



2019

California Department of Business Oversight

Annual Report of Operation of Finance Lenders,
Brokers, and PACE Program Administrators
Licensed under the California Financing Law

Report Required by Financial Code Sections 22160 and 22692



Lourdes M. Castro Ramírez, Secretary
Business, Consumer Services and Housing Agency

Manuel P. Alvarez
Commissioner of Business Oversight

Edgar L. Gill Jr., Senior Deputy Commissioner
Division of Corporations

Mona Elsheikh, Deputy Commissioner
Financial Services

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EXECUTIVE SUMMARY

The Department of Business Oversight licenses and regulates finance lenders, brokers, and Property Assessed Clean Energy (PACE) Program Administrators pursuant to the California Financing Law (CFL).

In this report, the Department of Business Oversight (DBO) has compiled data submitted by finance lenders, brokers, and program administrators licensed under the California Financing Law. The licensees submitted the data pursuant to Financial Code sections 22159(a), 22160, and 22692.

Key findings of finance companies' activities in this report include:

- Finance lenders originated a total of 1,893,411 consumer loans in 2019, a 16.9 percent increase over 2018. The total principal amount of loans made in 2019 increased by 68.1 percent in comparison to 2018 (from \$34 billion to \$57 billion).
- The increase in the total aggregate principal loan amount was largely due to the increase in the number and principal amount of real estate secured loans funded in 2019.
- In 2019, the total principal amount of real estate secured loans funded was \$47.3 billion in comparison to \$23.9 billion in 2018, while the total number of loans funded increased to 120,519 in 2019 from 65,872 in 2018.
- Unsecured loans accounted for 79.5 percent of the total number of consumer loans made in 2019.
- Consumer loans with principal loan amount under \$2,500 accounted for 40.2 percent of the total number of consumer loans made in 2019. Unsecured loans made up 98.7 percent of loans with principal amount of less than \$2,500.
- The number of commercial loans originated in 2019 increased 6.6 percent to 905,341 from 849,161 in 2018, and the aggregate principal amount of such commercial loans increased 0.9 percent over the same period, to \$186.4 billion from \$184.7 billion from 2018.
- The number of consumer loans made online in 2019 increased 69.1 percent compared to 2018. The principal amount of such loans increased 134.0 percent in comparison to 2018. Unsecured consumer loans accounted for 95.1 percent of the total number and 23.9 percent of the aggregate principal amount of consumer loans made online.
- The number of commercial loans made online in 2019 increased by 102.2 percent and the principal loan amount of such loans increased by 61.5 percent compared to 2018.
- Beginning on page 36, the DBO is reporting PACE program financing activities for the first time pursuant to Financial Code Section 22692(b).

BACKGROUND

The California Financing Law (Financial Code, § 22000, et seq.) (CFL) requires the licensing and regulation of finance lenders, brokers, or program administrators.

The CFL limits interest rates on consumer loans with principal loan amount under \$2,500 but does not cap interest rates on consumer loans of \$2,500 or higher.*

Financial Code section 22159(a) states:

22159. (a) Each finance lender, broker, and program administrator licensee shall file an annual report with the commissioner, on or before March 15th, giving the relevant information that the commissioner reasonably requires concerning the business and operations conducted by the licensee or authorized by the program administrator 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 person. "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

Financial Code section 22160 states:

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 contains unaudited data provided by licensees for the calendar year ending December 31, 2019.

As of December 31, 2019, the DBO licensed 3,616 lenders and brokers. Of the 3,616 licensees, 3,401 filed their required annual reports. The DBO notified the non-filers of its intent to revoke their licenses.

As of December 31, 2019, the DBO licensed 5 PACE program administrators who enrolled 6,443 PACE solicitors and 51,095 PACE solicitor agents. All PACE program administrators filed their reports.

Data obtained from a small number of finance lender and broker licensees who filed annual reports after the aggregate report was compiled is not included. This omission does not materially affect the data in this composite report.

Due to rounding, numbers presented throughout this report may not add up precisely to the totals provided, and percentages may not precisely reflect the absolute figures.

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

*Through December 2019, the CFL limited interest rates on consumer loans under \$2,500. Effective January 1, 2020, Assembly Bill 539 (Limón, stats. 2019, ch. 708) enacted the Fair Access to Credit Act (the Act). The Act makes changes to permissible rates of charges: For any consumer loan of a bona fide principal amount of at least \$2,500 but less than \$10,000 (including commercial loans of \$2,500 to \$5,000), a finance lender may not contract for or receive charges at a rate exceeding annual simple interest of 36 percent plus the Federal Funds Rate. The data in this report entirely predates the effective date of AB 539.

I. HISTORICAL LICENSING DATA

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

Table 1: Licensing Data

Year	Number of Licensed Companies	Number of Licensed Locations	Number of Applications for New Licenses
2019	3,616	7,392	1,406
2018	3,493	7,262	1,503
2017	3,200	6,776	1,398
2016	2,963	6,521	1,517
2015	2,580	6,369	1,358
2014	2,185	5,018	1,254
2013	2,155	4,776	1,191
2012	2,056	4,385	889
2011	2,026	4,302	910
2010	2,261	4,327	1,022

II. ANALYSIS OF LOANS MADE BY CFL LICENSEES FOR THE LAST 10 YEARS

Table 2: Loan Details

Year	Number of Loans Made	Principal Amount of Loans Made	Average Size of Loans Made		
			Consumer Loans	Commercial Loans	All Loans
2019	2,798,752	\$ 243,390,103,234	\$ 30,110	\$ 205,867	\$ 86,964
2018*	2,471,685	\$ 220,137,537,748	\$ 21,139	\$ 218,588	\$ 89,064
2017	2,455,012	\$ 194,240,527,082	\$ 25,084	\$ 161,799	\$ 79,120
2016	2,458,476	\$ 226,677,922,016	\$ 27,971	\$ 188,155	\$ 92,203
2015	3,271,710	\$ 232,654,056,610	\$ 24,472	\$ 105,661	\$ 71,111
2014	2,711,495	\$ 217,151,868,159	\$ 20,674	\$ 121,161	\$ 80,086
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

*Variances from data published in the annual report due to late filings by licensees.

Exhibit A
California Financing Law Licensees
Consolidated Balance Sheet
As of December 31, 2019
(\$ in thousands)

<u>ASSETS</u>		<u>% of Total Assets</u>
Cash	\$ 69,917,576	2.92
Investments	245,943,063	10.26
California Finance Lenders Loan Receivables	167,904,683	7.00
Other Receivables	1,079,932,881	45.05
Reserves and Withholds by Banks and Finance Companies	4,711,902	0.20
Real and Personal Property (Net)	155,219,024	6.47
Prepaid Expenses and Deferred Charges	6,310,093	0.26
Commissions Receivables	962,775	0.04
Other Assets	666,367,183	27.80
Total Assets	\$ 2,397,269,179	100.00
<u>LIABILITIES AND NET WORTH</u>		<u>% of Total Liabilities and Net Worth</u>
Loans and Notes Payable from Third Parties	\$ 476,402,556	19.87
Loans and Notes Payable from Parent Companies, Affiliates, etc.	347,376,340	14.49
Bonds, Debentures, and Certificates of Indebtedness	465,807,294	19.43
Accounts Payable	195,668,692	8.16
Dealers' Reserves and Withholds	870,584	0.04
Accrued Taxes Other Than Income Tax	1,622,801	0.07
Reserve for Income Taxes	37,674,962	1.57
Credit Insurance Premiums Due Insurer	614,770	0.03
Other Liabilities and Accruals	433,334,542	18.08
Total Liabilities	1,959,372,541	81.73
Net Worth	437,896,638	18.27
Total Liabilities and Net Worth	\$ 2,397,269,179	100.00

Exhibit B
California Finance Lenders
Analysis of Loans and Receivables Outstanding
As of December 31, 2019
(\$ in thousands)

CALIFORNIA FINANCE LENDERS LOAN RECEIVABLES

	Aggregate Balance	% of Subtotal
Consumer Loans	\$ 48,252,306	28.12
Commercial Loans	123,366,256	71.88
Subtotal	<u>\$ 171,618,562</u>	<u>100.00</u>
Less: Unearned Pre-computed Charges	754,027	
Allowance for Bad Debts	2,959,852	
Net California Finance Lenders Loan Receivables	<u>\$ 167,904,683</u>	

