



ATEL CAPITAL GROUP

Financial Solutions
for the New Century



ATEL Capital Group is committed to providing the funding needed to fuel the growth of American industry. By maintaining our focus on financing business-necessary equipment, we have developed the resilience to respond quickly to the changing needs of our clients and grow in new directions. Today, ATEL provides everything from venture leasing for promising new firms, to large-scale equipment financing for some of the world's most respected corporations. As this new century evolves, our mission remains clear.

OUR MISSION

CARE FOR OUR INVESTORS AND HELP THEM ACHIEVE THEIR FINANCIAL OBJECTIVES;
SERVE OUR CUSTOMERS AND HELP THEM ACHIEVE THEIR BUSINESS OBJECTIVES;
PROVIDE OUTSTANDING ASSET MANAGEMENT THROUGH THE INTEGRATION OF PEOPLE,
TECHNOLOGY, AND BUSINESS SYSTEMS.

As an international financial services company, ATEL Capital Group offers its clients an impressive array of financial solutions. Among our services are equipment leasing, asset-based lending, venture leasing, lease administration, and asset management. Over the more than two decades since our founding, ATEL has developed broad access to the capital markets, including a network of more than 200 NASD-registered broker-dealer firms through which we provide investment capital to our corporate clients in the U.S. and abroad.



A TEL CAPITAL GROUP

PROMOTING PROGRESS THROUGH FLEXIBILITY



The diversity of our products allows us to support our customers through every step of their funding process, and through every stage of their development. We nurture promising new businesses through ATEL Ventures, invest in real estate through ATEL Properties, and fund lease transactions for Fortune 1000 companies through ATEL Leasing Corporation. To raise equity for our investments, ATEL Securities Corporation, an NASD member firm, accesses the capital markets through an extensive network of NASD broker-dealers. The entire family of companies that comprise ATEL Capital Group share a common thread: an enduring dedication to service and the desire to cultivate long-term relationships with our clients.



Many of the world's largest companies depend upon modern equipment for day-to-day productivity and ongoing profitability. Yet the cost of purchasing and maintaining such equipment—not to mention the likelihood of obsolescence or downsizing in today's rapidly changing world—can make leasing a more viable option.



A TEL LEASING CORPORATION

FINANCING THE EQUIPMENT THAT MOVES OUR ECONOMY



CREATIVE. FLEXIBLE. RESPONSIVE.

A TEL Leasing Corporation (ALC) works closely with investment-grade companies in the United States, Europe, and Asia to structure creative financing solutions for the leasing of business-necessary equipment. Each lease transaction is customized to preserve cash resources and optimize tax planning objectives. Our representatives have the knowledge and ability to execute transactions quickly and efficiently, and can structure payment schedules to suit individual needs. Depending on circumstances, leases may be upgraded, terminated, subleased, or renewed to assure maximum flexibility for our clients.

INTERNATIONAL EXPERTISE FOR GLOBAL OPERATIONS.

As we move into the 21st century, many companies are expanding their global operations. At ALC, we have the expertise and resources to provide financing solutions in both Europe and Asia. Our team of seasoned professionals understands the tax laws of many countries, and can work with offshore subsidiaries and foreign partners to facilitate and promote expansion in overseas markets.

Asset management and lease administration services for the ATEL family of companies, and for independent third parties, is provided through ATEL Equipment Corporation (AEC). Unlike most bank-owned equipment lessors, AEC personnel have extensive operational knowledge of many types of equipment. As a result, they can identify the most realistic residuals that offer optimum lease pricing for our clients. At the conclusion of a lease, AEC coordinates any equipment remarketing and re-leasing that may be required. Remarketing services are also available to lessees, equipment users, manufacturers, and other third parties that wish to sell used equipment at competitive market value.



ATEL EQUIPMENT CORPORATION

MANAGING ASSETS TO ENSURE SUCCESS



A DIVERSIFIED PORTFOLIO OF EQUIPMENT

Below are some of the types of equipment that may be financed through ATEL Leasing Corporation.
Contact your ATEL representative to discuss your needs.

