

Comparison of 2018 vs 2019 Small Dollar Lending

Notice: This data is in composite format as reported by licensees in their 2018 and 2019 Annual Report(s).
The information provided by licensees has not been independently verified.

	2018 Deferred Deposit (Payday) Loans	2019 Alternative Charges Loans	Alternative Charges Loans Full Year Projection*	% Change
Total # Master Licenses	20	9		-55.00%
Total # Locations**	149	111		-25.50%
Total # Loans Originated	384,109	321,874	351,135	-8.58%
Total Amount Financed	\$155,568,822	\$170,843,786	\$186,375,039	19.80%
Total Number Consumers***	195,787	156,628		-20.00%
Average Contracted Amount Financed****	\$404	\$531		31.29%
Average Contracted Finance Charge****	\$251	\$120		-52.23%
Average Contracted Loan Term****	191	130		-31.78%
Average Contracted APR****	185.98%	113.94%		-38.74%
Average Actual Loan Term****	91	80		-11.81%
Average Collected Finance Charge****	\$115	\$95		-17.46%
% of Finance Charge Collected vs. Contracted	45.66%	78.90%		72.79%
Total NSF Fees	\$735,734	\$334,036	\$364,402	-50.47%
Total Late Charges*****	\$0	\$239,572	\$261,351	100.00%
Total NSF Fees & Late Charges	\$735,734	\$573,607	\$625,753	-14.95%

* Reported data for 2019 Alternative Charges Loans is reflective of only 11 months.

** Total # licensed locations where loans were originated.

*** Number of consumers is overstated due to consumers having loans with multiple licensees.

**** Data reflects weighted averages.

***** Late charges are not permitted on deferred deposit (payday) loans.