

**AXIS Capital, Inc.**

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**Commercial Finance Solutions**

**Company Summary**  
*September 30, 2009*

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## I. Executive Summary

AXIS Capital, Inc. (the “Company” or AXIS), founded in 1996, is a leading small ticket leasing company offering non-cancelable, full-payout equipment leases to a broad range of small and medium-sized businesses on a national level. AXIS focuses primarily on the small-ticket sector of the equipment finance market, targeting equipment costing \$10,000 to \$125,000, with an average ticket size under \$30,000.

In the normal course of business AXIS originates leases from \$500 to \$3,000,000 with an average implicit yield ranging from the high single digits to the low 20’s. Since 1998, the Company has originated or acquired more than \$500 million in leases including originations for \$43.7 million for the first three quarters for 2009 and \$79.2 million for the year ended December 31, 2008. The figure for 2009 includes \$28.2 million of portfolio purchases which includes 1,166 leases and purchased at an average discount rate of 22.6%.

The leasing industry has recognized our success. This year AXIS was named to the “Monitor Top Private Independent” list of leasing and finance companies, as **the 20<sup>th</sup> largest independent leasing company in the US (based on origination volume)**. Most recently, AXIS was ranked as the **92<sup>nd</sup> largest US leasing company (based on total assets)** on “The 2009 Monitor 100”, an annual ranking of the industry’s top companies.



AXIS was also named to Inc. magazine’s list of fastest growing companies for 2006 and 2007 and in 2008 was ranked as the 18<sup>th</sup> largest independent leasing company in the US.

Our WestLB facility, established March 2007, has about \$10.7 million in available capacity as of September 30. AXIS also maintains debt facilities with numerous financial institutions, with available capacity of nearly \$15.1 million as of September 30, 2009. Most facilities are structured as assignments; some are structured to allow the portfolio to be recorded as a sale.

The AXIS management team has substantial experience in the small ticket sector. The Company originates lease and finance contacts through direct relationships with over 1,500 equipment manufacturers, distributors, and industry cooperatives that offer leasing as a preferred method of financing equipment sales. AXIS offers the dealers the opportunity to increase sales and improve customer service by offering leasing as part of the sales process. The Company believes its market niche is in its ability to provide personalized service, quick credit decisions, and efficient processing time.

In underwriting leases, AXIS evaluates the credit worthiness of the lessee as well as the value of the equipment financed with greater emphasis on the credit worthiness of the lessee. It strives to keep its portfolio diversified while focusing on core markets known to the Company. With sales offices in Nebraska, New York and Texas, the Company finances over 50 categories of equipment with no concentrations in excess of 10% of the portfolio.

## **II. Company Overview**

Headquartered in Grand Island, NE, AXIS was founded in 1996 to originate and service equipment leases and financings to a broad range of small and medium-sized businesses on a national level.

### **Company Strategy**

Historically, AXIS' management team has employed an origination strategy of building relationships in the vendor market to lease commercial, income producing equipment. The company has a well diversified portfolio. At September 30, 2009, equipment under lease from any specific vendor did not exceed 6.0% of the portfolio. AXIS focuses on being a "credit" lender, and underwriting policies and procedures focus on the overall creditworthiness of the customer, including equipment justification rather than just the value of the asset being financed. In most cases the Company requires the personal guarantee of all principals and a heavy reliance is put on the creditworthiness of the guarantor.

AXIS management adheres to a consistent operating strategy that includes:

- Providing on-going, high quality service and support to its staff, customers, and vendors;
- Maintaining a strong credit and underwriting policy; and
- Maintaining efficient operations and relatively low overhead costs

The Company's growth strategy is to:

- Develop market share within core markets and key vendor accounts by utilizing risk-based pricing and higher service levels;
- Increase targeted marketing;
- Utilize web links and on-line processes to better enhance vendor origination, and
- Acquire carefully evaluated portfolios at discounts from banks and other leasing companies

### **Lease Types**

AXIS management originates mainly finance-type leases and contracts which are not subject to residual risk. The Company expects to originate few, if any, operating leases. The lease types are distinguished as follows:

*Finance Lease:* Also called a capital lease, is a full-payout, non cancelable agreement in which the lessee is responsible for maintenance, taxes, and insurance. In this type of lease, the lessor recovers, through the lease payments, all costs incurred in the lease plus an acceptable rate of return without any reliance upon the leased equipment's future residual value. Sales and use taxes are often added to the lease payment, collected and then distributed by the leasing company to the appropriate taxing authorities.

*Equipment Finance Agreement (EFA):* Is a full-payout, non cancelable note and security agreement. It is not a lease, but has all of the same characteristics of the finance lease without the ownership of the equipment or any liability that may arise due to ownership.

### **Commitment to Quality**

The future of AXIS depends on its ability to continually satisfy its customers. The demonstrated success of AXIS management in developing its small ticket business has been the direct result of a commitment to deliver an unsurpassed level of service and product quality to their lessees, vendors, and funding sources.

AXIS commitment starts with a promise to deliver an immediate application response to its customers, vendors, and staff in order to enhance the success of their sales efforts. At the same time, an accurate and thorough credit analysis is performed and a complete documentation package created in order to ensure consistent portfolio quality. Persistent collection practices are followed in order to minimize losses. Detailed reporting is provided to meet the demands of credit administration, accounting, and funding sources. Finally, AXIS management provides training for its personnel and assists with establishing appropriate policies and procedures.

### **Corporate Headquarters**

The Company operates from headquarters located in Grand Island, NE. This location accommodates a staff of approximately 33 management, operations, accounting, administrative personnel and sales staff.

### **Offices**

AXIS operates production offices in New York, Texas, and Omaha, Nebraska with a total of four additional staff members.

## **III. Key Management**

**Gordon Glade, President**, has been involved in the lending industry since 1987 and has considerable experience in collections, accounting, computer systems, credit analysis and financial analysis. Prior to founding AXIS in 1995, Mr. Glade worked for Anderson Consulting and as a registered representative involved in a financial advisory capacity.

Mr. Glade received degrees in Accounting and Finance from Texas Christian University, graduating in 1993.

Mr. Glade holds a minority interest in the Company owning 24% of the voting shares.

**Kevin Jenn, Chief Financial Officer**, joined AXIS in March, 2009. Mr. Jenn has over twenty years experience in accounting and finance and has public accounting experience with a Big 4 firm. Mr. Jenn most recently served as Chief Financial Officer for Sunrise Industries, a privately-held conglomerate of eight different companies including an over-the-road freight trucking company. Mr. Jenn served as Vice President of Finance/IT for Baldwin Filters for several years. Baldwin Filters is a subsidiary of CLARCOR, Inc., a publicly traded company.

Mr. Jenn received his Bachelor's degree from the University of Northern Iowa majoring in accounting. He received CPA certificates from Iowa and Nebraska.

**Dean Rubin, Executive Vice President – Credit & Collections**, has twenty years of experience in all aspects of commercial lending/leasing with a number of banks and finance companies in the Long Island, NY area.

Prior to joining AXIS, Mr. Rubin was with GE Capital's Tilden operation in Hauppauge for over five years. While there, he managed and originated a portfolio of loans totaling \$525MM, as a Vice President/Senior Risk Analyst. Typically, Mr. Rubin focused on the origination of transactions in excess of \$75M for rolling stock, machine tools and construction, printing, manufacturing and medical equipment.

