



# Adapting to Your IT Environment

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Financial and lifecycle solutions that evolve with your organization

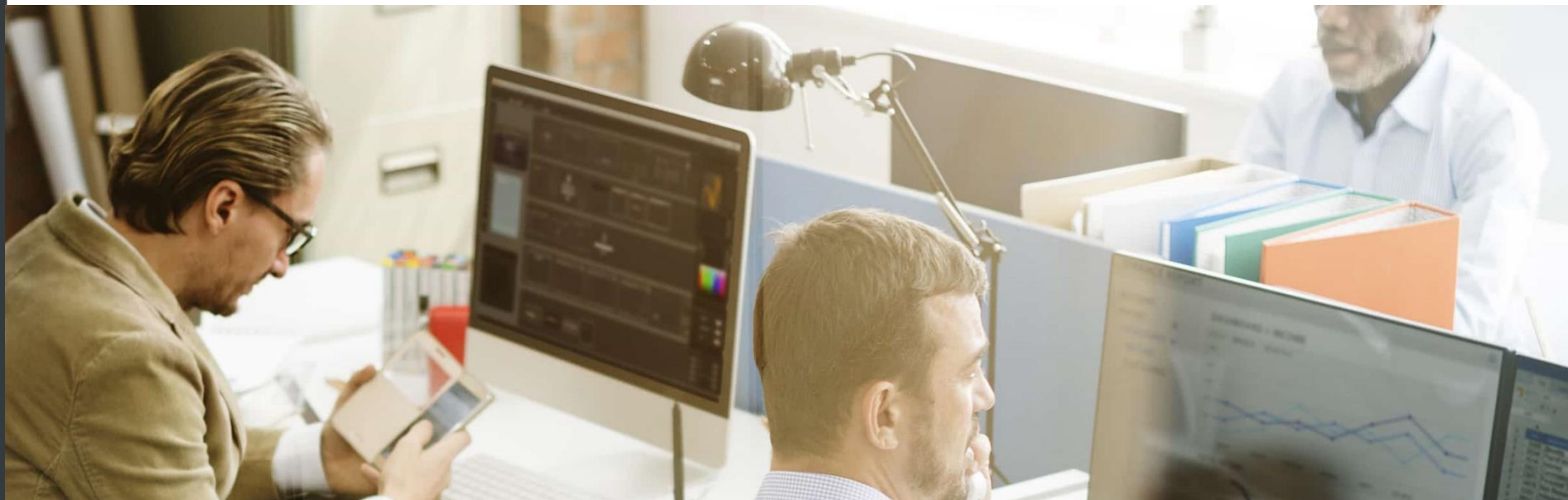
Ernest Salzer | Leasing Manager

# Agenda

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- Introduction to CSI Leasing
- Why Co-Create with CSI
- Global Capabilities
- Solutions to Your Pursuits
- End of Lease Services



# Introduction to CSI

# Not Like Most Leasing Companies

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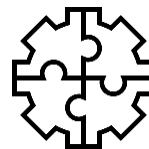
Founded in 1972  
Headquartered in  
St. Louis, Missouri



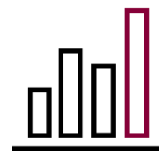
1,000+ employees  
in 70 offices  
worldwide



Recognized for  
flexibility, service  
excellence and  
innovation



Customized  
solutions to match  
your refresh strategy  
and financial  
objectives



One of the largest  
independent  
technology lessors  
in the world

# Who is Tokyo Century?

Tokyo Century Corporation (TC) is one of the largest financial services companies in Japan, providing strategic value-added financial services on a global scale through its subsidiaries and affiliates worldwide.



