

About the U.S. Equipment & Software Investment Momentum Monitor

Business leaders require actionable forward-looking intelligence to make strategic decisions. Accordingly, the Equipment Leasing & Finance Foundation commissioned Keybridge LLC to develop a series of custom leading indicators for the equipment sector. Published monthly, the “U.S. Equipment & Software Investment Momentum Monitor” consists of indices for the 12 equipment and software investment verticals listed below. These indices are designed to identify turning points in their respective investment cycles with an approximate 6-month lead time.

The Momentum Monitor is based on Keybridge’s extensive research which shows that not all movements in economic data are reliable signals of future economic trends. Keybridge has operationalized its research by constructing indices, each comprised of 10–20 high-frequency indicators. These indicators undergo rigorous testing to determine the optimal thresholds at which their short-term fluctuations are economically meaningful. In simpler terms, the Momentum Monitor sifts out the “noise” in the data and identifies the dominant trends. As a result, each Momentum Monitor index is statistically optimized to signal turning points in the investment cycle without giving false readings of shifts in momentum.

The Momentum Monitor covers 12 equipment and software verticals as defined by the U.S. Department of Commerce, Bureau of Economic Analysis.

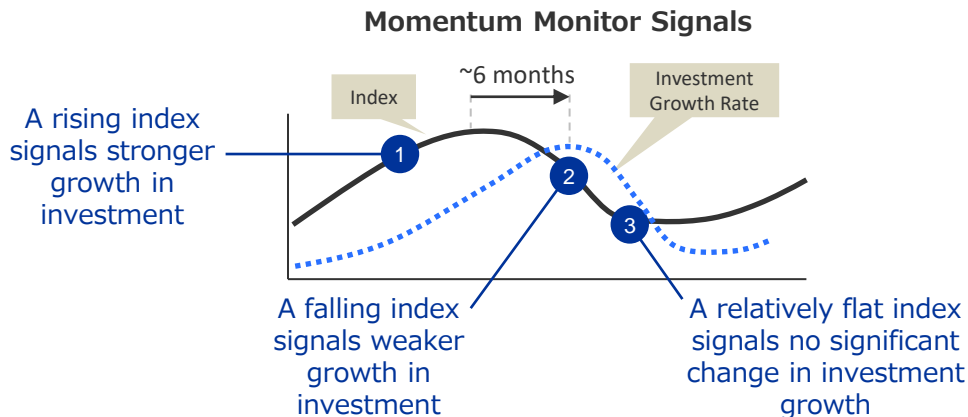
U.S. Equipment & Software Investment Momentum Monitor – 12 Verticals

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|-----------------------------------|-----------------------|
| 1) Agriculture Machinery | 7) Aircraft |
| 2) Construction Machinery | 8) Ships and Boats |
| 3) Materials Handling Equipment | 9) Railroad Equipment |
| 4) All Other industrial Equipment | 10) Trucks |
| 5) Medical Equipment | 11) Computers |
| 6) Mining & Oilfield Machinery | 12) Software |

How to Read the Monitor

Each Momentum Monitor index provides a signal of the direction and magnitude of growth in equipment investment over the next six months. It is important to note that index values do not correspond to particular growth rates. Instead, the Momentum Monitor indices should be interpreted within the context of prior index readings and investment growth rates. For example, there are several simple rules to follow when examining the latest index values:

- 1) A rising index signals that growth in investment will accelerate from the current rate;
- 2) A falling index signals that growth in investment will decelerate from the current rate; and
- 3) No change in the index signals no meaningful change from the current growth rate.



To help the reader interpret the latest Momentum Monitor signals, a summary report for each equipment vertical follows a specific outline:

Materials Handling Equipment:

- 1 Investment in Materials Handling Machinery inched up at a 0.3% annualized rate in Q4 2014 and is up 7.3% year-over-year.
- 2 The Materials Handling Momentum Index slipped from 93.5 in February to 92.5 in March.
- 3 A 23% decline in the MNI-Chicago Business Barometer and a spike in Economic Policy Uncertainty offset gains in Machinery Sales, Manufacturing Sales, and the ISM Manufacturing Suppliers Deliveries Index.
- 4 The Index's recent trend continues to indicate that growth may moderate over the next six months.

