

Chain Asset Management Solutions Lease Management

New Capex Finance Program

Customer Problem / Need: Customer had leases executed at local site levels, with various investors, at rates above market interest rates, and were paying evergreens on leases past term. The customer required a process to manage their leasing process.

Solution: A centralized quoting process, enabled by the **LeaseFlow** digital platform, for all incoming new equipment lease requests. The process created a standard workflow, access to global capital markets, rates indicative of the parent's credit profile, and created a central repository for lease management.

Outcome: The Chain AMS team has originated **>\$600MM in equipment financing through the New Capex program since inception. The program has lowered the customers lease rates and improved end-of-term decision making through EBO options and dashboard alerts. Overall the program created operational rigor and a simplified process for the customer to request leasing for their equipment needs.**



Program Highlights:

- >\$600MM in equipment financing through the program since inception
- >450 lease contracts executed around the globe
- 20+ preferred global investors executed under the program
- Acquisition flexibility.. Customer able to buy, return or extend at end-of-term
- Fixed early buyout options available for certainty in economics
- Ability for the Chain AMS to place a purchase order on behalf of the customer
- Standardized process & documentation
- Portfolio dashboard with analytics and alerts for end-of-term