



2013

# 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

California Finance Lenders Law

Kathleen R. Partin, 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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## Introduction

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, 2013. 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.*

The unaudited data submitted by licensees was submitted in a format prescribed by the Department of Business Oversight (Department). While the format of the financial information presented follows that of conventional financial statements, the reader should be aware that the data presented is primarily statistical in nature and does not constitute a consolidated financial statement.

This report and prior years' reports can be found on the Department's website at [www.dbo.ca.gov](http://www.dbo.ca.gov).

## Highlights

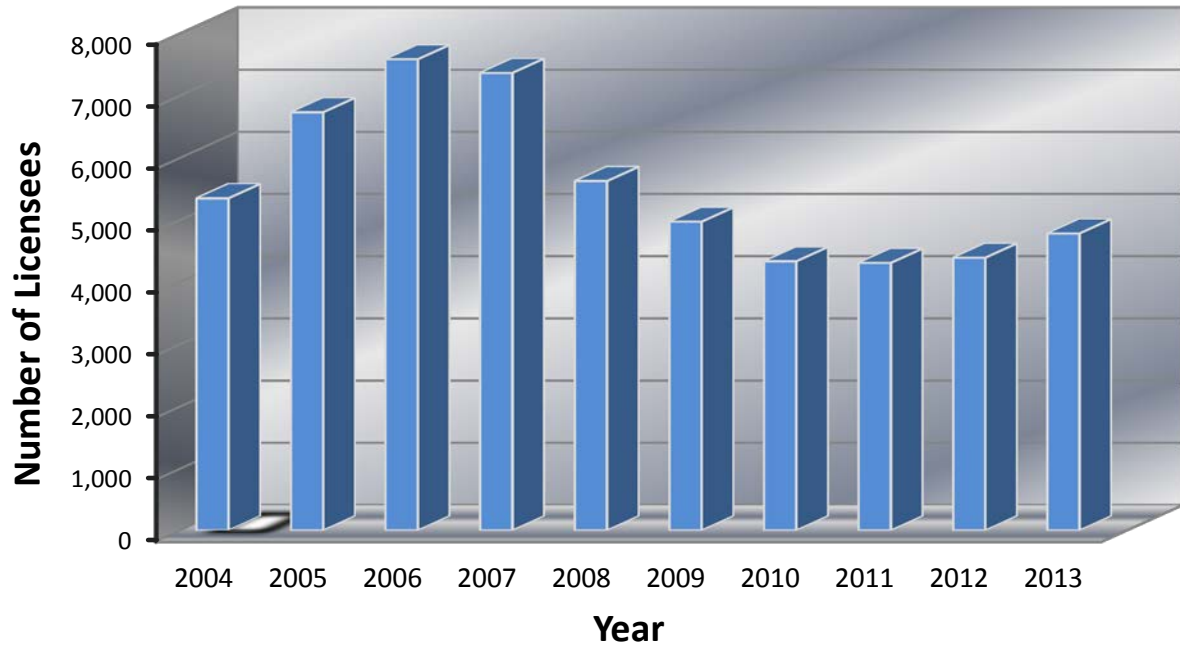
- The Department has expanded Schedule G to include a breakdown of loan rates charged by type of security;
- The number of unsecured consumer loans valued between \$2,500 to \$4,999 increased by 51 percent from 2012 to 2013, and the principal amount borrowed increased by 52 percent over the same period;
- Both the total number and principal amount of auto title secured loans valued between \$2,500 to \$4,999 increased by 41 percent from 2012 to 2013;
- The number of unsecured consumer loans valued between \$5,000 to \$9,999 increased by 104 percent from 2012 to 2013, and the principal amount borrowed increased by 99 percent over the same period;
- The number of auto title secured loans valued between \$5,000 to \$9,999 increased by 55 percent from 2012 to 2013, and the principal amount borrowed increased by 53 percent over the same period;
- A new Schedule of Loan Activity exhibit (Schedule H) has been added to the report that provides information on consumer loans serviced.

## Historical Data

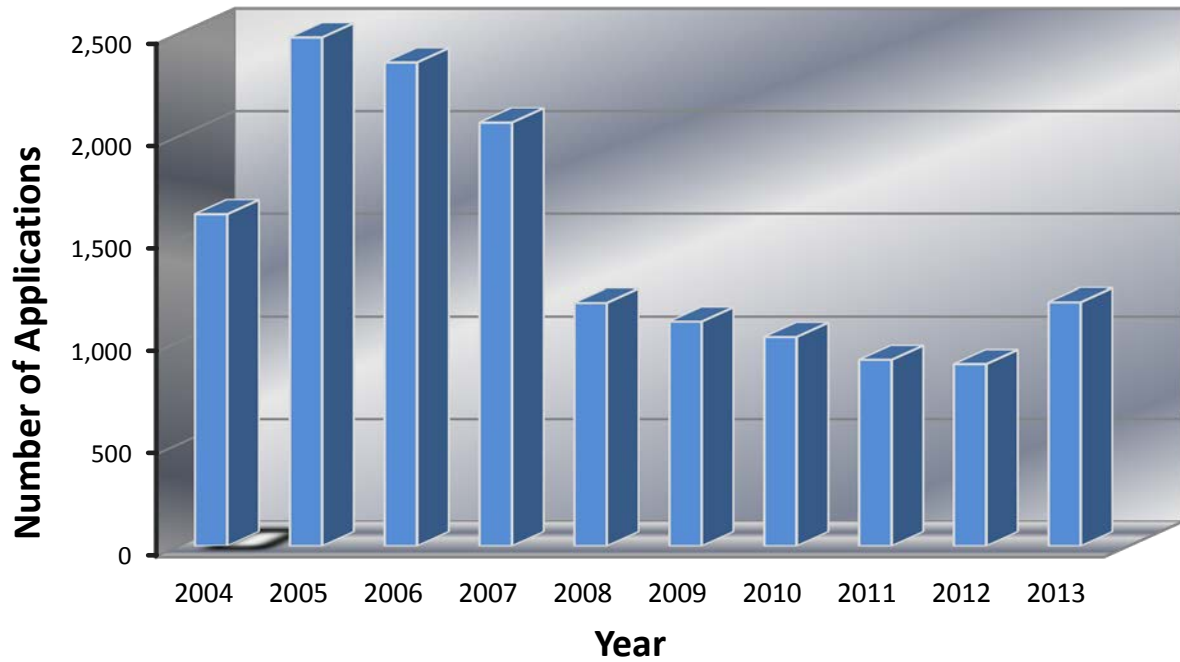
The table below shows the number of California Finance Lenders Law licensees (including branches) at the end of each calendar year, and the number of license applications the Department received each year for the last 10 years.