OTHER RECEIVABLES

Sales Contracts	\$ 329,440,300	29.76
Leases (True Leases)	155,412,330	14.04
Factoring	9,931,135	0.90
Other	612,230,399	55.30
Subtotal	<u>\$ 1,107,014,164</u>	<u>100.00</u>
Less: Unearned Pre-computed Charges	15,731,922	
Allowance for Bad Debts	11,349,362	
Net California Finance Lenders Loan Receivables	<u>\$ 1,079,932,880</u>	

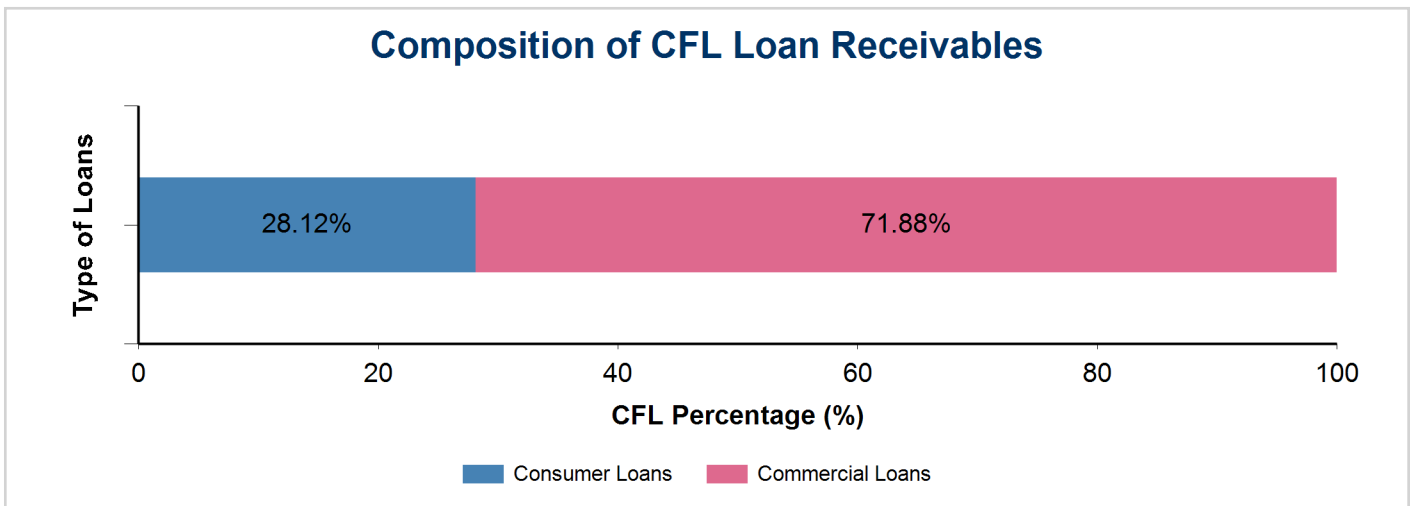


Exhibit C
California Financing Law Licensees
Statement of Income and Expenses
Calendar Year 2019
(\$ in thousands)

<u>INCOME</u>		% of Total Income
Gross Income of California Financing Law Licensees from Loans Made and Brokered Loans	\$ 16,853,648	3.07
Gross Income from All Other Businesses and Sources	532,043,592	96.93
Total Gross Income	\$ 548,897,240	100.00
 <u>EXPENSES</u>		
Loss on Loans Receivable	\$ 4,280,208	0.78
Professional Audit and Accounting Services	846,322	0.15
Insurance and Bond Premiums	777,576	0.14
Legal Services and Expenses	1,258,114	0.23
Occupancy Expenses	2,950,118	0.54
Provision for Bad Debt Allowance	7,731,346	1.41
Salaries and Bonuses: Employees	31,567,166	5.75
Salaries and Bonuses: Owners, Partners, Executives	1,357,950	0.25
Depreciation	31,337,954	5.71
License Fees and Taxes	836,573	0.15
Telephone and Utilities	791,290	0.14
Advertising and Promotions	4,340,840	0.79
Other Expenses	374,003,471	68.14
Total Expenses Before Interest and Income Taxes	\$ 462,078,928	84.18
Income or Loss Before Interest and Income Taxes	\$ 86,818,312	15.82
Less: Interest Paid to Bona Fide Third Parties	30,179,822	5.50
Interest Paid to Parent Company, Affiliates and Others	10,606,265	1.93
Income or Loss Before Income Taxes	\$ 46,032,225	8.39
Less: Provision for Income Taxes	2,320,508	0.42
Net Income or (Loss)	\$ 43,711,717	7.96

Exhibit D
California Financing Law Licensees
Analysis of Income Received
Calendar Year 2019
(\$ in thousands)

CFL LOANS MADE AND CFL-BROKERED LOANS	Loans Under \$2,500	Loans \$2,500 and Over	Total
<u>CONSUMER LOANS</u>			
Charges Earned on Loans	\$ 134,591	\$ 4,771,388	\$ 4,905,979
Collection from Charged-Off Accounts	2,236	74,794	77,030
Income from Credit Insurance	14	2,332	2,346
Other Insurance Commissions	0	2,161	2,161
Administrative Fees	4,360	177,244	181,604
Commissions from Loan Brokering	17,609	252,608	270,217
Other Income	10,315	756,028	766,343
Income from Consumer Loans	<u>\$ 169,125</u>	<u>\$ 6,036,555</u>	<u>\$ 6,205,680</u>
<u>COMMERCIAL LOANS</u>			
Charges Earned on Loans			\$ 9,328,880
Collection from Charged-Off Accounts			27,616
Income from Credit Insurance			1,552
Other Insurance Commissions			38
Commissions from Loan Brokering			127,733
Other Income			1,160,981
Income from Commercial Loans			<u>\$ 10,646,800</u>
Total Income from All Loans			<u>\$ 16,852,480</u>
<hr style="border-top: 1px dashed black;"/>			
<u>ALL OTHER BUSINESS AND SOURCES</u>			
Charges Earned on Loans			\$ 129,246,445
Other Interest or Return on Investments			10,423,893
Collection from Charged-Off Accounts			3,324,637
Income from Credit Insurance			11,695
Other Insurance Commissions			1,285,472
Other Income Relating to Loans			387,751,450
Total Income from All Other Business and Sources			<u>\$ 532,043,592</u>

Exhibit E
California Finance Lenders
Loans Made or Refinanced by Size
Calendar Year 2019
(\$ in thousands)

Size of Loans	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
CONSUMER LOANS				
\$ 499 or less	387,952	20.49	\$ 70,861	0.12
500 to 1,999	337,218	17.81	286,610	0.50
2,000 to 2,499	36,864	1.95	81,064	0.14
2,500 to 4,999	597,717	31.57	1,858,948	3.26
5,000 to 9,999	258,733	13.66	1,731,553	3.04
10,000 or more	274,927	14.52	52,981,179	92.93
Total Consumer Loans Made	1,893,411	100.00	\$ 57,010,216	100.00
COMMERCIAL LOANS				
\$5,000 or more	905,341	100.00	\$ 186,379,887	100.00
Total Commercial Loans Made	905,341	100.00	\$ 186,379,887	100.00
Total Loans Made, All Categories	2,798,752		\$ 243,390,103	

