

NORTH CAROLINA COMMISSIONER OF BANKS

Consumer Finance Annual Report



2018

n o r t h c a r o l i n a

COMMISSIONER OF BANKS

Ray Grace
Commissioner



State of North Carolina

Roy Cooper
Governor

OFFICE OF THE COMMISSIONER OF BANKS

Ray Grace
Commissioner of Banks

To the Honorable Roy Cooper, Governor:

It is my pleasure to submit to you our 2018 Annual Report ("Report") on North Carolina-licensed consumer finance lenders ("CFLs"). The figures in this Report represent a compilation of unaudited reports submitted by licensees in accordance with N.C.G.S. § 53 184(b).

On December 31, 2018, there were 76 CFLs with 461 branch offices in North Carolina (see Chart A for 5-year trend).

Given the diversity in the size of the CFLs, we have separated them into three segments in various charts within this Report. Large CFLs are defined as those having 40 or more branch locations, medium as those having 7-39 branch locations and small as those with 6 or fewer branch locations.

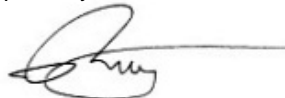
For the year ended December 31, 2018, CFLs reported aggregate outstanding loans of \$1,211,500,220 and stated equity of \$314,327,616. Assets of these lenders totaled \$1,271,779,110 in 2018, a 17% increase over the previous year's \$1,083,505,210 (see Chart B for 5-year trend). Almost half of CFLs noted a decrease in total loans receivables in 2018. Loan loss reserves increased as a result of significant increases in unsecured loans. CFLs are and have been experiencing increased competition from fintech companies and credit unions who are able to offer non-traditional lending products.

The consumer lending landscape continues to be shaped by entities seeking to find ways to make higher-cost short-term loan programs sustainable. While the industry experienced a profitable year in 2018 in the aggregate, 34% of individual CFLs reported operating losses. Aggregate short-term loan delinquencies and charge-offs increased. Provision for credit losses expense and interest expense equated to approximately 34% of aggregate total income.

Access to credit for loans \$1,000 and less continues to decline. Large CFLs have been withdrawing from this market, and in 2018, medium and small companies withdrew from the market, resulting in a further reduction in this lending space of more than \$5 million. These small personal loans are often used to cover unforeseen expenses such as medical bills and car repairs by borrowers with limited funds and less than satisfactory credit history. The CFLs report that the high overhead cost required to manage the risk in these loans is challenging to accommodate with their business models. In response to this expense, coupled with increasing regulatory pressure and profitability concerns, CFLs have significantly curtailed smaller loans in their portfolios.

As a convenience to the public and the industry, this report is also available on the Commissioner of Banks' website at <https://www.nccob.gov/Public/News/NRPubAndResearch.aspx>.

Respectfully submitted,



Ray Grace,
Commissioner of Banks

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An Equal Opportunity/Affirmative Action Employer

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The North Carolina Consumer Finance Act

The North Carolina Consumer Finance Act, N.C.G.S. § 53-164 et seq (the Act), authorizes the Office of the Commissioner of Banks (NCCOB) to license and supervise finance companies that offer installment loans to North Carolina consumers. The Act authorizes interest rates on loans in excess of the limits otherwise applicable under Chapter 24 of the North Carolina General Statutes.

Lenders that do not charge rates in excess of those permitted by Chapter 24 are exempted from the Act. Also exempted are banks, trust companies, savings and loan associations, cooperative credit unions, agricultural credit corporations, production credit associations, pawn brokers, and installment paper dealers.

Amendments to the Act adopted during the 2013 Legislative Session resulted in a revised interest rate structure effective for loans made after July 1, 2013. Due to this change, there were two rate structures in place for loans originated during the period covered by this report.

Loans Made Prior to July 1, 2013. The rates authorized under the Act as it existed prior to July 1, 2013, provided for loans of \$3,000 or less made subject to G.S. § 53-173 and loans of \$10,000 or less made subject to G.S. § 53-176. Loan terms under both G.S. § 53-173 and G.S. § 53-176 were no less than 6 months and no more than 84 months, payable in substantially equal consecutive monthly installments.

- Licensees subject to G.S. § 53-173 were permitted interest rates of 36% per year on the portion of the unpaid principal balance not exceeding \$600 and 15% on the remainder

- Licensees subject to G.S. § 53-176 were permitted interest rates of 30% per year on the unpaid balance not exceeding \$1,000 and 18% on the remainder up to \$7,500. In addition, loans exceeding \$7,500 were restricted to a flat rate of 18% per year.

Loans Made After July 1, 2013. Following the passage of Session Law 2013-162 (Senate Bill 489), rate structures under the Act were consolidated into G.S. § 53-176. NCCOB grandfathered all licensees formerly operating under § 53-173 into § 53-176 in an effort to ease this transition. Under the revised G.S. § 53-176, the maximum loan amount was increased to \$15,000 with a minimum term of 12 months and a maximum of 96 months, payable in substantially equal consecutive monthly installments.

- For loans of less than \$10,000, all licensees are now permitted to charge 30% per year on the unpaid balance not exceeding \$4,000, 24% per year on the principal balance of more than \$4,000 and less than \$8,000, and 18% on the remainder up to 15,000. Loans of more than \$10,000 are restricted to a flat interest rate of 18% per year.

