



Balboa Capital Becomes Endorsed Lease Financing Resource for International Business Products, Incorporated

*Company to provide IBPI Members with Complete Range of Lease Financing Solutions, Including
Software-Only Financing and Dealer Rental and New Business Financing*

IRVINE, CA, June 11, 2013 - Balboa Capital, a top provider of small business loans and office products dealer financing in the United States, today announced that it has become an endorsed lease financing resource for International Business Products, Incorporated (IBPI), which is the largest buying group for commercial copier and printer dealers in the United States. Through this relationship, Balboa Capital will structure and implement financing programs for IBPI members nationwide.

“We are pleased to be an endorsed lease financing resource for IBPI because it allows us to provide our industry-leading products and services to their valued members,” said Jerry Harne, Business Development Manager for the Vendor Services Division at Balboa Capital. “Balboa Capital has a strong presence in office products dealer financing and is recognized as a responsive and dedicated financing company that delivers financing solutions designed to help dealers drive sales, increase profits and build brand value. Balboa Capital takes pride in being an independent financing company, so working with the largest organization of independent office equipment dealers is an ideal arrangement for both parties.”

Balboa Capital’s financing products for IBPI members include software-only programs, dealer rental programs and new business programs, among others. An independently owned and operated financing company since 1988, Balboa Capital offers IBPI members the stability, discipline, lending power and highly personalized service they expect. Balboa Capital has a dedicated office products dealer financing team that facilitates transactions quickly. All finance applications are evaluated by a Balboa Capital credit officer, which allows for higher approval ratios and better terms when compared to automated lending decision software systems. In addition, IBPI members who become dealer partners with Balboa Capital will have access to a comprehensive online equipment dealer sales tool that enables them to manage every aspect of their customers’ accounts from a computer, laptop, tablet or mobile device. This includes calculating finance estimates, submitting new applications, viewing sales reports, and checking lease maturity dates and delinquencies, to name a few.

About IBPI

Established in 1987 and headquartered in Phoenix, Arizona, International Business Products, Incorporated (IBPI) is the largest buying group for commercial copier and printer dealers in the United States. IBPI has more than 335 members who have a combined annual sales volume of over \$4 billion. This immense buying power enables IBPI to negotiate deep discounts and rebate programs with the industry’s top manufacturers and service providers, which help dealers increase their sales, strengthen their competitive position in the marketplace, and enjoy a better bottom-line. IBPI is governed by a

board of directors, consisting of dealer principals who are nominated and elected by their peers. To learn more about IBPI, visit <http://www.ibpi.net>.

About Balboa Capital

Balboa Capital is a technology-driven financing company that provides business owners with fast, hassle-free solutions to fuel their growth and success. The company specializes in small business loans, equipment financing, commercial financing, equipment vendor financing and franchise financing. Balboa Capital developed an intuitive online platform that simplifies the entire financing process. Calculators provide instant estimates, applications can be completed and submitted in a matter of minutes, and sophisticated credit scoring technology provides instant decisions. Visit <http://www.balboacapital.com> to learn more.