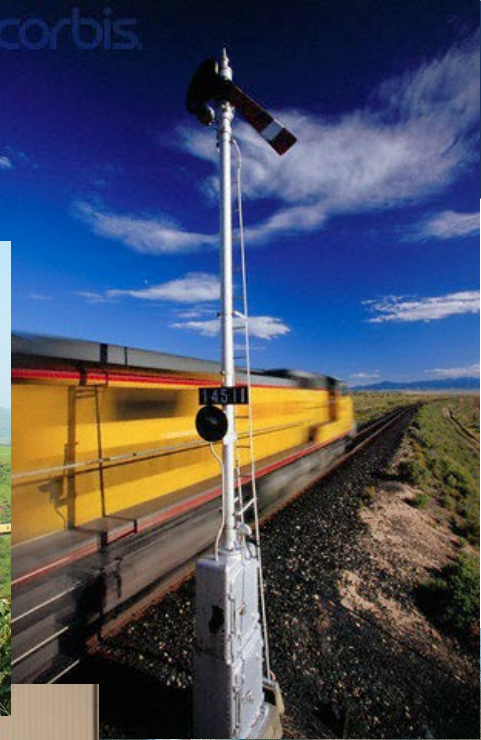


Source: SEMI



# 2024 VALUE FORECAST





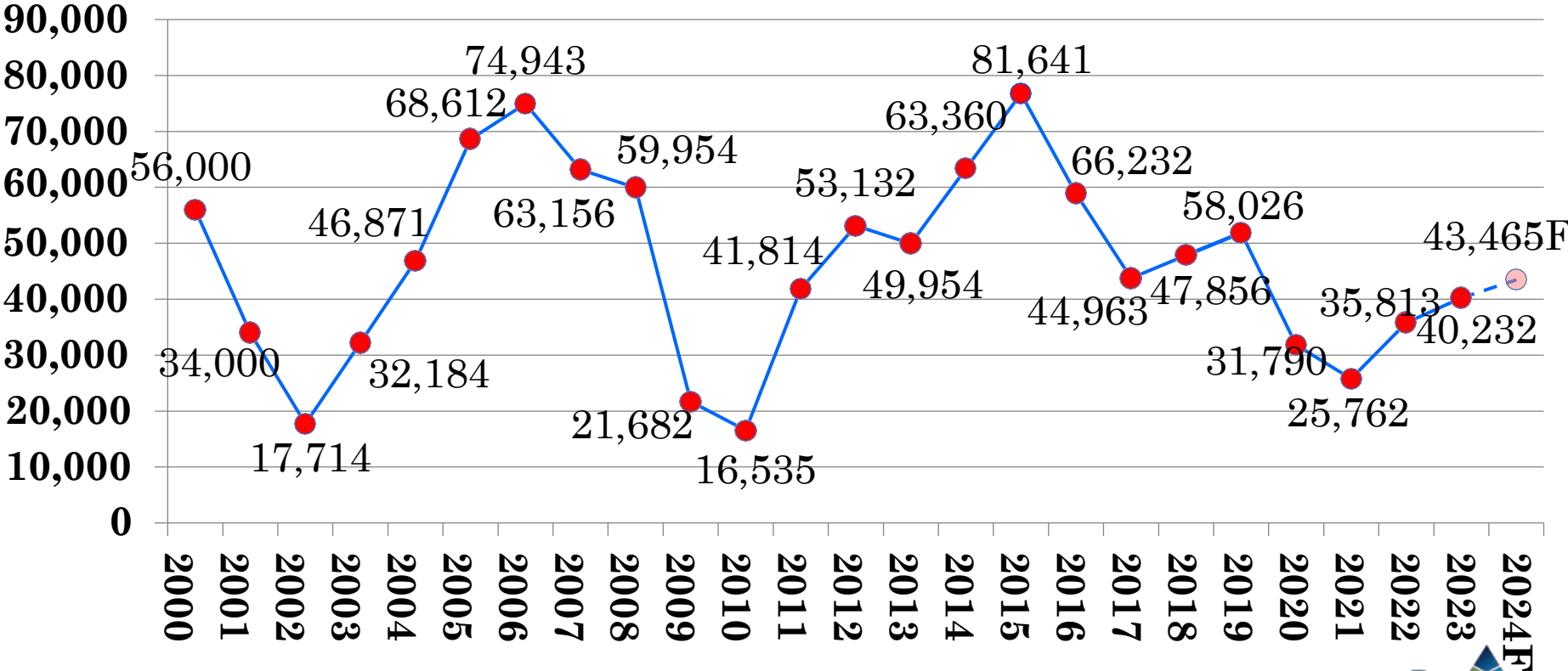
# U.S. RAIL TRAFFIC\*

	week ended 8-10-24		Year-to-Date 2024		
	Cars	vs 2023	Cumulative	Avg / wk	vs 2023
<b>Total Carloads</b>	<b>222,039</b>	<b>-0.9%</b>	<b>6,864,604</b>	<b>214,519</b>	<b>-4.0%</b>
Chemicals	32,959	+9.9%	1,307,519	32,422	+4.3%
Coal	61,031	-11.1%	1,746,045	54,564	-16.0%
Farm Products excl. Grain and Food	16,193	+3.5%	527,620	16,488	+2.1%
Forest Products	7,797	+4.9%	265,552	8,299	+2.0%
Grain	18,402	+26.6%	631,686	19,740	+7.1%
Metallic Ores and Metals	19,432	-4.5%	637,693	19,928	-3.2%
Motor Vehicles and Parts	15,184	+1.6%	477,759	14,930	+1.8%
Nonmetallic Minerals	31,849	-3.9%	935,232	29,226	-7.7%
Petroleum and Petroleum Products	10,318	+3.6%	329,736	10,304	+10.4%
Other	8,874	-4.5%	275,762	8,618	+1.0%
<b>Total Intermodal Units</b>	<b>274,470</b>	<b>+10.6%</b>	<b>8,237,398</b>	<b>257,419</b>	<b>+8.7%</b>
<b>Total Traffic</b>	<b>496,509</b>	<b>+5.2%</b>	<b>15,102,002</b>	<b>471,938</b>	<b>+2.5%</b>

