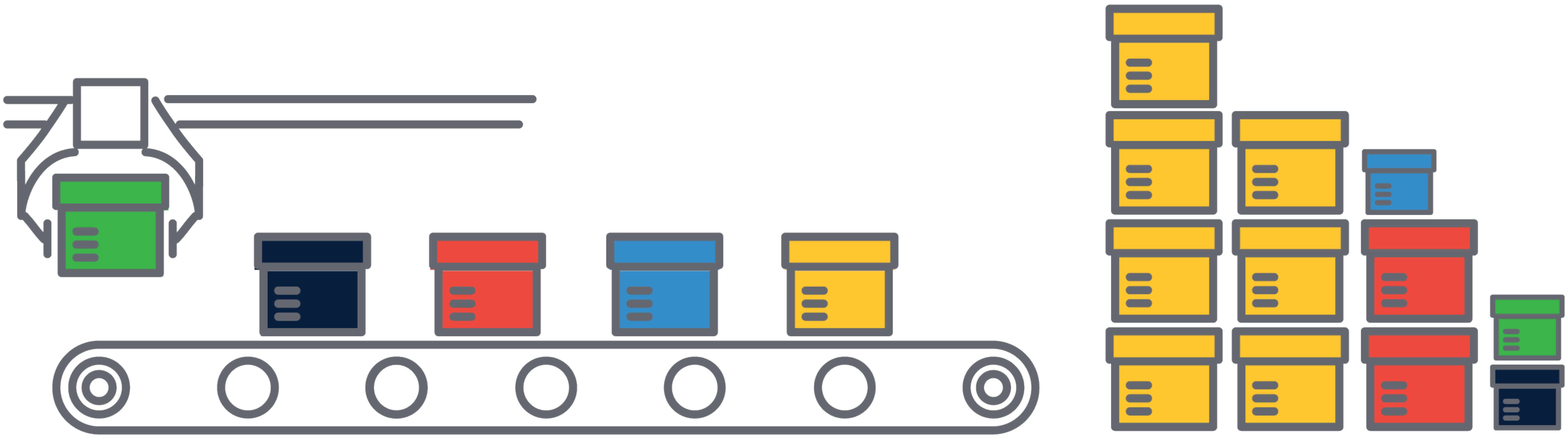
Complete Project Financing

for Warehouse Automation Projects from $1MM to $50MM+

Custom project financing includes capital equipment, software, installation, engineering, and shipping – all wrapped up in one simple payment structure.



70% equipment · 19% installation · 4% software · 4% engineering · 3% shipping

First Financial Provides Record Levels of New Automation Technology Financing

Today's e-commerce driven economy is placing a massive burden on distribution centers and warehousing systems, which is being further strained by labor limitations. As online shopping continues to skyrocket, supply chains are suffering severe disruptions. Businesses are working desperately to keep pace with increasing customer demand, while maintaining a safe work environment for their employees.

By leveraging automation solutions, managers at distribution centers and warehouses can increase accuracy and productivity, operate more efficiently, expand faster and ultimately better serve their customers. Although these operational benefits and financial justifications are obvious, many businesses continue to delay essential projects and capital equipment expenditures.

Cost is most often the biggest barrier keeping companies from modernizing warehouses with automation solutions and robotics. Automation integrations can require large upfront payments resulting in many years until positive ROI is achieved due to the hefty price tag – particularly when considering significant costs for installation, engineering, and software. Given today's economic challenges, traditional lenders and banks have severely tightened their lending parameters, making it tricky to secure funding for extensive projects.

Maintaining Liquidity Through Leasing

Despite the challenges presented by the pandemic, we are seeing companies utilize lease financing to forge ahead with procurement of capital equipment and automation projects – just about everything inside the four walls of their distribution centers and warehouses.

Over the last year alone, First Financial's investments in automation and material handling equipment have jumped over 30% from the prior year. By working with First Financial to lease their automation projects, many businesses often realize a "day one" savings as the operational benefits exceed the monthly cost of a lease. For unlike a cash purchase or bank loan, First Financial's leasing solutions provide 100% financing – covering all project costs and eliminating the need for large upfront payments. First Financial makes all initial upfront progress payments, so the customer does not start paying for new automation and material handling solutions until after the project has been implemented and is fully operational.