Year	Number of Licensees	Number of Applications
2013	4,776	1191
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

### Number of Licensees for the Last 10 Years



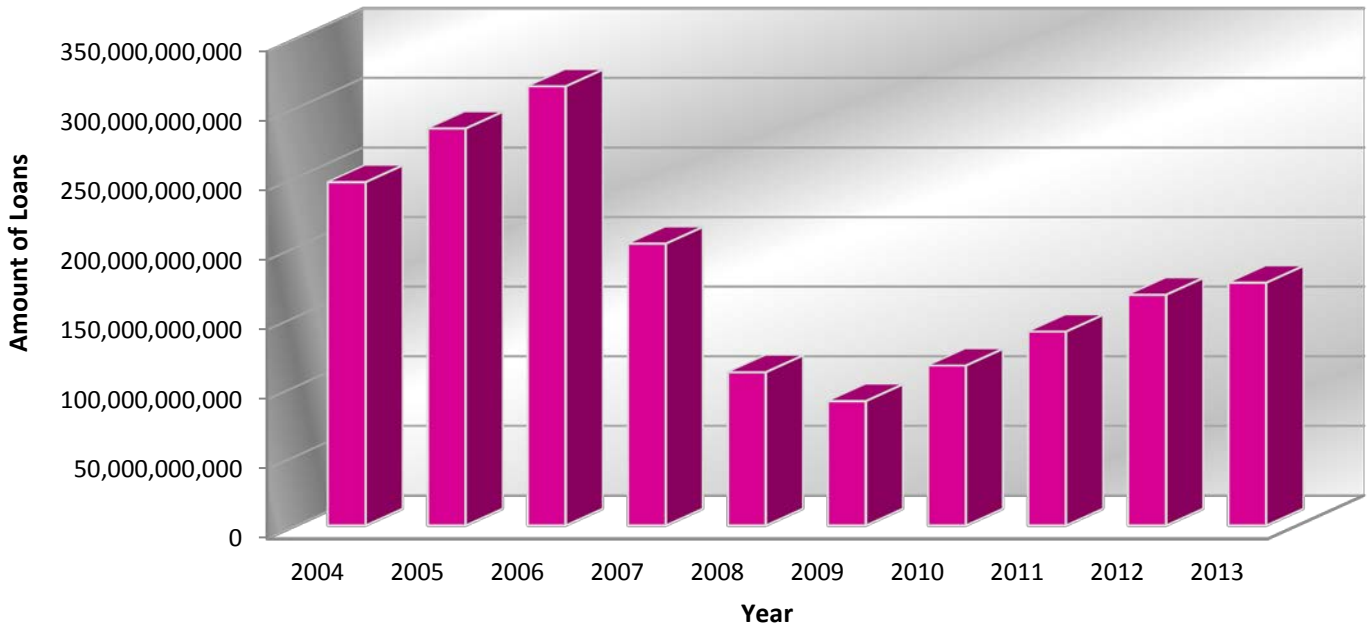
### Number of Applications Received



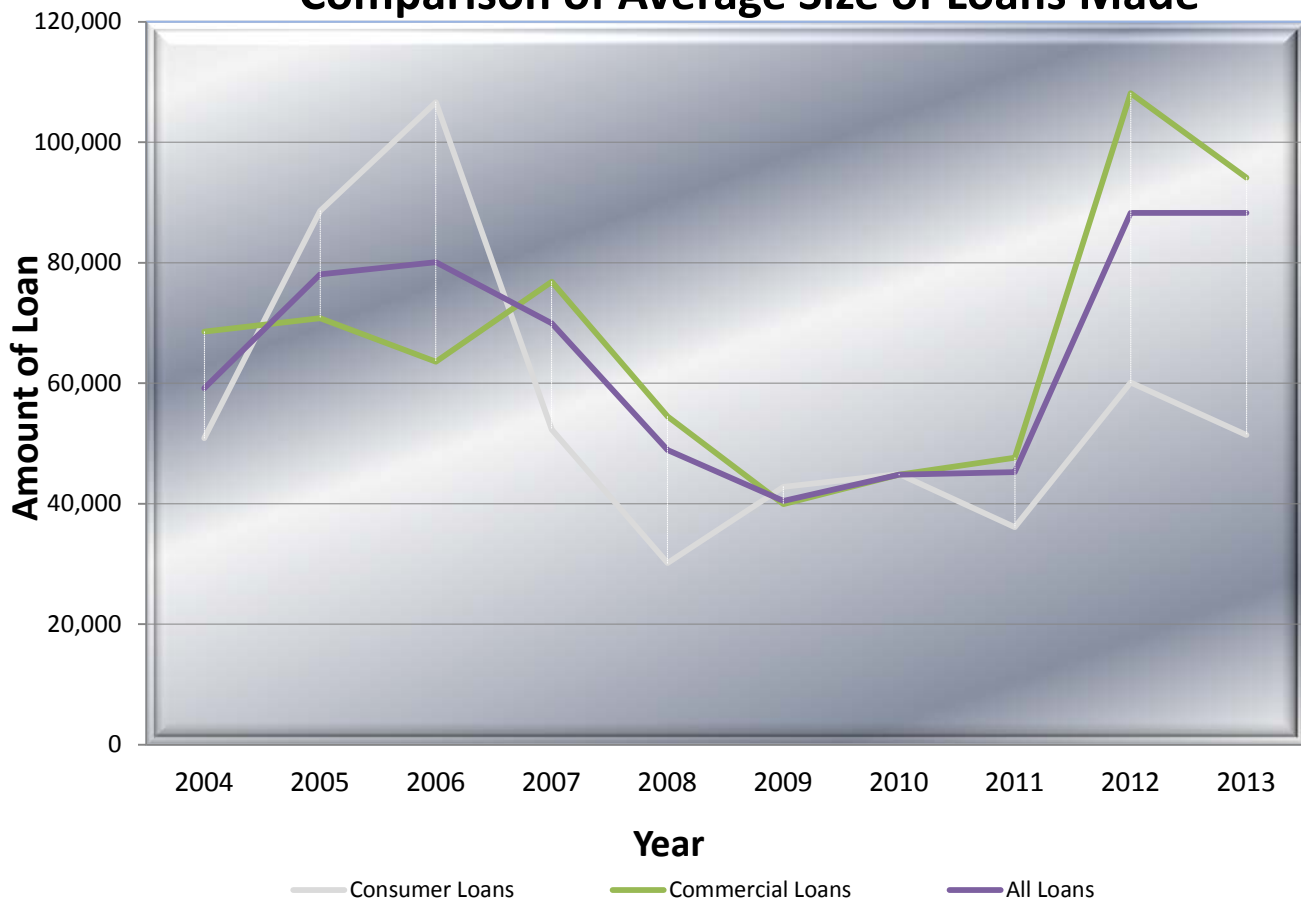
## Analysis of Loans Made Under the CFLL License for the Last 10 Years

<b>CALIFORNIA FINANCE LENDERS</b>					
Calendar Year	Number of Loans Made	Principal Amount of Loans Made	Average Size of Loans Made		
			Consumer Loans	Commercial Loans	All Loans
2013	2,171,948	\$174,302,457,184	\$43,521	\$106,650	\$80,252
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

**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, 2013**  
**(\$s in thousands)**

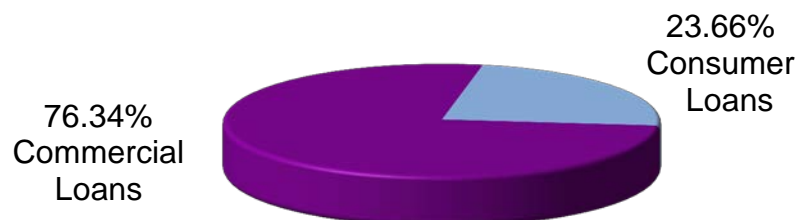
<b><u>ASSETS</u></b>		<u>% of Total Assets</u>
Cash	\$ 74,051,949	2.93
Investments	434,498,040	17.17
California Finance Lenders Loan Receivables	75,917,211	3.00
Other Receivables	1,122,200,278	44.33
Reserves and Withholds by Banks and Finance Companies	2,072,805	0.08
Real and Personal Property (Net)	120,336,523	4.75
Prepaid Expenses and Deferred Charges	7,403,258	0.29
Commissions Receivables	200,174	0.01
Other Assets	694,441,374	27.44
Total Assets	<u>\$ 2,531,121,613</u>	<u>100.00</u>

