

NORTH CAROLINA COMMISSIONER OF BANKS

Consumer Finance Annual Report



2017

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 2017 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, 2017, there were 77 CFLs with 479 branch offices in North Carolina (see Chart A for 5-year trend).

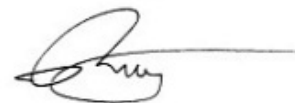
Given the diversity in the size of the CFLs, these companies have been broken down into three segments in various charts within this Report. Large CFLs are defined as having 40 or more branch locations, medium as those having 7-39 branch locations and small as those with 6 or fewer branch locations.

For the year ended December 31, 2017, CFLs reported aggregate outstanding loans of \$1,019,024,638 and stated equity of \$229,742,637. Assets of these lenders totaled \$1,083,505,210 in 2017, a 1.25% decrease over the previous year's \$1,097,145,439 (see Chart B for 5-year trend). Almost half of CFLs noted a decrease in total loans receivables in 2017. Loan loss reserves increased as a result of significant increases in unsecured loans. CFLs continue to experience 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 2017 in aggregate, 43% 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 35% 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 there was reduced lending on loans less than \$1,000 by \$9 million in 2017. 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 significant overhead costs required to manage the risk in these loans are 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 www.nccob.gov.

Respectfully submitted,



Ray Grace,
Commissioner of Banks

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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 \$10,000. Loans of more than \$10,000 are restricted to a flat interest rate of 18% per year.

Chart A

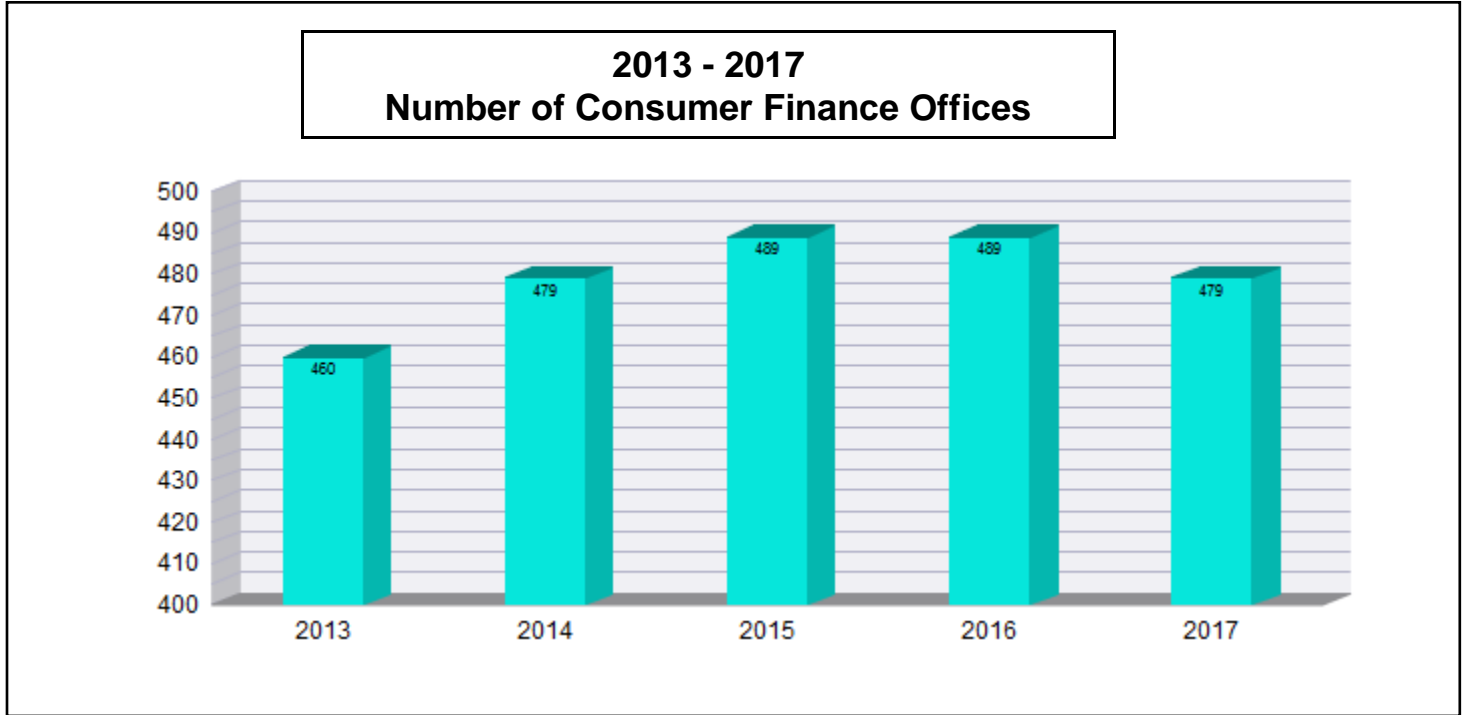
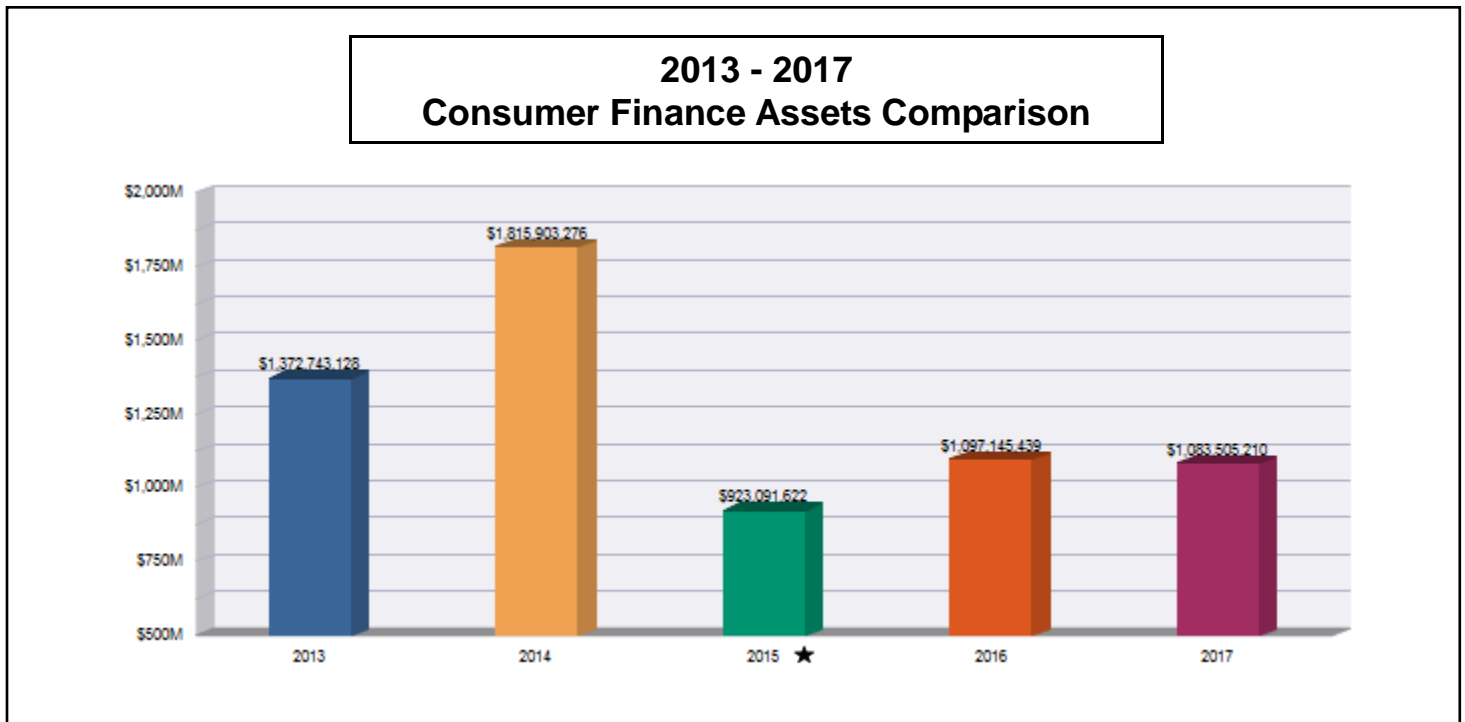


