



**EQUIFAX®**

# U.S. National Consumer Credit Trends Report: Originations

Data as of January 2022

February 16, 2022

# US National Consumer Credit Trends Report: Originations

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# Credit Trends Originations: Total Auto Loans & Leases

# Auto Originations Observations

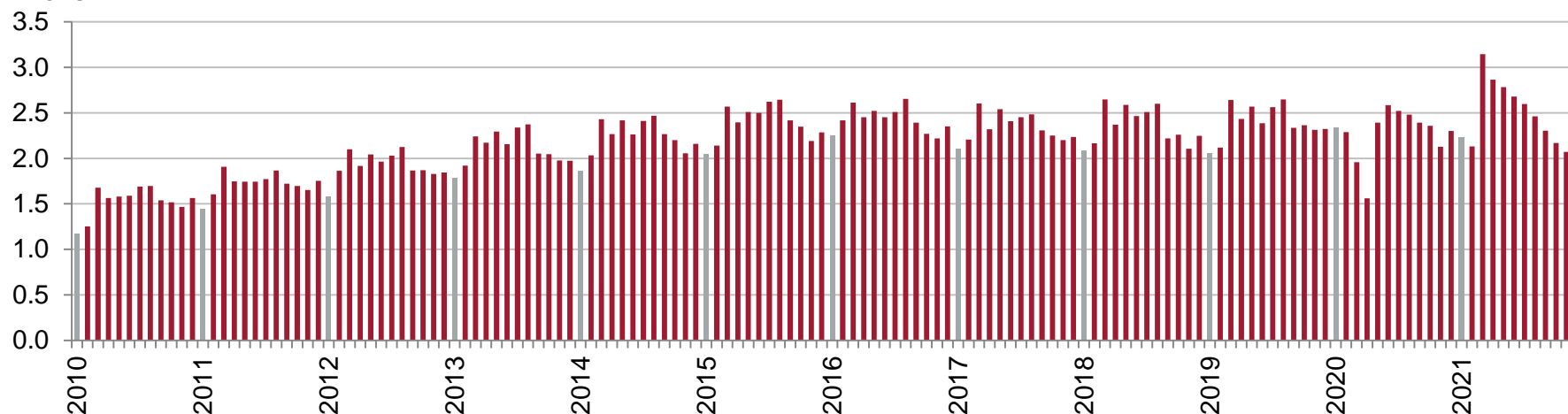
Originations through November 2021 reported as of January 2022

- › 27.4 million auto loans and leases, totaling \$736.2 billion, have been originated year-to-date. This is a 9.7% increase in accounts and a 21.4% increase in balances over this time last year.
- › 4.56 million auto loans and leases have been originated YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 0.1% decrease from November 2020. These newly-issued loans have a corresponding total balance of \$99.5 billion, an 11.4% increase year-over-year.
- › In November, 16.6% of auto loans and leases accounts were issued to consumers with a subprime credit score. This is the lowest November YTD subprime share since 2010. November 2021 saw 13.5% of YTD balance share, which is higher than the same time last year.
- › The average origination balance for all auto loans and leases issued in November 2021 was \$29,511. This is a 16.9% increase from November 2020. The average subprime loan amount was \$23,774. This is a 17.8% increase compared to November 2020.

# Auto Originations: Accounts

Number of Accounts in Millions; NSA

Millions



NUMBER OF AUTO ACCOUNTS ORIGINATED IN MILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	18.3	14.6%	16.7	13.9%	1.46	25.8%
2011	20.7	12.8%	18.9	12.9%	1.65	12.8%
2012	23.0	11.5%	21.2	12.1%	1.83	10.6%
2013	25.3	10.0%	23.3	10.2%	1.98	8.1%
2014	26.8	6.0%	24.7	5.7%	2.06	4.1%
2015	28.7	6.9%	26.4	6.9%	2.19	6.5%
2016	29.1	1.5%	26.8	1.4%	2.22	1.2%
2017	28.1	-3.4%	25.9	-3.3%	2.20	-0.7%
2018	28.3	0.6%	26.0	0.6%	2.11	-4.3%
2019	28.7	1.7%	26.4	1.5%	2.31	9.9%
2020	27.3	-5.0%	25.0	-5.4%	2.13	-8.1%
2021	--	--	27.4	9.7%	2.07	-2.7%

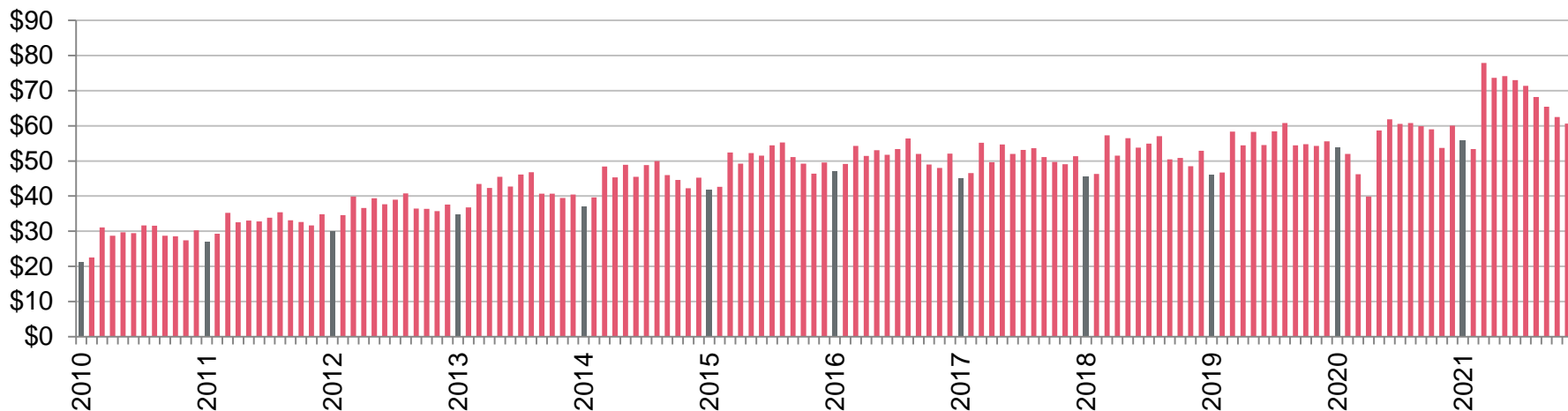
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Originations: Balances

Total Balances Originated in \$Billions; NSA

Billions



TOTAL AUTO BALANCES ORIGINATED IN \$ BILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	\$341.1	18.9%	\$310.8	18.4%	\$27.4	27.4%
2011	\$391.4	14.8%	\$356.5	14.7%	\$31.6	15.4%
2012	\$444.0	13.5%	\$406.4	14.0%	\$35.7	12.8%
2013	\$499.5	12.5%	\$459.1	12.9%	\$39.5	10.6%
2014	\$541.6	8.4%	\$496.3	8.1%	\$42.2	6.8%
2015	\$596.0	10.0%	\$546.4	10.1%	\$46.4	10.0%
2016	\$617.8	3.7%	\$565.7	3.5%	\$48.0	3.5%
2017	\$611.3	-1.1%	\$559.9	-1.0%	\$49.1	2.3%
2018	\$625.7	2.4%	\$572.8	2.3%	\$48.5	-1.2%
2019	\$656.5	4.9%	\$601.0	4.9%	\$54.3	11.8%
2020	\$666.3	1.5%	\$606.3	0.9%	\$53.7	-1.0%
2021	--	--	\$736.2	21.4%	\$60.7	12.9%

Source: Equifax Inc.

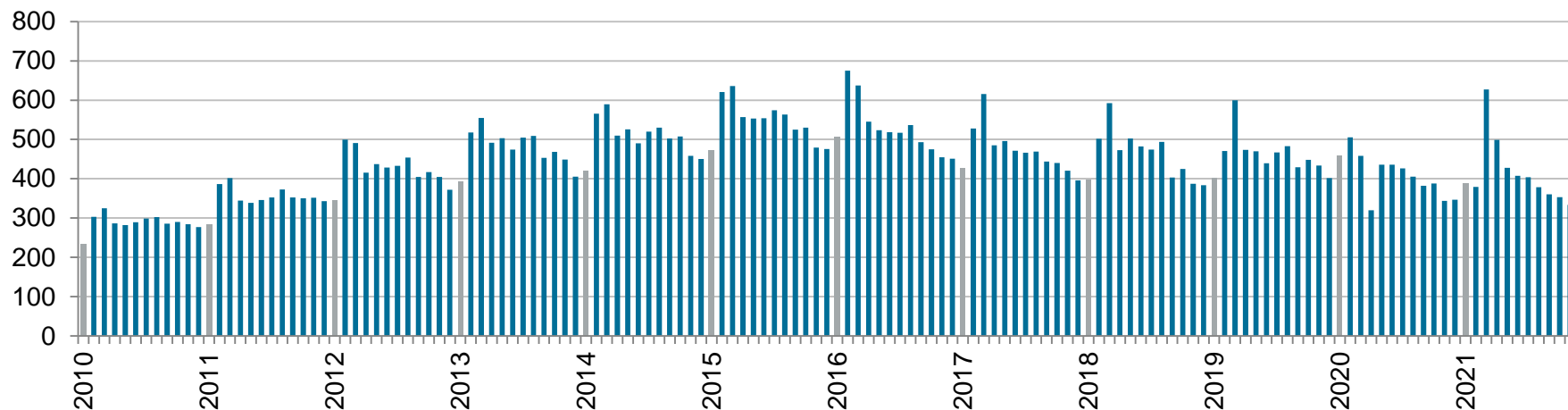
Originations through November 2021 reported as of January 2022

# Subprime Auto Originations: Accounts

Number of Accounts in Thousands; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

Thousands



NUMBER OF SUBPRIME AUTO ACCOUNTS ORIGINATED IN THOUSANDS

YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	3,459.3	18.9%	15.7%	3,182.2	19.0%	15.0%	284.4	19.4%	28.3%
2011	4,223.4	20.4%	22.1%	3,880.5	20.5%	21.9%	351.5	21.3%	23.6%
2012	5,100.4	22.2%	20.8%	4,728.1	22.3%	21.8%	404.3	22.1%	15.0%
2013	5,721.2	22.6%	12.2%	5,316.1	22.8%	12.4%	448.7	22.7%	11.0%
2014	6,068.5	22.6%	6.1%	5,617.9	22.8%	5.7%	458.1	22.3%	2.1%
2015	6,540.1	22.8%	7.8%	6,064.6	23.0%	8.0%	479.1	21.9%	4.6%
2016	6,332.7	21.8%	-3.2%	5,881.6	22.0%	-3.0%	454.9	20.5%	-5.1%
2017	5,657.9	20.1%	-10.7%	5,262.1	20.3%	-10.5%	420.5	19.1%	-7.6%
2018	5,518.1	19.5%	-2.5%	5,134.2	19.7%	-2.4%	387.3	18.4%	-7.9%
2019	5,517.0	19.2%	0.0%	5,115.5	19.4%	-0.4%	433.7	18.7%	12.0%
2020	4,906.8	18.0%	-11.1%	4,560.2	18.2%	-10.9%	343.5	16.1%	-20.8%
2021	--	--	--	4,557.7	16.6%	-0.1%	333.4	16.1%	-2.9%

Source: Equifax Inc.

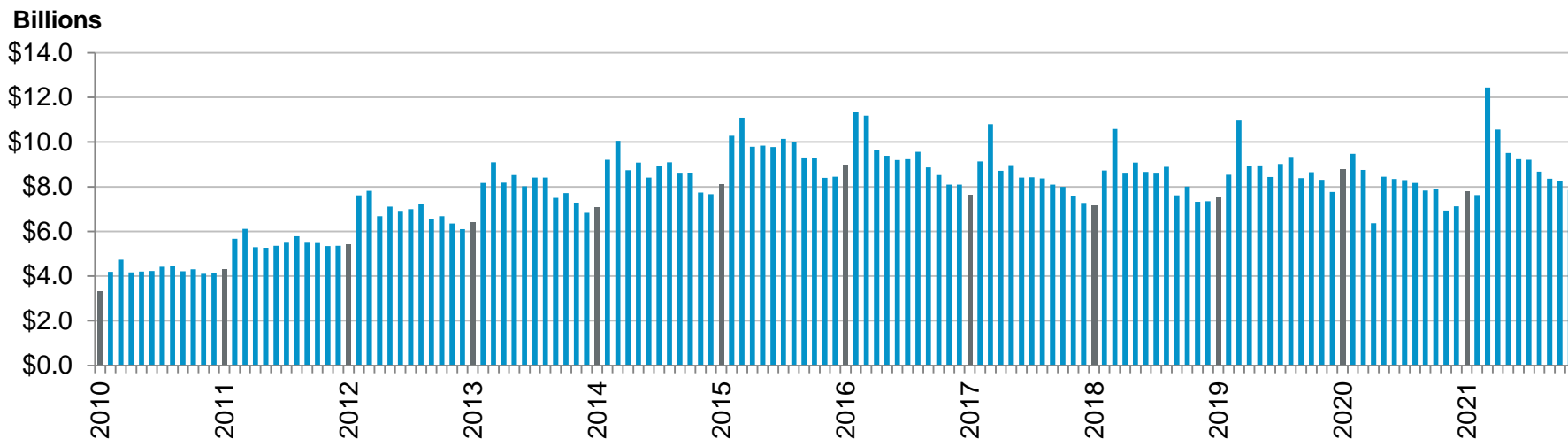
Originations through November 2021 reported as of January 2022



# Subprime Auto Originations: Balances

Total Balances Originated in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



TOTAL SUBPRIME AUTO BALANCES ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$50.4	14.8%	23.3%	\$46.3	14.9%	22.4%	\$4.10	15.0%	37.7%
2011	\$65.1	16.6%	29.0%	\$59.7	16.7%	28.9%	\$5.34	16.9%	30.2%
2012	\$81.5	18.4%	25.3%	\$75.4	18.6%	26.3%	\$6.36	17.8%	19.2%
2013	\$94.5	18.9%	16.0%	\$87.7	19.1%	16.3%	\$7.29	18.5%	14.7%
2014	\$103.2	19.1%	9.2%	\$95.5	19.2%	8.9%	\$7.74	18.3%	6.2%
2015	\$114.4	19.2%	10.9%	\$106.0	19.4%	10.9%	\$8.40	18.1%	8.6%
2016	\$112.1	18.1%	-2.0%	\$104.0	18.4%	-1.9%	\$8.10	16.9%	-3.6%
2017	\$101.4	16.6%	-9.6%	\$94.1	16.8%	-9.5%	\$7.58	15.4%	-6.4%
2018	\$100.6	16.1%	-0.8%	\$93.2	16.3%	-1.0%	\$7.33	15.1%	-3.3%
2019	\$104.8	16.0%	4.2%	\$97.0	16.1%	4.1%	\$8.31	15.3%	13.4%
2020	\$96.4	14.5%	-8.0%	\$89.3	14.7%	-7.9%	\$6.93	12.9%	-16.5%
2021	--	--	--	\$99.5	13.5%	11.4%	\$7.85	12.9%	13.2%

Source: Equifax Inc.

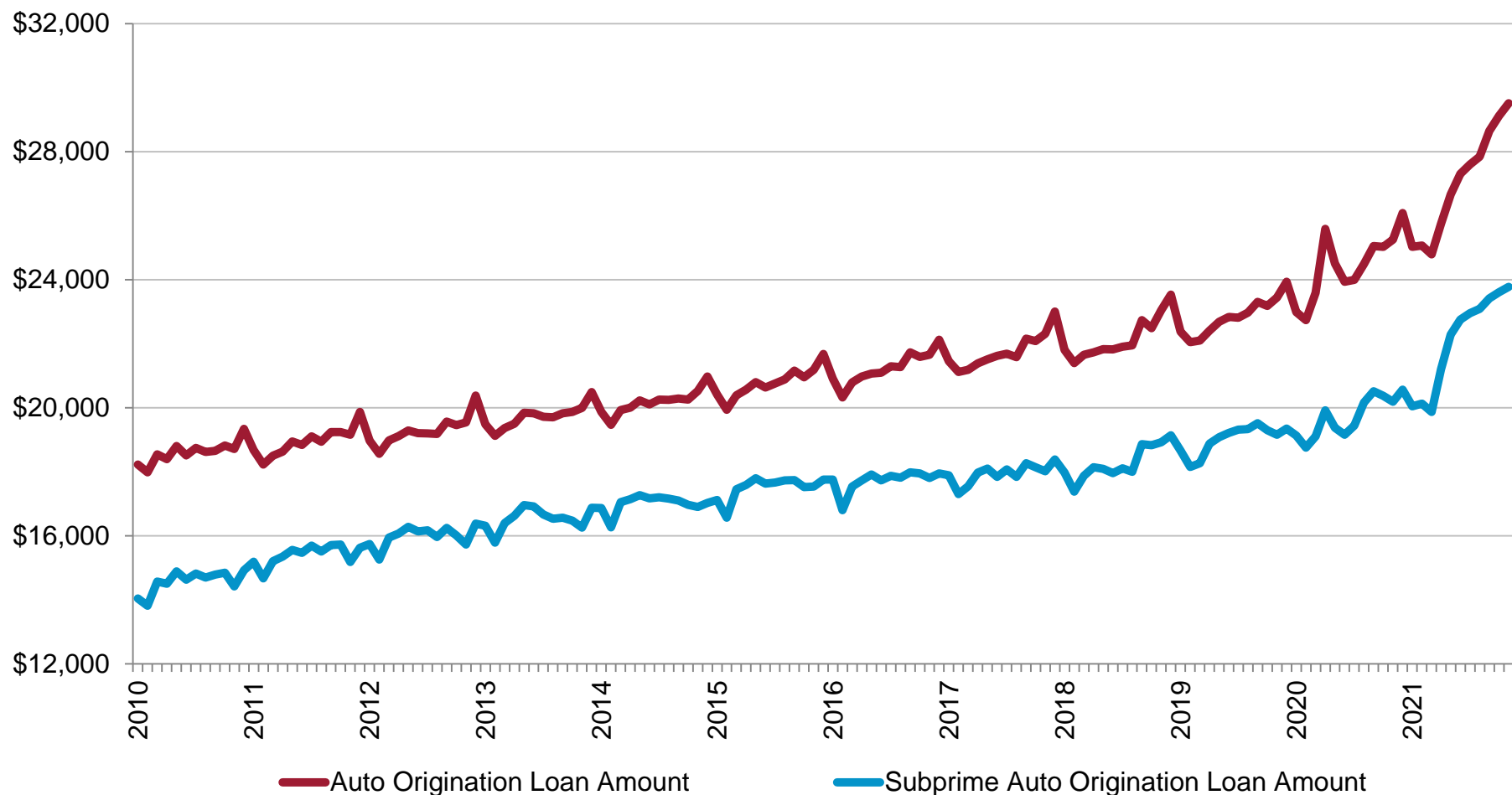
Originations through November 2021 reported as of January 2022



# Auto Average Origination Balance

Average Origination Balance Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



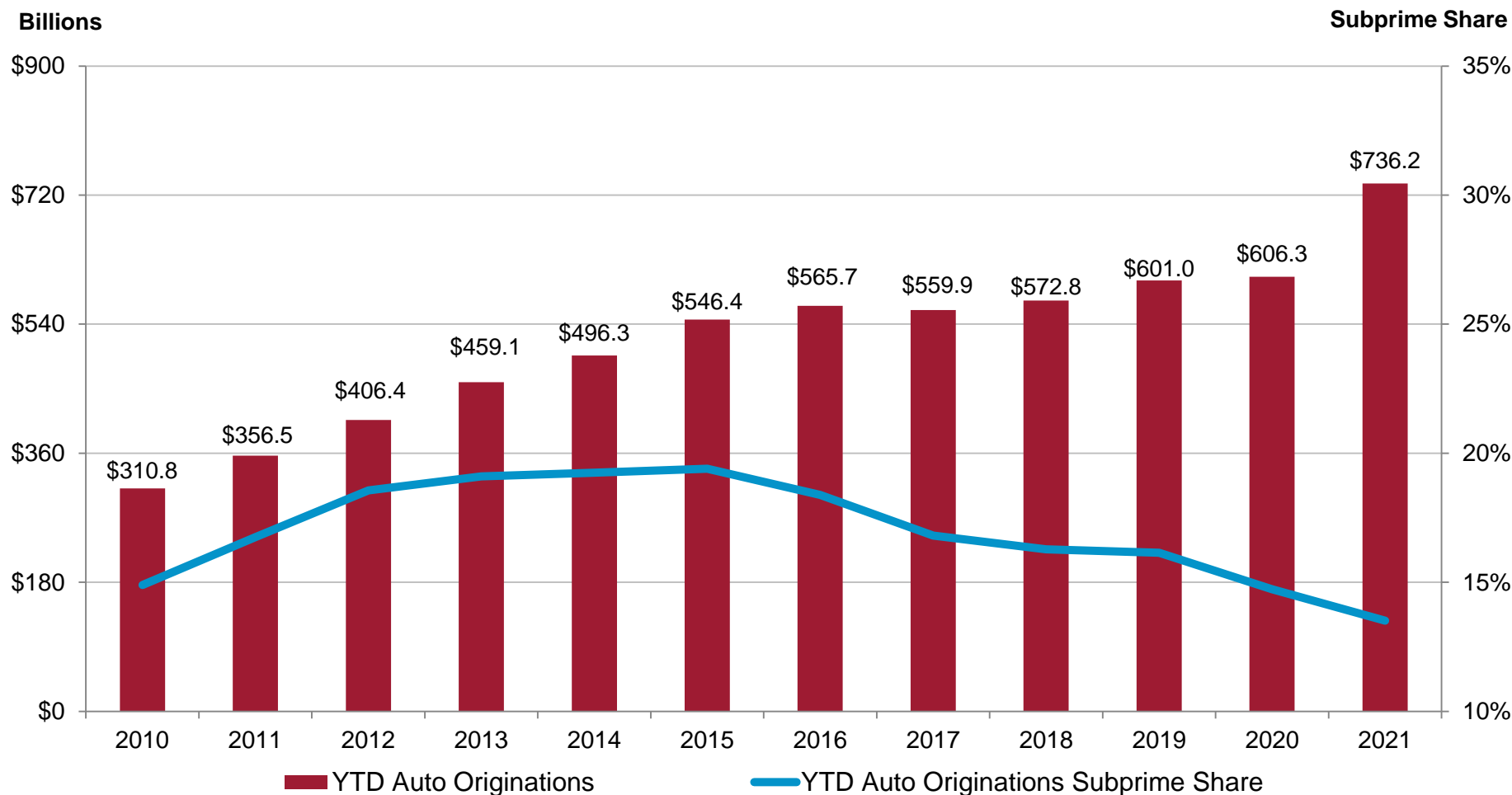
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Originations YTD

Total Originations in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

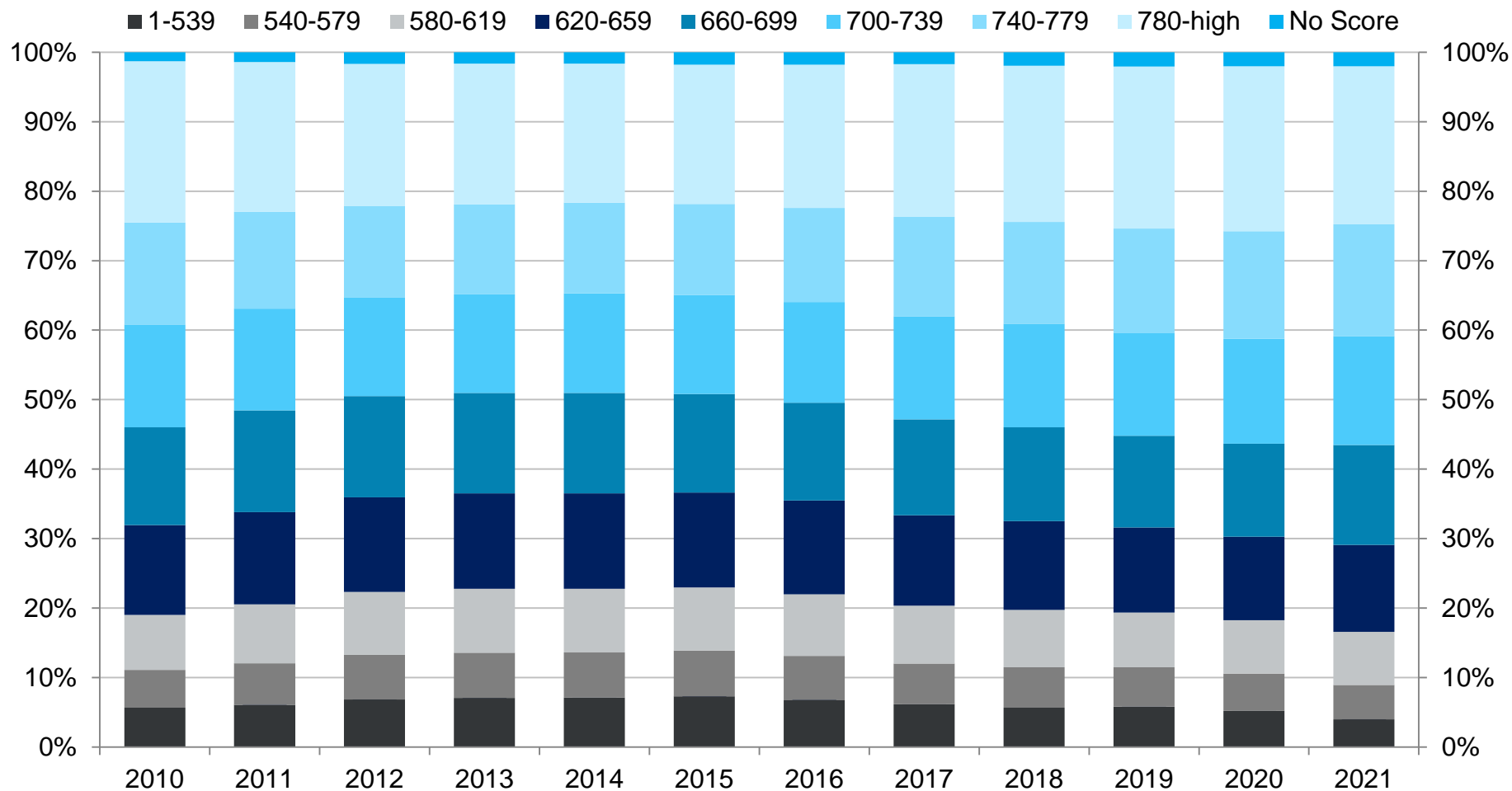


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Auto Originations by Year (% of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Auto Leases

# Auto Lease Originations Observations

Originations through November 2021 reported as of January 2022

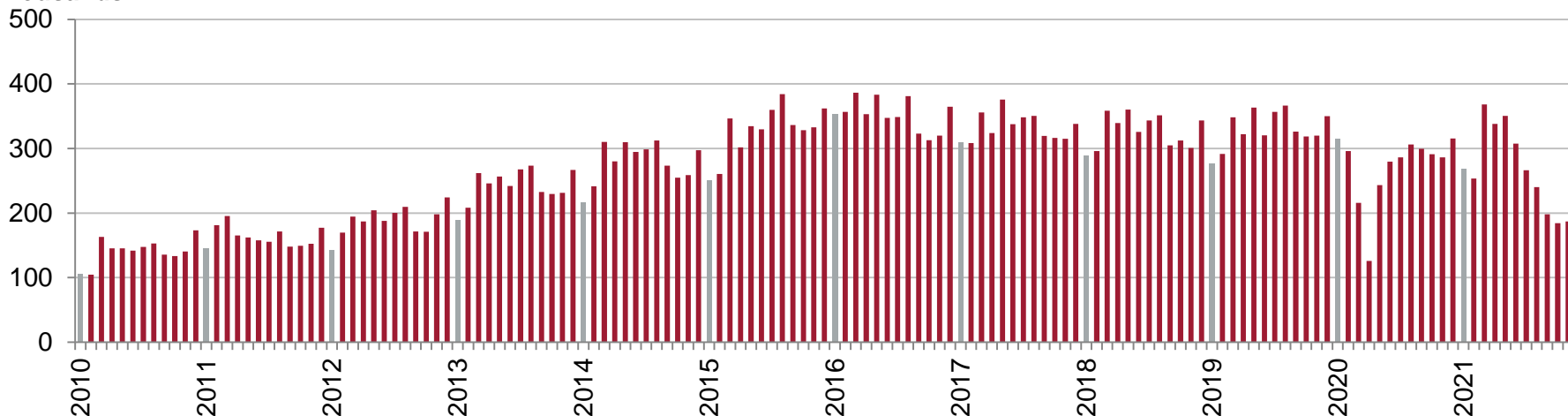
- › 2.96 million auto leases, totaling \$55.9 billion, have been originated year-to-date. This is a 0.6% increase in accounts and an 8.3% increase in balances from this time last year.
- › Auto leases accounted for 10.8% of all auto accounts originated through November and 7.6% of balances.
- › 191,100 auto leases have been originated YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 15.5% decrease from November 2020. These newly-issued leases have a corresponding total balance of \$3.76 billion, a 10.2% decrease year-over-year.
- › Through November, 6.5% of auto lease accounts and 6.7% of total balances were issued to consumers with a subprime credit score.
- › The average origination balance for all auto leases is issued in November 2021 was \$21,045. This is a 17.6% increase from November 2020. The average subprime lease amount was \$21,566, a 14.3% increase over a year ago.