Mr. Rubin earned B.A. degrees in Business and Psychology from Dowling College, graduating in 1988 and an MBA from Dowling College in 1995.

**Nate Pfeifer, Vice President – Credit Manager**, joined AXIS in the fall of 1998 and is responsible for AXIS' credit department and was involved in the development of AXIS' credit and collection policies and procedures.

Prior to joining AXIS, Mr. Pfeifer spent three years managing a consumer finance office for Beneficial Nebraska, Inc., with a loan portfolio of \$1.3MM. Prior to working with Beneficial, Mr. Pfeifer was the General Manager of a Snappy Car Rental operation where he was responsible for developing the office's client base and day-to-day management of its operation.

Mr. Pfeifer earned a B.S. degree from the University of Nebraska – Kearney.

**Shauna Heckathorn, Controller**, joined AXIS in July 2009 and is responsible for the management of the accounting department, financial reporting, treasury functions and analysis.

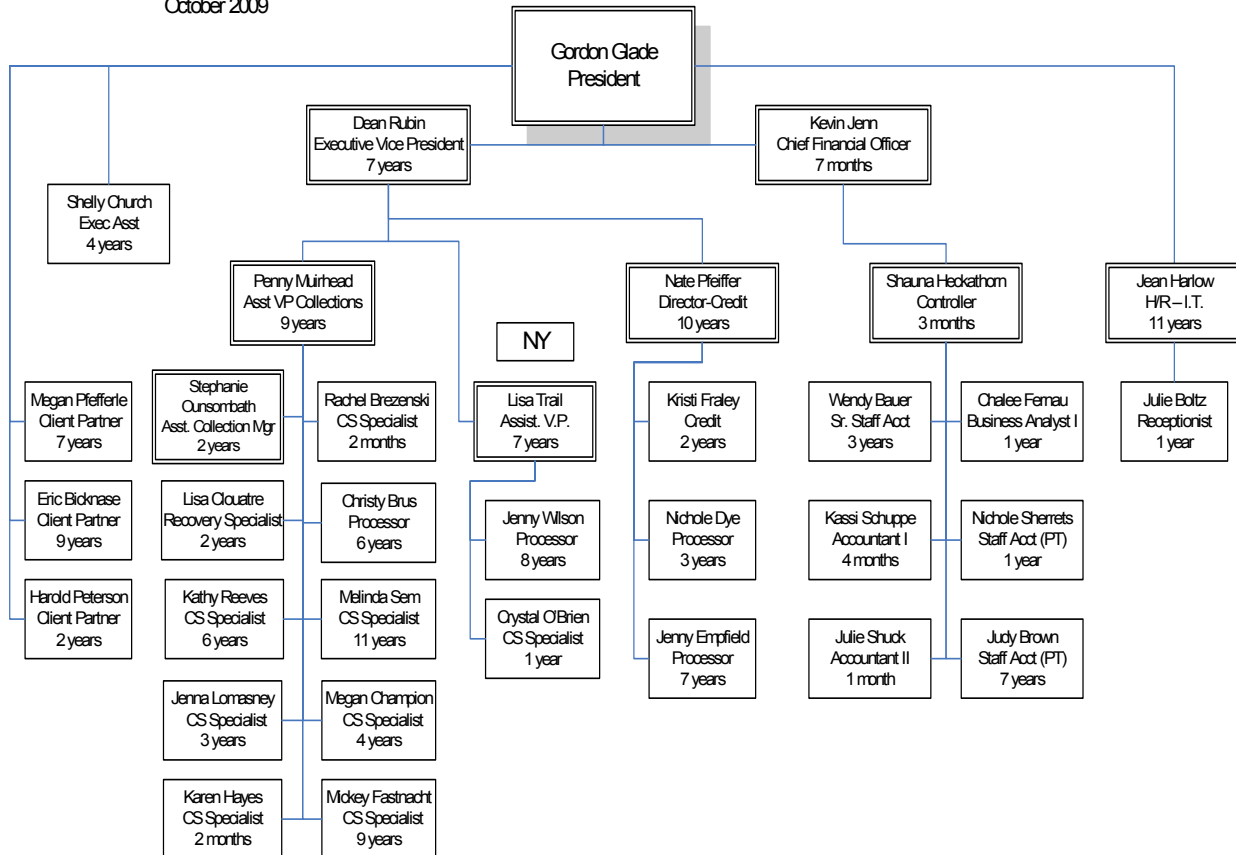
Ms. Heckathorn received a Bachelor's degree in Business Administration with emphasis in Accounting from the University of Nebraska Kearney. She has accumulated over nineteen years of experience in management, accounting and financial reporting.

Prior to AXIS she was the Controller for Chief Automotive Technologies for eight (8) years. Chief Automotive is a subsidiary of the Dover Corporation, a public traded company. Prior to Chief Ms. Heckathorn worked for a regional public accounting firm for eleven (11) years.

**Penny Muirhead, Assistant Vice President, Customer Service and Collections Manager**, transferred from Grand Island Finance Company in March of 2002 to oversee the customer service and collections department. Ms. Muirhead is responsible for the AXIS customer service and collections department, overseeing account servicing and legal issues. Prior to joining AXIS, Ms. Muirhead worked in the consumer finance industry for nine years.

For more information on company personnel refer to the organization chart on page 7.

Organization Chart  
October 2009



## IV. Origination, Underwriting, and Servicing

### Marketing Strategy

AXIS does not focus on any specific industry but strives to maintain a well diversified portfolio. The Company's management finds this approach attractive as it distributes risk across a wide range of industries and does not leave the Company subject to significant losses with a downturn in any one industry.

AXIS' sales professionals have developed industry knowledge and expertise in chosen segments of the market. They utilize a "consultant" approach with their sales process by applying their knowledge of that particular market along with their knowledge of leasing and finance. This gives the Company a competitive edge against competition and the ability to grow that segment of business while minimizing both business development cost and risk

### Programs

AXIS provides lease financing to different participants in the small-ticket equipment leasing industry utilizing the following types of origination programs:

*Vendor Program:* AXIS vendor program focuses on establishing formal and informal relationships with equipment vendors in order to establish the Company as the provider of financing recommended by such vendors to their customers. By assisting such vendors in providing timely, convenient, and competitive financing for their equipment sales and offering vendors a variety of value-added services, the Company simultaneously promotes the vendor's equipment sales and the selection of the Company as the equipment finance provider.

The Company's vendor program provides for customized lease finance arrangements, including AXIS account representatives working directly with the vendor's customers, providing them with the guidance necessary to complete the equipment financing transaction. The Company may also participate actively in the vendor's sales and marketing efforts including advertising, promotions, trade show activities, and sales meetings.

Leases originated under the vendor program are structured without recourse to the vendor; the Company bears the risk of loss in the event of default by lessee. Certain vendor program agreements will include remarketing obligations from the vendor.