Chart B



★ 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, 2017

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	167,492
Allied Financial Services, Inc. 821 Baxter Street, Suite 307 Charlotte, NC 28202	13	G.S. 53-176	26,402,640
Alpha Finance Company 38 East Cheek Street Sparta, NC 28675	2	G.S. 53-176	1,320,146
Amity Finance of Kings Mountain, Inc. 219 South Battleground Avenue Kings Mountain, NC 28086	1	G.S. 53-176	1,436,600
Amity Finance of Mooresville, Inc. 236 North Main Street Mooresville, NC 28115	1	G.S. 53-176	470,709
Amity Finance, Inc. 2477 East Ozark Avenue Gastonia, NC 28054	1	G.S. 53-176	835,403
Atlantic Discount Corporation 1300 S. Croatan Highway Kill Devil Hills, NC 27948	4	G.S. 53-176	4,993,803
ATP Investments, LLC 320 N. Salem Street, Unit 106 Apex, NC 27502	1	G.S. 53-176	295,443
Automatic Financing, Inc. 7048 Knightdale Blvd Suite 100 Knightdale, NC 27545	2	G.S. 53-176	1,212,850
Baraka Financial Services, Inc. 8307 University Executive Park Drive, Suite 244 Charlotte, NC 28262	1	G.S. 53-176	78,115
Basic Finance, Inc. 4664 NC Hwy 90 East Hiddenite, NC 28636	9	G.S. 53-176	32,219,163

Brighter Financial, Inc. 285 N. Talbert Blvd. Lexington, NC 27292	1	G.S. 53-176	1,670,168
Cape Fear Finance Company, LLC 108 McFarland Avenue Rossville, GA 30741	1	G.S. 53-176	1,382,253
Cape Fear Lending, Inc. 7050 Market Street Wilmington, NC 28411	1	G.S. 53-176	689,212
Capitol Credit Company 745 Carolina Avenue Washington, NC 27889	2	G.S. 53-176	3,267,604
Cardinal Finance Company of Lumberton, Inc. 406 North Chestnut Street Lumberton, NC 28358	1	G.S. 53-176	371,063
Cardinal Finance Company of Whiteville, Inc. 608 S. Madison Street Whiteville, NC 28472	1	G.S. 53-176	1,037,627
Carolina Finance Company of Tarboro N.C., Inc. 423 Main Street Tarboro, NC 27886	1	G.S. 53-176	82,512
Century Finance, Inc. 453 Sunset Avenue Rocky Mount, NC 27804	8	G.S. 53-176	13,331,926
Choice Loan of Georgia, Inc. 25 Technology Parkway South, Ste. 201 Peachtree Corners, GA 30092	2	G.S. 53-176	33,681
Coastal Finance Company, Inc. 5113-D Hwy 70 W Morehead City, NC 28557	6	G.S. 53-176	6,765,732
Confident Financial Solutions, Inc. 2560 55th Street Boulder, CO 80301	1	G.S. 53-176	83,440
Consumer Financial Services, Inc. 119 S. Van Buren Road Eden, NC 27288	1	G.S. 53-176	2,270,652
Creekside Finance, Inc. 171 West Cornish Road Blowing Rock, NC 28605	6	G.S. 53-176	12,848,693

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Delmarva Funding 9201 Corporate Blvd, Suite #110 Rockville, MD 20850	1	G.S. 53-176	0*
Eastern Financial Services, LLC 3209 South Memorial Drive Greenville, NC 27833	1	G.S. 53-176	418,129
Federal Financial Services, Inc. 116 E. Market Elkin, NC 28621	2	G.S. 53-176	5,109,448
Foothills Family Finance LLC 524 West Fleming Drive Morganton, NC 28655	1	G.S. 53-176	29,200
Future Financial Services, LLC 827 Hardee Road Kinston, NC 28504	4	G.S. 53-176	3,759,464
Greene Finance Corporation 141 N. Main Street Mount Airy, NC 27030	1	G.S. 53-176	748,685
Greenville Financial Services, Inc. 3101 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	969,603
Hanover Financial Services, Inc. 4230 Market Street Wilmington, NC 28405	1	G.S. 53-176	2,715,126
Heritage Finance Co., Inc. 687 Rutherford Road Marion, NC 28752	4	G.S. 53-176	4,436,242
Holiday Finance, Inc. 1410 Dale Earnhardt Blvd. Kannapolis, NC 28083	1	G.S. 53-176	1,111,194
Home Credit Corporation, Inc. 946 West Andrews Avenue Henderson, NC 27536	10	G.S. 53-176	8,917,626
Imperial Finance Company of Mount Olive, Incorporated 507-A N. Breazeale Avenue Mount Olive, NC 28365	1	G.S. 53-176	830,419
KR Finance, LLC 406 US Highway 70 SE Hickory, NC 28602	1	G.S. 53-176	137,726

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Lend Street Financial, Inc. 1714 Franklin Street Oakland, CA 94612	1	G.S. 53-176	160,608
Lendmark Financial Services, LLC 2118 Usher Street Covington, GA 30014	45	G.S. 53-176	210,959,027
M & J Loans of Shelby, Inc. 409 S. LaFayette St. Shelby, NC 28151	1	G.S. 53-176	971,289
Macon Credit Company, Inc. 339 Westgate Road Franklin, NC 28734	1	G.S. 53-176	1,149,835
Mariner Finance North Carolina, Inc. 8211 Town Center Dr. Nottingham, MD 21236-5904	36	G.S. 53-176	48,963,959
Marion Credit Company, Inc. 216 South Main Street Marion, NC 28752	1	G.S. 53-176	1,803,488
Metrolina Credit Company of Burlington, Inc. 2260 South Church Street, Suite 407 Burlington, NC 27216	1	G.S. 53-176	707,805
Mid-East Acceptance Corporation of N.C., Inc. 3015 S. Memorial Drive Greenville, NC 27834	3	G.S. 53-176	3,185,937
Mid-South Finance, LLC 709 W. Front Street Lillington, NC 27546	1	G.S. 53-176	173,758
Mid-State Financial, LLC 3801 Sunset Avenue Rocky Mount, NC 27804	3	G.S. 53-176	2,677,658
Mitchell Credit Company, Inc. 155 Oak Avenue Spruce Pine, NC 28777	1	G.S. 53-176	1,340,773
ML Credit Group, LLC 7140A East Independence Blvd Charlotte, NC 28227	6	G.S. 53-176	1,617,575
National Finance Company, Inc. 1500 South Horner Boulevard Sanford, NC 27330	23	G.S. 53-176	34,622,120
New Southern Loans, Inc. 112 South Pearl Street Rocky Mount, NC 27804	6	G.S. 53-176	9,952,046

