

April–Jun 2012

LEASE RATES

Lenovo
Financial Services

Fair Market Value Rates

From	To	24 Mos.	36 Mos.	48 Mos.	60 Mos.
\$1,000	\$9,999	.03930	.02877	.02491	.02443
\$10,000	\$24,999	.03752	.02764	.02330	.02110
\$25,000	\$49,999	.03724	.02734	.02304	.02061
\$50,000	\$99,999	.03697	.02689	.02278	.02031
\$100,000	\$249,999	.03670	.02667	.02252	.01990

\$1 Purchase Option Rates

From	To	24 Mos.	36 Mos.	48 Mos.	60 Mos.
\$1,000	\$9,999	.04920	.03533	.02848	.02443
\$10,000	\$24,999	.04591	.03195	.02513	.02110
\$25,000	\$49,999	.04545	.03149	.02465	.02061
\$50,000	\$99,999	.04522	.03126	.02446	.02031
\$100,000	\$249,999	.04511	.03103	.02418	.01990

- Rates effective 4/1/12 through 6/30/12 for qualifying applications that fund by 7/31/12
- No advance payments required
- Rates are good for new technology equipment only
- Call us for other rates: advance payments, other term lengths, transactions >\$250,000
- Rates do not include any applicable sales tax, which will be billed in addition to the monthly lease payment
- All rates and transactions are subject to LFS credit and documentation requirements, review and approval
- Rates subject to change without notice

Top 5 Advantages for Lenovo Business Partners to Use LFS

1. Provide one-stop shopping; complement the Lenovo solution with additional products
2. 100% financing available and we allow up to 40% softcosts so you can sell an entire solution
3. Obtain higher margins by selling payments
4. Use our attractive FMV rates to show customers how they can acquire more of the equipment they need
5. We often provide a higher credit line when approving customers enabling you to sell more

To calculate monthly lease payments, multiply the total equipment cost by the appropriate rate factor.

For example:

$$\$25,000 \times .02734 = \$683.50/\text{mo.}$$

Lenovo Financial Services
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