- 1) The first sentence reports the latest growth rate for investment in a given vertical. This provides a context for interpreting the order of magnitude of growth over the next six months.
- 2) The second sentence explains the latest movement in the index, indicating whether momentum is accelerating or decelerating.
- 3) The report then describes the recent movements of one or more indicators to help to explain the index's latest reading.
- 4) Finally, the report ends with an interpretation of where investment growth is heading over the next six months based the index's recent movement and historical strength.

U.S. Equipment & Software Investment Momentum Monitor

March 2022

Momentum Monitor Sector Matrix



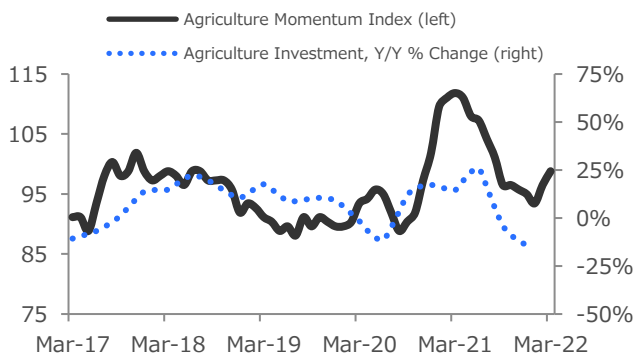
The matrix above summarizes the current values of each of the 12 Equipment & Software Investment Momentum Indices based on two factors: Recent Momentum (x-axis) and Historical Strength (y-axis):

- **"Recent Momentum"** represents the degree of an indicator's recent acceleration or deceleration in the past month relative to its average movement during the previous 3 months. Ratings closer to "0" represent an indicator that is rapidly decelerating, while ratings closer to "10" represent an indicator that is rapidly accelerating.
- **"Historical Strength"** represents the strength or weakness of an indicator in the past month relative to its typical level since 1999. Ratings closer to "0" represent an indicator that is weaker than average, while ratings closer to "10" represent an indicator that is stronger than average.

The matrix is comprised of four quadrants according to each vertical's recent momentum and historical strength readings. If a vertical is located in the top-left quadrant, its momentum reading is higher than average, but positive movement has slowed (and perhaps reversed) in recent months — suggesting that investment levels may fall over the next two quarters. Verticals located in the bottom-right quadrant, however, have momentum readings that are below average, but recent movement shows promise — suggesting that investment levels may rise over the next two quarters. This makes them potentially attractive targets for new short-term leasing and finance opportunities.

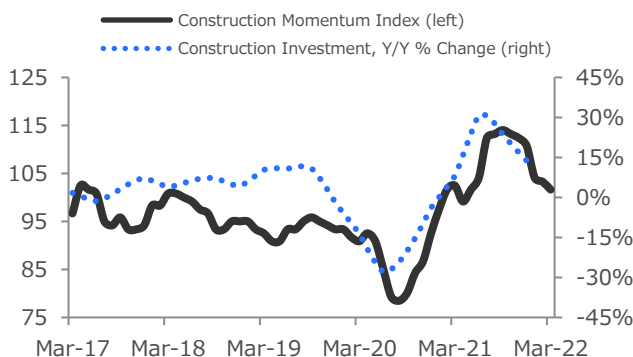
Agriculture Machinery:

Investment in Agricultural Machinery declined 22% (annualized) in Q4 2021 and is down 14% from one year ago. The Agriculture Momentum Index improved from 96.5 in February (revised) to 98.8 in March. Agricultural Machinery Industrial Production ticked up 0.1% and Food and Beverage Consumption Spending rose 2.1% in January. Overall, the Index's position suggests that agriculture machinery investment growth may have bottomed out, though upside potential likely is limited.