Chart A

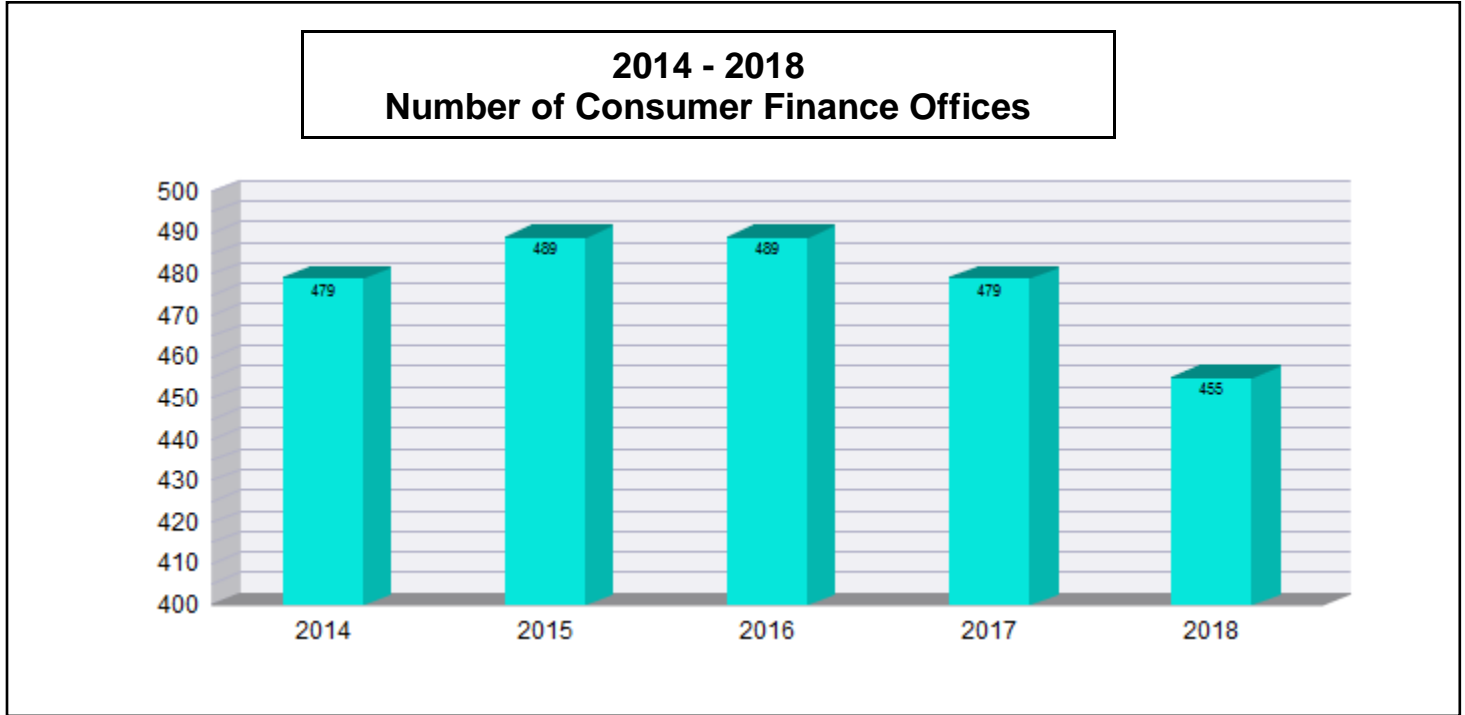
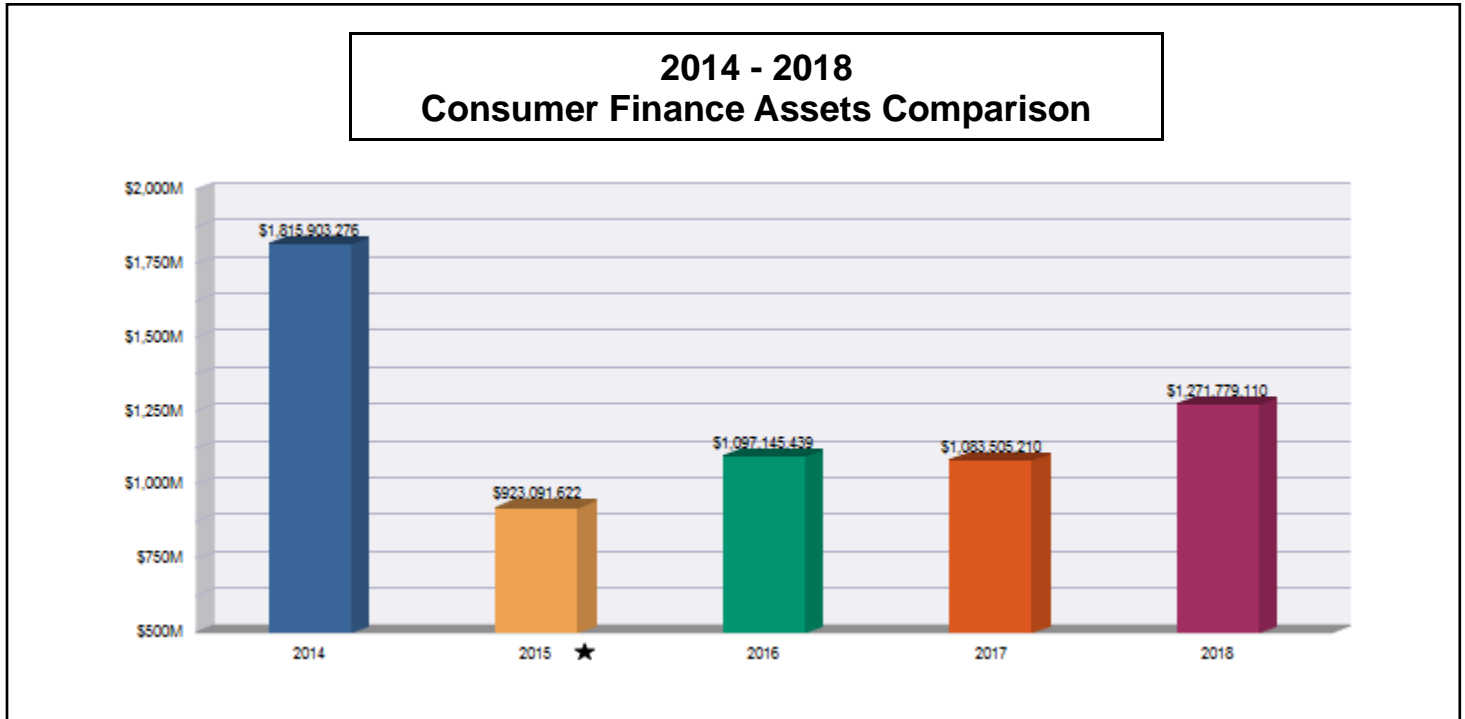


Chart B



★ Change in 2015 assets due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

Consumer Finance Act Licensees

December 31, 2018

Licensee Home Office	Number of Operating Locations	Loan Category	Loans Receivable (\$)
Allied Finance Company of Kannapolis, Inc. 2113 Dale Earnhardt Blvd. Kannapolis, NC 28082	2	G.S. 53-176	171,946
Allied Financial Services, Inc. 821 Baxter Street, Suite 307 Charlotte, NC 28202	13	G.S. 53-176	26,416,690
Amity Finance of Kings Mountain, Inc. 219 South Battleground Avenue Kings Mountain, NC 28086	1	G.S. 53-176	1,384,545
Amity Finance of Mooresville, Inc. 236 North Main Street Mooresville, NC 28115	1	G.S. 53-176	451,542
Amity Finance, Inc. 2477 East Ozark Avenue Gastonia, NC 28054	1	G.S. 53-176	800,423
Atlantic Discount Corporation 1300 S. Croatan Highway Kill Devil Hills, NC 27948	3	G.S. 53-176	5,344,698
ATP Investments, LLC 320 N. Salem Street, Unit 106 Apex, NC 27502	1	G.S. 53-176	301,774
Automatic Financing, Inc. 7048 Knightdale Blvd Suite 100 Knightdale, NC 27545	1	G.S. 53-176	2,809,057
Baraka Financial Services, Inc. 8307 University Executive Park Drive, Suite 244 Charlotte, NC 28262	1	G.S. 53-176	60,673
Basic Finance, Inc. 4664 NC Hwy 90 East Hiddenite, NC 28636	9	G.S. 53-176	32,805,052
Brighter Financial, Inc. 285 N. Talbert Blvd. Lexington, NC 27292	1	G.S. 53-176	1,463,527

Cape Fear Finance Company, LLC 8126 E. Brainerd Rd. #116 Chattanooga, TN 37421	1	G.S. 53-176	1,519,727
Cape Fear Lending Inc. 7050 Market Street Wilmington, NC 28411	1	G.S. 53-176	645,346
Capitol Credit Company 745 Carolina Avenue Washington, NC 27889	2	G.S. 53-176	2,999,095
Cardinal Finance Company of Lumberton, Inc. 406 North Chestnut Street Lumberton, NC 28358	1	G.S. 53-176	345,237
Cardinal Finance Company of Whiteville, Inc. 608 S. Madison Street Whiteville, NC 28472	1	G.S. 53-176	815,141
Carolina Finance Company of Tarboro N.C., Inc. 423 Main Street Tarboro, NC 27886	1	G.S. 53-176	46,516
Century Finance, Inc. 453 Sunset Avenue Rocky Mount, NC 27804	8	G.S. 53-176	14,388,684
Choice Loan of Georgia, Inc. 25 Technology Parkway South, Ste. 201 Peachtree Corners, GA 30092	2	G.S. 53-176	66,458
Coastal Finance Company, Inc. 5113-D Hwy 70 W Morehead City, NC 28557	5	G.S. 53-176	6,863,273
Consumer Financial Services Inc. 119 S. Van Buren Road Eden, NC 27288	1	G.S. 53-176	2,173,390
Creekside Finance, Inc. 845 Blowing Rock Blvd. STE. L4 Lenoir, NC 28645	6	G.S. 53-176	12,190,401
Delmarva Funding 9201 Corporate Blvd, Suite #110 Rockville, MD 20850	1	G.S. 53-176	32,290
Eastern Financial Services, LLC 2512 Charles Boulevard Greenville, NC 27858	1	G.S. 53-176	362,490

