

LOAN COMPANY ANNUAL REPORT

Due Date:
March 15, 2023



State of Wisconsin
 Department of Financial Institutions
 Division of Banking
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FOR YEAR ENDING DECEMBER 31, 2022

SCHEDULE A: GENERAL INFORMATION

Instructions: Provide the information requested for each of the following items. Enter "N/A" if an item is not applicable.

Notice: This form is required under Wis. Stat. s. 138.09. Refusal to provide this information may result in the denial of a license. Failure to complete this form completely and accurately may result in denial or revocation of license, and any other penalties as provided by law. Personally identifiable information on this form may be matched against tax information, outstanding child and family support data and law enforcement agencies. This document can be made available in alternate formats upon request to qualifying individuals with disabilities.

1. Name of licensee. If the licensee uses one or more trade names or doing business as (DBA) names, include each DBA.

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2. Contact information for person to whom questions regarding this report should be addressed:

First Name:		Last Name:		Title:
Street:			City:	
State:	Zip:	Telephone Number:	E-mail:	

3. Are office quarters of any licensed location shared with any other business? Yes No
 If yes, identify the location and describe the type(s) of other business.

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4. Complete the following with information from the financial statements you will be attaching to this annual report form. Attach additional pages if necessary. See page 6 for additional information regarding the financial statements.

- Loans receivable due from officers, employees, affiliates and other related parties
 _____ \$ _____
- Net goodwill
 _____ \$ _____
- Loan loss reserve (if not clearly identified on balance sheet)
 _____ \$ _____
- Net leasehold improvements
 _____ \$ _____
- Other intangible assets (please list each net of accumulated depreciation)
 _____ \$ _____
 _____ \$ _____

5. With the exception of receivables due from related parties, are any of the receivables included in the 12/31/22 balance sheet more than 120 days past due? Yes No
 If yes, provide the total of the account balances for the receivables, other than related party receivables, that are more than 120 days past due. \$ _____

SCHEDULE A: GENERAL INFORMATION (CONTINUED)

6. The following questions must be answered by a duly authorized representative (key officer, member, partner or owner) of the licensee. Mark an "X" in the appropriate box. If you answer "Yes" to any question, give all details on a separate sheet. "Key Officers" include the chief executive officer, chief operating officer, president, executive or senior vice president, secretary, and treasurer. If your company has not previously filed an annual report with the division, the questions should be answered for the time period since your license application was submitted.

Yes **No**

 Since filing your previous annual report, has any key officer, member, partner or owner been convicted of any misdemeanor or felony (other than minor traffic offenses) in this state or any other state? Provide details about the misdemeanor or felony, including but not limited to conviction, conviction date, penalty and court.

 Are there any felony or misdemeanor charges (other than minor traffic offenses) pending against any key officer, member, partner or owner in this state or any other state? Provide details about the pending charges, including but not limited to charge, date and court.

 Since filing your previous annual report, has the licensee or any key officer, member, partner or owner been the subject of disciplinary action including, but not limited to, civil forfeitures, cease and desist orders, injunctions, license suspensions, denials, revocations, warnings, reprimands, enforcement actions, probation and limitations by any federal or state regulatory agency? Provide details about the disciplinary action, including but not limited to date, regulatory agency and type of discipline.

 Is disciplinary action pending against the licensee or any key officer, member, partner or owner by any federal or state regulatory agency? Provide details, including but not limited to action and regulatory agency.

 Since filing your previous annual report, has the licensee or any key officer, member, partner or owner surrendered, resigned, cancelled or been denied a professional license or other credential in this state or any other state? Provide details, including but not limited to date, credential and state.

 Since filing your previous annual report, has the licensee or any key officer, member, partner or owner been the subject of derogatory credit (bankruptcy, judgment, tax lien, collections, etc.)? Provide details, including but not limited to date, circumstances and court or agency.

 Since filing your previous annual report, has the licensee been the subject of any suit, claim, or other civil action in this state or any other state that involved a violation of the federal consumer credit protection act or any state statute that governs a credit transaction and that was settled, or included a ruling or decision not in the licensee's favor? Provide a description of the suit, claim, or other civil action, agency or court, date filed, and outcome.

 Is a suit, claim or other civil action pending against the licensee in this state or any other state that involves a violation of the federal consumer credit protection act or any state statute that governs a credit transaction? Provide details, including but not limited to agency or court and date.

 Since filing your previous annual report, has any key officer, member, partner or owner been the subject of any suit, claim, or other civil action in this state or any other state that was settled, or included a ruling or decision not in the individual's favor? Provide a description of the suit, claim, or other civil action, agency or court, date filed, and outcome.

 Is a suit, claim or other civil action pending against any key officer, member, partner or owner in this state or any other state? Provide details, including but not limited to agency or court and date.