Source: Association of American Railroads

\* Excludes U.S. operations of CPKC, CN & GMXT

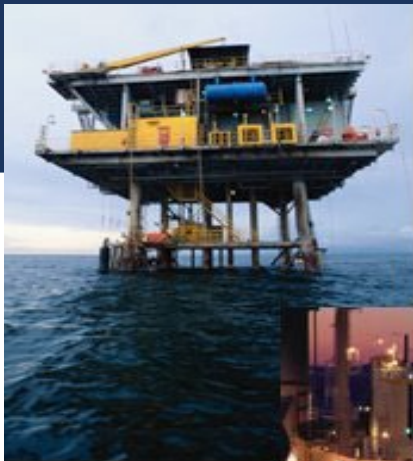
# NEW N.A. RAILCAR DELIVERIES





✈️ Alta  
Aviation



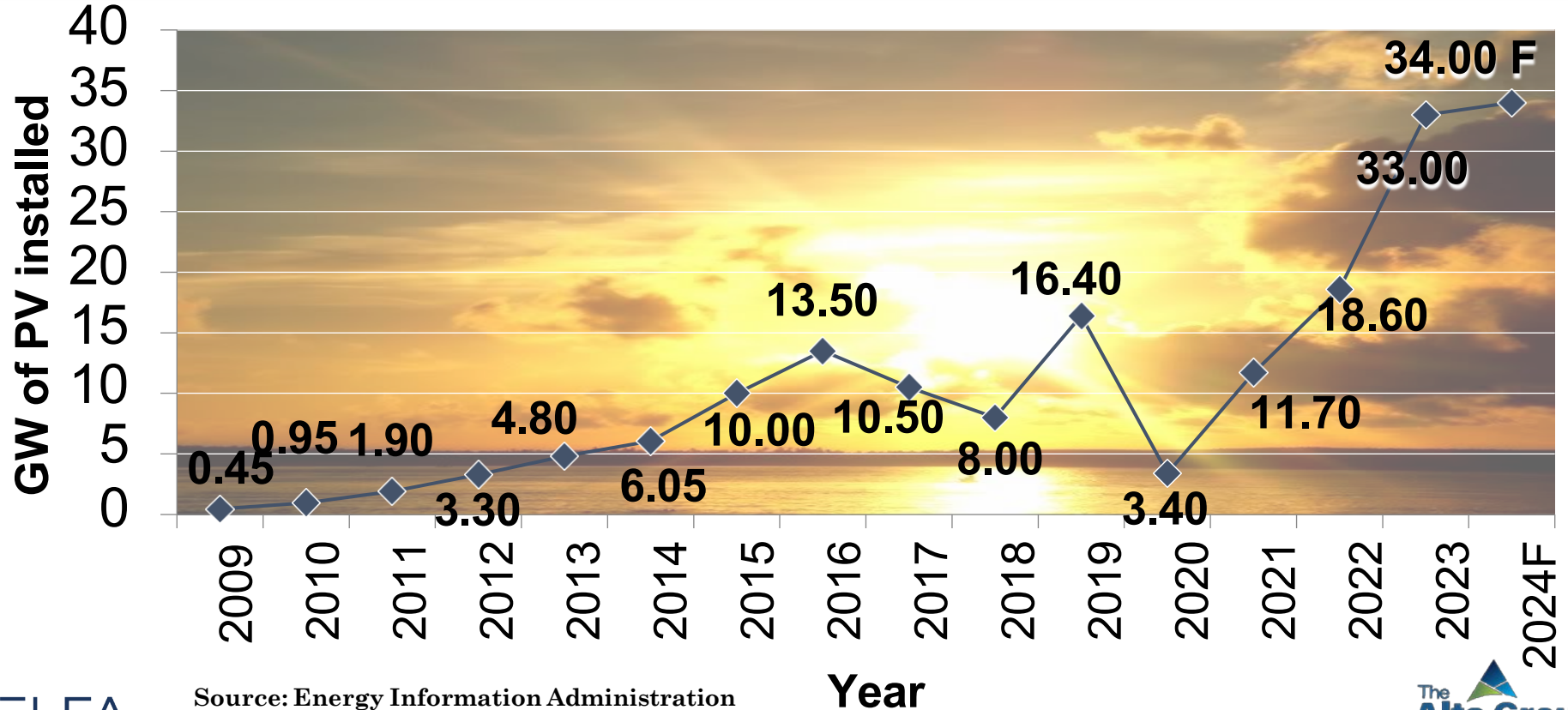


# *ROTARY RIG COUNT, as of 8-2024*

<b>Location</b>	<b>2024</b>	