

Monthly Leasing & Finance Index

September 2018



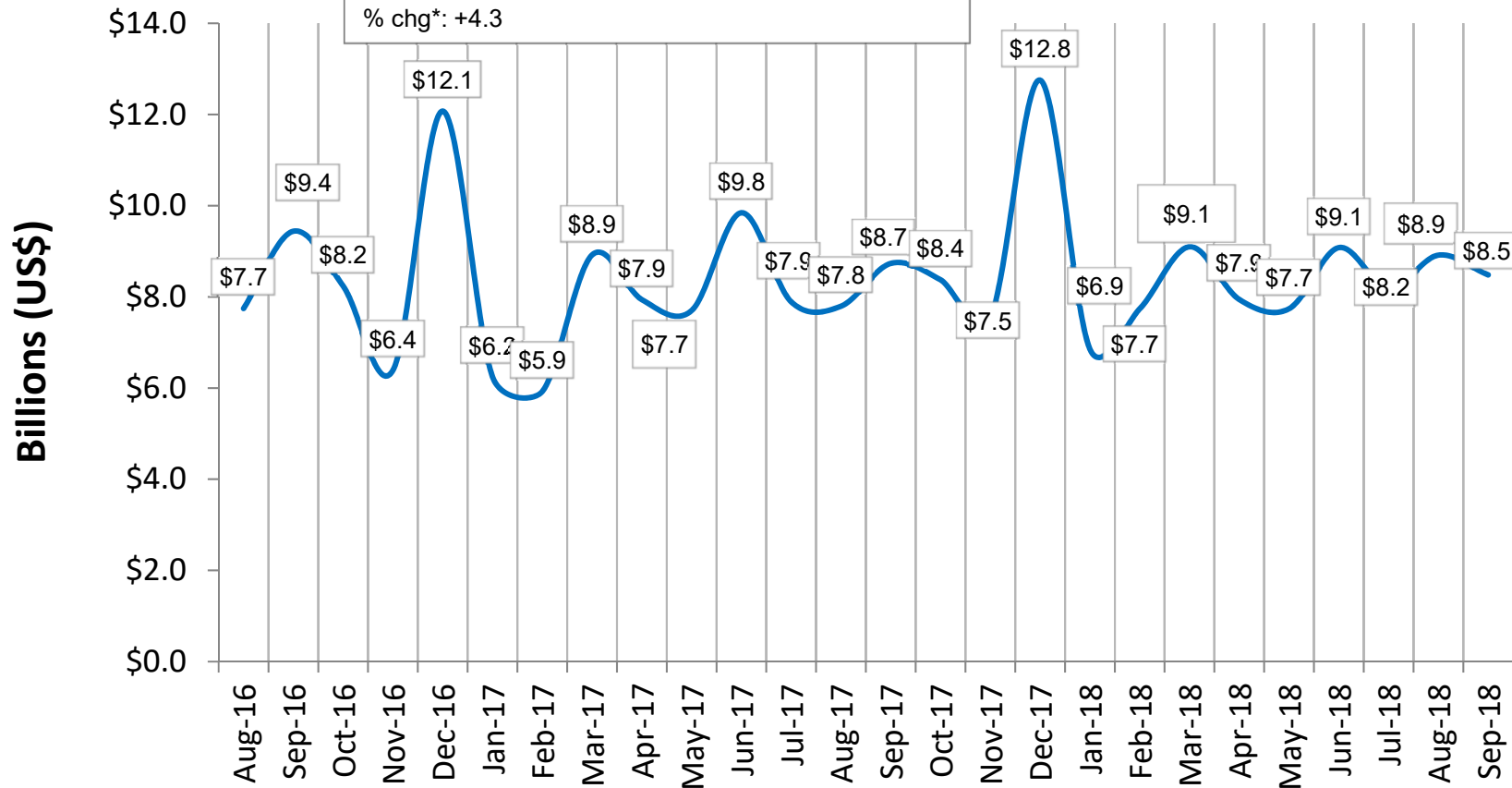
MLFI-25 New Business Volume (Year-Over-Year Comparison)

