



2012

California Department of Business Oversight Annual Report

Operation of Finance Companies
Licensed under the California
Finance Lenders Law



California Department of
Business Oversight

STATE OF CALIFORNIA
EDMUND G. BROWN JR., Governor

BUSINESS, CONSUMER SERVICES AND HOUSING AGENCY

DEPARTMENT OF BUSINESS OVERSIGHT*

JAN LYNN OWEN
CALIFORNIA COMMISSIONER OF BUSINESS OVERSIGHT

Financial Services Division
California Finance Lenders Law

Louisa A. Broudy, Deputy Commissioner
Patricia R. Speight, Special Administrator

*Effective July 1, 2013, in accordance with the Governor's reorganization of state government functions and departments, the Department of Corporations merged with the Department of Financial Institutions to form the Department of Business Oversight.

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This annual report of licensees under the California Finance Lender's Law ("Report") is a composite of annual reports submitted by lender and broker licensees for the calendar year ended December 31, 2012. The licensees' annual reports were submitted in accordance with Section 22159(a) and 22160 of the California Finance Lenders Law, which state:

22159. (a) Each finance lender and broker licensee shall file an annual report with the commissioner, on or before the 15th day of March, giving the relevant information that the commissioner reasonably requires concerning the business and operations conducted by the licensee within the state during the preceding calendar year for each licensed place of business. The individual annual reports filed pursuant to this section shall be made available to the public for inspection except, upon request in the annual report to the commissioner, the balance sheet contained in the annual report of a sole proprietor or any other nonpublicly traded persons. "Nonpublicly traded person" for purposes of this section means persons with securities owned by 35 or fewer individuals. The report shall be made under oath and in the form prescribed by the commissioner.

22160. The commissioner shall make and file annually with the Department of Business Oversight as a public record a composite of the annual reports and any comments on the reports that he or she deems to be in the public interest.

This Report is based on unaudited data presented by licensees and submitted in a format prescribed by the Department of Business Oversight. While the format of the financial information presented in the Report follows that of conventional financial statements, the reader should be aware that the data contained herein is primarily statistical in nature.

Statistical data compilations required of licensees have been modified to provide more meaningful statistics. Comparison of such data with prior years will be left to the reader.

This report and prior years' reports can be found on the Department's website at www.dbo.ca.gov.

Highlights

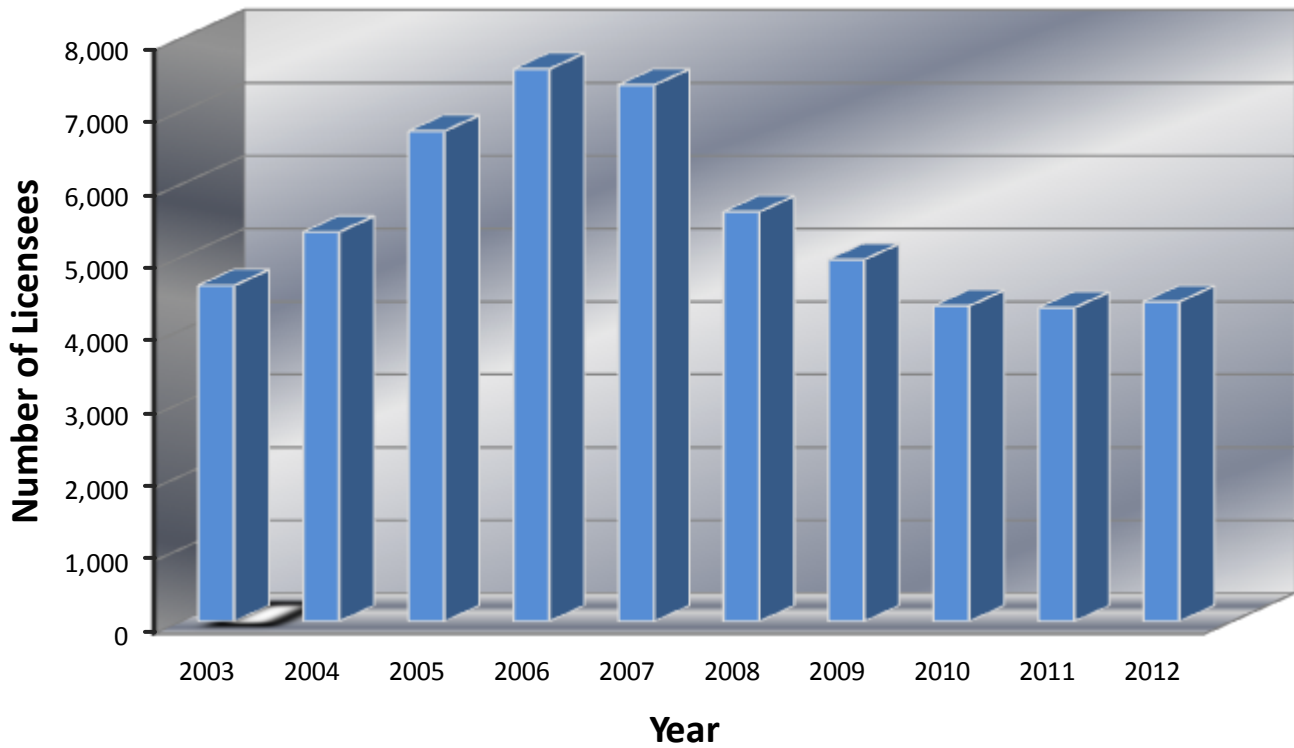
- Effective July 1, 2013, the Department of Corporations and the Department of Financial Institutions merged to form the Department of Business Oversight. All powers, duties, and functions of the Commissioner of Corporations and the Department of Corporations are transferred to the Commissioner of Business Oversight and the Department of Business Oversight, respectively;
- The number of unsecured consumer loans valued between \$2,500 to \$4,999 increased by 53 percent from 2011 to 2012, and the principal amount borrowed increased by 54 percent over the same period;
- The total number of auto title secured loans increased by 69 percent from 2011 to 2012, and the principal amount increased by 75 percent over the same period;
- The number of consumer loans secured by real property increased by 124 percent from 2011 to 2012, and the principal amount increased by 121 percent to \$43.4 billion over the same period;