<b><u>LIABILITIES AND NET WORTH</u></b>		<u>% of Total Liabilities and Net Worth</u>
Loans and Notes Payable from Third Parties	\$ 465,372,647	18.39
Loans and Notes Payable from Parent Companies, Affiliates, etc.	400,494,383	15.82
Bonds, Debentures, and Certificates of Indebtedness	348,306,016	13.76
Accounts Payable	63,434,151	2.51
Dealers' Reserves and Withholds	460,017	0.02
Accrued Taxes Other Than Income Tax	2,400,535	0.09
Reserve for Income Taxes	45,512,999	1.80
Credit Insurance Premiums Due Insurer	691,616	0.03
Other Liabilities and Accruals	807,465,144	31.90
Total Liabilities	2,134,137,508	84.32
Net Worth	396,984,105	15.68
Total Liabilities and Net Worth	<u>\$ 2,531,121,613</u>	<u>100.00</u>

**Exhibit B**  
**California Finance Lenders**  
**Analysis of Loans and Receivables Outstanding**  
**As of December 31, 2013**  
**(\$s in thousands)**

	Aggregate Balance	% of Subtotal
<b><u>CALIFORNIA FINANCE LENDERS LOAN RECEIVABLES</u></b>		
Consumer Loans	\$ 18,428,556	23.66
Commercial Loans	59,458,874	76.34
Subtotal	\$ 77,887,430	100.00
Less: Unearned Pre-computed Charges	932,074	
Allowance for Bad Debts	1,038,145	
Net California Finance Lenders Loan Receivables	\$ 75,917,211	
<b><u>OTHER RECEIVABLES</u></b>		
Sales Contracts	\$ 259,859,581	22.71
Leases (True Leases)	123,092,423	10.76
Factoring	4,191,080	0.37
Other	756,866,194	66.16
Subtotal	\$ 1,144,009,278	100.00
Less: Unearned Pre-computed Charges and Discounts	12,053,155	
Allowance for Bad Debts	9,755,845	
Net Other Receivables	\$ 1,122,200,278	

**Composition of CFL Loan Receivables**



**Exhibit C**  
**California Finance Lenders**  
**Statement of Income and Expenses**  
**For Calendar Year 2013**  
**(\$s in thousands)**

		<u>% of Total Income</u>
<b><u>INCOME</u></b>		
Gross Income from California Finance Lenders Loans and California Finance Lenders Brokered Loans	\$ 7,905,651	1.71
Gross Income from All Other Businesses and Sources	<u>454,280,605</u>	<u>98.29</u>
Total Gross Income	<u>\$ 462,186,256</u>	<u>100.00</u>
<b><u>EXPENSES</u></b>		
Loss on Loans Receivable	\$ 2,272,543	0.49
Professional Audit and Accounting Services	937,577	0.20
Insurance and Bond Premiums	1,143,890	0.25
Legal Services and Expenses	2,181,502	0.47
Occupancy Expenses	2,880,453	0.62
Provision for Bad Debt Allowance	4,421,411	0.96
Salaries and Bonuses: Employees	38,189,052	8.26
Salaries and Bonuses: Owners, Partners, Executives	801,930	0.17
Depreciation	27,294,356	5.91
License Fees and Taxes	1,013,056	0.22
Telephone and Utilities	1,367,869	0.30
Advertising and Promotions	1,701,128	0.37
Other Expenses	<u>311,436,101</u>	<u>67.38</u>
Total Expenses before Interest and Income Taxes	<u>\$ 395,640,866</u>	<u>85.60</u>
Income before Interest and Income Taxes	\$ 66,545,389	14.40
Less: Interest Paid to Bona Fide Third Parties	23,455,013	5.07
Interest Paid to Parent Company, Affiliates and Others	<u>7,691,448</u>	<u>1.66</u>
Income before Income Taxes	\$ 35,398,929	7.67
Less: Provision for Income Taxes	<u>4,111,412</u>	<u>0.89</u>
Net Income or (Loss)	<u>\$ 31,287,517</u>	<u>6.78</u>

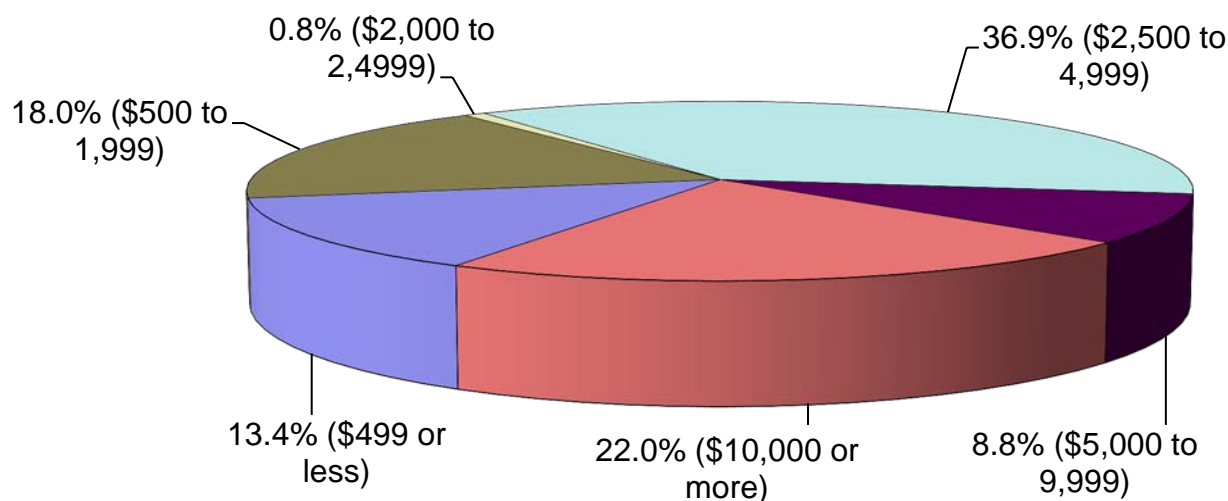
**Exhibit D**  
**California Finance Lenders**  
**Analysis of Income Received**  
**For Calendar Year 2013**  
**(\$s in thousands)**

<b>CFL LOANS AND CFL-BROKERED LOANS</b>	Loans Under \$2,500	Loans \$2,500 and Over	Total
<b><u>CONSUMER LOANS</u></b>			
Charges Earned on Loans	\$ 46,746	\$ 3,192,748	\$ 3,239,495
Collection from Charged-Off Accounts	1,241	55,742	56,983
Income from Credit Insurance	0	87	87
Other Insurance Commissions	0	14,574	14,574
Administrative Fees	4,026	113,131	117,157
Commissions from Loan Brokering	73	50,944	51,017
Other Income	1,892	91,927	93,819
Income from Consumer Loans	<u>\$ 53,978</u>	<u>\$ 3,519,154</u>	<u>\$ 3,573,132</u>
<b><u>COMMERCIAL LOANS</u></b>			
Charges Earned on Loans			\$ 3,691,144
Collection from Charged-Off Accounts			16,067
Income from Credit Insurance			0
Other Insurance Commissions			636
Commissions from Loan Brokering			22,151
Other Income			602,520
Income from Commercial Loans			<u>\$ 4,332,519</u>
Total Income from All Loans			<u>\$ 7,905,651</u>
<b><u>ALL OTHER BUSINESS AND SOURCES</u></b>			
Charges Earned on Loans			\$ 73,257
Other Interest or Return on Investments			14,622
Collection from Charged-Off Accounts			1,522
Income from Credit Insurance			7
Other Insurance Commissions			158
Other Income Relating to Loans			364,715
Total Income from All Other Business and Sources			<u>\$ 454,281</u>