 Since filing your previous annual report, have any key officers, members, partners, or owners of the licensee also been a key officer, member, partner, or owner of another company that was the subject of disciplinary action while that individual was a key officer, member, partner or owner of the other company? Disciplinary action includes, but is not limited to, civil forfeitures, cease and desist orders, injunctions, license suspensions, denials, revocations, warnings, reprimands, enforcement actions, probation, and limitations by any federal or state regulatory agency. Provide details about the disciplinary action, including but not limited to company name, date, regulatory agency, and type of discipline.

SCHEDULE B: WISCONSIN LENDING ACTIVITY

Provide the information requested in items 1 – 5. The information you provide must:

- include only direct loans and indirect sales contracts **made in Wisconsin or with Wisconsin customers.**
- be reported **net of unearned finance charges.**
- include Wisconsin transactions originated under any and all trade names or DBA names used by the licensed legal entity.

Definitions:

Standard Consumer Loans: Loans made for personal, family, or household purposes that do not exceed \$25,000. Standard consumer loans do not include payday loans, title loans or pawn loans.

Title Loans: Loans for personal, family, or household purposes that do not exceed \$25,000, are secured by an interest, other than a purchase money security interest, in the borrower’s motor vehicle and that have an original term of not more than 6 months.

Pawn Loans: Loans for personal, family, or household purposes where a pledge is held by the pawnbroker.

Sales Contracts: Installment sales contracts acquired from Wisconsin retailers, including those acquired from motor vehicle, motorcycle and recreational vehicle dealers.

1. Identify the total number of outstanding loans and contracts owned by the licensee on 12/31/22 and the total outstanding balances of those loans and contracts on 12/31/22:

Loan Type	Number (WI Transactions Only)	Net Balance (WI Transactions Only)
Consumer Loans		
a. Standard Consumer Loans	#	\$
b. Title Loans	#	\$
c. Pawn Loans	#	\$
d. Total Consumer Loans (a+b+c)	#	\$
e. Estimated percentage of loans on line 1d. with an APR over 18%		%
Sales Contracts	#	\$
1 st Mortgage Loans, Commercial Loans and Loans Greater than \$25,000	#	\$

2. Identify the total number of outstanding loans and contracts serviced, but not owned, by the licensee on 12/31/22 and the total outstanding balances of those loans and contracts on 12/31/22:

Loan Type	Number (WI Transactions Only)	Net Balance (WI Transactions Only)
a. Consumer Loans	#	\$
b. Estimated percentage of loans on line 2a. with an APR over 18%		%
c. Sales Contracts	#	\$
d. 1 st Mortgage Loans, Commercial Loans and Loans Greater than \$25,000	#	\$

3. Identify the total number of loans the licensee originated during 2022:

Loan Type	Number (WI Transactions Only)	Original Balance (WI Transactions Only)
Consumer Loans		
a. Standard Consumer Loans	#	\$
b. Title Loans	#	\$
c. Pawn Loans	#	\$
d. Total Consumer Loans (a+b+c)	#	\$
e. Estimated percentage of loans on line 3d. with an APR over 18%		%
1 st Mortgage Loans, Commercial Loans and Loans Greater than \$25,000	#	\$

4. Identify the total number of loans and contracts the licensee purchased during 2022:

Loan Type	Number (WI Transactions Only)	Original Balance (WI Transactions Only)
a. Consumer Loans	#	\$
b. Estimated % of loans on line 4a. with an APR over 18%		%
c. Sales Contracts	#	\$
d. 1 st Mortgage Loans, Commercial Loans and Loans Greater than \$25,000	#	\$

5. If the licensee services loans that it did not originate and does not own (or only owns a portion of), identify the total number of these loans that it started servicing during 2022:

Loan Type	Number (WI Transactions Only)	Original Balance (WI Transactions Only)
a. Consumer Loans	#	\$
b. Estimated percentage of loans on line 5a. with an APR over 18%		%
c. 1 st Mortgage Loans, Commercial Loans and Loans Greater than \$25,000	#	\$

6. What method does the licensee use to calculate interest on its Wisconsin consumer loans?

Simple Interest Pre-computed

7. Identify the types of loans that the licensee offers in Wisconsin.

Installment Loans Single Payment Loans Variable Rate Loans
 1st Lien Real Estate Loans Subordinate Lien Real Estate Loans Internet Loans
 Open End Loans Other _____ Other _____

8. Identify the percentage of Wisconsin consumer loans originated, purchased, or serviced during 2022 that included the following products.

Credit Life Insurance	%	Credit Accident and Health Insurance	%
Credit Unemployment Insurance	%	Property Insurance	%
Automobile Insurance	%	Life (non-credit) Insurance	%
Auto Club or Thrift Club	%	GAP	%
Other (specify):	%	Other (specify):	%

9. Identify the number of vehicles the licensee repossessed from Wisconsin customers during 2022.

10. If the licensee purchased any Wisconsin consumer loans during 2022 that had an APR greater than 18%, provide the following information for each entity that loans were purchased from. Attach additional pages if necessary. Enter "N/A" if not applicable.