*Outside Originator Program:* The Company also offers an outside originator program to originate contracts. These programs are designed to fund equipment leases from small-ticket lease outside originators that are unable to provide the required funding and perform the servicing functions. These originators will be limited to those opportunities where a strong historical relationship exists or those that are accepted after a thorough underwriting process. In a typical transaction, the Company will originate leases referred to it by the outside originator and pay a referral fee. All credit analysis verifications, documentation, funding and servicing will be performed by AXIS after consulting with the lessee. Leases originated under this program will be structured on a non-recourse basis, with the Company bearing the risk of loss in the event of default by the lessee.

The program descriptions above describe standard operations. Modifications to the programs will be made as needed to ensure quality service to AXIS customers.

### **Credit Procedures**

AXIS utilizes credit underwriting procedures and policies to identify creditworthy lessees and minimize the risk of delinquencies and charge-offs. This is done by employing a risk-based, tiered credit matrix based on time in business, dollar amount financed, and credit scores to dictate credit requirements and pricing.

AXIS will consider credit applications under "app only" up to \$50,000 where reliance is placed on the personal credit bureau of the guarantor(s) as well as bank and trade references. For applications over \$50,000 full financial disclosure is required including two to three years of business tax returns or audited financial statements, two to three years of personal tax returns, a current business interim financial statement and personal financial statement from each guarantor.

*Lessee:* The character of the prospective lessee and nature of the business/industry is equally important as adherence to our credit standards and policies. This character is determined by their propensity to pay timely as reflected on their personal credit bureau. AXIS has a standard



credit application that all prospective lessees are required to complete and sign. The required information on the credit application meets the general information needed to initiate the credit process. Further information may be required relative to the nature of the lease/credit request. A complete application upon review provides a clear and concise understanding of the transaction.

A customer profile is created by AXIS credit staff and reviewed with each credit application. A profile is developed using information obtained by the lessee, the vendor, banks and trade suppliers, other financial institutions, personal and business reporting agencies and other sources of information available on the internet. The credit department creates and reviews this profile to support credit decisions. The profile follows the requirements within the credit matrix or includes supporting notes to any credit decisions made outside of the matrix. Please see attached credit guidelines.

*Vendors:* Vendors are considered an important part of an application. AXIS prides itself on establishing strong vendor relations. New vendors are subject to much the same review process as that of a new lessee.

*Equipment:* Emphasis on the type of equipment the lessee desires to lease is an integral step in the credit review and decision process. The equipment should be considered essential use equipment and relative to the lessee's nature of business. The acquisition of new equipment is most desirable, however used equipment may be considered given the age and value. Used equipment values are reviewed on a case-by-case basis. Proposed equipment to be leased must be sold by an authorized dealer.

*Lease term:* Normal lease terms range from 24 to 72 months and are determined through the credit review process. The lease term is usually relative to what the applicant has requested due to their company budget or cash flow situation that allows for debt service of the lease contract. The future value of the leased equipment is also considered as a part of the credit review process.

*Personal Guarantees:* The Company requires the personal guarantees of all owners on closely held corporations. Corporations without personal guarantees will be considered with additional credit information and if they meet guidelines as required in the Credit Underwriting policy.

### **Servicing**

AXIS services most of the leases and finance contracts that are originated by the Company. The Company's servicing activities, with respect to leases retained by the Company or leases sold to third parties consist of:

- Collecting and posting of all payments received;
- Responding to basic inquiries;
- Taking action to maintain the security interest granted in the leased equipment;
- Investigating delinquencies and taking appropriate action by communicating with the lessees to obtain payments;
- Repossessing and reselling the collateral when necessary; and
- Generally monitoring each lease.

The Company believes that its ability to monitor performance and collect payments owed by the lessees is primarily a function of its collection and support systems. The Company seeks to identify payment difficulties as early as possible and the collection staff works closely with lessees to address difficulties. The Company's pro-active collection procedures include:

- Speaking by telephone to each lessee at the outset of each lease in order to review the payment schedule and other material terms of each new lease;
- Confirming the lessee's receipt and approval of the leased equipment;
- Communicating with independent lease originators concerning delinquency trends;
- Employing a customer service approach to assist the lessee in meeting its obligations, which includes attempting to identify the underlying causes of delinquency and quickly curing them whenever possible and
- Daily reports of leases more than 11 days past due with calls to each account.

### **Billing**

The Company bills its leases 20 days in advance of due date with a 10 day grace period. The due dates are the 1<sup>st</sup>, 10<sup>th</sup>, and 20<sup>th</sup> of the month. The accounting department, through the LeasePlus One™ system, bills all payments that are due for the month.

AXIS receives approximately 74% of its lease payments through a lockbox facility. AXIS also receives funds via ACH transactions. The generation of the ACH data file, which is sent to the bank, creates the payment due date in the system. Procedures for follow-up or rejected ACH transactions are in place. About 45.5% of the payments are collected via ACH.

### **Collections**

The collection department's primary objective is to identify and resolve problem accounts and minimize losses for the company by proactively anticipating and identifying problems. Accounts are monitored on a daily basis via systems reporting including the Aged Invoices by Lease report and the Aged Lease Receivable report. Customers are persistently contacted to obtain payment commitments. The collection department is pro-active in their collection activity and strives to recognize problem accounts at an early stage. Early identification of customers experiencing financial difficulties is advantageous as more options of remedying the situation are available to the Company.

### **Repossessions and Account Charge-Offs**

An account is charged off at 121 days delinquency. At this stage, an account is likely deemed uncollectible and the asset has either been recovered or determined to be unrecoverable. The Collections Manager is responsible for the repossession, storage, and sale of the collateral.

Repossession of the leased asset is considered the last alternative to resolve a collection problem. When the need for repossession occurs, AXIS is prepared to repossess and sell the leased asset. If the asset has been repossessed, AXIS will charge off the contract and book the fair market value of the asset to inventory. The Uniform Commercial Code requires creditors to conduct a fair and reasonable sale of collateral/leased assets recovered

**Cash Management**

The Company maintains lockbox and controlled disbursement accounts to manage the receipt of cash in connection with its lease portfolios. Funds are never co-mingled among the various accounts. Lessees are directed to make payments into a lockbox account or via ACH. Funds are moved daily from that account into sub-accounts for the benefit of specified funding sources. Periodically and based on the specific servicing agreement, funds are transferred from the sub-account to the financing source.

**System and Disaster Recovery Plan**

AXIS utilizes leasing software including LeasePlus™ and Lease Sales Manager™ licensed through LeaseTeam of Omaha, NE, as well as Crystal Reports® and Great Plains Accounting Software.

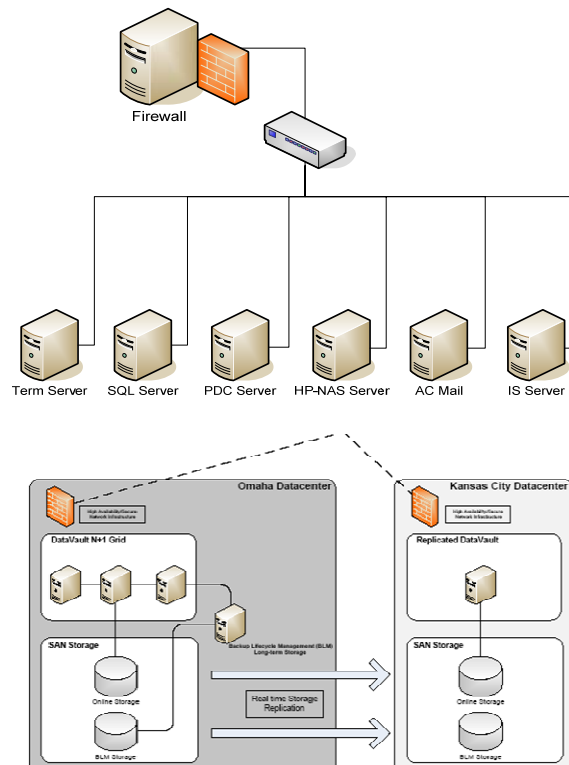
AXIS, using Crystal Reports®, has developed the entire standard portfolio reporting that it currently submits to its lenders such as cash receipts, aged delinquencies, etc.