**Exhibit E**  
**California Finance Lenders**  
**Loans Made or Refinanced By Size**  
**For Calendar Year 2013**

Size of Loan	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>CONSUMER LOANS</u></b>				
\$ 499 or less	121,630	13.39	\$ 26,807	0.07
500 to 1,999	163,928	18.05	174,352	0.44
2,000 to 2,499	7,531	0.83	17,606	0.04
2,500 to 4,999	335,203	36.91	992,829	2.51
5,000 to 9,999	80,274	8.84	526,667	1.33
10,000 or more	199,655	21.98	37,788,081	95.61
Total Consumer Loans Made	<u>908,221</u>	<u>100</u>	<u>\$ 39,526,342</u>	<u>100</u>
<b><u>COMMERCIAL LOANS</u></b>				
\$5,000 or more	<u>1,263,727</u>	<u>100</u>	<u>\$ 134,776,115</u>	<u>100</u>
Total Commercial Loans Made	<u>1,263,727</u>	<u>100</u>	<u>\$ 134,776,115</u>	<u>100</u>
Total Loans Made, All Categories	<u>2,171,948</u>		<u>\$ 174,302,457</u>	

**Breakdown of Number of Consumer Loans by Loan Size**



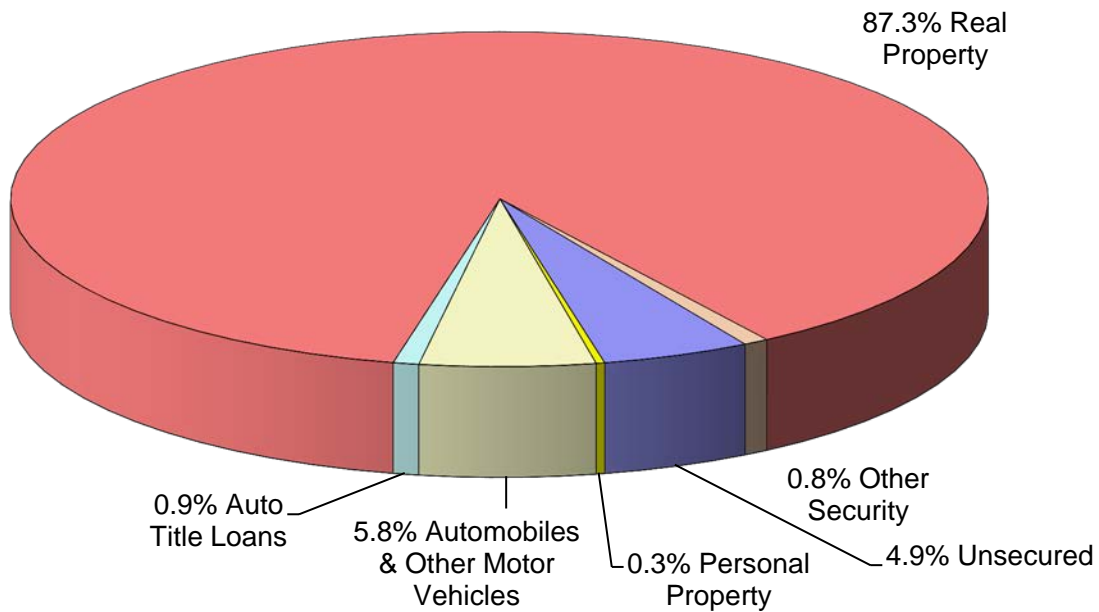
**Exhibit F**  
**California Finance Lenders**  
**Loans Made or Refinanced By Type of Security**  
**For Calendar Year 2013**

Type of Security	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>CONSUMER LOANS</u></b>				
<b><u>LOANS UNDER \$2,500</u></b>				
Unsecured	280,614	95.74	\$ 202,156	92.41
Personal Property	2,577	0.88	4,376	2.00
Automobiles & Other Motor Vehicles	1,140	0.39	2,100	0.96
Auto Title Loans	523	0.18	775	0.35
Wage Assignments	0	0.00	0	0.00
Other Security	8,235	2.81	9,358	4.28
Total Loans Made	<u>293,089</u>	<u>100</u>	<u>\$ 218,765</u>	<u>100</u>
<b><u>LOANS OF \$2,500 TO \$4,999</u></b>				
Unsecured	220,553	65.79	\$ 622,863	62.74
Personal Property	17,704	5.28	63,206	6.37
Automobiles & Other Motor Vehicles	13,094	3.91	48,036	4.84
Auto Title Loans	76,678	22.88	232,085	23.38
Wage Assignments	0	0.00	0	0.00
Other Security	7,174	2.14	26,639	2.68
Total Loans Made	<u>335,203</u>	<u>100</u>	<u>\$ 992,829</u>	<u>100</u>
<b><u>LOANS OF \$5,000 TO \$9,999</u></b>				
Unsecured	39,838	49.64	\$ 250,246	47.52
Personal Property	4,192	5.22	24,770	4.70
Automobiles & Other Motor Vehicles	23,268	28.99	170,270	32.33
Auto Title Loans	12,781	15.92	80,088	15.21
Wage Assignments	0	0.00	0	0.00
Real Property	102	0.13	530	0.10
Other Security	93	0.12	763	0.14
Total Loans Made	<u>80,274</u>	<u>100</u>	<u>\$ 526,667</u>	<u>100</u>
<b><u>LOANS OF \$10,000 AND MORE</u></b>				
Unsecured	10,809	5.42	\$ 863,447	2.29
Personal Property	251	0.13	19,401	0.04
Automobiles & Other Motor Vehicles	68,902	34.51	2,069,075	5.48
Auto Title Loans	1,523	0.76	21,839	0.06
Wage Assignments	0	0.00	0	0.00
Real Property	116,048	58.12	34,523,564	91.36
Other Security	2,122	1.06	290,764	0.77
Total Loans Made	<u>199,656</u>	<u>100</u>	<u>\$ 37,788,090</u>	<u>100</u>
Total Consumer Loans Made	<u>908,221</u>		<u>\$ 39,526,342</u>	