Breakdown of Number of Consumer Loans by Loan Size

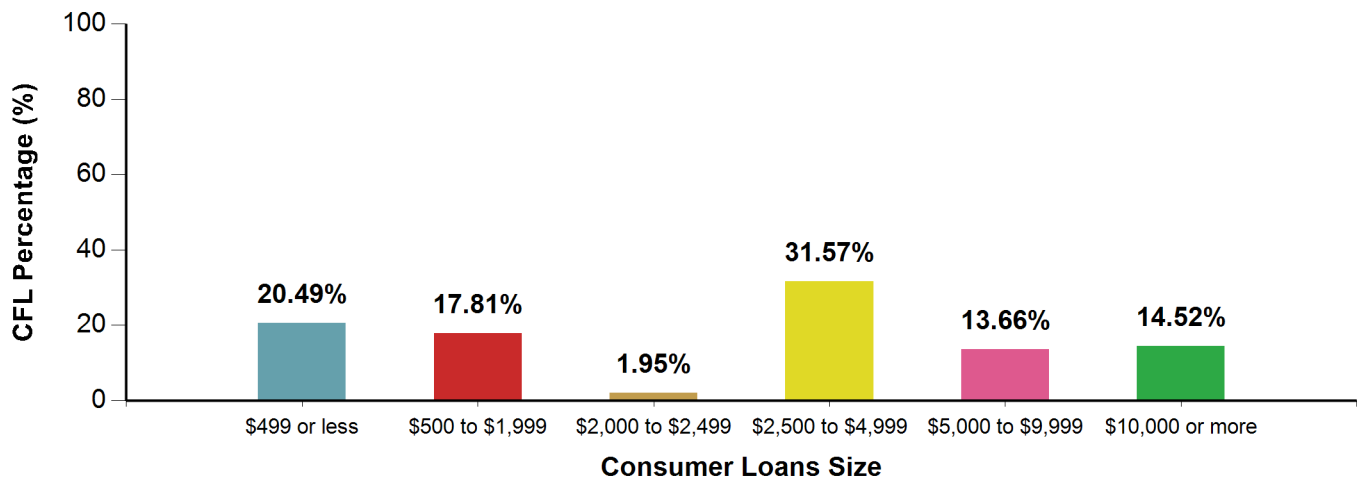


Exhibit F
California Finance Lenders
Loans Made or Refinanced by Type of Security
Calendar Year 2019
(\$ in thousands)

Type of Security	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS</u>				
<u>LOANS UNDER \$2,500</u>				
Unsecured	752,465	98.74	\$ 425,558	97.04
Personal Property	896	0.12	1,410	0.32
Automobiles & Other Motor Vehicles	361	0.05	417	0.10
Auto Title Loans	309	0.04	324	0.07
Wage Assignments	0	0.00	0	0.00
Other Security	8,003	1.05	10,826	2.47
Total Loans Made	<u>762,034</u>	<u>100.00</u>	<u>\$ 438,535</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Unsecured	491,574	82.24	\$ 1,522,202	81.89
Personal Property	4,038	0.68	14,771	0.79
Automobiles & Other Motor Vehicles	7,963	1.33	30,658	1.65
Auto Title Loans	85,062	14.23	259,721	13.97
Wage Assignments	0	0.00	0	0.00
Other Security	9,080	1.52	31,596	1.70
Total Loans Made	<u>597,717</u>	<u>100.00</u>	<u>\$ 1,858,948</u>	<u>100.00</u>
<u>LOANS OF \$5,000 TO \$9,999</u>				
Unsecured	208,530	80.60	\$ 1,378,239	79.60
Personal Property	3,443	1.33	22,924	1.32
Automobiles & Other Motor Vehicles	28,515	11.02	213,645	12.34
Auto Title Loans	17,756	6.86	113,251	6.54
Wage Assignments	0	0.00	0	0.00
Real Property	341	0.13	2,534	0.15
Other Security	148	0.06	960	0.06
Total Loans Made	<u>258,733</u>	<u>100.00</u>	<u>\$ 1,731,553</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Unsecured	53,532	19.47	\$ 2,777,550	5.24
Personal Property	20,858	7.59	691,666	1.31
Automobiles & Other Motor Vehicles	74,037	26.93	1,763,694	3.33
Auto Title Loans	2,943	1.07	42,254	0.08
Wage Assignments	0	0.00	0	0.00
Real Property	120,178	43.71	47,263,994	89.21
Other Security	3,379	1.23	442,021	0.83
Total Loans Made	<u>274,927</u>	<u>100.00</u>	<u>\$ 52,981,179</u>	<u>100.00</u>
Total Consumer Loans Made	<u>1,893,411</u>		<u>\$ 57,010,215</u>	

Exhibit F (continued)
California Finance Lenders
Loans Made or Refinanced by Type of Security
Calendar Year 2019
(\$ in thousands)

Type of Security	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>ALL CONSUMER LOANS</u>				
Unsecured	1,506,101	79.54	\$ 6,103,549	10.71
Personal Property	29,235	1.54	730,771	1.28
Automobiles & Other Motor Vehicles	110,876	5.86	2,008,414	3.52
Auto Title Loans	106,070	5.60	415,550	0.73
Wage Assignments	0	0.00	0	0.00
Real Property	120,519	6.37	47,266,528	82.91
Other Security	20,610	1.09	485,403	0.85
Total Consumer Loans Made	1,893,411	100.00	\$ 57,010,215	100.00

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

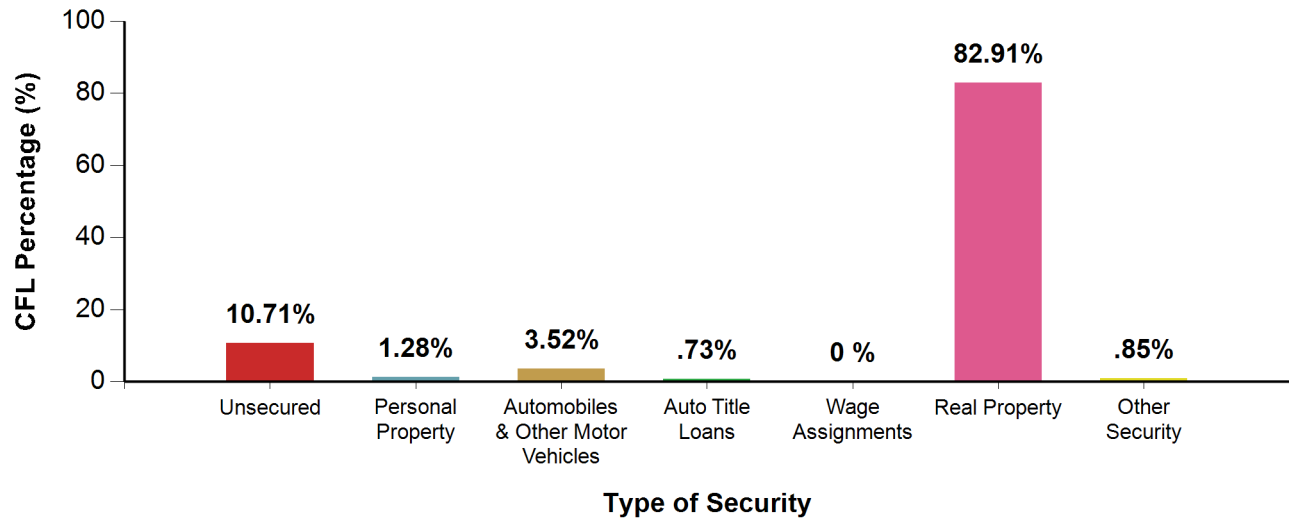


Exhibit F (continued)
California Finance Lenders
Loans Made or Refinanced by Type of Security
Calendar Year 2019
(\$ in thousands)

Type of Security	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
COMMERCIAL LOANS				
Unsecured	246,389	27.22	\$ 4,670,269	2.51
Personal Property	6,278	0.69	1,813,036	0.97
Automobiles & Other Motor Vehicles	510,637	56.40	51,884,612	27.84
Business Equipment	35,450	3.92	8,898,629	4.77
Real Property	52,290	5.78	93,144,802	49.98
Other Security	54,297	6.00	25,968,539	13.93
Total Commercial Loans Made	905,341	100.00	\$ 186,379,887	100.00
Total Loans Made, All Categories	2,798,752		\$ 243,390,102	

Breakdown of Dollar Amount of Commercial Loans Made or Refinanced by Type of Security