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Foothills Family Finance LLC 524 West Fleming Drive Morganton, NC 28655	1	G.S. 53-176	1,116,998
Future Financial Services, LLC 827 Hardee Road Kinston, NC 28504	4	G.S. 53-176	3,686,185
Greene Finance Corporation 141 N. Main Street Mount Airy, NC 27030	1	G.S. 53-176	704,899
Greenville Financial Services, Inc. 700 E. Arlington Blvd. Greenville, NC 27858	1	G.S. 53-176	1,058,416
Hanover Financial Services, Inc. 4230 Market Street Wilmington, NC 28405	1	G.S. 53-176	2,523,978
Happy Money, Inc. 1700 Flight Way, Suite 300 Tustin, CA 92782	1	G.S. 53-176	19,459
Heritage Finance Co., Inc. 687 Rutherford Road Marion, NC 28752	4	G.S. 53-176	4,405,167
Holiday Finance, Inc. 1410 Dale Earnhardt Blvd. Kannapolis, NC 28083	1	G.S. 53-176	1,087,508
Home Credit Corporation, Inc. 946 West Andrews Avenue Henderson, NC 27536	10	G.S. 53-176	8,229,563
Imperial Finance Company of Mount Olive, Incorporated 507-A N. Breazeale Avenue Mount Olive, NC 28365	1	G.S. 53-176	784,855
KR Finance, LLC 406 US Highway 70 SE Hickory, NC 28602	1	G.S. 53-176	42,431
Kuber Financial, LLC 400 Spectrum Center Dr., Suite 350 Irvine, CA 92618	1	G.S. 53-176	0*
Lend Street Financial, Inc. 1714 Franklin Street Oakland, CA 94612	1	G.S. 53-176	718,092

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Lendmark Financial Services, LLC 2118 Usher Street Covington, GA 30014	47	G.S. 53-176	259,957,857
M & J Loans of Shelby, Inc. 409 S. LaFayette St. Shelby, NC 28151	1	G.S. 53-176	972,833
Macon Credit Company, Inc. 339 Westgate Road Franklin, NC 28734	1	G.S. 53-176	1,206,523
Mariner Finance North Carolina, Inc. 8211 Town Center Drive Nottingham, MD 21236	37	G.S. 53-176	30,468,263
Marion Credit Company, Inc. 216 South Main Street Marion, NC 28752	1	G.S. 53-176	1,864,290
Metrolina Credit Company of Burlington, Inc. 2260 South Church Street, Suite 407 Burlington, NC 27216	1	G.S. 53-176	568,191
Mid-East Acceptance Corporation of N.C., Inc. 3015 S. Memorial Drive Greenville, NC 27834	3	G.S. 53-176	2,825,920
Mid-South Finance, LLC 709 W. Front Street Lillington, NC 27546	1	G.S. 53-176	393,079
Mid-State Financial, LLC 3801 Sunset Avenue Rocky Mount, NC 27804	1	G.S. 53-176	2,477,271
Mitchell Credit Company , Inc. 155 Oak Avenue Spruce Pine, NC 28777	1	G.S. 53-176	1,338,342
National Finance Company, Inc. 1500 South Horner Boulevard Sanford, NC 27330	23	G.S. 53-176	37,189,517
New Southern Loans, Inc. 7041 Knightdale Blvd Knightdale, NC 27545	6	G.S. 53-176	9,824,619
Nicholas Financial, Inc. 2454 McMullen Booth Rd, Bldg. C Suite 501B Clearwater, FL 33759	5	G.S. 53-176	1,311,269
North State Acceptance, L.L.C. 2305 East Millbrook Road Raleigh, NC 27604	9	G.S. 53-176	5,561,502

Omni Financial of Nevada, Inc. One Radisson Plaza, Suite 804 New Rochelle, NY 10801	2	G.S. 53-176	8,836,546
OneMain Financial Group, LLC 100 International Drive, 16th Baltimore, MD 21202	104	G.S. 53-176	486,155,594
Port City Finance Company LLC 5733 Oleander Drive Wilmington, NC 28403	2	G.S. 53-176	351,109
Professional Financial Services of North Carolina, LLC 181 Security Place Spartanburg, SC 29307	7	G.S. 53-176	842,273
Quality Finance Co., Inc. 2719 Graves Drive, Building 20, Suite B Goldsboro, NC 27534	2	G.S. 53-176	1,579,026
Regional Finance Corporation of North Carolina 979 Batesville Road, Suite B Greer, SC 29651	37	G.S. 53-176	76,444,730
Royalty Management Corporation 200 South Broad Street Edenton, NC 27932	5	G.S. 53-176	4,489,930
Scratch Financial, Inc. 225 S. Lake Ave. Suite 250 Pasadena, CA 91101	1	G.S. 53-176	364,319
Security Credit Corporation 710 S. Brightleaf Blvd. Smithfield, NC 27577	1	G.S. 53-176	2,568,225
Select Acceptance Corporation 3004 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	496,653
Simple Path Financial LLC 16842 Von Karman Ave, Suite 200 Irvine, CA 92606	1	G.S. 53-176	10,400
Southern Loans, Inc. 112 S. Pearl Street Rocky Mount, NC 27804	5	G.S. 53-176	8,533,427
Time Investment Corporation 1501-C W. Arlington Blvd. Greenville, NC 27835	24	G.S. 53-176	90,900,364















Trophy Financial, Inc. 452 S. Main Street Laurinburg, NC 28352	2	G.S. 53-176	4,080,647
Turner Finance Co., Inc. 24 South Brady Avenue, Suite A Newton, NC 28658	1	G.S. 53-176	1,783,138
Universal Acceptance Corporation 2600 Discovery Drive Raleigh, NC 27616	1	G.S. 53-176	176,256
Universal Finance, Inc. 700 12th Street Dr NW Hickory, NC 28601	7	G.S. 53-176	13,917,872
Wagner Financial Services, Inc. 175 Jonestown Road Winston-Salem, NC 27104	3	G.S. 53-176	3,003,611
Welcome Finance Company , Inc. 112 West Center Street Mebane, NC 27302	17	G.S. 53-176	11,551,428
Whitestone Financial CPS Inc. 1713 Spring Garden St. Greensboro, NC 27403	1	G.S. 53-176	183,709
Whitestone Financial, Inc. 1796 Silas Creek Parkway Winston-Salem, NC 27103	1	G.S. 53-176	104,652
WNC Credit Company, Inc. 48 N. Church Street Murphy, NC 28906	1	G.S. 53-176	331,309
TOTALS	456		\$1,211,500,220

* Licensed as of December 31, 2018. However, no loans receivable were on licensee's books as of this date.