7,000+ employees



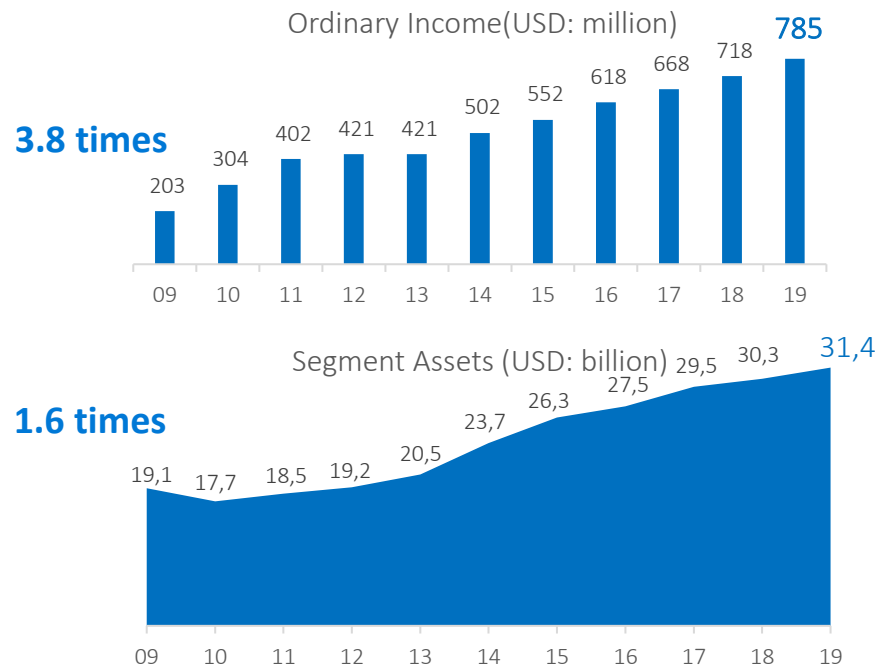
37 countries and regions



\$31.4 billion USD in segment assets



**Tokyo Century**



\* (exchange rate: JPY 110/USD)

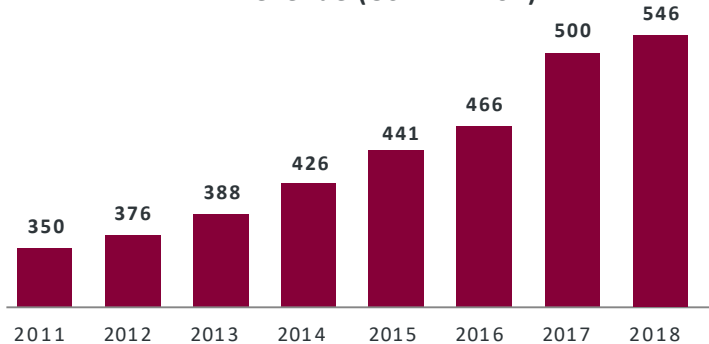


**CSI LEASING**

# Who is CSI?



Revenue (USD: million)



CSI Leasing, Inc. (CSI) was established in 1972, and was acquired by TC in 2016. CSI provides vendor customers lifecycle solutions and smart leasing options for a wide range of industries and organizations.



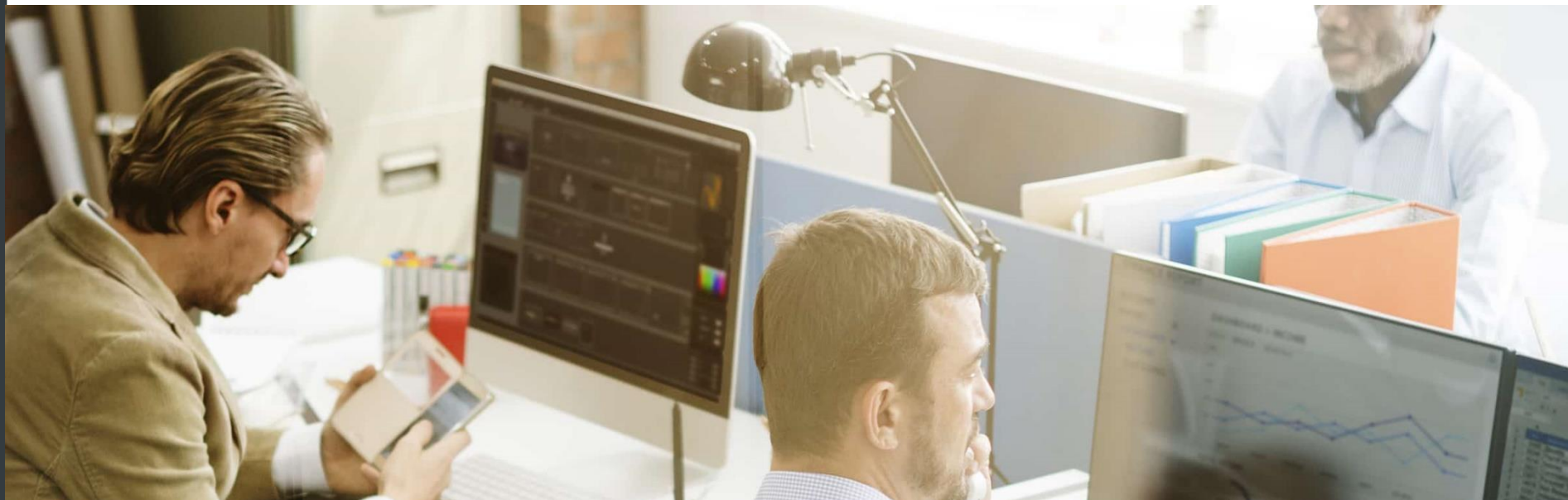
1,200+ employees



70 offices leasing in 36 countries



\$1.8 billion in leased assets



Why co-create with **CSI**?

# Lean on CSI

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New business models, new competitors, new accounting rules. You need modern solutions to remain competitive and manage your technology efficiently.

The team at CSI will complement your purchasing, finance and IT teams - placing orders, managing payments to vendors, working within your budget and providing proper disposal. Our team will construct with you high value add solutions that include complimentary elements bundled into a flexible solution.