MLFI Cumulative YTD* Comparison (2017/2018):

2017*: \$71.0 (\$B)

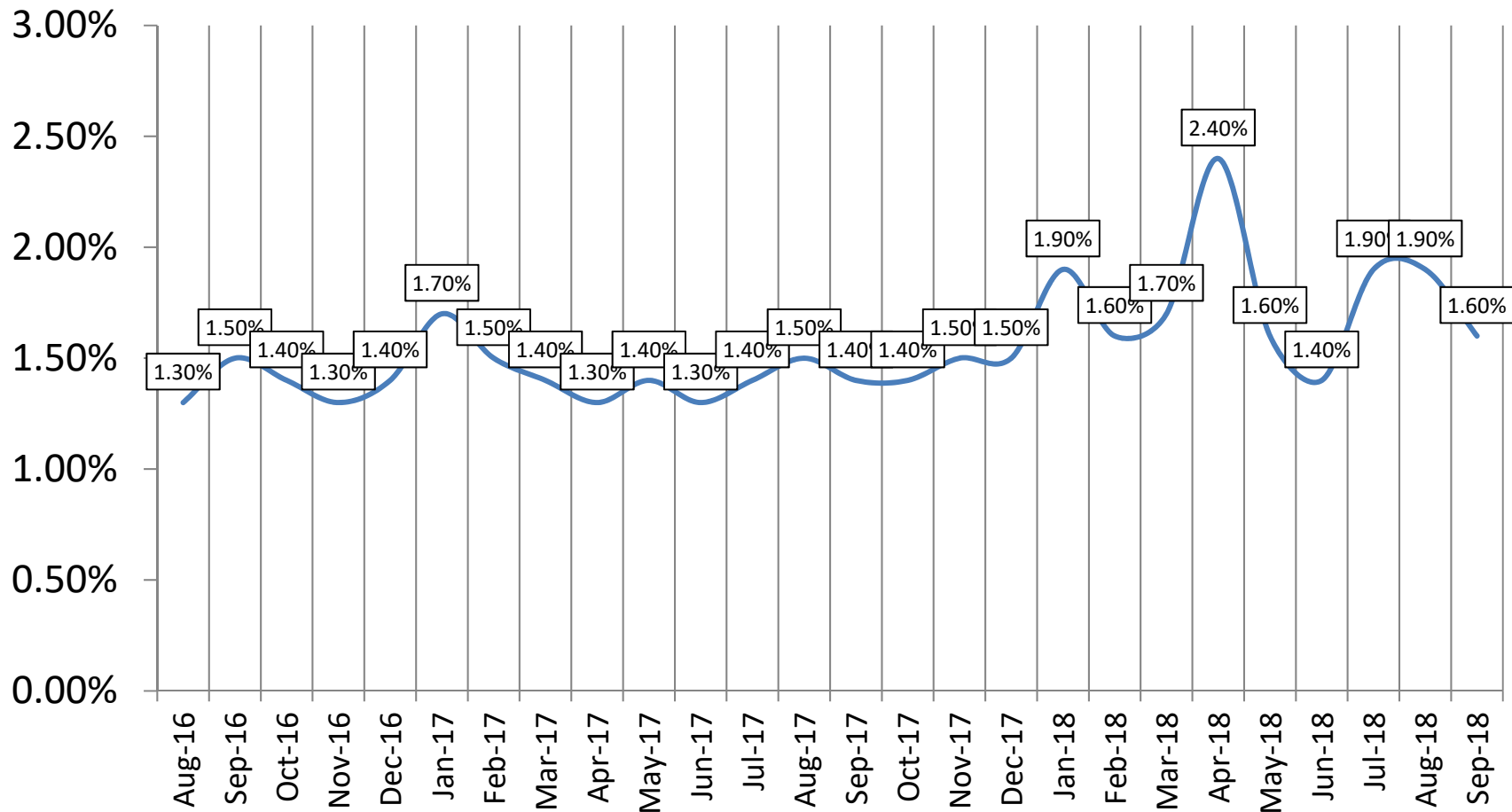
2018*: \$74.0 (\$B)