Note that lease origination values reflect the contract amounts only and exclude expected vehicle residual values.

# Auto Lease Originations: Accounts

Number of Accounts in Thousands; NSA

Thousands



**NUMBER OF AUTO LEASE ACCOUNTS ORIGINATED IN THOUSANDS**

YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	1,689.4	9.2%	55.2%	1516.0	9.1%	56.4%	140.2	9.6%	41.2%
2011	1,961.4	9.5%	16.1%	1784.4	9.4%	17.7%	152.4	9.2%	8.7%
2012	2,260.2	9.8%	15.2%	2035.9	9.6%	14.1%	198.3	10.8%	30.1%
2013	2,904.6	11.5%	28.5%	2637.7	11.3%	29.6%	231.5	11.7%	16.8%
2014	3,347.6	12.5%	15.3%	3050.3	12.4%	15.6%	258.7	12.6%	11.7%
2015	3,927.6	13.7%	17.3%	3565.5	13.5%	16.9%	332.8	15.2%	28.7%
2016	4,231.9	14.5%	7.7%	3867.2	14.5%	8.5%	320.0	14.4%	-3.9%
2017	3,998.6	14.2%	-5.5%	3660.6	14.1%	-5.3%	315.0	14.3%	-1.5%
2018	3,925.8	13.9%	-1.8%	3582.2	13.8%	-2.1%	300.9	14.3%	-4.5%
2019	3,960.3	13.8%	0.9%	3610.2	13.7%	0.8%	319.8	13.8%	6.3%
2020	3,260.1	11.9%	-17.7%	2944.7	11.8%	-18.4%	286.4	13.5%	-10.5%
2021	--	--	--	2961.9	10.8%	0.6%	186.9	9.0%	-34.7%

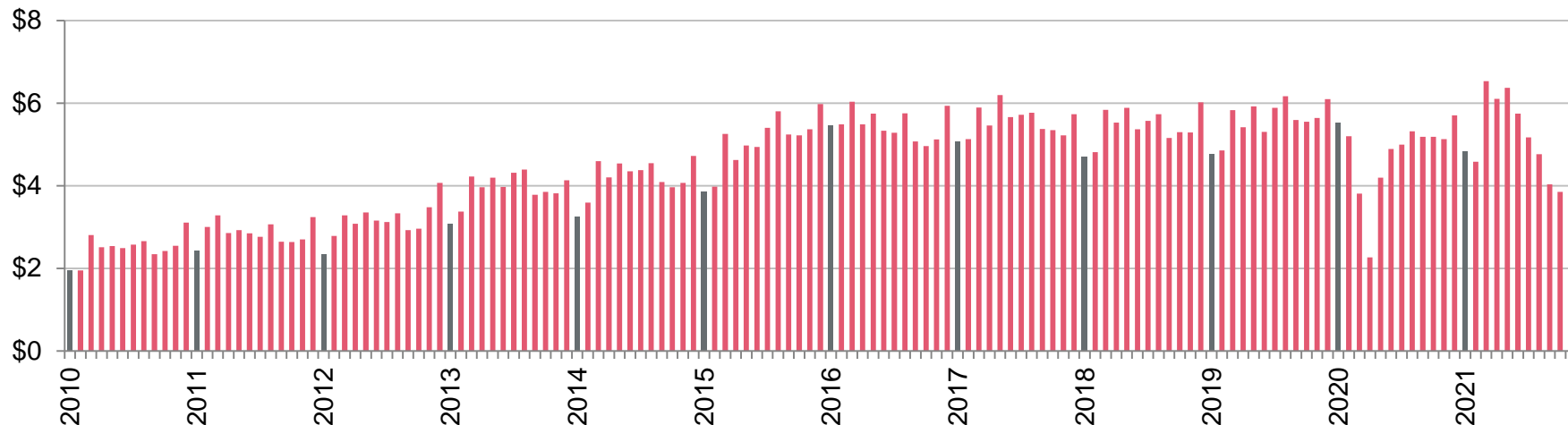
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Lease Originations: Balances

Total Balances Originated in \$Billions; NSA

Billions



## TOTAL AUTO LEASE BALANCES ORIGINATED IN \$ BILLIONS

YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$29.9	8.8%	37.7%	\$26.8	8.6%	38.3%	\$2.54	9.3%	32.0%
2011	\$34.4	8.8%	15.1%	\$31.1	8.7%	16.3%	\$2.70	8.5%	6.1%
2012	\$37.9	8.5%	10.2%	\$33.8	8.3%	8.6%	\$3.48	9.7%	28.8%
2013	\$47.1	9.4%	24.3%	\$42.9	9.4%	27.0%	\$3.82	9.7%	9.8%
2014	\$50.3	9.3%	6.8%	\$45.6	9.2%	6.1%	\$4.07	9.6%	6.6%
2015	\$60.6	10.2%	20.6%	\$54.6	10.0%	19.9%	\$5.37	11.6%	31.9%
2016	\$65.7	10.6%	8.3%	\$59.7	10.6%	9.3%	\$5.12	10.7%	-4.6%
2017	\$66.6	10.9%	1.4%	\$60.8	10.9%	1.9%	\$5.22	10.6%	2.0%
2018	\$65.2	10.4%	-2.1%	\$59.2	10.3%	-2.7%	\$5.29	10.9%	1.3%
2019	\$67.0	10.2%	2.8%	\$60.9	10.1%	3.0%	\$5.64	10.4%	6.7%
2020	\$57.4	8.6%	-14.4%	\$51.7	8.5%	-15.2%	\$5.13	9.5%	-9.1%
2021	--	--	--	\$55.9	7.6%	8.3%	\$3.97	6.5%	-22.6%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

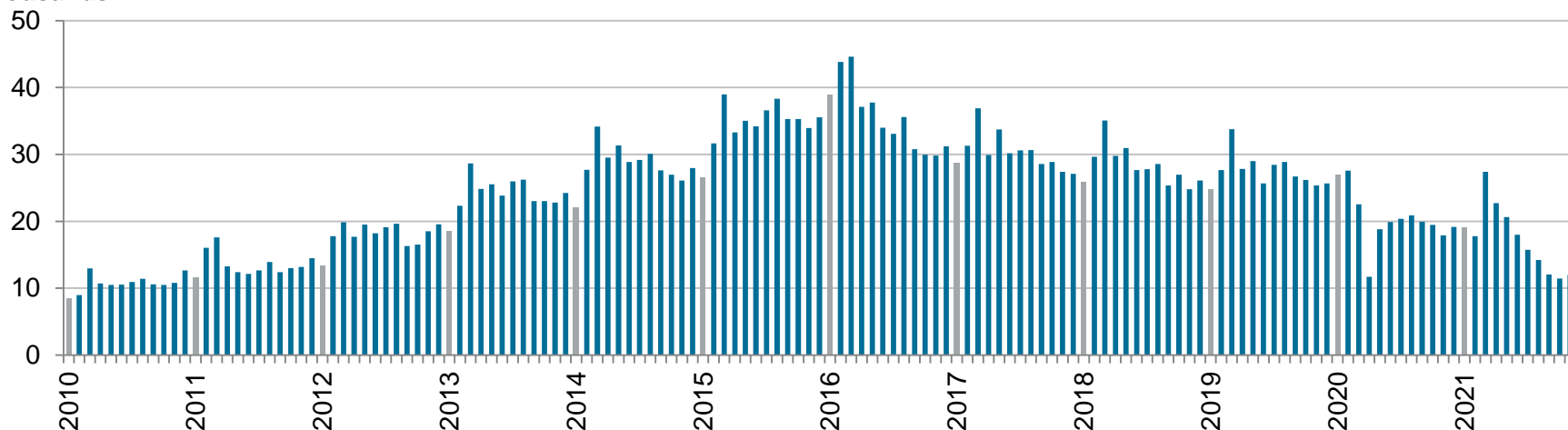


# Subprime Auto Lease Originations: Accounts

Number of Accounts in Thousands; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

Thousands



NUMBER OF SUBPRIME AUTO LEASE ACCOUNTS ORIGINATED IN THOUSANDS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	129.0	7.6%	49.2%	116.4	7.7%	49.2%	10.8	7.7%	42.7%
2011	162.7	8.3%	26.1%	148.2	8.3%	27.4%	13.2	8.6%	22.0%
2012	216.0	9.6%	32.8%	196.5	9.7%	32.6%	18.5	9.3%	40.5%
2013	289.1	10.0%	33.8%	264.9	10.0%	34.8%	22.8	9.8%	23.0%
2014	341.7	10.2%	18.2%	313.7	10.3%	18.4%	26.1	10.1%	14.5%
2015	414.7	10.6%	21.4%	379.2	10.6%	20.9%	34.0	10.2%	30.1%
2016	426.7	10.1%	2.9%	395.4	10.2%	4.3%	29.8	9.3%	-12.2%
2017	364.0	9.1%	-14.7%	336.9	9.2%	-14.8%	27.4	8.7%	-8.1%
2018	338.5	8.6%	-7.0%	312.4	8.7%	-7.3%	24.8	8.2%	-9.5%
2019	330.0	8.3%	-2.5%	304.3	8.4%	-2.6%	25.4	7.9%	2.3%
2020	245.3	7.5%	-25.7%	226.1	7.7%	-25.7%	17.9	6.2%	-29.5%
2021	--	--	--	191.1	6.5%	-15.5%	12.0	6.4%	-33.2%

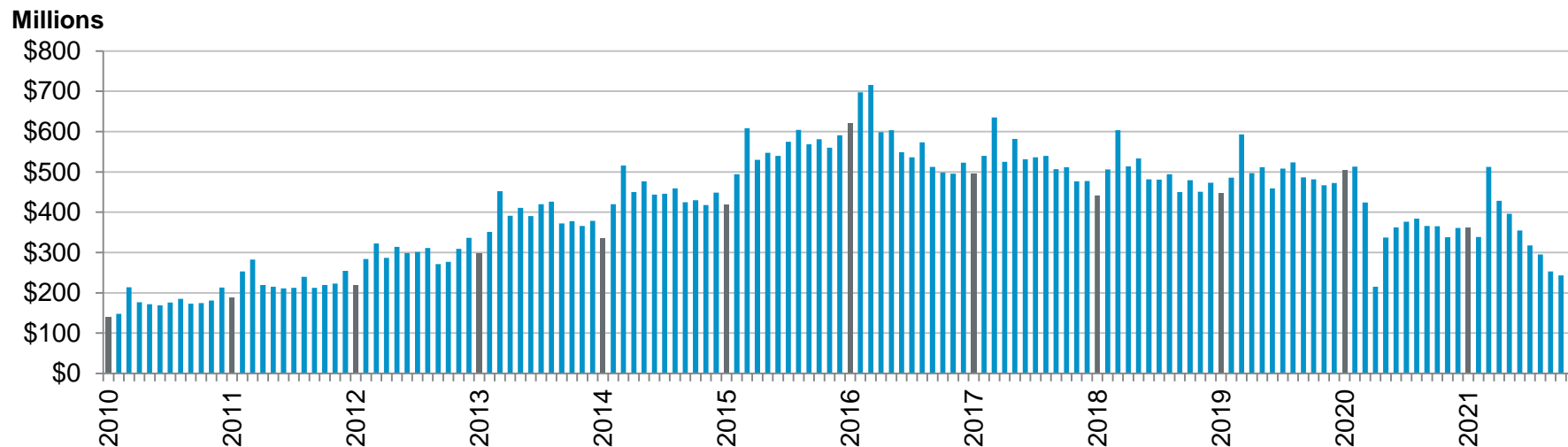
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Auto Lease Originations: Balances

Total Balances Originated in \$Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



TOTAL SUBPRIME AUTO LEASE BALANCES ORIGINATED IN \$ MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$2,121.0	7.1%	37.2%	\$1,907.8	7.1%	36.7%	\$180.9	7.1%	39.0%
2011	\$2,730.8	7.9%	28.8%	\$2,476.4	8.0%	29.8%	\$222.5	8.2%	23.0%
2012	\$3,529.2	9.3%	29.2%	\$3,192.6	9.4%	28.9%	\$309.2	8.9%	39.0%
2013	\$4,634.7	9.8%	31.3%	\$4,256.4	9.9%	33.3%	\$365.8	9.6%	18.3%
2014	\$5,266.4	10.5%	13.6%	\$4,818.0	10.6%	13.2%	\$417.9	10.3%	14.3%
2015	\$6,617.6	10.9%	25.7%	\$6,026.8	11.0%	25.1%	\$560.1	10.4%	34.0%
2016	\$6,923.2	10.5%	4.6%	\$6,400.6	10.7%	6.2%	\$495.2	9.7%	-11.6%
2017	\$6,354.8	9.5%	-8.2%	\$5,877.8	9.7%	-8.2%	\$476.9	9.1%	-3.7%
2018	\$5,908.1	9.1%	-7.0%	\$5,435.4	9.2%	-7.5%	\$450.8	8.5%	-5.5%
2019	\$5,932.5	8.9%	0.4%	\$5,459.9	9.0%	0.5%	\$466.9	8.3%	3.6%
2020	\$4,545.7	7.9%	-23.4%	\$4,184.6	8.1%	-23.4%	\$337.5	6.6%	-27.7%
2021	--	--	--	\$3,756.6	6.7%	-10.2%	\$257.2	6.5%	-23.8%

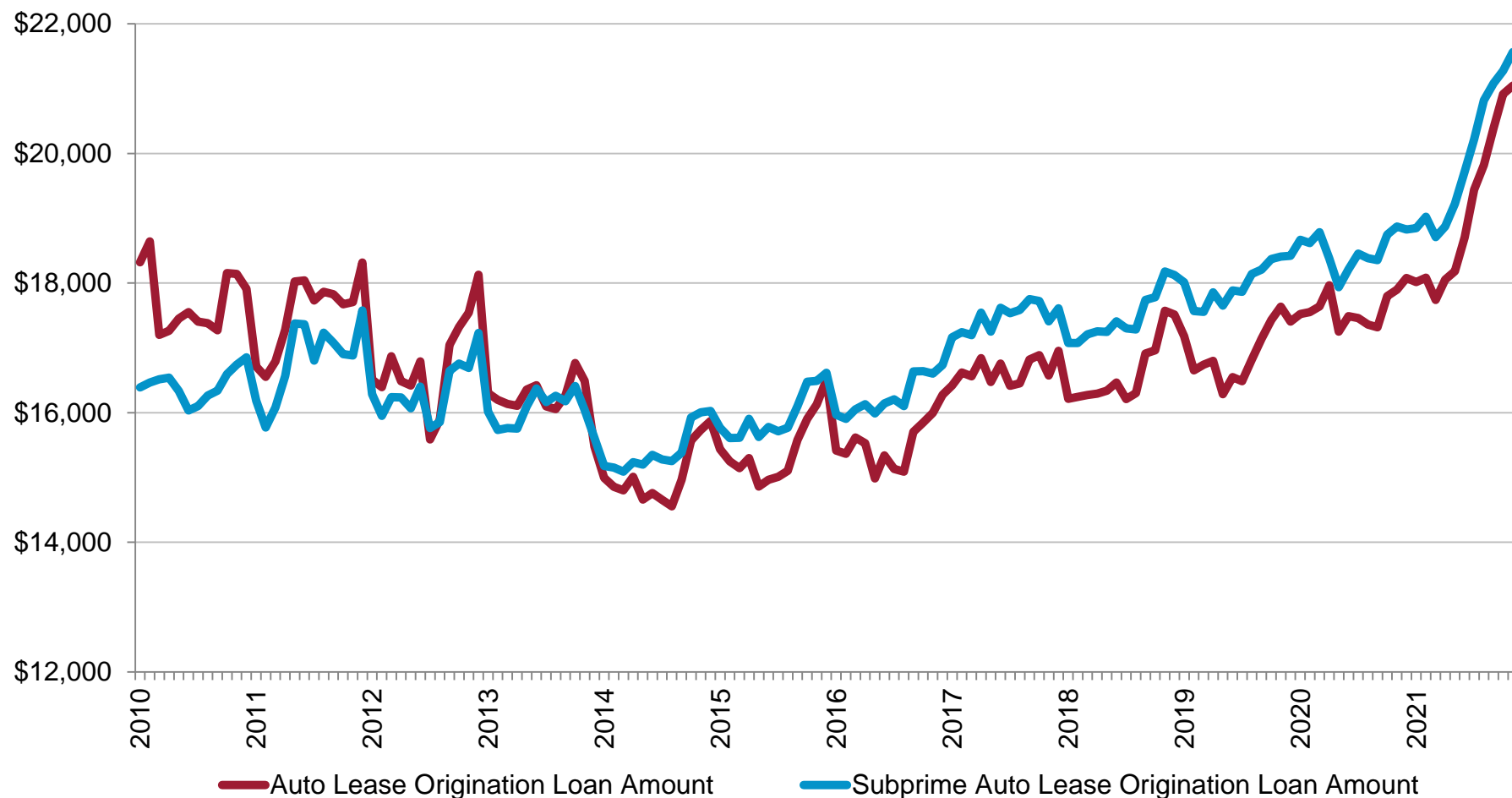
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Lease Average Origination Balance

Average Origination Lease Balance Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



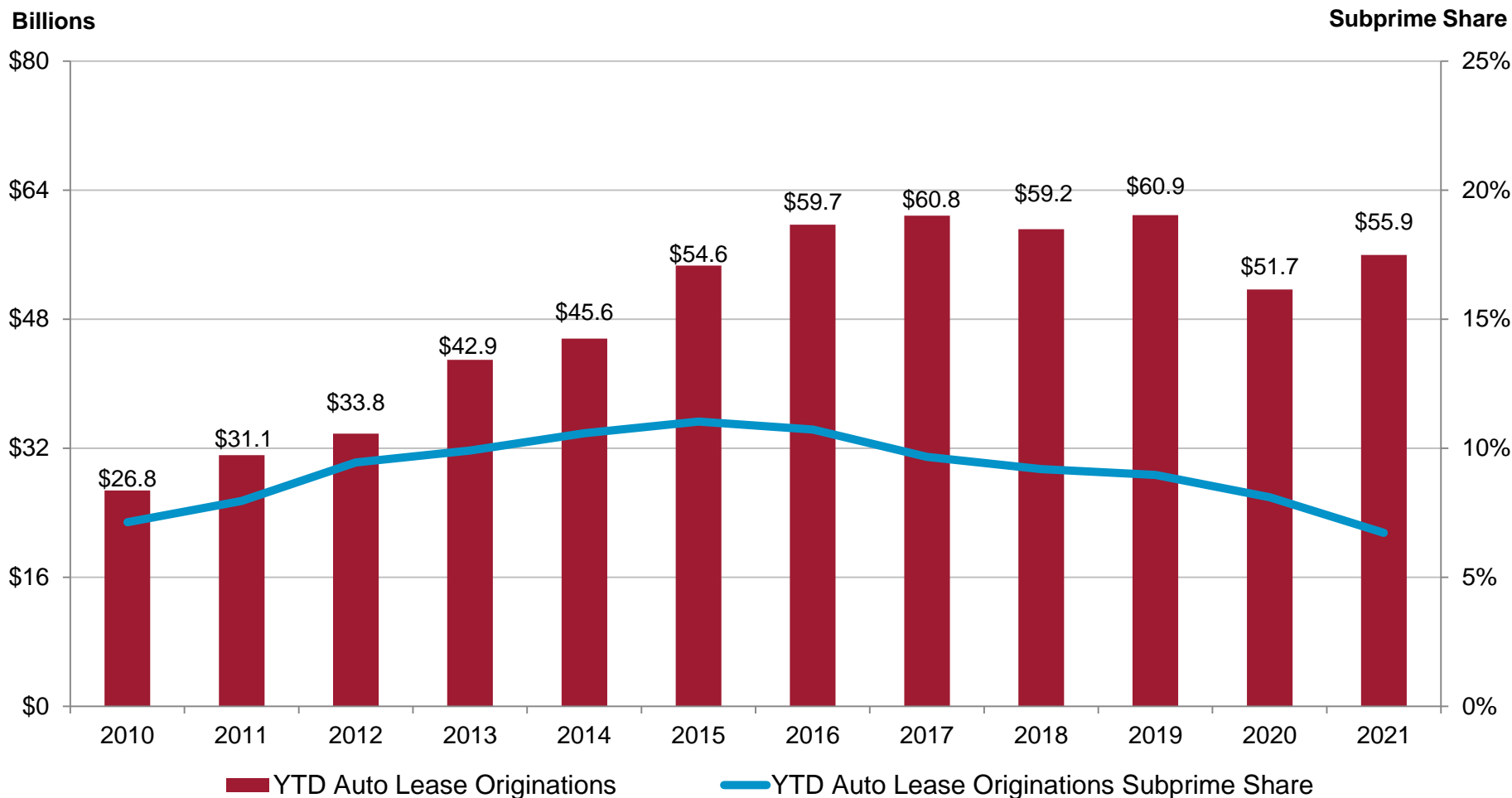
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Lease Originations YTD

Total Originations in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

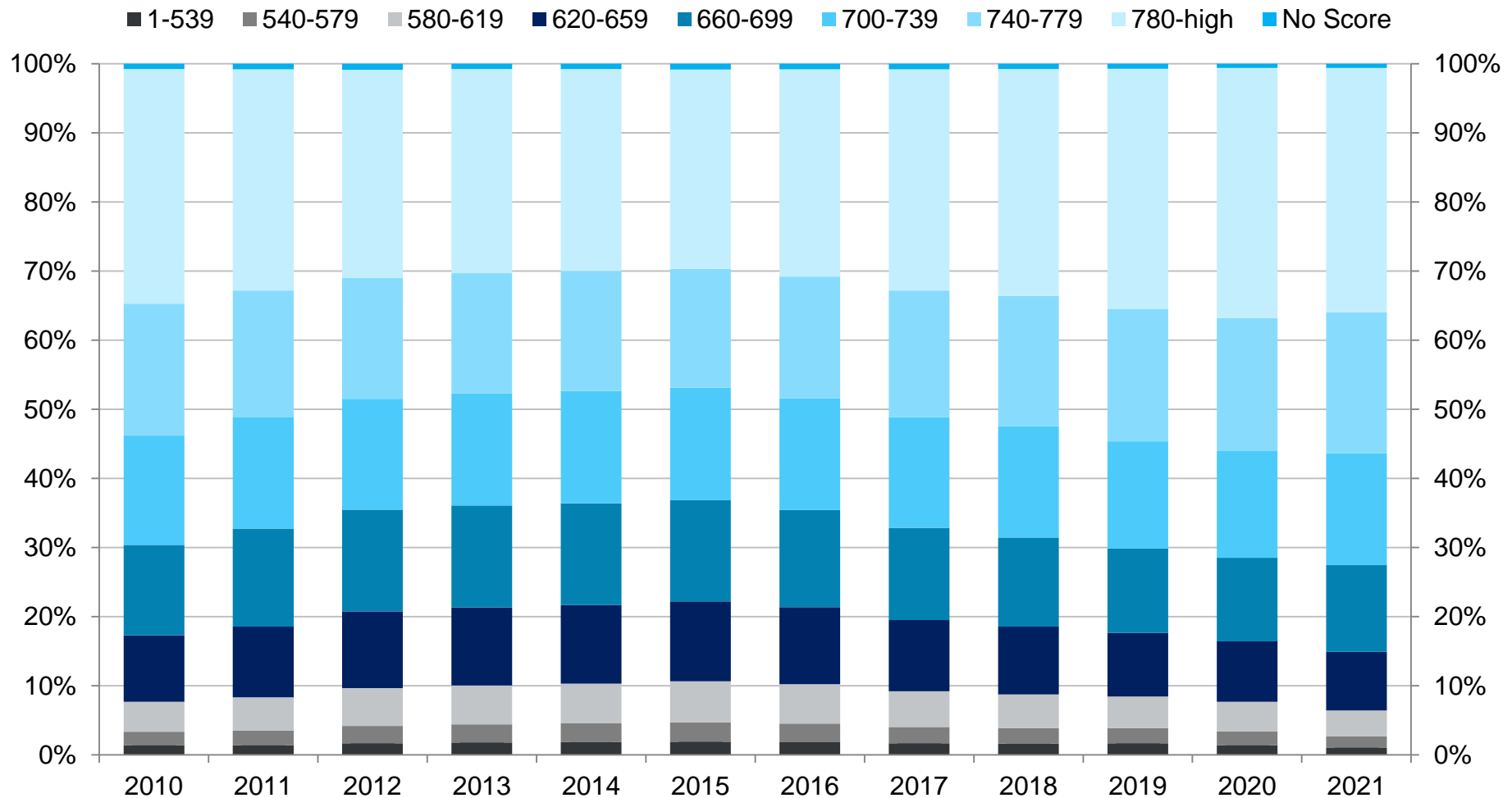


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Lease Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Auto Lease Originations by Year (Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Auto Loans

# Auto Loan Originations Observations

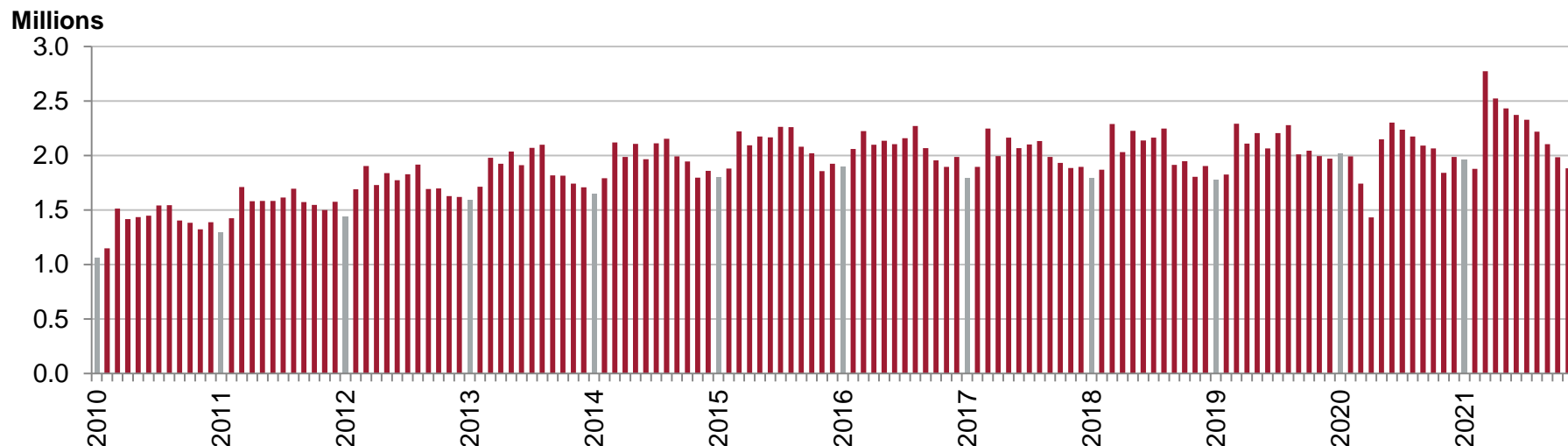
Originations through November 2021 reported as of January 2022

- › 24.5 million auto loans, totaling \$680.3 billion, have been originated year-to-date. This is an 11.0% increase in accounts and a 22.7% increase in balances over this time last year.
- › Auto loans represent 89.2% of all auto account originations and 92.4% of all auto origination balances YTD.
- › 4.37 million auto loans have been originated YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 0.8% increase from November 2020. These newly-issued loans have a corresponding total balance of \$95.7 billion, a 12.5% increase year-over-year.
- › Through November, 17.8% of auto loans were issued to consumers with a subprime credit score, accounting for 14.1% of origination balances. In 2020 YTD the account share was 19.6% and balance share was 15.4%.
- › The average origination loan amount for all auto loans issued in November 2021 was \$30,357. This is a 15.0% increase over November 2020. The average subprime loan amount was \$23,856. This is a 17.8% increase compared to November 2020.



