



**ATEL**  
Capital Group

FINANCIAL SOLUTIONS FOR THE NEXT CENTURY



We serve our customers and help them achieve their business objectives.







## We're committed to you

Since our founding in 1977, **ATEL Capital Group** has committed itself to fulfilling the mission we set decades ago; 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 we look to the future, ATEL will remain flexible to change and nimble to adapt. We are confident of our success because we have an organization made up of exceptional people who are committed to ATEL and who will see the mission through. ATEL will continue to focus on raising capital from both public and institutional investors to provide financial solutions for the next century. We have over 50,000 investors in twenty-three different public and private programs and have priced, structured, arranged, and funded over \$30 billion of equipment financing transactions. ATEL has been a reliable source of capital for many of the world's largest companies as well as to emerging growth enterprises.

We look forward to discussing our company with you, reviewing your goals, and understanding your business objectives. We are extremely proud of our history, our record, and most importantly - our people. They have made the success of ATEL a reality.

Yours truly,



*Dean Cash – President & Chief Executive Officer*





ATEL  
Leasing  
Corporation

ATEL  
Equipment  
Services

ATEL  
Ventures  
Inc.

## 21st Century Financial Solutions

**ATEL Capital Group** sponsors public and private programs for both individual and institutional investors. Our funds provide investors an opportunity to participate in the dynamic equipment finance and venture debt industries. We have proven since 1977 that we are capable fiduciaries of our investors' capital and deliver the expertise necessary to navigate diverse economic conditions. In the process of doing this we have earned the trust of our investors and business partners which has enabled ATEL to thrive over the last four decades.

The diversity of our financial products allow us to support our customers by providing the type of capital they require, at the time they require it, through every stage of their business development. We fund lease transactions for Fortune 500 companies through ATEL Leasing Corporation and support innovative technological businesses through ATEL Ventures, Inc. The services we provide encompass equipment leasing, asset-based lending, venture lending, lease administration, and asset management.





ATEL  
Securities  
Corporation

ATEL  
Investor  
Services


ATEL  
Properties  
LLC

An enduring  
*dedication* to  
service.

Since inception, ATEL has developed an extensive network of broker dealer and institutional relationships that have been an integral part of our fund raising success. They continue to provide ATEL with efficient access to capital markets globally so we can further support the growth of the United States economy.

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 investors and clients.





**ATEL Leasing Corporation ("ALC")** excels at providing equipment financing solutions to the world's largest companies. We lease a wide range of equipment including transportation, construction, manufacturing, mining, healthcare, and energy production assets. ATEL's customer base is primarily investment-grade companies, or their equivalent, in North America, Europe, and Asia. Our team has the knowledge and expertise to execute complex transactions quickly and assist our valued customers with their long-term equipment financing plans. We specialize in true, tax advantaged leases which satisfy both the Financial Accounting Standards Board and the International Accounting Standards Board.

Each customer is unique and ALC responds accordingly. We design leases to reflect our customer's priorities; whether it be lowering payments, monetizing assets, preserving cash, or optimizing either operating or capital budgets. ALC deploys account teams that are both technically proficient and customer centric. To assure maximum flexibility while delivering value pricing, ALC works closely with our customers to upgrade, terminate, sublease, or renew leased equipment. Headquartered in San Francisco with regional offices throughout the United States, ALC provides our customers with exceptional service and responsiveness.



## Financing the Equipment That Fuels Our Economy

- Lease terms from 3 - 10 years
- Operating leases above \$2 million
- Investment grade rated and high quality corporate credits
- Low technology equipment for domestic and international use





# LEASING MANAGEMENT EXPERTISE

Rail Cars

Transportation

Manufacturing  
Equipment

Mining

Material  
Handling

Machine  
Tools

Marine

**ATEL Equipment Services (“AES”)** manages ATEL Leasing Corporation’s portfolio. AES is comprised of professionals with an in-depth knowledge of many asset types combined with the seasoned expertise that comes from managing assets for over thirty-five years. We develop and retain our own staff, which is an important aspect of our success. Having equipment experts as part of our team permits us to make informed decisions regarding every aspect of a transaction. This advantage is reflected in our pricing and allows ATEL to compete effectively against some of the world’s largest financial institutions. AES’s asset management services encompass inspections, appraisals, equipment sales, recovery services, and lessee negotiations. Our team works closely to design a strategy tailored to meet the specific goals and objectives of our customers. AES also offers re-marketing services to our lessees, equipment users, manufacturers, and other third parties that wish to sell used equipment in a competitive market.