<b>2023</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>
<b>U.S. Total</b>	<b>588</b>	<b>626</b>	<b>784</b>	<b>586</b>	<b>351</b>

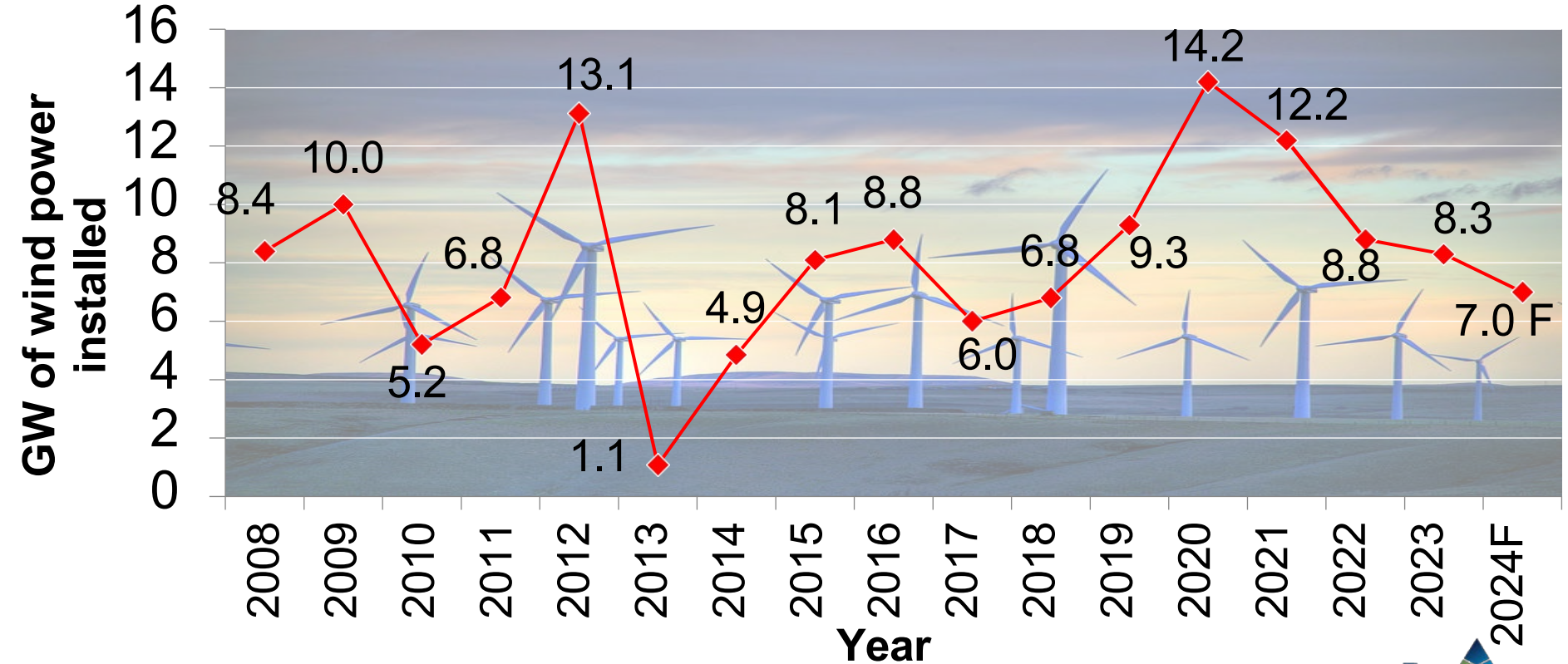
Source: Baker Hughes

# PV INSTALLATIONS



Source: Energy Information Administration  
EQUIPMENT LEASING AND FINANCE ASSOCIATION