That's where **we** stand out.



# Why Lease?

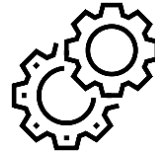
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Control your  
budget



Invest your  
cash



Operate more  
efficiently



Increase your  
bottom line

# Why Lease?

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Change your  
mind



Manage your  
refresh



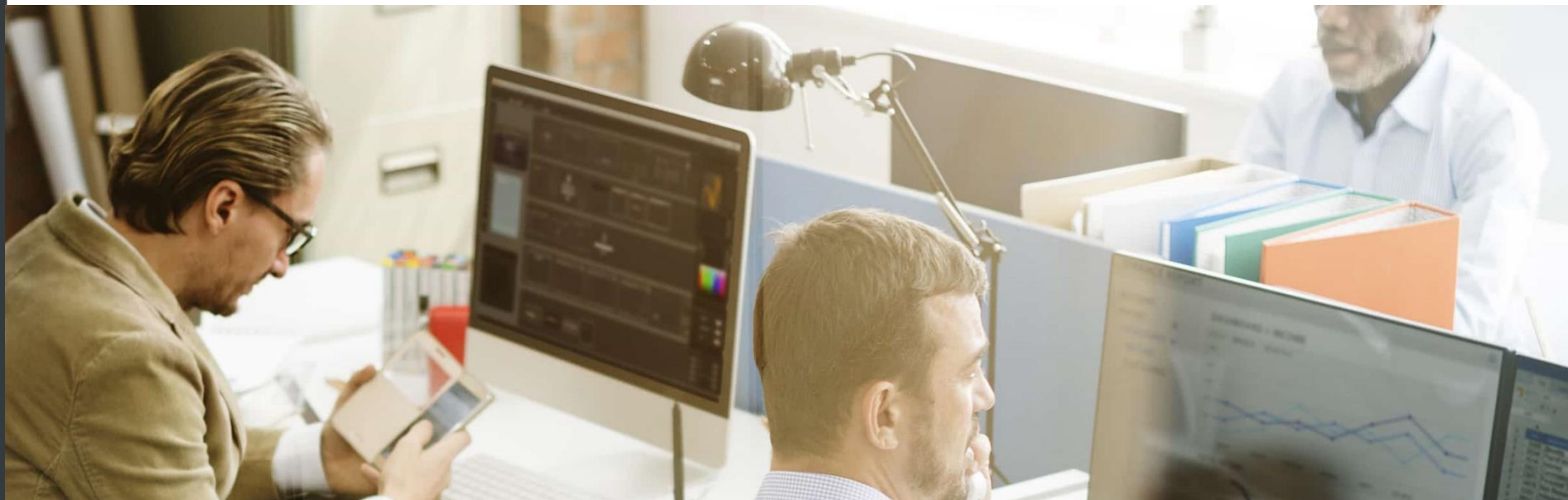
Offload your  
disposal



Lean on your  
leasing company

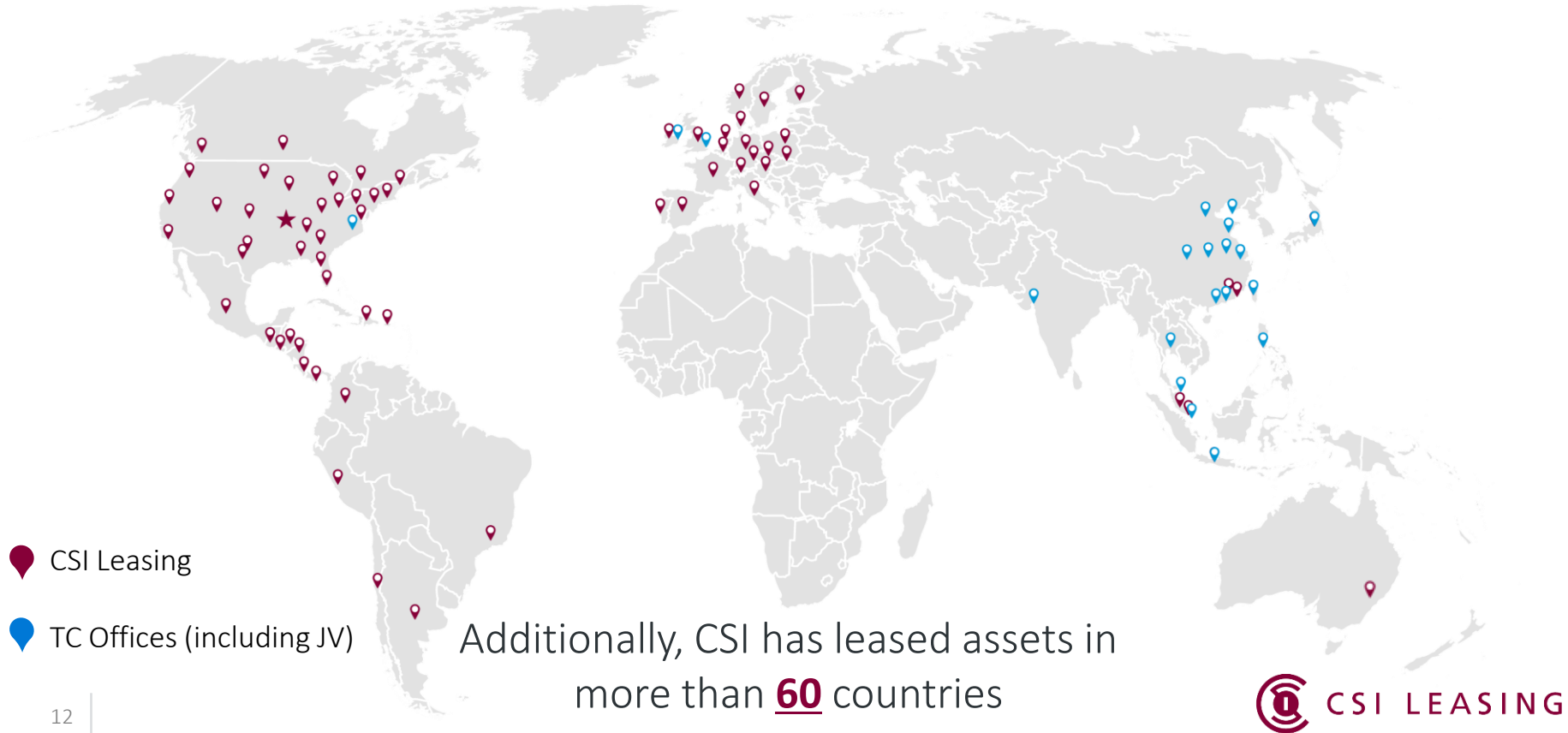


According to technology research analyst IDC, leasing provides a level of automation, flexibility and simplicity that gives customers a strong IT asset management plan and **reduces total cost of ownership**.



