

“The greatest challenge in 2012, and continuing in 2013, is pricing pressure resulting from increased competition, particularly new entrants.”

— Quote from Survey Participant

Monitor Top Private Independents

RANKED BY FUNDED NEW BUSINESS VOLUME

(\$ IN MILLIONS)

| RANK | | COMPANY | NEW BUSINESS VOLUME | | | |
|------|-----|---|---------------------|-------|--------------|--------|
| '12 | '11 | | 2012 | 2011 | VARIANCE +/- | % +/- |
| 1 | 1 | CSI Leasing ¹ | 763.2 | 823.1 | -59.9 | -7.3% |
| 2 | 2 | GreatAmerica Financial | 601.6 | 550.1 | 51.5 | 9.4% |
| 3 | - | Greenrock Capital | 568.0 | 12.0 | 556.0 | NA |
| 4 | 4 | Direct Capital | 330.0 | 230.5 | 99.5 | 43.2% |
| 5 | 3 | ICON Capital | 317.7 | 307.0 | 10.7 | 3.5% |
| 6 | 7 | Somerset Capital Group | 238.8 | 176.8 | 62.0 | 35.1% |
| 7 | - | Nations Equipment Finance | 207.6 | 191.0 | 16.6 | 8.7% |
| 8 | 8 | Ascentium Capital | 189.7 | 173.6 | 16.1 | 9.3% |
| 9 | 9 | Kingsbridge Holdings | 165.0 | 162.0 | 3.0 | 1.9% |
| 10 | 6 | First National Capital | 162.7 | 191.1 | -28.4 | -14.9% |
| 11 | 13 | Fleet Advantage | 147.8 | 116.9 | 30.9 | 26.4% |
| 12 | 12 | Trans Lease | 141.2 | 127.4 | 13.8 | 10.8% |
| 13 | 11 | Financial Pacific Leasing | 129.0 | 133.3 | -4.3 | -3.2% |
| 14 | 5 | Med One Capital | 128.5 | 200.4 | -71.9 | -35.9% |
| 15 | - | Crossroads Equipment Lease & Finance | 107.6 | 61.0 | 46.6 | 76.4% |
| 16 | 15 | Jules and Associates, Inc. | 103.4 | 101.9 | 1.5 | 1.5% |
| 17 | 14 | First Financial Corporate | 95.0 | 111.0 | -16.0 | -14.4% |
| 18 | 16 | CCA Financial | 89.8 | 97.1 | -7.3 | -7.5% |
| 19 | 20 | Forsythe Technology | 85.0 | 61.0 | 24.0 | 39.3% |
| 20 | 19 | Northland Capital Financial ² | 75.6 | 68.3 | 7.3 | 10.7% |
| 21 | 21 | Axis Capital | 75.3 | 53.5 | 21.8 | 40.7% |
| 22 | 18 | United Leasing (Indiana) | 71.9 | 71.2 | 0.7 | 1.0% |
| 23 | 17 | Lease Corporation of America ³ | 68.7 | 82.3 | -13.6 | -16.5% |
| 24 | - | Great Atlantic Capital | 67.0 | 62.8 | 4.2 | 6.7% |
| 25 | 24 | Allegiant Partners | 31.0 | 26.0 | 5.0 | 19.2% |

See footnotes on page 29.