# WIND INSTALLATIONS

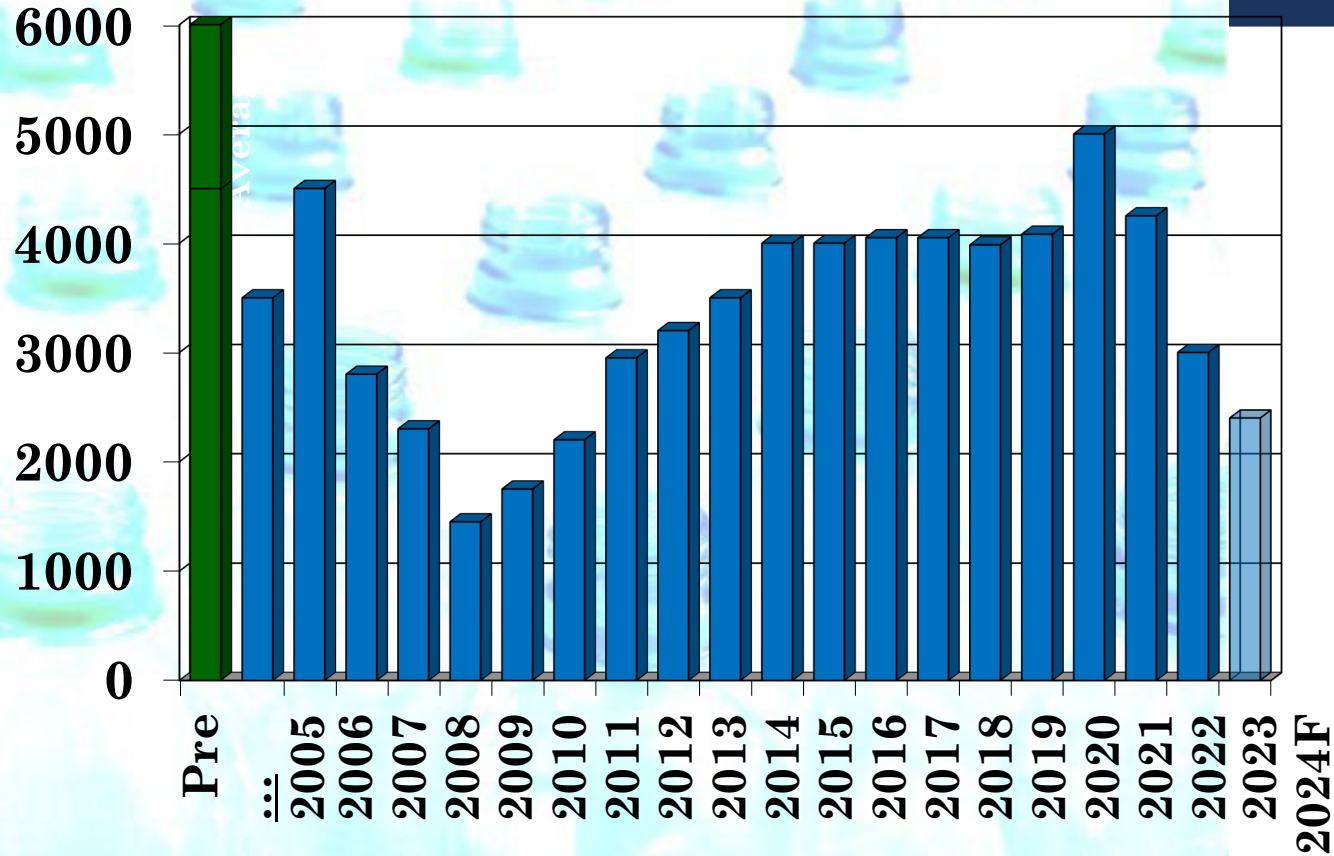


# Average Oil Price Forecast 2024

Source	\$/Bbl	Comments
EIA	\$84	Average price for 2024
EIA	\$83	Average price for 2023
Goldman Sachs	\$70-90	Down from original of \$92
CitiGroup	\$75	Lowest 2024 estimate
JP Morgan Chase	\$83	Est. mid 2024
Reuters Poll (30 economists)	\$84.43	Est. 2023 Average
Saudi Aramco	\$7-.-	Lower price target due to falling demand
EIA gasoline	\$3.53/gal	Average 2023
EIA gasoline	\$3.36/gal	Est. Average 2024
Nat. Gas	\$2.514/mmbtu	Close for 2023 -43.8% YoY