Alpha Finance Company 38 East Cheek Street Sparta, NC 28675	1	G.S. 53-176	Date Closed: 11/19/2019
ML Credit Group, LLC 7140A East Independence Blvd. Charlotte, NC 28227	3	G.S. 53-176	Date Closed: 4/30/2019
OneMain Consumer Loan, Inc. 970 Branchview Dr. NE, Suite 130 Concord, NC 28025	1	G.S. 53-176	Date Closed: 2/4/2019

Number of Consumer Finance Offices by Region and County

Mountain

	Alleghany	2
	Ashe	4
	Buncombe	10
	Burke	7
	Caldwell	6
	Cherokee	3
	Haywood	3
	Henderson	6
	Lincoln	2
	Macon	3
	Mitchell	2
	Watauga	1
	Wilkes	6
	Yancey	1

Population **

	Less than 20,000		80,000 - 200,000
	20,000 - 50,000		200,000 - 500,000
	50,000 - 80,000		Greater than 500,000







** 2018 Provisional County Population Estimates
(www.osbm.state.nc.us/ncosbm/facts_and_figures)

Number of Consumer Finance Offices by Region and County

Piedmont

 Alamance	11	 Rowan	6
 Alexander	2	 Rutherford	4
 Anson	1	 Stanly	5
 Cabarrus	10	 Surry	7
 Catawba	12	 Union	6
 Cleveland	8	 Vance	7
 Davidson	4	 Wake	25
 Davie	2	 Yadkin	1
 Durham	8		
 Forsyth	18		
 Franklin	3		
 Gaston	8		
 Guilford	19		
 Iredell	11		
 Lee	5		
 McDowell	5		
 Mecklenburg	14		
 Moore	3		
 Orange	1		
 Person	2		
 Randolph	3		
 Richmond	7		
 Rockingham	8		





























Population **

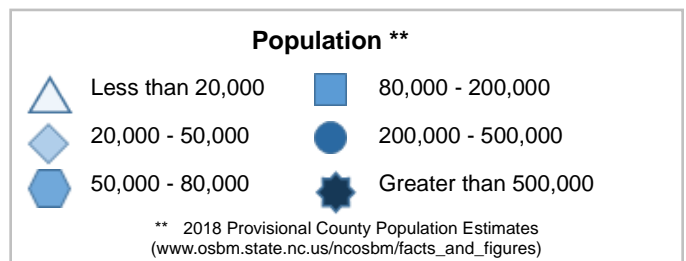
 Less than 20,000	 80,000 - 200,000
 20,000 - 50,000	 200,000 - 500,000
 50,000 - 80,000	 Greater than 500,000

** 2018 Provisional County Population Estimates
(www.osbm.state.nc.us/ncosbm/facts_and_figures)

Number of Consumer Finance Offices by Region and County

Coastal

 Beaufort	5	 Sampson	4
 Brunswick	3	 Scotland	5
 Carteret	4	 Washington	1
 Chowan	2	 Wayne	10
 Columbus	4	 Wilson	7
 Craven	4		
 Cumberland	14		
 Dare	1		
 Duplin	3		
 Edgecombe	3		
 Halifax	8		
 Harnett	6		
 Hertford	4		
 Hoke	1		
 Johnston	10		
 Lenoir	5		
 Martin	4		
 Nash	9		
 New Hanover	15		
 Onslow	7		
 Pasquotank	5		
 Pitt	16		
 Robeson	8		



Consolidated Balance Sheet

January 1, 2018 - December 31, 2018

Assets	2018	2017
Cash	\$ 18,965,814	\$ 41,978,206
Loans Receivable	1,211,500,220	1,019,024,638
Less Reserve for Loan Losses	69,030,715	50,548,632
Net Loans Receivable	1,142,469,505	968,476,006
Real Estate	3,437,997	2,914,469
Furniture and Equipment	11,496,188	13,426,033
Unamortized Fee	-1,918,310	-1,837,361
Other Assets	97,327,916	58,547,857
Total Assets	\$ 1,271,779,110	\$ 1,083,505,210

Liabilities, Net Worth and Shareholders' Equity

Accounts and Notes Payable		
(a) Banks and other lending institutions	\$ 409,074,910	\$ 397,108,663
(b) Parent company or affiliates	443,294,385	133,595,108
(c) Other	58,350,268	284,067,543
Total Accounts and Notes Payable	910,719,563	814,771,314
Other Liabilities	46,731,931	38,991,259
Total Liabilities	957,451,494	853,762,573
Net Worth and Shareholders' Equity	314,327,616	229,742,637
Total Liabilities, Worth and Shareholders' Equity	\$ 1,271,779,110	\$ 1,083,505,210

Consolidated Statement of Income and Expense

January 1, 2018 - December 31, 2018

Income**2018**

Interest Collected and Earned on Loans under 53-176	\$ 269,245,070
Insurance Income, Including Origination Fees	28,928,336
Loan Processing Fees Under G.S. 53-176(b)	7,542,146
Loan Filing Fees (UCC-1)	10,416
NSF	613,489
Non-filing fees	2,030,539
Late Fee	12,736,182
Deferral Charge	629,937
Other Income	47,422,823
Total Income	\$ 369,158,938

Expenses

Salaries, wages, and benefits	\$ 99,933,618
Occupancy expense	16,396,557
Depreciation and amortization	3,045,932
Interest Expense	57,402,577
Provision for credit losses	69,773,370
Information Technology Services	6,533,069
Product Management Services	1,943,283
Administrative Expenses	17,988,131
Management Fees	10,408,402
Provision for State & Local Taxes	567,990
Other expenses	30,601,133
Total Expenses, Before Income Taxes	\$ 314,594,062
Net Income, Before Income Taxes	\$ 54,564,876
Income Taxes (tax credits are entered as negative)	1,417,485
Net Income	\$ 53,147,391

Loan Classifications

January 1, 2018 - December 31, 2018

Loan Balances

	Number	Amount
Loans Receivable, Beginning of Year*	305,926	\$ 914,608,358
Loans Made During the Year	456,305	1,641,741,205
Loan Balances Purchased During the Year	0	884,949
Loan Balances Sold During the Year	17,869	211,575,077
Loan Balances Charged Off During the Year	28,453	85,148,278
Collections of Principal During the Year	0	1,049,010,937
Loans Receivable Outstanding at End of Period	327,879	\$ 1,211,500,220

Loans By Size

Loans Made During the	Number	Amount
(a) \$600.00 or less	5,636	\$ 2,805,456
(b) \$600.01 to \$1,000.00	20,097	16,043,992
(c) \$1,000.01 to \$3,000.00	245,379	442,416,592
(d) \$3,000.01 to \$5,000.00	76,060	285,526,644
(e) \$5,000.01 to \$7,500.00	53,887	328,399,794
(f) \$7,500.01 to \$10,000.00	23,967	204,680,459
(g) \$10,000.01 to \$12,500.00	23,620	256,821,274
(h) \$12,500.01 to \$15,000.00	7,659	105,046,994
Total Loans Made	456,305	\$ 1,641,741,205

Loans By Type of Security

Loans Made During the	Number	Amount
(a) Personal property	238,157	\$ 568,344,991
(b) Signature endorsement	120,261	552,326,735
(c) Motor vehicles	93,856	504,536,209
(d) Other consideration	4,031	16,533,270
Total Loans Made During the Period	456,305	\$ 1,641,741,205

Loans By Type of Borrower

Loans Made During the	Number	Amount
(a) Which renewed existing accounts	281,900	\$ 1,096,670,277
(b) To former borrowers	51,500	144,215,650
(c) To new borrowers	122,905	400,855,278
Total Loans Made During the Period	456,305	\$ 1,641,741,205

* Does not match prior years' published chart for loans outstanding at end of period due to unreported disposition of loan balances by companies no longer licensed at reporting date.