# Auto Loan Originations: Accounts

Number of Accounts in Millions; NSA



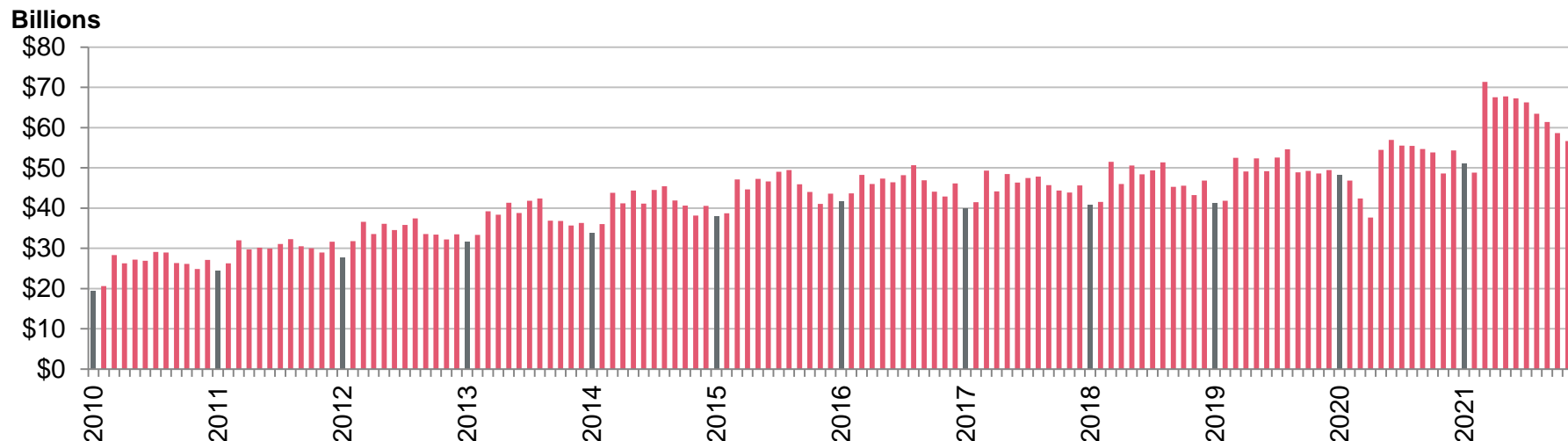
NUMBER OF AUTO LOAN ACCOUNTS ORIGINATED IN MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	16.6	90.8%	11.6%	15.23	90.9%	10.9%	1.32	90.4%	24.4%
2011	18.7	90.5%	12.5%	17.11	90.6%	12.4%	1.50	90.8%	13.2%
2012	20.8	90.2%	11.1%	19.1	90.4%	11.9%	1.63	89.2%	8.6%
2013	22.4	88.5%	8.0%	20.7	88.7%	8.2%	1.74	88.3%	7.1%
2014	23.5	87.5%	4.8%	21.6	87.6%	4.4%	1.80	87.4%	3.1%
2015	24.7	86.3%	5.4%	22.8	86.5%	5.5%	1.86	84.8%	3.4%
2016	24.9	85.5%	0.5%	22.9	85.5%	0.3%	1.90	85.6%	2.1%
2017	24.1	85.8%	-3.1%	22.2	85.9%	-2.9%	1.89	85.7%	-0.6%
2018	24.3	86.1%	1.0%	22.4	86.2%	1.0%	1.81	85.7%	-4.3%
2019	24.8	86.2%	1.8%	22.8	86.3%	1.7%	1.99	86.2%	10.5%
2020	24.0	88.1%	-3.0%	22.1	88.2%	-3.3%	1.84	86.5%	-7.7%
2021	--	--	--	24.5	89.2%	11.0%	1.88	91.0%	2.3%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Loan Originations: Balances

Total Balances Originated in \$Billions; NSA



TOTAL AUTO LOAN BALANCES ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$311.2	91.2%	17.3%	\$284.1	91.4%	16.8%	\$24.9	90.7%	27.0%
2011	\$357.0	91.2%	14.7%	\$325.4	91.3%	14.5%	\$28.9	91.5%	16.4%
2012	\$406.1	91.5%	13.8%	\$372.6	91.7%	14.5%	\$32.2	90.3%	11.4%
2013	\$452.5	90.6%	11.4%	\$416.1	90.6%	11.7%	\$35.7	90.3%	10.7%
2014	\$491.3	90.7%	8.6%	\$450.7	90.8%	8.3%	\$38.1	90.4%	6.9%
2015	\$535.3	89.8%	9.0%	\$491.8	90.0%	9.1%	\$41.1	88.4%	7.6%
2016	\$552.1	89.4%	3.1%	\$506.0	89.4%	2.9%	\$42.9	89.3%	4.5%
2017	\$544.7	89.1%	-1.3%	\$499.0	89.1%	-1.4%	\$43.9	89.4%	2.3%
2018	\$560.5	89.6%	2.9%	\$513.7	89.7%	2.9%	\$43.3	89.1%	-1.4%
2019	\$589.5	89.8%	5.2%	\$540.1	89.9%	5.1%	\$48.6	89.6%	12.4%
2020	\$609.0	91.4%	3.3%	\$554.6	91.5%	2.7%	\$48.6	90.5%	0.0%
2021	--	--	--	\$680.3	92.4%	22.7%	\$56.7	93.5%	16.6%

Source: Equifax Inc.

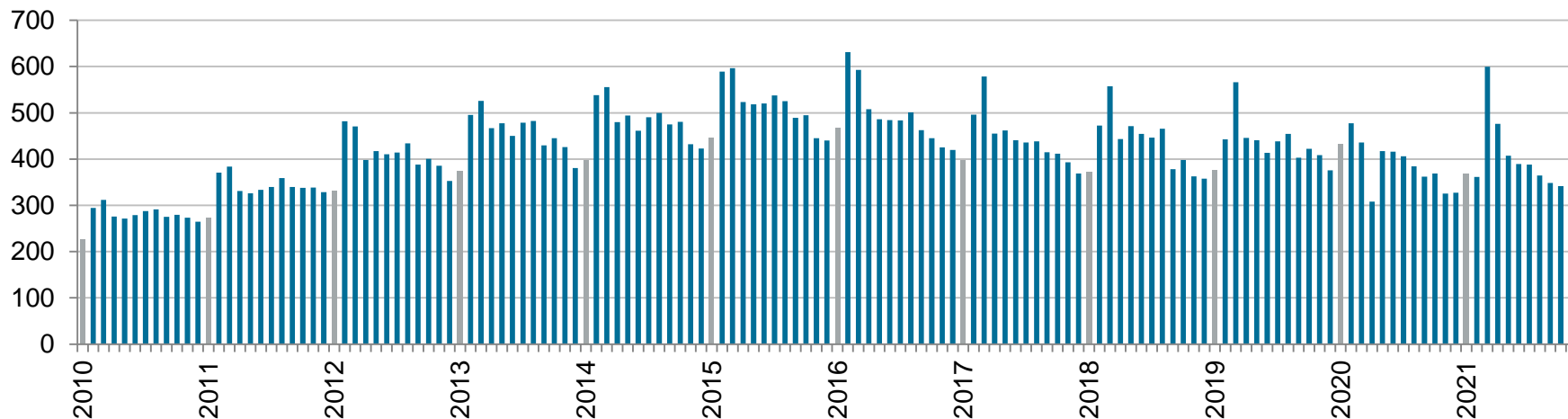
Originations through November 2021 reported as of January 2022

# Subprime Auto Loan Originations: Accounts

Number of Accounts in Thousands; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

Thousands



NUMBER OF SUBPRIME AUTO LOAN ACCOUNTS ORIGINATED IN THOUSANDS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	3,330.3	20.0%	14.7%	3,065.8	20.1%	14.0%	273.6	20.7%	27.8%
2011	4,060.7	21.7%	21.9%	3,732.3	21.8%	21.7%	338.3	22.6%	23.7%
2012	4,884.4	23.5%	20.3%	4,531.6	23.7%	21.4%	385.8	23.7%	14.0%
2013	5,432.1	24.2%	11.2%	5,051.2	24.4%	11.5%	425.9	24.4%	10.4%
2014	5,726.8	24.4%	5.4%	5,304.2	24.5%	5.0%	432.0	24.0%	1.4%
2015	6,125.4	24.8%	7.0%	5,685.4	24.9%	7.2%	445.2	24.0%	3.0%
2016	5,906.0	23.7%	-3.6%	5,486.2	24.0%	-3.5%	425.1	22.4%	-4.5%
2017	5,293.9	22.0%	-10.4%	4,925.3	22.2%	-10.2%	393.1	20.8%	-7.5%
2018	5,179.6	21.3%	-2.2%	4,821.7	21.5%	-2.1%	362.5	20.1%	-7.8%
2019	5,187.0	20.9%	0.1%	4,811.2	21.1%	-0.2%	408.4	20.5%	12.7%
2020	4,661.5	19.4%	-10.1%	4,334.1	19.6%	-9.9%	325.6	17.7%	-20.3%
2021	--	--	--	4,366.7	17.8%	0.8%	321.5	17.1%	-1.3%

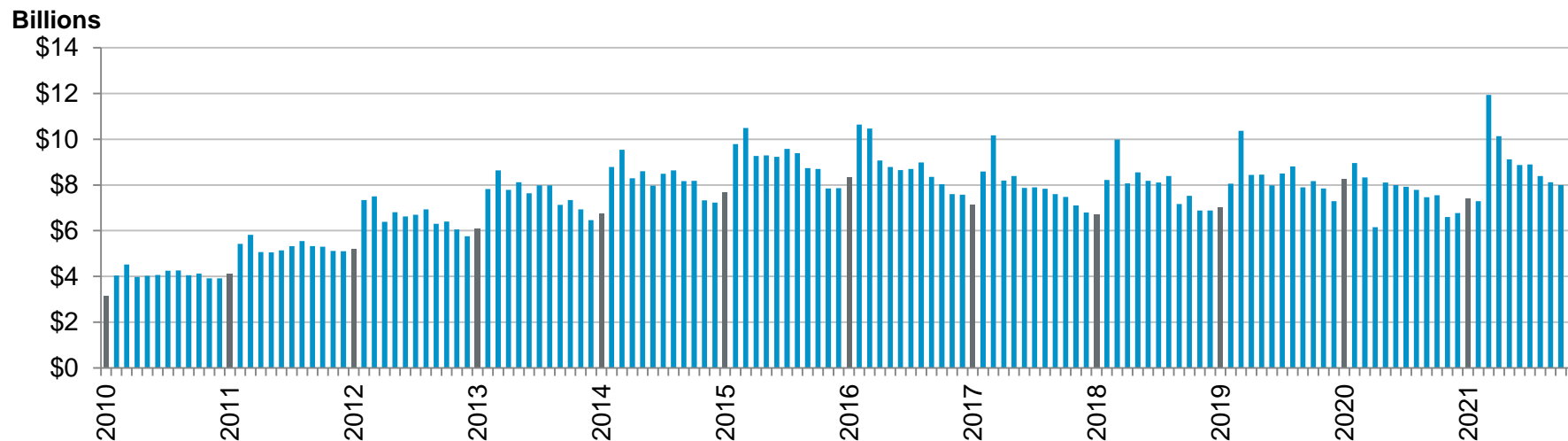
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Auto Loan Originations: Balances

Total Balances Originated in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



TOTAL SUBPRIME AUTO LOAN BALANCES ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$48.3	15.5%	22.7%	\$44.4	15.6%	21.8%	\$3.92	15.8%	37.7%
2011	\$62.3	17.5%	29.0%	\$57.2	17.6%	28.9%	\$5.11	17.7%	30.5%
2012	\$78.0	19.2%	25.1%	\$72.2	19.4%	26.2%	\$6.05	18.8%	18.3%
2013	\$89.9	19.9%	15.3%	\$83.4	20.1%	15.5%	\$6.93	19.4%	14.5%
2014	\$97.9	19.9%	8.9%	\$90.7	20.1%	8.7%	\$7.32	19.2%	5.7%
2015	\$107.8	20.1%	10.1%	\$100.0	20.3%	10.2%	\$7.84	19.1%	7.1%
2016	\$105.2	19.1%	-2.4%	\$97.6	19.3%	-2.4%	\$7.60	17.7%	-3.1%
2017	\$95.1	17.5%	-9.6%	\$88.3	17.7%	-9.6%	\$7.10	16.2%	-6.6%
2018	\$94.7	16.9%	-0.4%	\$87.8	17.1%	-0.5%	\$6.88	15.9%	-3.1%
2019	\$98.9	16.8%	4.4%	\$91.6	17.0%	4.3%	\$7.84	16.1%	14.0%
2020	\$91.9	15.1%	-7.0%	\$85.1	15.4%	-7.0%	\$6.60	13.6%	-15.9%
2021	--	--	--	\$95.7	14.1%	12.5%	\$7.60	13.4%	15.2%

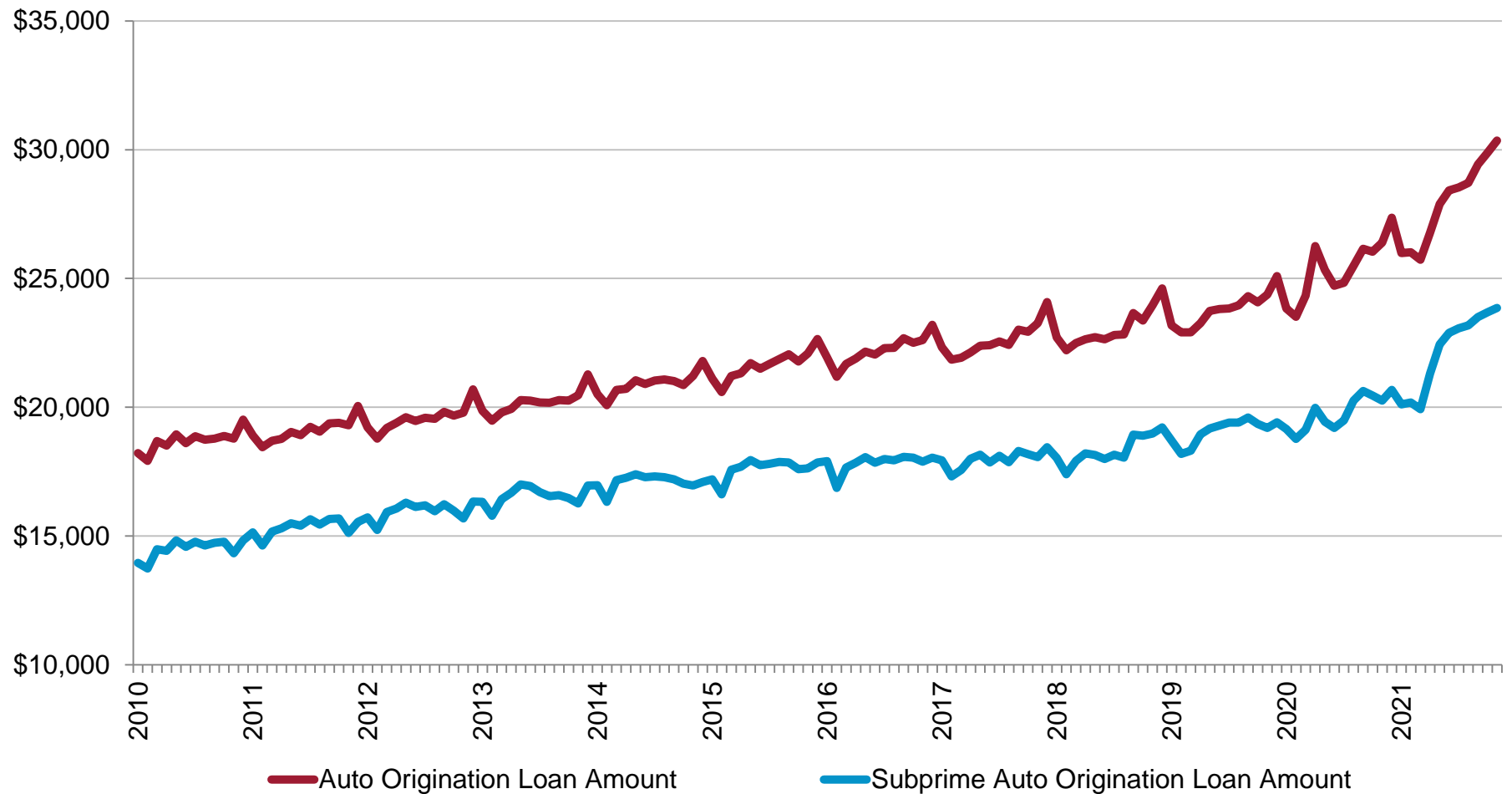
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Loan Average Origination Balance

Average Origination Balance Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



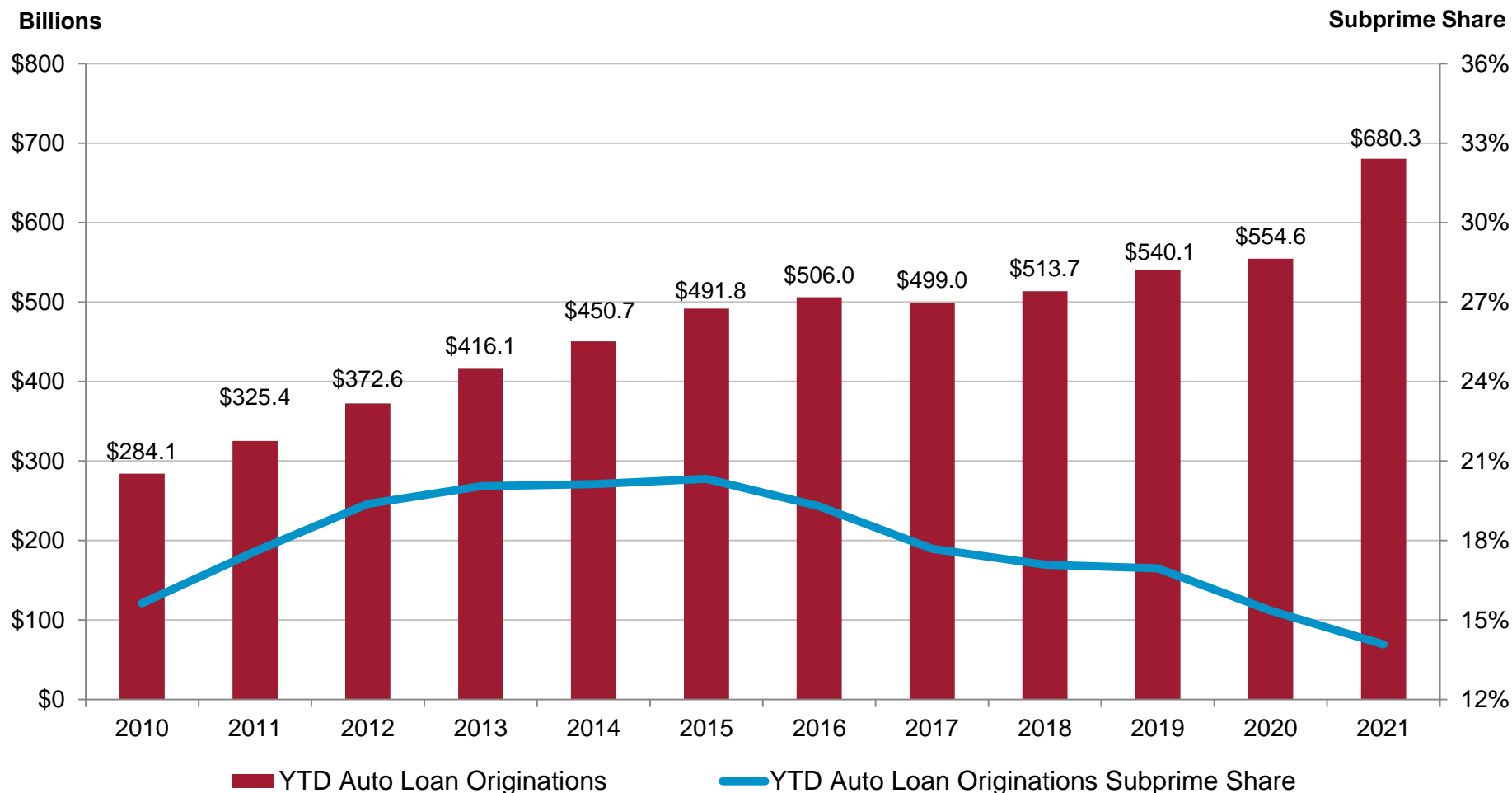
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Loan Originations Year-to-date

Total Originations in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

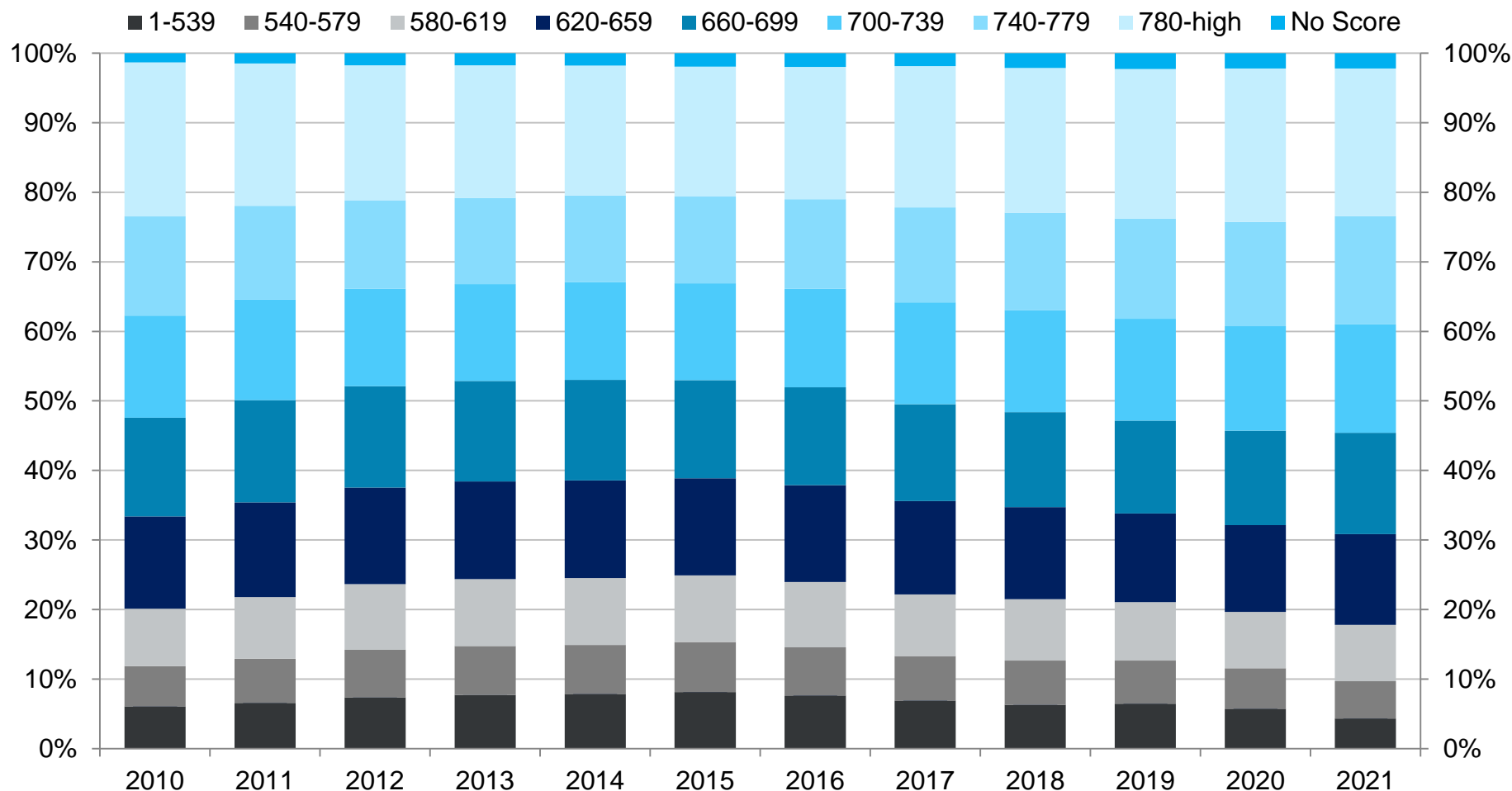


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Auto Loan Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Auto Loan Originations by Year (Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022





# Credit Trends Originations: Bankcard

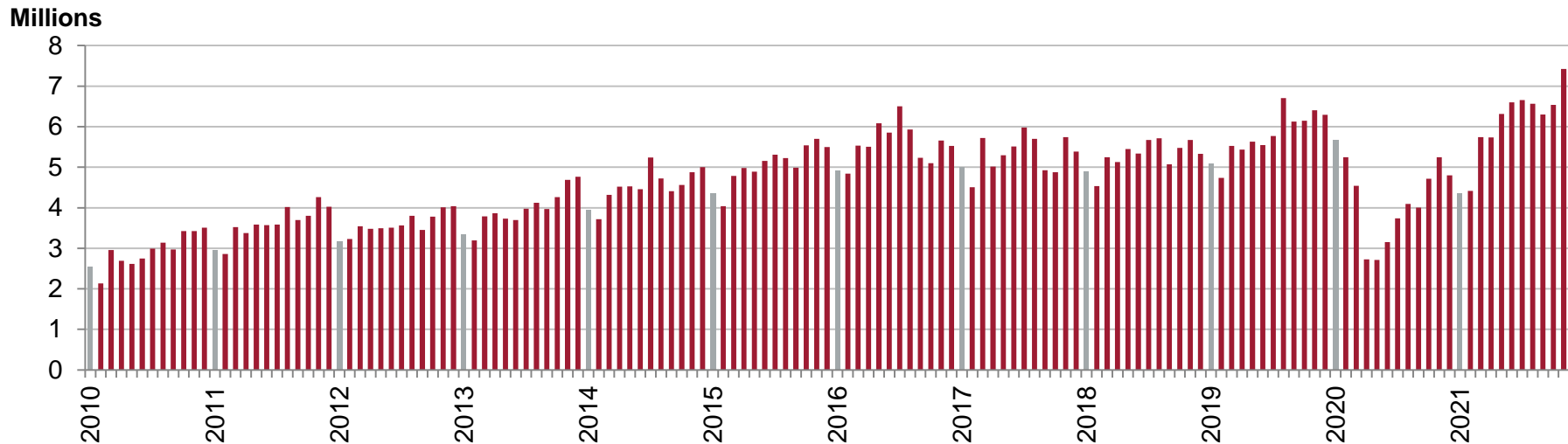
# US Bankcard Originations Observations

Originations through November 2021 reported as of January 2022

- › 66.6 million bankcards have been originated year-to-date. This is a 45.4% increase in new accounts from the previous year.
- › Total bankcard credit limits originated YTD are \$284.8 billion. This is a 45.0% increase from the previous year.
- › Around 14.4 million bankcards have been issued YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 41.4% increase over the same period in 2020. These newly-issued cards have a corresponding total credit limit of \$11.0 billion, a 49.6% increase from 2020 levels.
- › In 2021 through November, 21.7% of new bankcards were issued to consumers with a subprime credit score, with their share of new total credit limits at 3.9%. For the same period last year, the subprime share of new accounts was 22.3% and 3.8% of new credit limits.
- › The average credit limit for all bankcards issued in November 2021 was \$4,702. This is a 27.2% increase compared to November 2020. The average credit limit on new subprime cards was \$829. This is a 25.8% increase compared to November 2020.