AXIS utilizes Great Plains as its internal accounting software system. Great Plains interfaces with LeasePlus™ through a structured download so lease transactions are recorded in the general ledger.

The Company has a computer disaster recovery policy in place. All data files are backed up on a daily basis to an off-site facility through the Datavault software program supported by Jelecos; an Omaha, Nebraska technology company. The backup is sent through our T-1 data line overnight to their underground storage facility in Omaha. The Company also contracts with Wells Fargo for backup servicing and disaster recovery.

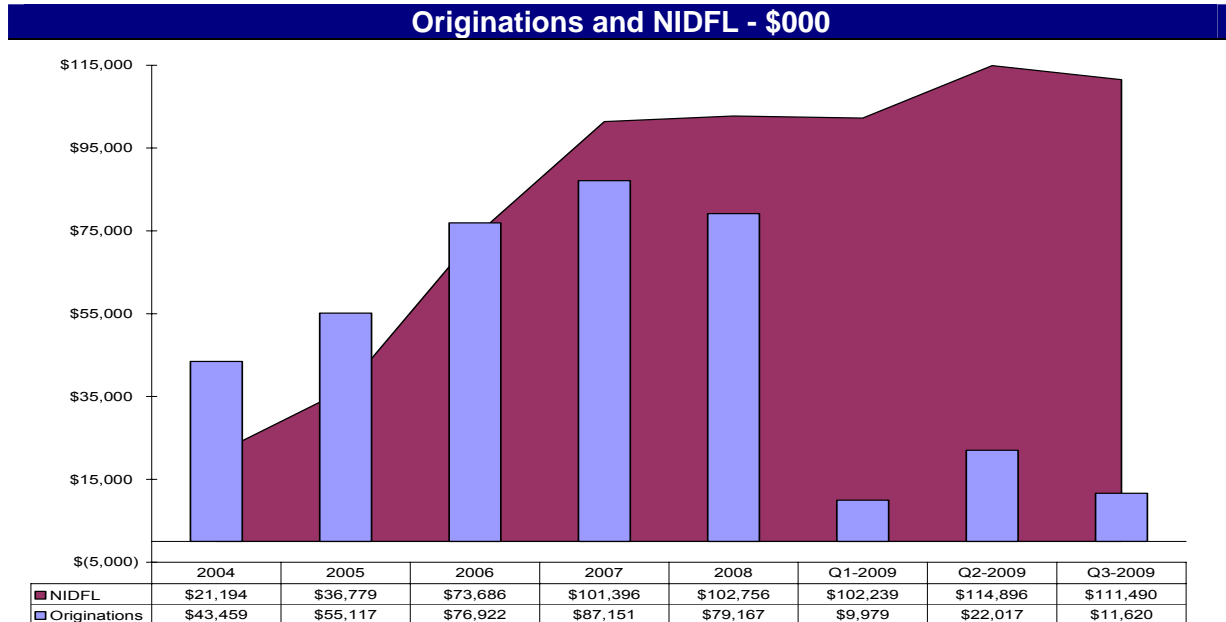
Computer systems overview:

- Firewall prevents unauthorized outside access
- Applications and data on separate servers
- Application and field level security protocols
- Nightly backups over T-1 line to secure facility

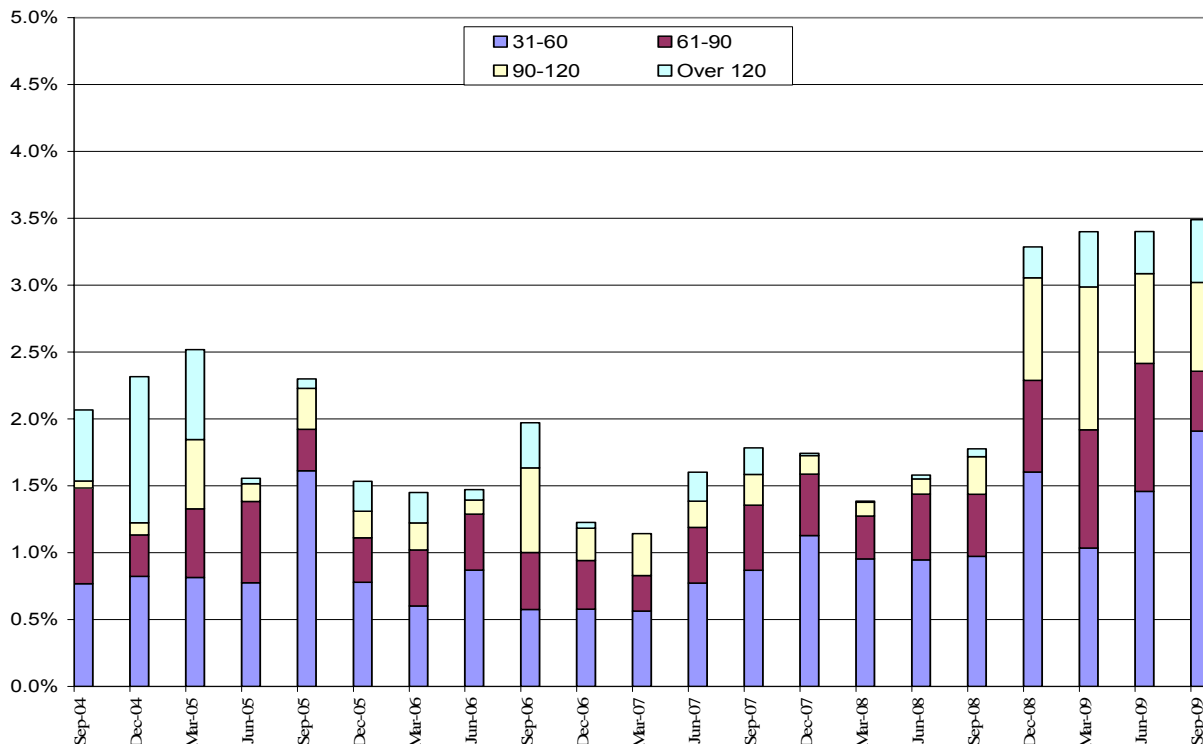


## V. Portfolio Analysis and Statistical Data

**Historical Originations Volume:** Below is a schedule of AXIS Capital's origination volume and portfolio balance (Net Investment in Direct Finance Leases) for the past six fiscal years.



