

RANK		COMPANY	SEG	NEW BUSINESS VOLUME			
'09	'08			2009	2008	VARIANCE +/-	% +/-
51	60	Main Street Bank	USB	238.2	211.9	26.3	12.4%
52	44	Webster Capital Finance	USB	237.9	448.2	-210.3	-46.9%
53	68	ADP Commercial Leasing <sup>18</sup>	CAP	223.6	197.0	26.6	13.5%
54	61	Susquehanna Commercial Finance	USB	223.2	211.0	12.2	5.8%
55	67	Olympus America/Financial Svcs <sup>15</sup>	CAP	220.2	198.1	22.1	11.2%
56	43	Huntington Equipment Finance	USB	206.0	458.0	-252.0	-55.0%
57	58	Willis Lease Finance	IND	205.0	234.0	-29.0	-12.4%
58	53	CoActiv Capital Partners	FOR	191.0	261.0	-70.0	-26.8%
59	47	Tygris Commercial Finance	NEC	178.8	404.5	-225.7	-55.8%
60	70	Zions Credit	USB	178.0	170.3	7.7	4.5%
61	57	BancorpSouth Equipment Finance	USB	177.3	249.3	-72.0	-28.9%
62	69	Varilease Technology Finance Grp	IND	173.3	191.4	-18.1	-9.5%
63	74	First American Equipment Finance	IND	154.1	151.0	3.1	2.1%
64	55	Océ Financial Services <sup>20</sup>	CAP	153.0	258.0	-105.0	-40.7%
65	77	AT&T Capital Services	CAP	152.0	115.0	37.0	32.2%
66	51	Somerset Capital Group	IND	147.4	276.2	-128.8	-46.6%
67	75	California First National Bancorp <sup>18</sup>	USB	144.0	138.0	6.0	4.3%
68	64	CBI Leasing	USB	138.0	204.0	-66.0	-32.4%
69	71	First-Citizens Bank & Trust Lsg	USB	125.9	162.5	-36.6	-22.5%
70	82	Celtic Leasing	IND	110.5	100.6	9.9	9.8%
71	76	Financial Pacific Leasing	IND	109.9	125.5	-15.6	-12.4%
72	84	Verizon Capital Group	CAP	104.6	84.3	20.3	24.1%
73	66	M&I Equipment Finance	USB	98.6	200.0	-101.4	-50.7%
74		Mishawaka Leasing	IND	95.7	27.3	68.4	250.5%
75	62	SL Financial Services	FOR	90.3	209.6	-119.3	-56.9%
76	56	Marlin Leasing	IND	88.9	257.0	-168.1	-65.4%
77	78	Jules and Associates	IND	87.3	114.9	-27.6	-24.0%
78	92	Stearns Bank/EFD	USB	86.0	62.0	24.0	38.7%
79	88	Merchants Capital Resources	USB	82.7	72.4	10.3	14.2%
80	86	City National Bank	USB	77.3	77.5	-0.2	-0.3%
81		MicroFinancial <sup>21</sup>	IND	76.9	69.0	7.9	11.4%
82	87	Forsythe Technology	IND	76.3	74.0	2.3	3.1%
83		First Financial Corporate Svcs	IND	75.9	45.7	30.2	66.1%
84		LaSalle Solutions (MB Fin'l Bank)	USB	75.1	88.2	-13.1	-14.9%
85		Continental Bank	USB	69.3	48.0	21.3	44.4%
86		Eastern Funding	USB	67.7	54.8	12.9	23.5%
87	79	Frost Leasing	USB	66.1	103.4	-37.3	-36.1%
88	80	Trans Lease	IND	62.2	103.1	-40.9	-39.7%
89	89	Trilogy Leasing	IND	54.5	65.2	-10.7	-16.4%
90	85	Axis Capital	IND	53.8	79.2	-25.4	-32.1%
91	90	Northland Capital Financial Svcs <sup>22</sup>	IND	51.8	63.9	-12.1	-18.9%
92		Lease Corporation of America	IND	50.6	55.9	-5.3	-9.5%
93	94	United Leasing (Indiana)	IND	49.6	53.0	-3.4	-6.4%
94		Sterling National Bank	USB	42.4	114.1	-71.7	-62.8%
95	93	First Hawaiian Leasing	USB	25.0	57.8	-32.8	-56.7%
96	95	Telerent Leasing	FOR	24.9	51.3	-26.4	-51.5%
97	98	FirstMerit Equipment Finance	USB	21.0	46.0	-25.0	-54.3%
98	33	AIG Comm'l Equipment Finance <sup>2</sup>	NEC	15.9	860.3	-844.4	-98.2%
99	97	Bank of Hawaii Leasing	USB	15.1	46.8	-31.7	-67.7%
100		Enterprise Funding Group	IND	14.0	45.5	-31.5	-69.4%
<b>Subtotal Bottom 50 (Shown Above)</b>				<b>5,486.8</b>	<b>7,995.7</b>	<b>-2,508.9</b>	<b>-31.4%</b>
<b>Subtotal Top 50 (Not Shown)</b>				<b>143,983.8</b>	<b>204,330.1</b>	<b>-60,346.3</b>	<b>-29.5%</b>
<b>Monitor 100 TOTAL</b>				<b>149,470.6</b>	<b>212,325.8</b>	<b>-62,855.2</b>	<b>-29.6%</b>

## MONITOR 100 FOOTNOTES

- GE Capital**  
Includes GE Capital Solutions & GE Comm'l Aviation Svcs; 2008 data restated to be consistent with 2009 presentation
- International Lease Finance & AIG**  
ILFC data sourced from 2009 10-K; AIG Comm'l EF shown separately to reflect hierarchical structure
- Wells Fargo**  
Wells Fargo Equipment Finance 2008 data adjusted down to reflect transfer of non-conforming portfolio and attendant volume to bank; Wells Fargo Financial Leasing shown separately to reflect hierarchical structure
- Fiscal year-end 10/31/09
- De Lage Landen Financial Services**  
Data reflects U.S.-based activities only (excludes Europe)
- PNC Equipment Finance**  
2008 net investment data restated to be consistent with 2009 presentation
- Fiscal year-end 9/30/09
- Siemens Financial Services**  
Data reflects U.S.-based activities only; 2008 employment data adjusted to be consistent with 2009 presentation
- Boeing Capital**  
Data sourced from 2009 10-K
- RBS Asset Finance**  
2008 net investment data restated to be consistent with 2009 presentation
- GATX**  
Data sourced from 2009 10-K
- Daimler Truck Financial**  
Only 2008 syndication data restated to be consistent with 2009 presentation
- PHH Arval**  
Data sourced from 2009 10-K
- Fiscal year-end 1/31/10
- Fiscal year-end 3/31/10
- TD Equipment Finance**  
2008 data restated to reflect change in fiscal year-end to 10/31
- Fiscal year-end 7/31/09
- Fiscal year-end 6/30/09



**Jules and Associates, Inc.**  
515 South Figueroa Street, Suite 1950  
Los Angeles, CA 90071  
(213) 362-5600  
www.julesandassociates.com