# Global Capabilities

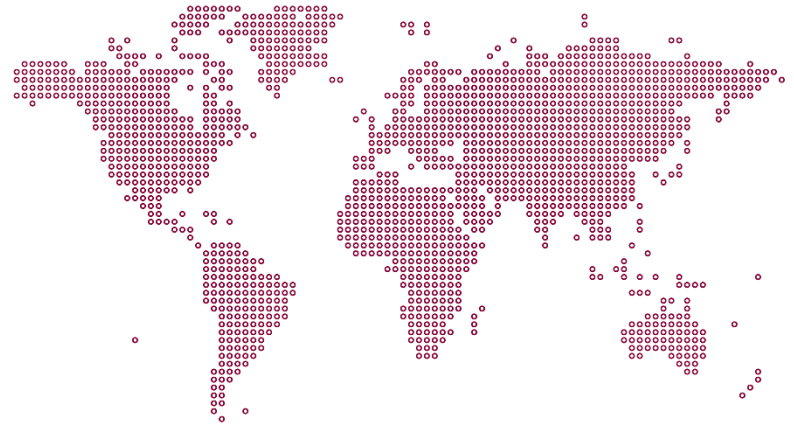
# Global Coverage



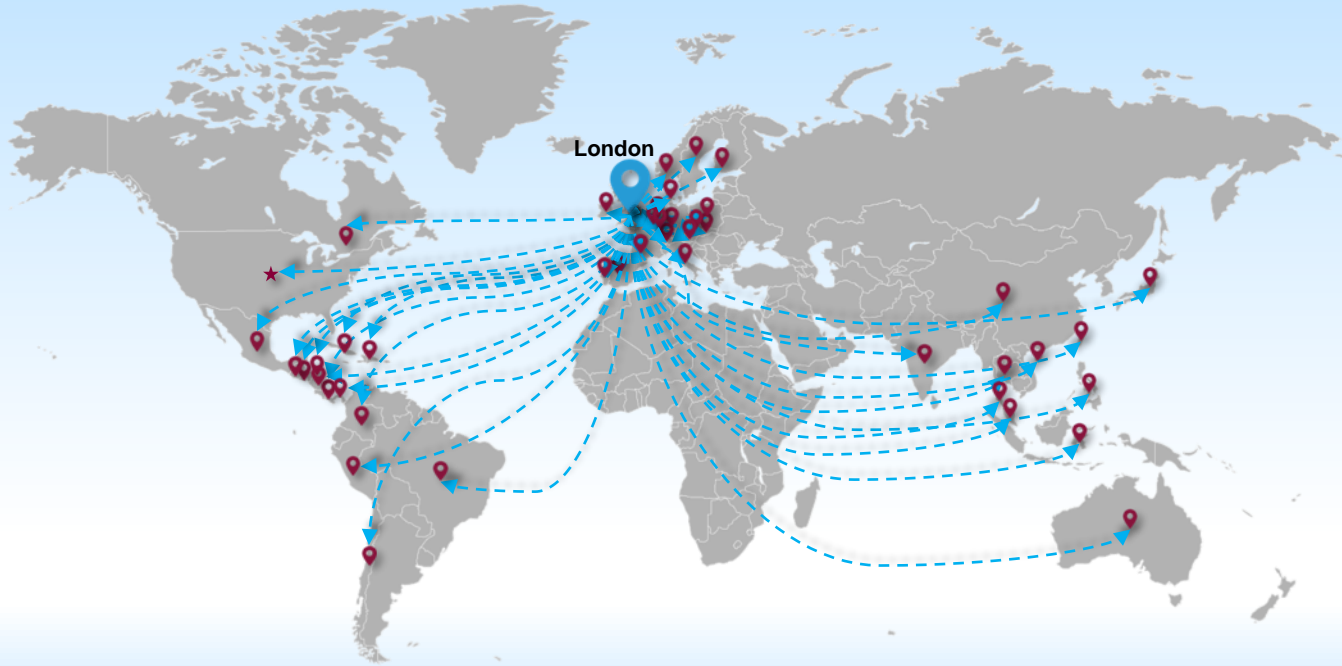
# GLOCAL Approach

## Global reach, local feel

- ✓ Glocal co-creation: adapting to local needs with a global consistency
- ✓ Multi-country lease with common terms and conditions
- ✓ Local specialists that speak local languages and know local laws
- ✓ Single point of contact to help monitor leases globally
- ✓ MyCSI online lease management tool



