

## Lease Finance

Smart Bottom Line Planning.

HOW YOU FINANCE YOUR TRANSPORTATION SYSTEM STRONGLY IMPACTS FINANCIAL PERFORMANCE.

**R**yder Lease Finance, combined with industry-leading programmed maintenance provides a solution for both your financial and transportation objectives, because more efficiency directly affects customers' satisfaction.

### Transportation solutions with financial advantages.

Ryder's various financial relationships allow us to offer a lease that gives you the vehicles, financing and services you need to maximize the efficiency and economy of your company's transportation system.

### A strategic approach to transportation.

Choose Ryder Lease Finance and get more than a typical business approach to transportation. It brings together the best of all worlds: Ryder's expert vehicle engineering, acquisition services, customized financing and industry-leading maintenance service.

### Ryder's analytical tools prove it.

Ryder's tools compare net present value, after tax, cash flow of your existing transportation asset financing to various alternatives. To learn how this analysis may benefit your company and your bottom line, call us today at 1-800-RYDER-OK (1-800-793-3765), Ext. 1762

### Transportation

- ▶ Preserve and free up capital
- ▶ Improve cash flow
- ▶ Optimize and customize tax benefits
- ▶ Enhance debt ratings and financial performance ratios
- ▶ Control / Eliminate residual risk
- ▶ Provide single-source transportation solutions

### Ryder Lease Service Solutions

- ▶ Improve fleet management
- ▶ Control maintenance costs
- ▶ Reduce administrative expenses
- ▶ Improve customer service
- ▶ Manage compliance issues

### Get all the benefits of Full Service Leasing

- ▶ Leveraged purchasing power
- ▶ Vehicle engineering and specification
- ▶ Programmed maintenance
- ▶ National network of locations
- ▶ Fuel services
- ▶ Vehicle insurance
- ▶ 24/7 emergency roadside assistance
- ▶ Replacement vehicles
- ▶ Safety programs
- ▶ Licensing, permitting and tax reporting

Ryder has analytical tools to benefit your company and your bottom line contact us at **1-800-RYDER-OK (1-800-793-3765), Ext. 1762** or visit us at today [www.ryder.com](http://www.ryder.com)

**Ryder Lease Finance**

Address specific financial and equipment requirements with unequalled access to competitive bank financing. We can help you leverage your borrowing strength and provide competitive pricing, combined with industry-leading Programmed Maintenance, to ensure the longevity and quality of your fleet, plus preserve residual values.

**Customized Financing**

Together, we'll analyze your company's needs and identify key financial objectives. Then we'll develop a customized solution to provide financial advantages and vehicles to meet those objectives.

**Optimize Tax Benefits**

Take full advantage of The Job Growth and Tax Relief Reconciliation Act of 2003 or address Alternative Minimum Tax (AMT) Mid-Quarter Convention or net operating loss constraints..

**Manage Your Balance Sheet**

Improve your financial performance measures, operating leverage, liquidity and return ratios. You can keep vehicles off your balance sheet or, to show a stronger asset base, include them on your balance sheet.

**Control Residual Responsibility**

Eliminate residual responsibility and vehicle disposal obligations at the end of your lease, by letting Ryder handle it. Or retain control; using Ryder's Asset Management Services and remarketing capabilities, to maximize vehicle resale proceeds.

**Enhance Cash Flow**

To preserve capital for growth and stabilize cash flow, we can structure a lease with predictable payments during the lease term.

**Gain Access to Capital**

Diversify funding sources and complement your primary banking relationship. As a Ryder customer, you gain access to the wide range of financial services offered by some of the largest financial institutions

## Finance Solutions Guide

Simply choose one option from each area in the top chart that fits your business needs:

TAX BENEFITS, RESIDUAL RISK, OR BALANCE SHEET.

Then locate the financing option in the bottom chart that most closely fits your business strategy.

<b>Tax Benefits</b> (Who is the tax owner?)	<b>1 Tax Lease</b> (Lessor is tax owner. Lessee expenses monthly rental payments.)	<b>2 Non-Tax Lease</b> (Lessee is tax owner. Tax depreciation benefits taken by lessee.)
<b>Residual Risk</b> (At the end of the lease.)	<b>3 Closed-End</b> (Residual risk is with lessor.)	<b>4 Open-End</b> (Residual risk is with lessee.)
<b>Balance Sheet</b> (From lessee's perspective.)	<b>5 Off Balance Sheet</b> (Assets do not appear on lessee's balance sheet.)	<b>6 On Balance Sheet</b> (Assets do appear on lessee's balance sheet.)

A Combination of:	The Market Term:	Lessee Accounting Treatment:	Why:						
<table border="1"> <tr><td>1</td><td>2</td></tr> <tr><td>3</td><td>4</td></tr> <tr><td>5</td><td>6</td></tr> </table> <p>1, 3 &amp; 5</p>	1	2	3	4	5	6	Operating Lease or Fair Market Value (FMV) Lease (if purchasing option attached.)	Operating Lease (i.e., Off Balance Sheet.)	Lessee does not want residual risk and/or lessee is in Non-Tax paying or AMT position.
1	2								
3	4								
5	6								
<table border="1"> <tr><td>1</td><td>2</td></tr> <tr><td>3</td><td>4</td></tr> <tr><td>5</td><td>6</td></tr> </table> <p>1, 4 &amp; 6</p>	1	2	3	4	5	6	TRAC Lease	Capital Lease (i.e., On Balance Sheet.)	Lessee can't use tax benefits and wants control of residual.
1	2								
3	4								
5	6								
<table border="1"> <tr><td>1</td><td>2</td></tr> <tr><td>3</td><td>4</td></tr> <tr><td>5</td><td>6</td></tr> </table> <p>1, 4 &amp; 5</p>	1	2	3	4	5	6	Split TRAC or Off Balance Sheet TRAC	Operating Lease (i.e., Off Balance Sheet.)	Same as TRAC but lessee has concerns with bank covenants, Return On Assets (ROA) or timing of income recognition and wants Off Balance Sheet treatment.
1	2								
3	4								
5	6								
<table border="1"> <tr><td>1</td><td>2</td></tr> <tr><td>3</td><td>4</td></tr> <tr><td>5</td><td>6</td></tr> </table> <p>2, 4 &amp; 6</p>	1	2	3	4	5	6	Tax Advantage Lease (Conditional Sale.)	Capital Lease (i.e., On Balance Sheet.)	Lessee wants tax benefits and control of residual.
1	2								
3	4								
5	6								