% chg*: +4.3

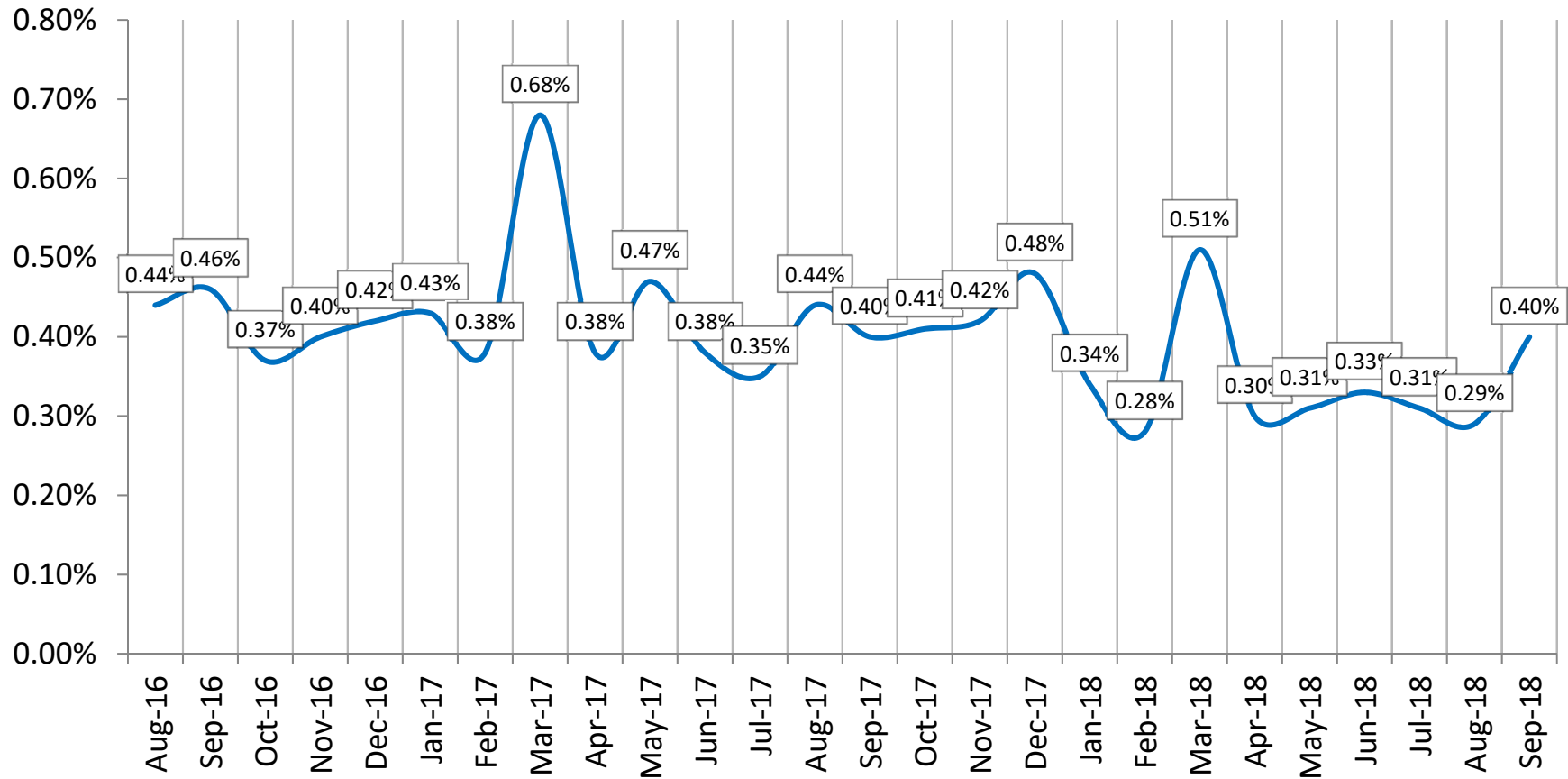


* YTD NBV numbers will not match the numbers from the chart due to rounding

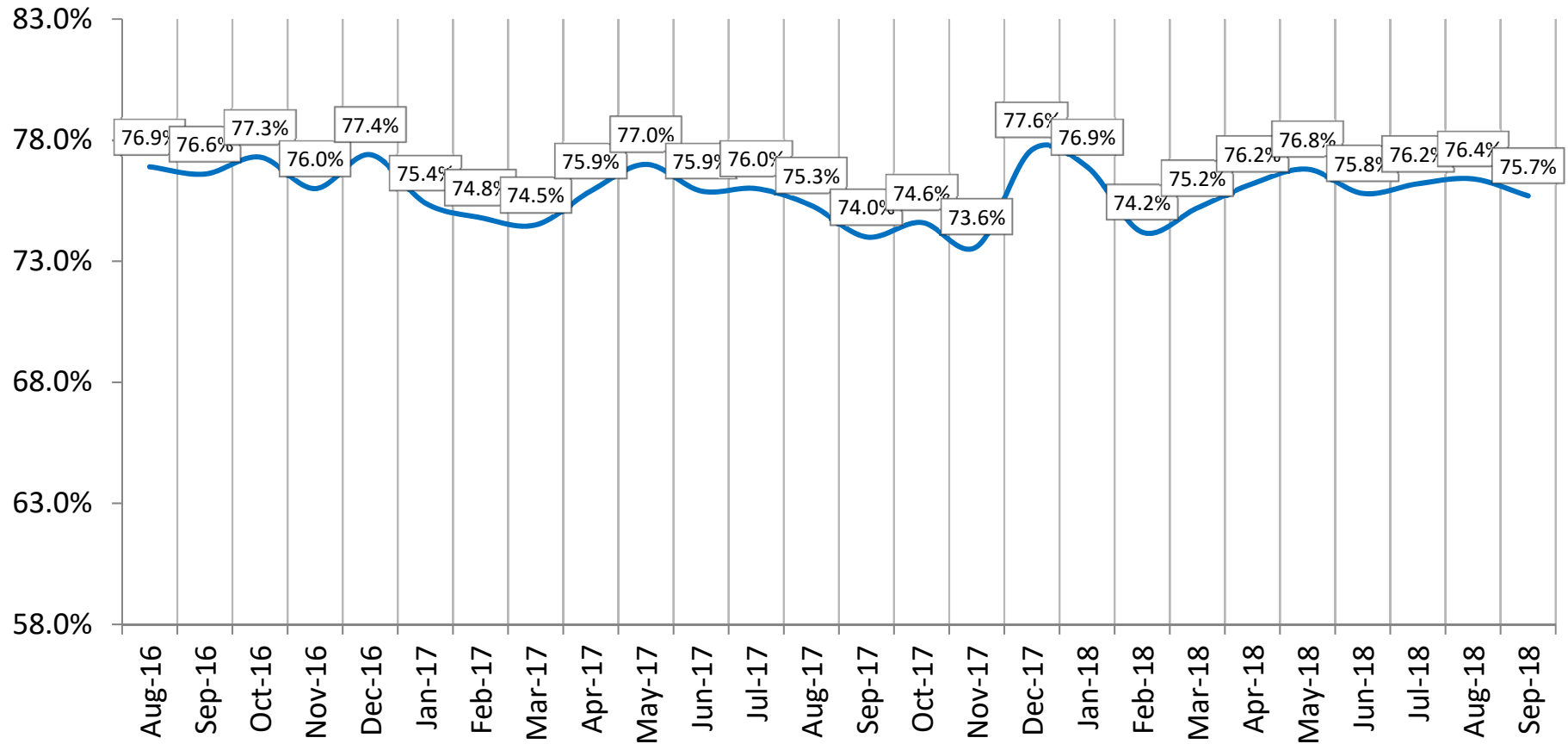