# NEW INJECTION MOLDING MACHINE SALES





ELI

ON

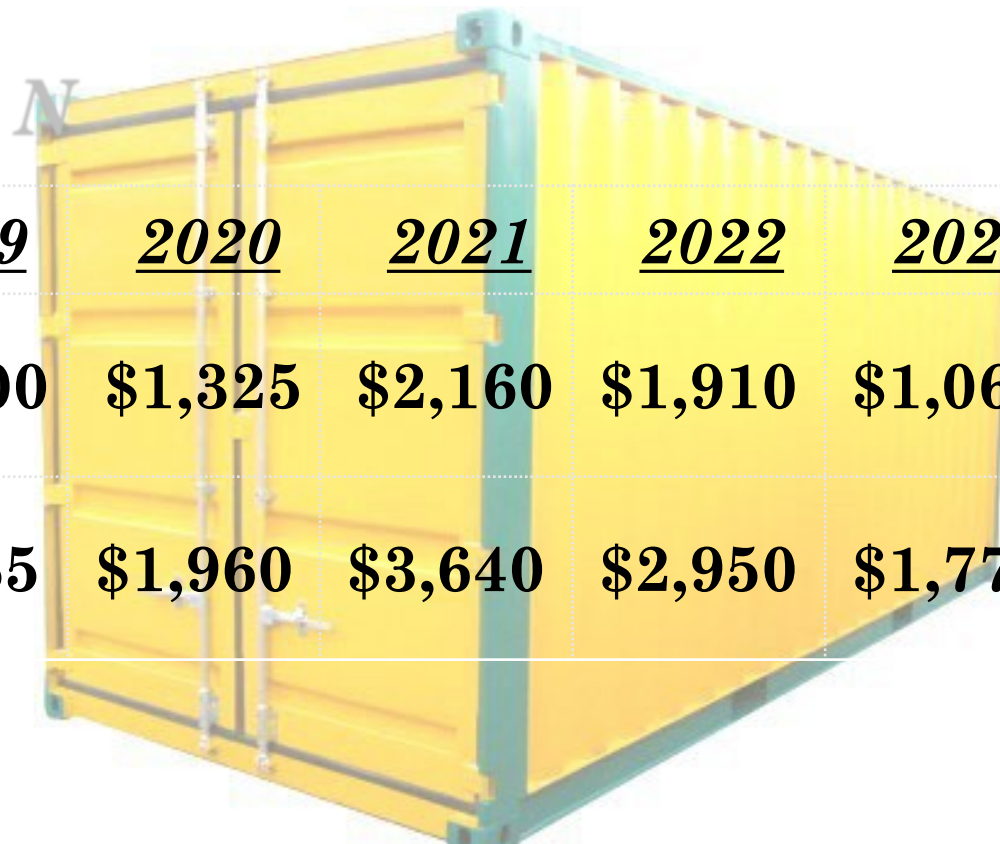


# NEW ISO CONTAINER PRICES



	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>
20-ft DV	\$1,750	\$2,245	\$3,690	\$2,660	\$2,030	\$1,900
40-ft HC	\$2,975	\$3,855	\$6,370	\$4,620	\$3,400	\$3,250