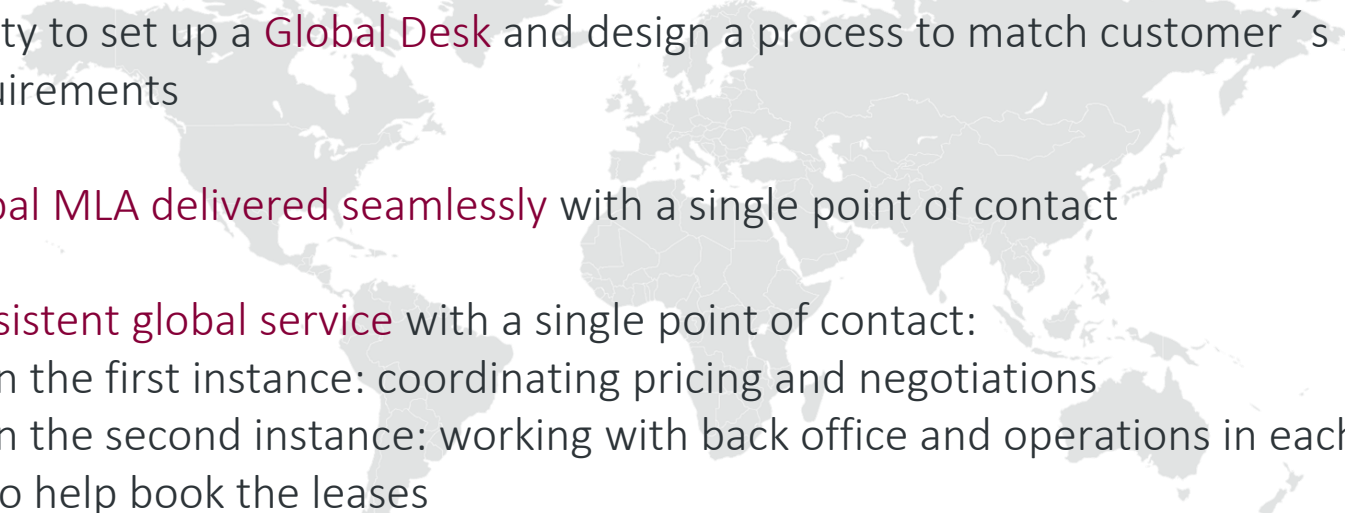
# Global Coordination Desk

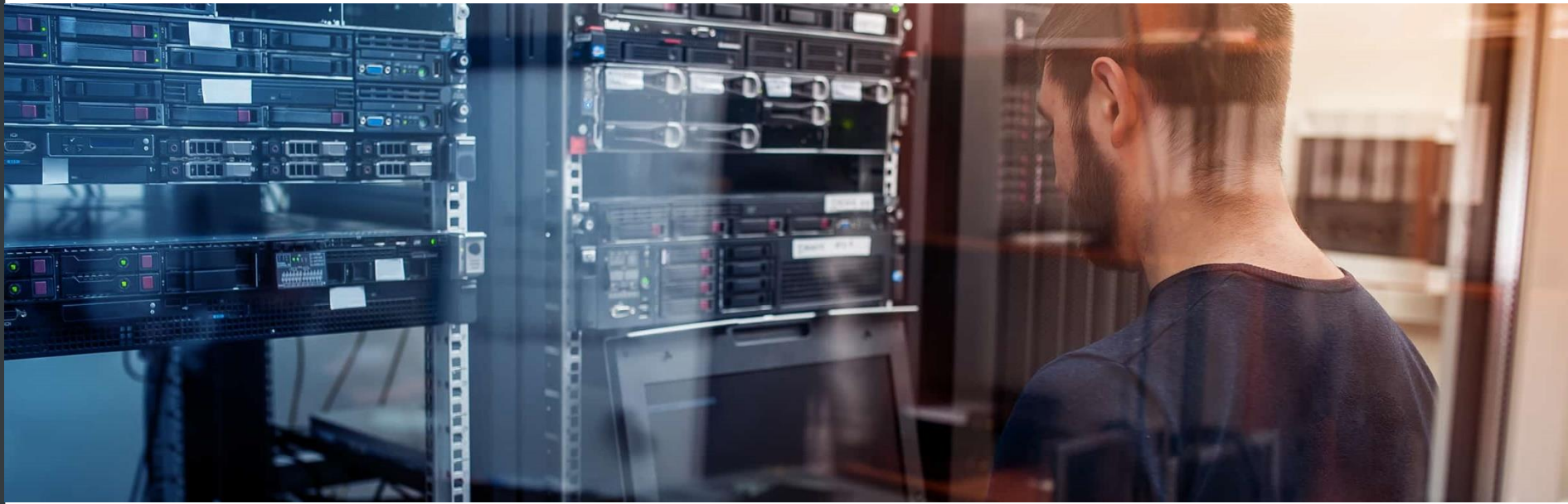


Brazil	Canada	Chile	Colombia	Costa Rica	Dominican Rep.	El Salvador	Guatemala	Honduras	Mexico
Nicaragua	Panama	Peru	Puerto Rico	USA	Austria	Belgium	Czech Rep.	Denmark	France
Germany	Ireland	Italy	Luxemburg	Netherlands	Norway	Poland	Portugal	Slovakia	Spain
Switzerland	Australia	China	Hong Kong	Indonesia	Japan	Malaysia	Philippines	Singapore	Taiwan
									Thailand
									India

# Global Coordination Desk

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- 
- ✓ Ability to set up a **Global Desk** and design a process to match customer's requirements
  - ✓ **Global MLA delivered seamlessly** with a single point of contact
  - ✓ **Consistent global service** with a single point of contact:
    - In the first instance: coordinating pricing and negotiations