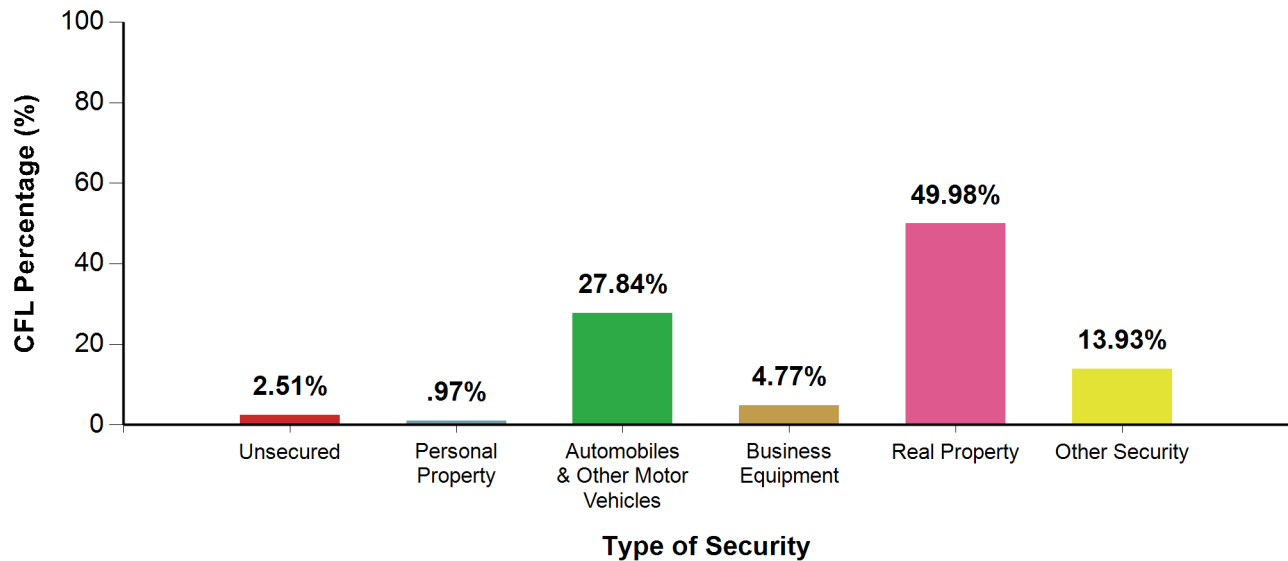


Exhibit G
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
CONSUMER LOANS				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	145,032		\$ 44,098	
Alternate Rate:				
1.6% per month	104		146	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	214,078	28.09	\$ 43,504	9.92
15.000 to 19.999 APR	17,695	2.32	17,986	4.10
20.000 to 24.999 APR	57,990	7.61	27,550	6.28
25.000 to 29.999 APR	10,352	1.36	8,580	1.96
30.000 to 34.999 APR	96,619	12.68	28,883	6.59
35.000 to 39.999 APR	53,543	7.03	69,938	15.95
40.000 to 69.999 APR	291,957	38.31	236,295	53.88
70.000 to 99.999 APR	12,751	1.67	3,521	0.80
100.000 or More APR	7,048	0.92	2,277	0.52
Variable Rate	1	0.00	2	0.00
Total Loans Made	<u>762,034</u>	<u>100.00</u>	<u>\$ 438,536</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	4,044	0.68	\$ 13,913	0.75
15.000 to 19.999 APR	5,302	0.89	19,178	1.03
20.000 to 24.999 APR	4,616	0.77	15,050	0.81
25.000 to 29.999 APR	6,530	1.09	24,023	1.29
30.000 to 34.999 APR	22,216	3.72	77,161	4.15
35.000 to 39.999 APR	140,815	23.56	487,251	26.21
40.000 to 69.999 APR	23,129	3.87	78,562	4.23
70.000 to 99.999 APR	43,282	7.24	142,004	7.64
100.000 or More APR	347,748	58.18	1,001,691	53.88
Variable Rate	35	0.01	115	0.01
Total Loans Made	<u>597,717</u>	<u>100.00</u>	<u>\$ 1,858,948</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
CONSUMER LOANS				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	6,590	2.55	\$ 48,263	2.79
15.000 to 19.999 APR	2,617	1.01	18,777	1.08
20.000 to 24.999 APR	8,032	3.10	56,552	3.27
25.000 to 29.999 APR	30,030	11.61	243,925	14.09
30.000 to 34.999 APR	60,249	23.29	408,802	23.61
35.000 to 39.999 APR	92,665	35.81	608,521	35.14
40.000 to 69.999 APR	11,176	4.32	76,630	4.43
70.000 to 99.999 APR	18,376	7.10	110,656	6.39
100.000 or More APR	28,897	11.17	158,767	9.17
Variable Rate	101	0.04	660	0.04
Total Loans Made	<u>258,733</u>	<u>100.00</u>	<u>\$ 1,731,553</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	208,678	75.90	\$ 50,473,514	95.27
15.000 to 19.999 APR	9,407	3.42	246,913	0.47
20.000 to 24.999 APR	13,276	4.83	222,572	0.42
25.000 to 29.999 APR	4,729	1.72	72,958	0.14
30.000 to 34.999 APR	5,082	1.85	70,075	0.13
35.000 to 39.999 APR	25,473	9.27	326,423	0.62
40.000 to 69.999 APR	885	0.32	10,971	0.02
70.000 to 99.999 APR	3,325	1.21	38,089	0.07
100.000 or More APR	1,181	0.43	318,154	0.60
Variable Rate	2,891	1.05	1,201,510	2.27
Total Loans Made	<u>274,927</u>	<u>100.00</u>	<u>\$ 52,981,179</u>	<u>100.00</u>
Total Consumer Loans Made	<u>1,893,411</u>		<u>\$ 57,010,216</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
COMMERCIAL LOANS				
Up to 14.999 APR	604,636	66.79	\$ 137,336,682	73.69
15.000 to 19.999 APR	50,642	5.59	1,920,778	1.03
20.000 to 24.999 APR	8,221	0.91	497,592	0.27
25.000 to 29.999 APR	7,208	0.80	346,324	0.19
30.000 to 34.999 APR	4,170	0.46	165,073	0.09
35.000 to 39.999 APR	2,764	0.31	133,509	0.07
40.000 to 69.999 APR	196,471	21.70	419,127	0.22
70.000 to 99.999 APR	6,526	0.72	271,509	0.15
100.000 or More APR	12,952	1.43	11,071,046	5.94
Variable Rate	11,751	1.30	34,218,246	18.36
Total Commercial Loans Made	905,341	100.00	\$ 186,379,886	100.00
Total Loans Made, All Categories	2,798,752		\$ 243,390,102	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - UNSECURED</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	144,690		\$ 43,941	
Alternate Rate:				
1.6% per month	104		146	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	209,922	27.90	\$ 39,160	9.20
15.000 to 19.999 APR	13,315	1.77	10,926	2.57
20.000 to 24.999 APR	57,157	7.60	26,180	6.15
25.000 to 29.999 APR	10,322	1.37	8,538	2.01
30.000 to 34.999 APR	96,479	12.82	28,752	6.76
35.000 to 39.999 APR	53,525	7.11	69,923	16.43
40.000 to 69.999 APR	291,956	38.80	236,294	55.53
70.000 to 99.999 APR	12,740	1.69	3,506	0.82
100.000 or More APR	7,048	0.94	2,277	0.54
Variable Rate	<u>1</u>	<u>0.00</u>	<u>2</u>	<u>0.00</u>
Total Loans Made	<u>752,465</u>	<u>100.00</u>	<u>\$ 425,558</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	2,431	0.49	\$ 8,107	0.53
15.000 to 19.999 APR	1,983	0.40	6,731	0.44
20.000 to 24.999 APR	3,449	0.70	10,726	0.70
25.000 to 29.999 APR	3,174	0.65	11,373	0.75
30.000 to 34.999 APR	19,884	4.04	68,287	4.49
35.000 to 39.999 APR	133,717	27.20	459,969	30.22
40.000 to 69.999 APR	21,487	4.37	73,298	4.82
70.000 to 99.999 APR	20,902	4.25	67,238	4.42
100.000 or More APR	284,514	57.88	816,364	53.63
Variable Rate	<u>33</u>	<u>0.01</u>	<u>110</u>	<u>0.01</u>
Total Loans Made	<u>491,574</u>	<u>100.00</u>	<u>\$ 1,522,203</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - UNSECURED</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	3,901	1.87	\$ 27,309	1.98
15.000 to 19.999 APR	1,672	0.80	11,202	0.81
20.000 to 24.999 APR	4,251	2.04	27,139	1.97
25.000 to 29.999 APR	27,153	13.02	222,480	16.14
30.000 to 34.999 APR	54,693	26.23	368,510	26.74
35.000 to 39.999 APR	75,620	36.26	485,024	35.19
40.000 to 69.999 APR	9,985	4.79	68,532	4.97
70.000 to 99.999 APR	9,642	4.62	55,379	4.02
100.000 or More APR	21,512	10.32	112,005	8.13
Variable Rate	101	0.05	660	0.05
Total Loans Made	208,530	100.00	\$ 1,378,240	100.00
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	31,880	59.55	\$ 2,325,871	83.74
15.000 to 19.999 APR	2,756	5.15	90,655	3.26
20.000 to 24.999 APR	1,104	2.06	19,052	0.69
25.000 to 29.999 APR	671	1.25	10,107	0.36
30.000 to 34.999 APR	790	1.48	9,669	0.35
35.000 to 39.999 APR	12,662	23.65	155,463	5.60
40.000 to 69.999 APR	351	0.66	3,689	0.13
70.000 to 99.999 APR	1,891	3.53	19,935	0.72
100.000 or More APR	79	0.15	7,048	0.25
Variable Rate	1,348	2.52	136,060	4.90
Total Loans Made	53,532	100.00	\$ 2,777,549	100.00
Total Unsecured Consumer Loans Made	1,506,101		\$ 6,103,550	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - PERSONAL PROPERTY (HOUSEHOLD ITEMS)</u>				
<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	139	15.51	\$ 209	14.81
15.000 to 19.999 APR	90	10.04	140	9.92
20.000 to 24.999 APR	663	74.00	1,056	74.84
25.000 to 29.999 APR	3	0.33	4	0.28
30.000 to 34.999 APR	1	0.11	2	0.14
35.000 to 39.999 APR	0	0.00	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
Variable Rate	0	0.00	0	0.00
Total Loans Made	896	100.00	\$ 1,411	100.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	146	3.62	\$ 523	3.54
15.000 to 19.999 APR	77	1.91	272	1.84
20.000 to 24.999 APR	556	13.77	2,008	13.60
25.000 to 29.999 APR	86	2.13	342	2.32
30.000 to 34.999 APR	490	12.13	1,763	11.94
35.000 to 39.999 APR	2,683	66.44	9,862	66.77
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
Variable Rate	0	0.00	0	0.00
Total Loans Made	4,038	100.00	\$ 14,770	100.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - PERSONAL PROPERTY (HOUSEHOLD ITEMS)</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	67	1.95	\$ 495	2.16
15.000 to 19.999 APR	6	0.17	42	0.18
20.000 to 24.999 APR	242	7.03	1,610	7.02
25.000 to 29.999 APR	82	2.38	599	2.61
30.000 to 34.999 APR	479	13.91	3,262	14.23
35.000 to 39.999 APR	2,567	74.56	16,915	73.79
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
Variable Rate	0	0.00	0	0.00
Total Loans Made	3,443	100.00	\$ 22,923	100.00
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	20,773	99.59	\$ 683,766	98.86
15.000 to 19.999 APR	34	0.16	7,351	1.06
20.000 to 24.999 APR	10	0.05	108	0.02
25.000 to 29.999 APR	2	0.01	22	0.00
30.000 to 34.999 APR	7	0.03	80	0.01
35.000 to 39.999 APR	32	0.15	339	0.05
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
Variable Rate	0	0.00	0	0.00
Total Loans Made	20,858	100.00	\$ 691,666	100.00
Total Personal Property Consumer Loans Made	29,235		\$ 730,770	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - AUTOMOBILES AND OTHER MOTOR VEHICLES</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	299		\$ 90	
Alternate Rate:				
1.6% per month	0		0	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	204	56.51	\$ 118	28.37
15.000 to 19.999 APR	11	3.05	22	5.29
20.000 to 24.999 APR	137	37.95	262	62.98
25.000 to 29.999 APR	1	0.28	2	0.48
30.000 to 34.999 APR	4	1.11	6	1.44
35.000 to 39.999 APR	3	0.83	5	1.20
40.000 to 69.999 APR	1	0.28	1	0.24