**Historical Portfolio Delinquency:** Below is the historical aging chart for Axis Capital's entire managed portfolio (quarterly view):



**Reconciliation of the Allowance for Doubtful Accounts:** Below is a reconciliation of the Allowance for Doubtful Accounts for the past six (6) years and the three quarters of 2009:

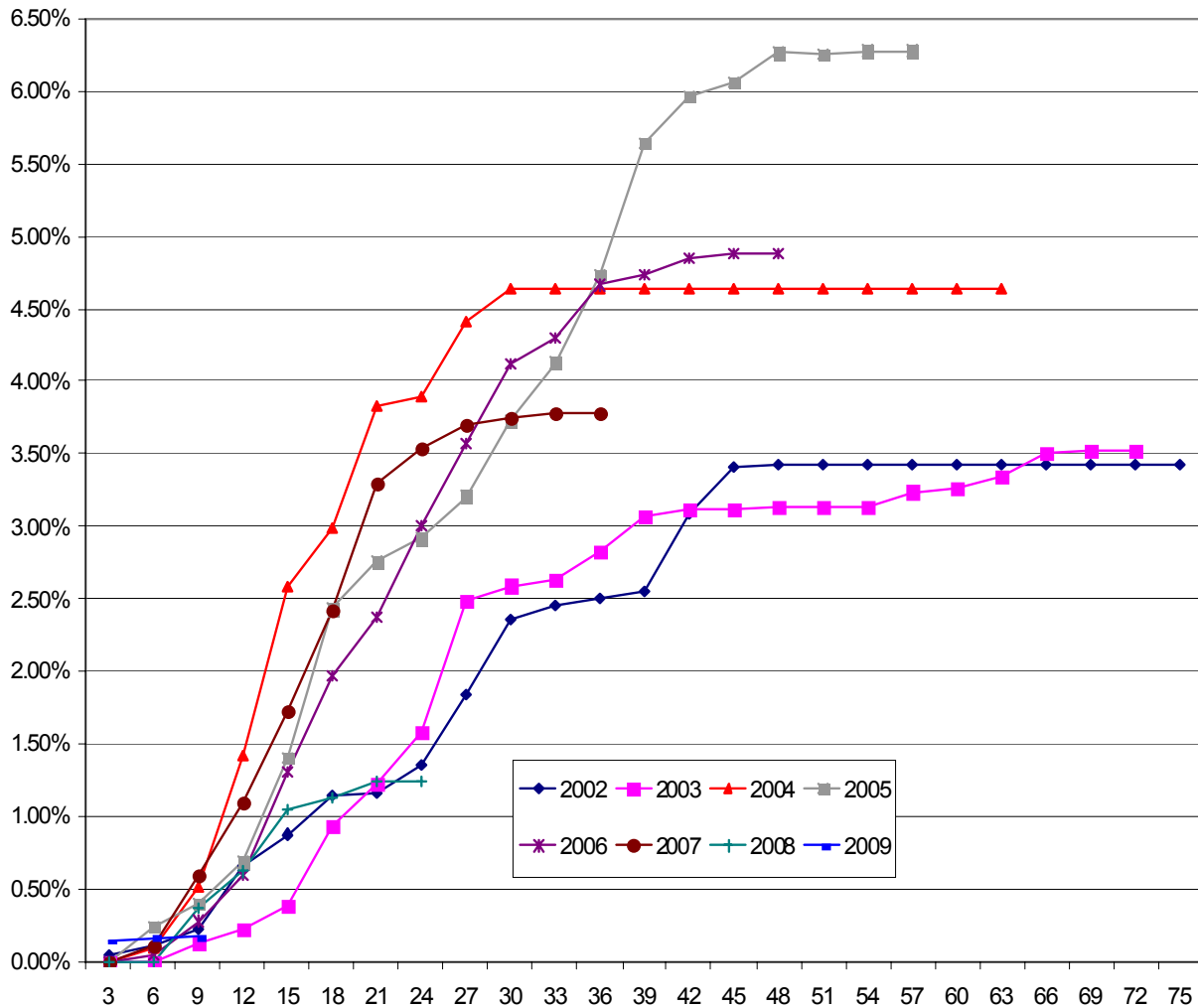
As of and for the period ending	Beginning Reserve	Loan Loss Provision	Net Lease Losses	Ending Reserve	Net Charge Offs as a % of Ending NIDFL	Allowance as a % of Ending Receivable
Dec 2003	505,000	404,738	(553,938)	355,800	4.80%	2.97%
Dec 2004	355,800	797,201	(759,001)	394,000	3.58%	1.78%
Dec 2005	394,000	1,207,922	(701,922)	900,000	1.91%	2.39%
Dec 2006	900,000	1,797,705	(897,705)	1,800,000	1.22%	2.38%
Dec 2007	1,800,000	2,575,767	(1,900,767)	2,475,000	1.87%	2.38%
Dec 2008	2,475,000	5,685,271	(3,810,271)	4,350,000	3.71%	4.06%
Q1-2009 (3/31)	4,350,000	454,618	(1,317,999)	3,486,619	1.30%	3.30%
Q2-2009 (6/30)	3,486,619	1,056,485	(913,104)	3,630,000	0.80%	3.06%
Q3-2009 (9/30)	3,630,000	1,130,091	(572,091)	4,188,000	0.51%	3.62%

Note: Dec 2008 includes an additional, one time catch up of \$1,500,000 of the provision account (not actual losses)

**Portfolio Contractual Performance:** The below table is a static pool net loss analysis for originations from 2002 to 2008 with transactions through September 30, 2009:

Year of Origination	all figures in (000's)						
	2003	2004	2005	2006	2007	2008	Q3-2009
Original cost of Portfolio	\$12,340.7	\$17,653.6	\$28,442.1	\$74,960.7	\$66,563.2	\$58,574.9	\$42,137.1
Remaining Investment	\$9.7	\$199.2	\$2,949.5	\$16,161.1	\$31,962.8	\$46,626.7	\$42,407.1
Pool Amortization	99.9%	98.9%	89.6%	78.4%	52.0%	20.4%	-0.6%
Cumulative Net Losses \$	\$435.4	\$819.4	\$1,778.2	\$3,505.5	\$2,520.1	\$647.8	\$66.2
Cumulative Net Losses %	3.5%	4.6%	6.3%	4.7%	3.8%	1.1%	0.2%

