



# We Have Helped over 26,000 Canadian Businesses Grow & Succeed

Equilease is an award-winning equipment leasing brokerage committed to offering best-in-class financing solutions to new and well-established businesses across Canada. We have been providing financing for all types of new and used equipment and software since 1991. Equilease has worked hard to earn its reputation for providing a customer satisfaction experience that is second to none. We specialize in making the leasing process simple and efficient, often approving requests *in as little as 15 minutes*.

# Your Customers Approved in as Little as 15 Minutes

We provide leasing that moves at the speed of your business

Banks and other sources of financing often move too slowly to be effective, taking many days to provide an answer after reviewing a lease request. We understand that your customers cannot afford to wait around for a response. They require simple and efficient leasing which is why we will often approve their request *in as little as 15 minutes* by following these 5 simple steps:

**1** **Go Shopping**  
Customers decide on the equipment they would like to purchase.

**2** **Complete An Application Form**  
Send it to us by email, fax, online, mail or deliver it in-person.

**3** **We Negotiate For Them**  
We will work with our large network of key financial institutions to secure the best lease options available to your customer.

**4** **We Process Their Application**  
We immediately get started on processing their application and notify them and the account manager upon approval. The lease may be approved *in as little as 15 minutes*.

**5** **We Purchase The Equipment**  
We pay our vendors by EFT for the equipment and the customers' lease begins.

# The Advantages of Leasing with Equilease

A powerful financial tool which offers freedom and flexibility

Equilease's simple and efficient leasing process will help you quickly acquire the equipment your business needs in order to function. Whether you have an established business or a start-up, new equipment can help increase revenue. Leasing your new or used equipment can improve cash flow resulting in a much more effective operation.

## Accounting & Tax Advantages

- Lease payments can be deducted as business expenses, reducing the net cost of your lease. Most leases will even allow you to write-off the full payment.
- You may expense lease payments instead of depreciating them as a capital cost. Debt to Equity ratios are also unaffected because the equipment is kept off of the balance sheet.
- With purchasing or financing the federal and provincial sales taxes must be paid upfront, but with leasing the sales tax is spread over the term of your lease.
- Leases typically do not require a down payment, 100% of the purchase price is financed.
- Preserve your capital and bank line of credit for day-to-day operating expenses and unforeseen emergencies.
- Make small monthly payments rather than take a loan or have a large cash outlay.

## Flexible Payment Terms

- Payments can be arranged according to your expected seasonal earnings.
- Control the turnover and cost of your equipment.

## Variety of Leasing Options

- We offer more than 8 leasing options which can be customized by our expert leasing advisors to meet your growth and profit objectives.
- Upgrade equipment by returning it and trading-up.
- Obtain the use of a piece of equipment for short term contracts.
- Maintain your competitive edge and not be left owning unused equipment at the end of a job or contract.
- Protection from equipment devaluation or obsolescence.

## Higher Rates of Approval

- We are in a position to approve most leases *in as little as 15 minutes*. Banks often take days, even weeks to respond to a loan or financing request.
- Leases are often easier to obtain and have more flexible terms than loans, making it the perfect option for those that have credit issues.
- Quickly acquire new equipment as it is needed.

# Vendor Integration Program - VIP

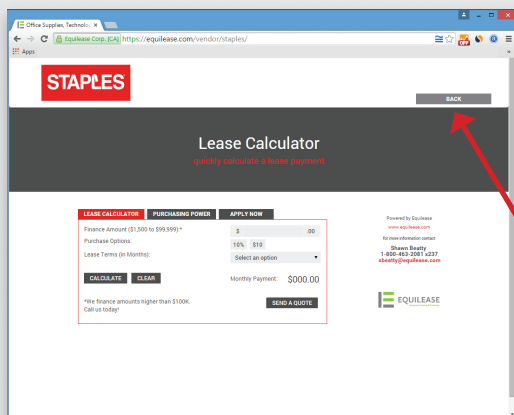
Close more sales while meeting your customers' needs

Equilease's Vendor Integration Program –VIP– gives your business a competitive edge by providing your customers with easy access to on-the-spot lease financing 24/7.