Entity Name:		
Address:		City:
State:	Zip:	Relationship to Licensee (if any):

11. If the licensee sold any Wisconsin consumer loans during 2022 that had an APR greater than 18%, provide the following information for each entity that loans were sold to. Attach additional pages if necessary. Enter "N/A" if not applicable.
Note: If the purchaser is charging rates over 18% and does not have a loan company license, the division may contact the purchaser to determine if a license is required.

Entity Name:		
Address:		City:
State:	Zip:	Relationship to Licensee (if any):
Was entity required to lower the rate to 18% or less at the time of sale (yes, no, unsure)?		

12. If the licensee serviced any Wisconsin consumer loans during 2022 that had an APR greater than 18% and the licensee did not own the loans it was servicing, provide the following information for the owner of the loans. Enter "N/A" if not applicable.

Entity Name:		
Address:		City:
State:	Zip:	Relationship to Licensee (if any):

13. Excluding lending and the items listed in item 8 of Schedule B, are any other activities conducted, services provided, or products sold at any licensed locations (i.e. wire transfers, bill payment service, etc.) Yes No

If yes, identify the location and describe the other activities conducted, services provided, or products sold. Do not include other licenses issued by the Wisconsin Department of Financial Institutions.

ATTACHMENTS

Check the box next to the items that you are attaching to this annual report. All the items described below that are applicable to the licensee must be received by the division on or before 3/15/23. If ALL the required items are not received by 3/15/23, the licensee will not be in compliance with the annual report requirement set forth in Wis. Stat. s. 138.09(3)(f).

Attached **N/A**

Required

Financial statements – Include the following financial statements with your annual report filing.

- a. Internally prepared 12/31/22 balance sheet for the licensed legal entity.
- b. Internally prepared income statement for the year ended 12/31/22 for the licensed legal entity.
- c. If organized as partnership or sole proprietorship, also submit a 12/31/22 personal financial statements for each owner.

Note:

- Financial statements must be prepared in accordance with Generally Accepted Accounting Principles (“GAAP”) using accrual basis accounting.
- The balance sheet must disclose reconciled balances (not bank statement balances)
- Total assets must equal total liabilities plus total equity.
- Parent company financials cannot be submitted in lieu of the licensee’s financials.
- Financial statements must represent the financial position of the licensee & its subsidiaries.
- If the licensed entity conducts business in multiple states, the financial statements must represent the licensee’s business as a whole, not just the Wisconsin portion of its business.
- Loan company licensees must maintain positive net working capital and net worth of at least \$50,000 after discounting intangible assets; receivables from officers, stockholders, and other related parties; employee advances; receivables over 120 days past due; and any other assets of questionable value.
- If a subordination agreement has been signed and is in place to meet the net worth requirement, the subordinated debt cannot be paid until the subordination agreement is cancelled.

Itemization of other assets - If the licensee’s 12/31/22 balance sheet includes an “other assets” category, provide an itemization that identifies the name and amount of each “other asset.”

<u>Example: Itemized Account</u>		☑	<u>Example: Not Itemized</u>		☒
Other Assets	10,000		Other Assets	10,000	
Security Deposit	5,000				
Supplies	2,500				
Prepaid Expenses	2,500				

Accountant prepared financial statements - If the licensee has an independent accountant prepare reviewed or audited financial statements, the reviewed/audited statements should be submitted to the division in addition to the internally prepared statements requested above. If the reviewed/audited statements are not available by 3/15/23, please forward them as soon as they are available.

Statement of ownership - The statement must identify the name, title, resident mailing address and percentage of ownership for all individuals who own 10% or more of the licensee and the name, address, and percentage of ownership for all legal entities that own 10% or more of the licensee.

NMLS Licensees: If your Wisconsin loan company license is maintained on the Nationwide Multistate Licensing System & Registry (NMLS), you can provide the following confirmation in lieu of submitting the above noted statement of ownership. The name of the employee who verifies the licensee’s NMLS record must be identified on the line below.

_____ has verified that the list of owners found in licensee’s NMLS record is up-to-date and accurate.

List of key officers or key members - The list must identify each key officer/member (including the CEO, COO, president, executive or senior vice president, secretary, and treasurer) and must include the name, title, date of birth, resident address, and telephone number of each key officer/member.

NMLS Licensees: If your Wisconsin loan company license is maintained on NMLS, you can provide the following confirmation in lieu of submitting the above noted list of key officers/members. The name of the employee who verifies the licensee’s NMLS record must be identified on the line below.

_____ has verified that the list of key officers/members found in licensee’s NMLS record is up-to-date and accurate.

AFFIDAVIT

I, _____, the undersigned, being the duly authorized representative of
(Print Name of Key Officer/Member/Partner/Owner)

_____ hereby certify that each
(Name of Licensee)

statement and representation in this annual report is true and correct to the best of my knowledge.

(Signature of Key Officer/Member/Partner/Owner) (Title) (Date)

SUBSCRIBED AND SWORN TO BEFORE ME ON

THIS _____ DAY OF _____, _____.

(Notary Public)

My Commission Expires: _____