Capitalizing on the Benefits of Automation Through Leasing

Most recently, First Financial assisted a leading consumer goods company with over $11B in sales avoid an outlay of $27MM for new AGVs and robotics. To keep up with growing consumer demand for their products, the company needed to modernize two distributions centers. Their current facilities operated manually and were highly labor intensive.

The objectives were to implement new equipment and technology tools that would improve operational efficiency, and significantly reduce labor costs. It also required a substantial financial investment, and leasing was a better source of capital than using internal funds.
First Financial stepped in and developed a financing solution that provided 100% financing. This helped the business avoid $27MM in upfront costs for the equipment, and save their working capital for more immediate, short-term needs. First Financial also coordinated with all vendors, manufacturers, and integrators involved in the massive project to make sure all were paid on time.

During the course of the integration – from conception, processing, delivery, to installation – First Financial made all upfront deposits, and covered all costs. This created an enormous day one savings for our customer and offered an immediate return on investment. If the customer had been required to make an up-front capital outlay, it could have taken them several years to realize any ROI.

By moving from labor intensive manual processes to fully automated facilities, the company increased the efficiency of their operations while simultaneously reducing costs. Through the use of AGVs and robotics, the company is expecting to decrease the cost of distribution by as much as 60%. Even more noteworthy, is the anticipated 90% reduction in their workforce the customer hopes to achieve by embracing the right technology solutions to automate their distribution centers.

Automating warehouse and distribution center processes can be transformative for any business, and First Financial's project financing expertise can make automating attainable and affordable. While there are many factors to consider when making the move to automation, figuring out how to afford the project should not be one of them. Through our lease financing programs, we can equip any business for success by keeping working capital where it is needed most. If you are looking to conserve cash and bring predictability to expenses while moving forward with your automation projects, First Financial is here to help.Hello, world

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Automation and Robotics – designed for all sizes

Hello, world

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*First Financial Provides Record Levels of New Automation Technology Financing*Hello, world

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“IN THE MIDST OF THIS VOLATILE AND SLOWING ECONOMY, FIRST FINANCIAL HAD A RECORD YEAR HELPING COMPANIES INVEST IN MATERIAL HANDLING AND AUTOMATION EQUIPMENT.”

Throughout most of 2020, the COVID-19 pandemic roiled financial markets, threatening businesses and impeding access to capital. While many companies needed to invest in their infrastructure, most tended toward managing liquidity rather than buying equipment outright. To complicate matters, capital markets tightened their lending standards. Yet despite being a cash-sensitive year, **39% of manufacturing businesses** increased their technology investments beyond their pre-COVID budgeted levels.

E-Commerce Accelerates Automation Projects

For many companies, automation was a strategic investment in direct response to the disruption caused by COVID. As online shopping skyrocketed, supply chains suffered severe disruptions and businesses sought desperately to keep pace with the widespread embracement of e-commerce while maintaining a safe work environment for their employees. Reports indicate the boom in e-commerce sales for 2020 totaled $794.50 billion just in the US alone – **up 32.4% year-over-year.**

Global e-commerce sales are predicted to surpass $4.5 trillion in 2021, and we are witnessing explosive growth in the automation of fulfillment and distribution networks. Currently, only 14% of retailers are utilizing automation across their fulfillment locations, and 21% expect full automation in the next 12 months – **representing a 50% growth over the prior year period.** By leveraging warehouse automation solutions, managers at distribution centers and warehouses can increase accuracy and productivity, operate more efficiently, grow faster and ultimately better serve their customers.

Maintaining Liquidity Through Leasing

Although the operational benefits and financial justifications of automation are obvious, many businesses continue to delay essential projects and capital equipment expenditures. Automation integrations can require large upfront payments that result in years of payback, and usually come with a hefty price tag – particularly when you consider soft costs for installation, engineering, and software. Given today’s economic challenges, banks have severely tightened their lending parameters, and many have labeled the automation and material handling sectors a credit risk.

In contrast, First Financial has been financing new automation technology for mid-sized to Fortune 500 companies at record levels, allowing them to forge ahead with critical equipment acquisitions. By partnering with First Financial to lease their automation projects, our customers often realize a “day one” savings as operational benefits exceed the monthly cost of a lease. For unlike a cash purchase or bank loan, leasing provides 100% financing – covering all costs and eliminating the need for a large upfront payment. We make any and all initial upfront progress payments, so our customers do not start paying for new automation solutions until after it has been fully implemented.