Historical Data

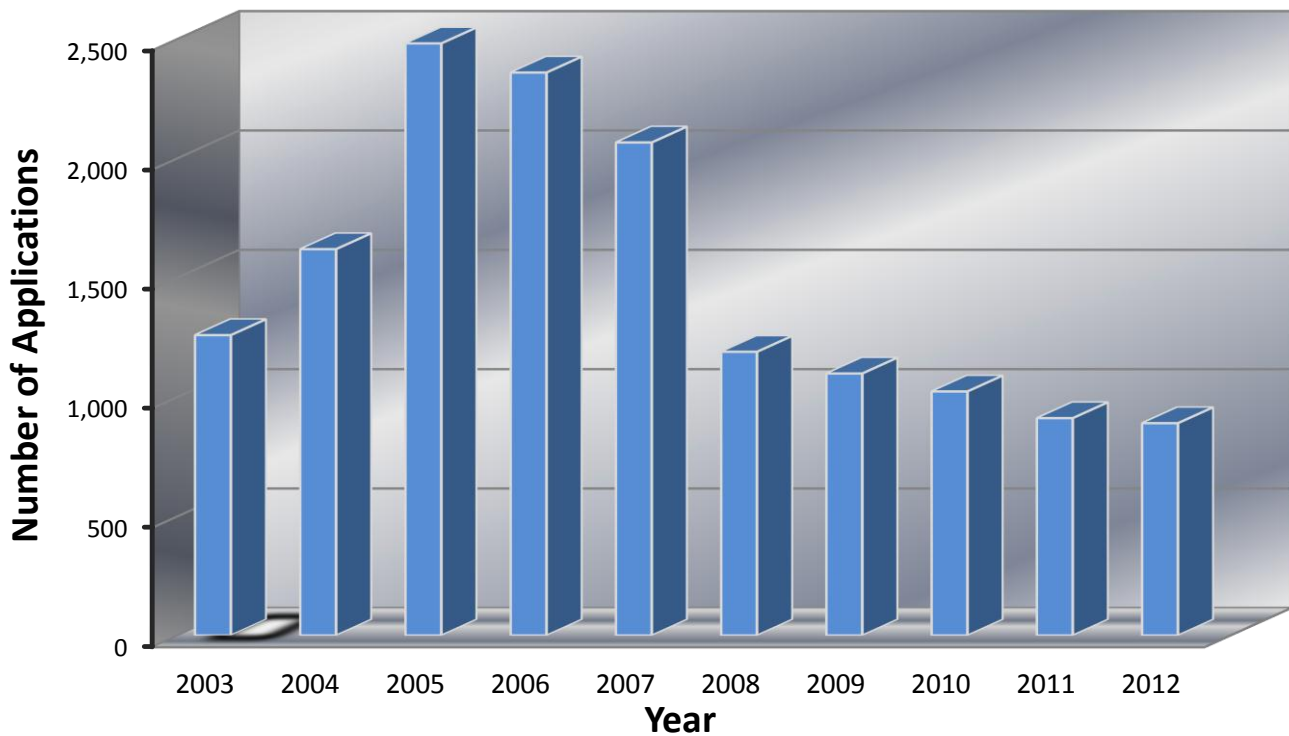
The table below shows the number of licensed California Finance Lenders (including branches) at the end of each calendar year, and the number of license applications received each year for the last 10 years.

| Year | Number of Licensees | Number of Applications |
|------|---------------------|------------------------|
| 2012 | 4,385 | 889 |
| 2011 | 4,302 | 910 |
| 2010 | 4,327 | 1,022 |
| 2009 | 4,964 | 1,097 |
| 2008 | 5,618 | 1,188 |
| 2007 | 7,358 | 2,065 |
| 2006 | 7,577 | 2,358 |
| 2005 | 6,725 | 2,480 |
| 2004 | 5,342 | 1,618 |
| 2003 | 4,608 | 1,258 |

