

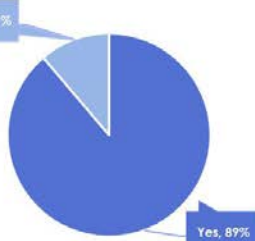


Payment Deferrals Offered

Has your company offered any payment deferrals — including extensions, modifications, or restructuring — in 2020, either voluntarily or at the request of a lessee / borrower?

Number of Responses: **98**

	Yes	No
Percent	89%	11%
Count	87	11



Payment Deferrals Offered By Organization Type

	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Bank	97%	32	3%	1	33
Captive	100%	13	0%	0	13
Independent	78%	21	22%	6	27
Other	0%	0	0%	0	0
Total	90%	66	10%	7	73

Payment Deferrals Offered By Organization Size

	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Under \$50 Million	69%	9	31%	4	13
\$50 Million - less than \$250 Million	79%	15	21%	4	19
\$250 Million - less than \$1 Billion	100%	24	0%	0	24
Over \$1 Billion	100%	18	0%	0	18
Total	89%	66	11%	8	74

Payment Deferrals Offered By Transaction Size

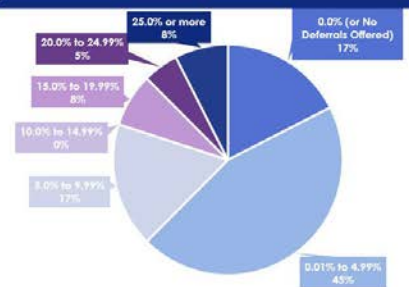
	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Micro-Ticket (New Business Volume Avg. Transaction Less Than \$25,000)	0%	0	0%	0	0
Small-Ticket (New Business Volume Avg. Transaction Size of \$25,000 - \$249,999)	92%	24	8%	2	26
Middle-Ticket (New Business Volume Avg. Transaction Size of \$250,000 - \$5 Million)	87%	33	13%	5	38
Large-Ticket (New Business Volume Avg. Transaction Size Over \$5 Million)	100%	7	0%	0	7
Total	90%	64	10%	7	71

% Dollars Under Deferral (Summary)

Approximately what share of current dollars outstanding in your owned portfolio is currently under payment deferral (including loan/ lease extensions, modifications, or restructuring)? If you are uncertain, please make the best estimate you can (and exclude contracts managed for others).

Number of Responses: **80**

	0.0% (or No Deferrals Offered)	0.01% to 4.99%	5.0% to 9.99%	10.0% to 14.99%	15.0% to 19.99%	20.0% to 24.99%	25.0% or more
Percent	18%	45%	18%	0%	8%	5%	8%
Count	14	36	14	0	6	4	6

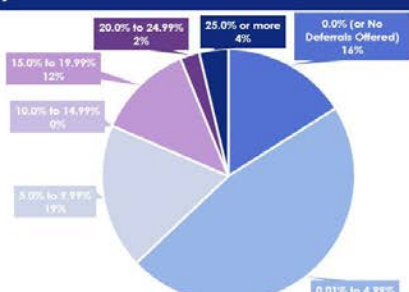


% Accounts Under Deferral (Summary)

Approximately what share of number of accounts in your owned portfolio is currently under payment deferral (including loan/ lease extensions, modifications, or restructuring)? If you are uncertain, please make the best estimate you can (and exclude contracts managed for others).

Number of Responses: **81**

	0.0% (or No Deferrals Offered)	0.01% to 4.99%	5.0% to 9.99%	10.0% to 14.99%	15.0% to 19.99%	20.0% to 24.99%	25.0% or more
Percent	16%	47%	19%	0%	12%	2%	4%
Count	13	38	15	0	10	2	3



Collateral Value

For collateral types in your portfolio, how have collateral values changed since January 1, 2020?