Other Consumer Finance Loan Data

January 1, 2018 - December 31, 2018

Number of Loan Applications:	Number	
(a) Approved*	420,217	
(b) Withdrawn	93,842	
(c) Denied	508,675	
Loans with specified fees collected:	Number	Amount
(a) Processing fees	279,027	\$ 7,542,146
(b) UCC-1	392	10,416
(c) Returned check fees	23,380	613,489
(d) Non-Filing fees: Third Party	68,988	1,642,484
(e) Non-Filing fees: Self Insurance	17,724	388,055
(f) Late Fees	715,336	12,736,182
(g) Deferral Charges	14,273	629,937
Loans with credit insurance and net premiums collected	Number	Premiums Charged
(a) Credit life insurance	198,001	\$ 5,700,562
(b) Credit accident and health insurance	105,084	9,094,712
(c) Credit unemployment insurance	76,476	7,210,211
(d) Credit property insurance	212,469	3,549,631
(e) Other insurance	0	3,373,220
As of December 31, total number and amount of loans:	Number	Amount
(a) Current or less than 30 days past due	335,965	\$ 1,112,745,639
(b) 30-59 days past due	14,510	48,719,130
(c) 60-89 days past due	4,617	12,516,884
(d) 90 + days past due	12,116	34,187,376
Defaults, repossessions and filing insurance:	Number	Amount
(a) Loan balances charged off	28,453	\$ 85,148,278
(b) Recoveries	13,506	7,212,003
(c) Where collateral was repossessed	2,146	8,413,074
(d) Where claim made against non-filing insurance policy	1,007	1,346,516

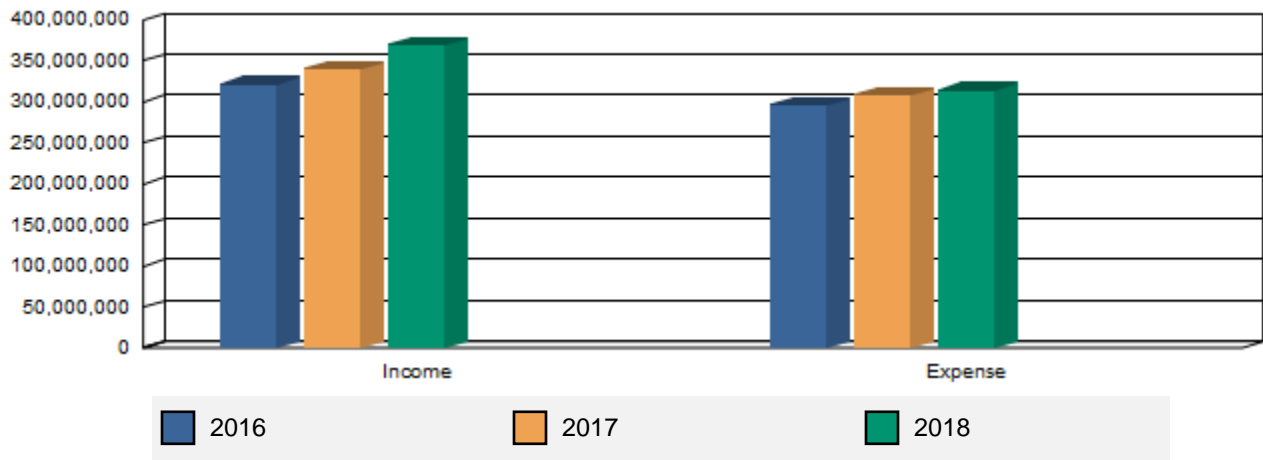
* Approved applications do not necessarily reflect loans made in this reporting period.

Changes in Receivables and Related Categories

	2017	2018	% of change
Loan Receivables	\$1,019,024,638	\$1,211,500,220	16
Loan Loss Reserves	\$50,548,632	\$69,030,715	27
Total Assets	\$1,083,505,210	\$1,271,779,110	15
Total Liabilities	\$853,762,573	\$957,451,494	11
Net Worth of Firms	\$229,742,637	\$314,327,616	27

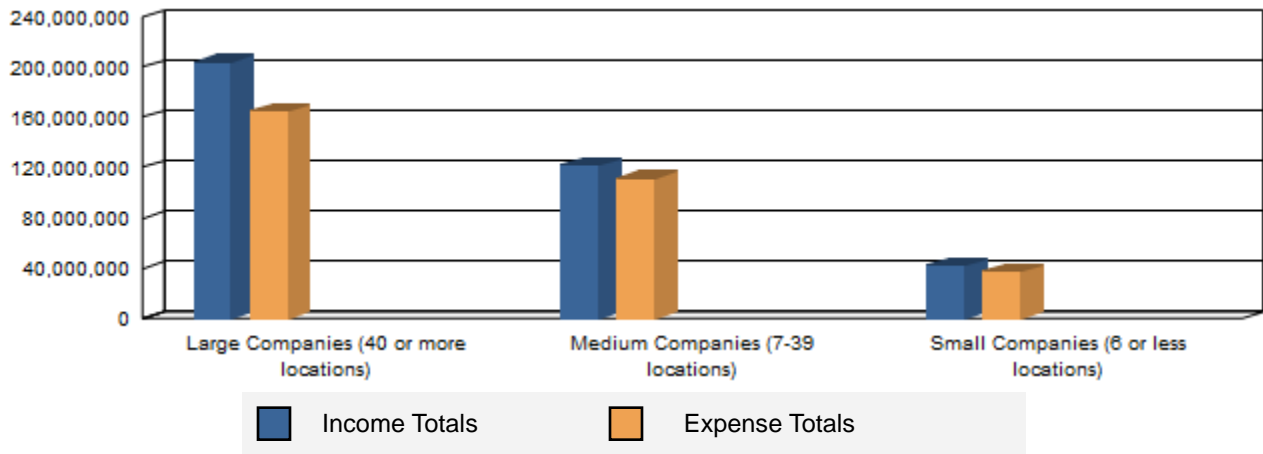
Income and Expense Comparison

	2016	2017	2018
Income	\$321,990,369	\$341,431,822	\$369,158,938
Expense	\$297,109,399	\$308,219,011	\$314,594,062



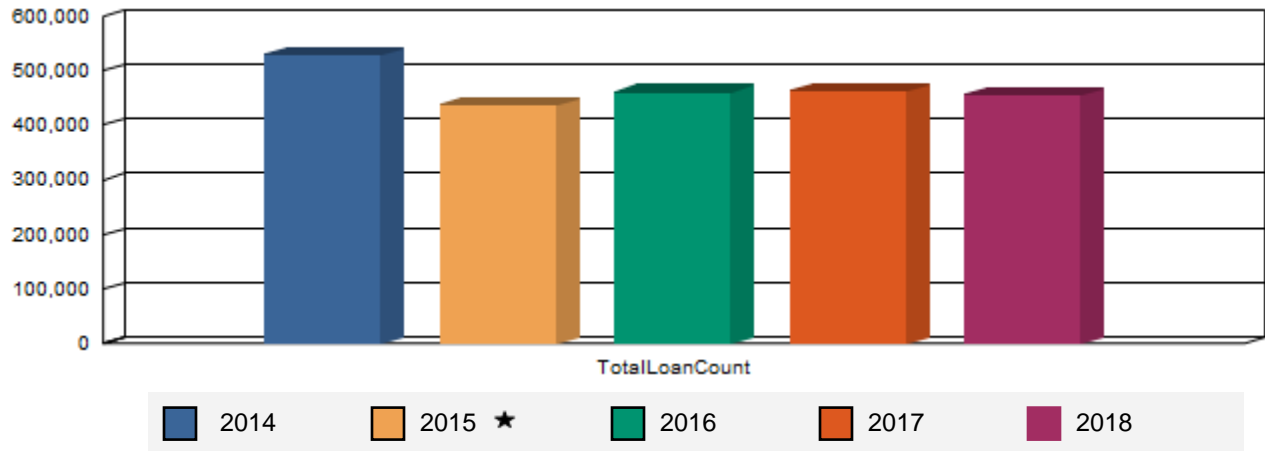
Income and Expense Comparison by Company Size for 2018