**Exhibit F (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced By Type of Security**  
**For Calendar Year 2013**

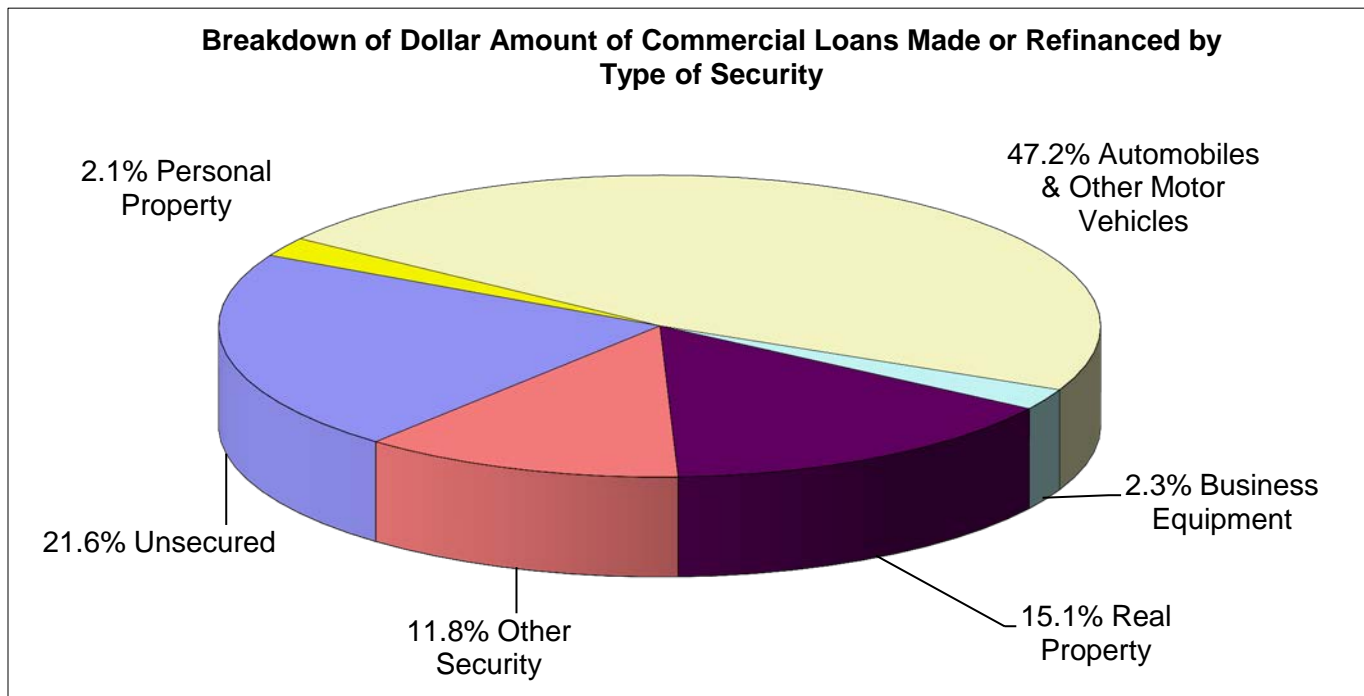
Type of Security	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>ALL CONSUMER LOANS</u></b>				
Unsecured	551,814	60.77	\$ 1,938,712	4.90
Personal Property	24,723	2.72	111,744	0.28
Automobiles & Other Motor Vehicles	106,405	11.72	2,289,482	5.79
Auto Title Loans	91,505	10.08	334,787	0.85
Wage Assignments	0	0.00	0	0.00
Real Property	116,150	12.79	34,524,093	87.34
Other Security	17,624	1.94	327,523	0.83
<b>Total Consumer Loans Made</b>	<b>908,221</b>	<b>100</b>	<b>\$ 39,526,342</b>	<b>100</b>

**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 2013**

Type of Security	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>COMMERCIAL LOANS</u></b>				
Unsecured	17,568	1.39	\$ 29,153,178	21.63
Personal Property	29,160	2.31	2,783,900	2.07
Automobiles & Other Motor Vehicles	1,157,610	91.60	63,549,846	47.15
Business Equipment	23,552	1.85	3,061,231	2.27
Real Property	6,219	0.49	20,365,487	15.11
Other Security	29,618	2.34	15,862,474	11.77
<b>Total Commercial Loans Made</b>	<b><u>1,263,727</u></b>	<b><u>100</u></b>	<b><u>\$ 134,776,115</u></b>	<b><u>100</u></b>
<b>Total Loans Made, All Categories</b>	<b><u>2,171,948</u></b>		<b><u>\$ 174,302,457</u></b>	







**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	3,622	4.51	\$ 27,797	5.28
15.000 to 19.999 APR	1,372	1.70	11,034	2.09
20.000 to 24.999 APR	3,527	4.39	27,880	5.29
25.000 to 29.999 APR	6,257	7.79	46,730	8.87
30.000 to 34.999 APR	10,831	13.49	69,313	13.16
35.000 to 39.999 APR	24,962	31.10	178,027	33.81
40.000 to 69.999 APR	2,127	2.65	13,479	2.56
70.000 to 99.999 APR	10,945	13.63	65,497	12.44
100.000 or More APR	16,631	20.72	86,910	16.50
			-	
Total Loans Made	<u>80,274</u>	<u>100</u>	<u>\$ 526,667</u>	<u>100</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	175,562	87.93	\$ 37,411,929	99.00
15.000 to 19.999 APR	5,843	2.93	102,085	0.27
20.000 to 24.999 APR	6,126	3.07	92,452	0.24
25.000 to 29.999 APR	3,342	1.67	43,000	0.11
30.000 to 34.999 APR	392	0.19	4,659	0.01
35.000 to 39.999 APR	2,297	1.15	28,561	0.08
40.000 to 69.999 APR	381	0.19	5,707	0.02
70.000 to 99.999 APR	5,395	2.70	57,454	0.16
100.000 or More APR	317	0.16	42,234	0.11
			-	
Total Loans Made	<u>199,655</u>	<u>100</u>	<u>\$ 37,788,081</u>	<u>100</u>
Total Consumer Loans Made	<u>908,221</u>		<u>39,526,342</u>	

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>COMMERCIAL LOANS</u></b>				
Up to 14.999 APR	86,860	6.87	64,743,298	48.03
15.000 to 19.999 APR	11,644	0.93	584,322	0.43
20.000 to 24.999 APR	2,731	0.22	264,554	0.20
25.000 to 29.999 APR	2,974	0.24	132,263	0.10
30.000 to 34.999 APR	3,851	0.30	79,337	0.06
35.000 to 39.999 APR	1,813	0.14	75,581	0.06
40.000 to 69.999 APR	4,686	0.37	164,471	0.12
70.000 to 99.999 APR	996	0.08	129,313	0.10
100.000 or More APR	4,387	0.35	432,744	0.33
Variable Rates Based on Index	<u>1,143,785</u>	<u>90.51</u>	<u>68,170,232</u>	<u>50.57</u>
Total Commercial Loans Made	<u>1,263,727</u>	<u>100</u>	<u>\$ 134,776,115</u>	<u>100</u>
Total Loans Made, All Categories	<u>2,171,771</u>		<u>\$ 174,301,529</u>	

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>CONSUMER LOANS</u></b>				
<b><u>UNSECURED LOANS</u></b>				
<b><u>LOANS UNDER \$2,500</u></b>				
Step Rate:				
2.5, 2, 1.5, 1% per month	125,421	44.70	\$ 37,168	18.39
Alternate Rate:				
1.6% per month	3	0.00	3	0.00
Federal Reserve Bank Rate plus 10%	0	0.00	0	0.00
Other Rates:				
Up to 14.999 APR	5,112	1.82	10,794	5.34
15.000 to 19.999 APR	8,405	3.01	6,418	3.17
20.000 to 24.999 APR	1,603	0.57	2,458	1.22
25.000 to 29.999 APR	8,841	3.15	9,936	4.91
30.000 to 34.999 APR	11,142	3.97	17,301	8.55
35.000 to 39.999 APR	57,434	20.47	77,029	38.10
40.000 to 69.999 APR	52,201	18.60	38,067	18.83
70.000 to 99.999 APR	59	0.02	31	0.02
100.000 or More APR	10,393	3.70	2,951	1.47
Total Loans Made	<u>280,614</u>	<u>100</u>	<u>\$ 202,156</u>	<u>100</u>
<b><u>LOANS OF \$2,500 TO \$4,999</u></b>				
Up to 14.999 APR	5,918	2.68	\$ 16,840	2.70
15.000 to 19.999 APR	428	0.19	1,394	0.22
20.000 to 24.999 APR	1,642	0.74	4,844	0.78
25.000 to 29.999 APR	406	0.18	1,476	0.24
30.000 to 34.999 APR	5,163	2.35	17,361	2.79
35.000 to 39.999 APR	60,277	27.33	171,111	27.47
40.000 to 69.999 APR	6,699	3.04	19,439	3.12
70.000 to 99.999 APR	7,436	3.37	22,242	3.57
100.000 or More APR	132,584	60.11	368,156	59.11
Total Loans Made	<u>220,553</u>	<u>100</u>	<u>\$ 622,863</u>	<u>100</u>