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>361</u>	<u>100.00</u>	<u>\$ 416</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	197	2.47	\$ 788	2.57
15.000 to 19.999 APR	98	1.23	393	1.28
20.000 to 24.999 APR	501	6.29	1,912	6.24
25.000 to 29.999 APR	582	7.31	2,319	7.56
30.000 to 34.999 APR	1,791	22.49	6,930	22.60
35.000 to 39.999 APR	4,287	53.84	16,980	55.39
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	507	6.37	1,336	4.36
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>7,963</u>	<u>100.00</u>	<u>\$ 30,658</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - AUTOMOBILES AND OTHER MOTOR VEHICLES</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	2,215	7.77	\$ 17,494	8.19
15.000 to 19.999 APR	908	3.18	7,303	3.42
20.000 to 24.999 APR	3,492	12.25	27,451	12.85
25.000 to 29.999 APR	2,754	9.66	20,576	9.63
30.000 to 34.999 APR	4,802	16.84	35,147	16.45
35.000 to 39.999 APR	14,342	50.30	105,664	49.46
40.000 to 69.999 APR	2	0.01	10	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
Variable Rate	0	0.00	0	0.00
Total Loans Made	28,515	100.00	\$ 213,645	100.00
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	34,776	46.97	\$ 1,148,620	65.13
15.000 to 19.999 APR	6,385	8.62	124,404	7.05
20.000 to 24.999 APR	12,074	16.31	201,954	11.45
25.000 to 29.999 APR	4,019	5.43	62,189	3.53
30.000 to 34.999 APR	4,122	5.57	57,825	3.28
35.000 to 39.999 APR	12,661	17.10	168,702	9.57
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
Variable Rate	0	0.00	0	0.00
Total Loans Made	74,037	100.00	\$ 1,763,694	100.00
Total Automobiles & Other Motor Vehicles Consumer Loans Made	110,876		\$ 2,008,413	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - AUTO TITLE LOANS</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	4		\$ 2	
Alternate Rate:				
1.6% per month	0		0	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	101	32.69	\$ 105	32.41
15.000 to 19.999 APR	3	0.97	5	1.54
20.000 to 24.999 APR	19	6.15	32	9.88
25.000 to 29.999 APR	25	8.09	34	10.49
30.000 to 34.999 APR	135	43.69	123	37.96
35.000 to 39.999 APR	15	4.85	9	2.78
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	11	3.56	16	4.94
100.000 or More APR	0	0.00	0	0.00
Variable Rate	0	0.00	0	0.00
Total Loans Made	309	100.00	\$ 324	100.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	45	0.05	\$ 136	0.05
15.000 to 19.999 APR	6	0.01	24	0.01
20.000 to 24.999 APR	73	0.09	252	0.10
25.000 to 29.999 APR	32	0.04	109	0.04
30.000 to 34.999 APR	40	0.05	143	0.06
35.000 to 39.999 APR	102	0.12	333	0.13
40.000 to 69.999 APR	1,642	1.93	5,264	2.03
70.000 to 99.999 APR	22,379	26.31	74,763	28.79
100.000 or More APR	60,741	71.41	178,692	68.80
Variable Rate	2	0.00	5	0.00
Total Loans Made	85,062	100.00	\$ 259,721	100.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - AUTO TITLE LOANS</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	25	0.14	\$ 179	0.16
15.000 to 19.999 APR	28	0.16	210	0.19
20.000 to 24.999 APR	46	0.26	348	0.31
25.000 to 29.999 APR	37	0.21	241	0.21
30.000 to 34.999 APR	255	1.44	1,753	1.55
35.000 to 39.999 APR	70	0.39	460	0.41
40.000 to 69.999 APR	1,187	6.69	8,075	7.13
70.000 to 99.999 APR	8,734	49.19	55,277	48.81
100.000 or More APR	7,374	41.53	46,707	41.24
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>17,756</u>	<u>100.00</u>	<u>\$ 113,250</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	158	5.37	\$ 3,969	9.39
15.000 to 19.999 APR	196	6.66	3,734	8.84
20.000 to 24.999 APR	76	2.58	1,254	2.97
25.000 to 29.999 APR	30	1.02	520	1.23
30.000 to 34.999 APR	141	4.79	2,188	5.18
35.000 to 39.999 APR	39	1.33	699	1.65
40.000 to 69.999 APR	528	17.94	7,220	17.09
70.000 to 99.999 APR	1,434	48.73	18,154	42.96
100.000 or More APR	341	11.59	4,516	10.69
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>2,943</u>	<u>100.00</u>	<u>\$ 42,254</u>	<u>100.00</u>
Total Auto Title Consumer Loans Made	<u>106,070</u>		<u>\$ 415,549</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - WAGE ASSIGNMENT</u>				
<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	0.00	\$ 0	0.00
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	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
Variable Rate	0	0.00	0	0.00
Total Loans Made	0	0.00	\$ 0	0.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	0	0.00	\$ 0	0.00
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	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
Variable Rate	0	0.00	0	0.00
Total Loans Made	0	0.00	\$ 0	0.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - WAGE ASSIGNMENT</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	0	0.00	\$ 0	0.00
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	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
Variable Rate	0	0.00	0	0.00
Total Loans Made	0	0.00	\$ 0	0.00
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	0	0.00	\$ 0	0.00
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	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
Variable Rate	0	0.00	0	0.00
Total Loans Made	0	0.00	\$ 0	0.00
Total Wage Assignment Consumer Loans Made	0		\$ 0	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - REAL PROPERTY</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	340	99.71	\$ 2,528	99.72
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	1	0.29	7	0.28
35.000 to 39.999 APR	0	0.00	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
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>341</u>	<u>100.00</u>	<u>\$ 2,535</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	117,858	98.07	\$ 45,951,041	97.22
15.000 to 19.999 APR	20	0.02	10,267	0.02
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	1	0.00	12	0.00
35.000 to 39.999 APR	1	0.00	180	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	759	0.63	305,368	0.65
Variable Rate	<u>1,539</u>	<u>1.28</u>	<u>997,127</u>	<u>2.11</u>
Total Loans Made	<u>120,178</u>	<u>100.00</u>	<u>\$ 47,263,995</u>	<u>100.00</u>
Total Real Property Consumer Loans Made	<u>120,519</u>		<u>\$ 47,266,530</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - OTHER SECURITIES</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	39		\$ 66	
Alternate Rate:				
1.6% per month	0		0	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	3,712	46.38	\$ 3,911	36.13
15.000 to 19.999 APR	4,276	53.43	6,894	63.68
20.000 to 24.999 APR	14	0.17	20	0.18
25.000 to 29.999 APR	1	0.01	1	0.01
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	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
Variable Rate	0	0.00	0	0.00
Total Loans Made	8,003	100.00	\$ 10,826	100.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	1,225	13.49	\$ 4,359	13.80
15.000 to 19.999 APR	3,138	34.56	11,758	37.21
20.000 to 24.999 APR	37	0.41	152	0.48
25.000 to 29.999 APR	2,656	29.25	9,880	31.27
30.000 to 34.999 APR	11	0.12	38	0.12
35.000 to 39.999 APR	26	0.29	107	0.34
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	1	0.01	3	0.01
100.000 or More APR	1,986	21.87	5,299	16.77
Variable Rate	0	0.00	0	0.00
Total Loans Made	9,080	100.00	\$ 31,596	100.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2019
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - OTHER SECURITIES</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	42	28.38	\$ 257	26.80
15.000 to 19.999 APR	3	2.03	19	1.98
20.000 to 24.999 APR	1	0.68	5	0.52
25.000 to 29.999 APR	4	2.70	29	3.02
30.000 to 34.999 APR	19	12.84	123	12.83
35.000 to 39.999 APR	66	44.59	458	47.76
40.000 to 69.999 APR	2	1.35	13	1.36
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	11	7.43	55	5.74
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>148</u>	<u>100.00</u>	<u>\$ 959</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	3,233	95.68	\$ 360,247	81.50
15.000 to 19.999 APR	16	0.47	10,502	2.38
20.000 to 24.999 APR	12	0.36	205	0.05
25.000 to 29.999 APR	7	0.21	120	0.03
30.000 to 34.999 APR	21	0.62	302	0.07
35.000 to 39.999 APR	78	2.31	1,040	0.24
40.000 to 69.999 APR	6	0.18	61	0.01
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	2	0.06	1,223	0.28
Variable Rate	<u>4</u>	<u>0.12</u>	<u>68,323</u>	<u>15.46</u>
Total Loans Made	<u>3,379</u>	<u>100.00</u>	<u>\$ 442,023</u>	<u>100.00</u>
Total Other Securities Consumer Loans Made	<u>20,610</u>		<u>\$ 485,404</u>	