# Bankcard Originations: Accounts

Number of Accounts in Millions; NSA



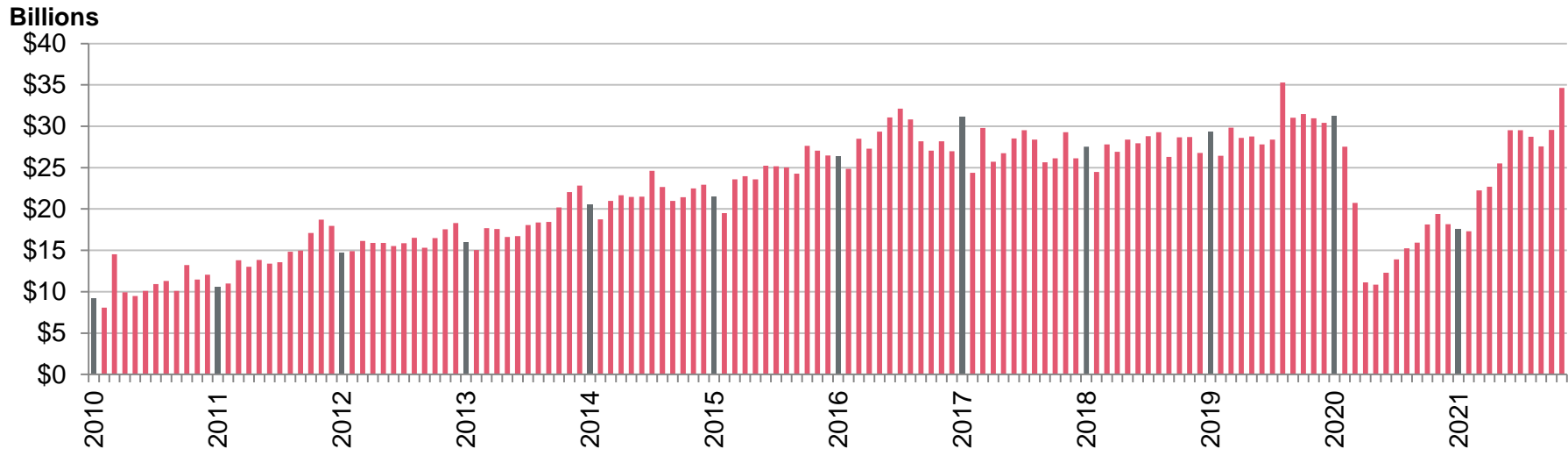
NUMBER OF BANKCARD ACCOUNTS ORIGINATED IN MILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	35.1	2.8%	31.6	1.9%	3.43	12.0%
2011	43.3	23.1%	39.2	24.1%	4.26	24.4%
2012	43.1	-0.4%	39.0	-0.5%	4.01	-5.9%
2013	47.4	10.0%	42.6	9.2%	4.69	16.9%
2014	54.3	14.5%	49.3	15.6%	4.88	4.0%
2015	60.5	11.4%	55.0	11.5%	5.70	16.9%
2016	66.7	10.3%	61.2	11.3%	5.65	-0.8%
2017	63.7	-4.5%	58.3	-4.7%	5.74	1.6%
2018	63.5	-0.2%	58.2	-0.2%	5.67	-1.3%
2019	69.4	9.3%	63.1	8.5%	6.41	13.0%
2020	50.6	-27.0%	45.8	-27.3%	5.24	-18.2%
2021	--	--	66.6	45.4%	7.42	41.5%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Bankcard Originations: Credit Limits

Total Origination Credit Limits in \$Billions; NSA



TOTAL BANKCARD CREDIT LIMITS ORIGINATED IN \$ BILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	\$130.4	-5.9%	\$118.3	-7.4%	\$11.5	2.4%
2011	\$172.7	32.5%	\$154.7	30.8%	\$18.7	63.2%
2012	\$193.1	11.8%	\$174.8	13.0%	\$17.6	-6.2%
2013	\$219.5	13.7%	\$196.7	12.5%	\$22.1	25.6%
2014	\$260.0	18.4%	\$237.1	20.5%	\$22.5	2.0%
2015	\$292.9	12.7%	\$266.5	12.4%	\$27.0	20.3%
2016	\$340.7	16.3%	\$313.7	17.7%	\$28.2	4.2%
2017	\$331.4	-2.7%	\$305.2	-2.7%	\$29.3	3.9%
2018	\$331.6	0.1%	\$304.8	-0.2%	\$28.7	-2.0%
2019	\$358.3	8.1%	\$327.9	7.6%	\$31.0	7.9%
2020	\$214.6	-40.1%	\$196.4	-40.1%	\$19.4	-37.4%
2021	--	--	\$284.8	45.0%	\$34.6	78.6%

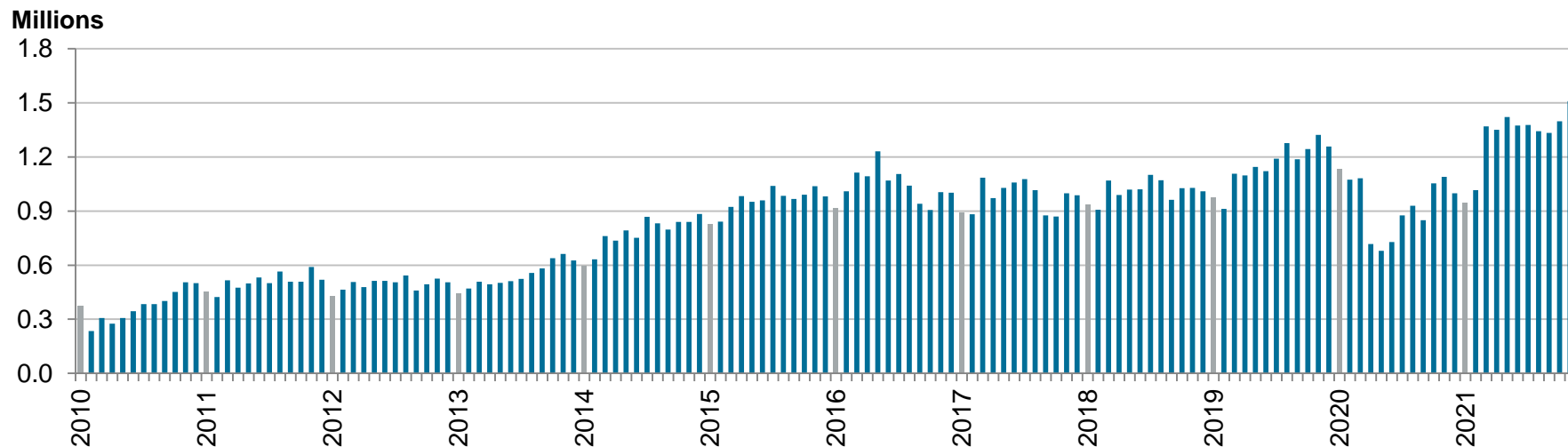
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Bankcard Originations: Accounts

Number of Accounts in Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



NUMBER OF SUBPRIME BANKCARD ACCOUNTS ORIGINATED IN MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	4.5	12.7%	-5.2%	4.0	12.5%	-6.9%	0.51	14.8%	21.3%
2011	6.1	14.1%	36.2%	5.6	14.2%	40.3%	0.59	13.8%	16.7%
2012	5.9	13.8%	-2.5%	5.4	13.9%	-2.5%	0.53	13.1%	-11.0%
2013	6.5	13.7%	9.8%	5.9	13.8%	8.5%	0.66	14.1%	26.1%
2014	9.3	17.2%	43.3%	8.4	17.1%	43.5%	0.84	17.2%	26.9%
2015	11.5	19.0%	23.1%	10.5	19.1%	24.3%	1.04	18.2%	23.5%
2016	12.4	18.6%	8.2%	11.4	18.7%	8.8%	1.00	17.8%	-3.3%
2017	11.7	18.4%	-5.6%	10.8	18.4%	-5.9%	1.00	17.4%	-0.5%
2018	12.1	19.1%	3.4%	11.1	19.1%	3.5%	1.03	18.1%	2.8%
2019	13.8	19.9%	14.0%	12.6	19.9%	13.0%	1.32	20.6%	28.7%
2020	11.2	22.1%	-19.0%	10.2	22.3%	-18.8%	1.09	20.8%	-17.6%
2021	--	--	--	14.4	21.7%	41.4%	1.51	20.3%	38.5%

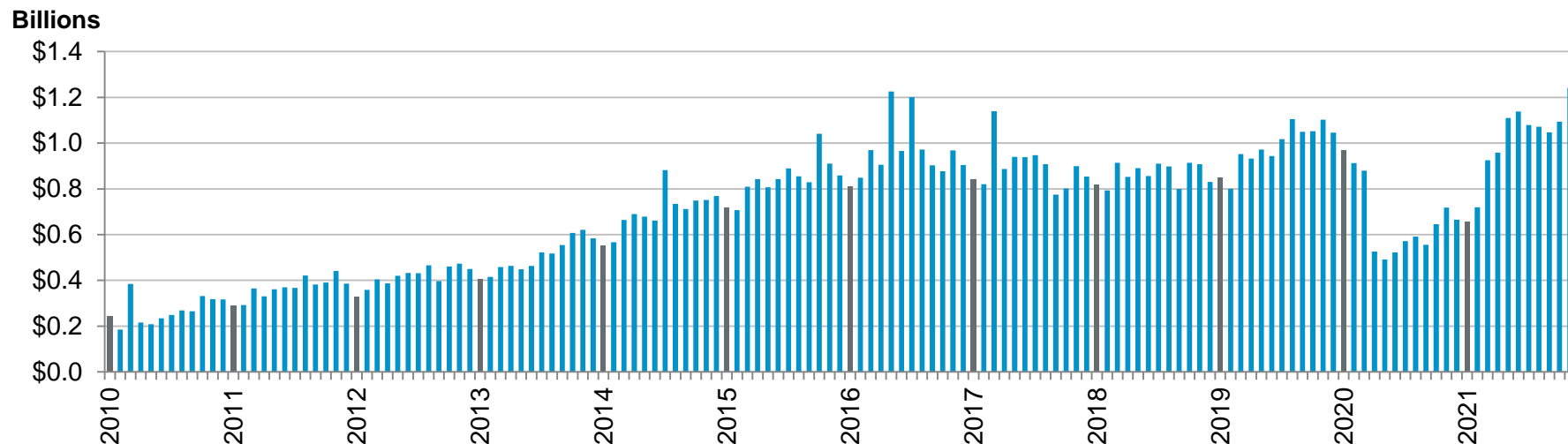
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Bankcard Originations: Credit Limits

Total Origination Credit Limits in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



TOTAL SUBPRIME BANKCARD CREDIT LIMITS ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$3.2	2.5%	-10.5%	\$2.9	2.5%	-12.7%	\$0.32	2.8%	18.7%
2011	\$4.4	2.5%	36.4%	\$4.0	2.6%	38.0%	\$0.44	2.4%	38.4%
2012	\$5.0	2.6%	14.0%	\$4.6	2.6%	13.8%	\$0.47	2.7%	7.3%
2013	\$6.1	2.8%	21.0%	\$5.5	2.8%	20.1%	\$0.62	2.8%	31.3%
2014	\$8.4	3.2%	38.8%	\$7.6	3.2%	39.6%	\$0.75	3.3%	21.2%
2015	\$10.1	3.5%	20.2%	\$9.3	3.5%	21.1%	\$0.91	3.4%	21.0%
2016	\$11.6	3.4%	14.3%	\$10.6	3.4%	15.1%	\$0.97	3.4%	6.4%
2017	\$10.8	3.2%	-6.9%	\$9.9	3.2%	-7.0%	\$0.90	3.1%	-7.1%
2018	\$10.4	3.1%	-3.4%	\$9.6	3.1%	-3.5%	\$0.91	3.2%	0.9%
2019	\$11.8	3.3%	13.9%	\$10.8	3.3%	12.8%	\$1.10	3.6%	21.6%
2020	\$8.0	3.8%	-31.9%	\$7.4	3.8%	-31.5%	\$0.72	3.7%	-34.9%
2021	--	--	--	\$11.0	3.9%	49.6%	\$1.24	3.6%	73.0%

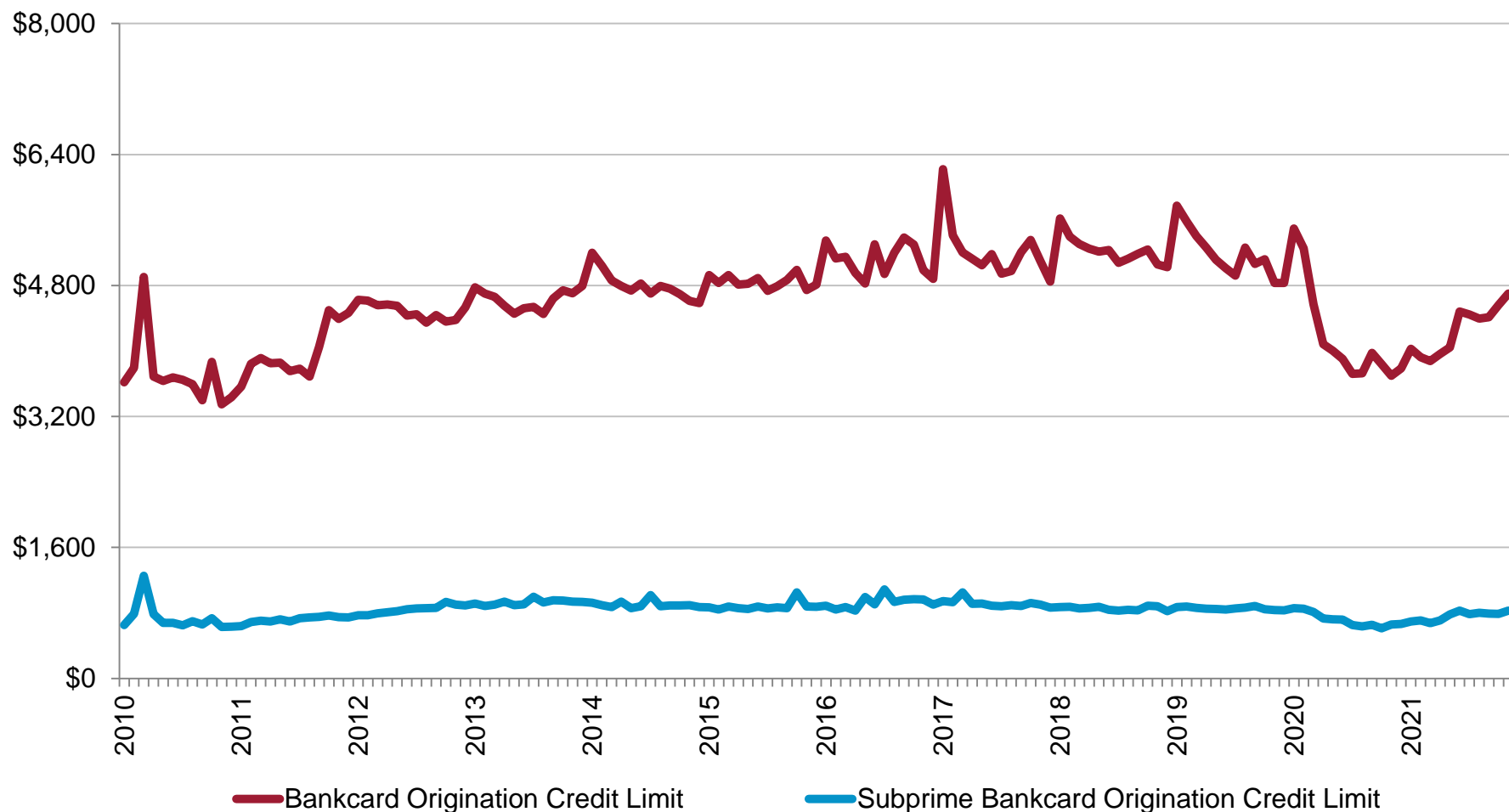
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Bankcard Average Origination Credit Limit

Average Origination Credit Limit Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



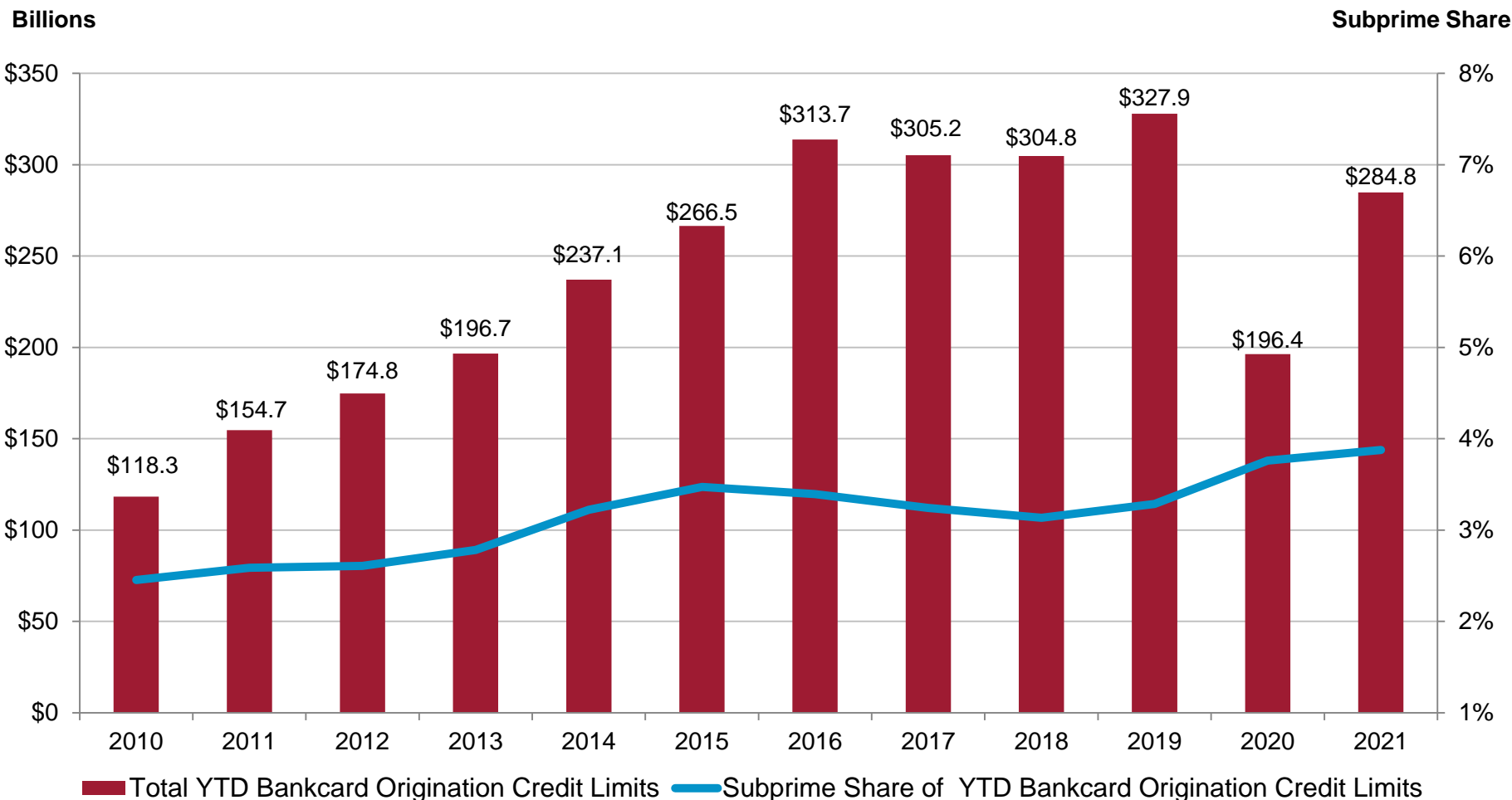
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# YTD Bankcard Origination Credit Limits

Year-to-Date Total Credit Limits in \$Billions; Subprime Share of Total Origination Credit Limits (%); NSA  
Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

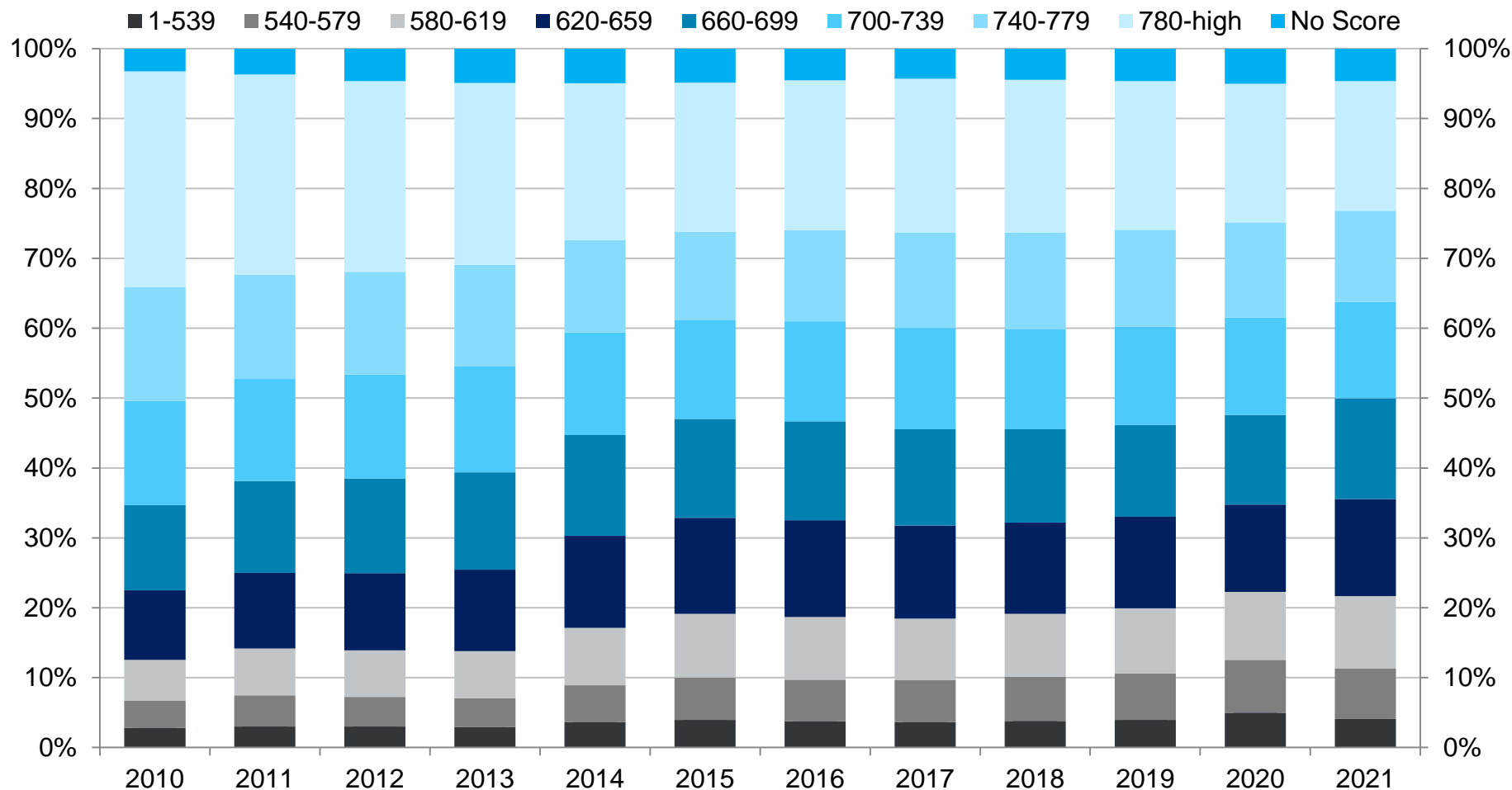


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Bankcard Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Bankcard Originations by Year (Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Private Label Credit Card

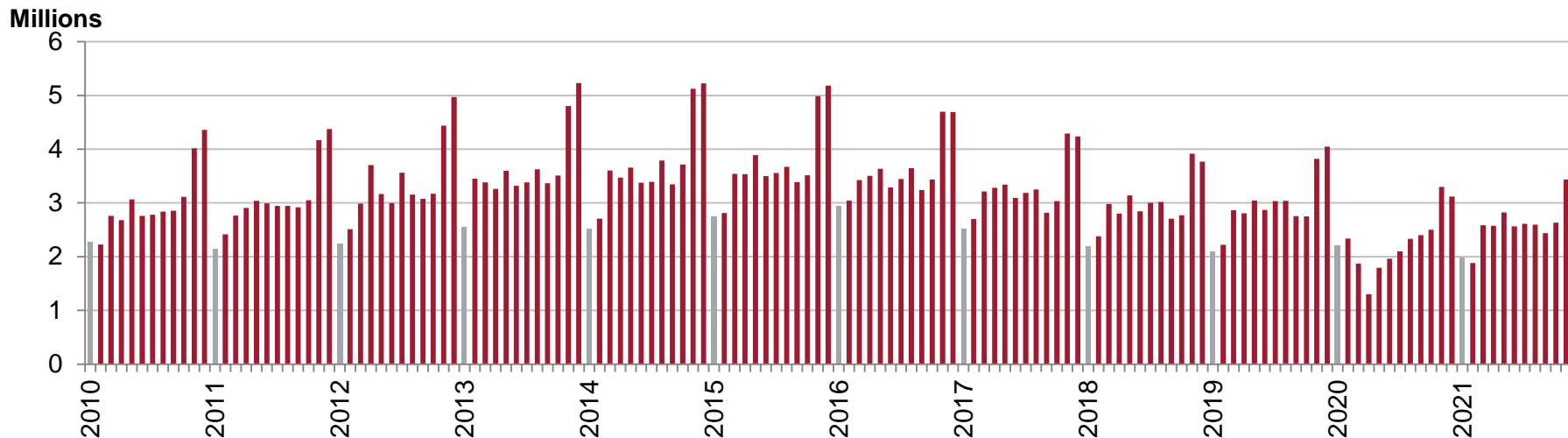
# Private Label Originations Observations

Originations through November 2021 reported as of January 2022:

- › 28.1 million private label cards have been originated year-to-date. This is a 16.7% increase in new accounts from the previous year.
- › The total credit limit originated YTD is \$60.2 billion, which is a 13.5% increase from the previous year.
- › YTD, 5.15 million private label cards have been issued to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 4.5% increase from 2020. These newly issued cards have a corresponding credit limit of \$4.25 billion, a decrease of 2.4% from the same time last year.
- › Through November, 18.3% of private label cards were issued to consumers with a subprime credit score. Credit limits on new subprime cards represent 7.1% of total new limits. For the same period one year ago, the shares were 20.5% of accounts and 8.2% of limits.
- › The average credit limit for all bankcards issued in November 2021 was \$1,995. This is a 0.7% increase compared to November 2020. The average credit limit on new subprime cards was \$760. This is a 6.9% decrease compared to November 2020.