Number of Licensees for the Last 10 Years



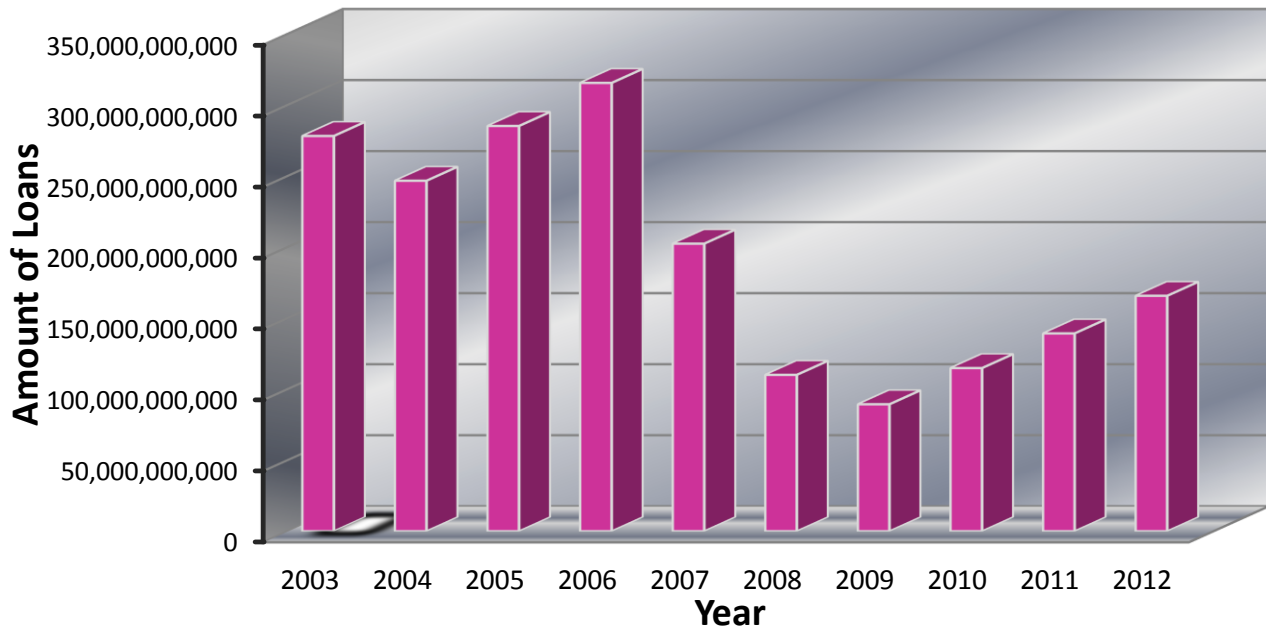
Number of Applications Received



Analysis of Loans Made Under the CFLL License for the Last 10 Years

| CALIFORNIA FINANCE LENDERS | | | | | |
|----------------------------|----------------------|--------------------------------|-------------------------------|------------------|-----------|
| Calendar Year | Number of Loans Made | Principal Amount of Loans Made | Average Size of Loans Made in | | |
| | | | Consumer Loans | Commercial Loans | All Loans |
| 2012 | 1,876,767 | \$165,639,476,215 | \$60,110 | \$108,137 | \$88,258 |
| 2011 | 3,076,347 | 139,166,897,599 | 36,097 | 47,604 | 45,238 |
| 2010 | 2,560,497 | 114,778,811,783 | 44,920 | 44,805 | 44,827 |
| 2009 | 2,207,881 | 89,287,544,941 | 42,814 | 39,932 | 40,440 |
| 2008 | 2,249,716 | 110,013,356,592 | 30,138 | 54,460 | 48,901 |
| 2007 | 2,893,697 | 202,350,867,103 | 52,331 | 76,851 | 69,928 |
| 2006 | 3,940,311 | 315,492,843,743 | 106,657 | 63,574 | 80,068 |
| 2005 | 3,653,036 | 285,178,701,531 | 88,605 | 70,803 | 78,066 |
| 2004 | 4,167,772 | 246,616,649,910 | 50,861 | 68,536 | 59,172 |
| 2003 | 5,140,316 | 278,153,215,784 | 28,264 | 96,559 | 54,112 |

Comparison of the Principal Dollar Amount of Loans Made



Comparison of Average Size of Loans Made

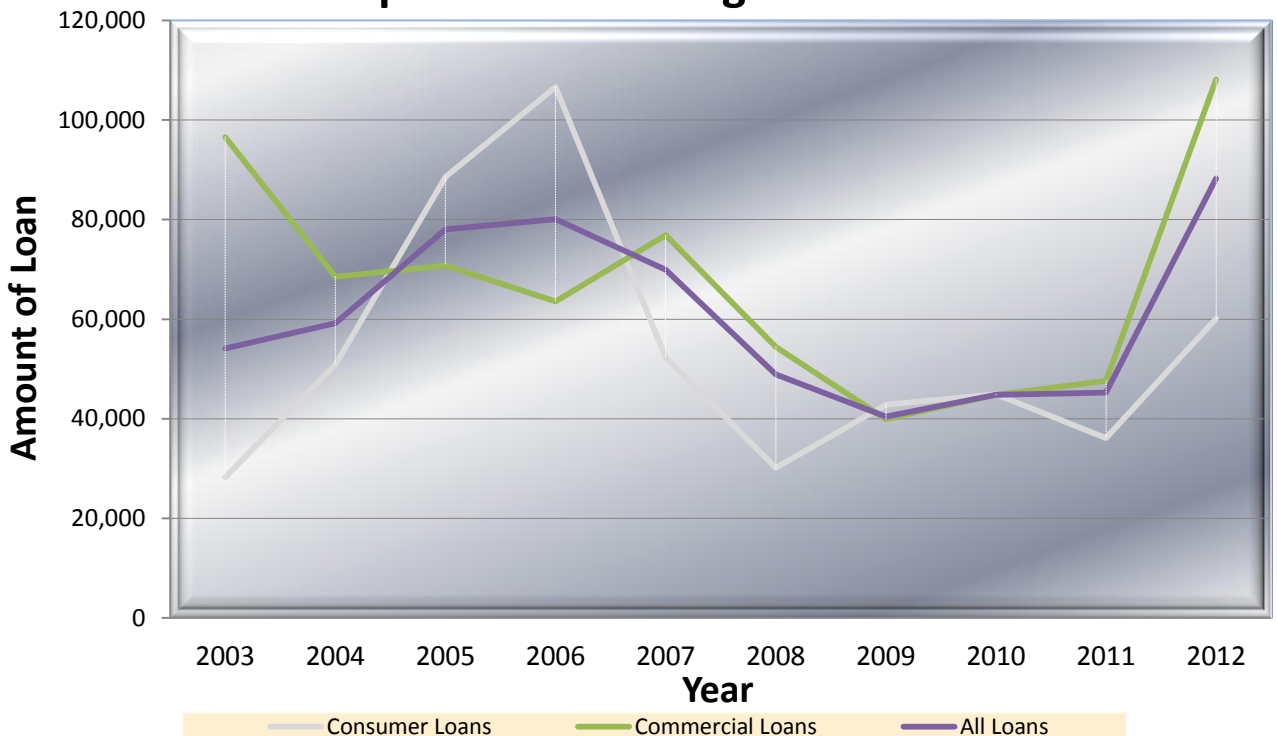


Exhibit A
California Finance Lenders
Consolidated Balance Sheet
As of December 31, 2012
(\$ in thousands)

| <u>ASSETS</u> | | <u>% of Total Assets</u> |
|---|------------------|---------------------------------|
| Cash | \$ 77,950,824 | 3.02 |
| Investments | 522,594,833 | 20.24 |
| California Finance Lenders Loan Receivables | 71,336,690 | 2.76 |
| Other Receivables | 1,045,939,989 | 40.51 |
| Reserves and Withholds by Banks and Finance Companies | 1,396,957 | 0.06 |
| Real and Personal Property (Net) | 108,946,625 | 4.22 |
| Prepaid Expenses and Deferred Charges | 7,253,555 | 0.28 |
| Commissions Receivables | 93,264 | 0.00 |
| Other Assets | 746,331,589 | 28.91 |
| | <hr/> | <hr/> |
| Total Assets | \$ 2,581,844,326 | 100.00 |

| <u>LIABILITIES AND NET WORTH</u> | | <u>% of Total Liabilities and Net Worth</u> |
|---|------------------|--|
| Loans and Notes Payable from Third Parties | \$ 487,478,509 | 18.88 |
| Loans and Notes Payable from Parent Companies, Affiliates, etc. | 414,038,338 | 16.04 |
| Bonds, Debentures, and Certificates of Indebtedness | 317,363,084 | 12.29 |
| Accounts Payable | 57,282,285 | 2.22 |
| Dealers Reserves and Withholds | 437,763 | 0.02 |
| Accrued Taxes Other Than Income Tax | 1,789,675 | 0.07 |
| Reserve for Income Taxes | 42,665,007 | 1.65 |
| Credit Insurance Premiums Due Insurer | 24,453 | 0.00 |
| Other Liabilities and Accruals | 874,458,449 | 33.87 |
| | <hr/> | <hr/> |
| Total Liabilities | 2,195,537,563 | 85.04 |
| Net Worth | 386,306,763 | 14.96 |
| | <hr/> | <hr/> |
| Total Liabilities and Net Worth | \$ 2,581,844,326 | 100.00 |