Exhibit H
California Finance Lenders
Schedule of Loan Activity
Calendar Year 2019
(\$ in thousands)

Table 3: Consumer Loans Serviced - Unsecured and Personal Property

	Unsecured		Personal Property	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Loans Outstanding at Prior Year End 12/31/2018	1,210,587	\$9,405,132	88,235	\$2,177,417
Loans Outstanding at Year End 12/31/2019	1,570,654	\$10,288,264	103,160	\$2,618,716
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2019	133,104	\$340,434	1,937	\$34,433

Table 4: Current Year Loan Activity - Unsecured and Personal Property

	Unsecured		Personal Property	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Number of Loans Charged One or More Late Fees	447,085		5,930	
Total Late Fees Collected	960,365	\$16,946	6,366	\$243
Total Number of Repossessions Conducted	0		86	
Total Number of Loans Reinstated	9,166		22	
Total Number of Collateral Redeemed	0		6	
Total Collateral Sales Resulting in a Deficiency Balance	0	\$207	60	\$430
Total Collateral Sales Resulting in a Surplus Balance	0	\$0	13	\$542
Total Charge-offs	256,838	\$766,023	4,425	\$100,444
Average Contracted Term of Loan (In Months)	65		154	

Exhibit H (continued)
California Finance Lenders
Schedule of Loan Activity
Calendar Year 2019
(\$ in thousands)

Table 5: Consumer Loans Serviced - Automobiles & Other Motor Vehicles and Auto Title Loans

	Automobiles and Other Motor Vehicles		Auto Title Loans	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Loans Outstanding at Prior Year End 12/31/2018	2,156,886	\$28,829,194	120,643	\$390,760
Loans Outstanding at Year End 12/31/2019	1,612,725	\$25,898,655	116,959	\$389,887
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2019	49,375	\$865,137	16,567	\$50,175

Table 6: Current Year Loan Activity - Automobiles & Other Motor Vehicles and Auto Title Loans

	Automobiles and Other Motor Vehicles		Auto Title Loans	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Number of Loans Charged One or More Late Fees	440,722		61,828	
Total Late Fees Collected	403,837	\$30,746	134,229	\$2,245
Total Number of Repossessions Conducted	37,628		22,968	
Total Number of Loans Reinstated	8,531		8,094	
Total Number of Collateral Redeemed	8,994		2,213	
Total Collateral Sales Resulting in a Deficiency Balance	35,891	\$402,568	13,774	\$23,690
Total Collateral Sales Resulting in a Surplus Balance	20	\$25	239	\$1,352
Total Charge-offs	51,945	\$676,892	22,219	\$65,977
Average Contracted Term of Loan (In Months)	56		28	

Exhibit H (continued)
California Finance Lenders
Schedule of Loan Activity
Calendar Year 2019
(\$ in thousands)

Table 7: Consumer Loans Serviced - Real Property and Other Security

	Real Property		Other Security	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Loans Outstanding at Prior Year End 12/31/2018	113,383	\$38,719,804	36,397	\$4,148,979
Loans Outstanding at Year End 12/31/2019	223,025	\$69,453,536	44,935	\$7,227,669
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2019	11,375	\$2,955,750	1,381	\$249,887

Table 8: Current Year Loan Activity - Real Property and Other Security

	Real Property		Other Security	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Number of Loans Charged One or More Late Fees	36,901		39,817	
Total Late Fees Collected	43,176	\$8,353	45,556	\$705
Total Number of Foreclosures/ Repossessions Conducted	6		207	
Total Number of Loans Reinstated	833		63	
Total Number of Collateral Redeemed	20		4	
Total Collateral Sales Resulting in a Deficiency Balance	67	\$5,448	188	\$3,686
Total Collateral Sales Resulting in a Surplus Balance	145	\$15,777	82	\$6,897
Total Charge-offs	9	\$19,621	619	\$4,573
Average Contracted Term of Loan (In Months)	238		135	

Exhibit I
California Finance Lenders
Default Rate by Security Type and Size of Loan
As of December 31, 2019

