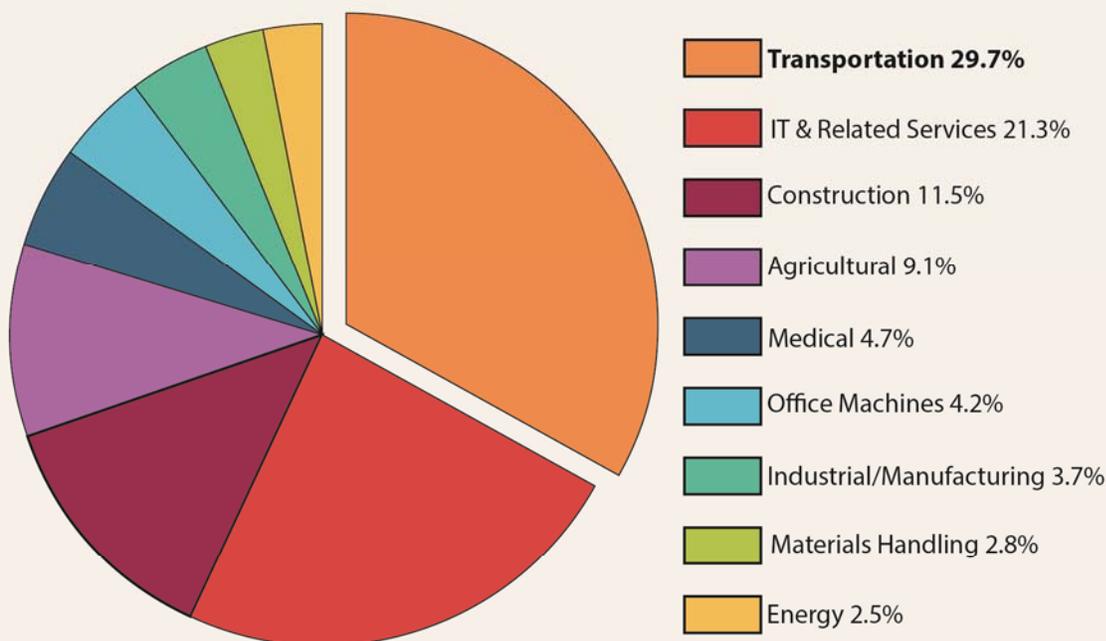


Fact Sheet: Equipment Finance in the Trucking Industry

EQUIPMENT FINANCE IN THE TRANSPORTATION INDUSTRY

Transportation equipment represented 29.7% of equipment financing new business volume in the United States in 2015, up from 26.1% in 2014.



Source: 2016 Survey of Equipment Finance Activity.
Learn how the equipment finance industry equips the transportation industry for success:
www.EquipmentFinanceAdvantage.org/Abt/facts.cfm

Investment

According to the Equipment Leasing & Finance Foundation's [Q3 2016 Equipment Leasing & Finance U.S. Economic Outlook](#):

- Investment in trucks increased at a 1.3% annualized rate in Q1 2016 and in July 2016 was up 6.0% year over year.
- Growth in truck investment should be subdued Q3 to Q4 2016, but a turnaround may be on the horizon.

Equipment Financing Volume

According to the Equipment Leasing and Finance Association's (ELFA) [2016 Survey of Equipment Finance Activity](#), in 2015:

- As an end-user of equipment finance, the trucking industry represented 7.3% of new business volume reported by ELFA member companies, up from 6.4% in 2014.
- Trucks/trailers represented 13.4% of equipment financing new business volume reported by ELFA member companies, up from 12.8% in 2014.

Truck and Trailer Spending

According to the [2016 "What's Hot, What's Not"](#) Equipment Leasing Trends Survey released by the Independent Equipment Company, an Alta Group Company, in cooperation with ELFA to measure industry perceptions of equipment types:

- New truck sales increased sharply by 12.9% in 2015 but are expected to decrease in 2016.
- New trailer shipments set a new record in 2015 and entered 2016 with a large backlog.
- Sales of used trucks and trailers are good, but resale values are expected to decline in 2016.
- This sector has been aided greatly by low fuel prices and interest rates.
- There is continued optimism for this equipment type among equipment finance executives.

According to information from

- [FTR Transportation Intelligence](#):
 - Preliminary Class 8 net orders in July 2016 decreased 56% year over year, and 19% month to month.
 - Trailer net orders in June 2016 were down 56% year over year and 10% month to month.

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 580 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 types of finance products, 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

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