	Income Totals	Expense Totals
Large Companies (40 or more locations)	\$204,030,631	\$165,699,151
Medium Companies (7-39 locations)	\$122,426,307	\$111,744,885
Small Companies (6 or less locations)	\$42,702,000	\$37,150,026



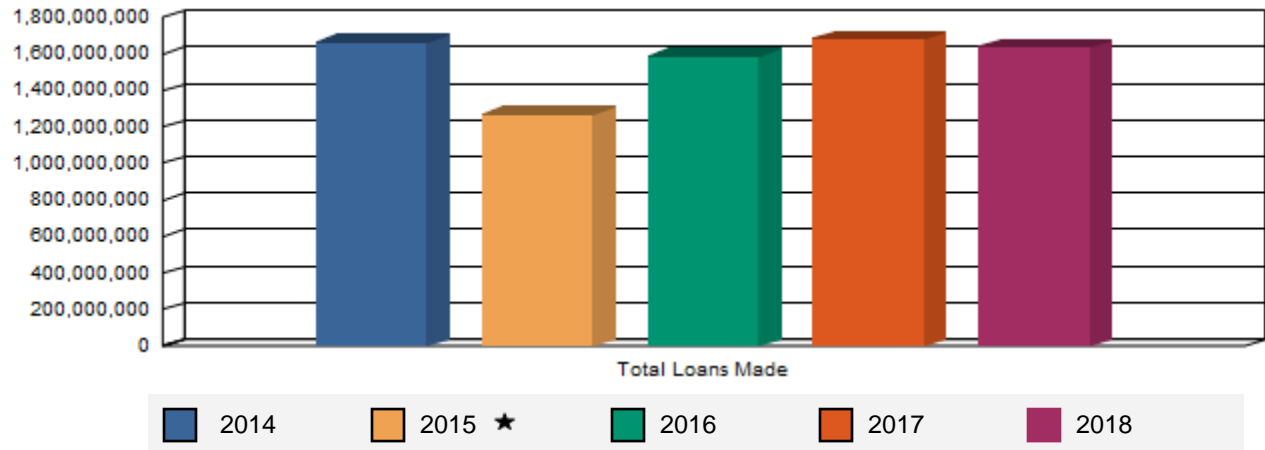
Total Number of Loans Made by Year

	2014	2015	2016	2017	2018
TotalLoanCount	528,479	438,615	461,910	463,888	456,305



Total Dollar Amount of Loans Made by Year

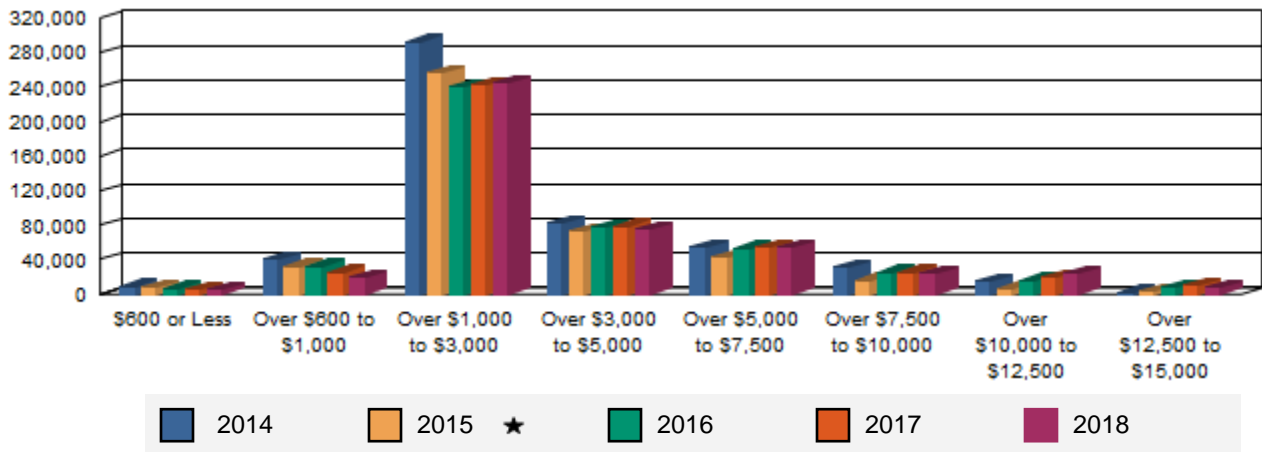
	2014	2015	2016	2017	2018
Total Loans Made	\$1,664,759,350	\$1,269,737,046	\$1,590,325,041	\$1,683,936,658	\$1,641,741,205



★ Change in 2015 assets due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

Classification of Loans by Size (Number)

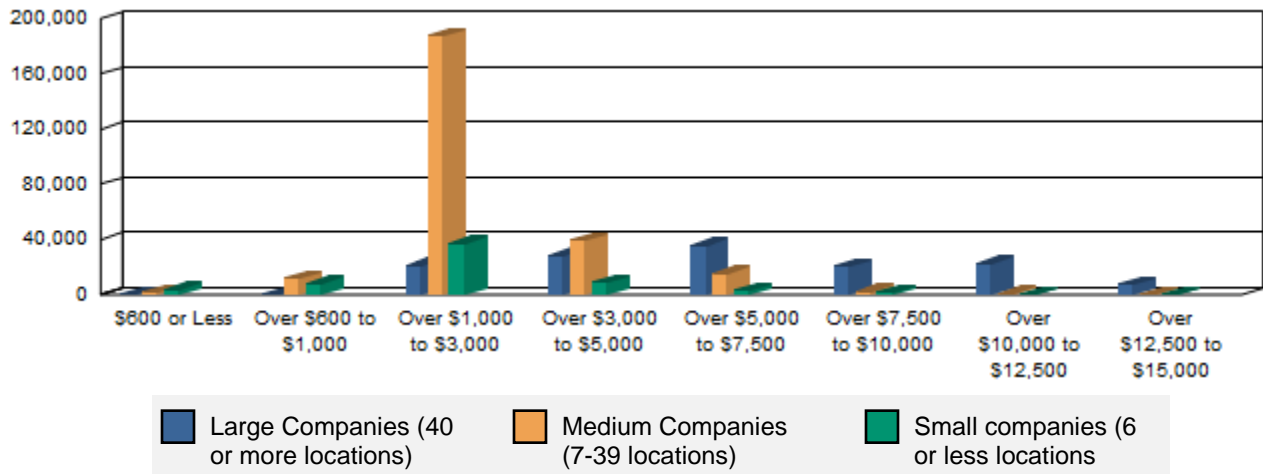
	2014	2015	2016	2017	2018
\$600 or Less	9,475	8,006	7,259	5,955	5,636
Over \$600 to \$1,000	40,866	32,466	32,207	25,547	20,097
Over \$1,000 to \$3,000	292,794	256,020	240,924	242,779	245,379
Over \$3,000 to \$5,000	81,972	72,879	78,541	78,728	76,060
Over \$5,000 to \$7,500	53,903	43,485	53,677	55,324	53,887
Over \$7,500 to \$10,000	31,483	16,301	25,580	25,775	23,967
Over \$10,000 to \$12,500	15,654	6,714	16,211	19,830	23,620
Over \$12,500 to \$15,000	2,332	2,744	7,511	9,950	7,659