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Nicholas Financial, Inc. 2454 McMullen Booth Rd, Bldg. C Suite 501B Clearwater, FL 33759	6	G.S. 53-176	1,303,245
North State Acceptance, LLC. 2305 East Millbrook Road Raleigh, NC 27604	9	G.S. 53-176	6,028,267
Omni Financial of Nevada, Inc. One Radisson Plaza, Suite 804 New Rochelle, NY 10801	2	G.S. 53-176	8,795,376
OneMain Consumer Loan, Inc. 970 Branchview Dr, NE, Suite 130 Concord, NC 28025	1	G.S. 53-176	53,997
OneMain Financial Group, LLC 100 International Drive, 16th Baltimore, MD 21202	73	G.S. 53-176	206,377,504
OneMain Financial Services, Inc. 601 NW Second Street Evansville, IN 47701-0059	42	G.S. 53-176	96,231,674
Payoff, Inc. 3200 Park Center Drive, Suite 800 Costa Mesa, CA 92626	1	G.S. 53-176	0*
Port City Finance Company, LLC 5733 Oleander Drive Wilmington, NC 28403	2	G.S. 53-176	321,309
Professional Financial Services of North Carolina, LLC 181 Security Place Spartanburg, SC 29307	7	G.S. 53-176	835,465
Quality Finance Co., Inc. 2026 W. US 70 Highway Goldsboro, NC 27530	2	G.S. 53-176	1,536,087
Regional Finance Corporation of North Carolina 979 Batesville Road, Suite B Greer, SC 29651	38	G.S. 53-176	100,264,871
Royalty Management Corporation 200 South Broad Street Edenton, NC 27932	5	G.S. 53-176	4,443,704
Scratch Financial, Inc. 815 Colorado Blvd., Suite 200 Los Angeles, CA 90041	1	G.S. 53-176	124,961

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Security Credit Corporation 710 S. Brightleaf Blvd. Smithfield, NC 27577	1	G.S. 53-176	2,562,066
Select Acceptance Corporation 3004 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	471,727
Simple Path Financial, LLC 16842 Von Karman Ave, Suite 200 Irvine, CA 92606	1	G.S. 53-176	5,000
Southern Loans, Inc. 112 S. Pearl Street Rocky Mount, NC 27804	5	G.S. 53-176	8,900,442
Time Investment Corporation 1501-C W. Arlington Blvd. Greenville, NC 27835	24	G.S. 53-176	87,562,789
Trophy Financial, Inc. 452 S. Main Street Laurinburg, NC 28352	2	G.S. 53-176	4,443,099
Turner Finance Co., Inc. 24 South Brady Avenue, Suite A Newton, NC 28658	1	G.S. 53-176	1,875,002
Universal Acceptance Corporation 2600 Discovery Drive Raleigh, NC 27616	1	G.S. 53-176	200,972
Universal Finance, Inc. 700 12th Street Dr. NW Hickory, NC 28601	7	G.S. 53-176	11,071,679
Wagner Financial Services, Inc. 175 Jonestown Road Winston-Salem, NC 27104	3	G.S. 53-176	2,757,034
Welcome Finance Company, Inc. 112 West Center Street Mebane, NC 27302	17	G.S. 53-176	11,275,976
Whitestone Financial CPS, Inc. 1713 Spring Garden St. Greensboro, NC 27403	1	G.S. 53-176	278,118
Whitestone Financial, Inc. 1796 Silas Creek Parkway Winston-Salem, NC 27103	1	G.S. 53-176	247,195

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WNC Credit Company, Inc.
48 N. Church Street
Murphy, NC 28906

1

G.S. 53-176

321,412

TOTALS
















482

\$1,019,024,638







* Licensed as of December 31, 2017. However, no loans receivable were on licensee's books as of that date.

Number of Consumer Finance Offices by Region and County

Mountain

	Alleghany	1
	Ashe	5
	Buncombe	13
	Burke	7
	Caldwell	7
	Cherokee	4
	Haywood	4
	Henderson	6
	Lincoln	3
	Macon	4
	Mitchell	2
	Transylvania	1
	Watauga	2
	Wilkes	6
	Yancey	1
































Population **

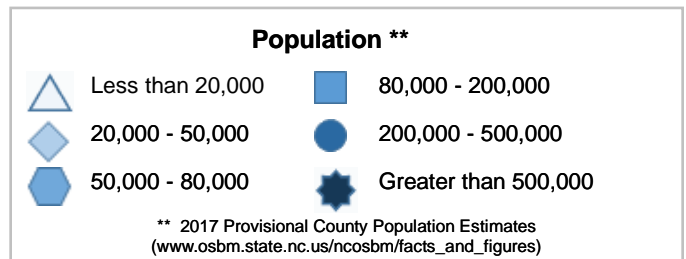
	Less than 20,000		80,000 - 200,000
	20,000 - 50,000		200,000 - 500,000
	50,000 - 80,000		Greater than 500,000

** 2017 Provisional County Population Estimates
(www.osbm.state.nc.us/ncosbm/facts_and_figures)

Number of Consumer Finance Offices by Region and County

Piedmont

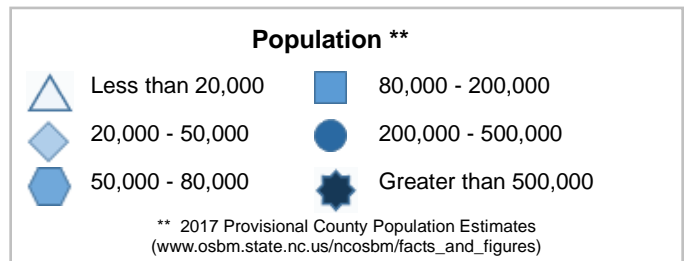
 Alamance	12	 Rowan	6
 Alexander	2	 Rutherford	4
 Anson	1	 Stanly	4
 Cabarrus	10	 Surry	8
 Catawba	14	 Union	6
 Cleveland	9	 Vance	8
 Davidson	3	 Wake	27
 Davie	2	 Yadkin	3
 Durham	9		
 Forsyth	20		
 Franklin	3		
 Gaston	9		
 Granville	1		
 Guilford	24		
 Iredell	13		
 Lee	5		
 McDowell	5		
 Mecklenburg	17		
 Moore	3		
 Person	3		
 Randolph	3		
 Richmond	8		
 Rockingham	10		