**Gross charge offs as a percentage of equipment cost by annual pool**

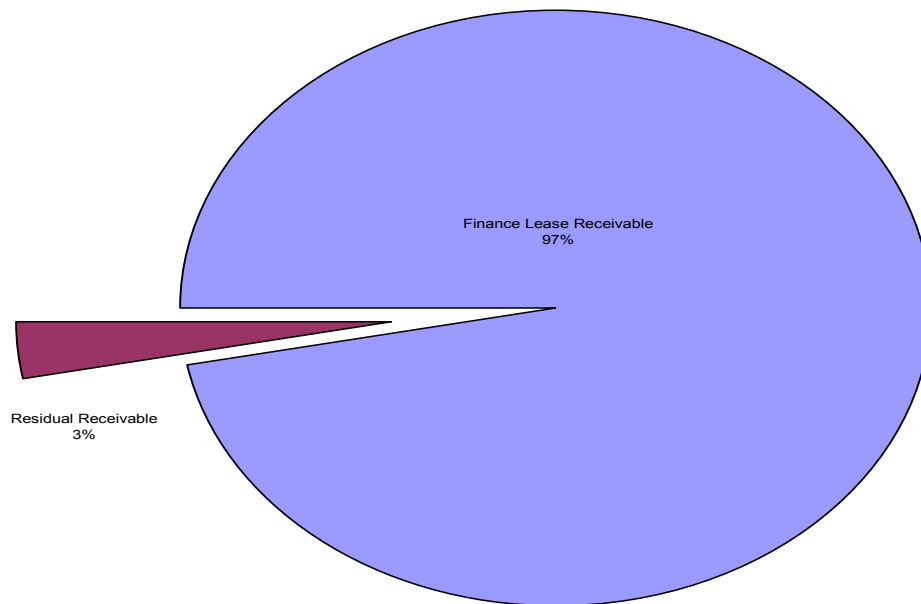


**Stratifications of the Total Portfolio as of September 30, 2009**

	Total	Average	Maximum	Minimum
Original Equipment Cost	\$ 163,133,523	\$ 23,395	\$ 750,000	\$ 202
Net Book Value (NBV)	\$ 131,410,869	\$ 18,843	\$ 808,121	\$ 15
Residuals (simple average gross)	\$ 4,207,700	\$ 603	\$ 209,100	-
Implicit Yield (weighted average)		13.62%		

**Components of Net Investment of Direct Finance Leases as of September 30, 2009**

AXIS relies principally on the creditworthiness of the end user strengthened by personal guaranties from the business owners. It relies very little on residual values, as the majority of the leases fully amortize. As of September 30, 2009, residual values accounted for 3.0% of the Net Investment in Direct Finance Leases as compared to 3.2% as of December 31, 2008.


**Contracts by Net Book Value as of September 30, 2009:**

Range of Receivable	Receivable	%	Accounts	%
\$0 to \$49,999	69,823,774	53.13%	6,360	91.20%
\$50,000 to \$99,999	29,214,865	22.23%	438	6.28%
\$100,000 to \$149,999	12,392,130	9.43%	102	1.46%
\$150,000 to \$199,999	5,477,984	4.17%	31	0.44%
\$200,000 to \$249,999	2,688,023	2.05%	12	0.17%
\$250,000 to \$499,999	9,301,395	7.08%	27	0.39%
\$500,000 or more	2,512,698	1.91%	4	0.06%
<b>Total</b>	<b>131,410,869</b>	<b>100.00%</b>	<b>6,974</b>	<b>100.00%</b>

**Contracts by Largest Lessees** as of September 30, 2009: Below is a list of the top lessees listed by industry for confidentiality purposes.

<b>Lessee</b>	<b>Accounts</b>	<b>Receivable</b>	<b>% of Total</b>	<b>Cumulative</b>	<b>Cum %</b>
Industrial Machine	20	1,205,999	0.92%	1,205,999	0.92%
Refuse Management	5	860,422	0.65%	2,066,421	1.57%
Construction Industrial Equip.	9	782,624	0.60%	2,849,046	2.78%
Office Equipment	2	772,568	0.59%	3,621,614	3.35%
E COMMERCE	6	758,334	0.58%	4,379,947	3.92%
Manufacturing	2	749,826	0.57%	5,129,773	4.49%
Communication	6	749,039	0.57%	5,878,812	5.01%
Food Service Equipment	2	674,924	0.51%	6,553,736	5.50%
Industrial	9	652,770	0.50%	7,206,506	6.41%
Warehouse	7	572,090	0.44%	7,778,596	7.86%
Automotive	3	416,422	0.32%	8,195,018	8.50%
Government (multiple divisions)	66	388,952	0.30%	8,583,970	9.11%
Construction	4	372,593	0.28%	8,956,564	9.68%
All Others	6,833	122,454,305	93.18%	131,410,869	100.00%
<b>Total</b>	<b>6,974</b>	<b>131,410,869</b>	<b>100.00%</b>		

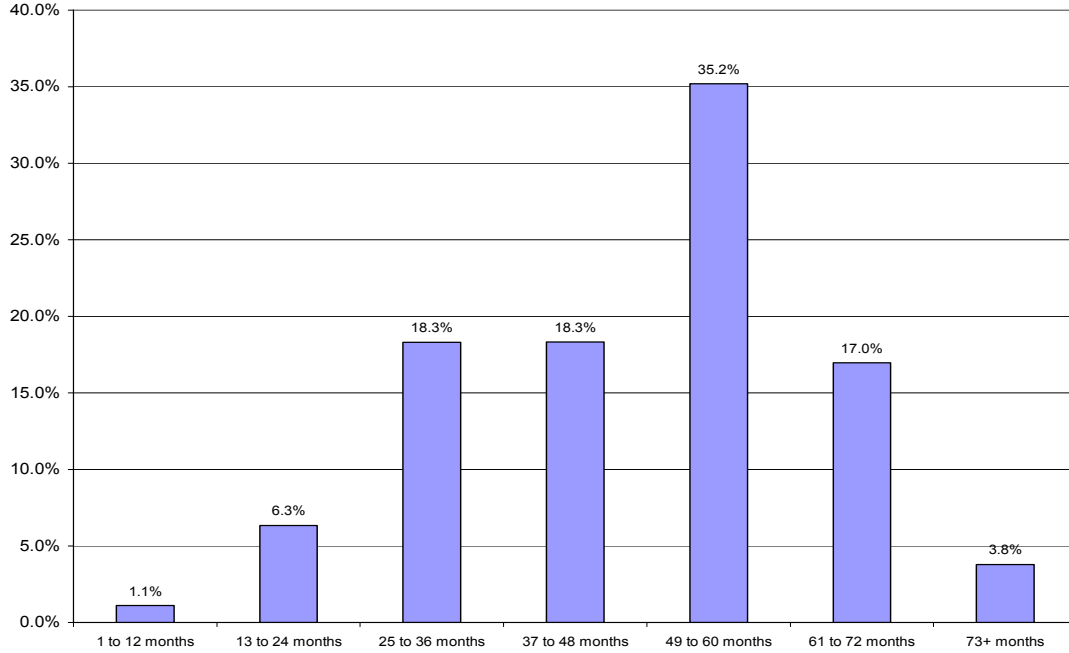
**Contracts by Largest Vendors** as of September 30, 2009: Below is a list of the top vendors listed by industry for confidentiality purposes.