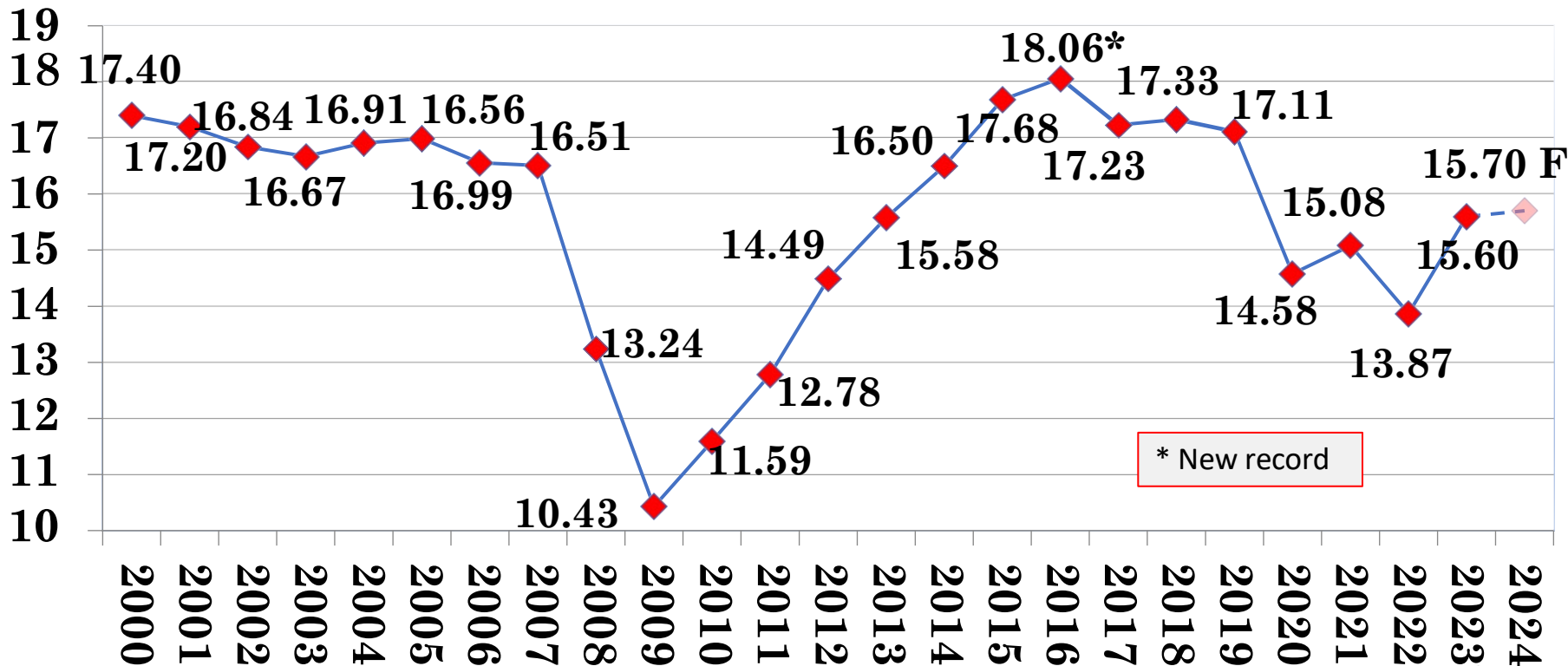
# USED ISO CONTAINER PRICES



	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>
20-ft DV	\$1,100	\$1,325	\$2,160	\$1,910	\$1,060	\$950
40-ft HC	\$1,585	\$1,960	\$3,640	\$2,950	\$1,770	\$1,650



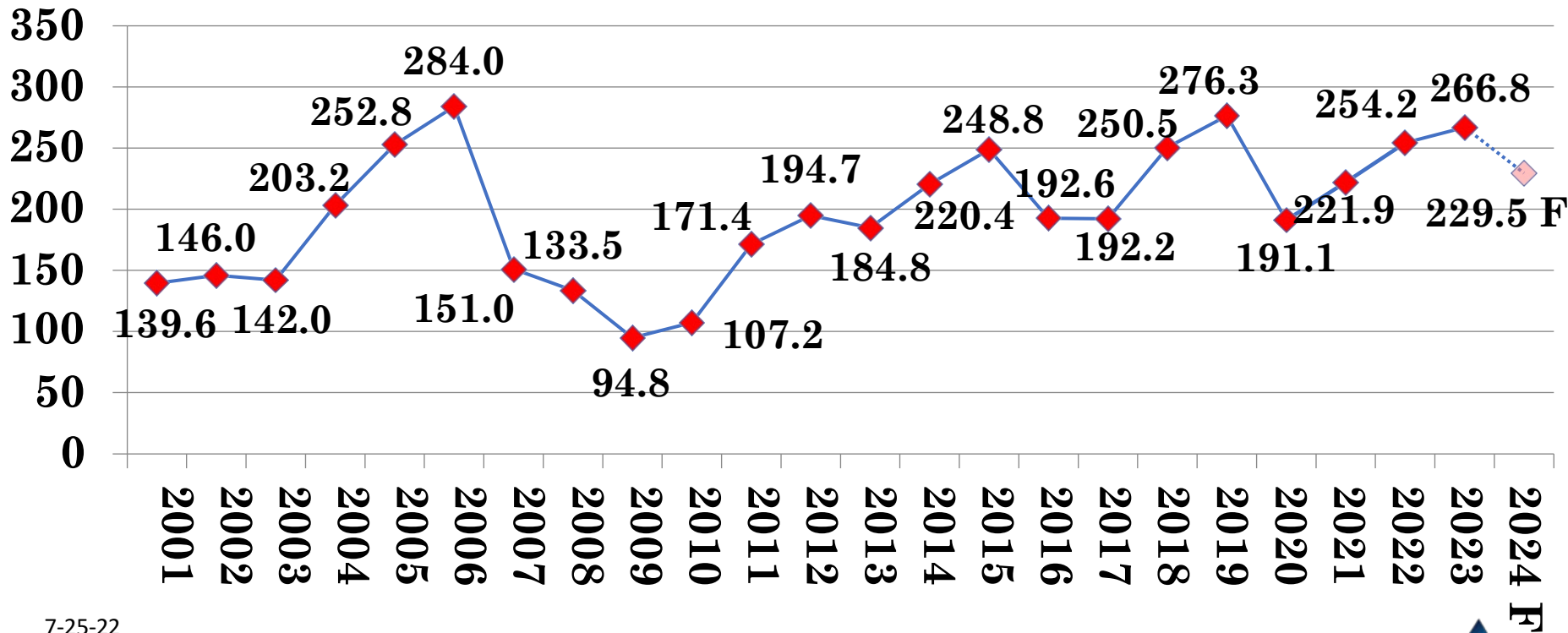
# NORTH AMERICAN LIGHT VEHICLE SALES (IN MILLIONS)