Aging of Receivables Over 30 Days



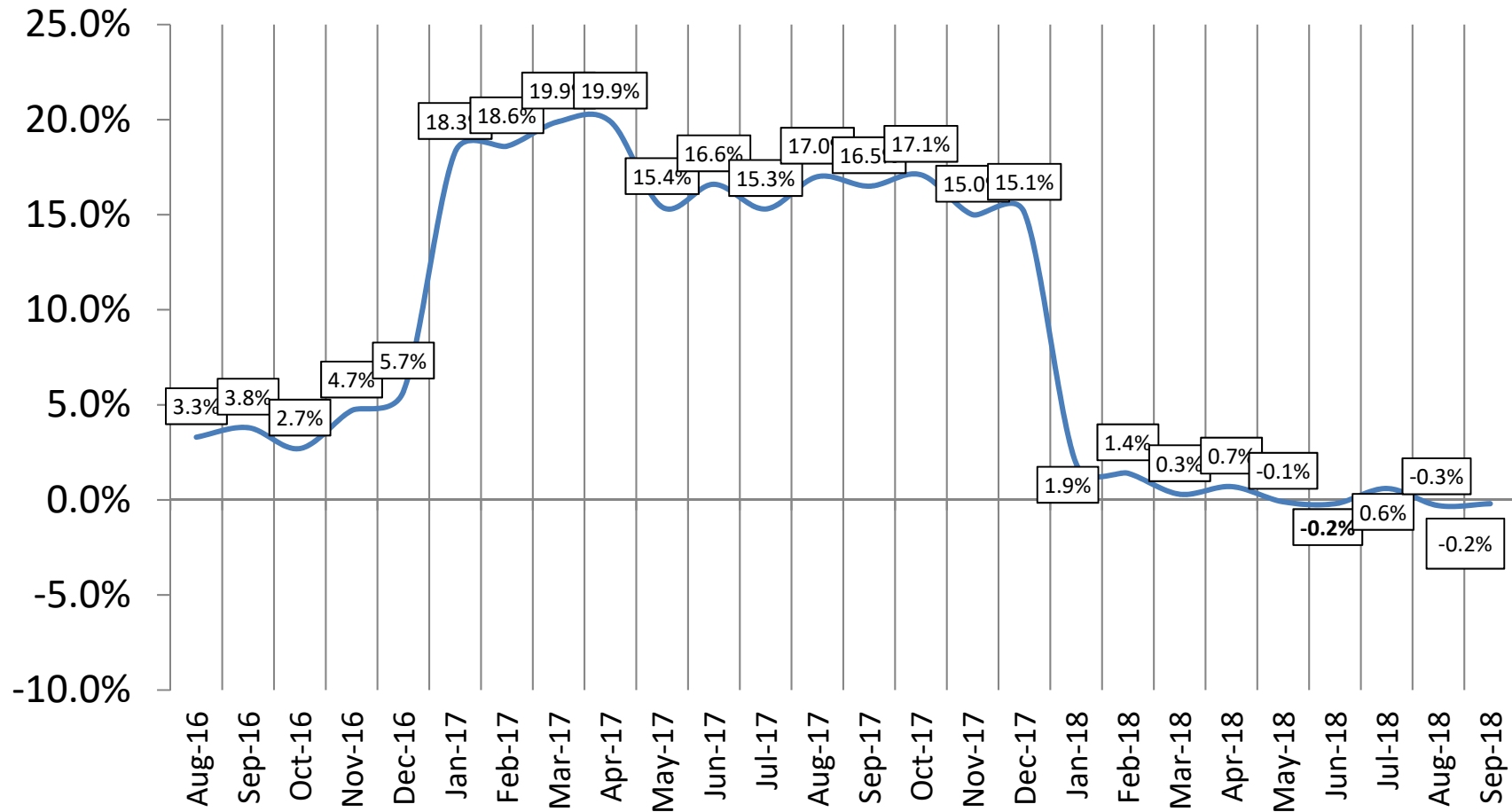
Average Losses (Charge-offs) as a % of Net Receivables



Credit Approvals As % of All Decisions Submitted



Total Number of Employees % CHG YOY



Note: During 2017, headcount was elevated due to acquisition activity at several MLFI reporting companies