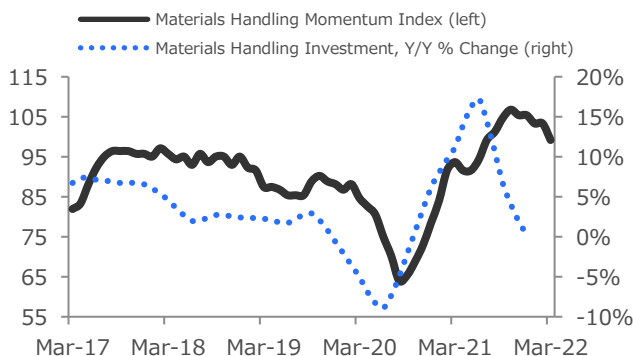
Construction Machinery:

Investment in Construction Machinery fell 1.0% (annualized) in Q4 2021 but is 14% above its year-ago level. The Construction Momentum Index declined from 103.3 from February (revised) to 101.7 in March. In January, Housing Permits fell 15% and New Homes for Sale rose 8.2%. Overall, the Index's position and recent movement suggest that construction machinery investment growth will continue to decelerate over the next two quarters.



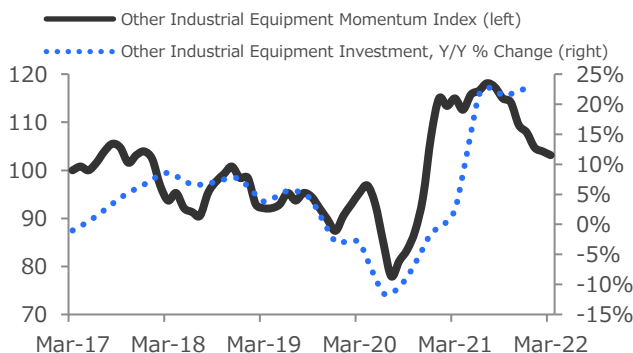
Materials Handling Equipment:

Investment in Materials Handling Equipment decreased 4.6% (annualized) in Q4 2021 and was just 0.2% above year-ago levels. The Materials Handling Momentum Index fell from 103.3 in February (revised) to 99.1 in March. Shipments of Materials Handling Equipment grew by 1.2% in December while Import Prices for Materials Handling Equipment rose by 2.0% in January. Overall, the Index's position and recent movement suggest that materials handling investment growth is unlikely to improve over the next six months.



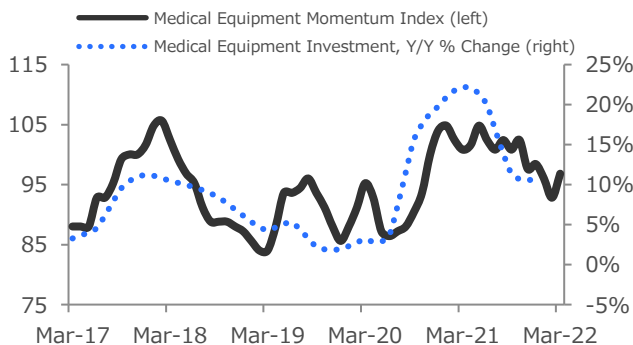
Other Industrial Equipment:

Investment in All Other Industrial Equipment expanded 23% (annualized) in Q4 2021 and rose 23% Y/Y. The Other Industrial Equipment Momentum Index edged down from 103.9 in February (revised) to 103.1 in March. Construction Spending fell 1.9% in December while Machinery Industrial Production rose 1.1% in January. Overall, the Index's position and recent movement point to slowing other industrial equipment investment growth over the coming two quarters, although growth should stay in positive territory.