\* New record

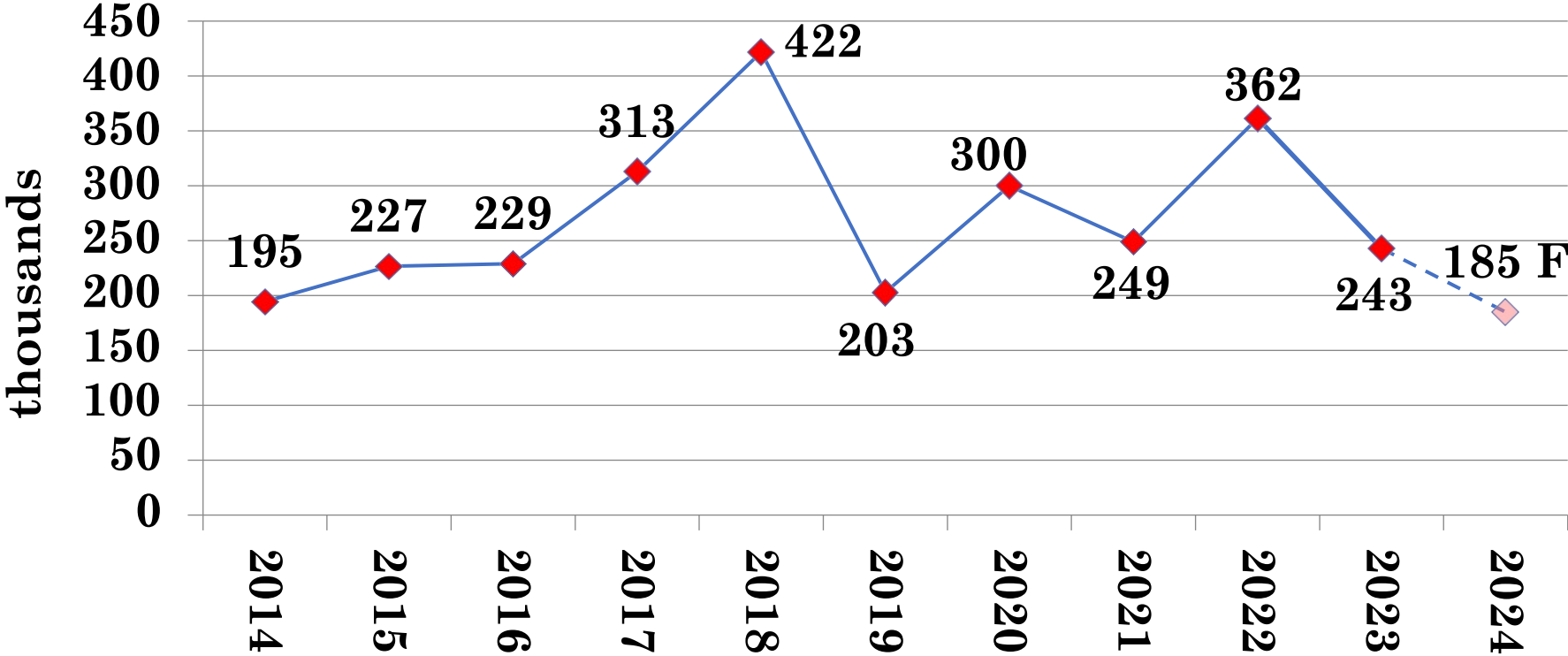


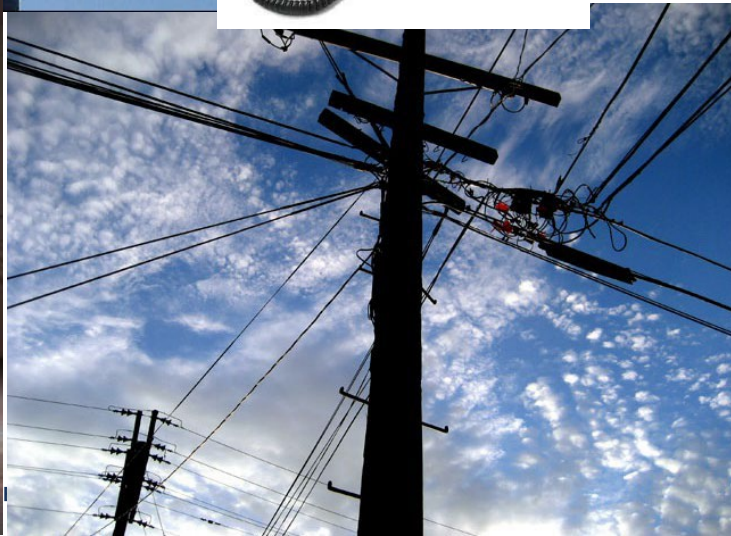
# NORTH AMERICAN CLASS 8 TRUCK SALES (IN THOUSANDS)



