



North South Leasing
Financing for the Trucking Industry

Frequently Asked Questions

Why is this good for the Lessee?

- They have a truck to earn a living when others have declined them
- They can make \$10,000-\$12,000 per month or \$1.00-\$1.25 per mile, plus fuel surcharges; after expenses they can take home approximately \$5,000
- They rebuild their credit history because we report to Equifax
- Short lease terms - 26 months

Why is this good for NSL?

- We receive 25% on average down from the lessee
- We invest \$20,500 to get back \$37,500
- 12-15 months to breakeven on our investment
- We only need 30% of clients to pay on time to service debt and expenses
- Double digit returns on investment
- Scalable business
- Business that is good in virtually any economy

What is NSL Approval Process?

- Credit Application from dealer or broker
- Spec sheet on truck from dealer or broker
- Credit Report from dealer or broker
- Last Three months Bank Statements
- Last Years Tax Return
- Run Blue Book on the Truck
- Verify Hauling Contract
- Send Conditional Approval to dealer or broker

What is NSL's Average Lease Amount?

Our average Lease Amount is \$25,000; we then collect the first payment in advance. Additionally, we collect a doc fee and a GPS tracking fee. On average our customers come out of pocket for \$6,100 which represents advance payment and fees.

What is NSL's Average Term?

We document a 28 Month Lease and require first payment at lease signing. We then bill and collect the lease for the next 25 months. In most cases we collect payments via automatic debit of the lessee's checking account weekly or monthly.

Frequently Asked Questions Continued

What is NSLs Average Monthly Payment?

Our average monthly payment is \$1500.

Why Does NSL require Warranty?

We require a warranty to protect NSLM and the customer from major mechanical failure that may affect their livelihood.

What NSL Marketing Strategy?

We market our company to truck dealerships, where we act as one of their financing alternatives. Also we market our company to Equipment leasing brokers nationwide, where we act as one of their funding sources.

Why do we GPS all of our assets?

We install a GPS tracking device on every truck we buy. Lessee pays the cost of the unit which covers the GPS unit and 24 months of monitoring. We are able to locate any of our trucks 24 hours per day/7 days a week.

Who pays for the Insurance on the Truck?

The lessee is required to have insurance on the truck; NSLM is listed as an additional insured and a loss payee on the policy. Most of the lessee's get their liability coverage from the trucking company they haul for.

How is NSL covered for Liability Insurance?

NSL is covered first by the lessee's and trucking company's policy. Additionally NSLM has general liability coverage and an Umbrella policy above that. In case of an accident the lessee's, trucking and freight owners' policies should pay before NSLM's.