Number of Consumer Finance Offices by Region and County

Coastal

 Beaufort	5	 Pitt	17
 Brunswick	4	 Robeson	9
 Carteret	4	 Sampson	4
 Chowan	2	 Scotland	5
 Columbus	5	 Washington	1
 Craven	6	 Wayne	11
 Cumberland	16	 Wilson	7
 Dare	1		
 Duplin	5		
 Edgecombe	4		
 Greene	1		
 Halifax	10		
 Harnett	6		
 Hertford	4		
 Hoke	1		
 Johnston	13		
 Lenoir	5		
 Martin	3		
 Nash	10		
 New Hanover	19		
 Onslow	8		
 Pasquotank	6		



Consolidated Balance Sheet

January 1, 2017 - December 31, 2017

Assets	2017	2016
Cash	\$ 41,978,206	\$ 30,974,712
Loans Receivable	1,019,024,638	1,024,010,037
Less Reserve for Loan Losses	50,548,632	43,121,528
Net Loans Receivable	968,476,006	980,888,509
Real Estate	2,914,469	2,629,650
Furniture and Equipment	13,426,033	14,084,932
Unamortized Fee	-1,837,361	421,922
Other Assets	58,547,857	68,145,714
Total Assets	\$ 1,083,505,210	\$ 1,097,145,439

Liabilities, Net Worth and Shareholders' Equity

Accounts and Notes Payable		
(a) Banks and other lending institutions	\$ 397,108,663	\$ 395,653,176
(b) Parent company or affiliates	133,595,108	359,802,349
(c) Other	284,067,543	69,364,217
Total Accounts and Notes Payable	814,771,314	824,819,742
Other Liabilities	38,991,259	26,873,117
Total Liabilities	853,762,573	851,692,859
Net Worth and Shareholders' Equity	229,742,637	245,452,580
Total Liabilities, Worth and Shareholders' Equity	\$ 1,083,505,210	\$ 1,097,145,439

Consolidated Statement of Income and Expense

January 1, 2017 - December 31, 2017

Income**2017**

Interest Collected and Earned on Loans under 53-176	\$ 237,869,489
Insurance Income, Including Origination Fees	22,916,385
Loan Processing Fees Under G.S. 53-176(b)	8,946,196
Loan Filing Fees (UCC-1)	12,364
NSF	577,410
Non-filing fees	1,707,294
Late Fee	13,518,919
Deferral Charge	566,992
Other Income	55,316,773
Total Income	\$ 341,431,822

Expenses

Salaries, wages, and benefits	\$ 103,093,287
Occupancy expense	18,058,289
Depreciation and amortization	2,515,272
Interest Expense	51,574,731
Provision for credit losses	68,195,932
Information Technology Services	6,128,479
Product Management Services	490,463
Administrative Expenses	20,756,075
Management Fees	9,655,988
Provision for State & Local Taxes	628,105
Other expenses	27,122,390
Total Expenses, Before Income Taxes	\$ 308,219,011
Net Income, Before Income Taxes	\$ 33,212,813
Income Taxes (tax credits are entered as negative)	-1,040,115
Net Income	\$ 34,257,572

Loan Classifications

January 1, 2017 - December 31, 2017

Loan Balances

	Number	Amount
Loans Receivable, Beginning of Year*	365,153	\$ 996,436,318
Loans Made During the Year	463,888	1,683,936,658
Loan Balances Purchased During the Year	713	1,278,919
Loan Balances Sold During the Year	64,299	182,897,303
Loan Balances Charged Off During the Year	41,321	126,400,411
Collections of Principal During the Year	0	1,353,329,543
Loans Receivable Outstanding at End of Period	327,337	\$ 1,019,024,638

Loans By Size

Loans Made During the	Number	Amount
(a) \$600.00 or less	5,955	\$ 3,022,872
(b) \$600.01 to \$1,000.00	25,547	21,157,702
(c) \$1,000.01 to \$3,000.00	242,779	434,328,201
(d) \$3,000.01 to \$5,000.00	78,728	297,074,568
(e) \$5,000.01 to \$7,500.00	55,324	334,700,798
(f) \$7,500.01 to \$10,000.00	25,775	219,732,525
(g) \$10,000.01 to \$12,500.00	19,830	215,593,732
(h) \$12,500.01 to \$15,000.00	9,950	158,326,260
Total Loans Made	463,888	\$ 1,683,936,658

Loans By Type of Security

Loans Made During the	Number	Amount
(a) Personal property	231,811	\$ 551,484,480
(b) Signature endorsement	123,886	578,203,625
(c) Motor vehicles	102,841	535,281,209
(d) Other consideration	5,350	18,967,344
Total Loans Made During the Period	463,888	\$ 1,683,936,658

Loans By Type of Borrower

Loans Made During the	Number	Amount
(a) Which renewed existing accounts	286,001	\$ 1,078,822,359
(b) To former borrowers	44,850	121,003,403
(c) To new borrowers	133,037	484,110,896
Total Loans Made During the Period	463,888	\$ 1,683,936,658

* 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, 2017 - December 31, 2017

Number of Loan Applications:	Number
(a) Approved*	662,219
(b) Withdrawn	86,576
(c) Denied	1,319,196

Loans with specified fees collected:	Number	Amount
(a) Processing fees	320,243	\$ 8,946,196
(b) UCC-1	392	12,364
(c) Returned check fees	23,463	577,410
(d) Non-Filing fees: Third Party	74,208	1,655,316
(e) Non-Filing fees: Self Insurance	1,530	51,978
(f) Late Fees	793,454	13,518,919
(g) Deferral Charges	9,692	566,992

Loans with credit insurance and net premiums collected	Number	Premiums Charged
(a) Credit life insurance	213,587	\$ 5,491,576
(b) Credit accident and health insurance	98,978	5,398,538
(c) Credit unemployment insurance	104,873	5,677,965
(d) Credit property insurance	174,031	2,259,941
(e) Other insurance		4,088,365

As of December 31, total number and amount of loans:	Number	Amount
(a) Current or less than 30 days past due	320,366	\$ 972,278,656
(b) 30-59 days past due	8,800	41,057,746
(c) 60-89 days past due	4,423	11,153,470
(d) 90 + days past due	11,206	25,944,813

Defaults, repossessions and filing insurance:	Number	Amount
(a) Loan balances charged off	41,321	\$ 126,400,411
(b) Recoveries	6,288	7,285,970
(c) Where collateral was repossessed	1,912	7,105,597
(d) Where claim made against non-filing insurance policy	1,844	2,908,714

