



press release

July 19, 2004

Trilogy Announces Q1 2004 Financial Results

Trilogy Leasing, a diversified lessor specializing in technology, telecommunications, medical, materials handling and mail handling equipment is pleased to announce its earnings for the first quarter of 2004. Net income for the first quarter of 2004 period was \$648,000; the highest in the history of the company. This represents an increase of 29% above the year earlier period.

Revenues for the quarter were \$5.4 million, 8.7% below the first quarter of 2003. Reduced sales of equipment and downward pressure on interest rates are primarily responsible for the reduced level of revenues.

Jeff Liebenthal, President and CEO of Trilogy, commented, "We are most pleased with our continuing strong performance. Our cash position continues to grow and we continue to sign new master leases. Our lease billings are now running at a rate of over \$50 million per year. Our reduced revenues are not a cause for concern as equipment sales, not our primary source of revenue, vary greatly from quarter to quarter and lowered interest rates were helpful on the expense side of the equation."

Jeff went on to add, "We have just begun Trilogy Solutions, our sister company and a Hewlett-Packard Channel Partner, and we believe that the synergies between the two companies are powerful. Trilogy can offer financing, new equipment, refurbished equipment, and consulting to our customers. Our array of services allows us to be a one stop shopping experience for our customer set."

Trilogy Leasing, although a private entity, will continue to provide updates on its financial performance.