<b>Vendors</b>	<b>Accounts</b>	<b>Receivable</b>	<b>% of Total</b>	<b>Cumulative</b>	<b>Cum %</b>
Website Software/E-Commerce	189	4,577,354	3.48%	4,577,354	3.48%
Chiropractic	185	3,579,673	2.72%	7,219,070	5.49%
Postage and Mailing	723	2,860,062	2.18%	9,393,870	7.15%
Automotive Repair	48	2,641,716	2.01%	11,501,542	8.75%
Medical Lasers	20	2,107,672	1.60%	13,185,659	10.03%
Refuse Equipment	16	1,684,116	1.28%	14,627,736	11.13%
Office Machines	122	1,390,650	1.06%	16,018,386	12.19%
Signage	68	1,364,626	1.04%	17,383,012	13.23%
Computers	27	1,089,347	0.83%	19,790,598	15.06%
Forklifts	36	986,515	0.75%	20,777,113	15.81%
Furniture	23	983,288	0.75%	21,760,401	16.56%
Manufacturing Equipment	138	861,481	0.66%	22,621,882	17.21%
Medical Equipment	45	822,202	0.63%	24,278,218	18.48%
Mail Machines	76	705,417	0.54%	27,289,023	20.77%
Computer Equipment	11	680,056	0.52%	29,346,594	22.33%
Copier/ faxes	26	659,197	0.50%	30,005,791	22.83%
All Others	5,221	104,417,497	79.46%	131,410,869	100.00%
<b>Total</b>	<b>6,974</b>	<b>131,410,869</b>	<b>100.00%</b>		



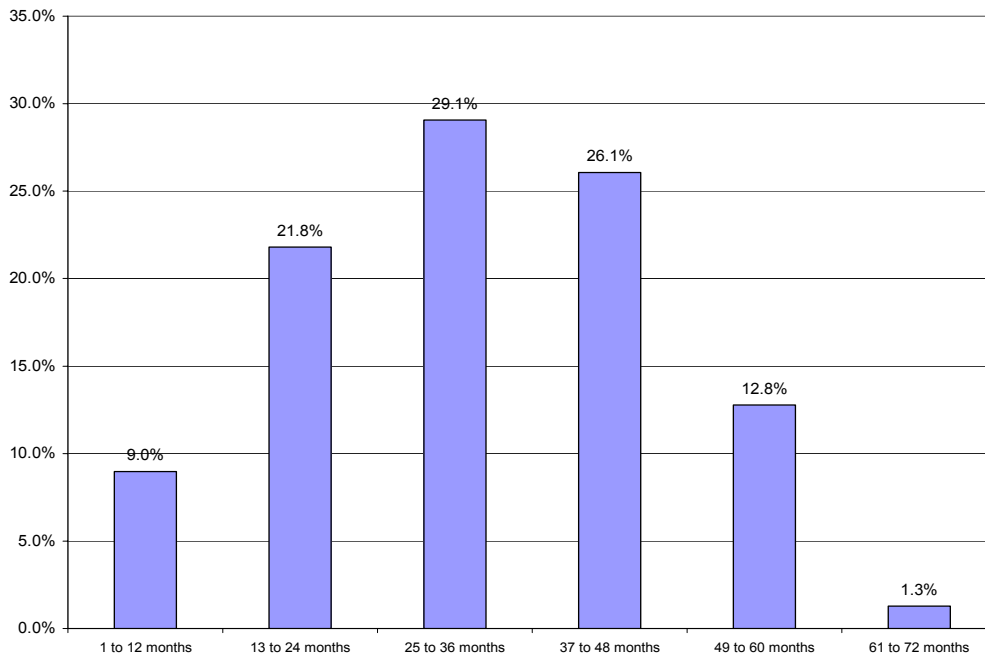
**Contracts by Original Term:** As of September 30, 2009

**AXIS CAPITAL -- LEASES BY ORIGINAL TERM**



**Contracts by Remaining Term:** As of September 30, 2009

**AXIS CAPITAL -- LEASES BY REMAINING TERM**



**Contracts by State:** As of September 30, 2009

		Current			Cumulative	Cum %
State	Accts	Receivable	%			
1 TX	684	15,583,117	11.86%	15,583,117	11.86%	
2 NE	640	15,299,583	11.64%	30,882,700	23.50%	
3 CA	784	13,466,287	10.25%	44,348,987	33.75%	
4 FL	424	7,789,550	5.93%	52,138,537	39.68%	
5 WA	572	4,669,586	3.55%	56,808,123	43.23%	
6 PA	200	4,174,161	3.18%	60,982,284	46.41%	
7 NY	185	4,139,638	3.15%	65,121,922	49.56%	
8 GA	190	3,702,499	2.82%	68,824,421	52.37%	
9 OH	120	3,698,725	2.81%	72,523,146	55.19%	
10 IL	223	3,649,780	2.78%	76,172,925	57.97%	
11 MI	147	3,201,803	2.44%	79,374,728	60.40%	
12 NJ	112	3,037,133	2.31%	82,411,861	62.71%	
13 NC	203	3,020,167	2.30%	85,432,027	65.01%	
14 TN	92	2,844,570	2.16%	88,276,598	67.18%	
15 AZ	143	2,617,653	1.99%	90,894,251	69.17%	
16 SC	80	2,404,738	1.83%	93,298,989	71.00%	
17 CO	115	2,317,239	1.76%	95,616,228	72.76%	
18 MO	95	2,300,913	1.75%	97,917,140	74.51%	
19 IA	103	2,085,121	1.59%	100,002,262	76.10%	
20 VA	93	2,050,902	1.56%	102,053,164	77.66%	
All others	1,769	29,357,705	22.34%	131,410,869	100.00%	
<b>Totals</b>	<b>6,974</b>	<b>131,410,869</b>	<b>100.00%</b>			

**Contracts by Equipment Type:** As of September 30, 2009

Equipment Type	Accounts	Receivable	% of NBV	Cumulative	Cum %
Construction/Industrial Equip.	434	12,283,750	9.35%	12,283,750	9.35%
Trucks	272	11,869,579	9.03%	24,153,330	18.38%
Food Service Equipment	460	9,709,697	7.39%	33,863,026	25.77%
Mail Machines	1,409	6,989,488	5.32%	40,852,514	31.09%
Trailers	199	6,507,784	4.95%	47,360,297	36.04%
Medical Equipment	235	5,906,140	4.49%	53,266,437	40.53%
Software	290	5,577,225	4.24%	58,843,663	44.78%
Computer Equipment	233	4,934,111	3.75%	63,777,774	48.53%
Signage	358	4,776,389	3.63%	68,554,163	52.17%
Chiropractic	185	4,342,762	3.30%	72,896,924	55.47%
All others	2,899	58,513,944	44.53%	131,410,869	100.00%
<b>Totals</b>	<b>6,974</b>	<b>131,410,869</b>	<b>100.00%</b>		

**VI. Third Quarter 2009 Financial Data and Discussion**

The information presented below for 2008, 2007 and 2006 is taken from audited financial statements with an unqualified opinion by Deloitte & Touche. Information for September 30 and year-to-date 2009 are from internally prepared financial reports without audit or review.