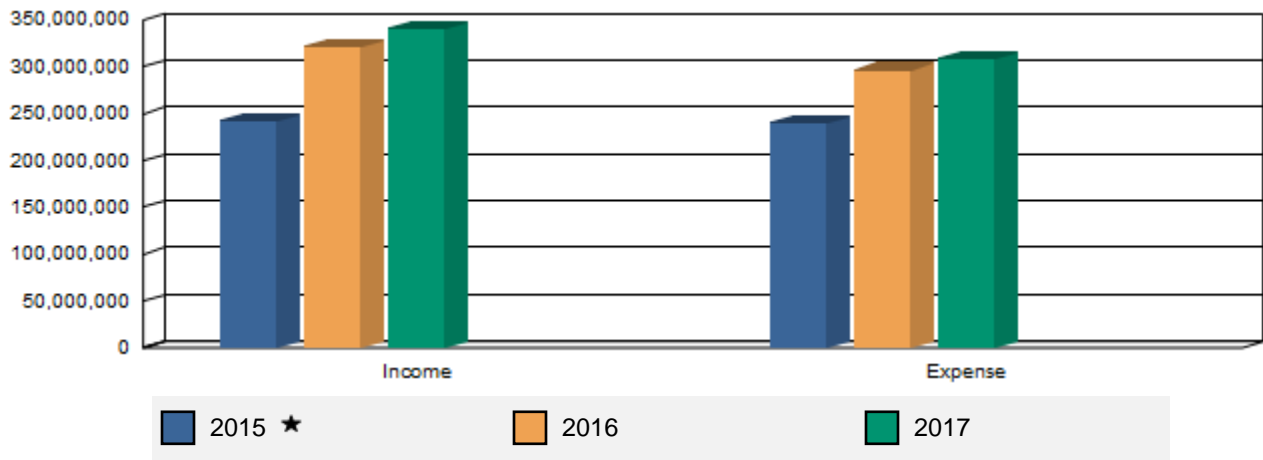
* Approved applications do not necessarily reflect loans made in this reporting period.

Changes in Receivables and Related Categories

	2016	2017	% of change
Loan Receivables	\$1,024,010,037	\$1,019,024,638	-
Loan Loss Reserves	\$43,121,528	\$50,548,632	15
Total Assets	\$1,097,145,439	\$1,083,505,210	(1)
Total Liabilities	\$851,692,859	\$853,762,573	-
Net Worth of Firms	\$245,452,580	\$229,742,637	(7)

Income and Expense Comparison

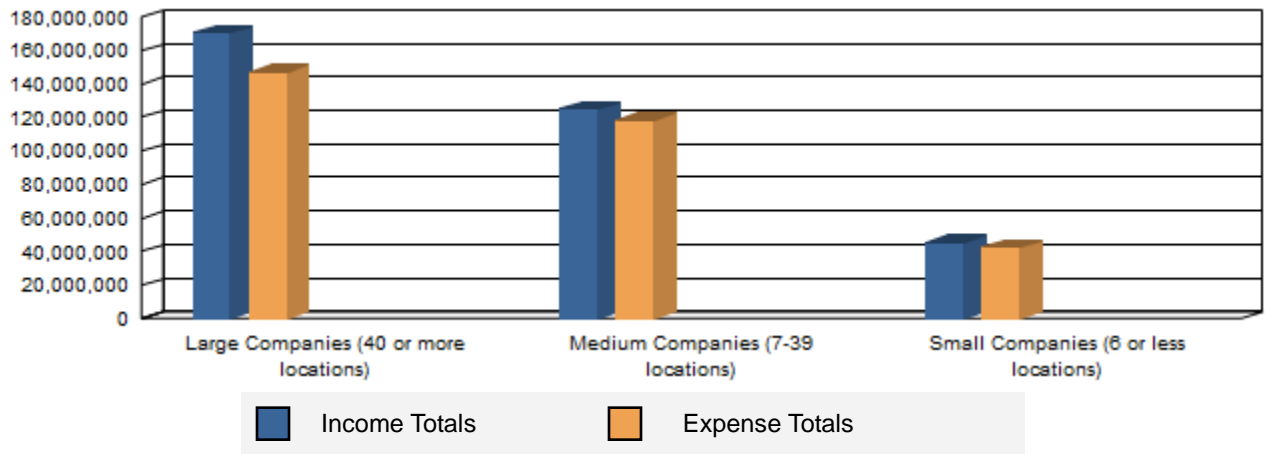
	2015	2016	2017
Income	\$242,958,790	\$321,990,369	\$341,431,822
Expense	\$240,736,108	\$297,109,399	\$308,219,011



★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.

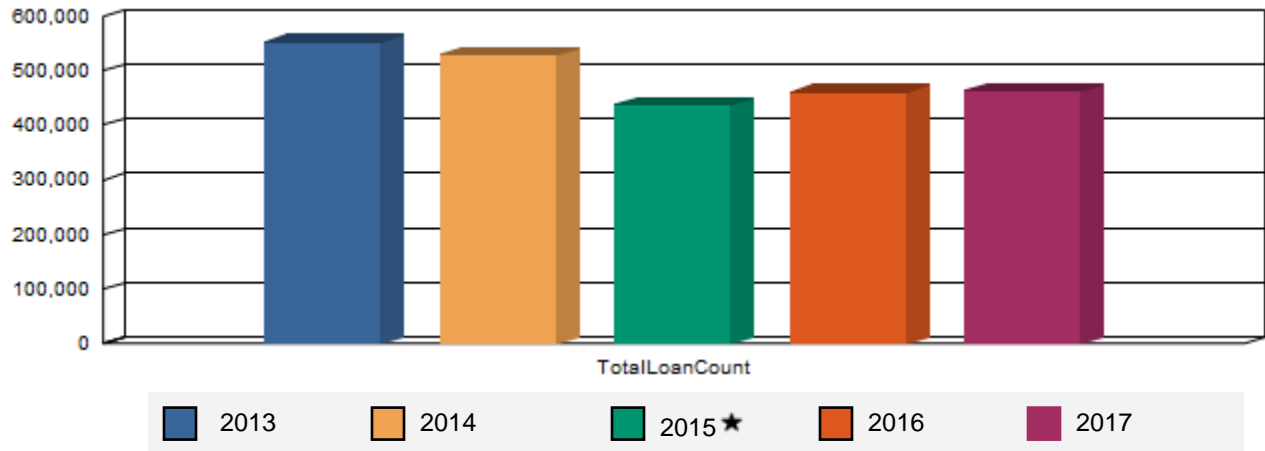
Income and Expense Comparison by Company Size for 2017

	Income Totals	Expense Totals
Large Companies (40 or more locations)	\$170,620,344	\$147,318,769
Medium Companies (7-39 locations)	\$125,357,714	\$118,493,141
Small Companies (6 or less locations)	\$45,453,764	\$42,407,101



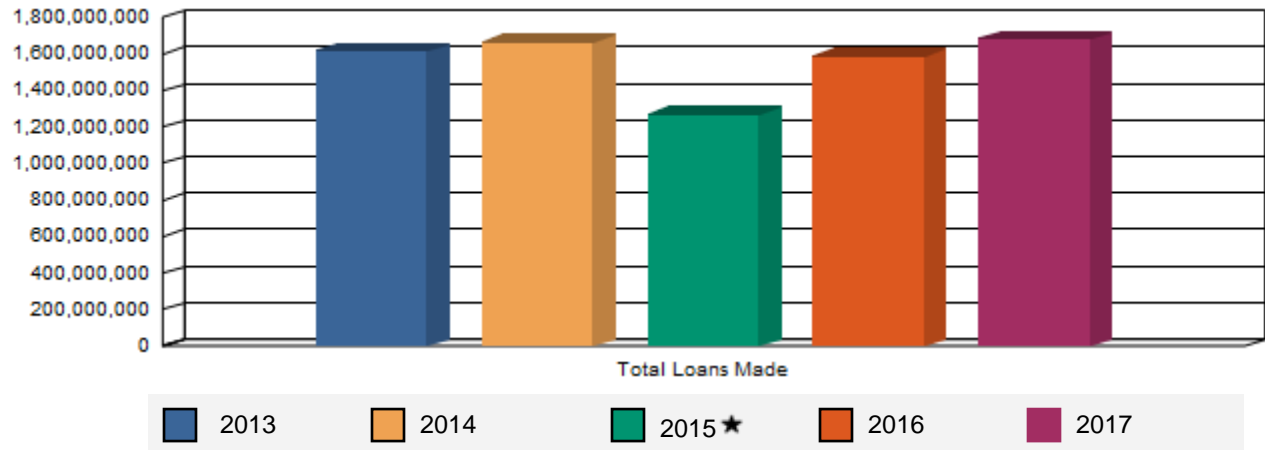
Total Number of Loans Made by Year

	2013	2014	2015	2016	2017
Total Loan Count	553,432	528,479	438,615	461,910	463,888