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<u>LOANS OF \$5,000 TO \$9,999</u>		<b><u>UNSECURED LOANS</u></b>		
Up to 14.999 APR	857	2.15	\$ 5,541	2.21
15.000 to 19.999 APR	151	0.37	1,076	0.43
20.000 to 24.999 APR	561	1.41	3,656	1.46
25.000 to 29.999 APR	1,588	3.99	11,552	4.62
30.000 to 34.999 APR	1,791	4.50	12,022	4.80
35.000 to 39.999 APR	18,011	45.21	130,712	52.23
40.000 to 69.999 APR	452	1.13	2,527	1.01
70.000 to 99.999 APR	2,736	6.87	14,017	5.60
100.000 or More APR	13,691	34.37	69,141	27.63
Total Loans Made	<u>39,838</u>	<u>100</u>	<u>\$ 250,246</u>	<u>100</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	3,857	35.68	\$ 784,479	90.84
15.000 to 19.999 APR	397	3.67	6,800	0.79
20.000 to 24.999 APR	380	3.52	5,308	0.61
25.000 to 29.999 APR	710	6.57	7,912	0.92
30.000 to 34.999 APR	113	1.04	1,293	0.15
35.000 to 39.999 APR	859	7.95	12,629	1.46
40.000 to 69.999 APR	36	0.33	422	0.05
70.000 to 99.999 APR	4,453	41.20	44,552	5.17
100.000 or More APR	4	0.04	53	0.01
Total Loans Made	<u>10,809</u>	<u>100</u>	<u>\$ 863,447</u>	<u>100</u>
Total Unsecured Consumer Loans Made	<u>551,814</u>		<u>\$ 1,938,712</u>	

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>CONSUMER LOANS</u></b>				
<b><u>PERSONAL PROPERTY (HOUSEHOLD ITEMS)</u></b>				
<b><u>LOANS UNDER \$2,500</u></b>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0	0.00	\$ 0	0.00
Alternate Rate:				
1.6% per month	0	0.00	0	0.00
Federal Reserve Bank Rate plus 10%	0	0.00	0	0.00
Other Rates:				
Up to 14.999 APR	261	10.13	347	7.93
15.000 to 19.999 APR	126	4.90	179	4.08
20.000 to 24.999 APR	572	22.20	1,187	27.13
25.000 to 29.999 APR	1,488	57.74	2,517	57.52
30.000 to 34.999 APR	116	4.50	134	3.06
35.000 to 39.999 APR	14	0.54	12	0.27
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.01
Total Loans Made	<u>2,577</u>	<u>100</u>	<u>\$ 4,376</u>	<u>100</u>
<b><u>LOANS OF \$2,500 TO \$4,999</u></b>				
Up to 14.999 APR	215	1.21	\$ 787	1.24
15.000 to 19.999 APR	99	0.56	356	0.56
20.000 to 24.999 APR	43	0.24	114	0.18
25.000 to 29.999 APR	19	0.11	82	0.13
30.000 to 34.999 APR	5,089	28.75	20,224	32.00
35.000 to 39.999 APR	12,232	69.09	41,622	65.85
40.000 to 69.999 APR	6	0.03	19	0.03
70.000 to 99.999 APR	1	0.01	3	0.01
100.000 or More APR	0	0.00	0	0.00
Total Loans Made	<u>17,704</u>	<u>100</u>	<u>\$ 63,206</u>	<u>100</u>

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

<u>Rates Charged</u>	<u>Number of Loans</u>	<u>% of Total Number</u>	<u>Principal Amount (\$s in thousands)</u>	<u>% of Total Amount</u>
<b><u>LOANS OF \$5,000 TO \$9,999</u></b>				
<b><u>PERSONAL PROPERTY (HOUSEHOLD ITEMS)</u></b>				
Up to 14.999 APR	0	0.00	\$ 0	0.00
15.000 to 19.999 APR	0	00.01	0	0.00
20.000 to 24.999 APR	17	0.41	145	0.58
25.000 to 29.999 APR	601	14.34	4,193	16.93
30.000 to 34.999 APR	2,156	51.43	12,652	51.08
35.000 to 39.999 APR	1,399	33.37	7,660	30.93
40.000 to 69.999 APR	13	0.31	84	0.34
70.000 to 99.999 APR	6	0.14	36	0.15
100.000 or More APR	0	0.00	0	0.00
Total Loans Made	<u>4,192</u>	<u>100</u>	<u>\$ 24,770</u>	<u>100</u>
<b><u>LOANS OF \$10,000 AND MORE</u></b>				
Up to 14.999 APR	226	90.04	\$ 19,045	98.16
15.000 to 19.999 APR	1	0.40	96	0.49
20.000 to 24.999 APR	3	1.20	37	0.19
25.000 to 29.999 APR	17	6.77	182	0.94
30.000 to 34.999 APR	3	1.19	32	0.17
35.000 to 39.999 APR	0	0.40	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Total Loans Made	<u>250</u>	<u>100</u>	<u>\$ 19,392</u>	<u>100</u>
Total Personal Property Consumer Loans Made	<u>24,723</u>		<u>\$ 111,744</u>	

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>CONSUMER LOANS</u></b>				
<b><u>LOANS UNDER \$2,500</u></b>				
Step Rate:				
2.5, 2, 1.5, 1% per month	21	1.84	\$ 47	2.26
Alternate Rate:				
1.6% per month	0	0.00	0	0.00
Federal Reserve Bank Rate plus 10%	0	0.00	0	0.00
Other Rates:				
Up to 14.999 APR	25	2.19	49	2.32
15.000 to 19.999 APR	10	0.89	17	0.79
20.000 to 24.999 APR	460	40.35	934	44.49
25.000 to 29.999 APR	555	48.68	958	45.61
30.000 to 34.999 APR	40	3.51	52	2.49
35.000 to 39.999 APR	8	0.70	9	0.43
40.000 to 69.999 APR	21	1.84	34	1.60
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.01
Total Loans Made	<u>1,140</u>	<u>100</u>	<u>\$ 2,100</u>	<u>100</u>
<b><u>LOANS OF \$2,500 TO \$4,999</u></b>				
Up to 14.999 APR	180	1.37	\$ 715	1.49
15.000 to 19.999 APR	227	1.73	773	1.61
20.000 to 24.999 APR	790	6.03	2,647	5.51
25.000 to 29.999 APR	204	1.56	726	1.51
30.000 to 34.999 APR	3,655	27.92	15,529	32.33
35.000 to 39.999 APR	7,585	57.93	26,357	54.87
40.000 to 69.999 APR	301	2.30	887	1.85
70.000 to 99.999 APR	150	1.15	396	0.82
100.000 or More APR	2	0.02	5	0.01
Total Loans Made	<u>13,094</u>	<u>100</u>	<u>\$ 48,036</u>	<u>100</u>