Table 9: Consumer Loans Under \$2,500

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	72,753	440	506	127
Total # of Loans Outstanding	492,656	2,407	1,665	246
Current Loans	420,090	2,258	1,260	161
1 Payment Past Due	19,847	54	220	17
2 Payments Past Due	13,028	34	59	13
3 or More Payments Past Due	39,691	61	126	55

	Wage Assignments	Other Security	Totals
Total # of Charge-Offs	0	168	73,994
Total # of Loans Outstanding	0	4,061	501,035
Current Loans	0	3,753	427,522
1 Payment Past Due	0	183	20,321
2 Payments Past Due	0	61	13,195
3 or More Payments Past Due	0	64	39,997

Table 10: Consumer Loans \$2,500 to \$4,999

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	150,480	1,129	711	19,244
Total # of Loans Outstanding	436,040	7,883	7,704	471,217
Current Loans	353,582	7,321	6,541	166,032
1 Payment Past Due	30,920	119	636	13,463
2 Payments Past Due	15,866	95	172	4,249
3 or More Payments Past Due	35,672	348	355	287,473

	Wage Assignments	Other Security	Totals
Total # of Charge-Offs	0	396	171,960
Total # of Loans Outstanding	0	6,890	929,734
Current Loans	0	6,247	539,723
1 Payment Past Due	0	341	45,479
2 Payments Past Due	0	124	20,506
3 or More Payments Past Due	0	178	324,026

Exhibit I (continued)
California Finance Lenders
Default Rate by Security Type and Size of Loan
As of December 31, 2019

Table 11: Consumer Loans \$5,000 to \$9,999

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	28,409	809	1,604	2,386
Total # of Loans Outstanding	277,177	8,310	28,336	19,039
Current Loans	247,255	7,780	25,777	14,601
1 Payment Past Due	14,245	120	1,460	2,992
2 Payments Past Due	5,140	73	410	723
3 or More Payments Past Due	10,537	337	689	723

	Wage Assignments	Real Property	Other Security	Totals
Total # of Charge-Offs	0	1	8	33,217
Total # of Loans Outstanding	0	506	187	333,555
Current Loans	0	497	157	296,067
1 Payment Past Due	0	3	13	18,833
2 Payments Past Due	0	2	4	6,352
3 or More Payments Past Due	0	4	13	12,303

Table 12: Consumer Loans \$10,000 or More

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	5,196	2,047	49,124	462
Total # of Loans Outstanding	101,376	94,459	1,572,570	3,126
Current Loans	97,550	92,260	1,522,991	2,305
1 Payment Past Due	1,962	1,362	35,390	554
2 Payments Past Due	682	395	10,409	150
3 or More Payments Past Due	1,182	442	3,780	117

	Wage Assignments	Real Property	Other Security	Totals
Total # of Charge-Offs	0	8	47	56,884
Total # of Loans Outstanding	0	2,364,648	37,968	4,174,147
Current Loans	0	2,363,577	36,850	4,115,533
1 Payment Past Due	0	581	189	40,038
2 Payments Past Due	0	207	321	12,164
3 or More Payments Past Due	0	283	608	6,412

Exhibit J
California Finance Lenders
Loans Made Online by Type of Security
Calendar Year 2019
(\$ in thousands)

Table 13: Loans Made Online

Total Number of CFL Licensees Making Loans	1,514
Total Number of CFL Licensees Making Online Loans	121
% of CFL Licensees Making Online Loans	7.99%
Aggregate Principal Amount of All CFL Loans Made	\$ 243,390,103
Aggregate Principal Amount of Online CFL Loans Made	\$ 13,781,663
% of Online CFL Loans Made	5.66%

Type of Security	Number of Loans	% of Total Number to All CFL Consumer Number	Principal Amount	% of Total Amount to All CFL Consumer Amount
CONSUMER LOANS				
Unsecured (Under \$2,500)	330,502	49.74	\$104,045	0.89
Unsecured (\$2,500 and Above)	301,190	45.33	\$2,689,543	23.07
Personal Property	3,053	0.46	\$94,137	0.81
Automobiles & Other Motor Vehicles	4,990	0.75	\$86,471	0.74
Auto Title Loans	1,424	0.21	\$6,052	0.05
Wage Assignments	0	0.00	\$0	0.00
Real Property	23,108	3.48	\$8,672,235	74.38
Other Security	221	0.03	\$6,902	0.06
Total Consumer Loans Made	664,488	100.00	\$11,659,385	100.00

Type of Security	Number of Loans	% of Total Number to All CFL Commercial Number	Principal Amount	% of Total Amount to All CFL Commercial Amount
COMMERCIAL LOANS				
Unsecured	13,754	47.04	\$277,461	13.07
Personal Property	4,499	15.39	\$399,728	18.83
Automobiles & Other Motor Vehicles	40	0.14	\$300	0.01
Business Equipment	728	2.49	\$145,875	6.87
Real Property	1,610	5.51	\$630,372	29.70
Other Security	8,608	29.44	\$668,542	31.50
Total Commercial Loans Made	29,239	100.00	\$2,122,278	100.00

Exhibit K Property Assessed Clean Energy (PACE) Program Key Findings Calendar Year 2019

On October 4, 2017, the Governor signed AB 1284 (Chapter 475, Statutes of 2017). The bill renamed the California Finance Lenders Law as the California Financing Law and set forth a licensing scheme for Property Assessed Clean Energy (PACE) program administrators. A “program administrator” is a person administering a PACE program on behalf of a public agency. (Fin. Code, § 22018.) A PACE program provides financing for the installation of energy-efficiency improvements on real property with funding repaid through property tax assessments, as authorized by specified laws. (Fin. Code, § 22016.)

Financial Code section 22692 states:

22692 (a) The commissioner shall require a program administrator to submit the following information in the annual report filed under Section 22159:

- (1) Information beneficial to an evaluation of the overall impact on property owners caused by the 97 percent cap on total PACE and mortgage-related debt.*
- (2) Information beneficial to an evaluation of the overall impact on property owners caused by the use of an automated valuation model in determining the market value of property subject to a PACE assessment.*
- (3) Information beneficial to an evaluation of the overall impact on property owners caused by the emergency HVAC provisions.*
- (4) Information relevant to determining the overall impact on property owners of the absence of a minimum residual income threshold.*

Key findings of this report include:

- PACE program administrators reported gross income of \$62,493,387 from PACE program assessment financing.
- The total amount of assessment contracts funded by PACE program administrators was \$362,347,433.
- The total number of PACE assessment contracts funded and originated in 2019 was 12,335.
- The total number of PACE assessment contract funded reported under Streets and Highways Code (S&H Code) section 5954 was 12,350. The data collected under S&H Code section 5954 includes PACE assessments originated prior to 2019. Detail information required under S&H Code section 5954 is available by city, by county, and by ZIP Code.
- In 2019, the aggregated total fees and other charges assessed to property owners, including interest, was \$83,337,986.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Key Findings
Calendar Year 2019

- PACE program administrators reported making a total of 23 PACE assessments involving a case of emergency or immediate necessity under Financial Code section 22687 subdivision (e), meaning the program administrator did not determine and consider the current and reasonably expected income or assets of the property owner in accordance with Financial Code section 22687, subdivision (b).
- The reported estimated amount of greenhouse gas emissions reductions in 2019 was 277,644 kilotons (KT).
- The number of jobs created during 2019 was estimated to be 3,254.
- 593 PACE assessment contracts were canceled by consumers within three days of executions in 2019.
- 1,935 PACE assessments were funded for HVAC systems, boilers, or other temperature regulation systems not in the case of emergency or immediate necessity.
- The program administrators provided the number of energy and water saving improvement products installed during 2019. However, not all the program administrators tracked the overall average efficiency rating, and whether these installed energy and water saving improvement products qualified for Energy Star program.
- An evaluation of the overall impact on property owners caused by the 97 percent cap on total PACE and mortgage-related debt was not included in this report. The 2019 data submitted by PACE program licensees will serve as the baseline for delinquencies reported in future years.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Licensing Data
Calendar Year 2019

PROGRAM ADMINISTRATOR LICENSING DATA

The table below shows the number of licensed PACE program administrators as of December 31, 2019. The table also includes the number of enrolled PACE solicitors and enrolled PACE solicitor agents at the calendar year end.