Total Dollar Amount of Loans Made by Year

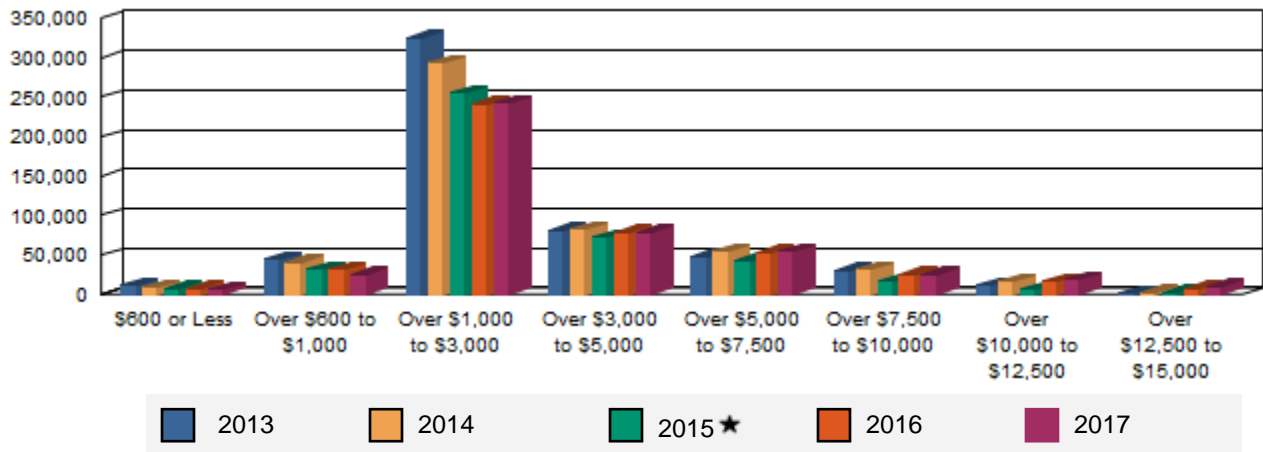
	2013	2014	2015	2016	2017
Total Loans Made	\$1,618,388,309	\$1,664,759,350	\$1,269,737,046	\$1,590,325,041	\$1,683,936,658



★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)

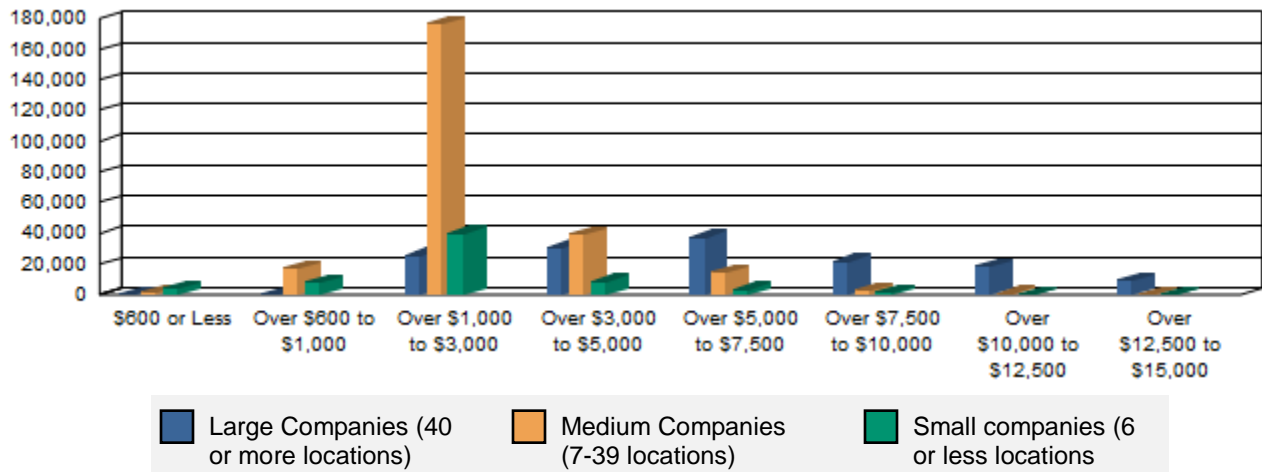
	2013	2014	2015	2016	2017
\$600 or Less	11,430	9,475	8,006	7,259	5,955
Over \$600 to \$1,000	43,631	40,866	32,466	32,207	25,547
Over \$1,000 to \$3,000	324,807	292,794	256,020	240,924	242,779
Over \$3,000 to \$5,000	80,881	81,972	72,879	78,541	78,728
Over \$5,000 to \$7,500	48,439	53,903	43,485	53,677	55,324
Over \$7,500 to \$10,000	30,828	31,483	16,301	25,580	25,775
Over \$10,000 to \$12,500	11,636	15,654	6,714	16,211	19,830
Over \$12,500 to \$15,000	1,780	2,332	2,744	7,511	9,950



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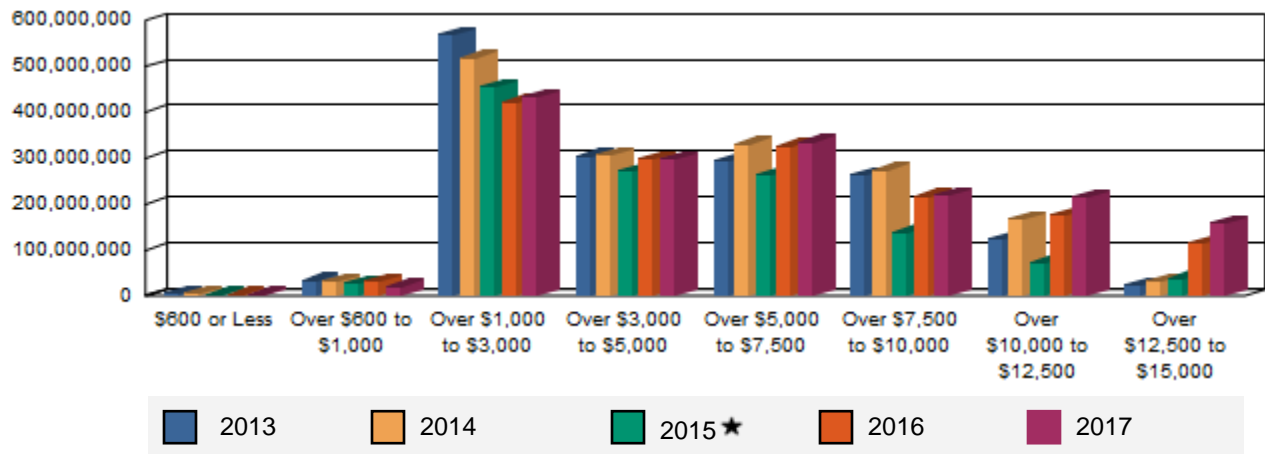
2017 Loans by Size of Company (Number)