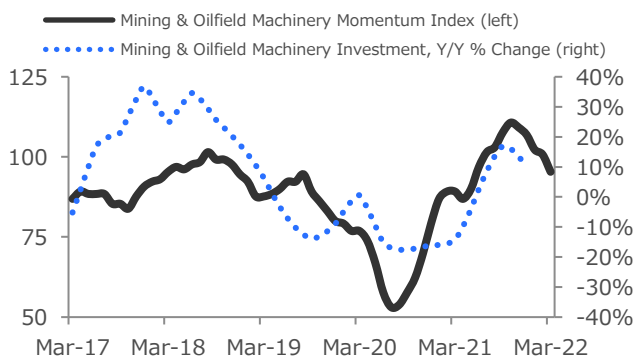
Medical Equipment:

Investment in Medical Equipment rose 17% (annualized) in Q4 2021 and is up 11% year-over-year. The Medical Equipment Momentum Index increased from 92.8 in February (revised) to 96.8 in March. Consumer Prices of Medical Care ticked up 0.7% and Medical Equipment and Supplies Industrial Production rose 2.5% in January. Overall, the Index's position and recent movement suggest that medical equipment investment growth may have bottomed out, though growth is unlikely to accelerate in the coming six months.



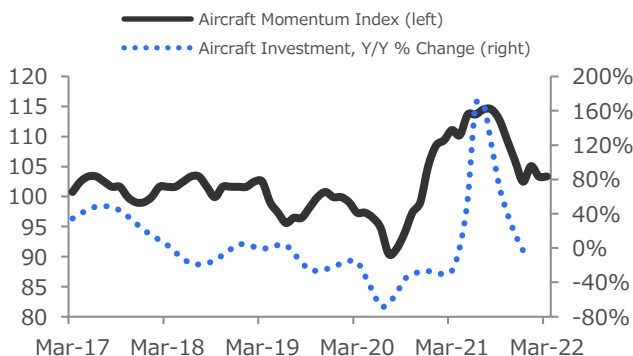
Mining & Oilfield Machinery:

Investment in Mining & Oilfield Machinery decreased 7.6% (annualized) in Q4 2021 but is 10% above year-ago levels. The Mining & Oilfield Machinery Momentum Index fell from 100.8 in February (revised) to 95.4 in March. Motor Gasoline Production fell 7.7% in January while Petroleum Imports declined 1.4% in December. The current position and recent movement of the Index suggest that mining & oilfield machinery investment growth will continue to decelerate in the coming two quarters.



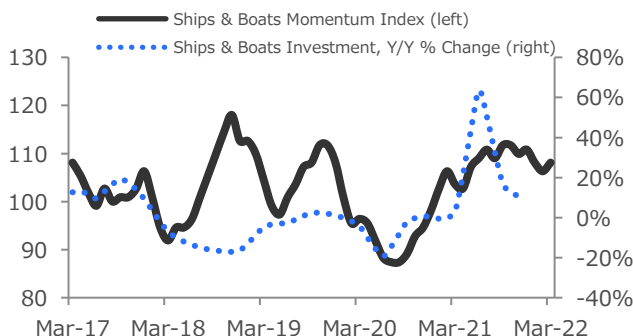
Aircraft:

Investment in Aircraft plunged 60% (annualized) in Q4 2021 and is 3.0% below year-ago levels. The Aircraft Momentum Index held steady at 103.3 from February (revised) to March. Spacecraft Exports to Mexico fell 4.0% in December, while Capacity Utilization rose 1.3% in January. Overall, the Index's position indicates that aircraft investment growth has peaked and is unlikely to improve in the coming two quarters.



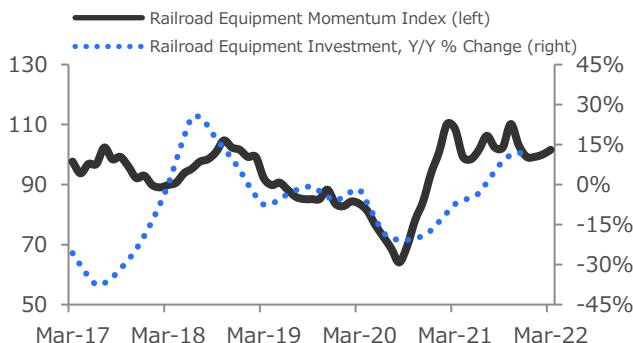
Ships & Boats:

