



Commercial Finance Association

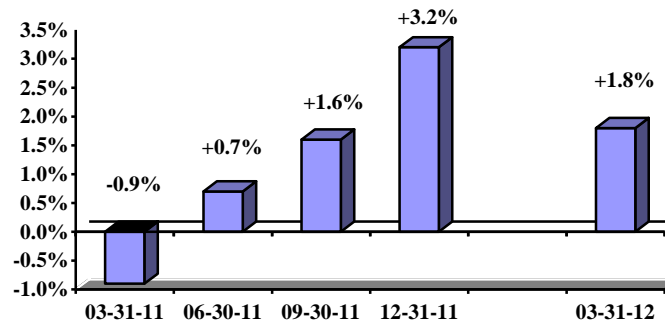
Quarterly Asset-Based Lending Index First-Quarter 2012

Introduction

- This Quarterly Asset-Based Lending Index was developed to help Commercial Finance Association members and external constituencies monitor industry trends.
- 22 of the largest CFA members engaged in asset-based lending provided data for this Index. The mix of reporting members has changed slightly from time to time. In these instances, data from previous indices has been restated. Also, some participants occasionally revise previously reported data.
- This survey was conducted by R.S. Carmichael & Co., White Plains, NY on behalf of the Commercial Finance Association.

Business Development

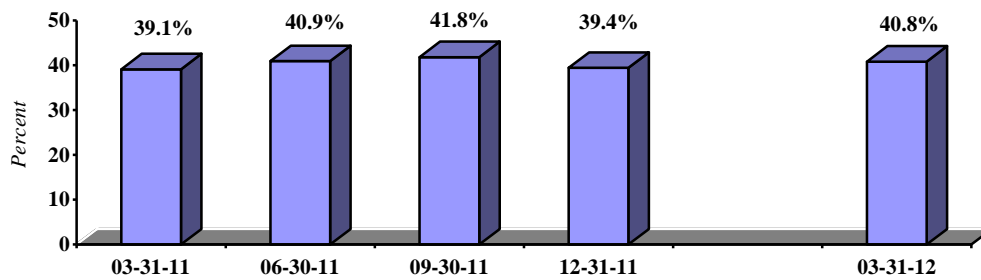
- Total committed credit lines in 1Q 2012 were up 1.8%. 68% of lenders reported an increase.



- Compared to the same quarter in 2011, total commitments increased 7.3%.

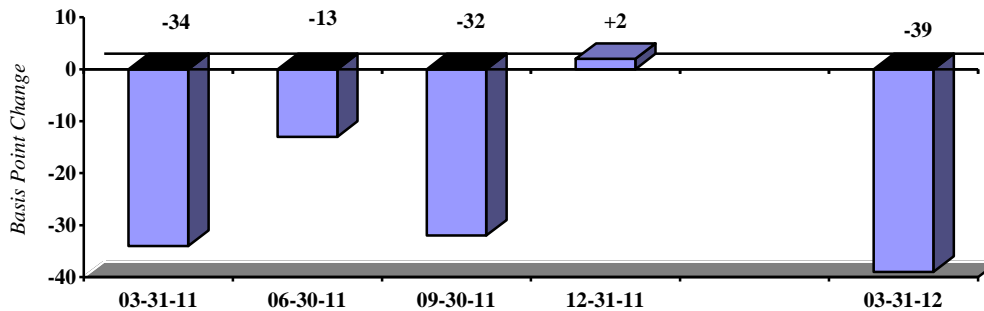
- Lenders' **new credit commitments** originated in the first-quarter of 2012 were down 33.7%. Compared to the same quarter in 2011, new commitments were down 22.5%. However, 55% of lenders reported an increase in new commitments in the first-quarter.
- Utilization of lenders' credit lines increased to 40.8% in the first-quarter of 2012. This compares to 39.4% in the previous quarter and 39.1% in the same quarter in 2011.

(Loans Outstanding as a Percentage of Total Credit Commitments)

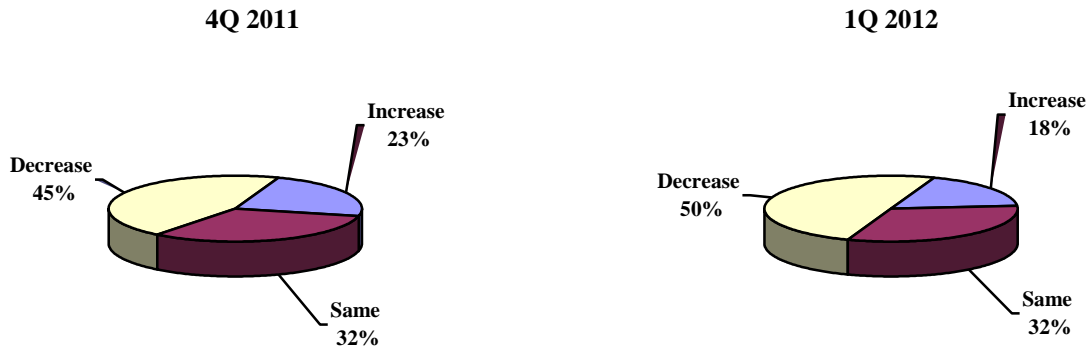


Portfolio Performance

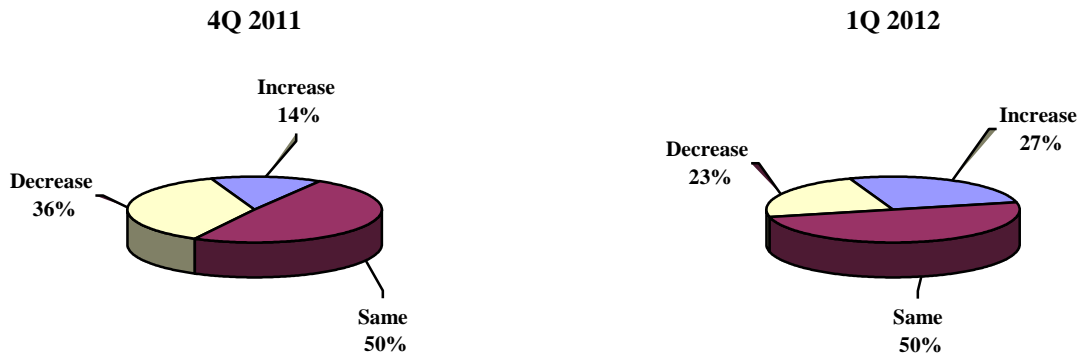
- Lenders' non-accruing loans as a percentage of their total asset-based loans outstanding were lower in 1Q 2012. This follows a slight rise in the previous quarter.



- **50% of lenders reported a decrease in non-accruals in 1Q 2012 vs. 45% in 4Q 2011.**



- **With respect to gross write-offs, 23% of lenders reported a decrease in gross write-offs in 1Q 2012 vs. 36% in 4Q 2011.**



- **Gross write-offs as a percentage of total outstandings continued to drop in the first-quarter and again were well below 100 basis points.**