    - In the second instance: working with back office and operations in each country to help book the leases



CSI – Solutions to your Pursuits





# Suite of Services

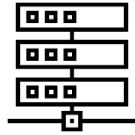


# Flexible Financing Models

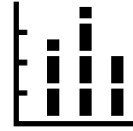
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FMV



Managed  
Services/SaaS



Variable  
Consumption



Utility

We can also **scale and customize** structures to fit the customer's needs.

# Our Evolving Product Portfolio

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## Managed IT Services

- Pay per Hour, Pay per Capacity
- On Demand (Server & Storage)
- DaaS
- XaaS
- Service contracts (MSA, StS)



## Financing Models

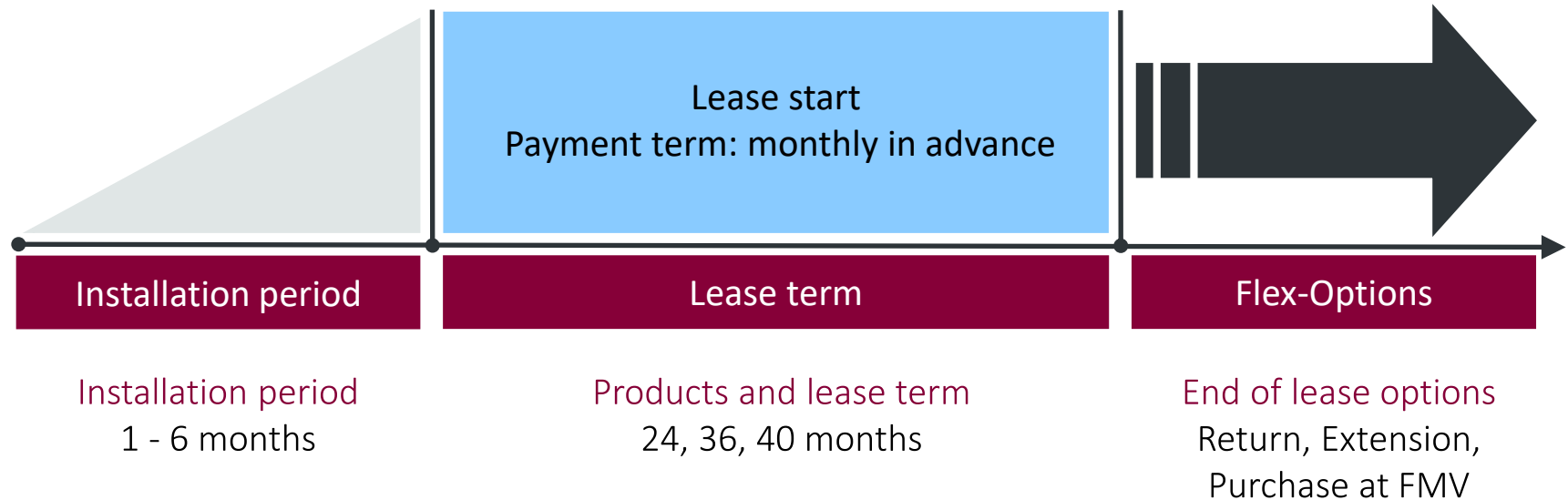
- FMV Leasing
- SmartTrack
- Purchase Leaseback
- Software, Services



