

**REGULATED CONSUMER LENDER**  
**ANNUAL FINANCIAL REPORT**  
**TO THE WEST VIRGINIA DIVISION OF BANKING**

*As of December 31, 2005*

Reports due on or before February 15, 2006. This report created as a Microsoft Word Form, tab between fields to provide responses. Fields expand as needed. If you have any questions, please contact Tracy Hudson at (304) 558-2294 or by email at thudson@wvdob.org

LICENSEE: \_\_\_\_\_

MAIN OFFICE: \_\_\_\_\_

BRANCH OFFICES (CITY ONLY): \_\_\_\_\_

**Exhibits attached should be clearly marked**

**PART I-BALANCE SHEET FOR THE WEST VIRGINIA CORPORATION**

(Please note that this balance sheet should contain information for the **WV corporation only**, do not include affiliate information.)

**ASSETS**

(1) Cash on Hand		\$ _____(1)
(2) Due from Depository Institutions		\$ _____(2)
(3) Gross Loans	Number	
(a) Loans secured by real estate	# _____	\$ _____
(b) Loans secured by other collateral	# _____	\$ _____
(c) Loans unsecured	# _____	\$ _____
(d) Installment sales contracts purchased	# _____	\$ _____
(e) Less income collected but not earned		\$( _____ )
<b>Total Loans</b>		<b>\$ _____ (3f)</b>
(g) Less reserve for loan losses		( \$ _____ )
<b>NET LOANS</b>		<b>\$ _____ (3h)</b>
(4) Investments		
(a) U.S. Government and Agency	\$ _____	
(b) State, County, or Municipal	\$ _____	
Other:		
(c) Description: _____	\$ _____	
<b>TOTAL INVESTMENTS</b>		<b>\$ _____ (4)</b>

(5) Fixed Assets

- (a) Office Bldg. (Less Reserve for depreciation) \$ \_\_\_\_\_  
(b) Furniture & Equip. (Less Reserve for depreciation) \$ \_\_\_\_\_

**TOTAL FIXED ASSETS** \$ \_\_\_\_\_ (5)

(6) Other Assets (Please detail any other asset in excess of 10% of total assets.)

- Describe: \_\_\_\_\_ \$ \_\_\_\_\_  
Describe: \_\_\_\_\_ \$ \_\_\_\_\_

**TOTAL OTHER ASSETS** \_\_\_\_\_(6)

(7) **TOTAL ASSETS** \_\_\_\_\_(7)

**LIABILITIES AND CAPITAL**

(8) Liabilities (Itemize)

- (a) Due to parent or other affiliate \_\_\_\_\_  
(b) Other borrowings or rediscounts \_\_\_\_\_  
(c) Describe: \_\_\_\_\_

**TOTAL LIABILITIES** \_\_\_\_\_(8)

(9) Capital Accounts

- (a) Capital Stock \_\_\_\_\_  
(b) Capital Paid-In Surplus \_\_\_\_\_  
(c) Retained Earnings \_\_\_\_\_  
(d) Other \_\_\_\_\_

**TOTAL CAPITAL** \_\_\_\_\_(9)

(10) **TOTAL LIABILITIES AND CAPITAL** \_\_\_\_\_(10)

**PART II-ADDITIONAL ASSESSMENT INFORMATION**

*For assessment purposes, additional information may merit adjustments to your loan assessment base. Please complete the following section if these items apply to your company. If not applicable, please so state.*

Gross Loans and Installment Sales Contracts		_____
Less Unearned Interest (Total Loans from page 1)		_____
Loans or Installment Sales Contracts <u>not</u> on your West Virginia Corporation's balance sheet on page 1 but for which the West Virginia Corporation acts as an agent in a servicing capacity.		+ _____
Describe: _____		
Loans or Credit Sales Contracts included on your West Virginia corporation's balance sheet on page 1 but which are governed by another state's law (real estate secured loans or installment sales paper from another state's retailers).		- _____
Describe: _____		
<b><i>NOTE: These contracts must be made and regulated under the laws of another state to be excluded for examination and assessment purposes.</i></b>		
<b>Total adjusted Assessable Loans and Installment Sales Contracts</b>		_____

**PART III- OTHER INFORMATION**

1. Disclose the nature and location of all records not maintained at the licensee's place of business. Please be specific. Include records sent to cost recovery centers, adverse action notices kept elsewhere, etc. Attach additional pages if necessary. Also provide the name, title, address and telephone number of the individual responsible for maintaining and/or retrieving these records. Please note that such offsite record retention must have the prior written approval of the Division of Banking.