7-25-22

# NEW U.S. TRAILER ORDERS

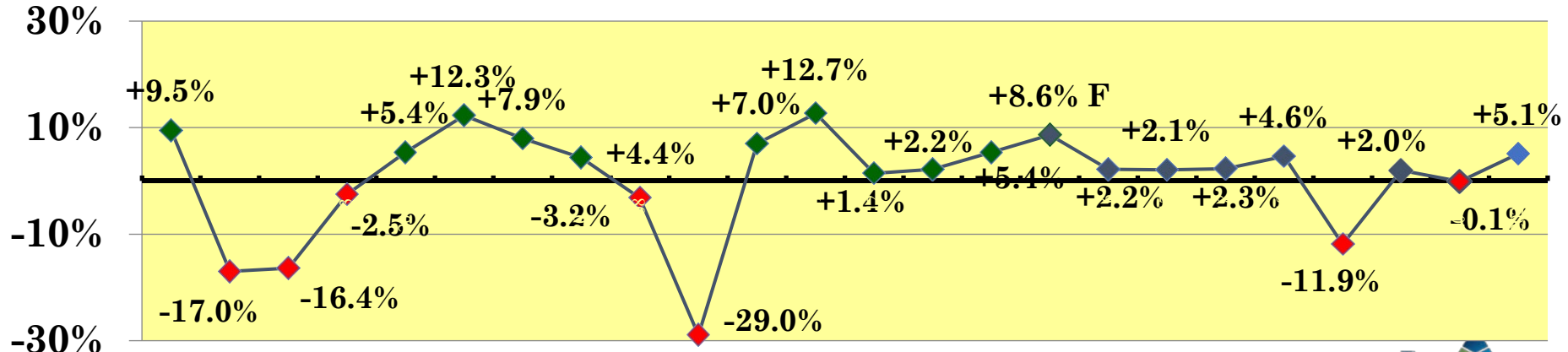
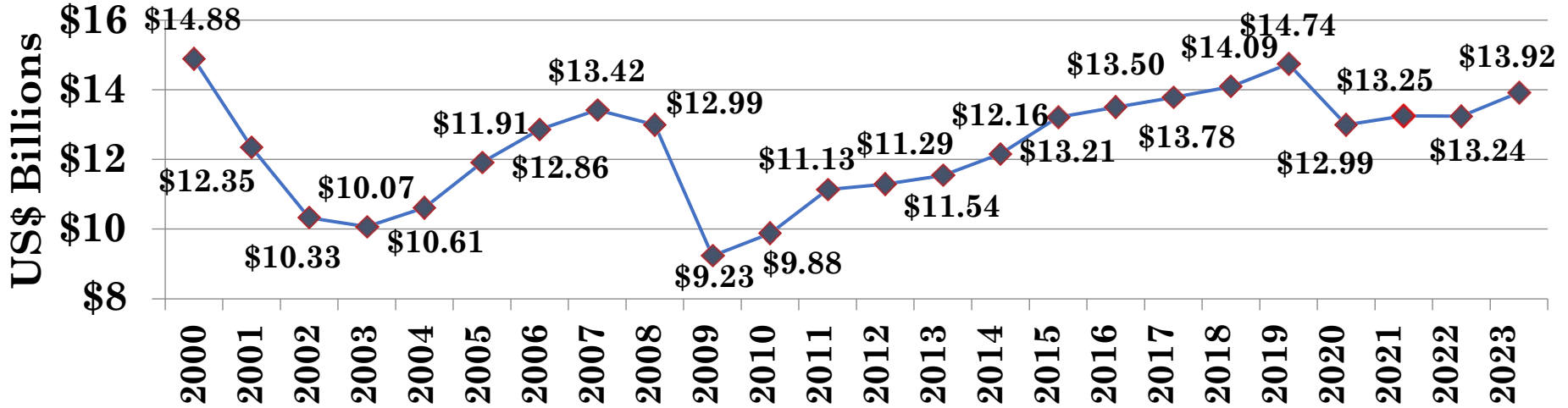








# Value of US Office Furniture Market





# USED PRESS SALES 19 yr old 6-color press



2008	\$185,000	--	2022	\$235,000	+27.0%
2010	\$127,000	-31.4%	2023	\$230,000	+24.3%
2014	\$225,000	+21.6%	2024	\$220,000	+18.9%
2020	\$210,000	+13.5%			



THANK YOU  
QUESTIONS?