## Additional Services

- Brokerage and Remarketing
- Wrap & Pack
- Transport
- Auditing
- Security/End of Term
- Asset Management
- Lifecycle Management

# SmartTrack<sup>SM</sup> - Leasing Process



# The SmartTrack<sup>SM</sup> Cycle

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Installation  
quarter  
commences



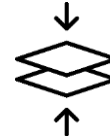
Open line  
of credit  
established



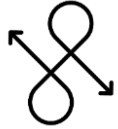
Equipment  
ordered either  
by you or CSI



CSI reviews invoices  
to ensure they  
match PO



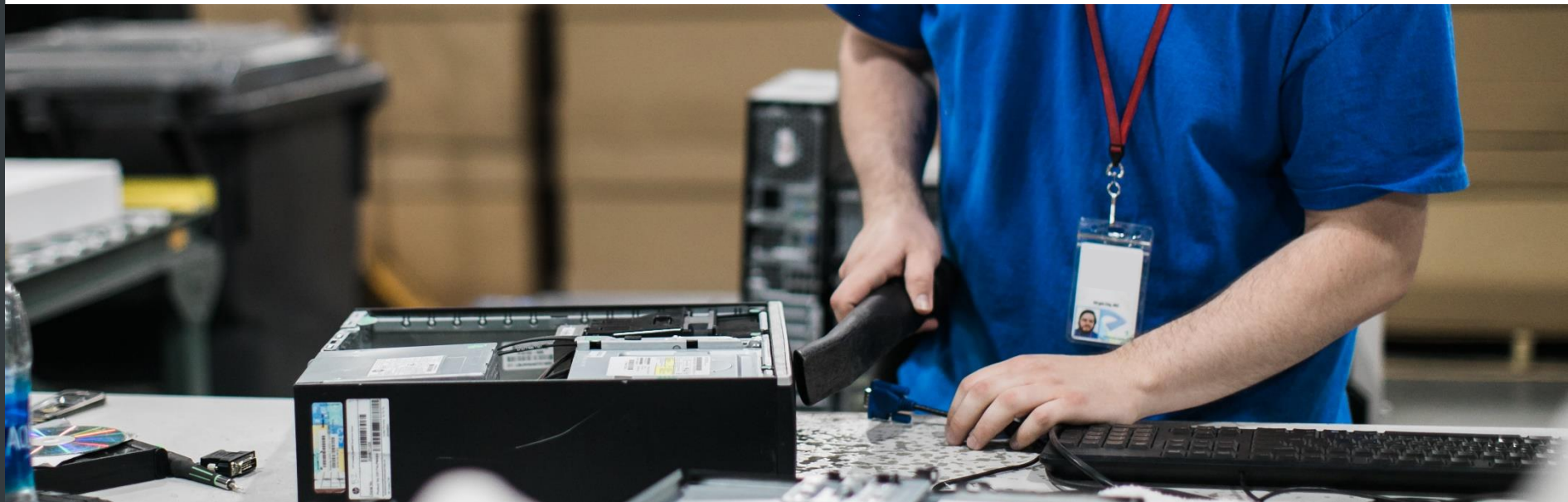
Everything is on one  
lease schedule



Quarter ends,  
process repeats

## Easy online lease management tool

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- The image shows a laptop screen displaying the CSI Leasing software interface. The interface is a web-based application with a dark header and a light main content area. The header includes the CSI Leasing logo and navigation links. The main content area displays user information, lease details, and a table of transactions.
- User Information:**
- Name: KIP002540
  - Lease No: 00147
  - Lease: 2015 KIA NEXO 1.6L I4 16V
  - Current Company: USA
  - Account Executive: J. Smith
  - All Email: jsmith@csileasing.com
- Rental Period:** 3/1/2014 - 3/31/2014
- Due Date:** 3/1/2014
- Invoice Date:** 3/1/2014
- Total Rent:** 1,234.56
- Total Tax:** 1.23
- Total Due:** 1,235.79
- Billing Address:**
- 2015 KIA NEXO, INC.  
1000 PINE ST. SUITE 1000  
BIRMINGHAM, AL 35202-0001  
Attention To: KIP002540
- Payment Remit To:**
- CSI Leasing, Inc.  
1000 PINE ST. SUITE 1000  
BIRMINGHAM, AL 35202-0001  
Attention To: ACCOUNT RECEIVABLE
- Account:** KIP002540