\_\_\_\_\_

2. Please provide the following information:

Date of last internal/external audit of West Virginia offices for compliance with consumer laws. (AUDIT NOT PERFORMED BY REGULATORY AUTHORITIES.) \_\_\_\_\_

Specific areas covered (Describe): \_\_\_\_\_

Performed by: \_\_\_\_\_

Contact \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Date of last internal/external audit of West Virginia offices for compliance with IRS Currency Reporting Requirements? \_\_\_\_\_

Who conducted the review? \_\_\_\_\_

Are there written policies relating to cash reporting requirements and procedures in place for your West Virginia operations? \_\_\_\_\_

3. Please provide a summary of Federal Trade Commission investigations and compilation of fines, penalties or adverse Orders issued by other states or other federal agencies against or involving your organization or any affiliated company within the last calendar year and a summary of ongoing investigations by any other state or federal agency regarding consumer finance issues. If NONE, please so state.

\_\_\_\_\_

4. What types of insurance products are offered for sale in your West Virginia offices?

\_\_\_\_\_

5. For each of the products listed for sale in question 4 above, what percent of your direct loans that were eligible for each type of insurance were actually made with that insurance between January 1, 2005 and December 31, 2005.

\_\_\_\_\_

6. Are all loans made in WV offices and outstanding accounted for on the balance sheet of this report? If not, provide details.

\_\_\_\_\_

7. Provide a listing of real estate secured loans closed in 2005 for which the property location and the appraiser's home office are more than 75 miles distant. For each loan listed, include the following information: name and address of borrower, name and address of the appraiser, loan amount and appraised value.

\_\_\_\_\_

8. Provide the number of real estate loans closed in 2005 for which the total compensation paid or received is 0 to 2% of the amount financed.

\_\_\_\_\_

9. Provide the number of real estate loans closed in 2005 for which the total compensation paid or received is greater than 2% of the amount financed.

\_\_\_\_\_

10. Provide the number of real estate secured loans which closed during 2005 and contained balloon payment provisions.

\_\_\_\_\_

11. Provide the number of real estate secured loans which closed during 2005 and contained prepayment penalty provisions.

\_\_\_\_\_

12. The total number of 2005 real estate secured loans closed within 120 days of another loan to the same borrower.

\_\_\_\_\_

13. Does the Regulated Consumer Lender engage in telemarketing?

\_\_\_\_\_

14. Is telemarketing provided for the Regulated Consumer Lender by an affiliate?

\_\_\_\_\_

15. Does the Regulated Consumer Lender use "live check" solicitations?

\_\_\_\_\_

16. Does the Regulated Consumer Lender use public mortgage data for solicitation purposes? If so, please describe.

\_\_\_\_\_

17. Please describe all other types of loan solicitation used by the Regulated Consumer Lender.

\_\_\_\_\_

18. For non-purchase money loans only, provide the number of loans made in each of the following loan-to-value categories:

\_\_\_\_\_ 0 - 75%      \_\_\_\_\_ 75 – 100%      \_\_\_\_\_ 100% and greater

19. Does the West Virginia Corporation hold licenses from other states? If yes, provide details and attach copies of those licenses.

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20. Provide the number and total amount of loans transferred and/or sold by the West Virginia Corporation to affiliated companies.

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21. Provide the number and total amount of loans transferred and/or sold by the West Virginia Corporation to nonaffiliated companies.

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22. What types of other products or services are offered for sale in your West Virginia offices?

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23. On the following form, please provide the requested information for each office, including the main office and each branch office, as of December 31, 2005. **Licensees with only one location in West Virginia do not need to complete this form.** Dollar totals in each loan or installment sales contract category should correspond to the appropriate balance sheet line item on page 1. You may substitute your own form as long as the required information is provided.

<i>Office Location and Manager</i>	<i>Loans Secured by Real Estate</i>	<i>Loans secured by personal property</i>	<i>Loans Unsecured</i>	<i>Installment Sales Contracts Purchased</i>	<i>Gross Loans</i>
TOTALS:					

24. Provide the aggregate number of loans originated and funded in 2005 for each of the following loan types. You may substitute your own form as long as the required information is provided.

