



## press release

April 19, 2005

### **Trilogy Announces 2004 Operating Results**

Trilogy Leasing Co., LLC, a Cranbury, New Jersey based leasing company specializing in technology, telecommunications, medical, materials handling, and mail handling equipment is pleased to announce full year 2004 operating results.

Revenue in 2004 grew to \$24.2 million, a 3% increase over 2003 levels. Net income rose 22% over the prior year, to \$2.5 million. Revenues and net income are both at record levels for the fifth consecutive year. Jeff Liebenthal, President and CEO of Trilogy commented, "Trilogy continues to perform and mature. Our cashflows and cash position once again improved in 2004. Our lease portfolio continues to grow as well. We added to our sales and administrative staff while keeping a watchful eye on our expenses. As the economy strengthens, we are in position to take full advantage of the more robust business climate."

Mr. Liebenthal went on to add, "2004 was a most significant year for Trilogy. As our leasing business continued to grow and solidify the base that was established 5 ½ years ago, we added a new member to the Trilogy family. In June of 2004, Trilogy Solutions began operations. This organization is a full service Hewlett-Packard channel partner offering the complete line of HP hardware, software, and services. Trilogy Solutions has a broad consulting practice as well. Solutions is off to a great start and we are very encouraged about the future of this new company. We are already seeing benefits by cross marketing between Leasing and Solutions and we are taking full advantage of the economies of scale that this new organization allows us to enjoy. We will continue to investigate other opportunities to make Trilogy a more well-rounded company and to allow us to be even more of a one stop shop for technology to our customers."

Trilogy Leasing is a wholly owned subsidiary of Trilogy Systems, which is a majority shareholder in Trilogy Solutions. The company is privately held but will continue to provide earnings information and other important updates through its website and press releases.