	Average*	Up +10% or more		About the Same -10% to +10%		Down Somewhat -10% to -25%		Down Substantially -25% to -50%		Number of Responses
		Percent	Count	Percent	Count	Percent	Count	Percent	Count	
Mining and Oilfield	-26%	0%	0	6%	3	15%	8	17%	9	52
Retail	-18%	0%	0	16%	8	12%	6	4%	2	50
Railroad	-13%	0%	0	21%	11	10%	5	4%	2	52
Aircraft	-8%	0%	0	17%	9	15%	8	0%	0	53
Trucks	-7%	7%	4	35%	21	30%	18	3%	2	60
Ships and Boats	-6%	2%	1	20%	11	6%	3	4%	2	54
Medical Equip	-5%	0%	0	52%	29	14%	8	2%	1	56
Automobiles	-4%	2%	1	24%	13	11%	6	0%	0	54
Office Equip	-4%	0%	0	46%	25	6%	3	4%	2	54
Materials Handling	-3%	5%	3	51%	29	19%	11	0%	0	57
Construction	-3%	5%	3	57%	33	19%	11	0%	0	58
Other Industrial Equip	-2%	2%	1	64%	36	9%	5	0%	0	56
Alt. Energy	-1%	5%	3	27%	15	4%	2	2%	1	55
Agriculture	-1%	0%	0	32%	18	2%	1	0%	0	56
Communication	-1%	6%	3	52%	27	8%	4	0%	0	52
Computers	0%	4%	2	67%	35	2%	1	0%	0	52
Software	2%	6%	3	45%	24	0%	0	0%	0	53

* Based on midpoints of the ranges (and assuming the Up 10% or more range is the mirror equal to the -10% to -25% range, i.e. +17.5%)

- Mining & Oilfield hit the hardest, down 26%
- Retail next, down 18%
- Then Large-Ticket (which is transportation related) Rail, Aircraft, Ships, down 6% to 13%
- And Trucks down 7%
- All categories down at least some, except for Software and Computers

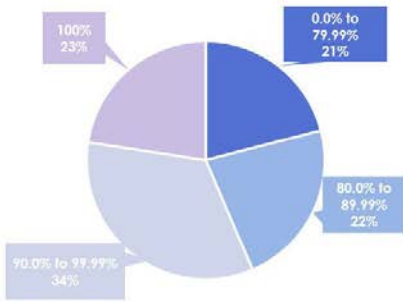


Deferrals at End of Payment Relief Period

• The vast majority, 85%, of borrowers are resuming payment at the end of their deferral, while 5% are going delinquent or defaulting, and 10% are getting a second deferral

For accounts that were granted deferrals but have reached the end of their payment relief period, what share are: Making payments again as agreed

Payments as Agreed



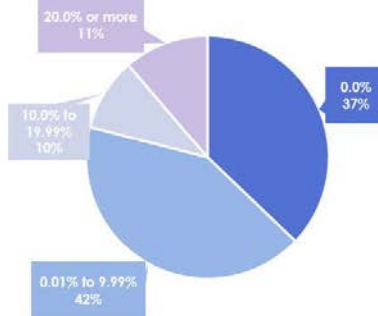
Number of Responses: 62

	Percent	Count
0.0% to 79.99%	21%	13
80.0% to 89.99%	23%	14
90.0% to 99.99%	34%	21
100%	23%	14
Total	100%	62

Mean	85.1%
Median	91.0%

For accounts that were granted deferrals but have reached the end of their payment relief period, what share are: Delinquent or in default

Delinquent or Default



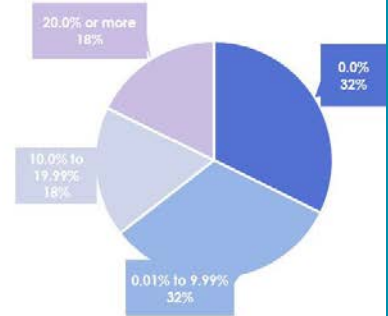
Number of Responses: 62

	Percent	Count
0.0%	37%	23
0.01% to 9.99%	42%	26
10.0% to 19.99%	10%	6
20.0% or more	11%	7
Total	100%	62

Mean	5.1%
Median	1.5%

For accounts that were granted deferrals but have reached the end of their payment relief period, what share are: Being granted, or are in the process of being granted, an additional payment deferral

Another Deferral



Number of Responses: 62

	Percent	Count
0.0%	32%	20
0.01% to 9.99%	32%	20
10.0% to 19.99%	18%	11
20.0% or more	18%	11
Total	100%	62

Mean	9.8%
Median	4.5%

August COVID-19 Impact Survey Highlights Continued

Deferrals at End of Payment Relief Period By Transaction Size

	Paying	Delinquent	2nd Defer	Count
Large-Ticket	82%	4%	14%	7
Middle-Ticket	87%	5%	9%	31
Small Ticket	82%	7%	11%	21

Deferrals at End of Payment Relief Period By Organization Size

	Paying	Delinquent	2nd Defer	Count
Under \$50 Million	90%	3%	6%	9
\$50 Million - less than \$250 Million	89%	3%	7%	14
Over \$250 Million	82%	6%	12%	37