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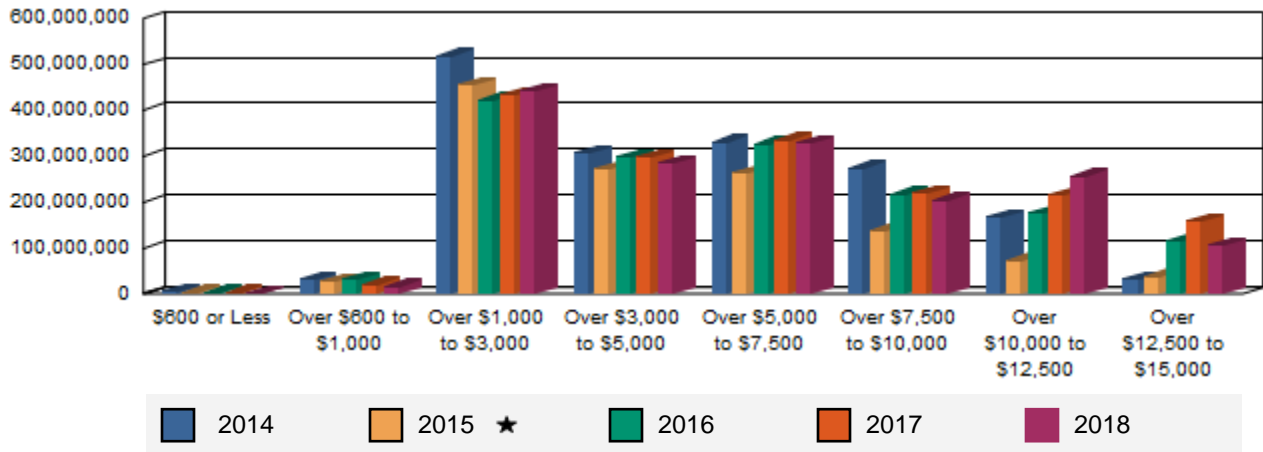
2018 Loans by Size of Company (Number)

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	149	1,629	3,858
Over \$600 to \$1,000	306	11,659	8,132
Over \$1,000 to \$3,000	21,040	187,337	37,002
Over \$3,000 to \$5,000	28,682	38,935	8,443
Over \$5,000 to \$7,500	35,732	15,382	2,773
Over \$7,500 to \$10,000	20,578	2,175	1,214
Over \$10,000 to \$12,500	22,543	692	385
Over \$12,500 to \$15,000	6,989	409	261



Classification of Loans by Size (\$ Amount)

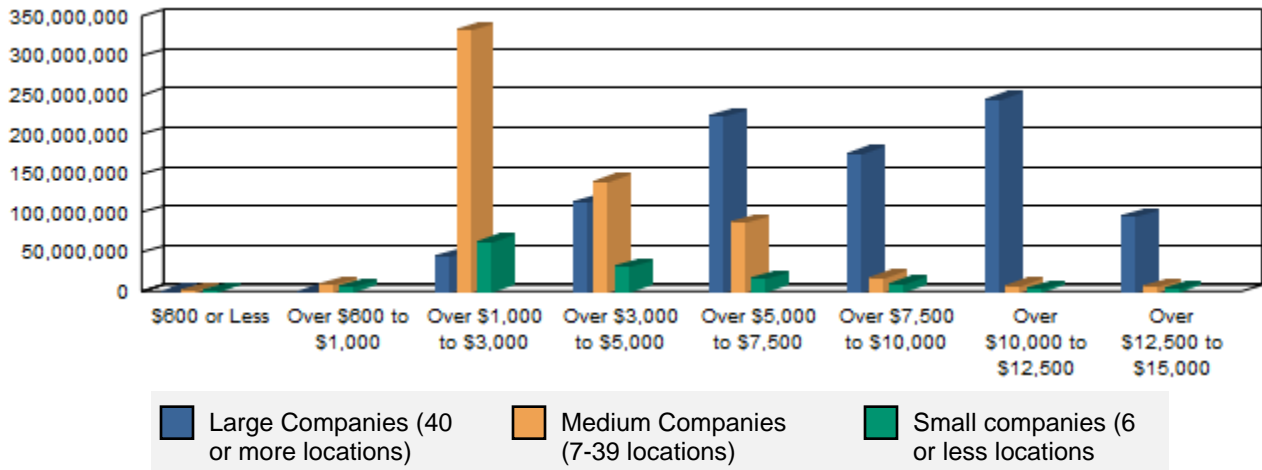
	2014	2015	2016	2017	2018
\$600 or Less	\$4,963,269	\$4,187,149	\$3,569,491	\$3,022,872	\$2,805,456
Over \$600 to \$1,000	\$33,103,887	\$26,274,073	\$31,403,372	\$21,157,702	\$16,043,992
Over \$1,000 to \$3,000	\$518,051,791	\$454,996,105	\$422,572,609	\$434,328,201	\$442,416,592
Over \$3,000 to \$5,000	\$307,896,581	\$271,880,627	\$298,112,822	\$297,074,568	\$285,526,644
Over \$5,000 to \$7,500	\$330,368,375	\$262,115,998	\$326,984,704	\$334,700,798	\$328,399,794
Over \$7,500 to \$10,000	\$273,830,809	\$138,733,370	\$217,455,013	\$219,732,525	\$204,680,459
Over \$10,000 to \$12,500	\$165,753,609	\$72,878,181	\$176,656,000	\$215,593,732	\$256,821,274
Over \$12,500 to \$15,000	\$30,791,029	\$38,671,543	\$113,571,030	\$158,326,260	\$105,046,994



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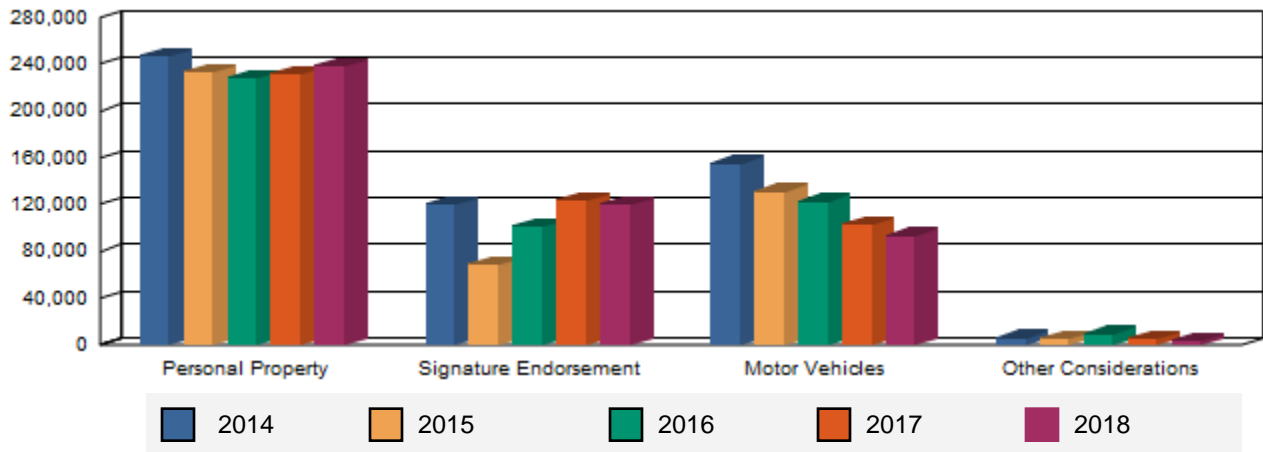
2018 Loans by Size of Company (\$ Amount)

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	\$69,027	\$883,578	\$1,852,851
Over \$600 to \$1,000	\$247,891	\$9,363,582	\$6,432,519
Over \$1,000 to \$3,000	\$45,016,262	\$333,410,093	\$63,990,237
Over \$3,000 to \$5,000	\$113,890,019	\$140,086,439	\$31,550,186
Over \$5,000 to \$7,500	\$223,381,225	\$88,414,416	\$16,604,153
Over \$7,500 to \$10,000	\$175,873,722	\$18,271,754	\$10,534,983
Over \$10,000 to \$12,500	\$245,020,991	\$7,583,016	\$4,217,267
Over \$12,500 to \$15,000	\$95,563,688	\$5,731,055	\$3,752,251



