



press release

July 16 2001

[Trilogy Leasing Progress Report](#)

July 16, 2001 . Trilogy Leasing is pleased to provide an update on its progress. From our inception in September 1999 through today, the company has been awarded leases with approximately \$90M of origination cost. At the current trend, the company will initiate approximately \$100M of leases in its first two years of operations. This is well ahead of plan and Trilogy has accomplished this while keeping its risk position in check. The company is far more positive than its cash plan, has a most dedicated and efficient staff, has very strong customer and banking relationships, and continues to break new ground. Although still early in its development, the company is beginning to realize the fruits of its leasing investments.

Trilogy remains focused in the technology leasing area but has begun its expansion into other equipment areas such as warehouse, construction, medical, banking, manufacturing, and production. This is done with the objective of bringing diversification and therefore less overall risk to the portfolio. Additionally, the company has a strong base in the Northeast and a major presence in the mid-west with Chicago as a branch. We are now entering the Baltimore/Washington geography. In addition to diversifying our equipment portfolio, we are diversifying our customer portfolio by covering a variety of geographies. As the economy goes through its ebbs and flows over the coming years, different types of businesses and different geographic regions will have different responses to the economic tide. For instance the financial, municipal, manufacturing and technology markets that tend to exist in specific geographic areas do not all move in lockstep. By being active in additional areas we smooth out the effects of economic cycles.

"This is a very exciting time for Trilogy. We are a very dynamic organization and with the strong efforts of our employees we are able to manage our growth. We are constantly striving for methods to increase our efficiency and lessen the overall risk in our portfolio while providing unsurpassed service to our customers," said Jeff Liebenthal, President and CEO of Trilogy. "In spite of a most difficult marketplace in which we operate we remain very optimistic about the future."