

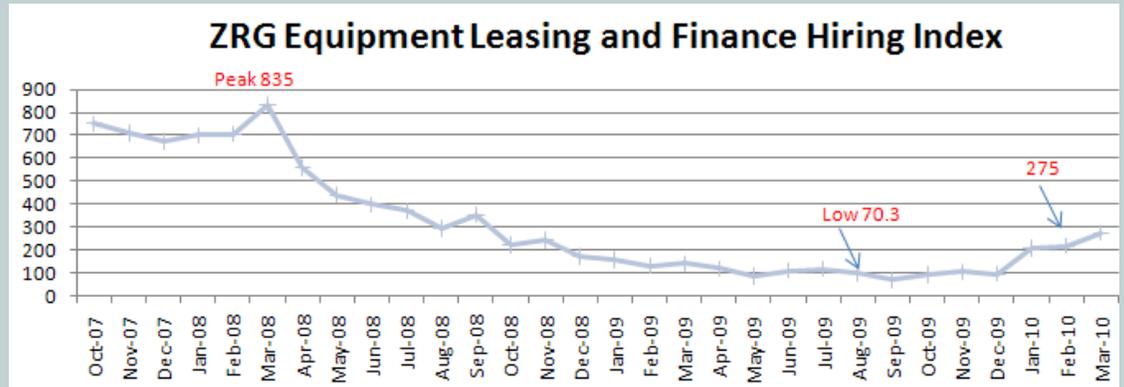
“Flush with record amounts of cash and emboldened by signs that the economy has bottomed out, corporations are on the prowl for purchases. In anticipation of such work, Wall Street is beginning to hire again” - Crain’s New York



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## Equipment Leasing and Finance Hiring Index Q1 2010 Update

April 2, 2010

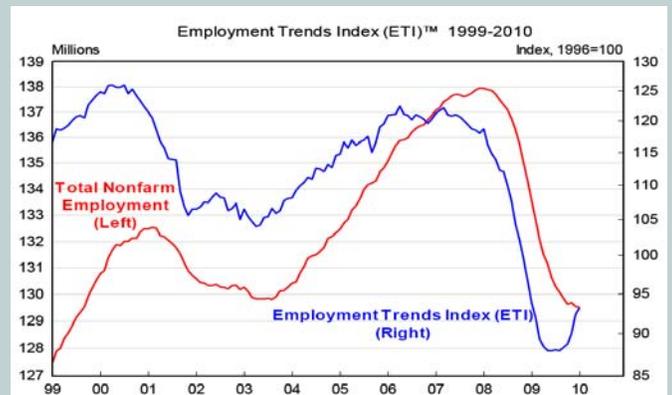


### Insights from a leasing industry

#### Q1 2010 Update

Q1 2010 brought the first major increase in the Leasing Industry Hiring Index since October 2008.

While still trailing the broader index of employment trends as recently reported in the Conference Board Employment Trends Index (ETI)™, which rose in January for the fifth consecutive month, the Leasing Industry index finally showed a substantial increase after months of stagnation. Leasing hiring is still trailing the macro hiring trends in the overall market by a few months.



Data from January 2010 leasing index reported the first major increase in the index level in some time, perhaps signaling the beginning of a new year with increased activity for employers who now must deal with 2010 plans and executing on initiatives. The new roles to be hired showed more balance towards business development than in previous 2009 results.

Additionally, the quantity of the jobs showed increased hiring across several key functional areas including sales, operations, credit and portfolio management. Accounting related roles also increased during the period. The next index report will be interesting to see if the level continues or the increase was a January bounce.

The quarterly ZRG Hiring Index is based on data that comes directly from top leasing and finance companies, national job boards, and several industry specific sources. The sample group includes banks, captives, and independents. To calculate the score, the data points are weighed by relevance of senior level significance against overall hiring indicators.

### Upcoming Industry Events:

- National Funding Conference
- AGL Public Sector Finance Forum
- Capital Connections
- Legal Forum
- Credit and Collections Conference

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**Highlights of ZRG's  
Global Equipment  
Leasing & Lending  
Practice**

- #1 Global Retained Search firm in equipment leasing and finance with expertise in equipment finance ABL, trade Finance and commercial lending and banking
- Strong global presence with successful work completed in North America, Canada, Latin America, Europe and Asia Pacific
- Dedicated senior team focused on Equipment Leasing over 80 years of experience in operating and running commercial finance businesses
- Provides advisory and growth oriented consulting to clients
- Specialized compensation study work in the space (granular level data to drive compensation design)
- Maintains the ZRG Hiring index for Commercial Finance published quarterly
- Extensive database and network of executives across the globe
- Connected referral network helping clients connect needs in funding, capital and other specialized needs

**ZRG Leasing & Lending Practice**

**Recent Placements**

Hire	Industry
Chief Operating Officer	International Leasing and Finance
Chief Financial Officer	Fortune 500 Global Retail
Chief Operating Officer - Japan	International Logistics
General Manager - Brazil	International Leasing and Finance
VP of Sales - Germany	International Leasing and Finance
President and General Manager	Global Manufacturing
Credit Analyst - Poland	International Leasing and Finance
Sales and Credit Manager - Chile	International Leasing and Finance
Head of Sales - China	International Leasing and Finance
VP Sales and Marketing	Global Manufacturing
Commodity Risk Trading Mgr	Fortune 500 Food Manufacturing
Sales Director - Panama	International Leasing and Finance

**Commercial Lending/ Leasing Practice Heads**



**Larry Hartmann**  
**Managing Partner**  
**Office: New Jersey**  
**lhartmann@zrgpartners.com**  
**201-560-9900X222**



**Kenneth Vancini**  
**Managing Partner**  
**Office: Boston**  
**kvancini@zrgpartners.com**  
**508-366-5800 x 203**

**ZRG PARTNERS**

**Headquarters**

69 Milk St.  
Suite 114  
Westborough, MA 01581

T: 508-366-5800  
F: 508-898-9138

www.zrgpartners.com



*Boston - Washington - New York - Chicago - Denver*  
*Frankfurt Germany - Toronto Canada - Shanghai China - Sao Paulo Brazil*