Over the last year alone, our investments in automation and material handling equipment are up over 30% from the prior year. If you are looking to conserve cash and bring predictability to expenses while moving forward with your automation projects, First Financial is here to help. For over 20 years we have partnered with companies across a wide range of industries to help them acquire material handling and automation equipment. Let us do the same for you.Hello, world

Lease financing can equip your business for success by keeping working capital in your hands.

FIRST FINANCIAL
MATERIAL HANDLING & AUTOMATION

5 STEPS
FOR MANAGING STEEP AUTOMATION COSTS

ACCELERATE PROJECT ROI

Avoid large upfront costs and pay for automation equipment as you gain the benefit of its use.

CONSERVE WORKING CAPITAL

Leasing stabilizes your cash flow and preserves lines of credit for other operational needs, investments, or unforeseen expenditures.

BUNDLE SOFT COSTS

Wrap all project costs including engineering, software, freight, installation and service into a unitary payment.

INCREASED PURCHASING POWER

Lease payments can be substantially lower than traditional debt payments or direct cash outlay. This gives you the ability to enhance your equipment configuration based on your optimal needs.

CREATE FUTURE OPTIONALITY

Leasing can serve as a hedge against technology obsolescence as it includes an embedded evaluation mechanism to determine whether or not your equipment will continue to meet your future needs. Plan for upgrades accordingly.

PROJECT EXAMPLE: LEASE VERSUS PURCHASE COMPARISON

Total Project Cost: $2,500,000

Includes $2,000,000 of equipment
Material/Bulk Handling, Automation and Packaging Equipment

Includes $500,000 of soft costs
Such as Engineering, Software, Services, Freight, and Installation

CAPITAL EXPENDITURE	LEASE OPTION
$2,500,000	Five-year Lease
ANNUAL COST	
$0	$500,000
ANNUAL PRODUCTIVITY SAVINGS	
$700,000	$700,000
YEARS TO RECOVER INITIAL INVESTMENT	
3.6 years	Day one savings equates to $17,500 per month

2x GROWTH

The warehouse automation market will grow more than 2x from $13 Billion in 2018 to $27 Billion by 2025, at a CAGR of 11.7% between 2019 and 2025.*

The growth of this market can be attributed to the growth in the e-commerce industry, emerging multichannel distribution channels, globalization of supply chain networks, increased adoption of micro-fulfilment centers, the emergence of autonomous mobile robots and rising need for same day delivery.

Don't let the high cost of automation keep you from moving faster.
Find out more today at ffequipmentleasing.com.

Hello, world

FIRST FINANCIAL
TECHNOLOGY

Get the latest version of IT leasing.

Keep your business moving forward with our Technology Asset Refresh programs and lease virtually any IT product and solution.

We have specialized in leasing technology for decades and understand having access to the latest technology is a necessity for any organization. Our goal is to help you profit from the productivity of the technology while avoiding potentially risky investments in the equipment itself.

Our technology financing experts can help you implement a technology refresh and lease strategy that keeps your business ahead of the curve, while remaining on a predictable IT budget to conserve your working capital. You can select programs that ensure you have the means for frequent updates, offer tax benefits, and keep your budget in check.

Benefits of Leasing Information Technology:

- Refresh Outdated Equipment
- Lower Upfront IT Equipment Costs
- Predictable Monthly Payments
- Conserve and Control Cash
- Improve Your Balance Sheet

Let the technology financing experts at First Financial Technology help you choose a plan that aligns to your strategy and financial goals.

David Sanborne, SVP & National Sales Manager
dsanborne@ffequipmentleasing.com / 480-363-7554

Solutions First.

Hello, world

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FIRST FINANCIAL
HEALTHCARE

Full Service Leasing Solutions

Our customized lease programs give you access to the latest healthcare equipment so you can focus on what matters most - improving patient care.

Advantages of Leasing Medical Equipment

- 100% Financing with No Down Payment Required
- No Large Capital Outlay
- Converts a Large Cash Sale Price into a Low, Affordable, Tax Deductible Monthly Payment
- Retain Cash for Current Needs or Other Investment Opportunities
- Replacing Obsolete Equipment Can Improve Patient Outcomes
- Can also Include Software, Services and Soft Costs Can into One Lease Payment

For More Information Contact:
David Sanborne, SVP & National Sales Manager
dsanborne@ffequipmentleasing.com / 480-363-7554

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