State of New Hampshire

Banking Department

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SALES FINANCE COMPANY FORM 361-A-AR

2021 NH ANNUAL REPORT

GENERAL INSTRUCTIONS

1. Information provided in this form is aggregated with similar license types and an analysis is published by the New Hampshire Bank Commissioner in the Annual Report to the Governor and Executive Council. The accuracy of the information is also important because it will be used by the New Hampshire Banking Department ("the department") if assessment calculations are needed.

2. A Sales Finance Company who surrenders its license during the 2021 calendar year must file this annual report form, along with a NH License Surrender Form, within 15 days from the date the company ceases business in New Hampshire.

3. All Sales Finance Companies continuing to be licensed in accordance with NH RSA 361-A or whose license expired on December 31, 2021 and who were licensed during any period of time during the preceding calendar year must complete and file this report with the department on or before March 31st of the ensuing year.

4. Complete each schedule; do not leave any blanks. Reports with blanks will be deemed as "not filed" for purposes of any penalty. If an item is not applicable to the business conducted by the licensee, enter "N/A", "none", "O", or "zero".

5. ***SAVE YOUR CALCULATIONS.*** Work papers used to calculate and compile the information required by this form must be retained and made available when the licensee is examined by the department. It is not sufficient to try to re-create the work papers at examination.

6. This report must be filed if a license was held for a portion of the reporting year and must be filed even if no loans were originated, brokered or made. **The report, signed under penalty of unsworn falsification pursuant to NH RSA 641:3, must be uploaded to the NMLS document upload section and filed under Additional Documents no later than March 31, 2022.** Failure to file the annual report or late filing of the annual report results in a statutory penalty of $25 per day for each day the report is overdue.

7. No fee is required to file this annual report.

8. Round dollar amounts to the nearest whole number.

9. If any information reported on the annual report is discovered to be inaccurate, the entity must file an amended report immediately. Amended annual reports can NOT be submitted using the on-line form. The form must be printed and delivered to the department..

10. Do not double count sales finance company loan or lease transactions. Categorize loan transactions by deciding first whether each transaction was 1) a loan or 2) a lease, and then secondly by deciding whether the loan was 3) funded by the company (installment contracts, direct loans), or 4) purchased by or assigned to the company (indirect loans purchased from another company by the licensee).

11. Definitions:
"**Gross Revenue**" means all revenue from whatever source received by the licensee on NH loans and leases, before any expenses are deducted. This does not include repayment of principal. .
"**Motor Vehicle"** means any device propelled or drawn by any power other than muscular power, in, upon or by which any person or property is or may be transported or drawn upon a highway, excepting power shovels, road machinery, buses, agricultural machinery, house and boat trailers, all-terrain vehicles, snowmobiles, and similar recreational vehicles designed primarily for off-road use.
"**Sales Finance**" activity refers only to motor vehicle financing. Other financing conducted through use of retail installment contracts, but not for motor vehicles, may need to be reported as Small Loan activity under NH RSA 399-A.

SPECIFIC SCHEDULE INSTRUCTIONS

SCHEDULE 1:

1. Complete Schedule 1 for all new contracts entered into during 2021.
2. "NH loans funded" refers to loans that identify you as the lender on the retail installment contract.
3. "NH leases funded" refers to leases that identify you as the lessor on the lease agreement.
4. Do not include loans or leases with contracts that identify you as the lender or lessor if you assigned them within 5 business days
5. Do not identify loans or leases that are for a business, identify only loans that are for personal use.
6. "NH loans purchased by or assigned to" refers to indirect loans in which you purchased the contract from the original "lender" identified on the retail installment contract.
7. "NH leases purchased by or assigned to" refers to indirect leases in which you purchased the agreement from the original "lessor" identified on the lease agreement.
8. Identify a loan or lease only once in Schedule 1, it is either funded or purchased but not both.
9. In the top section of the schedule, include gross revenue derived from the funding or purchasing of the loan/lease, including fees collected from the consumer and/or dealer.
10. In the bottom section of the schedule, for "any other…" include gross revenue for any sales finance activity not already reported in either the top section of Schedule 1 or in Schedule 3.
11. Examples of activity that may be included in the bottom section of the schedule include:
    a. acting as a non-operating intermediary (i.e. holding servicing rights, but contracting servicing activities to another entity)
    b. instances when revenue is received for a loan after the loan has been reported to the Department on its appropriate schedule (i.e. the loan was funded 12/30/13, so it was reported for calendar year 2013, but proceeds from the sale of the loan were not received until 2014).
12. Do not include the sales of motor vehicles in the "any other direct or indirect sales finance activity"

SCHEDULE 2:

1. Complete Schedule 2 if you service loans or leases.
2. A repossession (or impoundment) is reported once a vehicle is physically removed from the consumer's possession (i.e. not just when paperwork is filed or sent).
3. Include voluntary repossessions in the figures

SCHEDULE 3:

1. Complete Schedule 3 for all servicing activity that you engaged in during the reporting year.
2. There are separate categories for reporting depending upon whether the loan or lease is held in portfolio or not.
3. Do not include loans or leases that are for a business, identify only loans that are for personal use.
4. Include information for loans for which you took the occasional payment while the loan was in transition to an investor. These loans would be considered to be held in portfolio.
5. Loans for which the entity does not hold the note, but for which the servicing rights are held are reported as "Other Loans and/or Leases".
6. Loans or Leases that are sub-serviced should be recorded in the following manner:
    a. The entity that held the servicing rights, but did not actively engage in the taking of payments should report those loans revenues under "Gross revenue from any other direct or indirect servicing activity in NH"
    b. The entity that does not hold the servicing rights but is contracted to perform the actual servicing activity should report those loans as "Other Loans and/or Leases that were serviced"
7. Loans "to be serviced" in the following year refers to the outstanding loans on record as of December 31 that will continue to be serviced by the entity.
8. The dollar amount of loans "to be serviced" should be reported as the principal amount of the loan(s) that remains outstanding as of December 31.
9. Include gross revenue from the servicing of the loan, such as fees, interest payments, or sale of servicing rights.
10. For the "any other…" category, include gross revenue not already reported in either Schedule 1 or in Schedule 3.

SALES FINANCE COMPANY 2021 NH ANNUAL REPORT FORM 361-A-AR

Reporting Period: January 1, 2021 through December 31, 2021

Legal name of licensee:

Trade name (if applicable):

Licensee's federal tax ID number: 2021 NH principal office license number:

Contact person for this report (this must be the company's duly authorized person who affirms the accuracy, signs and files this report)

Name: Title:

Communications:

(Tel. no.) (Fax no.) (Cell) (E-mail Address)

SCHEDULE 1: MOTOR VEHICLE LOANS AND LEASES FUNDED, PURCHASED OR ASSIGNED DURING 2021
(Round dollar amounts to the nearest whole number)

Category	Total Number of Loans and/ or Leases in NH	Total Dollar Amount of Loans and/or Leases in NH	Total Gross Revenue from Loans and/or Leases in NH
NH loans funded (installment contracts, direct loans) by the Licensee		$	$
NH leases funded (lease contracts, direct loans) by the Licensee		$	$
NH loans purchased by or assigned to the Licensee (indirect loans)		$	$
NH leases purchased by or assigned to the Licensee (indirect loans)		$	$
Gross revenue from any other direct or indirect sales finance activity in NH			$
Total (of above) all types of loans & leases & other revenue in NH during 2021		$	$

SCHEDULE 2: SALES FINANCE REPOSSESSION ACTIVITY DURING 2021:

Enter the number of NH automobile repossessions and/or impoundments for reporting period: _____

SCHEDULE 3: SALES FINANCE LOANS AND/OR LEASES SERVICED DURING 2021 AND LOANS AND/OR LEASES OUTSTANDING AS OF DECEMBER 31, 2021 (Round dollar amounts to the nearest whole number)

Category	Number of NH Loans and/or Leases	Dollar Amount of NH Loans and/or Leases	2021 NH Gross Revenue from Loans and/or Leases
Loans and/or Leases held in portfolio that were serviced during 2021		$	$
Other Loans and/or Leases that were serviced during 2021		$	$
Gross revenue from any other direct or indirect servicing activity in NH			$
Totals			$
Loans and/or Leases held in portfolio at 12/31/21 to be serviced by the licensee in 2022		$	
Other Loans and/or Leases at 12/31/21 to be serviced by the licensee in 2022		$	

AFFIRMATION

The information provided in this report reflects the total amount of sales finance company business conducted by the licensee during 2021 in providing motor vehicle financing in the State of New Hampshire directly or indirectly to one or more retail buyers or in purchasing retail installment contracts from one or more retail sellers.

I subscribe and affirm, under penalty of perjury and under penalty of unsworn falsification pursuant to RSA 641:3, that the statements made in this report have been examined by me and to the best of my knowledge and belief are true, correct and complete, and that I am duly authorized to submit this report and to execute this affirmation. I understand that any misrepresentation made to the banking department may result in denial or revocation of the license to which this form relates.

I acknowledge on behalf of the licensee that the licensee will retain work papers and other documents used in the preparation of this report and that the licensee will make such records available to the department upon request or examination.

Date:

For

(Print or type Licensee's name)

By

(Print or type name of the authorized signatory)

Title

Signature

(Signed under penalty of Unsworn Falsification pursuant to NH RSA 641:3)