Investment in Ships & Boats fell at an annualized rate of 27% in Q4 2021 but is 9.3% above its year-ago level. The Ships & Boats Momentum Index increased from 106.3 in February (revised) to 108.1 in March. Exports of Ships, Boats, and Floating Structures to China plunged 47.7% in December while Houston Shipping Container Traffic rose 6.7% in January. Overall, the Index's position suggests that ships & boats investment growth is unlikely to accelerate over the coming six months.



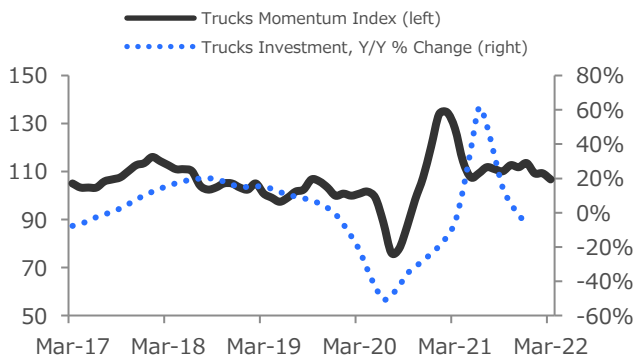
Railroad Equipment:

Investment in Railroad Equipment fell 16% (annualized) in Q4 2021 but is up 11% year-over-year. The Railroad Equipment Momentum Index edged up from 100.1 in February (revised) to 101.6 in March. Industrial Production of Energy rose 3.3% and Rail Carloads of Metallic Ores & Metals surged 21.9% in January. Overall, the current position of the Index suggests that railroad equipment investment growth should remain strong over the next two quarters.



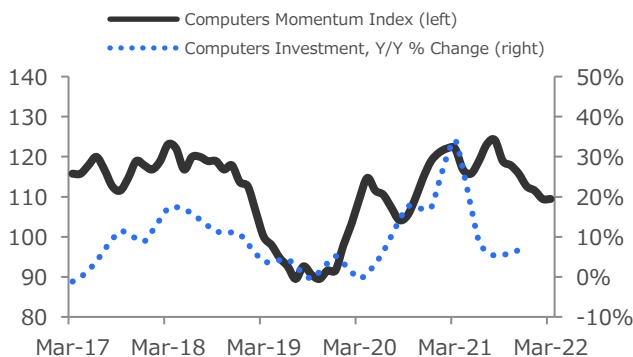
Trucks:

Investment in Trucks fell 26% (annualized) in Q4 2021 and is down 6.7% from year-ago levels. The Trucks Momentum Index eased from 109.3 in February (revised) to 106.8 in March. Manufacturers' Inventories of Light Trucks & Utility Vehicles edged down 0.1% while Shipments of Light Trucks and Utility Vehicles rose 3.2% in December. Overall, the position and recent movement of the Index indicate that trucks investment growth is unlikely to accelerate over the next six months.



Computers:

Investment in Computers increased 25% (annualized) in Q4 2021 and is up 7.0% year-over-year. The Computers Momentum Index held steady at 109.5 from February (revised) to March. Computers & Electronic Products Exports rose 6.0% in December while Capacity Utilization for Computer & Electronic Product Manufacturing ticked down 0.8% in January. Overall, the Index's recent movement suggests that computers investment growth is unlikely to accelerate in the coming two quarters, though growth will likely remain in positive territory.



Software:

Investment in Software rose 6.9% (annualized) in Q4 2021 and is up 14% from a year prior. The Software Momentum Index held steady at 97.6 from February (revised) to March. Shipments of Computers & Related Products ticked up 0.5% while the ISM Nonmanufacturing Business Activity Index fell 12.3% in January. Overall, the Index's position and recent movement suggest that software investment growth has likely peaked, though growth is expected to remain in positive territory over the coming two quarters.