Exhibit B
California Finance Lenders
Analysis of Loans and Receivables Outstanding
As of December 31, 2012
(\$ in thousands)

| | Aggregate Balance | % of Subtotal |
|---|----------------------|------------------|
| <u>CALIFORNIA FINANCE LENDERS LOAN RECEIVABLES</u> | | |
| Consumer Loans | \$ 17,161,835 | 23.18 |
| Commercial Loans | 56,885,482 | 76.82 |
| Subtotal | \$ 74,047,317 | 100.00 |
| Less: Unearned Pre-computed Charges | 1,200,677 | |
| Allowance for Bad Debts | 1,509,950 | |
| Net California Finance Lenders Loan Receivables | \$ 71,336,690 | |
| <u>OTHER RECEIVABLES</u> | | |
| Sales Contracts | \$ 246,200,263 | 23.01 |
| Leases (True Leases) | 98,103,520 | 9.17 |
| Factoring | 7,642,790 | 0.71 |
| Other | 718,109,706 | 67.11 |
| Subtotal | \$ 1,070,056,279 | 100.00 |
| Less: Unearned Pre-computed Charges and Discounts | 12,718,234 | |
| Allowance for Bad Debts | 11,398,056 | |
| Net Other Receivables | \$ 1,045,939,989 | |

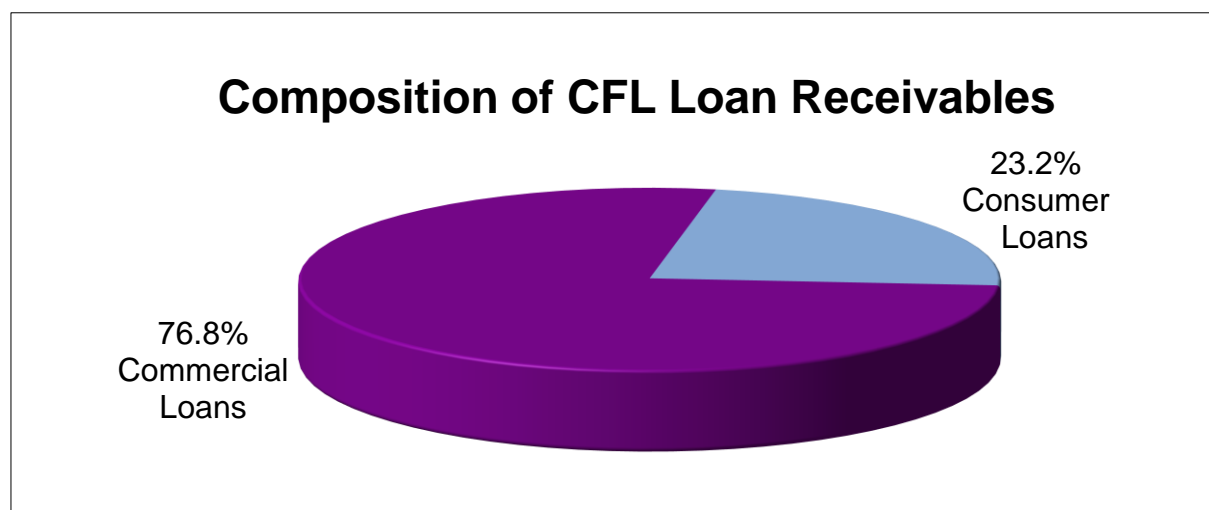


Exhibit C
California Finance Lenders
Statement of Income and Expenses
For Calendar Year 2012
(\$ in thousands)

| | | <u>% of Total Income</u> |
|---|-----------------------|----------------------------------|
| <u>INCOME</u> | | |
| Gross Income from California Finance Lenders Loans and California Finance Lenders Brokered Loans | \$ 7,514,953 | 1.72 |
| Gross Income from All Other Business and Sources | <u>429,477,277</u> | <u>98.28</u> |
| Total Gross Income | <u>\$ 436,992,230</u> | <u>100.00</u> |
| <u>EXPENSES</u> | | |
| Loss on Loans Receivable | \$ 1,789,556 | 0.41 |
| Professional Audit and Accounting Services | 789,891 | 0.18 |
| Insurance and Bond Premiums | 1,158,053 | 0.27 |
| Legal Services and Expenses | 1,898,380 | 0.43 |
| Occupancy Expenses | 3,019,437 | 0.69 |
| Provision for Bad Debt Allowance | 4,917,512 | 1.13 |
| Salaries and Bonuses: Employees | 36,042,047 | 8.25 |
| Salaries and Bonuses: Owners, Partners, Executives | 901,556 | 0.21 |
| Depreciation | 24,040,431 | 5.50 |
| License Fees and Taxes | 921,542 | 0.21 |
| Telephone and Utilities | 1,287,242 | 0.29 |
| Advertising and Promotions | 1,360,314 | 0.31 |
| Other Expenses | <u>296,374,652</u> | <u>67.82</u> |
| Total Expenses before Interest and Income Taxes | <u>\$ 374,500,613</u> | <u>85.70</u> |
| Income before Interest and Income Taxes | \$ 62,491,617 | 14.30 |
| Less: Interest Paid to Bona Fide Third Parties | 25,085,287 | 5.74 |
| Interest Paid to Parent Company, Affiliates and Others | <u>8,709,158</u> | <u>1.99</u> |
| Income before Income Taxes | \$ 28,697,172 | 6.57 |
| Less: Provision for Income Taxes | <u>3,742,416</u> | <u>0.86</u> |
| Net Income or (Loss) | <u>\$ 24,954,756</u> | <u>5.71</u> |