**INVESTING IN THE FUTURE**



# Secured financing on flexible terms

**ATEL Ventures, Inc. ("AVI")** is a leading provider of senior secured loans to emerging growth companies. AVI's focus has been on those companies considered to be the best in their class. This approach has been proven effective by the fact that AVI's customers have the financial backing of the top tier venture capital firms worldwide.

AVI's role is to support our portfolio companies from the ground up, enabling them to successfully create the game changing innovations of tomorrow. AVI does not have a lender mindset. Instead, we work with our customers to secure financing on flexible terms without many of the constraints found through other financial institutions. Our experience, in combination with the expertise of our partners, gives our portfolio companies access to a unique network of services, products, and investors throughout the world.

The emerging growth companies in our portfolio range from early stage enterprises to those preparing for an initial public offering. AVI provides debt for all stages of a company's development across a wide range of industries such as information technology, life sciences, and green technologies. Our close proximity to Silicon Valley makes AVI ideally positioned to provide responsive and personalized service to companies in these vital industries.

*For a complete listing of our portfolio of companies visit [www.atel.com/ventures](http://www.atel.com/ventures).*



## Your strategic partner in the capital markets


**ATEL Securities Corporation (“ASC”)** is a FINRA (Financial Industry Regulatory Authority) registered broker dealer. ASC works with other FINRA firms as part of an underwriting syndicate that raises equity for ATEL Capital Group’s equipment financing funds. Some of these funds offer individual investors the opportunity to be a part of a fund that has traditionally only been available to institutional investors.

Over the last three decades the underwriting syndicates assembled by ASC have raised billions of dollars in the U.S. public securities markets. Our success is attributed to ASC’s dedication and service to over 50,000 investors and also to the many long standing relationships ASC has cultivated with our selling broker dealers and their representatives.

As a FINRA member firm, ASC is a part of a network that includes five thousand broker dealers with over one hundred thousand branch offices and almost three-quarters of a million Registered Representatives. Headquartered in San Francisco, ASC maintains offices across the United States to better serve our broker dealer community.