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	133	1,792	4,030
Over \$600 to \$1,000	293	16,885	8,369
Over \$1,000 to \$3,000	25,790	176,881	40,108
Over \$3,000 to \$5,000	30,677	39,231	8,820
Over \$5,000 to \$7,500	37,215	14,798	3,311
Over \$7,500 to \$10,000	21,547	2,816	1,412
Over \$10,000 to \$12,500	18,683	650	497
Over \$12,500 to \$15,000	9,355	332	263



Classification of Loans by Size (\$ Amount)

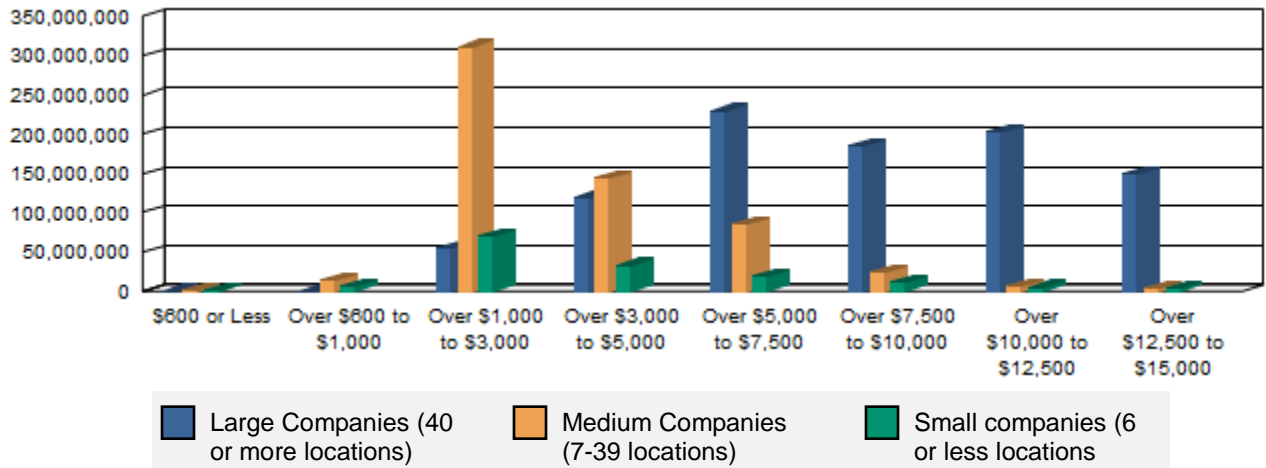
	2013	2014	2015	2016	2017
\$600 or Less	\$5,763,357	\$4,963,269	\$4,187,149	\$3,569,491	\$3,022,872
Over \$600 to \$1,000	\$34,357,312	\$33,103,887	\$26,274,073	\$31,403,372	\$21,157,702
Over \$1,000 to \$3,000	\$569,317,489	\$518,051,791	\$454,996,105	\$422,572,609	\$434,328,201
Over \$3,000 to \$5,000	\$304,095,955	\$307,896,581	\$271,880,627	\$298,112,822	\$297,074,568
Over \$5,000 to \$7,500	\$294,573,372	\$330,368,375	\$262,115,998	\$326,984,704	\$334,700,798
Over \$7,500 to \$10,000	\$262,859,907	\$273,830,809	\$138,733,370	\$217,455,013	\$219,732,525
Over \$10,000 to \$12,500	\$123,512,268	\$165,753,609	\$72,878,181	\$176,656,000	\$215,593,732
Over \$12,500 to \$15,000	\$23,908,649	\$30,791,029	\$38,671,543	\$113,571,030	\$158,326,260



★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.

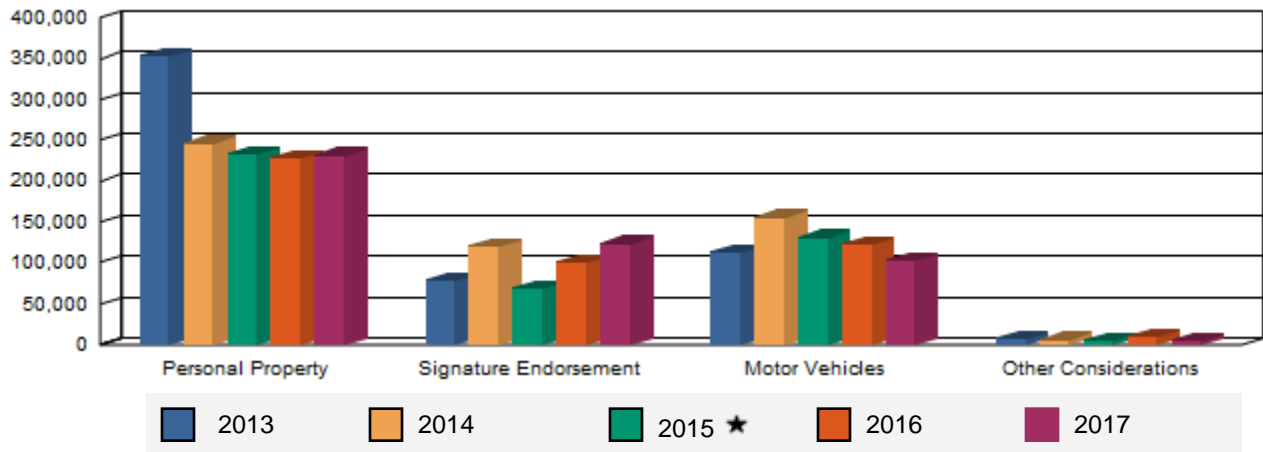
2017 Loans by Size of Company (\$ Amount)

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	\$60,693	\$955,816	\$2,006,363
Over \$600 to \$1,000	\$237,014	\$14,256,141	\$6,664,547
Over \$1,000 to \$3,000	\$53,964,526	\$310,774,721	\$69,588,954
Over \$3,000 to \$5,000	\$119,859,984	\$144,297,885	\$32,916,699
Over \$5,000 to \$7,500	\$229,031,859	\$85,938,463	\$19,730,476
Over \$7,500 to \$10,000	\$184,057,273	\$23,540,380	\$12,134,872
Over \$10,000 to \$12,500	\$202,950,906	\$7,158,707	\$5,484,119
Over \$12,500 to \$15,000	\$149,915,714	\$4,651,278	\$3,759,268