	<b>Q3-2009</b>	<b>2008</b>	<b>2007</b>	<b>2006</b>
	<i>unaudited</i>			
<b>ASSETS</b>				
Cash and cash equivalents	\$1,019,797	\$498,211	\$2,293,032	\$675,447
Cash and cash equivalents - restricted	4,150,587	5,895,164	1,759,205	484,432
Net investment in direct finance leases	111,489,657	102,755,904	101,395,787	73,686,072
Notes receivable	1,088,815	368,177	473,386	438,208
Related party notes receivable	741,073	629,749	530,626	483,422
Equipment (net of accum. depn of \$448,457 and \$36	96,404	137,389	218,366	206,923
Equipment under operating leases (net of accu	-	-	-	83,627
Debt issuance costs (net of accum. amort. of \$341	449,323	518,257	569,802	409,928
Income tax receivable	255,030	520,420	853,234	607,569
Other assets	4,237,032	2,942,749	2,333,548	582,083
<b>Total assets</b>	<b>\$123,527,718</b>	<b>\$114,266,020</b>	<b>\$110,426,986</b>	<b>\$77,657,711</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>				
Accounts payable	\$87,703	\$196,758	\$156,640	\$105,034
Contracts in process	1,337,208	1,910,129	3,805,949	4,025,671
Other liabilities	1,321,576	1,343,379	1,629,097	1,428,943
Deferred tax liability	-	-	53,192	-
Secured debt:				
Recourse debt	103,122,943	96,458,976	87,154,732	55,267,056
Note payable - line of credit	1,500,000	3,102,524	5,157,316	8,600,000
Subordinated debt:				
Due to related parties	1,628,877	1,650,377	1,900,377	1,938,035
Due to unrelated parties	7,246,636	7,785,246	7,260,000	2,850,084
<b>Total liabilities</b>	<b>\$116,244,943</b>	<b>\$112,447,389</b>	<b>\$107,117,303</b>	<b>\$74,214,823</b>
<b>STOCKHOLDERS' EQUITY:</b>				
Common stock (\$1 par value, 386 voting and 7,114 non-voting shares issued & outstanding)	\$7,500	\$7,500	\$7,500	\$7,500
Additional paid-in capital	7,856,027	2,856,027	2,856,027	2,856,027
Retained earnings	-580,752	-1,044,895	446,156	579,361
<b>Total stockholders' equity</b>	<b>\$7,282,775</b>	<b>\$1,818,632</b>	<b>\$3,309,683</b>	<b>\$3,442,888</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$123,527,718</b>	<b>\$114,266,020</b>	<b>\$110,426,986</b>	<b>\$77,657,711</b>



Q3-2009 and 2008 Summarized Results and Discussion

	Q3-2009	YTD 9/30/09	2008	2007	2006
	<i>unaudited</i>		<i>audited</i>		
<b>REVENUES:</b>					
Direct finance lease income	\$3,511,087	\$9,924,844	\$13,151,677	\$11,019,074	\$7,552,953
Gain on sale of lease receivables	136,246	\$323,932	1,080,349	1,379,666	1,356,882
Fee income	87,733	\$179,939	726,466	360,979	339,674
Other income	196,873	650,069	576,631	562,357	397,522
<b>Total revenues</b>	<b>3,931,939</b>	<b>11,078,784</b>	<b>15,535,123</b>	<b>13,322,076</b>	<b>9,647,031</b>
<b>EXPENSES:</b>					
Interest expense - Recourse debt	1,697,109	4,821,089	6,725,690	5,818,846	3,889,667
Interest expense - Subordinated debt	191,649	579,434	919,014	876,366	191,794
Provision for uncollectible leases	1,020,306	2,331,410	5,685,275	2,575,767	1,797,705
Salaries and employee benefits	375,325	1,072,922	1,691,722	1,943,952	1,700,217
Operating supplies and other expenses	474,660	1,290,830	1,542,976	1,708,823	1,100,908
Office rent and occupancy costs	19,097	91,878	152,230	141,833	157,800
Depreciation and amortization expenses	124,402	427,074	449,789	478,367	192,860
<b>Total expenses</b>	<b>3,902,548</b>	<b>10,614,636</b>	<b>17,166,698</b>	<b>13,543,954</b>	<b>9,030,951</b>
<b>Net Operating Income (Loss) Before Taxes</b>	<b>29,391</b>	<b>464,148</b>	<b>(1,631,575)</b>	<b>(221,878)</b>	<b>616,080</b>
Income tax expense (benefit)	-	-	(140,522)	(88,673)	239,431
<b>NET INCOME (LOSS)</b>	<b>29,391</b>	<b>464,148</b>	<b>(1,491,053)</b>	<b>(133,205)</b>	<b>376,649</b>

**Letter to stakeholders in AXIS Capital:**

Thank you for your continued confidence and enthusiasm in AXIS Capital. With your help, we have had positive movement so far in 2009. Key accomplishments include:

- Projecting to achieve around \$15 million in Lease Revenue for the year
- Renewal of \$2.5 million line of credit with a local financial institution
- Originating, year-to-date, \$43.7 million in lease volume and 1,973 in lease contracts
- Acquired around \$28.2 million in portfolio purchases which include 1,166 leases that were purchased at an average discount rate of 22.6%

**Q3-2009 Financial Results:**

At the end of the third quarter our portfolio of leases increased by \$8.9 million or 8.7 % to \$111.5 million compared to 2008. Our lease income increased in the third quarter to \$3,511k compared to \$3,329k and \$3,084k for the first and second quarters, respectively.

The third quarter was our highest quarter so far for Gain on Sales but we are still lower than the pace we ran at in 2008. We plan to continue to increase this activity for the rest of the year.

The year to date interest expense as a percentage of finance lease income decreased to 54.4% versus 58% in 2008 and compared to 61% in 2007. With decreasing interest rates, we were able to finance portfolios with West LB at favorable rates which are fixed over the term of the

pool. This access to lower rate financing helped defer the costs associated with higher rate institutional sub-debt put in place in 2007.

We have seen a slight improvement in charge-offs for the third quarter and foresee continued improvement through the rest of the year. While AXIS has not been immune to the economic cycles, it has not realized the level of charge offs as has the industry as a whole.

We continue on with our long held philosophy of aggressively pursuing delinquent accounts through every means possible. We analyze delinquencies and charged off accounts and react accordingly by limiting exposure by industry, geographic area, or other affected segment.

Salaries and personnel expense has decreased to 9.7% of total revenue versus 10.9% in 2008. The third quarter, at \$375k, was close to the first and second quarter average or \$348k.

Operating Supplies for the year has increased to 1.7% of total revenue at 11.66% versus 9.93% in 2008. The increase is due primarily to expenses associated with collections and recoveries and management fees.

Depreciation and amortization is running 1% higher than 2008 due to the incurrence and amortization in the second quarter of loan origination fees. This line item also included the accelerated write-off of deferred costs, due to the realignment of debt and sub-debt.

Net income is at \$464k which is a significant increase over 2008. This is due mainly to lower provisions for losses as we are starting to slowly see a decrease in the charge-off run rate.

#### **Forecast for the remainder of the year**

We will continue to focus on originating high quality business as the financial markets continue to go through significant change. The environment is challenging, and yet, opportunities exist as the marketplace realigns itself in this new economy. We continue to monitor activity with our lenders, our competitors, and our customers.

Our goal for 2009 is to originate around \$68 million in leases, down from the \$79 million we originated in 2008. This will be done through portfolio acquisitions that are becoming available do to liquidity constraints in our industry. We will also continue to focus on current, established equipment vendors that provide equipment critical to the ongoing viability of our small and medium sized business customers. We will also aggressively explore opportunities to purchase quality, high yielding portfolios as they become available.

#### **Summary:**

In summary, we are optimistic about the opportunities that are going to be in front of us over the next 12 to 18 months. We know 2009 has been and will continue to be a challenging year, however, leasing firms like AXIS Capital that are well capitalized with available funding will be in a position to capture high quality business at improved margins. We firmly believe that our Company is in a position to capture market share, add vendor programs with high quality manufacturers and dealers, and be opportunistic in finding the right kind of portfolios to purchase at the right price.