MEMBER: FINRA • SIPC





## An outstanding investor service experience

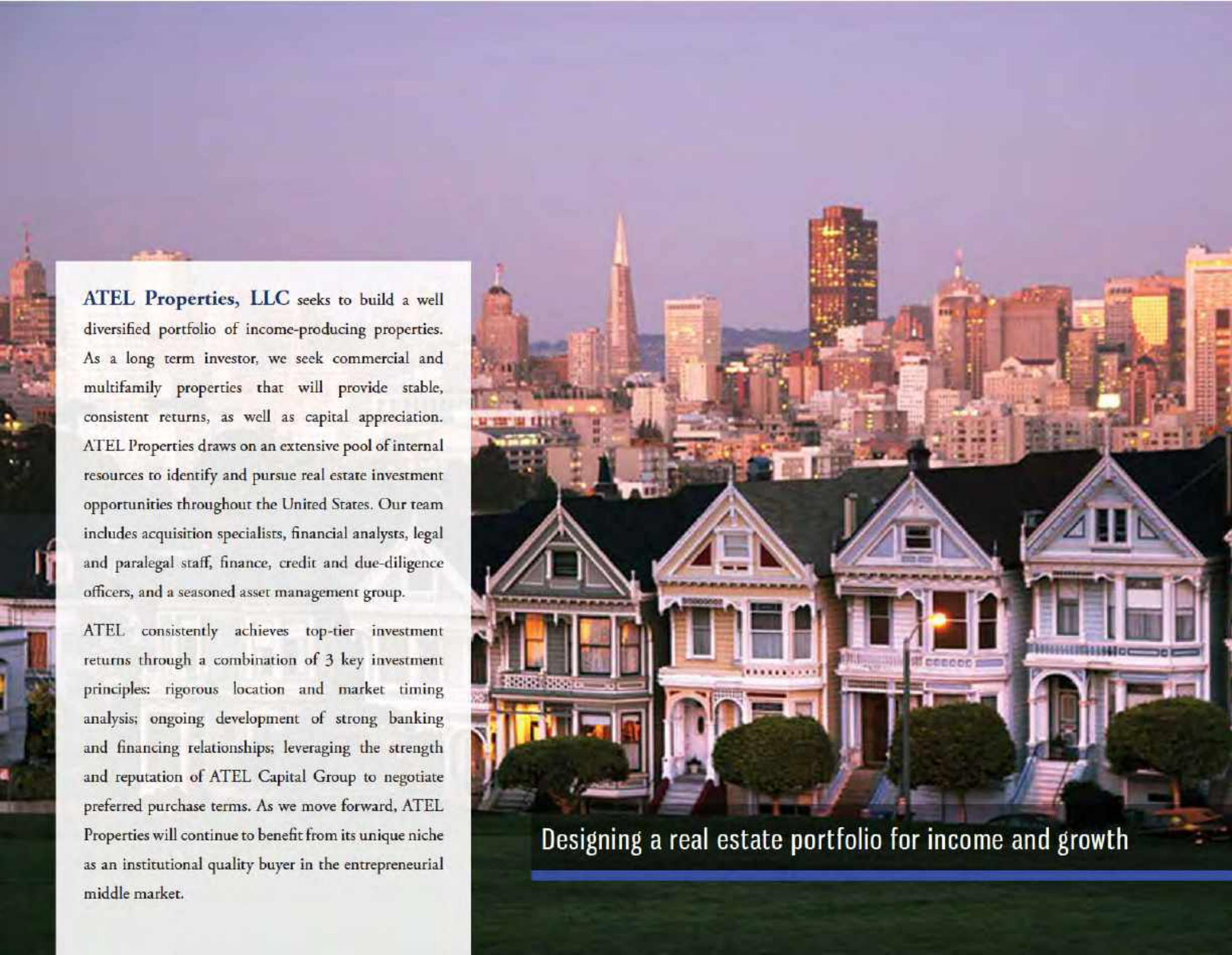
**ATEL Investor Services ("AIS")** dedicates itself to offering the best customer service experience to over 50,000 ATEL investors. We provide our investors with the most up-to-date information on their investment and assist with any question or problem they may have with their account. With offices in San Francisco and Denver, our representatives are extremely knowledgeable and are prepared to help with any account related request. AIS maintains one of the most technologically sophisticated investor management programs available today. It can provide the investor, their Registered Representatives, or any other fiduciary, with the latest information regarding a fund's investments, business activity, tax filings, distributions, or any other pertinent matter. AIS also provides communication support to our broker dealer network. For additional convenience, investors and their representative have a secure, easy to use online access with up-to-date information on their accounts.

*Please visit <http://www.atel.com/investors> to learn more about AIS services.*



**ATEL Properties, LLC** 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 draws on an extensive pool of internal resources to identify and pursue real estate investment opportunities throughout the United States. Our team includes acquisition specialists, financial analysts, legal and paralegal staff, finance, credit and due-diligence officers, and a seasoned asset management group.

ATEL consistently achieves top-tier investment returns through a combination of 3 key investment principles: rigorous location and market timing analysis; ongoing development of strong banking and financing relationships; 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.



Designing a real estate portfolio for income and growth





## Reaching out to better the community

Founded by Eliza and Dean Cash, the **ATEL Foundation**, a San Francisco based non-profit, is a private philanthropic organization dedicated to providing funding to organizations that seek to better the lives of all citizens in their respective communities by enriching the mind and body as a whole. The ATEL Foundation will consider funding groups whose focus is upon the betterment of our community at large. Each organization is evaluated based upon its merit both as a standalone organization and the relevance of its benefit to the community.

*For further information, please contact the foundation by visiting the website at [www.atelfoundation.org](http://www.atelfoundation.org)*





# 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.











**ATEL®**  
**Capital Group**

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