Our numerous structures are innovative and designed for almost every kind of equipment and software in a variety of industries and market segments including retailers, dealers, resellers, manufacturers, distributors and end users. We can help position your business for sustained growth and success all the while achieving superior levels in customer satisfaction.

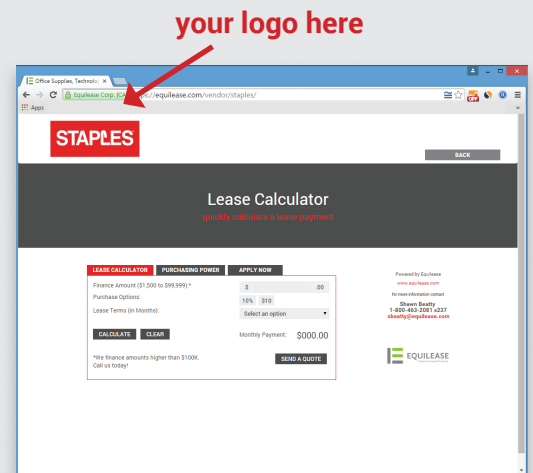
## Partner with Equilease to enjoy valuable privileges including:

- **Competitive rates**
- **Flexible terms**
- **Fast approvals**
- **Innovative lease structures**
- **Quick payments wired direct to your account**



### VIP Microsite

- **accessible 24/7 from your company website**
- **Branded with your logo and colours**



## The VIP Treatment

Become a VIP to get your very own online financing tools, branded with your company's logo. Your customers will have **easy access to lease financing 24/7 directly from your website**. The leasing process can also be conducted while the customer is in your store, showroom, office or over the phone.

Tools include: Lease Applications (business & personal), Lease Calculator & Purchasing Power Calculator

# Leasable Equipment

If you use it to conduct business, we can probably lease it

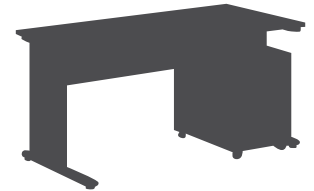
Equilease makes the leasing process simple and efficient. We provide the speed, flexibility and convenience that the banks cannot. Business moves fast and so do we.

## We lease new & used equipment for a wide variety of industries:

- Agriculture
- Automotive
- Commercial Printing
- Communications
- Computer & Networking
- Construction
- Education
- Fabrication
- Fitness
- Golf
- Government
- Healthcare



- Hospitality
- Manufacturing
- Material Handling
- Mining
- Office
- Printing & Packaging
- Photography & Film
- Retail
- Tanning
- Technology
- Transportation
- + Many more



## Working For You

Equilease's expert leasing advisors will work closely with you to develop a flexible financing plan that meets your growth and profit objectives. You select the terms and payment options that suit your budget. We have longstanding partnerships with a large network of key financial institutions. This gives us the ability to offer you a wide variety of financing options so you can make informed business decisions with greater confidence. We work quickly to secure your financing so you can focus on what matters most: managing your business.

# FAQs

A powerful financial tool which offers freedom and flexibility

## Who can lease?

Any individual, company, organization or association.

## Why should I lease?

There are a number of advantages that make leasing an attractive option for many people.

Leasing...

- Offers fixed regular payments
- Provides financing for 100% of the cost
- Allows people and businesses to pay for equipment as it is used to generate income
- Conserves both working capital and bank lines of credit

## Who owns the leased equipment?

Equilease Corp (or its assignor) is the lessor of the equipment, and therefore, the legal owner of the equipment.

## What is the process for leasing equipment?

Equilease first reviews the credit information provided on the lease application. Upon approval, the lease agreement is prepared. When the equipment is delivered, Equilease pays the vendor and begins billing you according to the agreed lease payment terms and schedule.

## Is a down payment required?

No.