Exhibit D
California Finance Lenders
Analysis of Income Received
For Calendar Year 2012
(\$ in thousands)

| CFL LOANS AND CFL-BROKERED LOANS | Loans Under \$2,500 | Loans \$2,500 and Over | Total |
|---|---------------------------|------------------------------|-------|
|---|---------------------------|------------------------------|-------|

CONSUMER LOANS

| | | | |
|--------------------------------------|------------------|---------------------|---------------------|
| Charges Earned on Loans | \$ 40,084 | \$ 2,592,097 | \$ 2,632,181 |
| Collection from Charged Off Accounts | 1,094 | 71,686 | 72,780 |
| Income from Credit Insurance | 1 | 1,058 | 1,059 |
| Other Insurance Commissions | 0 | 5,157 | 5,157 |
| Administrative Fees | 4,808 | 98,157 | 102,965 |
| Commissions from Loan Brokering | 1,328 | 44,696 | 46,024 |
| Other Income | 97 | 313,478 | 313,575 |
| | | | |
| Income from Consumer Loans | <u>\$ 47,412</u> | <u>\$ 3,126,329</u> | <u>\$ 3,173,741</u> |

COMMERCIAL LOANS

| | | |
|--------------------------------------|--|---------------------|
| Charges Earned on Loans | | \$ 3,889,307 |
| Collection from Charged Off Accounts | | 10,694 |
| Income from Credit Insurance | | 0 |
| Other Insurance Commissions | | 100 |
| Commissions from Loan Brokering | | 20,159 |
| Other Income | | 420,952 |
| | | |
| Income from Commercial Loans | | <u>\$ 4,341,212</u> |
| | | |
| Total Income from All Loans | | <u>\$ 7,514,953</u> |

ALL OTHER BUSINESS AND SOURCES

| | |
|--|-----------------------|
| Charges Earned on Loans | \$ 74,190,252 |
| Other Interest or Return on Investments | 15,778,106 |
| Collection from Charged Off Accounts | 1,078,789 |
| Income from Credit Insurance | 10,182 |
| Other Insurance Commissions | 209,577 |
| Other Income Relating to Loans | 338,210,371 |
| | |
| Total Income from All Other Business and Sources | <u>\$ 429,477,277</u> |

Exhibit E **California Finance Lenders** **Loans Made or Refinanced By Size** **For Calendar Year 2012**

| Size of Loan | Number of Loans | % of Total Number | Principal Amount (\$ in thousands) | % of Total Amount |
|-------------------------------------|-----------------------|-------------------------|--|----------------------|
| <u>CONSUMER LOANS</u> | | | | |
| \$ 499 or less | 112,819 | 14.52 | \$ 43,238 | 0.09 |
| 500 to 1,999 | 153,599 | 19.77 | 169,483 | 0.36 |
| 2,000 to 2,499 | 13,514 | 1.74 | 29,894 | 0.06 |
| 2,500 to 4,999 | 234,754 | 30.22 | 694,970 | 1.49 |
| 5,000 to 9,999 | 50,705 | 6.53 | 341,002 | 0.73 |
| 10,000 or more | 211,438 | 27.22 | 45,416,541 | 97.27 |
| Total Consumer Loans Made | <u>776,829</u> | <u>100.00</u> | <u>\$ 46,695,128</u> | <u>100.00</u> |
| <u>COMMERCIAL LOANS</u> | | | | |
| \$5,000 or more | <u>1,099,938</u> | <u>100.00</u> | <u>\$ 118,944,348</u> | <u>100.00</u> |
| Total Commercial Loans Made | <u>1,099,938</u> | <u>100.00</u> | <u>\$ 118,944,348</u> | <u>100.00</u> |
| Total Loans Made, All Categories | <u>1,876,767</u> | | <u>\$ 165,639,476</u> | |

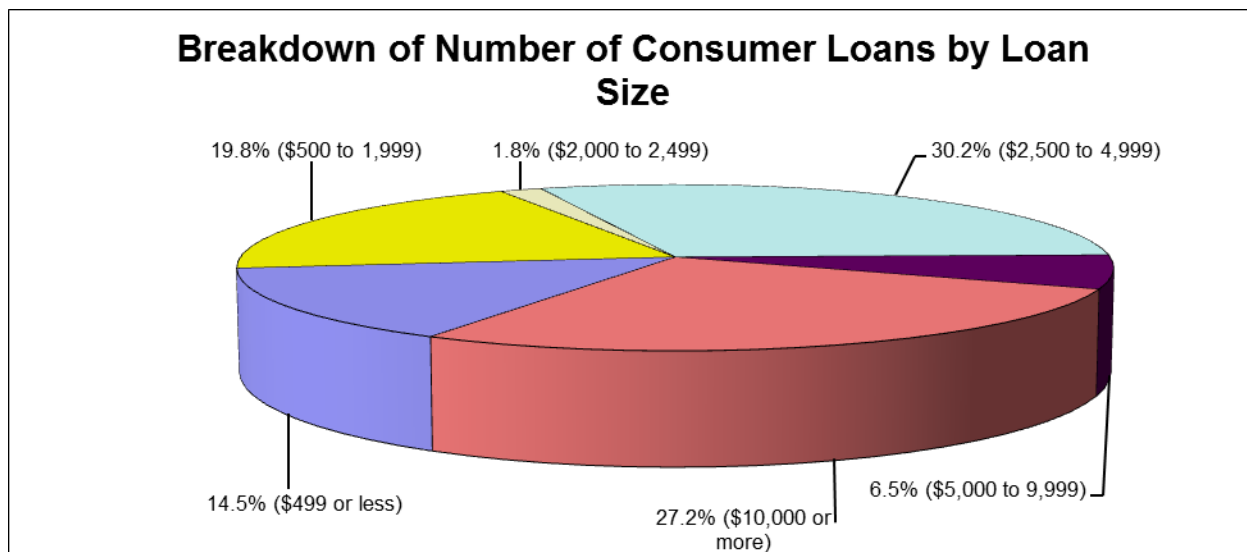


Exhibit F
California Finance Lenders
Loans Made or Refinanced By Type of Security
for Calendar Year 2012