<i>Loans Secured by Real Estate</i>	<i>Other Secured Loans</i>	<i>Unsecured Loans</i>

25. For each foreclosure action completed in 2005, provide the following information on an attached spreadsheet: Borrower's Name, Borrower's Address, Interest Rate at Origination, Borrower's

Race or National Origin, Sex and Age of Borrower, Original Loan Amount, Loan Balance at Default, and Loan Term. If no foreclosures have been finalized, please indicate "NONE".

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26. Provide an organizational chart that clearly depicts the relationship between the West Virginia Regulated Consumer Lender, its parent company and other direct or indirect affiliate relationships. The ultimate parent company should also be clearly reflected.

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27. Provide a list of all litigation in which the West Virginia Regulated Consumer Lender is or has served as a defendant during the past twelve months. For each case, include the style of the case, the litigated amount, a narrative description of the case, the expected date of resolution and amount of loss anticipated.

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28. If the West Virginia Regulated Consumer Lender performs any activities for any other entities, affiliated or nonaffiliated, provide the name of such entity, activity conducted and the date approval to conduct such activity was approved in writing by the Division of Banking.

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29. For the following positions, provide complete names, titles, company name if other than the licensed Regulated Consumer Lender, addresses, telephone numbers, fax numbers and email addresses. Changes in the following information must be reported promptly to the Division of Banking.

A. Manager of West Virginia Main Office – this individual is responsible for the day to day management and supervision of the Main Regulated Consumer Lender office in West Virginia. Also note if this individual also has supervisory responsibilities with regard to all other offices licensed as branches in the State of West Virginia. The original examination report will be forwarded to this individual as well. **Must be located permanently at the main office of the West Virginia corporation.**

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B. Assessment Contact – this individual is responsible for receiving and remitting information and fees relating to the assessment of the Regulated Consumer Lender.

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C. Financial Reporting Contact – this individual is responsible for complying with all requests for financial reports and periodic reports of operation as required by the Commissioner of Banking.

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D. Examination Information Contact – this individual is responsible for receiving the Report of Examination from the West Virginia Division of Banking and providing such examination to the Regulated Consumer Lender’s Board of Directors as required by the Commissioner of Banking. Such individual will also be responsible for transmitting the Regulated Consumer Lender’s response to the examination to the Division of Banking or verifying that such response has been submitted within the prescribed time frame.

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E. West Virginia Office Supervisor – this individual is responsible for the operation of the West Virginia Regulated Consumer Lender. Such individual may also be responsible for multiple state operation of the Regulated Consumer Lender’s parent company and is not required to maintain an office within the State of West Virginia.

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F. Government Representative – this individual will be contacted in the event that the Division of Banking requires information regarding legislation, activities conducted by the Regulated Consumer Lender or other miscellaneous information. This individual often holds a Governmental Relations or Governmental Affairs or related title.

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G. Licensing Contact- this individual is responsible for providing updated information for the Regulated Consumer Lender corporation with regard to licensing issues. They are also responsible for ensuring that licenses are distributed to the appropriate West Virginia Office.

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H. Parent Company Contact – this individual will be contacted in the event that financial or other types of information are required on the West Virginia Regulated Consumer Lender’s parent company or ultimate parent company. If the Regulated Consumer Lender does not have such a parent company, this individual would also serve as the West Virginia Office Supervisor.

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***ATTESTATION***

**I represent the information contained herein is true and complete, to the best of my knowledge and belief.**

Executed the \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_.

\_\_\_\_\_  
**West Virginia Regulated Consumer Lender**

**By:** \_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**NAME, TITLE, ADDRESS, AND PHONE NUMBER  
OF AUTHORIZED OFFICER.**

**ATTEST:**

\_\_\_\_\_  
**Secretary or Authorized Officer**

**STATE OF** \_\_\_\_\_

**COUNTY OF** \_\_\_\_\_

**Taken, Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_.**

\_\_\_\_\_  
**Notary Public**

**My Commission Expires** \_\_\_\_\_.

**QUESTIONS REGARDING THE INFORMATION  
IN THIS REPORT SHOULD BE DIRECTED TO:**

**NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_

**E-MAIL:** \_\_\_\_\_