## How are lease payments determined?

The monthly payment is based on the term of the lease, cost of the equipment and the type of leasing plan you choose. Equilease offers 24-66 month leasing plans.

## Can I purchase the equipment at the end of the lease?

Yes. You have the option of continuing the lease, purchasing the equipment or returning it to Equilease. Your lease plan will determine what your buy-out options are.

## What factors are used to determine credit worthiness?

Your credit worthiness is based on a number of factors:

- Credit bureau rating
- Type of business
- Length of time in business
- Financing conditions
- References from financial institutions
- Trade references
- Bank reference

\* For lease applications over \$25,000, 2 years of financial statements may be required.

## Can the lease be cancelled?

No, but you can trade in your equipment and lease new equipment before the expiration of the initial term. Equilease also offers a special rate for those who choose to buy out their lease before the end of the term.

## What about GST and PST?

The GST and PST (where applicable) are calculated on a monthly basis based on your lease payment. This way, you are only financing the actual cost of the equipment; you are not financing the taxes.

## What about tax benefits? How do I account for lease payments?

Although most lease payments are fully tax deductible, you should seek the advice of your accountant to determine the best treatment for tax purposes.

## Who services or maintains the equipment?

As a lessee, you receive all the benefits of "buyer" warranties and are therefore, responsible for the care and maintenance of the equipment.



**EQUILEASE**  
Equipment Leasing & Financing

# Credit Application Form

156 Duncan Mill Road, Unit 21  
Toronto, Ontario M3B 3N2

Toll Free: 1-800-463-2081  
Toll Free Fax: 1-866-499-6200  
www.equilease.com

## COMPANY

Company Legal Name \_\_\_\_\_ Operating As \_\_\_\_\_

In Business Since \_\_\_\_\_ # of Employees \_\_\_\_\_  Corporation  Proprietorship  Partnership

Address \_\_\_\_\_ City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Website \_\_\_\_\_ Email \_\_\_\_\_

Business Phone \_\_\_\_\_ Fax \_\_\_\_\_ Cell Phone \_\_\_\_\_

Nature of Business \_\_\_\_\_ Average Monthly Income \$ \_\_\_\_\_

## Principal/Personal Information

\* Fill out if your business has been operating for under 5 years  
\* Fill out separate application for each shareholder

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Date of Birth \_\_\_\_\_ SIN# \_\_\_\_\_ % of Ownership \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

How Long There? \_\_\_\_\_ Own or Rent \_\_\_\_\_ Value \$ \_\_\_\_\_

Home Phone \_\_\_\_\_ Cell Phone \_\_\_\_\_ Previous Employment \_\_\_\_\_ How Long? \_\_\_\_\_

## Equipment To Be Leased

Description Including Year, Make, Model \_\_\_\_\_  New  Used

Cost \_\_\_\_\_ Term \_\_\_\_\_ Vendor \_\_\_\_\_

Representative \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_

The undersigned certifies that the above information to be true and correct. By signing below, I/we consent and authorize the following entity: Equilease Corporation and its representatives, at any time to obtain on an on-going basis, verify, use, communicate with and disclose to third parties (including credit reporting agencies, credit exchanges, leasing brokers, and credit grantors, on an on-going basis) any of my credit, financial, and personal information that Equilease Corporation deems necessary to complete, service or enforce any lease, ancillary deed or transaction, including but not limited to assignments and securitizations. You/we authorize us to collect, hold, and disclose your personal information as requested in order to administer your contract & determine your insurance eligibility as required or permitted by law. You also authorize us to use your personal information for internal statistical analysis purposes. I have read and accepted this Disclosure Statement.

Signature of Applicant \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_



# EQUILEASE

Equipment Leasing & Financing

“ Our award-winning IT company relies on access to the latest equipment so we can continue to provide next generation service solutions. Equilease has helped to keep us on top of our competitive field. Their lease rates are good, their terms are flexible and their service is always fast and courteous. They have definitely helped our company grow. ”

**itControl Solutions Inc.**

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