Table 14: Program Administrator, Solicitor, and Solicitor Agent Data

	2019
Number of Licensed Program Administrators as of December 31	5
Number of Program Administrators License Surrendered	0
Number of Program Administrators License Revoked	0
Number of Licensed Program Administrators as of December 31, 2019.	5
Number of Enrolled PACE Solicitors at December 31	6,443
Number of Enrolled PACE Solicitor Agents at December 31	51,095

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Violations Found During Examinations
Calendar Year 2019

VIOLATIONS FOUND DURING EXAMINATIONS

PACE program administrators are subject to an inspection, examination, or investigation by the Commissioner. The information provided in this section was obtained from regulatory examinations the DBO conducted of PACE program licensees from January 1, 2019 through December 31, 2019. These examinations were conducted under the authority of Financial Code sections 22690 and 22701.

The purpose of regulatory examinations is to obtain information about whether PACE program licensees have complied with the program's regulations. In 2019, the DBO conducted two regulatory examinations of two of the five program licensees.

Table 15: Number and Type of Violations

Violation Description	CFL Section	S&H	2019
Making consumer loans without being licensed as finance lender or broker	22100(a) and 22689(c)	5898.18	1
Provided false and misleading information to the property owner	22161(a)(2)		1
Failure to offer fee advertised to the property owner	22161(a)(3)		1
Failure to report PACE solicitor as enrolled	22680(a)		1
Engaged in the business with PACE solicitor not reported as enrolled	22680(d)		1
Failure to provide proof that PACE solicitor agents have completed and passed the test of the introductory training	22681(b)		1
The term of the PACE assessment contract exceeded the estimated useful life of the measure attributed to greatest portion of funds	22684(j)		1
Failure to utilize at least three automated valuation models	22685(a)(1)		1
Failure to verify whether the assessment contract was executed prior to work commencement	22686		2
Failure to determine that property owner has an ability to repay the annual PACE assessment payment	22686 and 22687		2
Failure to confirm the amount and sources of property owner's income during the oral confirmation of key terms call	22687(a)(6)		1
Failure to verify that price of PACE finance project is not different from paid in cash price	22689(c)	5926	1
Refinancing ineligible PACE assessment contract	22689(c)	5898.18	1
Disclosing the property owner's eligible amount of funds to the contractor	22689(c)	5925	1
No evidence that property owner agreed to receive electronic copy of document in lieu of printed copy	22689(c)	5898.16(b)(1) and 5898.17(a)	2
Failure to confirm the assessment contract and financing estimate and disclosure to all property owners	22689(c)	5902(g) and 5913	2

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Complaint Information and Recommendations for Improving Program
Calendar Year 2019

COMPLAINT INFORMATION

In 2019, a total of 157 complaints were received by the DBO related to PACE program administrators, PACE solicitors, and/or PACE solicitor agents. The tables below summarize issues covered in the complaints.

Table 16: PACE Program Related Complaints

	2019
Total number of complaints received	157
Total number of complaints awaiting resolution	53
Total number of complaints resolved	104

Table 17: Complaints by Complaint Reason

	2019
Administrative issue	1
Fraud allegation	4
Identity theft allegation	4
Investment fraud allegation	2
Mishandled transaction	14
Omission or misrepresentation of facts in application	4
Payment dispute	36
Unethical behavior or tactics	70
Other*	22

*Other includes complaints that did not specify a program administrator, solicitor, or solicitor agent, and complaints that were not under the DBO's jurisdiction.

RECOMMENDATIONS FOR IMPROVING PROGRAM

The licensing and regulation of the PACE program by DBO commenced on January 1, 2019. Currently, there are only five PACE program administrators licensed with DBO. Given these factors, the DBO believes making recommendations for improvement is premature at this time.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
Calendar Year 2019

LICENSING DATA

APPENDIX

The information provided in this section was obtained from statutorily required annual reports that PACE program administrators filed with the DBO. The data provided in this report represent the aggregate totals for five PACE program administrators.

Table 18: Number and Aggregate Amount of Assessment Contracts Funded

	2019
Total number of PACE assessments	12,335
Aggregate amount of PACE assessment funded	\$362,347,433

Table 19: Assessment Contract Term

	2019
Average term of assessment contract (in years)	19.85
Median term of assessment contract (in years)	20

Table 20: Number of Assessment Contracts by Interest Rate by Year

	2019
At or below 4.00%	520
4.01% – 8.00%	6,781
8.01% – 12.00%	5,034
12.01% – 16.00%	0
16.01% – 20.00%	0
Above 20%	0
Total PACE assessments	12,335

Table 21: Number of Assessment Contracts by APR by Year

	2019
At or below 4.00%	330
4.01% – 8.00%	4,064
8.01% – 12.00%	7,899
12.01% – 16.00%	42
16.01% – 20.00%	0
Above 20%	0
Total PACE assessments	12,335

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
Calendar Year 2019

Table 22: Residential Property Data

	2019
Aggregated average market value of property encumbered by mortgage-related PACE assessments	2,574,765
Aggregate median market value of property encumbered by mortgage-related and PACE assessments	448,180

Table 23: Delinquent PACE Assessments

	2019
Total delinquent amount	\$ 9,971,264
Average number of missed payments	1.60

Total delinquencies, by city, by county, and by ZIP Code.

Table 24: Defaulted PACE Assessments

	2019
Total defaulted amount	\$5,034,107
Average number of missed payments	3.50
Total number of parcels defaulted	760
Average number of years in default	1.56
Percentage of defaults represent of the total assessments within each ZIP Code	1.39%

Total defaulted amount, by city, by county, and by ZIP Code.

Table 25: Foreclosure Actions

Number of Foreclosure Actions	ZIP Code	Year of Assessment Contract	Original Amount of the Assessment Contract	Amount Owed upon Foreclosure	Purchased Price Paid for Property at Auction	Amount Recovered
1	93650	2017	16,888	0	335,000	0
1	94920	2016	43,787	4,262	717,129	4,262
2	95204	2016	24,192	0	0*	0
1	95688	2016	51,505	0	363,000	0

*Pending sale.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
Calendar Year 2019

Table 26: Number of PACE Assessments and Mortgage-Related Debt at the time the Assessment Contract was Entered

	2019
Above 97 percent cap on total PACE and mortgage-related debt	0
95.00 – 97.00 percent cap on total PACE and mortgage-related debt	871
90.10 – 94.99 percent cap on total PACE and mortgage-related debt	1,165
87.10 – 90.00 percent cap on total PACE and mortgage-related debt	674
85.10 – 87.00 percent cap on total PACE and mortgage-related debt	403
82.00 – 85.00 percent cap on total PACE and mortgage-related debt	634
Below 82 percent cap on total PACE and mortgage-related debt	8,588
Total PACE assessments	12,335

Table 27: Method of Determining the Market Value of the Property

	2019
Automated valuation model	11,351
Appraisal	984
Property valuation not obtained	0
Total PACE assessments	12,335

Table 28: Residual Income of the Property Owners

	2019
Average residual income of the property owners upon entering into the assessment contract	\$12,066
Median residual income of the property owners upon entering into assessment contract	\$7,444

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
Calendar Year 2019

**Table 29: PACE Assessments Funded Under
Emergency Procedures in Financial Code section 22687(e)**

Type of Improvement	Number of Improvements	2019 Average Cost
Central air conditioner emergency HVAC	13	\$12,028
Central air conditioner emergency, furnace emergency HVAC	5	\$12,073
Cool roof	1	\$4,000
Duct replacement emergency HVAC	1	\$14,281
Electric tankless water heater	1	\$7,995
Energy efficient	1	\$15,830
Furnace emergency HVAC	9	\$10,839
Heating and air conditioning package unit emergency HVAC	1	\$13,564
High-efficiency HVAC	2	\$14,273
Water conservation	27	\$13,672
Water delivery systems	2	\$7,930
Total Improvements	61*	

*A total of 55 PACE assessments was funded and recorded under the emergency procedures in Financial Code section 22687, subdivision (e). PACE assessment may include multiple improvements.



California Department of Business Oversight

Toll-Free 1-866-275-2677

TTY 1-800-735-2922

Online www.dbo.ca.gov