Deferrals at End of Payment Relief Period By Organization Type

	Paying	Delinquent	2nd Defer	Count
Bank	79%	7%	14%	30
Captive	92%	5%	3%	10
Independent	89%	4%	7%	20

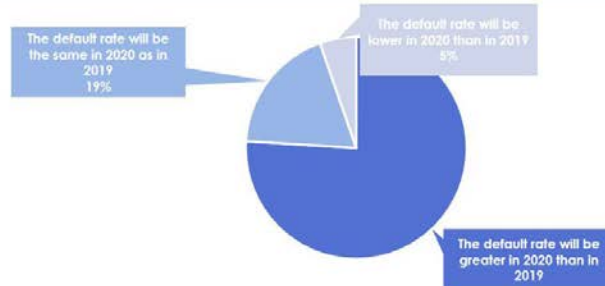
- Banks are twice as likely as Independents to offer a second deferral (14% vs. 7%)
- And almost five times more likely to compared to Captives (with just 3%)
- Nonetheless, Banks are experiencing almost 50% more delinquency (7% vs. 4%-5%)
- Similarly, Lenders Over \$250 Million have twice as many deferrals (12% vs. 6%-7%)
- And twice as many delinquent (12% vs. 6%-7%)
- Small Ticket is experiencing 7% delinquency, almost 50% more than Large & Middle

Default Rate Greater in 2019 or 2020

As a percent of your portfolio, on a dollar basis, do you expect that?

Number of Responses: 71

	The default rate will be greater in 2020 than in 2019	The default rate will be the same in 2020 as in 2019	The default rate will be lower in 2020 than in 2019
Percent	76%	19%	5%
Count	57	14	4



% Dollars Defaulted in 2019 and Will Default in 2020

What percentage, on a dollar basis, of your portfolio defaulted in 2019? (Please exclude contracts managed for others).

What percentage, on a dollar basis, of your portfolio do you expect to default in 2020? (Please exclude contracts managed for others).

	2019		2020	
	Percent	Count	Percent	Count
0%	40%	26	24%	18
0.01% to 0.99%	40%	26	27%	19
1.00% to 4.99%	18%	12	43%	30
5.0% to 9.99%	2%	1	4%	3
10.0% to 14.99%	0%	0	0%	0
15.0% to 19.99%	0%	0	0%	0
20.0% to 24.99%	0%	0	0%	0
25.0% or more	0%	0	0%	0





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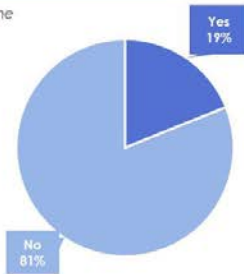
August COVID-19 Impact Survey Highlights Continued

Furloughed or Laid Off Staff

Have you furloughed or laid off staff as a result of the COVID-19 pandemic?

Number of Responses: 74

	Yes	No
Percent	19%	81%
Count	14	60



If Furloughed or Laid Off Staff, % Staff Furloughed or Laid Off

What percentage of staff have you furloughed or laid off as a result of the COVID-19 pandemic?

Number of Responses: 12

	Mean	Median	Maximum	Minimum
All Responses	10	10	26	1

Furloughed or Laid Off Staff by Organization Type

	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Bank	80%	4	20%	1	5
Captive	100%	2	0%	0	2
Independent †	54%	7	46%	6	13
Other	0%	0	0%	0	0
Total	65%	13	35%	7	20

If Furloughed or Laid Off Staff, % Staff Furloughed or Laid Off By Organization Type

	Mean	Median	Maximum	Minimum	Number of Responses
Bank	10.5	7.5	26	1	4
Captive	2	2	2	2	1
Independent †	11.4	15	20	2	7
Other	0	0	0	0	0

Furloughed or Laid Off Staff by Organization Size

	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Under \$50 Million	56%	5	44%	4	9
\$50 Million - less than \$250 Million	20%	1	80%	4	5
\$250 Million - less than \$1 Billion	100%	3	0%	0	3
Over \$1 Billion	100%	4	0%	0	4
Total	62%	13	38%	8	21

If Furloughed or Laid Off Staff, % Staff Furloughed or Laid Off By Organization Size

	Mean	Median	Maximum	Minimum	Number of Responses
Under \$50 Million	12.4	15	20	2	5
\$50 Million - less than \$250 Million	10	10	10	10	1
\$250 Million - less than \$1 Billion	6.7	3	15	2	3
Over \$1 Billion	10.7	5	26	1	3