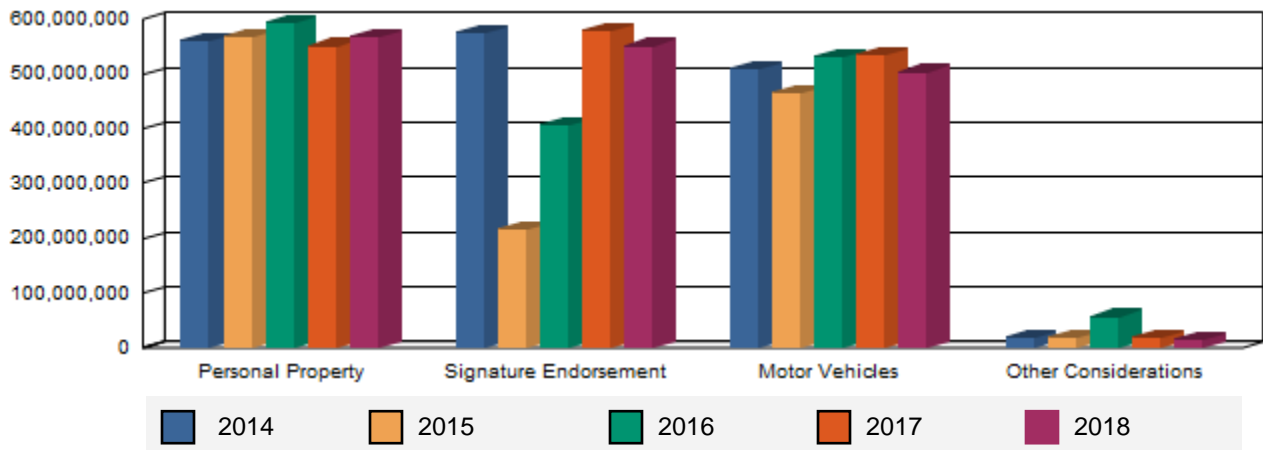
Loans by Type of Security (Number)

	2014	2015	2016	2017	2018
Personal Property	246,968	233,159	228,446	231,811	238,157
Signature Endorsement	119,828	68,762	100,990	123,886	120,261
Motor Vehicles	155,593	131,371	123,025	102,841	93,856
Other Considerations	6,090	5,323	9,449	5,350	4,031



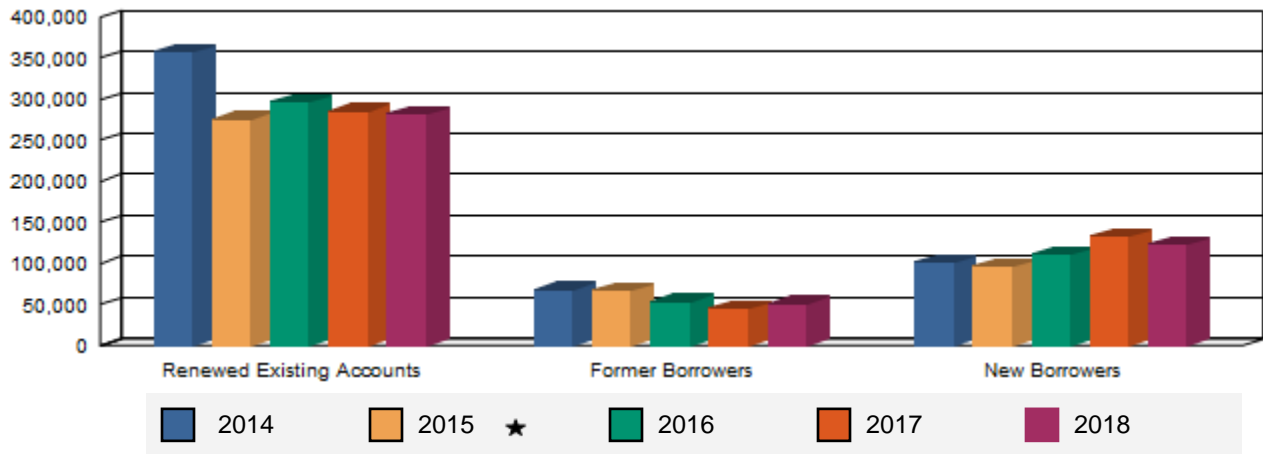
Loans by Type of Security (\$ Amount)

	2014	2015	2016	2017	2018
Personal Property	\$561,231,719	\$567,306,754	\$593,716,226	\$551,484,480	\$568,344,991
Signature Endorsement	\$575,003,692	\$217,170,037	\$406,662,983	\$578,203,625	\$552,326,735
Motor Vehicles	\$508,979,808	\$465,928,899	\$531,888,863	\$535,281,209	\$504,536,209
Other Considerations	\$19,544,131	\$19,331,356	\$58,056,969	\$18,967,344	\$16,533,270



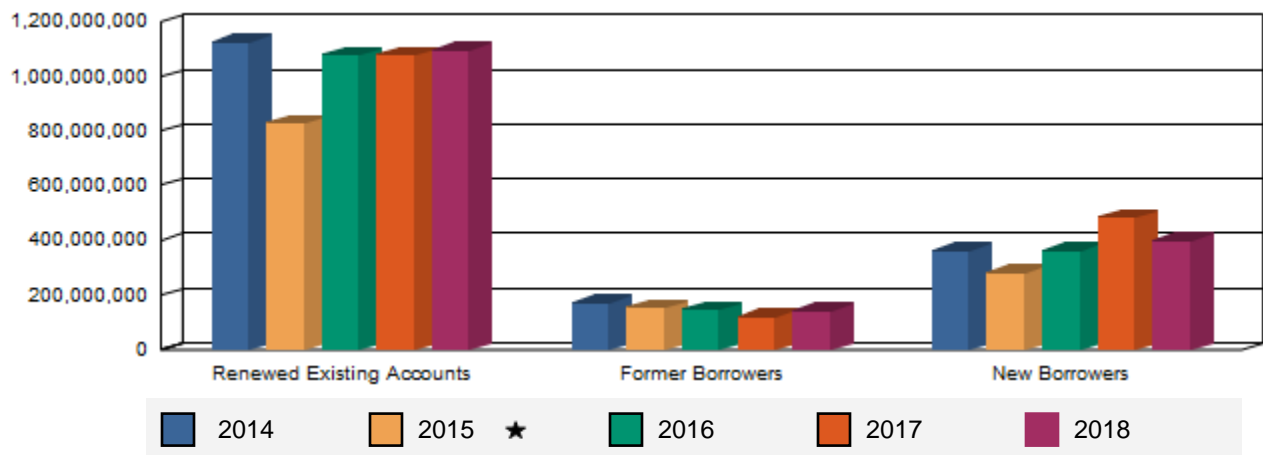
Loans by Type of Borrower (Number)

	2014	2015	2016	2017	2018
Renewed Existing Accounts	358,523	276,112	296,475	286,001	281,900
Former Borrowers	68,358	66,589	53,970	44,850	51,500
New Borrowers	101,598	95,914	111,465	133,037	122,905



Loans by Type of Borrower (\$ Amount)

	2014	2015	2016	2017	2018
Renewed Existing Accounts	\$1,126,296,110	\$828,895,186	\$1,077,202,124	\$1,078,822,359	\$1,096,670,277
Former Borrowers	\$174,216,822	\$156,796,488	\$148,015,337	\$121,003,403	\$144,215,650
New Borrowers	\$364,246,418	\$284,045,372	\$365,107,580	\$484,110,896	\$400,855,278



★ Change in 2015 assets due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.