AIRCRAFT · COMMUNICATIONS · CONSTRUCTION

ENERGY · EXPERIMENTATION · GENERAL PURPOSE

GRAPHIC PROCESSING · MACHINE TOOLS

MANUFACTURING · OFF-SHORE MARINE VESSELS

MATERIAL HANDLING · MEDICAL · OFFICE

PLANT · PRINTING · RAILROAD ROLLING STOCK

RESEARCH & DEVELOPMENT · TRACTORS, TRAILERS, AND TRUCKS



ATEL CAPITAL GROUP	
Financing, Investment, and Management Activities	Capital Market, Syndication, and Investor Relations Activities
ATEL LEASING CORPORATION ATEL EQUIPMENT CORPORATION ATEL PROPERTIES, INC. ATEL VENTURES, INC.	ATEL FINANCIAL SERVICES, LLC ATEL Capital Equipment Funds ATEL SECURITIES CORPORATION ATEL INVESTOR SERVICES
THE ATEL FAMILY OF COMPANIES	



ATEL SECURITIES CORPORATION

ACCESSING EQUITY THROUGH CAPITAL MARKETS



The purpose of ATEL Securities Corporation (ASC) is to raise equity for ATEL's series of Capital Equipment Funds and real estate investments. Through these sources, ATEL has built an equipment portfolio worth approximately \$2 billion, allowing more than 39,000 investors to participate in the dynamic equipment leasing industry.

ASC is a member of the National Association of Securities Dealers (NASD), and thus provides ATEL with the ability to access the fundraising capabilities of the more than 5,400 securities firms and 58,000 branch offices registered for membership in the NASD. The ASC team sends out regular distributions to investors, maintains communications with broker-dealers and Fund investors, and hosts seminars to inform potential investors about available products. Today, ATEL's Capital Equipment Funds maintain the leading market share among investment products of this type, and we are poised to provide access to America's capital markets well into the 21st century.

It is important to remember that every major corporation started out as a small company founded on good management and an innovative idea. With this in mind, ATEL Capital Group established ATEL Ventures, Inc, a company dedicated to nurturing a select group of emerging growth and technology-based businesses. ATEL Ventures fulfills this mission by providing lease financing and direct equity investments that provide these companies with the resources they need to thrive in today's economy.



A TEL VENTURES, INC.

INVESTING IN THE FUTURE



Lease financing programs offered by ATEL Ventures enable venture capital-backed companies to access secured financing and flexible lease terms for all types of business-necessary equipment. Most of these companies are involved in high technology industries such as computers, telecommunications, software, and semiconductors. Others are involved in life sciences industries such as biotechnology, medical technology, or health care. With its close proximity to Silicon Valley, ATEL Ventures is ideally positioned to provide responsive, personalized service to companies in these vital industries.

ATEL Ventures also invests in select companies on a direct equity basis. In these instances, we seek to form strategic alliances with venture capital firms that can provide ATEL with a source of suitable transactions. By combining lease financing with equity investments, we often provide early-stage companies with a potent mix of financing alternatives.

ATEL's real estate investment subsidiary, ATEL Properties, Inc., seeks to build a well-diversified portfolio of income-producing properties. As a long-term investor, we seek commercial and multifamily properties that will provide stable, consistent returns, as well as capital appreciation.



ATEL PROPERTIES, INC.

BUILDING A REAL ESTATE PORTFOLIO
FOR GROWTH & INCOME



ATEL Properties draws on an extensive pool of internal resources to identify and pursue real estate investment opportunities throughout the United States. Our expert team includes acquisition specialists; financial analysts; legal and paralegal staff; finance, credit and due-diligence officers; and a seasoned asset management group. We seek to expand our portfolio by adding to our solid base of multifamily, retail, industrial, and office properties. ATEL consistently achieves top-tier investment returns through a combination of three key investment principles: rigorous location and market-timing analysis; ongoing development of strong banking and financing relationships; and leveraging the strength and reputation of ATEL Capital Group to negotiate preferred purchase terms. As we move forward, ATEL Properties will continue to benefit from its unique niche as an institutional-quality buyer in the entrepreneurial middle market.



THE MOMENTUM OF CHANGE

“Throughout the process of growing our own family of companies over the past two decades, we at ATEL Capital Group have learned that ongoing success depends on our ability to remain true to our core mission while retaining the flexibility to respond quickly to change. It is the momentum of change that will carry us—and our many valued clients—into the future with confidence. We invite you to join us for this journey, and to let us know how we can best serve your needs. We are ready to help you explore new ideas, expand new potentials, and discover creative solutions to meet your financial challenges.”

DEAN CASH

Chairman & Chief Executive Officer



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Capital Group®

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