**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b>LOANS OF \$5,000 TO \$9,999</b>				
<b><u>AUTOMOBILES AND OTHER MOTOR VEHICLES</u></b>				
Up to 14.999 APR	2,646	11.37	\$ 21,430	12.59
15.000 to 19.999 APR	1,193	5.12	9,734	5.72
20.000 to 24.999 APR	2,923	12.56	23,893	14.03
25.000 to 29.999 APR	4,020	17.28	30,645	18.00
30.000 to 34.999 APR	6,863	29.50	44,511	26.14
35.000 to 39.999 APR	5,511	23.68	39,416	23.15
40.000 to 69.999 APR	98	0.42	568	0.33
70.000 to 99.999 APR	14	0.06	75	0.04
100.000 or More APR	0	0.00	0	0.00
Total Loans Made	<u>23,268</u>	<u>100</u>	<u>\$ 170,270</u>	<u>100</u>
<b>LOANS OF \$10,000 AND MORE</b>				
Up to 14.999 APR	53,608	77.80	\$ 1,849,069	89.36
15.000 to 19.999 APR	5,276	7.66	88,095	4.26
20.000 to 24.999 APR	5,696	8.27	78,033	3.76
25.000 to 29.999 APR	2,590	3.76	34,417	1.66
30.000 to 34.999 APR	273	0.39	3,271	0.16
35.000 to 39.999 APR	1,424	2.07	15,635	0.76
40.000 to 69.999 APR	36	0.05	556	0.03
70.000 to 99.999 APR	0	0.00	0	0.01
100.000 or More APR	0	0.00	0	0.00
Total Loans Made	<u>68,903</u>	<u>100</u>	<u>\$ 2,069,075</u>	<u>100</u>
Total Automobile & Other Motor Vehicles Consumer Loans Made	<u>106,405</u>		<u>\$ 2,289,482</u>	

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>CONSUMER LOANS</u></b>		<b><u>AUTO TITLE LOANS</u></b>		
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0	0.00	\$ 0	0.00
Alternate Rate:				
1.6% per month	0	0.00	0	0.00
Federal Reserve Bank Rate plus 10%	0	0.00	0	0.00
Other Rates:				
Up to 14.999 APR	25	4.78	46	5.99
15.000 to 19.999 APR	32	6.13	37	4.82
20.000 to 24.999 APR	141	26.96	146	18.77
25.000 to 29.999 APR	17	3.25	26	3.34
30.000 to 34.999 APR	5	0.96	5	0.65
35.000 to 39.999 APR	6	1.15	7	0.85
40.000 to 69.999 APR	126	24.09	210	27.08
70.000 to 99.999 APR	169	32.31	298	38.41
100.000 or More APR	2	0.38	1	0.09
Total Loans Made	<u>523</u>	<u>100</u>	<u>\$ 775</u>	<u>100</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	47	0.06	\$ 144	0.06
15.000 to 19.999 APR	17	0.02	52	0.02
20.000 to 24.999 APR	44	0.06	170	0.07
25.000 to 29.999 APR	9	0.01	33	0.01
30.000 to 34.999 APR	13	0.03	58	0.03
35.000 to 39.999 APR	23	0.03	79	0.03
40.000 to 69.999 APR	2,245	2.93	7,467	3.22
70.000 to 99.999 APR	39,960	52.11	125,334	54.00
100.000 or More APR	34,320	44.76	98,747	42.56
Total Loans Made	<u>76,678</u>	<u>100</u>	<u>\$ 232,085</u>	<u>100</u>

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

<u>Rates Charged</u>	<u>Number of Loans</u>	<u>% of Total Number</u>	<u>Principal Amount (\$s in thousands)</u>	<u>% of Total Amount</u>
<b>LOANS OF \$5,000 TO \$9,999</b>				
<b><u>AUTO TITLE LOANS</u></b>				
Up to 14.999 APR	9	0.07	\$ 56	0.07
15.000 to 19.999 APR	27	0.20	216	0.27
20.000 to 24.999 APR	25	0.20	177	0.22
25.000 to 29.999 APR	13	0.10	82	0.10
30.000 to 34.999 APR	2	0.02	14	0.02
35.000 to 39.999 APR	18	0.14	118	0.15
40.000 to 69.999 APR	1,556	12.17	10,269	12.82
70.000 to 99.999 APR	8,179	63.99	51,292	64.05
100.000 or More APR	2,952	23.10	17,863	22.30
Total Loans Made	<u>12,781</u>	<u>100</u>	<u>\$ 80,088</u>	<u>100</u>
<b>LOANS OF \$10,000 AND MORE</b>				
Up to 14.999 APR	7	0.46	\$ 101	0.46
15.000 to 19.999 APR	51	3.35	758	3.47
20.000 to 24.999 APR	15	0.98	242	1.11
25.000 to 29.999 APR	4	0.26	103	0.47
30.000 to 34.999 APR	1	0.06	33	0.15
35.000 to 39.999 APR	7	0.46	113	0.52
40.000 to 69.999 APR	298	19.57	4,045	18.51
70.000 to 99.999 APR	937	61.52	11,164	51.13
100.000 or More APR	203	13.33	5,280	24.18
Total Loans Made	<u>1,523</u>	<u>100</u>	<u>\$ 21,839</u>	<u>100</u>
Total Auto Title Consumer Loans Made	<u>91,505</u>		<u>\$ 334,787</u>	

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>CONSUMER LOANS</u></b>		<b><u>WAGE ASSIGNMENT</u></b>		
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0		\$ 0	
Alternate Rate:				
1.6% per month	0		0	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	0		0	
15.000 to 19.999 APR	0		0	
20.000 to 24.999 APR	0		0	
25.000 to 29.999 APR	0		0	
30.000 to 34.999 APR	0		0	
35.000 to 39.999 APR	0		0	
40.000 to 69.999 APR	0		0	
70.000 to 99.999 APR	0		0	
100.000 or More APR	0		0	
Total Loans Made	<u>0</u>		<u>\$ 0</u>	
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	0		\$ 0	
15.000 to 19.999 APR	0		0	
20.000 to 24.999 APR	0		0	
25.000 to 29.999 APR	0		0	
30.000 to 34.999 APR	0		0	
35.000 to 39.999 APR	0		0	
40.000 to 69.999 APR	0		0	
70.000 to 99.999 APR	0		0	
100.000 or More APR	0		0	
Total Loans Made	<u>0</u>		<u>\$ 0</u>	

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

<u>Rates Charged</u>	<u>Number of Loans</u>	<u>% of Total Number</u>	<u>Principal Amount (\$s in thousands)</u>	<u>% of Total Amount</u>
<u>LOANS OF \$5,000 TO \$9,999</u>			<b><u>WAGE ASSIGNMENT</u></b>	
Up to 14.999 APR	0		\$ 0	
15.000 to 19.999 APR	0		0	
20.000 to 24.999 APR	0		0	
25.000 to 29.999 APR	0		0	
30.000 to 34.999 APR	0		0	
35.000 to 39.999 APR	0		0	
40.000 to 69.999 APR	0		0	
70.000 to 99.999 APR	0		0	
100.000 or More APR	0		0	
Total Loans Made	<u>0</u>		<u>\$ 0</u>	
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	0		\$ 0	
15.000 to 19.999 APR	0		0	
20.000 to 24.999 APR	0		0	
25.000 to 29.999 APR	0		0	
30.000 to 34.999 APR	0		0	
35.000 to 39.999 APR	0		0	
40.000 to 69.999 APR	0		0	
70.000 to 99.999 APR	0		0	
100.000 or More APR	0		0	
Total Loans Made	<u>0</u>		<u>\$ 0</u>	
Total Wage Assignment Consumer Loans Made	<u>0</u>		<u>\$ 0</u>	