| Type of Security | Number of Loans | % of Total Number | Principal Amount (\$ in thousands) | % of Total Amount |
|---|--------------------|-------------------------|--|-------------------------|
| <u>CONSUMER LOANS</u> | | | | |
| <u>LOANS UNDER \$2,500</u> | | | | |
| Unsecured | 264,351 | 94.43 | \$ 219,604 | 90.52 |
| Personal Property | 3,358 | 1.20 | 5,589 | 2.30 |
| Automobiles & Other Motor Vehicles | 1,976 | 0.71 | 3,644 | 1.50 |
| Auto Title Loans | 958 | 0.34 | 1,813 | 0.75 |
| Wage Assignments | 0 | 0.00 | 0 | 0.00 |
| Other Security | 9,289 | 3.32 | 11,965 | 4.93 |
| Total Loans Made | <u>279,932</u> | <u>100.00</u> | <u>\$ 242,615</u> | <u>100.00</u> |
| <u>LOANS OF \$2,500 TO \$4,999</u> | | | | |
| Unsecured | 146,100 | 62.24 | \$ 409,653 | 58.95 |
| Personal Property | 14,728 | 6.27 | 51,055 | 7.35 |
| Automobiles & Other Motor Vehicles | 14,749 | 6.28 | 52,020 | 7.48 |
| Auto Title Loans | 54,340 | 23.15 | 164,934 | 23.73 |
| Wage Assignments | 0 | 0.00 | 0 | 0.00 |
| Other Security | 4,837 | 2.06 | 17,308 | 2.49 |
| Total Loans Made | <u>234,754</u> | <u>100.00</u> | <u>\$ 694,970</u> | <u>100.00</u> |
| <u>LOANS OF \$5,000 TO \$9,999</u> | | | | |
| Unsecured | 19,529 | 38.52 | \$ 125,966 | 36.94 |
| Personal Property | 2,582 | 5.09 | 14,900 | 4.37 |
| Automobiles & Other Motor Vehicles | 20,105 | 39.65 | 145,448 | 42.65 |
| Auto Title Loans | 8,228 | 16.23 | 52,349 | 15.35 |
| Wage Assignments | 0 | 0.00 | 0 | 0.00 |
| Real Property | 164 | 0.32 | 1,739 | 0.51 |
| Other Security | 97 | 0.19 | 600 | 0.18 |
| Total Loans Made | <u>50,705</u> | <u>100.00</u> | <u>\$ 341,002</u> | <u>100.00</u> |
| <u>LOANS OF \$10,000 AND MORE</u> | | | | |
| Unsecured | 5,464 | 2.59 | \$ 204,278 | 0.45 |
| Personal Property | 228 | 0.11 | 15,938 | 0.03 |
| Automobiles & Other Motor Vehicles | 56,247 | 26.60 | 1,638,002 | 3.61 |
| Auto Title Loans | 1,059 | 0.50 | 15,158 | 0.03 |
| Wage Assignments | 3 | 0.00 | 32 | 0.00 |
| Real Property | 147,105 | 69.57 | 43,444,564 | 95.66 |
| Other Security | 1,332 | 0.63 | 98,569 | 0.22 |
| Total Loans Made | <u>211,438</u> | <u>100.00</u> | <u>\$ 45,416,541</u> | <u>100.00</u> |
| Total Consumer Loans Made | <u>776,829</u> | | <u>\$ 46,695,128</u> | |

Exhibit F (Continued)
California Finance Lenders
Loans Made or Refinanced By Type of Security
for Calendar Year 2012

| Type of Security | Number of Loans | % of Total Number | Principal Amount (\$ in thousands) | % of Total Amount |
|------------------------------------|-----------------------|-------------------------|---------------------------------------|-------------------------|
| <u>ALL CONSUMER LOANS</u> | | | | |
| Unsecured | 435,444 | 56.06 | \$ 959,501 | 2.05 |
| Personal Property | 20,896 | 2.69 | 87,482 | 0.19 |
| Automobiles & Other Motor Vehicles | 93,077 | 11.98 | 1,839,114 | 3.94 |
| Auto Title Loans | 64,585 | 8.31 | 234,254 | 0.50 |
| Wage Assignments | 3 | 0.00 | 32 | 0.00 |
| Real Property | 147,269 | 18.96 | 43,446,303 | 93.04 |
| Other Security | 15,555 | 2.00 | 128,442 | 0.28 |
| Total Consumer Loans Made | <u>776,829</u> | <u>100.00</u> | <u>\$ 46,695,128</u> | <u>100.00</u> |

**Breakdown of Dollar Amount of Consumer Loans
Made or Refinanced by Type of Security**

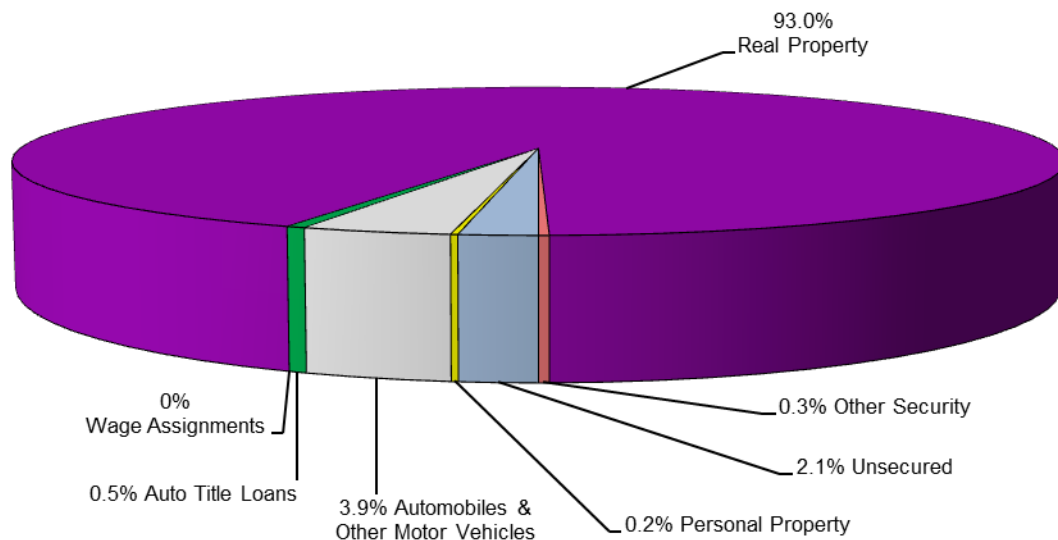


Exhibit F (Continued)
California Finance Lenders
Loans Made or Refinanced By Type of Security
for Calendar Year 2012