# Private Label Originations: Accounts

Number of Accounts in Millions; NSA



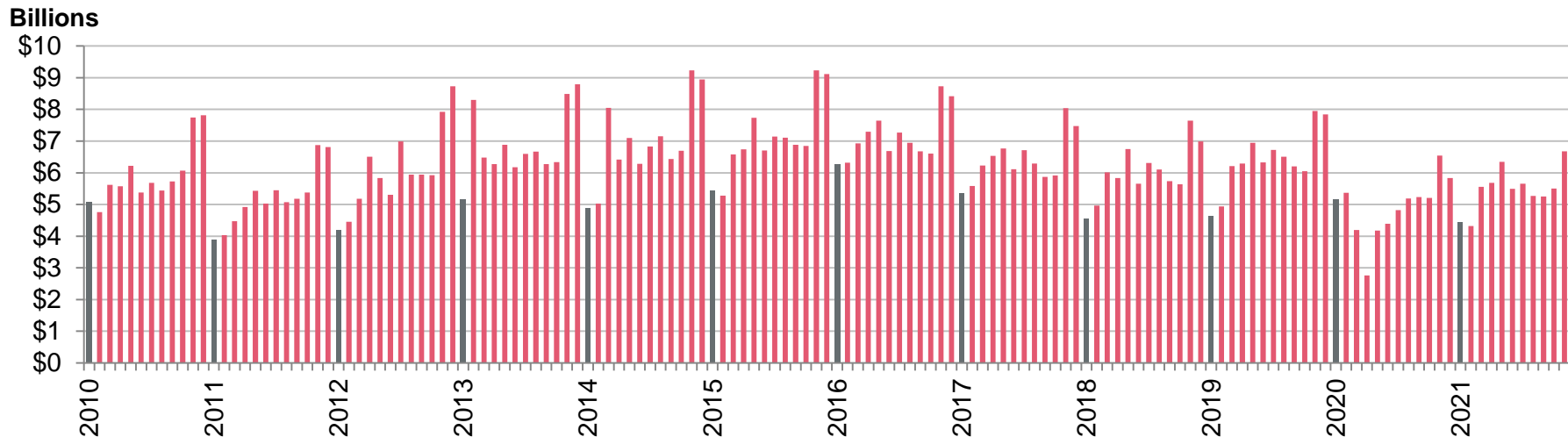
NUMBER OF PRIVATE LABEL CARD ACCOUNTS ORIGINATED IN MILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	35.7	-4.8%	31.4	-5.3%	4.02	0.0%
2011	36.7	2.6%	32.3	2.9%	4.17	3.8%
2012	42.2	15.0%	37.2	15.2%	4.44	6.4%
2013	43.5	3.2%	38.3	2.9%	4.80	8.3%
2014	43.9	1.0%	38.7	1.2%	5.13	6.7%
2015	44.3	0.9%	39.1	1.1%	4.99	-2.7%
2016	43.0	-3.0%	38.3	-2.2%	4.70	-5.8%
2017	39.0	-9.3%	34.7	-9.3%	4.29	-8.6%
2018	35.5	-8.9%	31.8	-8.6%	3.92	-8.7%
2019	35.4	-0.5%	31.3	-1.4%	3.82	-2.4%
2020	27.2	-23.0%	24.1	-23.0%	3.30	-13.7%
2021	--	--	28.1	16.7%	3.43	4.1%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Private Label Originations: Credit Limits

Total Origination Credit Limits in \$Billions; NSA



TOTAL PRIVATE LABEL CARD CREDIT LIMITS ORIGINATED IN \$ BILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	\$71.1	-17.2%	\$63.3	-16.9%	\$7.74	-9.6%
2011	\$62.5	-12.1%	\$55.7	-12.0%	\$6.87	-11.3%
2012	\$77.5	24.0%	\$68.8	23.4%	\$7.92	15.3%
2013	\$82.5	6.4%	\$73.7	7.1%	\$8.49	7.2%
2014	\$83.1	0.7%	\$74.1	0.6%	\$9.23	8.7%
2015	\$84.8	2.1%	\$75.7	2.1%	\$9.23	0.0%
2016	\$85.8	1.2%	\$77.4	2.2%	\$8.73	-5.4%
2017	\$76.9	-10.4%	\$69.4	-10.3%	\$8.04	-8.0%
2018	\$72.2	-6.1%	\$65.2	-6.1%	\$7.64	-4.9%
2019	\$76.6	6.1%	\$68.8	5.5%	\$7.95	4.0%
2020	\$58.9	-23.2%	\$53.0	-22.9%	\$6.54	-17.8%
2021	--	--	\$60.2	13.5%	\$6.68	2.1%

Source: Equifax Inc.

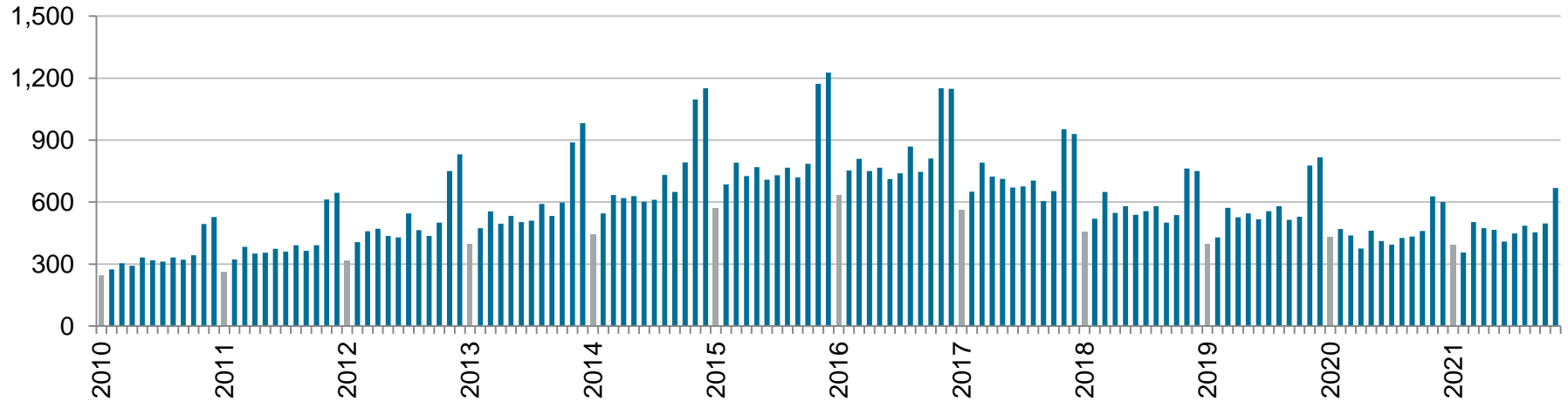
Originations through November 2021 reported as of January 2022

# Subprime Private Label Originations: Accounts

Number of Accounts Originated in Thousands; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

Thousands



NUMBER OF SUBPRIME PRIVATE LABEL CARD ACCOUNTS ORIGINATED IN THOUSANDS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	4,097.7	11.5%	0.1%	3,570.0	11.4%	-2.0%	494.8	12.3%	13.5%
2011	4,813.1	13.1%	17.5%	4,167.7	12.9%	16.7%	612.5	14.7%	23.8%
2012	6,046.8	14.3%	25.6%	5,214.8	14.0%	25.1%	749.8	16.9%	22.4%
2013	7,059.5	16.2%	16.7%	6,076.6	15.9%	16.5%	889.7	18.5%	18.7%
2014	8,506.7	19.4%	20.5%	7,356.1	19.0%	21.1%	1,097.8	21.4%	23.4%
2015	9,652.8	21.8%	13.5%	8,425.8	21.5%	14.5%	1,173.3	23.5%	6.9%
2016	9,888.3	23.0%	2.4%	8,739.9	22.8%	3.7%	1,151.1	24.5%	-1.9%
2017	8,631.7	22.1%	-12.7%	7,701.9	22.2%	-11.9%	952.2	22.2%	-17.3%
2018	6,982.1	19.7%	-19.1%	6,231.3	19.6%	-19.1%	762.1	19.5%	-20.0%
2019	6,761.4	19.1%	-3.2%	5,944.7	19.0%	-4.6%	776.8	20.3%	1.9%
2020	5,533.2	20.3%	-18.2%	4,931.9	20.5%	-17.0%	627.9	19.0%	-19.2%
2021	--	--	--	5,152.1	18.3%	4.5%	668.5	19.5%	6.5%

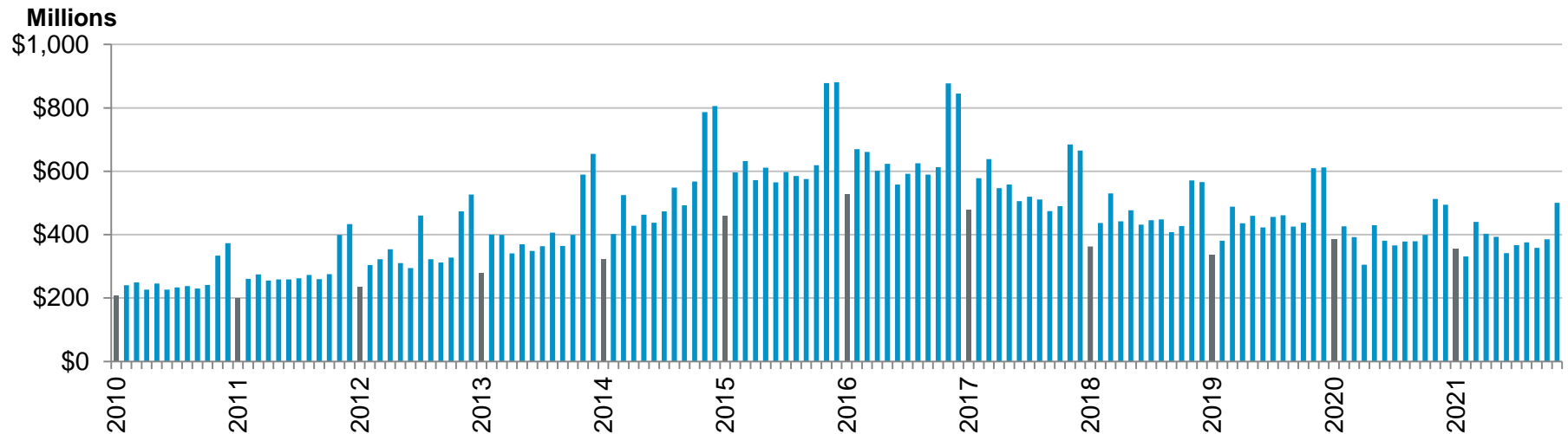
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Private Label Originations: Credit Limits

Total Origination Credit Limits in \$Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



TOTAL SUBPRIME PRIVATE LABEL CARD CREDIT LIMITS ORIGINATED IN \$ MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$3,046.0	4.3%	-11.2%	\$2,672.7	4.2%	-13.4%	\$333.7	4.3%	1.0%
2011	\$3,411.0	5.5%	12.0%	\$2,978.2	5.3%	11.4%	\$399.7	5.8%	19.8%
2012	\$4,242.1	5.5%	24.4%	\$3,715.5	5.4%	24.8%	\$473.0	6.0%	18.4%
2013	\$4,916.2	6.0%	15.9%	\$4,261.5	5.8%	14.7%	\$589.6	6.9%	24.7%
2014	\$6,253.6	7.5%	27.2%	\$5,447.5	7.4%	27.8%	\$786.8	8.5%	33.4%
2015	\$7,572.6	8.9%	21.1%	\$6,692.1	8.8%	22.8%	\$878.5	9.5%	11.6%
2016	\$7,783.5	9.1%	2.8%	\$6,938.3	9.0%	3.7%	\$877.1	10.0%	-0.2%
2017	\$6,651.1	8.6%	-14.5%	\$5,985.9	8.6%	-13.7%	\$684.6	8.5%	-21.9%
2018	\$5,545.2	7.7%	-16.6%	\$4,979.5	7.6%	-16.8%	\$570.9	7.5%	-16.6%
2019	\$5,525.7	7.2%	-0.4%	\$4,913.6	7.1%	-1.3%	\$609.6	7.7%	6.8%
2020	\$4,849.5	8.2%	-12.2%	\$4,355.1	8.2%	-11.4%	\$513.0	7.8%	-15.9%
2021	--	--	--	\$4,251.8	7.1%	-2.4%	\$500.8	7.5%	-2.4%

Source: Equifax Inc.

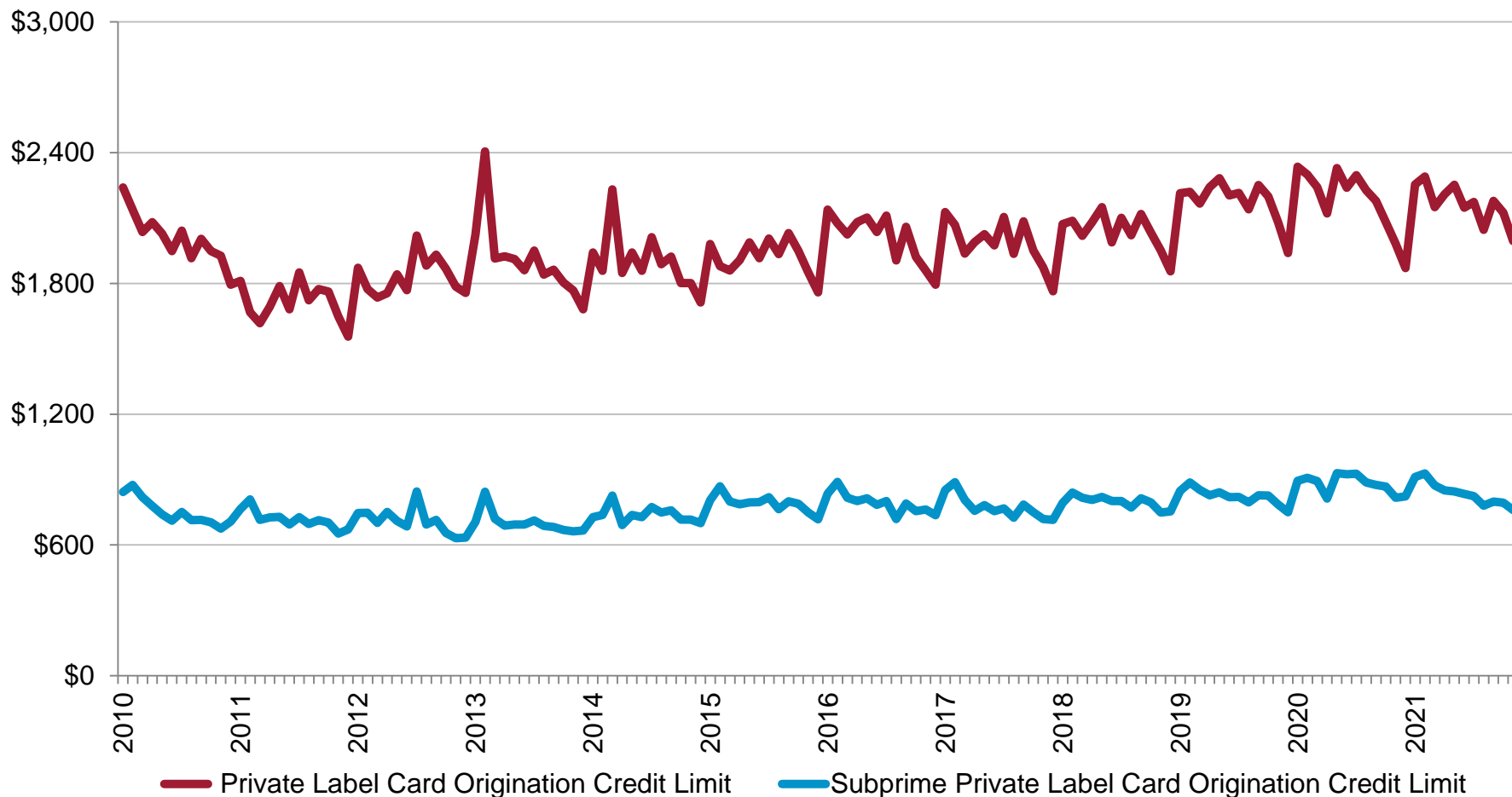
Originations through November 2021 reported as of January 2022



# Private Label Card Average Origination Credit Limit

Average Origination Credit Limit over time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

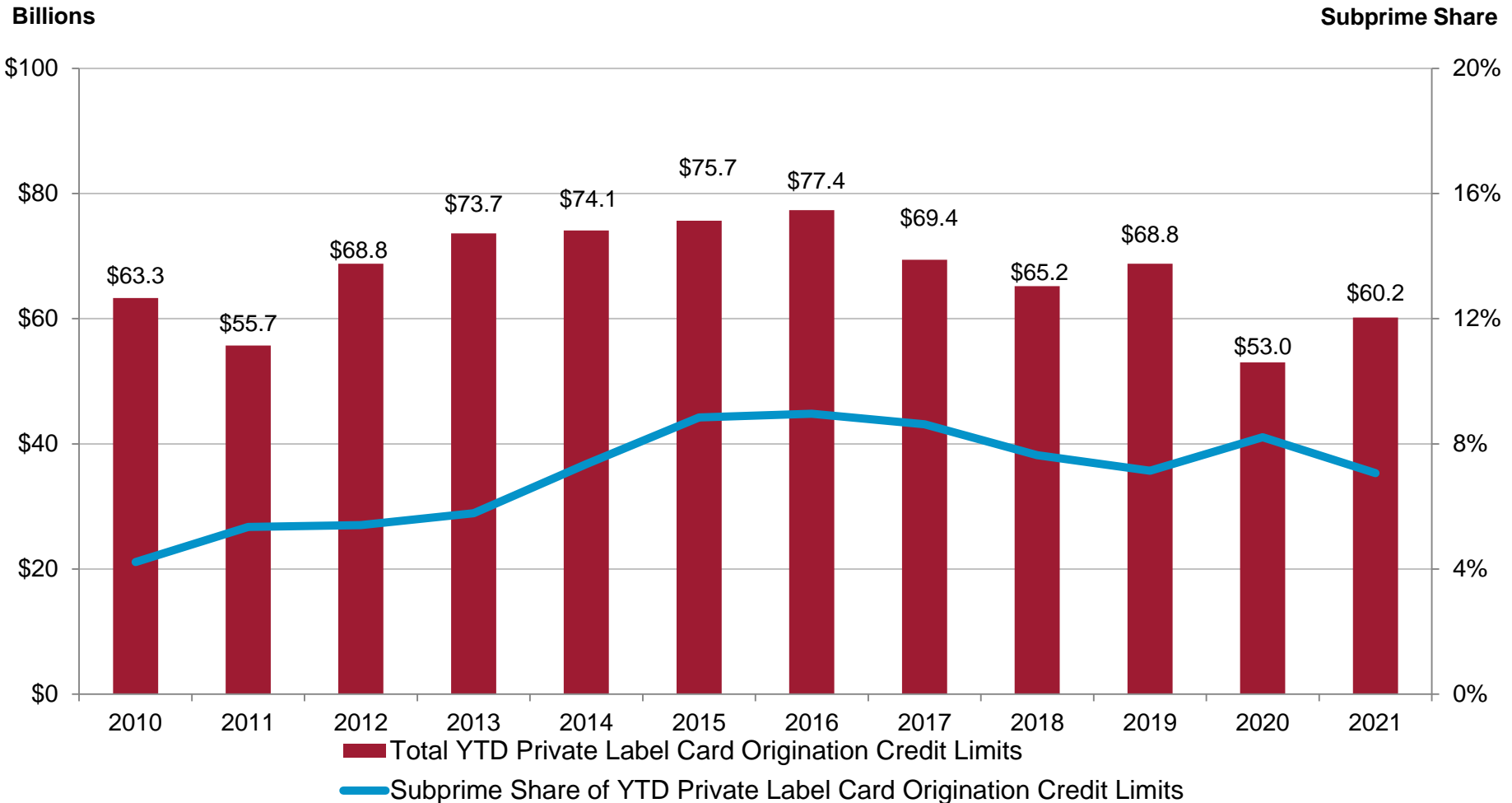


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# YTD Private Label Origination Credit Limits

Year-to-Date Total Credit Limits in \$Billions; Subprime Share of Total Origination Credit Limits (%); NSA  
Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

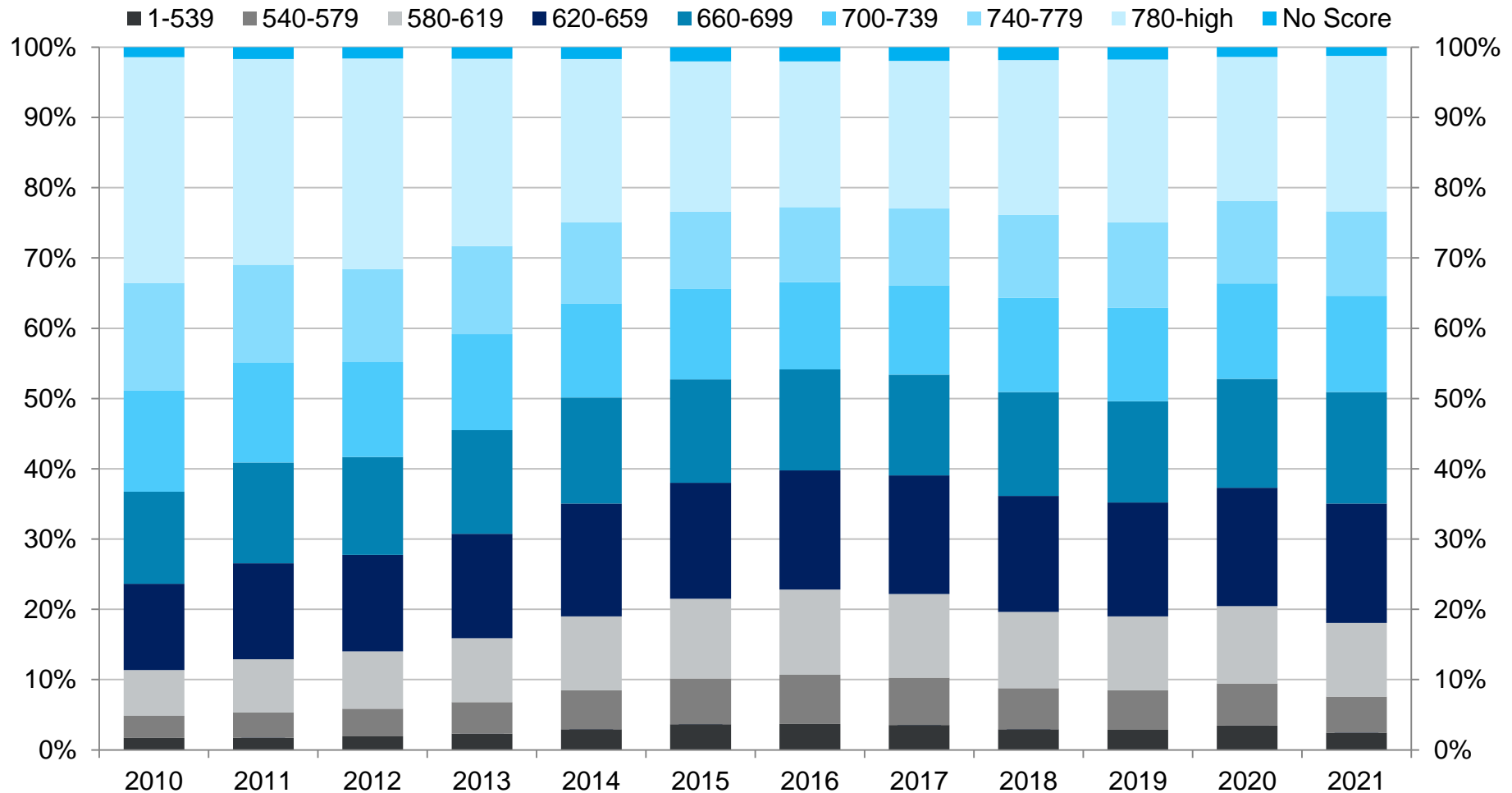


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Private Label Credit Cards Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Private Label Card Originations by Year (Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: First Mortgage

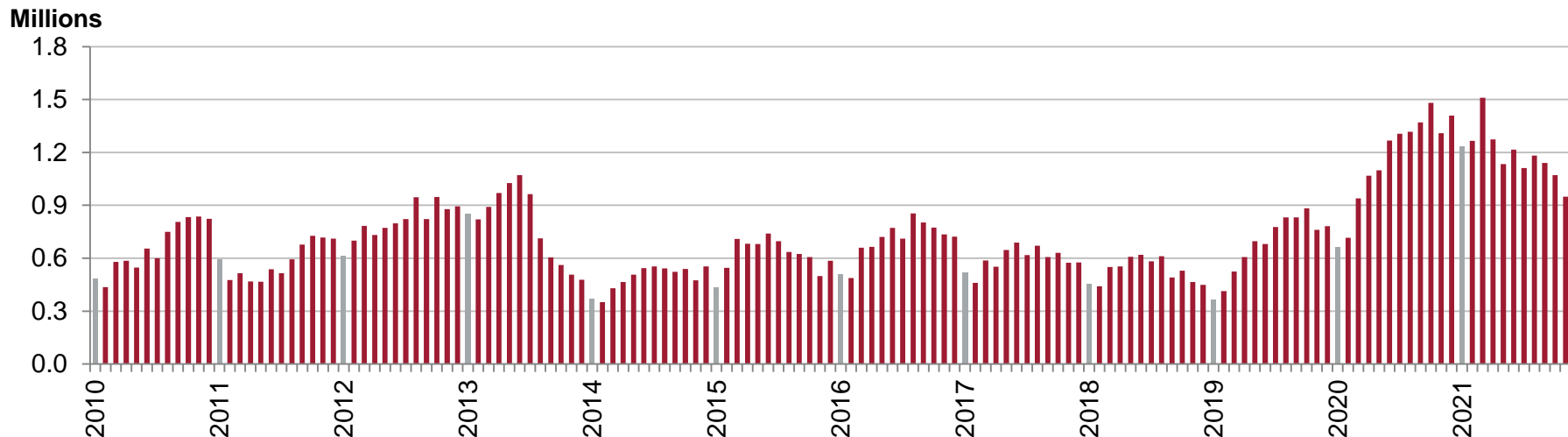
# First Mortgage Originations Observations

Originations through November 2021 reported as of January 2022

- › Over 13.1 million first mortgages have been originated year-to-date through November. This is a 4.4% increase from the same YTD period in 2020.
- › The total dollar amount of first mortgages originated YTD is \$3,982.0 trillion, which is a 9.0% increase from the previous year.
- › 400,600 first mortgages have been issued YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 3.1% increase from 2020. These newly issued mortgages have corresponding total balances of \$88.0 billion, a 2.8% increase from the same period a year ago.
- › Through November, 3.1% of first mortgages were issued to consumers with subprime credit scores and subprime mortgages represent 2.2% of new mortgage origination balances. In November 2020, the YTD subprime shares were 3.1% of accounts and 2.3% of balances.
- › The average loan amount for all first mortgages originated in November 2021 was \$312,688. This is a 7.0% increase compared to November 2020. The average credit limit on new subprime first mortgage loans was \$229,658. This is a 4.6% increase compared to November 2020.

# First Mortgage Originations: Accounts

Number of Accounts in Millions; NSA



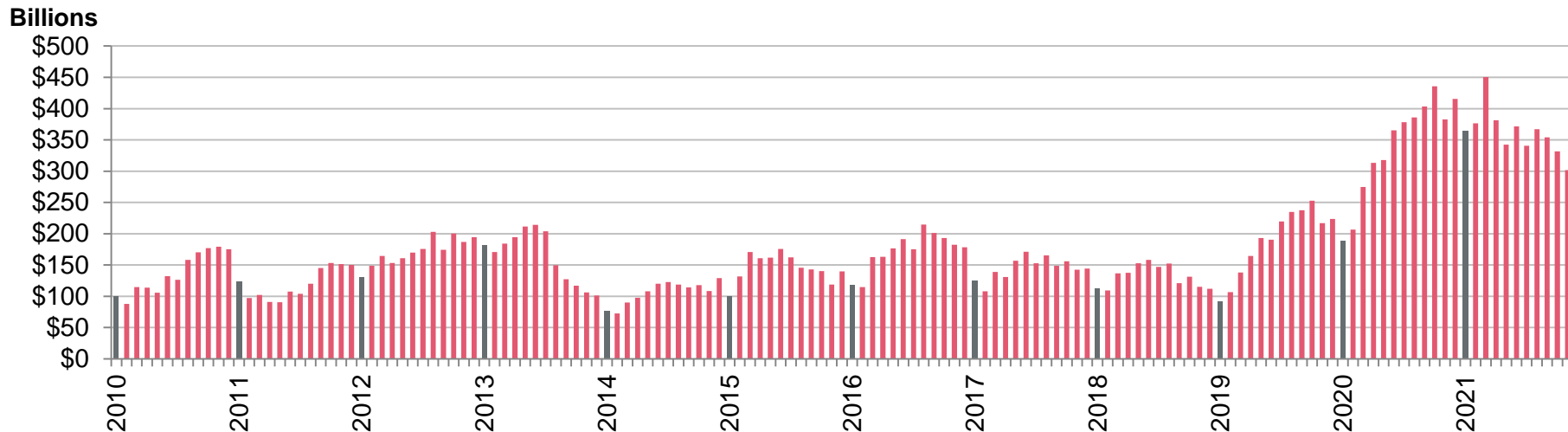
NUMBER OF FIRST MORTGAGE ACCOUNTS ORIGINATED IN MILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	7.9	-14.1%	7.1	-17.2%	0.84	26.1%
2011	7.0	-11.8%	6.3	-11.6%	0.72	-14.3%
2012	9.7	38.7%	8.8	40.1%	0.88	22.4%
2013	9.5	-2.6%	9.0	1.9%	0.51	-42.4%
2014	5.9	-38.1%	5.3	-41.0%	0.47	-6.2%
2015	7.4	27.1%	6.9	29.3%	0.50	4.9%
2016	8.4	13.1%	7.7	12.3%	0.73	47.4%
2017	7.1	-15.3%	6.6	-14.8%	0.57	-21.8%
2018	6.4	-10.9%	5.9	-10.0%	0.46	-19.1%
2019	8.2	28.4%	7.4	24.9%	0.76	63.9%
2020	13.9	71.0%	12.5	70.0%	1.31	71.9%
2021	--	--	13.1	4.4%	0.95	-27.5%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# First Mortgage Originations: Balances

\$ Balances in Billions; NSA



TOTAL FIRST MORTGAGE BALANCES ORIGINATED IN \$ BILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	\$1,639.9	-12.0%	\$1,464.8	-15.2%	\$179.1	36.5%
2011	\$1,435.4	-12.5%	\$1,285.4	-12.2%	\$151.3	-15.5%
2012	\$2,061.8	43.6%	\$1,867.3	45.3%	\$186.9	23.5%
2013	\$1,960.6	-4.9%	\$1,859.3	-0.4%	\$106.2	-43.2%
2014	\$1,275.3	-35.0%	\$1,146.5	-38.3%	\$108.3	2.0%
2015	\$1,750.3	37.2%	\$1,610.6	40.5%	\$118.7	9.6%
2016	\$2,071.2	18.3%	\$1,892.9	17.5%	\$182.3	53.6%
2017	\$1,739.3	-16.0%	\$1,595.2	-15.7%	\$142.4	-21.9%
2018	\$1,585.3	-8.9%	\$1,473.2	-7.6%	\$115.1	-19.2%
2019	\$2,270.5	43.2%	\$2,047.0	39.0%	\$216.9	88.5%
2020	\$4,067.0	79.1%	\$3,651.7	78.4%	\$382.7	76.4%
2021	--	--	\$3,982.0	9.0%	\$301.7	-21.2%

Source: Equifax Inc.

