

# BUILD SALES, MAINTAIN MARGINS AND INCREASE MARKET SHARE

With a Branded Finance Program



**PNC Vendor Finance delivers built-to-spec programs designed to meet your goals and needs.**

North America's leading office equipment manufacturers and furniture design companies count on PNC Vendor Finance to help build sales and create a competitive advantage by offering their customers fast, easy and affordable financing solutions.

- Build sales through a finance program designed for your company, your industry, your distribution channels and your customers.
- Choose private label or co-branded finance programs.
- Benefit from deep industry experience developing and implementing programs through diverse, multitiered distribution channels.
- Create a high-impact, competitive advantage for your sales channels.
- Offer fast, easy and affordable acquisition solutions to your customers.

U.S. Copier & Office Equipment Wholesale revenue is expected to reach \$41.3 billion by 2029.<sup>1</sup>

**PNC Vendor Finance can help you capture an increased share.**



## CUSTOMIZED PROGRAM DEVELOPMENT

We know the best way to design a successful vendor program is to fully understand each client's unique situation. That's why we invest the time to listen and to get to know your business and vision. We view expectations from your vantage point. And then we engineer the easy-to-implement structured finance solution that's based on your exact needs, growth and profitability goals — always with a focus on clear bottom-line benefits.

## FINANCING BUILT FOR MANUFACTURERS AND THEIR CUSTOMERS

Our experienced professionals understand more than financing. We know the useful life of equipment, the real value of the assets you produce, and how the equipment and systems will help your customers meet their business and profitability goals. Most importantly, we work with you to secure the financing that is best for your customers.

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| <ul style="list-style-type: none"> <li>• Leases for new/used equipment</li> <li>• Loans for new/used equipment</li> <li>• As-a-Service Financing (ASF)</li> <li>• Operating leases</li> <li>• Capital leases</li> <li>• Installment purchase agreements</li> <li>• Sale-leaseback transactions</li> </ul> | <ul style="list-style-type: none"> <li>• Refinance of existing debt</li> <li>• Recapitalization</li> <li>• Bundled service solutions</li> <li>• Maintenance pass-throughs</li> <li>• Technology refresh programs</li> <li>• Asset disposition</li> </ul> |
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**EXTENSIVE EXPERIENCE IN EQUIPMENT AND SYSTEM FINANCING**

- Accessories
- Software
- POS systems
- Advanced communication, voice & data
- Digital imaging
- Remodels & renovations
- Computers, copiers, printers & faxes
- Mobility
- Security
- Office furniture
- Video display units/ systems

**PNC: A STRONG, SECURE INDUSTRY LEADER**

Build your unique finance program with a strong, secure industry leader.

- Financially strong with access to deep and stable capital
- Extensive experience and knowledge that drives market share, builds brand and increases sales
- Direct end-user financing with innovative financial structures
- Proven track record of helping manufacturers grow and expand
- World-class vendor finance experience for North America-based solutions

**GROW YOUR BUSINESS WITH CONFIDENCE**

PNC Vendor Finance is part of The PNC Financial Services Group, Inc., one of the largest, best-capitalized and well-regarded financial services companies in the country. PNC Vendor Finance offers solutions to businesses across the U.S. and Canada.

A leading provider of financial services to mid-sized and large corporations, including more than two-thirds of the Fortune 500, PNC has navigated a steady course while growing its size, sophistication and services over the course of nearly 160 years.



PNC FINANCIAL SERVICES GROUP, INC.

**\$562 BILLION**

In Assets<sup>2</sup>



PNC EQUIPMENT FINANCE

**4<sup>TH</sup> LARGEST**

Bank-Owned Equipment Finance Company by Assets<sup>3</sup>



PNC VENDOR FINANCE

**\$8.1 BILLION**

Assets Under Management<sup>4</sup>

**READY TO HELP**



**GIVE US A CALL TODAY.**

We would like the opportunity to show you what we can do.

**LEARN MORE ABOUT HOW WE CAN HELP YOU BUILD SALES, MAINTAIN MARGINS AND INCREASE MARKET SHARE.**

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<sup>1</sup> IBISWorld Industry Report, February 2024.

<sup>2</sup> As of FYE 2023.

<sup>3</sup> MONITOR BANK 50, November/December 2023 Issue.

<sup>4</sup> As of FYE 2023, Vendor Finance (includes Channel Finance).

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Lending, leasing and equity products and services, as well as certain other banking products and services, require credit approval.

PNC does not provide legal, tax or accounting advice unless, with respect to tax advice, PNC Bank has entered into a written tax services agreement.

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