| Type of Security | Number of Loans | % of Total Number | Principal Amount (\$ in thousands) | % of Total Amount |
|------------------------------------|-----------------------|-------------------------|--|-------------------------|
| <u>COMMERCIAL LOANS</u> | | | | |
| Unsecured | 15,394 | 1.40 | \$ 25,761,860 | 21.66 |
| Personal Property | 16,278 | 1.48 | 2,728,481 | 2.29 |
| Automobiles & Other Motor Vehicles | 986,201 | 89.66 | 54,948,885 | 46.20 |
| Business Equipment | 29,443 | 2.67 | 2,717,855 | 2.28 |
| Real Property | 6,563 | 0.60 | 18,931,354 | 15.92 |
| Other Security | 46,059 | 4.19 | 13,855,913 | 11.65 |
| Total Commercial Loans Made | <u>1,099,938</u> | <u>100.00</u> | <u>\$ 118,944,348</u> | <u>100.00</u> |
| Total Loans Made, All Categories | <u>1,876,767</u> | | <u>\$ 165,639,476</u> | |

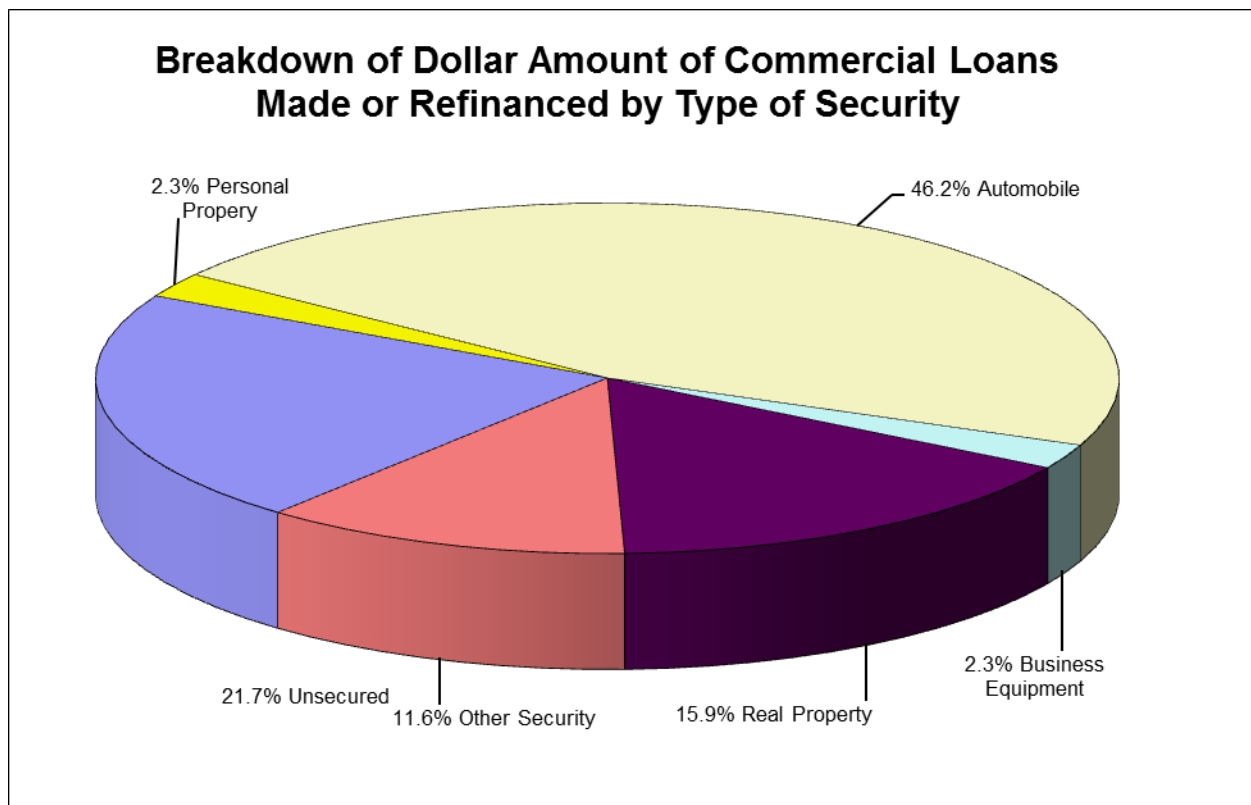


Exhibit G
California Finance Lenders
Loans Made or Refinanced by Interest Rates Charged
for Calendar Year 2012