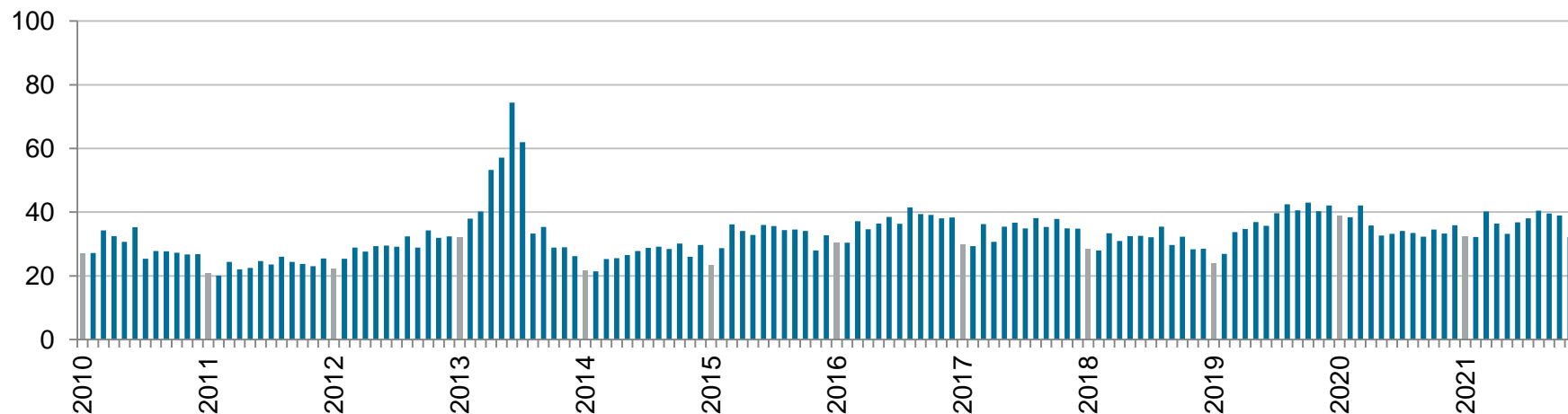
Originations through November 2021 reported as of January 2022

# Subprime FM Originations: Accounts

Number of Accounts in Thousands; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

Thousands



NUMBER OF SUBPRIME FIRST MORTGAGE ACCOUNTS ORIGINATED IN THOUSANDS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	348.6	4.4%	-42.0%	321.8	4.5%	-42.5%	26.7	3.2%	-41.0%
2011	280.5	4.0%	-19.5%	255.1	4.1%	-20.7%	23.0	3.2%	-13.9%
2012	351.8	3.6%	25.4%	319.5	3.6%	25.2%	31.9	3.6%	38.7%
2013	509.7	5.4%	44.9%	483.5	5.4%	51.3%	29.0	5.7%	-9.2%
2014	320.6	5.5%	-37.1%	290.9	5.5%	-39.8%	26.0	5.5%	-10.3%
2015	390.5	5.2%	21.8%	357.8	5.2%	23.0%	27.9	5.6%	7.5%
2016	440.5	5.2%	12.8%	402.2	5.2%	12.4%	38.1	5.2%	36.3%
2017	414.4	5.8%	-5.9%	379.5	5.8%	-5.6%	34.9	6.1%	-8.3%
2018	372.5	5.9%	-10.1%	343.9	5.8%	-9.4%	28.4	6.1%	-18.7%
2019	440.0	5.4%	18.1%	397.9	5.4%	15.7%	40.3	5.3%	41.9%
2020	424.6	3.0%	-3.5%	388.7	3.1%	-2.3%	33.3	2.5%	-17.2%
2021	--	--	--	400.6	3.1%	3.1%	32.2	3.4%	-3.4%

Source: Equifax Inc.

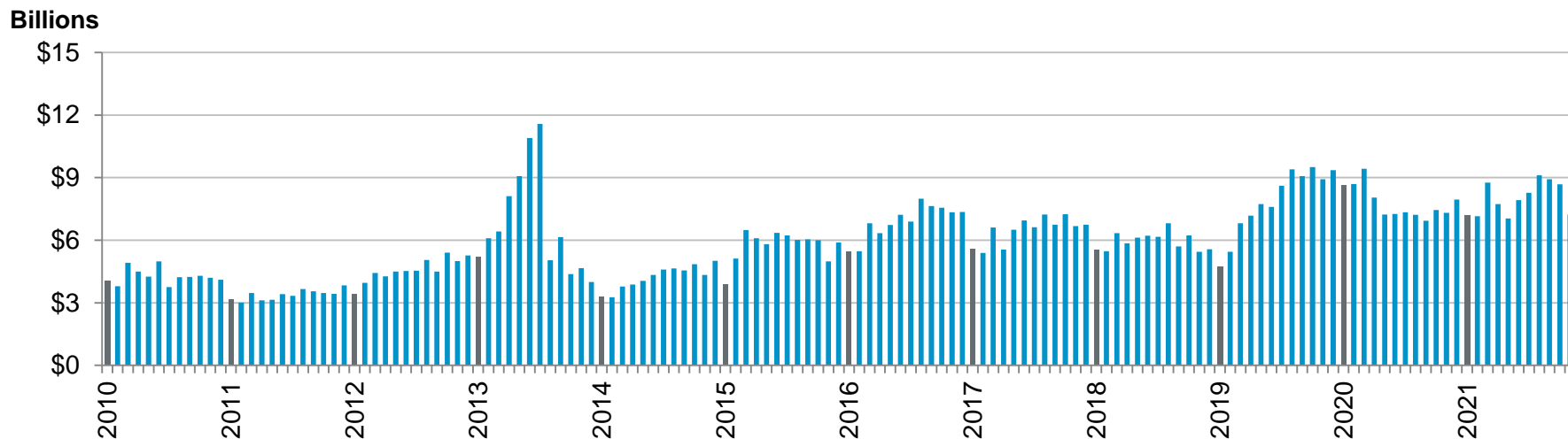
Originations through November 2021 reported as of January 2022



# Subprime FM Originations: Balances

Total Origination Balances in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



TOTAL SUBPRIME FIRST MORTGAGE BALANCES ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$51.3	3.1%	-44.4%	\$47.2	3.2%	-45.1%	\$4.20	2.3%	-37.2%
2011	\$40.6	2.8%	-20.9%	\$36.8	2.9%	-22.1%	\$3.43	2.3%	-18.3%
2012	\$54.8	2.7%	35.0%	\$49.6	2.7%	34.8%	\$5.00	2.7%	45.7%
2013	\$81.6	4.2%	48.8%	\$77.6	4.2%	56.6%	\$4.67	4.4%	-6.7%
2014	\$50.6	4.0%	-38.0%	\$45.6	4.0%	-41.3%	\$4.34	4.0%	-7.0%
2015	\$68.9	3.9%	36.2%	\$63.0	3.9%	38.3%	\$4.99	4.2%	15.0%
2016	\$82.8	4.0%	20.2%	\$75.5	4.0%	19.7%	\$7.34	4.0%	47.1%
2017	\$77.8	4.5%	-6.0%	\$71.1	4.5%	-5.8%	\$6.68	4.7%	-9.0%
2018	\$71.5	4.5%	-8.2%	\$65.9	4.5%	-7.3%	\$5.45	4.7%	-18.4%
2019	\$94.4	4.2%	32.0%	\$85.0	4.2%	29.0%	\$8.93	4.1%	63.8%
2020	\$93.5	2.3%	-0.9%	\$85.6	2.3%	0.7%	\$7.32	1.9%	-18.1%
2021	--	--	--	\$88.0	2.2%	2.8%	\$7.23	2.4%	-1.2%

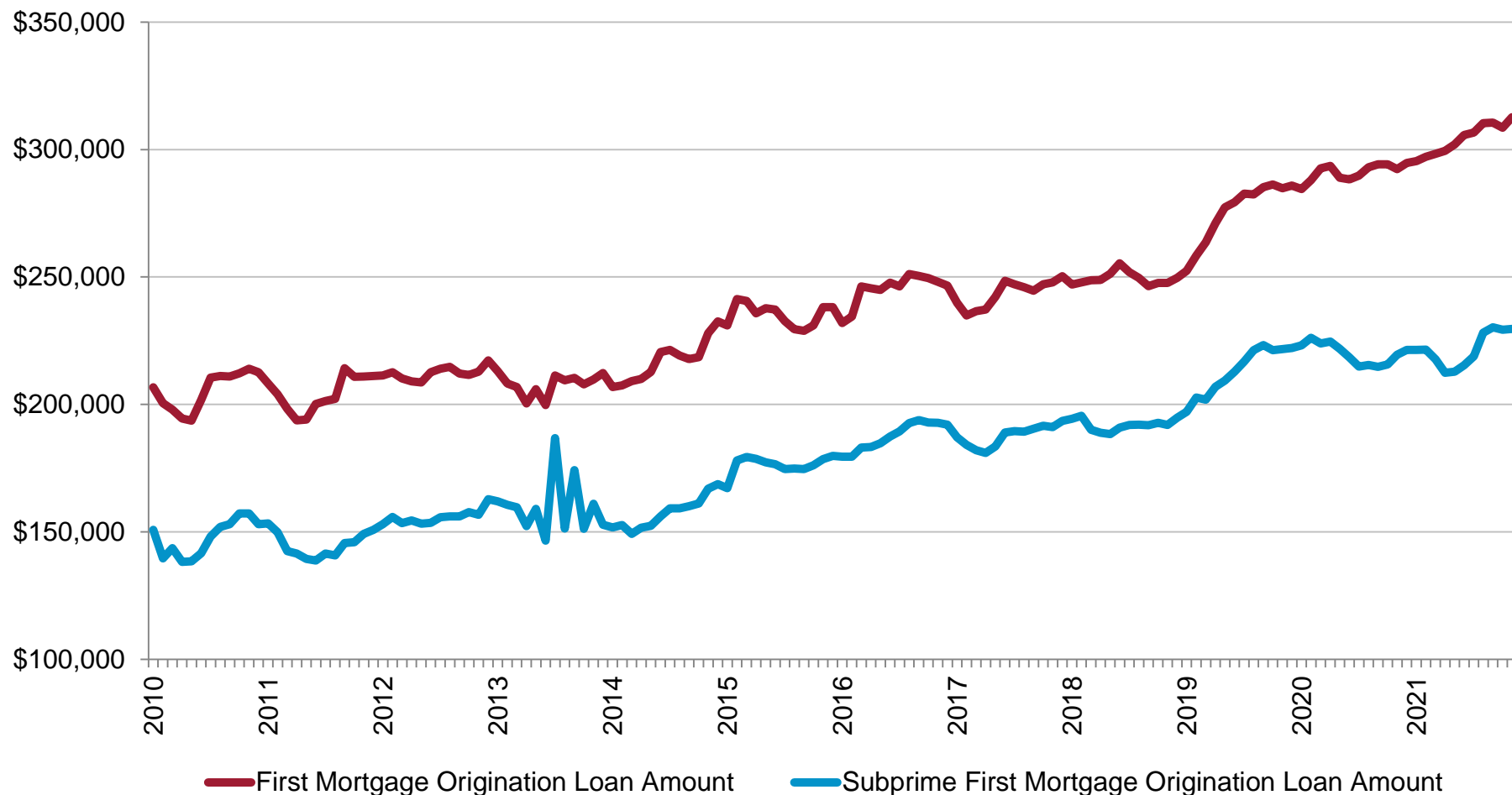
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# First Mortgage Average Origination Balance

Average Origination Balance Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

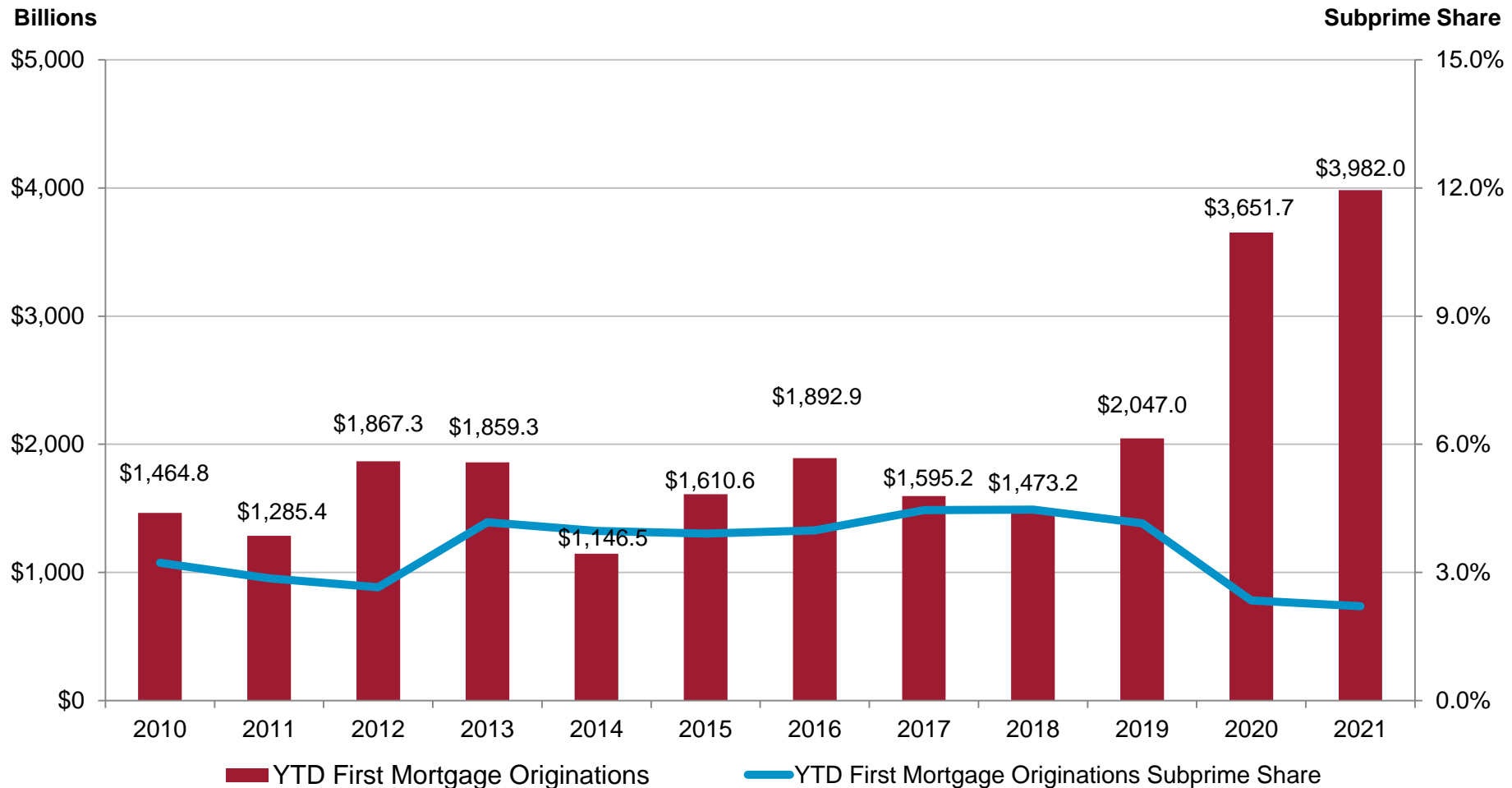


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# YTD First Mortgage Origination Balances

Year-to-Date Total Origination Balances in \$Billions; Subprime Share of Total Origination Balances (%); Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

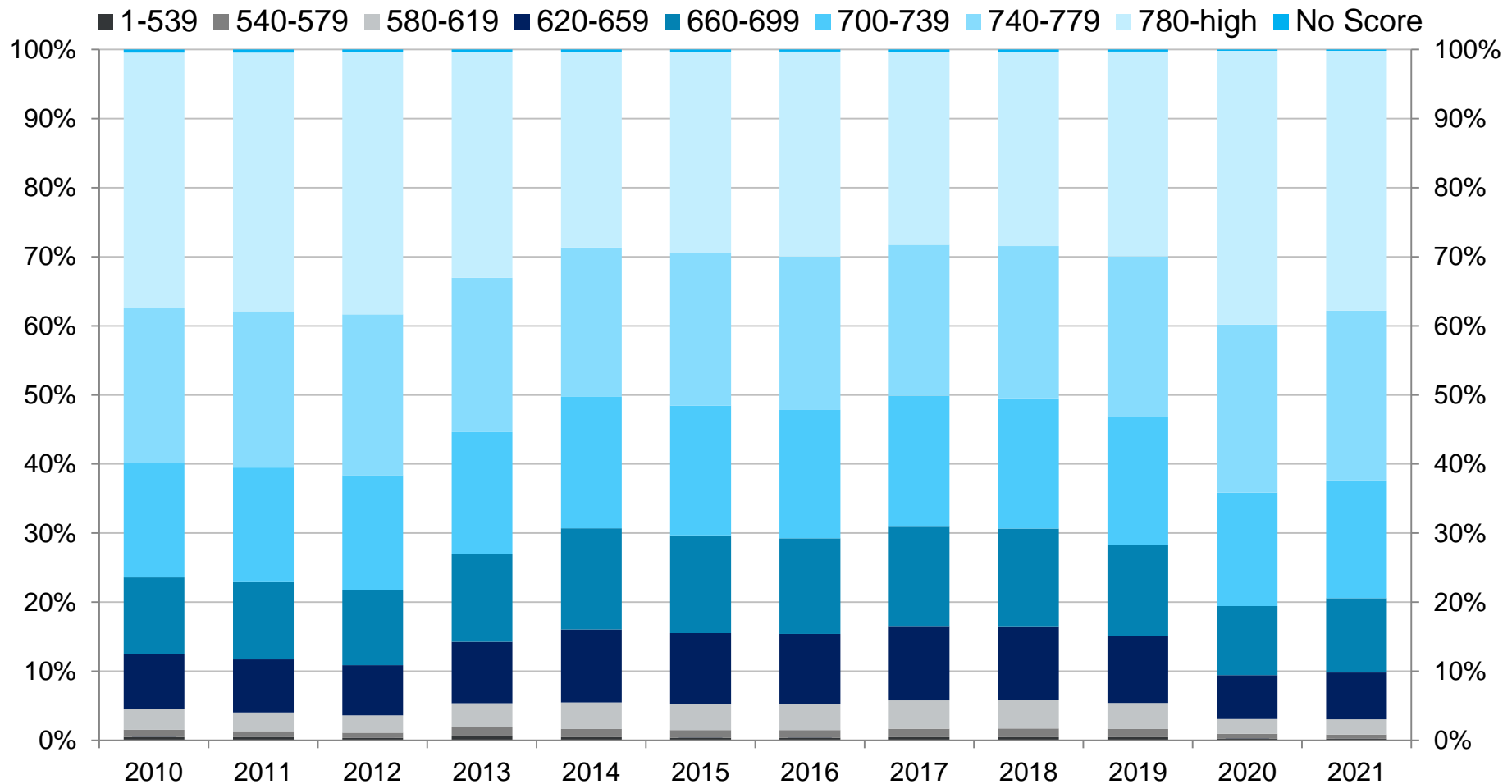


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# First Mortgage Origination Risk

Year-to-date VantageScore® 3.0 Distribution for First Mortgage Loan Originations by Year (Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Home Equity Revolving Lines of Credit

# HELOC Originations Observations

Originations through November 2021 reported as of January 2022

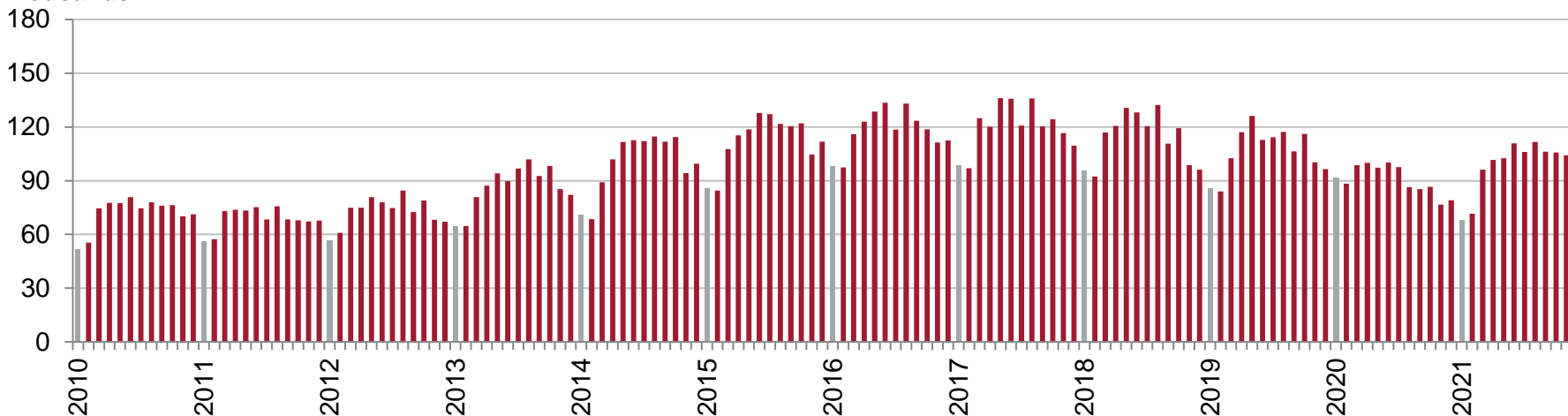
- › Around 1.08 million HELOCs have been originated year-to-date. This is a 7.5% increase from 2020.
- › The total credit limit on HELOCs originated YTD is \$136.4 billion, a 16.1% increase from the previous year.
- › Over 21,400 HELOCs have been issued YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 1.3% increase from the same period in 2020. These newly issued HELOCs have a corresponding total credit limit of \$1.44 billion, a 5.4% increase over the same period a year ago.
- › Through November, 2.0% of HELOCs were issued to consumers with a subprime credit score and aggregated credit limits on new subprime HELOCs are 1.1% of total HELOC credit limits originated YTD. A year ago, the subprime shares were 2.1% of accounts and 1.2% of credit limits.
- › The average loan amount for all HELOCs originated in November 2021 was \$132,119. This is a 10.9% increase compared to November 2020. The average credit limit on subprime HELOCs was \$73,583. This is a 10.4% increase compared to November 2020.