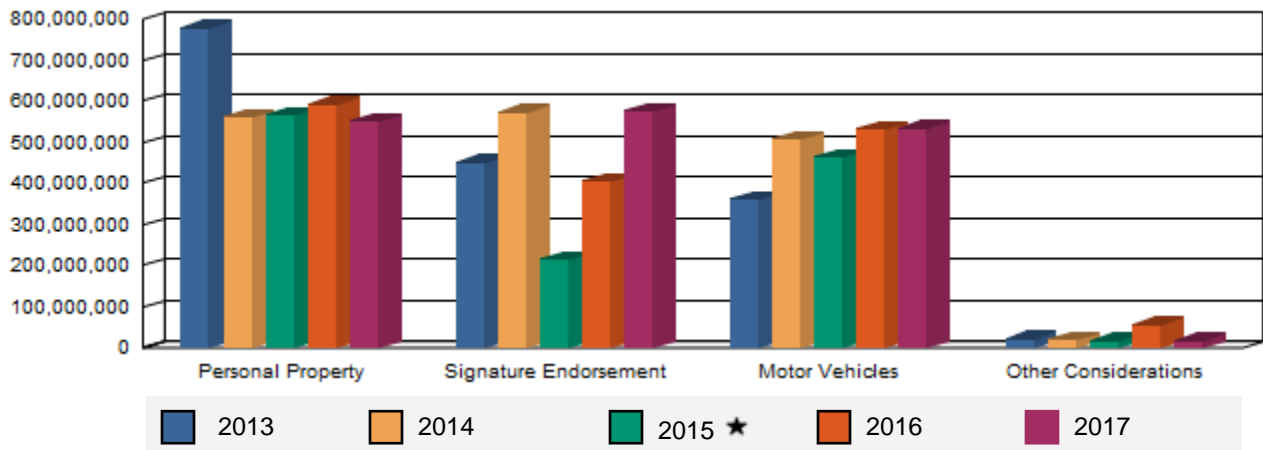
Loans by Type of Security (Number)

	2013	2014	2015	2016	2017
Personal Property	352,902	246,968	233,159	228,446	231,811
Signature Endorsement	79,193	119,828	68,762	100,990	123,886
Motor Vehicles	112,835	155,593	131,371	123,025	102,841
Other Considerations	8,034	6,090	5,323	9,449	5,350



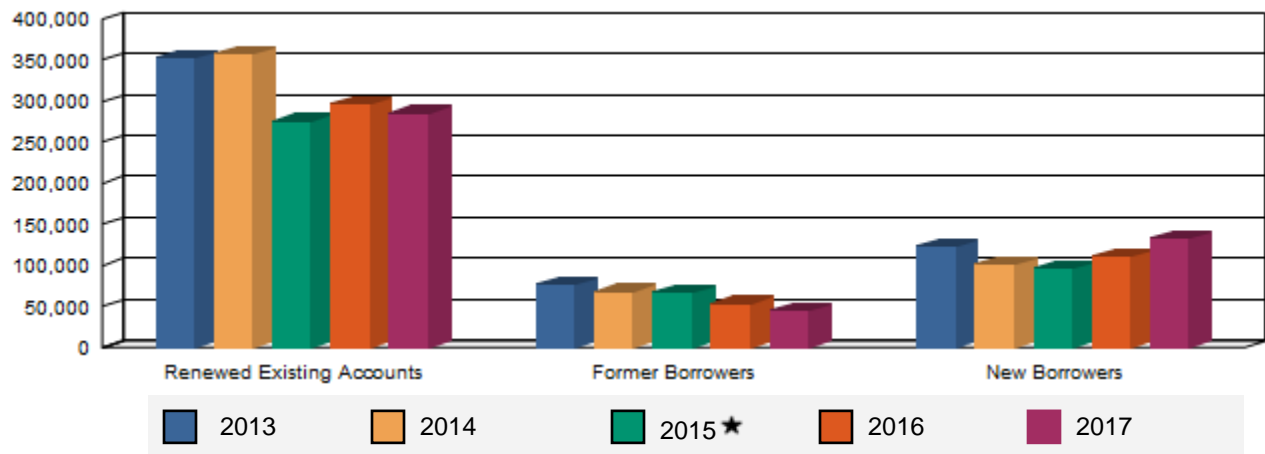
Loans by Type of Security (\$ Amount)

	2013	2014	2015	2016	2017
Personal Property	\$780,357,579	\$561,231,719	\$567,306,754	\$593,716,226	\$551,484,480
Signature Endorsement	\$452,255,169	\$575,003,692	\$217,170,037	\$406,662,983	\$578,203,625
Motor Vehicles	\$361,872,191	\$508,979,808	\$465,928,899	\$531,888,863	\$535,281,209
Other Considerations	\$22,814,629	\$19,544,131	\$19,331,356	\$58,056,969	\$18,967,344



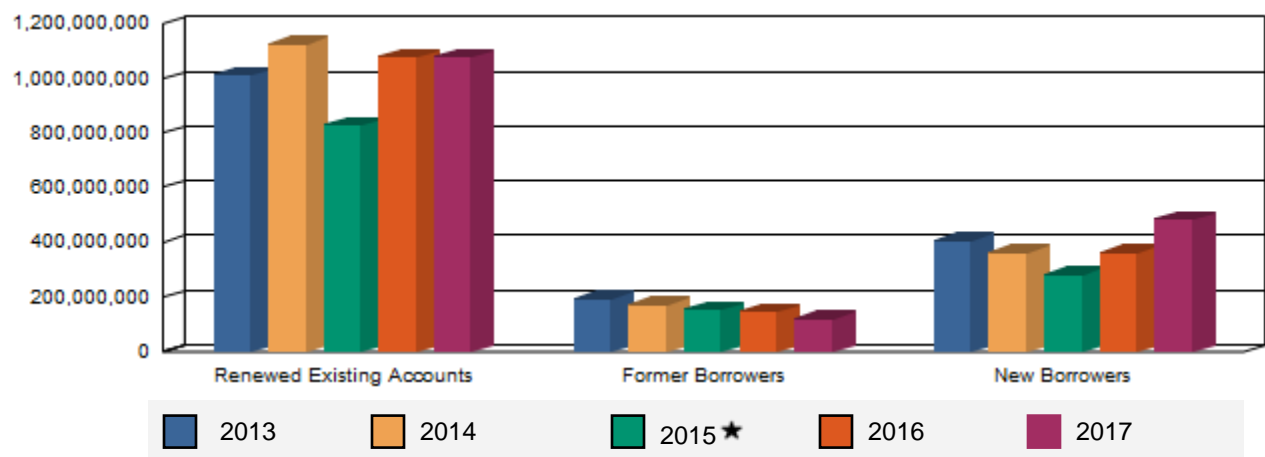
Loans by Type of Borrower (Number)

	2013	2014	2015	2016	2017
Renewed Existing Accounts	352,514	358,523	276,112	296,475	286,001
Former Borrowers	77,319	68,358	66,589	53,970	44,850
New Borrowers	123,131	101,598	95,914	111,465	133,037



Loans by Type of Borrower (\$ Amount)

	2013	2014	2015	2016	2017
Renewed Existing Accounts	\$1,011,903,306	\$1,126,296,110	\$828,895,186	\$1,077,202,124	\$1,078,822,359
Former Borrowers	\$196,349,046	\$174,216,822	\$156,796,488	\$148,015,337	\$121,003,403
New Borrowers	\$409,047,216	\$364,246,418	\$284,045,372	\$365,107,580	\$484,110,896



★ 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.