| <u>Rates Charged</u> | <u>Number of Loans</u> | <u>% of Total Number</u> | <u>Principal Amount (\$ in thousands)</u> | <u>% of Total Amount</u> |
|---|--------------------------------|----------------------------------|---|----------------------------------|
| <u>CONSUMER LOANS</u> | | | | |
| <u>LOANS UNDER \$2,500</u> | | | | |
| Step Rate: | | | | |
| 2.5, 2, 1.5, 1% per month | 120,170 | 42.93 | \$ 32,148 | 13.25 |
| Alternate Rate: | | | | |
| 1.6% per month | 9 | 0.00 | 17 | 0.01 |
| Federal Reserve Bank Rate plus 10% | 0 | 0.00 | 0 | 0.00 |
| Other Rates: | | | | |
| Up to 14.999 APR | 13,411 | 4.79 | 40,260 | 16.59 |
| 15.000 to 19.999 APR | 13,590 | 4.86 | 13,351 | 5.50 |
| 20.000 to 24.999 APR | 3,495 | 1.25 | 6,136 | 2.53 |
| 25.000 to 29.999 APR | 21,723 | 7.76 | 27,805 | 11.46 |
| 30.000 to 34.999 APR | 16,041 | 5.73 | 25,853 | 10.66 |
| 35.000 to 39.999 APR | 50,167 | 17.92 | 65,777 | 27.11 |
| 40.000 to 69.999 APR | 40,879 | 14.60 | 30,441 | 12.55 |
| 70.000 to 99.999 APR | 237 | 0.09 | 445 | 0.18 |
| 100.000 or More APR | 112 | 0.04 | 206 | 0.09 |
| Variable Rates Based on Index | 98 | 0.04 | 176 | 0.07 |
| Total Loans Made | <u>279,932</u> | <u>100.00</u> | <u>\$ 242,615</u> | <u>100.00</u> |
| <u>LOANS OF \$2,500 TO \$4,999</u> | | | | |
| Up to 14.999 APR | 4,580 | 1.95 | \$ 14,951 | 2.15 |
| 15.000 to 19.999 APR | 3,061 | 1.30 | 10,907 | 1.57 |
| 20.000 to 24.999 APR | 2,608 | 1.11 | 8,068 | 1.16 |
| 25.000 to 29.999 APR | 11,161 | 4.75 | 38,361 | 5.52 |
| 30.000 to 34.999 APR | 25,176 | 10.73 | 78,751 | 11.33 |
| 35.000 to 39.999 APR | 27,415 | 11.68 | 85,740 | 12.34 |
| 40.000 to 69.999 APR | 4,994 | 2.13 | 15,800 | 2.27 |
| 70.000 to 99.999 APR | 34,627 | 14.75 | 105,584 | 15.19 |
| 100.000 or More APR | 120,800 | 51.46 | 335,992 | 48.35 |
| Variable Rates Based on Index | 332 | 0.14 | 816 | 0.12 |
| Total Loans Made | <u>234,754</u> | <u>100.00</u> | <u>\$ 694,970</u> | <u>100.00</u> |

Exhibit G (Continued)
California Finance Lenders
Loans Made or Refinanced by Interest Rates Charged
for Calendar Year 2012

| <u>Rates Charged</u> | <u>Number of Loans</u> | <u>% of Total Number</u> | <u>Principal Amount (\$ in thousands)</u> | <u>% of Total Amount</u> |
|--|--------------------------------|----------------------------------|---|----------------------------------|
| <u>LOANS OF \$5,000 TO \$9,999</u> | | | | |
| Up to 14.999 APR | 3,172 | 6.26 | \$ 24,462 | 7.17 |
| 15.000 to 19.999 APR | 1,387 | 2.73 | 10,945 | 3.21 |
| 20.000 to 24.999 APR | 4,177 | 8.24 | 31,240 | 9.16 |
| 25.000 to 29.999 APR | 7,253 | 14.30 | 49,946 | 14.65 |
| 30.000 to 34.999 APR | 6,062 | 11.96 | 38,211 | 11.21 |
| 35.000 to 39.999 APR | 14,720 | 29.03 | 104,065 | 30.52 |
| 40.000 to 69.999 APR | 1,761 | 3.47 | 11,954 | 3.51 |
| 70.000 to 99.999 APR | 5,560 | 10.97 | 35,447 | 10.39 |
| 100.000 or More APR | 6,577 | 12.97 | 34,452 | 10.10 |
| Variable Rates Based on Index | 36 | 0.07 | 280 | 0.08 |
| Total Loans Made | <u>50,705</u> | <u>100.00</u> | <u>\$ 341,002</u> | <u>100.00</u> |
| <u>LOANS OF \$10,000 AND MORE</u> | | | | |
| Up to 14.999 APR | 189,886 | 89.81 | \$ 44,367,974 | 97.69 |
| 15.000 to 19.999 APR | 5,892 | 2.79 | 101,447 | 0.22 |
| 20.000 to 24.999 APR | 6,049 | 2.86 | 85,241 | 0.19 |
| 25.000 to 29.999 APR | 1,211 | 0.57 | 15,269 | 0.03 |
| 30.000 to 34.999 APR | 584 | 0.27 | 109,737 | 0.24 |
| 35.000 to 39.999 APR | 1,166 | 0.55 | 14,742 | 0.03 |
| 40.000 to 69.999 APR | 314 | 0.15 | 5,110 | 0.01 |
| 70.000 to 99.999 APR | 3,171 | 1.50 | 33,858 | 0.08 |
| 100.000 or More APR | 1,071 | 0.51 | 17,234 | 0.04 |
| Variable Rates Based on Index | 2,094 | 0.99 | 665,929 | 1.47 |
| Total Loans Made | <u>211,438</u> | <u>100.00</u> | <u>\$ 45,416,541</u> | <u>100.00</u> |
| Total Consumer Loans Made | <u>776,829</u> | | <u>\$ 46,695,128</u> | |

Exhibit G (Continued)
California Finance Lenders
Loans Made or Refinanced by Interest Rates Charged
for Calendar Year 2012

| <u>Rates Charged</u> | <u>Number of Loans</u> | <u>% of Total Number</u> | <u>Principal Amount (\$ in thousands)</u> | <u>% of Total Amount</u> |
|---|--------------------------------|----------------------------------|---|----------------------------------|
| <u>COMMERCIAL LOANS</u> | | | | |
| Up to 14.999 APR | 82,830 | 7.53 | \$ 49,220,152 | 41.38 |
| 15.000 to 19.999 APR | 9,297 | 0.85 | 749,890 | 0.63 |
| 20.000 to 24.999 APR | 1,193 | 0.11 | 140,417 | 0.12 |
| 25.000 to 29.999 APR | 884 | 0.08 | 86,598 | 0.07 |
| 30.000 to 34.999 APR | 528 | 0.05 | 37,258 | 0.03 |
| 35.000 to 39.999 APR | 1,376 | 0.12 | 69,235 | 0.06 |
| 40.000 to 69.999 APR | 2,805 | 0.25 | 87,037 | 0.07 |
| 70.000 to 99.999 APR | 350 | 0.03 | 13,399 | 0.01 |
| 100.000 or More APR | 1,304 | 0.12 | 128,297 | 0.11 |
| Variable Rates Based on Index | <u>999,371</u> | <u>90.86</u> | <u>68,412,065</u> | <u>57.52</u> |
| Total Commercial Loans Made | <u>1,099,938</u> | <u>100.00</u> | <u>\$ 118,944,348</u> | <u>100.00</u> |
| Total Loans Made, All Categories | <u>1,876,767</u> | | <u>\$ 165,639,476</u> | |



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