Orig

# HELOC Originations: Accounts

Number of Accounts in Thousands; NSA

Thousands



NUMBER OF HELOC ACCOUNTS ORIGINATED IN THOUSANDS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	863.7	-11.5%	792.5	-13.3%	70.2	14.9%
2011	823.9	-4.6%	756.3	-4.6%	67.2	-4.2%
2012	872.0	5.8%	804.9	6.4%	68.2	1.4%
2013	1,037.8	19.0%	955.6	18.7%	85.2	25.0%
2014	1,201.3	15.8%	1,101.8	15.3%	94.2	10.5%
2015	1,347.0	12.1%	1,235.2	12.1%	104.6	11.1%
2016	1,413.8	5.0%	1,301.3	5.4%	111.4	6.5%
2017	1,439.7	1.8%	1,330.2	2.2%	116.6	4.7%
2018	1,361.2	-5.5%	1,265.0	-4.9%	98.7	-15.4%
2019	1,278.9	-6.0%	1,182.3	-6.5%	100.3	1.7%
2020	1,087.6	-15.0%	1,008.5	-14.7%	76.7	-23.6%
2021	--	--	1,084.3	7.5%	104.1	35.8%

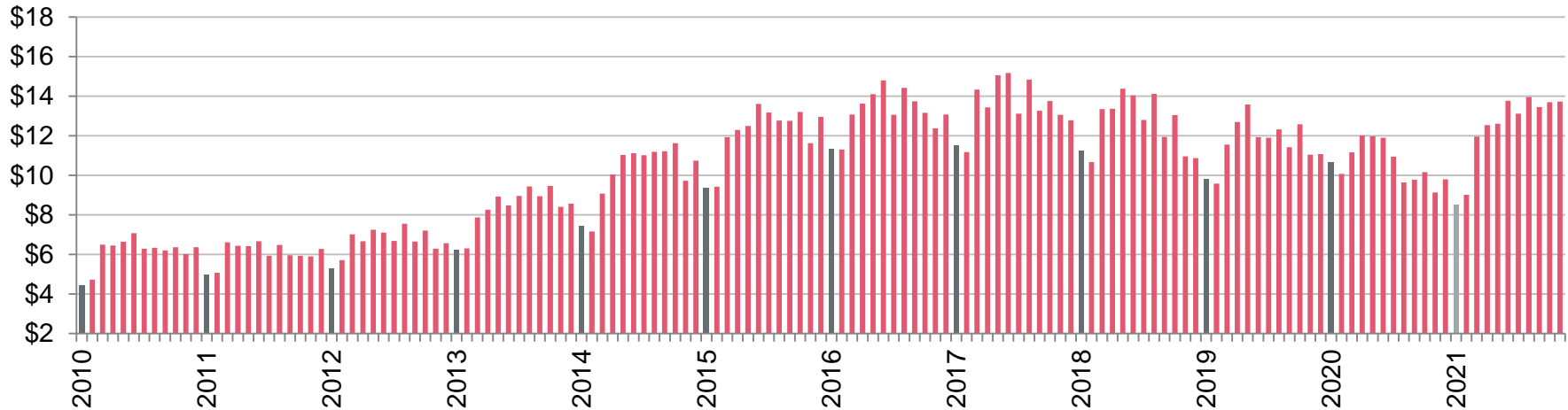
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# HELOC Originations: Total Credit Limits

Total Credit Limits in \$Billions; NSA

Billions



TOTAL HELOC CREDIT LIMITS ORIGINATED IN \$ BILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	\$73.4	-13.2%	\$67.0	-15.3%	\$6.0	20.3%
2011	\$72.6	-1.0%	\$66.4	-1.0%	\$5.9	-1.8%
2012	\$80.0	10.1%	\$73.4	10.6%	\$6.3	6.6%
2013	\$99.9	24.8%	\$91.3	24.3%	\$8.4	33.5%
2014	\$121.4	21.5%	\$110.6	21.2%	\$9.7	15.8%
2015	\$145.7	20.0%	\$132.7	19.9%	\$11.6	19.6%
2016	\$158.1	8.6%	\$145.0	9.3%	\$12.4	6.4%
2017	\$161.6	2.2%	\$148.8	2.6%	\$13.1	5.5%
2018	\$150.8	-6.7%	\$139.9	-5.9%	\$11.0	-16.0%
2019	\$139.5	-7.5%	\$128.4	-8.2%	\$11.0	0.7%
2020	\$127.3	-8.8%	\$117.5	-8.5%	\$9.1	-17.3%
2021	--	--	\$136.4	16.1%	\$13.7	50.3%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

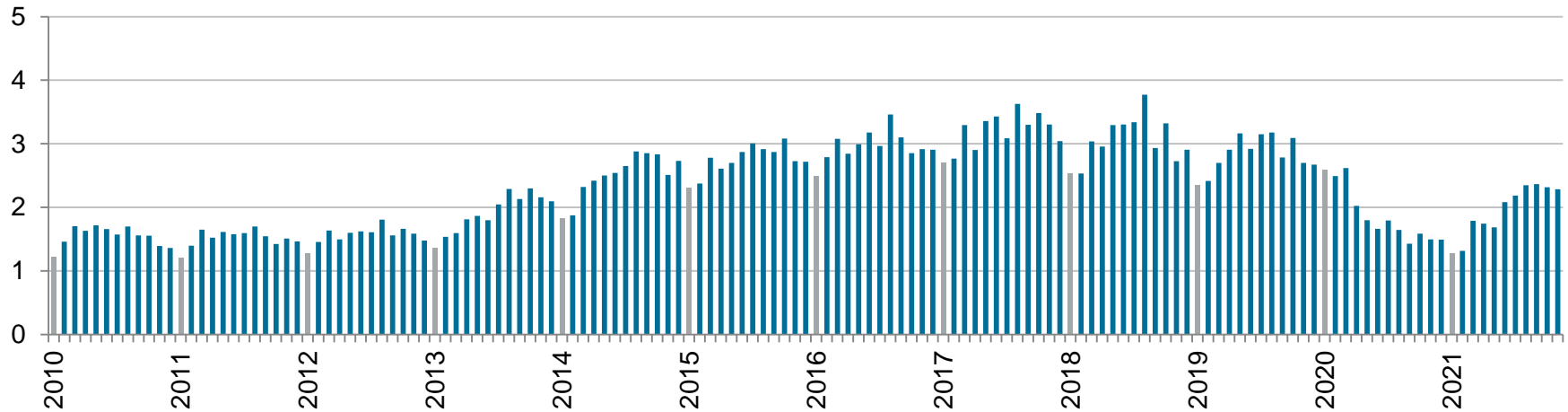


# Subprime HELOC Originations: Accounts

Number of Accounts in Thousands; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

Thousands



NUMBER OF SUBPRIME HELOC ACCOUNTS ORIGINATED IN THOUSANDS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	18.5	2.1%	-13.2%	17.2	2.2%	-13.5%	1.39	2.0%	-2.6%
2011	18.2	2.2%	-1.8%	16.7	2.2%	-2.5%	1.51	2.2%	8.3%
2012	18.8	2.2%	3.2%	17.3	2.1%	3.4%	1.58	2.3%	4.9%
2013	23.0	2.2%	22.4%	20.9	2.2%	20.7%	2.16	2.5%	36.2%
2014	29.9	2.5%	30.3%	27.2	2.5%	30.3%	2.51	2.7%	16.3%
2015	33.0	2.4%	10.1%	30.2	2.4%	11.1%	2.73	2.6%	8.7%
2016	35.6	2.5%	7.9%	32.7	2.5%	8.0%	2.91	2.6%	6.9%
2017	38.3	2.7%	7.7%	35.3	2.7%	8.0%	3.31	2.8%	13.4%
2018	36.7	2.7%	-4.3%	33.8	2.7%	-4.3%	2.73	2.8%	-17.5%
2019	34.0	2.7%	-7.2%	31.4	2.7%	-7.1%	2.70	2.7%	-1.0%
2020	22.6	2.1%	-33.5%	21.1	2.1%	-32.6%	1.50	2.0%	-44.6%
2021	--	--	--	21.4	2.0%	1.3%	2.28	2.2%	52.5%

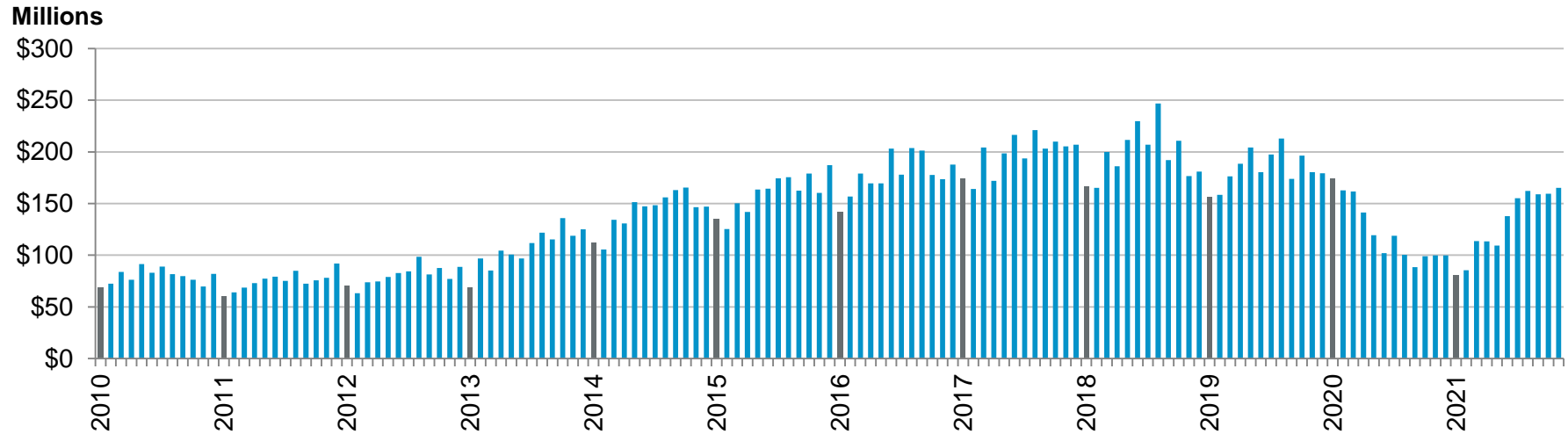
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime HELOC Originations: Total Limits

Total Credit Limits in \$Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



TOTAL SUBPRIME HELOC CREDIT LIMITS ORIGINATED IN \$ MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$954.3	1.3%	-23.9%	\$872.4	1.3%	-25.7%	\$69.7	1.2%	-13.8%
2011	\$900.9	1.2%	-5.6%	\$808.9	1.2%	-7.3%	\$78.1	1.3%	12.1%
2012	\$961.6	1.2%	6.7%	\$873.0	1.2%	7.9%	\$77.0	1.2%	-1.4%
2013	\$1,281.5	1.3%	33.3%	\$1,156.5	1.3%	32.5%	\$118.9	1.4%	54.5%
2014	\$1,707.9	1.4%	33.3%	\$1,560.7	1.4%	35.0%	\$146.4	1.5%	23.1%
2015	\$1,919.0	1.3%	12.4%	\$1,731.8	1.3%	11.0%	\$160.3	1.4%	9.5%
2016	\$2,142.4	1.4%	11.6%	\$1,954.7	1.3%	12.9%	\$173.7	1.4%	8.4%
2017	\$2,370.0	1.5%	10.6%	\$2,162.9	1.5%	10.7%	\$205.3	1.6%	18.2%
2018	\$2,373.5	1.6%	0.1%	\$2,192.5	1.6%	1.4%	\$176.5	1.6%	-14.0%
2019	\$2,203.8	1.6%	-7.1%	\$2,024.6	1.6%	-7.7%	\$180.3	1.6%	2.1%
2020	\$1,468.0	1.2%	-33.4%	\$1,368.1	1.2%	-32.4%	\$99.7	1.1%	-44.7%
2021	--	--	--	\$1,441.6	1.1%	5.4%	\$165.3	1.2%	65.7%

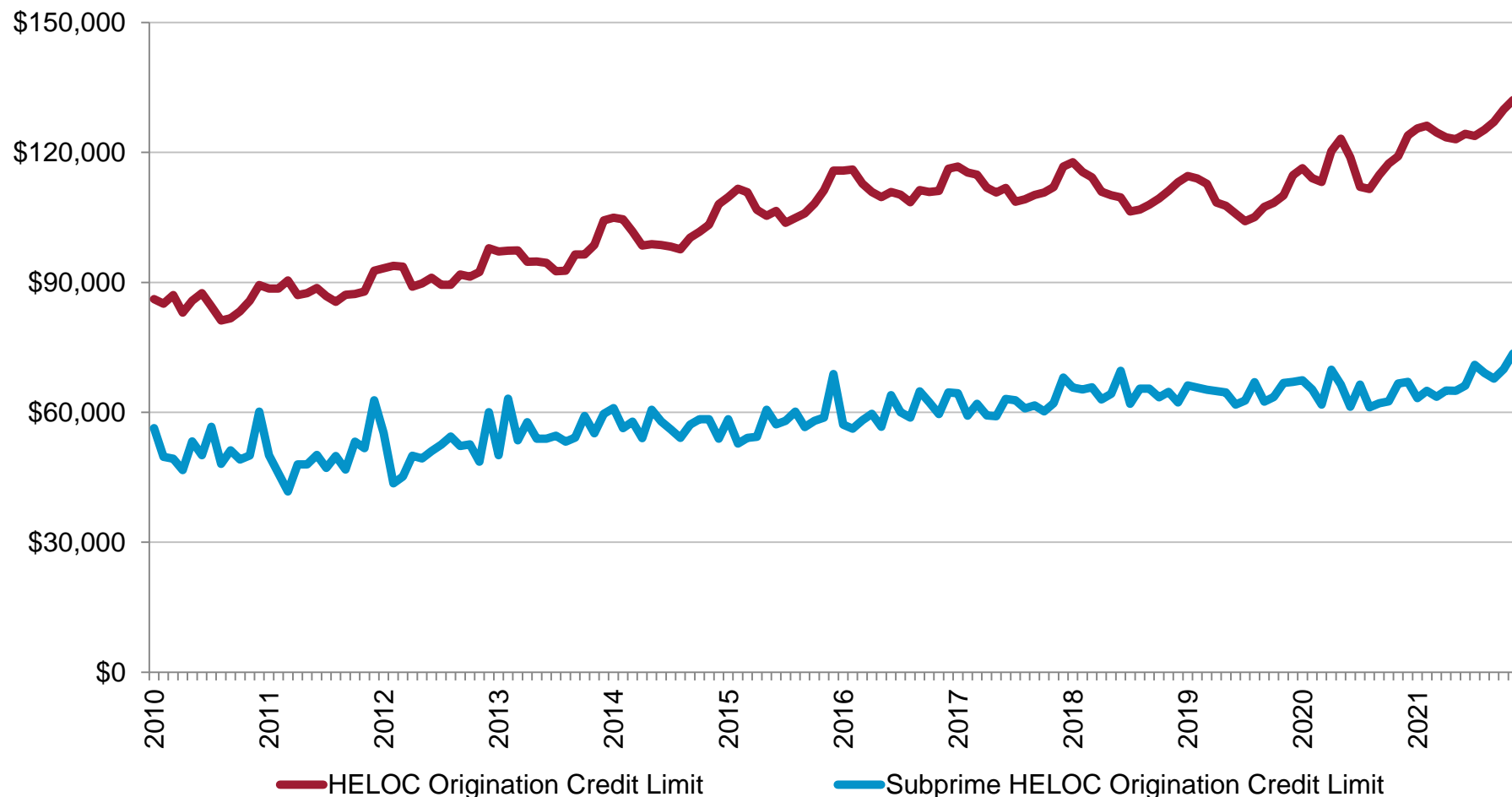
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# HELOC Average Origination Credit Limit

Average Origination Credit Limit over time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

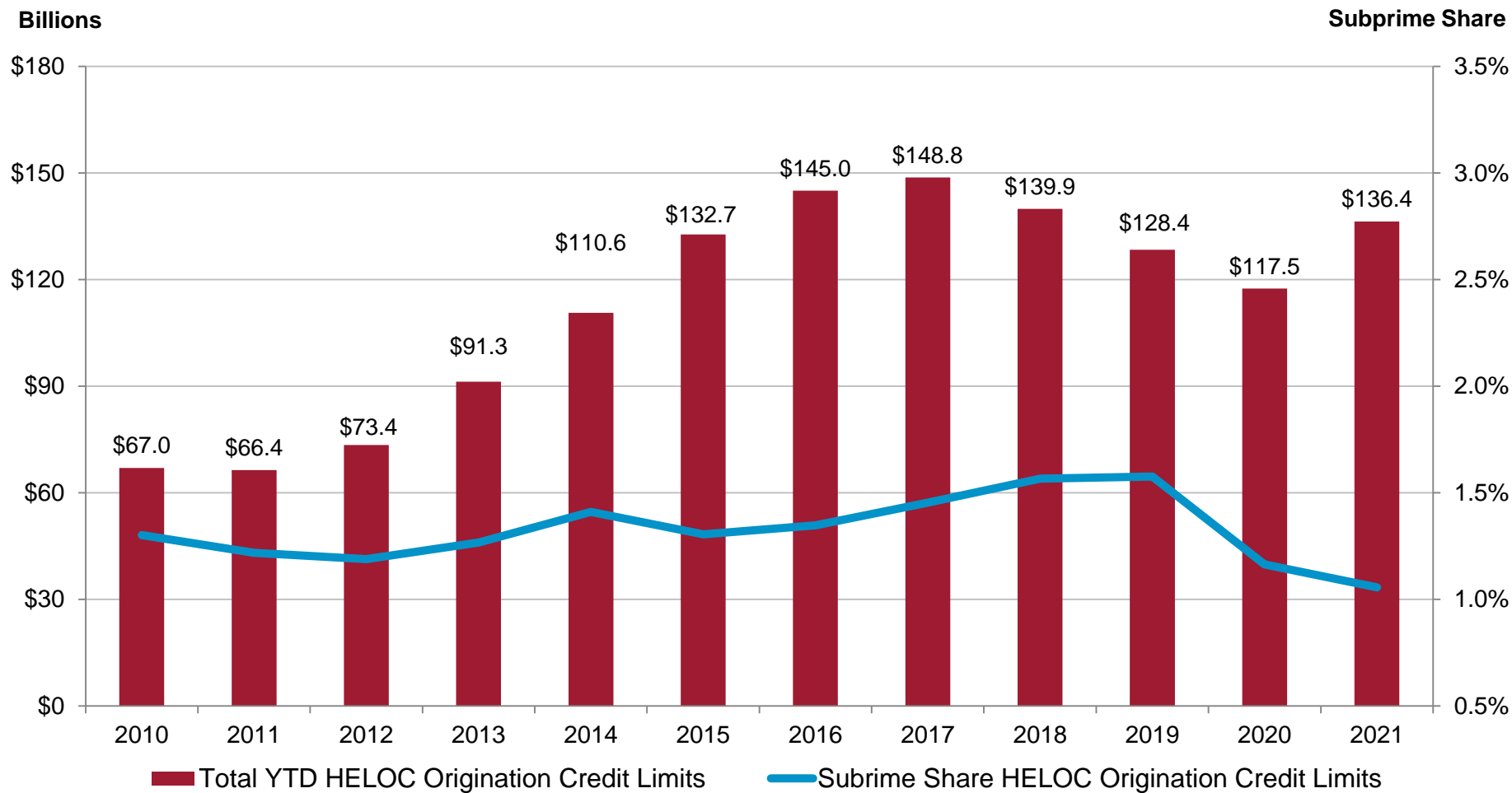


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# YTD HELOC Origination Credit Limits

Year-to-Date Total Credit Limits in \$Billions; Subprime Share of Total Origination Credit Limits (%); NSA  
Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

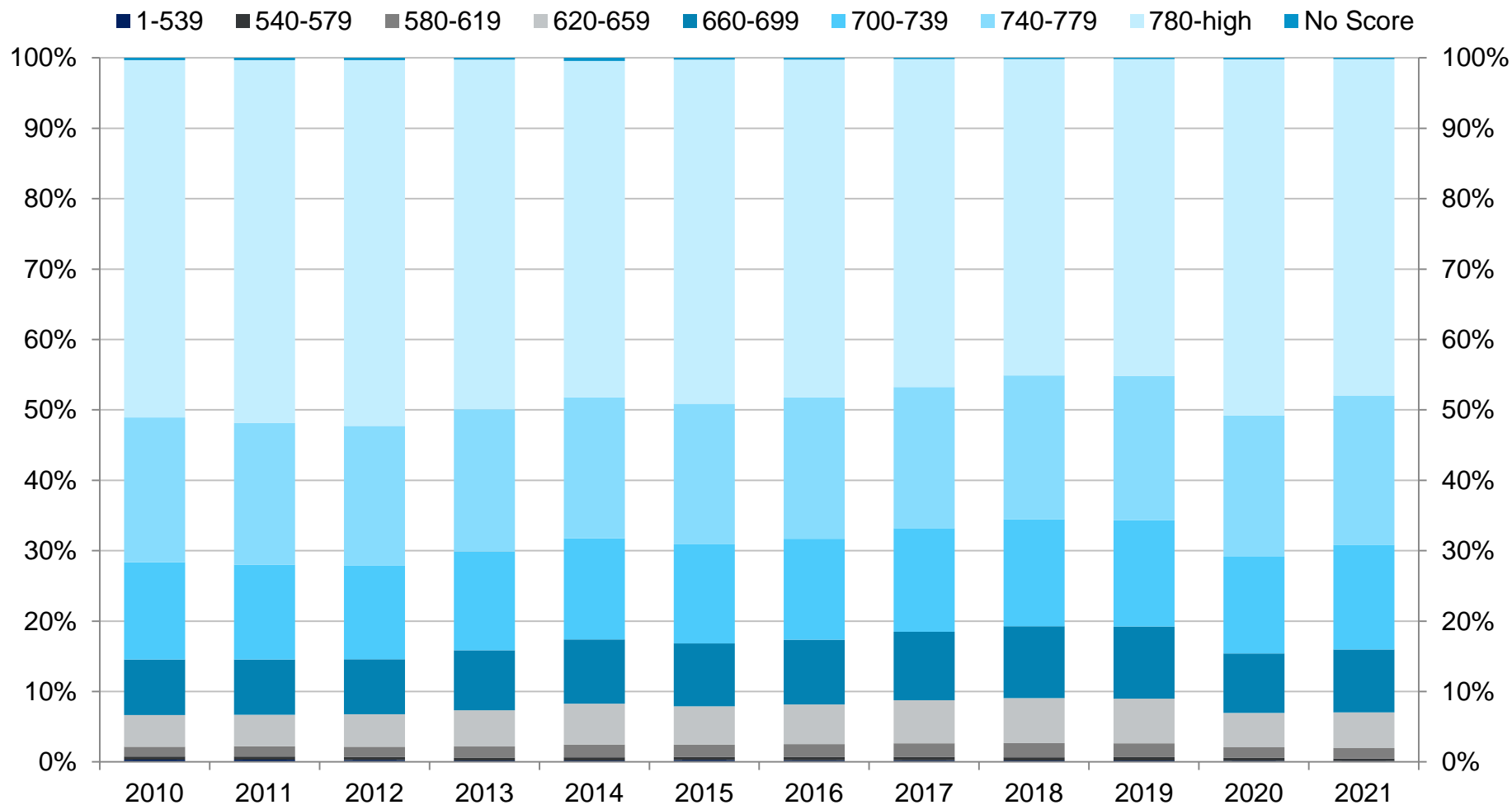


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# HELOC Origination Risk

Year-to-date VantageScore® 3.0 Distribution for HELOC Originations by Year (Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Home Equity Installment Loans

# HE Loan Originations Observations

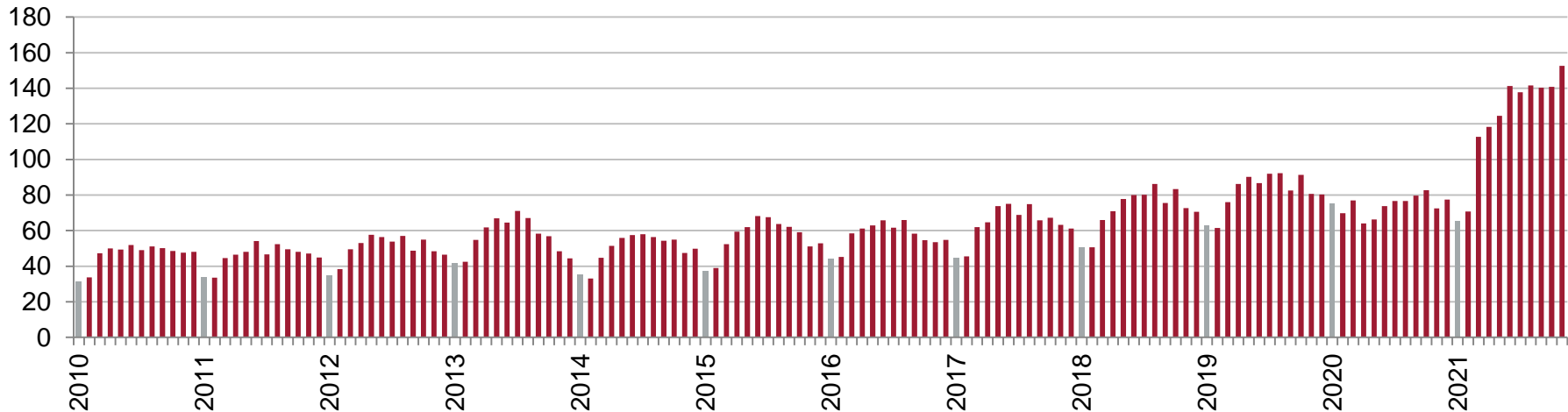
Originations through November 2021 reported as of January 2022

- › 1.35 million HE Installment Loans have been originated year-to-date. This is a 65.3% increase over the same period in 2019.
- › The total dollar amount of HE Loans originated YTD is \$53.7 billion, a 44.6% increase over the previous year.
- › Around 163,600 HE Loans have been issued YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 91.5% increase from 2020. These newly issued loans have a corresponding total origination amount of \$4.85 billion, an 87.4% increase from 2020.
- › Through November, 12.2% of all HE Loans were issued to consumers with a subprime credit score, up from 10.5% a year ago. Origination balances on subprime HE Loans represent 9.0% of the total, up from 7.0% YTD in 2020.
- › The average loan amount for all HE Loans originated in November 2021 was \$39,195. This is a 16.3% decrease compared to November 2020. The average loan amount on new subprime HE Loans was \$29,012. This is a 2.4% decrease compared to November 2020.

# Home Equity Loan Originations: Accounts

Number of Accounts in Thousands; NSA

Thousands



NUMBER OF HOME EQUITY LOAN ACCOUNTS ORIGINATED IN THOUSANDS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	558.8	-9.6%	510.7	-11.1%	47.7	4.4%
2011	549.5	-1.7%	504.6	-1.2%	47.1	-1.2%
2012	599.3	9.1%	552.8	9.6%	48.4	2.9%
2013	726.0	21.1%	681.6	23.3%	48.4	-0.1%
2014	599.3	-17.5%	549.4	-19.4%	47.4	-2.1%
2015	675.0	12.6%	622.2	13.3%	51.1	7.8%
2016	686.8	1.7%	632.0	1.6%	53.6	4.8%
2017	766.7	11.6%	705.6	11.6%	63.3	18.1%
2018	864.7	12.8%	794.1	12.5%	72.7	15.0%
2019	982.5	13.6%	902.2	13.6%	80.6	10.8%
2020	892.1	-9.2%	814.6	-9.7%	72.6	-9.9%
2021	--	--	1,346.2	65.3%	152.6	110.3%

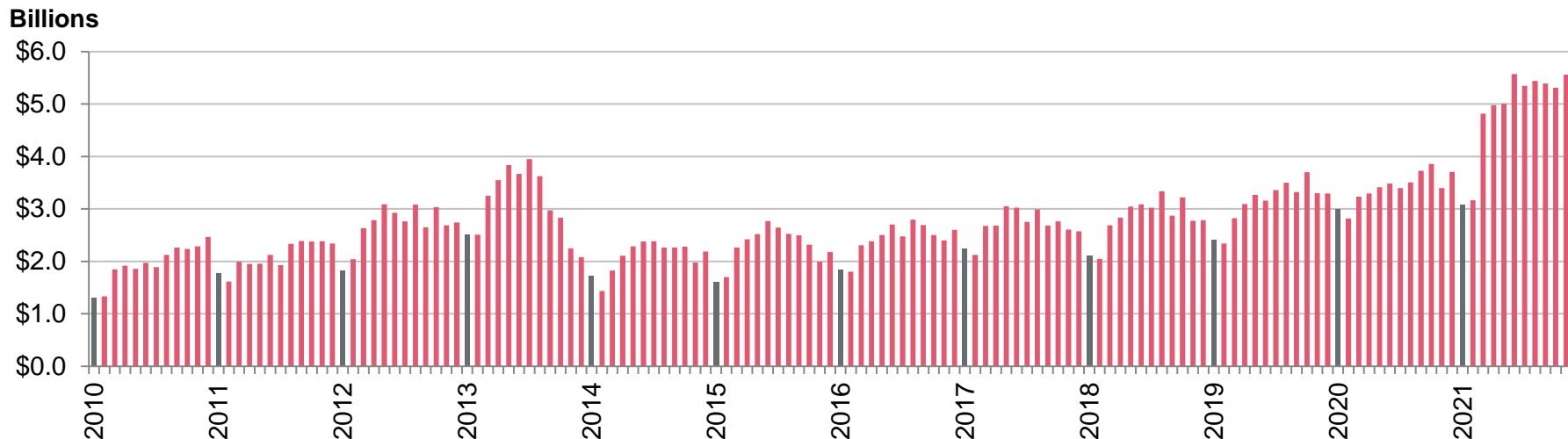
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Home Equity Loan Originations: Balances

Total Origination Balances in \$Billions; NSA



TOTAL HOME EQUITY LOAN BALANCES ORIGINATED IN \$ BILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	\$23.5	-8.8%	\$21.0	-12.2%	\$2.29	29.6%
2011	\$25.2	7.1%	\$22.8	8.5%	\$2.38	4.2%
2012	\$32.3	28.2%	\$29.5	29.3%	\$2.69	12.9%
2013	\$39.2	21.4%	\$37.1	25.7%	\$2.25	-16.4%
2014	\$25.1	-35.9%	\$22.9	-38.2%	\$1.98	-12.0%
2015	\$27.4	9.3%	\$25.3	10.2%	\$1.99	0.8%
2016	\$29.0	5.7%	\$26.4	4.6%	\$2.40	20.3%
2017	\$32.2	10.9%	\$29.6	12.0%	\$2.61	8.7%
2018	\$33.8	5.1%	\$31.0	4.8%	\$2.77	6.3%
2019	\$37.6	11.1%	\$34.3	10.4%	\$3.30	19.0%
2020	\$40.8	8.7%	\$37.1	8.3%	\$3.40	3.1%
2021	--	--	\$53.7	44.6%	\$5.56	63.6%

Source: Equifax Inc.

