

Year Ended December 31,

	<u>2005</u>	<u>2004</u>	<u>2003</u>
	(Dollars in thousands)		
Average net investment in direct financing leases	\$ 523,948	\$ 446,965	\$ 363,853
Salaries and benefits expense	18,173	14,447	10,273
General and administrative expense	11,908	10,063	7,745
Efficiency ratio	43.36 %	41.63 %	43.15 %
Percent of average net investment in leases:			
Salaries and benefits	3.47 %	3.23 %	2.82 %
General and administrative	2.27 %	2.25 %	2.13 %