- Download Invoice**
- Transaction Table:**
- | Invoice No./Schedule | Invoice No. | Vehicle       | Model       | Company Reference   | Company | Rent   | Tax    |
|----------------------|-------------|---------------|-------------|---------------------|---------|--------|--------|
| 00147-001            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-002            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-003            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-004            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-005            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-006            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-007            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-008            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-009            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |
| 00147-010            | 00147       | 2015 KIA NEXO | 1.6L I4 16V | 2015 KIA NEXO, INC. | USD     | \$1.23 | \$1.23 |



# End of Lease Services

# End of Lease Services

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Facilities worldwide



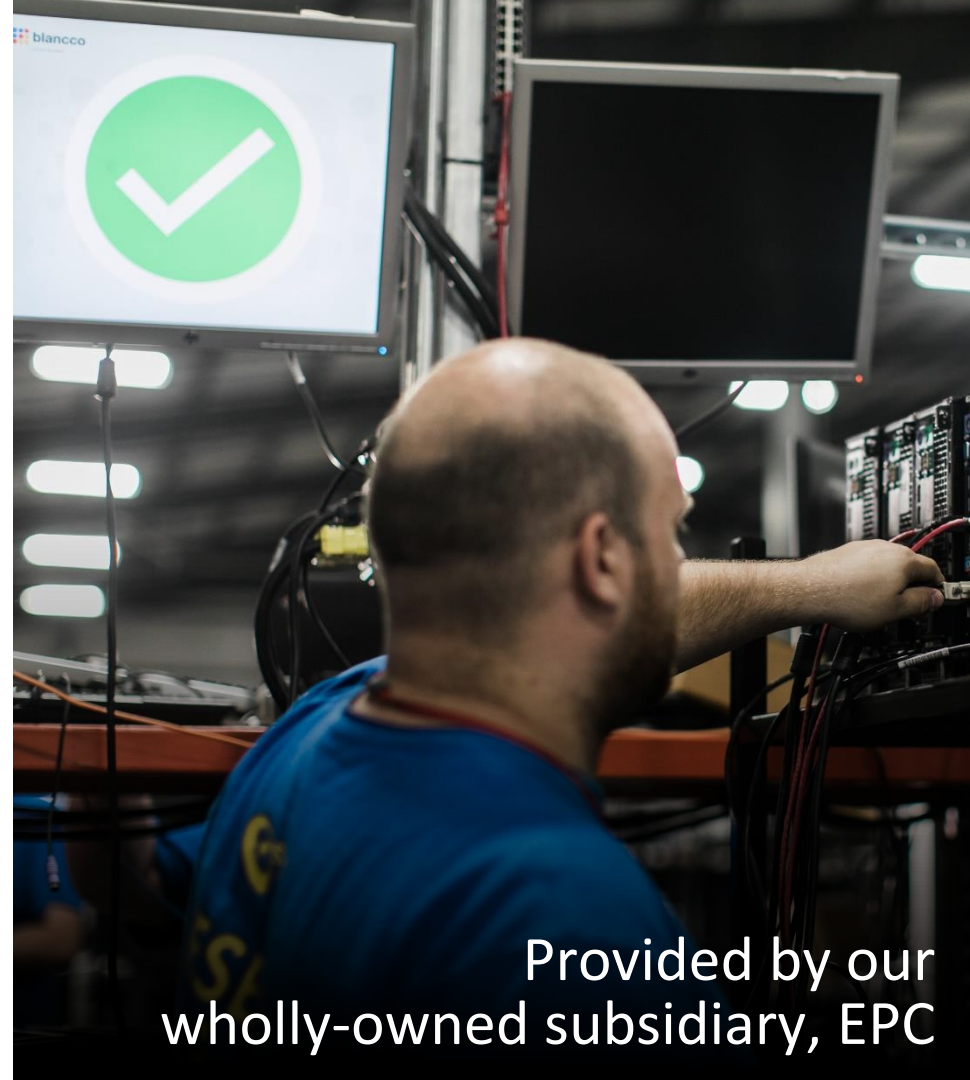
Data sanitization



Recycling



Reports



Provided by our  
wholly-owned subsidiary, EPC



# End of Lease Services - Benefits

- Secure collections
- Auditing
- Data wiping using industry-leading Blancco software
- Onsite hard drive shredding using Data Destruction Recycling Vehicle (DDRV)
- Europe-wide footprint; facilities in Sheffield & Bratislava
- Disposal compliant with WEEE Directive & GDPR regulations
- IT remarketing of non-leased assets
- Cash for old equipment depending on age and condition





CSI LEASING