August COVID-19 Impact Survey Highlights Continued

Furloughed or Laid Off Staff by Transaction Size

	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Micro-Ticket (New Business Volume Avg. Transaction Less Than \$25,000)	0%	0	0%	0	0
Small-Ticket (New Business Volume Avg. Transaction Size of \$25,000 - \$249,999)	60%	3	40%	2	5
Middle-Ticket (New Business Volume Avg. Transaction Size of \$250,000 - \$5 Million)	64%	9	36%	5	14
Large-Ticket (New Business Volume Avg. Transaction Size Over \$5 Million)	100%	1	0%	0	1
Total	65%	13	35%	7	20

If Furloughed or Laid Off Staff, % Staff Furloughed or Laid Off By Transaction Size

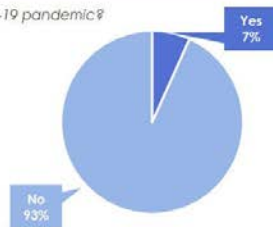
	Mean	Median	Maximum	Minimum	Number of Responses
Micro-Ticket (New Business Volume Avg. Transaction Less Than \$25,000)	0	0	0	0	0
Small-Ticket (New Business Volume Avg. Transaction Size of \$25,000 - \$249,999)	11.7	10	15	10	3
Middle-Ticket (New Business Volume Avg. Transaction Size of \$250,000 - \$5 Million)	9.9	5	26	1	9
Large-Ticket (New Business Volume Avg. Transaction Size Over \$5 Million)	0	0	0	0	0

Hours Cut

Have you cut staff hours as a result of the COVID-19 pandemic?

Number of Responses: **74**

	Yes	No
Percent	7%	93%
Count	5	69



If Hours Cut, % Staff with Hours Cut

What percentage of staff have you cut hours for as a result of the COVID-19 pandemic?

Number of Responses: **12**

	Mean	Median	Maximum	Minimum
All Responses	41.8	10	100	2

Hours Cut by Organization Type

	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Bank	0%	0	100%	32	32
Captive	23%	3	77%	10	13
Independent	8%	2	92%	24	26
Other	0%	0	0%	0	0
Total	7%	5	93%	66	71

If Hours Cut, % Staff with Hours Cut By Organization Type

	Mean	Median	Maximum	Minimum	Number of Responses
Bank	0	0	0	0	0
Captive	35.7	10	95	2	3
Independent	51	51	100	2	2
Other	0	0	0	0	0



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August COVID-19 Impact Survey Highlights Continued

Hours Cut by Organization Size

	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Under \$50 Million	0%	0	100%	13	13
\$50 Million - less than \$250 Million	6%	1	94%	17	18
\$250 Million - less than \$1 Billion	8%	2	92%	22	24
Over \$1 Billion	12%	2	88%	15	17
Total	7%	5	93%	67	72

If Hours Cut, % Staff with Hours Cut By Organization Size

	Mean	Median	Maximum	Minimum	Number of Responses
Under \$50 Million	0	0	0	0	0
\$50 Million - less than \$250 Million	100	100	100	100	1
\$250 Million - less than \$1 Billion	2	2	2	2	2
Over \$1 Billion	52.5	52.5	95	10	2

Hours Cut by Transaction Size

	Yes		No		Number of Responses
	Percent	Count	Percent	Count	
Micro-Ticket (New Business Volume Avg. Transaction Less Than \$25,000)	0%	0	0%	0	0
Small-Ticket (New Business Volume Avg. Transaction Size of \$25,000 - \$249,999)	0%	0	100%	25	25
Middle-Ticket (New Business Volume Avg. Transaction Size of \$250,000 - \$5 Million)	11%	4	89%	34	38
Large-Ticket (New Business Volume Avg. Transaction Size Over \$5 Million)	14%	1	86%	6	7
Total	7%	5	93%	65	70

If Hours Cut, % Staff with Hours Cut By Transaction Size

	Mean	Median	Maximum	Minimum	Number of Responses
Micro-Ticket (New Business Volume Avg. Transaction Less Than \$25,000)	0	0	0	0	0
Small-Ticket (New Business Volume Avg. Transaction Size of \$25,000 - \$249,999)	0	0	0	0	1
Middle-Ticket (New Business Volume Avg. Transaction Size of \$250,000 - \$5 Million)	49.8	48.5	100	2	2
Large-Ticket (New Business Volume Avg. Transaction Size Over \$5 Million)	10	10	10	10	2