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<b><u>CONSUMER LOANS</u></b>				
<b><u>LOANS UNDER \$2,500</u></b>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0	0.00	\$ 0	0.00
Alternate Rate:				
1.6% per month	4	0.05	6	0.07
Federal Reserve Bank Rate plus 10%	0	0.00	0	0.00
Other Rates:				
Up to 14.999 APR	5,451	66.19	4,496	48.04
15.000 to 19.999 APR	2,770	33.65	4,839	51.71
20.000 to 24.999 APR	3	0.04	5	0.05
25.000 to 29.999 APR	6	0.07	10	0.10
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	1	0.01	2	0.02
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.01
Total Loans Made	<u>8,235</u>	<u>100</u>	<u>\$ 9,358</u>	<u>100</u>
<b><u>LOANS OF \$2,500 TO \$4,999</u></b>				
Up to 14.999 APR	1,827	25.47	\$ 6,658	24.99
15.000 to 19.999 APR	2,900	40.42	10,804	40.56
20.000 to 24.999 APR	110	1.53	443	1.66
25.000 to 29.999 APR	2,285	31.85	8,552	32.10
30.000 to 34.999 APR	16	0.23	60	0.23
35.000 to 39.999 APR	17	0.24	60	0.23
40.000 to 69.999 APR	19	0.26	61	0.23
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Total Loans Made	<u>7,174</u>	<u>100</u>	<u>\$ 26,639</u>	<u>100</u>

**Exhibit G (Continued)**  
**California Finance Lenders**  
**Loans Made or Refinanced by Interest Rates Charged**  
**For Calendar Year 2013**

Rates Charged	Number of Loans	% of Total Number	Principal Amount (\$s in thousands)	% of Total Amount
<u>LOANS OF \$5,000 TO \$9,999</u>			<u>OTHER SECURITIES</u>	
Up to 14.999 APR	111	56.92	\$ 778	60.17
15.000 to 19.999 APR	0	0.00	-	0.00
20.000 to 24.999 APR	1	0.51	9	0.69
25.000 to 29.999 APR	20	10.26	154	11.91
30.000 to 34.999 APR	18	9.23	107	8.30
35.000 to 39.999 APR	18	9.23	91	7.05
40.000 to 69.999 APR	27	13.85	154	11.88
70.000 to 99.999 APR	0	0.00	-	0.00
100.000 or More APR	0	0.00	-	0.00
Total Loans Made	<u>195</u>	<u>100</u>	<u>\$ 1,293</u>	<u>100</u>
 <u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	117,900	99.77	\$ 34,769,793	99.86
15.000 to 19.999 APR	113	0.10	9,777	0.03
20.000 to 24.999 APR	33	0.03	5,261	0.02
25.000 to 29.999 APR	23	0.02	514	0.00
30.000 to 34.999 APR	2	0.01	30	0.00
35.000 to 39.999 APR	7	0.01	185	0.00
40.000 to 69.999 APR	9	0.01	112	0.00
70.000 to 99.999 APR	0	0.00	-	0.01
100.000 or More APR	83	0.07	28,655	0.08
Total Loans Made	<u>118,170</u>	<u>100</u>	<u>\$ 34,814,327</u>	<u>100</u>
Total Other Securities Consumer Loans Made	<u>133,774</u>		<u>\$ 34,851,617</u>	

**Note:** Real estate secured consumer loans are included in the categories over \$5,000 together with "Other Securities."

**Exhibit H**  
**California Finance Lenders**  
**Schedule of Loan Activity**  
**For Calendar Year 2013**

	Unsecured		Personal Property	
	Number of Loans	Amount (\$s in thousands)	Number of Loans	Amount (\$s in thousands)
<b>Consumer Loan Serviced</b>				
Loans Outstanding Prior Year at 12/31/12	410,768	\$ 1,176,747	54,629	\$ 460,755
Loans Outstanding at Year End 12/31/13	487,931	1,311,075	39,172	436,968
Loans with One or More Past Due Payments Which are Past due 30 or More Days at 12/31/13	36,388	88,945	2,634	36,313
During Calendar Year 2013:				
• Number of Loans Charged One or More Late Fees	211,871		23,994	
• Total Late Fees Collected	399,507	11,658	86,796	1,997
• Total Number of Repossessions Conducted			720	
• Total Number of Loans Reinstated	115		47	
• Total Number of Collateral Redeemed			0	0
• Total Collateral Sales Resulting in a Deficiency Balance	961	0	195	7,231
• Total Collateral Sales Resulting in a Surplus Balance	0	0	0	0
• Total Charge-offs	61,733	145,202	1,962	3,454
Average Contracted Term of Loan (In Months)	36		116	



**Exhibit H (Continued)**  
**California Finance Lenders**  
**Schedule of Loan Activity**  
**For Calendar Year 2013**

	Automobiles and Other Motor Vehicles		Auto Title Loans	
	Number of Loans	Amount (\$s in thousands)	Number of Loans	Amount (\$s in thousands)
<b>Consumer Loan Serviced</b>				
Loans Outstanding Prior Year at 12/31/12	383,134	\$ 5,474,513	70,599	\$ 234,579
Loans Outstanding Prior Year End 12/31/13	343,987	5,815,067	88,240	299,206
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/13	17,173	183,160	17,268	59,637
During Calendar Year 2013:				
• Number of Loans Charged One or More Late Fees	164,777		57,962	
• Total Late Fees Collected	205,419	403,531	59,412	2,098
• Total Number of Repossessions Conducted	13,167		13,089	
• Total Number of Loans Reinstated	1,292		3,540	
• Total Number of Collateral Redeemed	931	0	1,215	0
• Total Collateral Sales Resulting in a Deficiency Balance	15,072	75,032	6,451	19,593
• Total Collateral Sales Resulting in a Surplus Balance	182	531	920	3,522
• Total Charge-offs	11,333	94,922	8,376	26,600
Average Contracted Term of Loan (In Months)	46		28	

**Exhibit H (Continued)**  
**California Finance Lenders**  
**Schedule of Loan Activity**  
**For Calendar Year 2013**

	<b>Other Security (Non-Real Estate)</b>	
	Number of Loans	Amount (\$s in thousands)
<b>Consumer Loan Serviced</b>		
Loans Outstanding Prior Year at 12/31/12	23,704	\$ 733,661
Loans Outstanding at Year End 12/31/13	19,459	859,335
Loans with One or More Past Due Payments which are Past Due 30 or More Days at 12/31/13	6,644	305,716
During Calendar Year 2013:		
• Number of Loans Charged One or More Late Fees	3,965	
• Total Late Fees Collected	11,035	350
• Total Number of Repossessions Conducted	390	
• Total Number of Loans Reinstated	49	
• Total Number of Collateral Redeemed	22	
• Total Collateral Sales Resulting in a Deficiency Balance	368	12,494
• Total Collateral Sales Resulting in a Surplus Balance	9	89
• Total Charge-offs	117	936
Average Contracted Term of Loan (In Months)	75	



California Department of Business Oversight

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