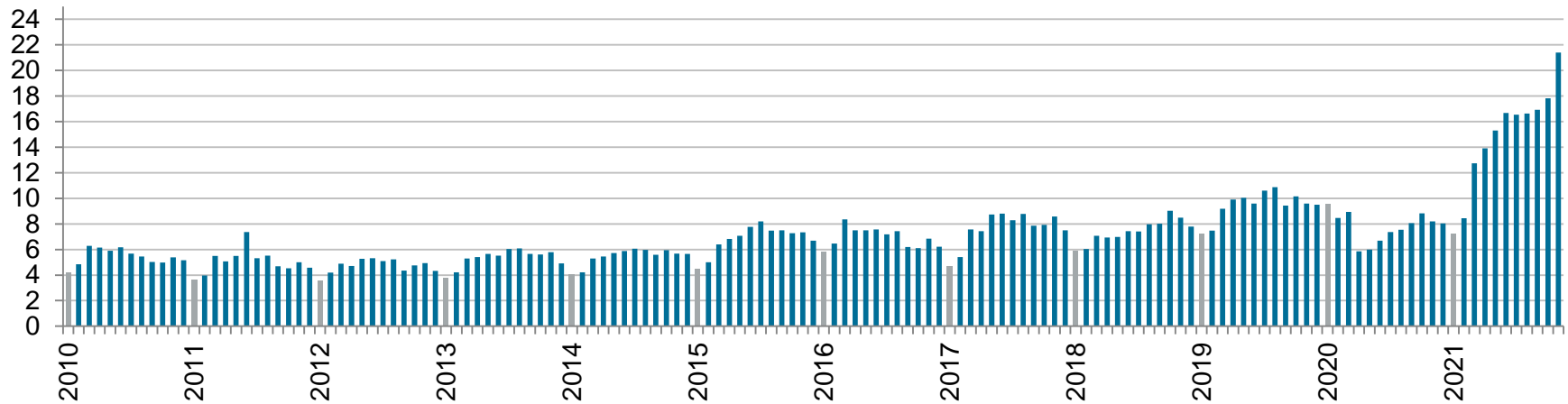
Originations through November 2021 reported as of January 2022

# Subprime HE Loan Originations: Accounts

Number of Accounts in Thousands; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

Thousands



NUMBER OF SUBPRIME HOME EQUITY LOAN ACCOUNTS ORIGINATED IN THOUSANDS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	65.2	11.7%	-20.0%	60.0	11.8%	-20.6%	5.4	11.3%	-17.0%
2011	60.7	11.0%	-6.9%	56.1	11.1%	-6.5%	5.0	10.6%	-6.9%
2012	56.7	9.5%	-6.7%	52.3	9.5%	-6.8%	4.9	10.2%	-1.5%
2013	72.8	10.0%	28.5%	67.9	10.0%	29.7%	5.8	12.0%	17.5%
2014	65.5	10.9%	-10.1%	59.8	10.9%	-11.9%	5.7	12.0%	-1.9%
2015	82.0	12.1%	25.3%	75.3	12.1%	25.9%	7.3	14.4%	29.4%
2016	83.2	12.1%	1.4%	77.0	12.2%	2.2%	6.8	12.8%	-6.9%
2017	91.6	11.9%	10.1%	84.1	11.9%	9.3%	8.6	13.5%	25.4%
2018	89.0	10.3%	-2.8%	81.3	10.2%	-3.4%	8.5	11.7%	-1.0%
2019	113.6	11.6%	27.6%	104.1	11.5%	28.1%	9.6	11.9%	13.1%
2020	93.5	10.5%	-17.7%	85.4	10.5%	-17.9%	8.2	11.3%	-14.5%
2021	--	--	--	163.6	12.2%	91.5%	21.4	14.0%	160.8%

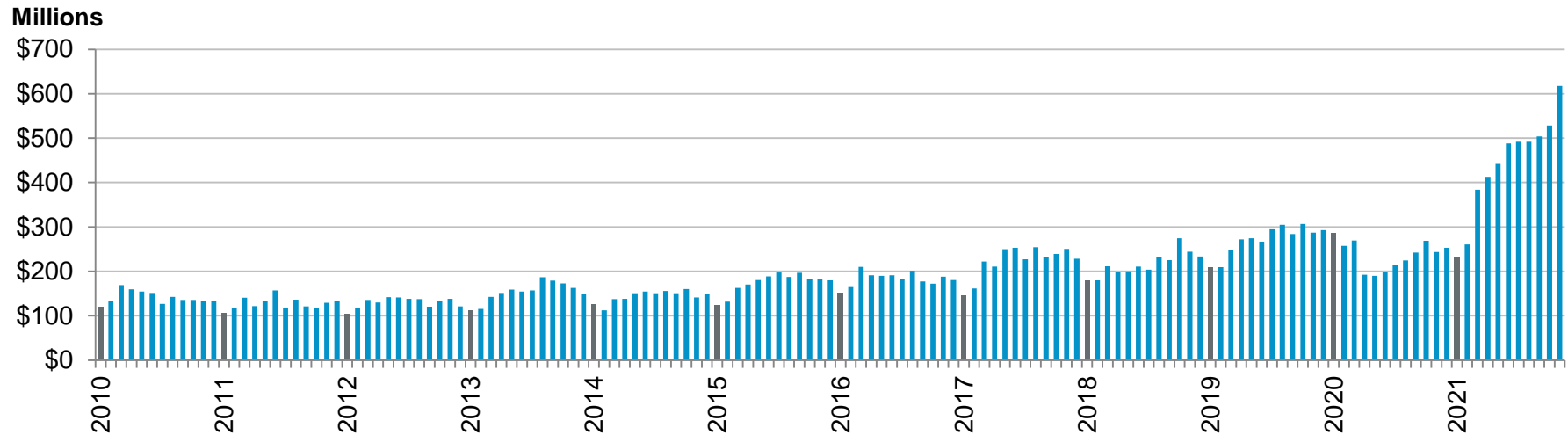
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime HE Loan Originations: Balances

Total Balances in \$Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



TOTAL SUBPRIME HOME EQUITY LOAN BALANCES ORIGINATED IN \$ MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$1,693.1	7.2%	-25.9%	\$1,559.0	7.4%	-26.5%	\$132.3	5.8%	-19.8%
2011	\$1,533.4	6.1%	-9.4%	\$1,398.9	6.1%	-10.3%	\$129.5	5.4%	-2.1%
2012	\$1,559.2	4.8%	1.7%	\$1,438.3	4.9%	2.8%	\$138.4	5.1%	6.9%
2013	\$2,223.3	5.7%	42.6%	\$2,074.0	5.6%	44.2%	\$163.1	7.3%	17.8%
2014	\$1,725.7	6.9%	-22.4%	\$1,576.7	6.9%	-24.0%	\$141.2	7.1%	-13.4%
2015	\$2,083.7	7.6%	20.7%	\$1,904.1	7.5%	20.8%	\$181.5	9.1%	28.5%
2016	\$2,201.6	7.6%	5.7%	\$2,021.2	7.7%	6.2%	\$188.2	7.8%	3.7%
2017	\$2,673.0	8.3%	21.4%	\$2,444.8	8.3%	21.0%	\$250.6	9.6%	33.1%
2018	\$2,595.1	7.7%	-2.9%	\$2,361.3	7.6%	-3.4%	\$244.2	8.8%	-2.5%
2019	\$3,251.5	8.7%	25.3%	\$2,958.5	8.6%	25.3%	\$287.5	8.7%	17.7%
2020	\$2,841.9	7.0%	-12.6%	\$2,589.0	7.0%	-12.5%	\$243.7	7.2%	-15.2%
2021	--	--	--	\$4,852.9	9.0%	87.4%	\$617.4	11.1%	153.3%

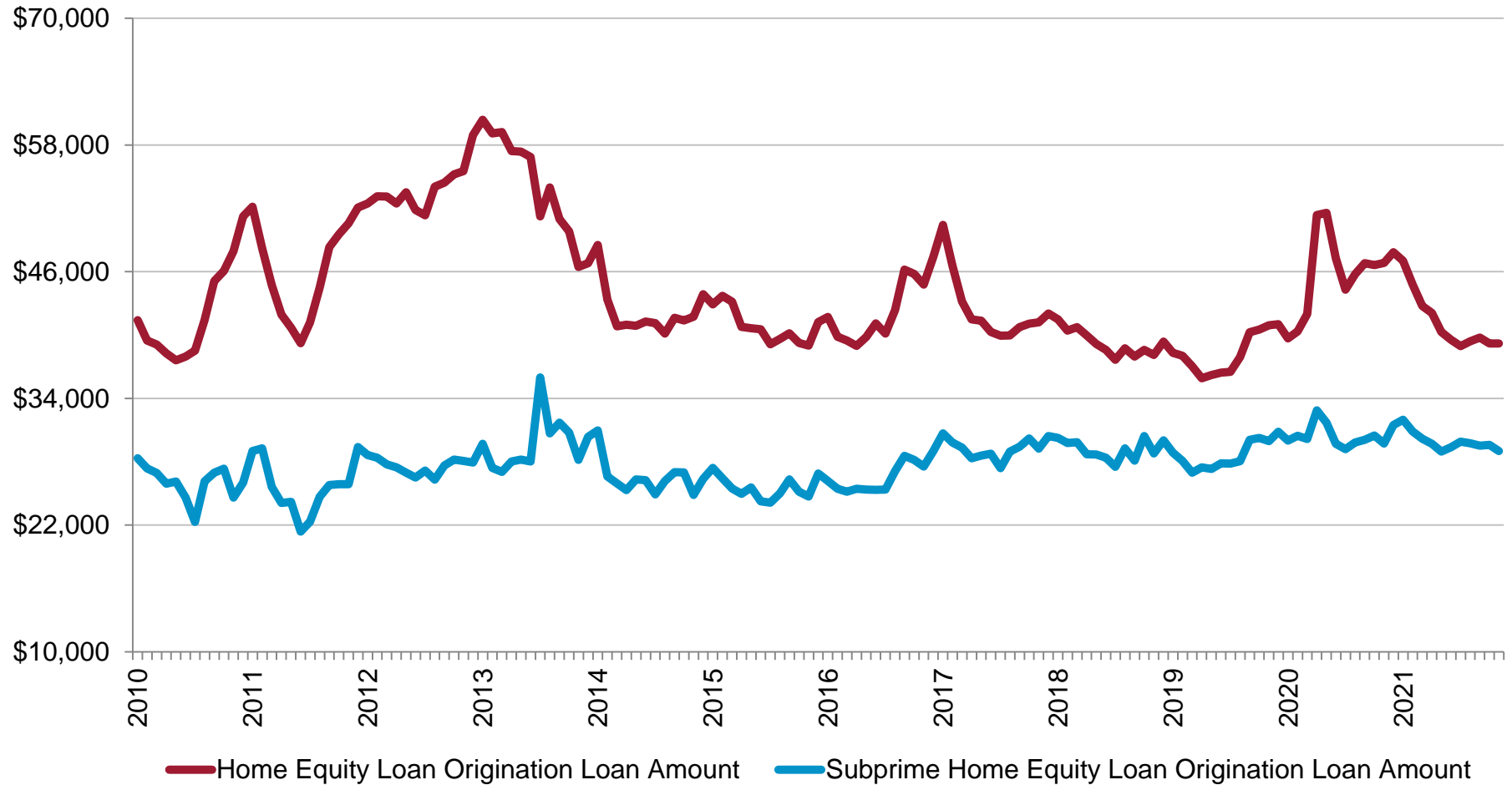
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Home Equity Loan Average Origination Balance

Average Origination Balance Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

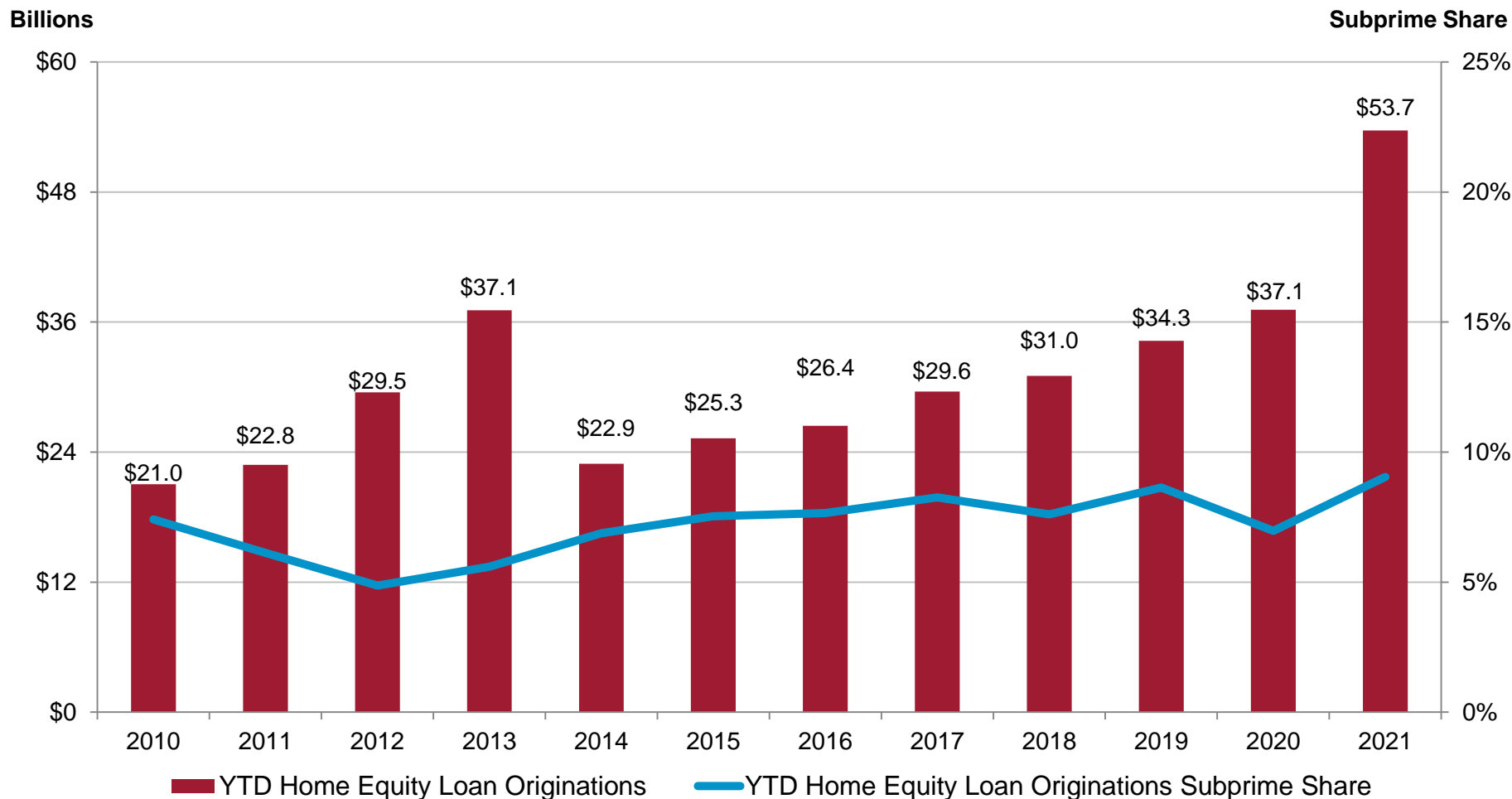


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

## YTD Home Equity Loan Origination Balances

Year-to-Date Total Balances in \$Billions; Subprime Share of Total Origination Balances (%); NSA  
Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

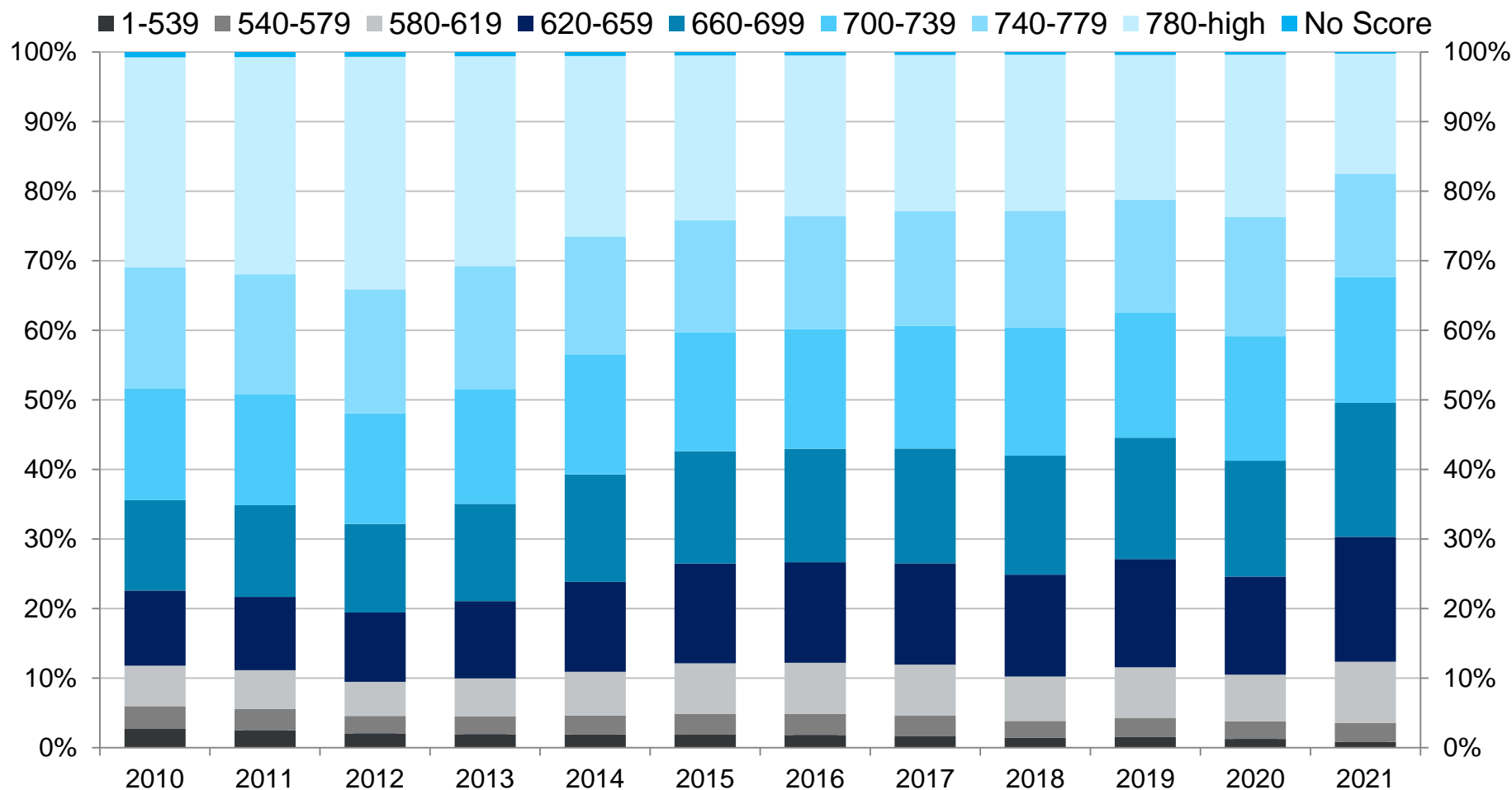


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Home Equity Loan Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Home Equity Installment Loan Originations by Year  
(Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Consumer Finance

# Consumer Finance Originations Observations

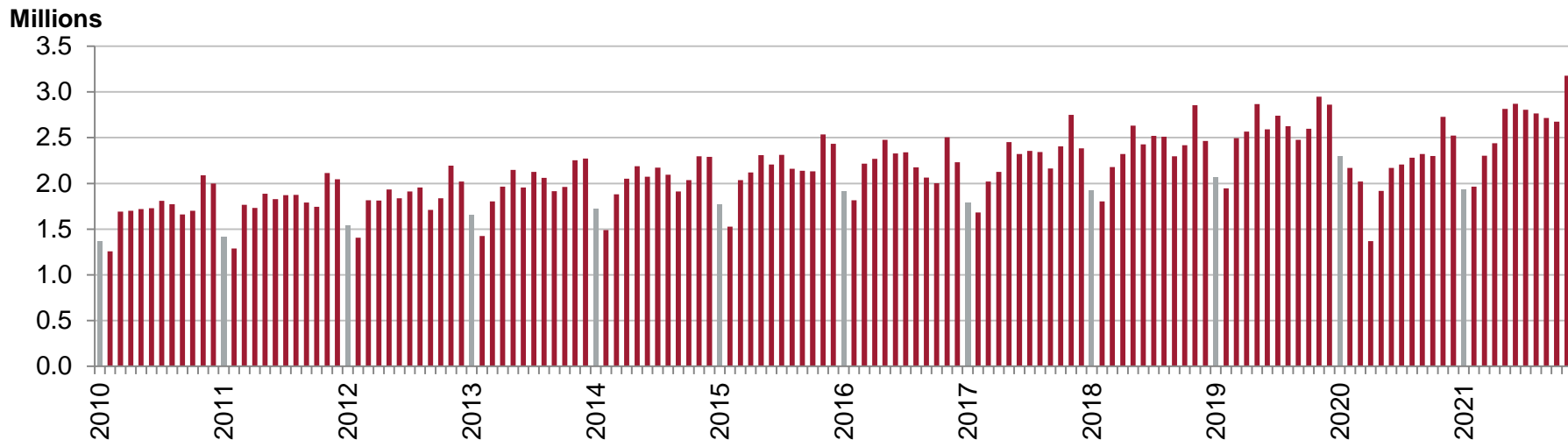
Originations through November 2021 reported as of January 2022

- › 28.5 million consumer finance loans have been originated year-to-date. This is a 19.7% increase from 2020.
- › The total dollar amount of consumer finance loans originated YTD is \$116.0 billion, a 23.7% increase from the previous year.
- › Over 9.50 million consumer finance loans have been issued YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 19.2% increase from 2020. These newly issued loans have a corresponding total origination amount of \$23.1 billion, a 31.0% increase from 2020.
- › Through November, 33.4% of all consumer finance loans were issued to consumers with a subprime credit score. Origination credit limits on subprime consumer finance loans represent 19.9% of the total.
- › The average loan amount for all consumer finance loans originated in November 2021 was \$4,103. This is a 9.5% increase compared to November 2020. The average loan amount on new subprime consumer finance loans was \$2,610. This is a 15.1% increase compared to November 2020.



# Consumer Finance Loan Originations: Accounts

Number of Accounts in Millions; NSA



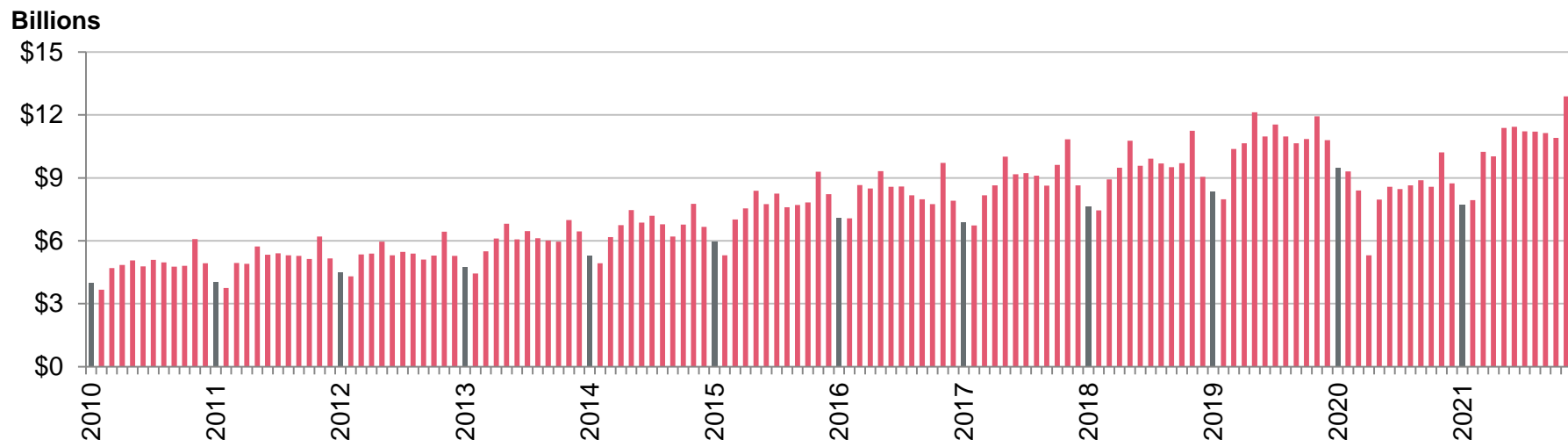
NUMBER OF CONSUMER FINANCE ACCOUNTS ORIGINATED IN MILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	20.5	-0.6%	18.5	-1.0%	2.09	7.2%
2011	21.4	4.2%	19.3	4.4%	2.11	1.1%
2012	22.0	2.9%	19.9	3.3%	2.19	3.8%
2013	23.5	7.1%	21.3	6.6%	2.25	2.8%
2014	24.2	2.8%	21.9	3.1%	2.29	1.8%
2015	25.7	6.1%	23.2	6.1%	2.53	10.5%
2016	26.3	2.6%	24.1	3.7%	2.50	-1.2%
2017	26.8	1.7%	24.4	1.3%	2.75	9.8%
2018	28.3	5.8%	25.9	6.0%	2.85	3.8%
2019	30.8	8.6%	27.9	7.9%	2.95	3.2%
2020	26.3	-14.5%	23.8	-14.8%	2.73	-7.4%
2021	--	--	28.5	19.7%	3.18	16.4%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Consumer Finance Loan Originations: Credit Limits

Total Origination Balances in \$Billions; NSA



TOTAL CONSUMER FINANCE BALANCES ORIGINATED IN \$ BILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	\$57.7	-7.6%	\$52.8	-8.4%	\$6.1	5.0%
2011	\$61.2	6.0%	\$56.0	6.1%	\$6.2	1.9%
2012	\$63.8	4.3%	\$58.5	4.4%	\$6.4	3.8%
2013	\$71.7	12.4%	\$65.2	11.5%	\$7.0	8.7%
2014	\$78.9	10.1%	\$72.2	10.7%	\$7.8	11.1%
2015	\$90.9	15.2%	\$82.6	14.5%	\$9.3	19.6%
2016	\$99.3	9.3%	\$91.4	10.6%	\$9.7	4.6%
2017	\$105.7	6.4%	\$97.0	6.1%	\$10.8	11.6%
2018	\$112.9	6.9%	\$103.9	7.1%	\$11.2	3.8%
2019	\$127.2	12.6%	\$116.4	12.0%	\$11.9	6.2%
2020	\$102.5	-19.4%	\$93.8	-19.4%	\$10.2	-14.4%
2021	--	--	\$116.0	23.7%	\$12.9	26.0%

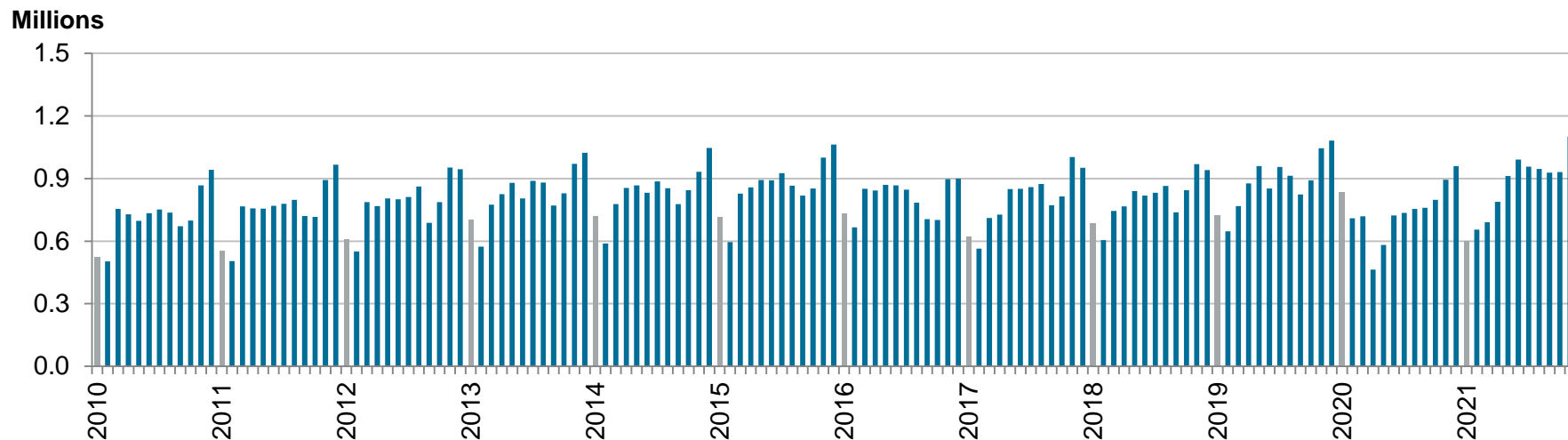
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Consumer Finance Originations: Accounts

Number of Accounts in Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



NUMBER OF SUBPRIME CONSUMER FINANCE ACCOUNTS ORIGINATED IN MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	8.61	42.0%	0.6%	7.66	41.4%	0.2%	0.87	41.5%	8.2%
2011	8.98	42.0%	4.3%	8.01	41.5%	4.5%	0.89	42.3%	3.0%
2012	9.36	42.6%	4.3%	8.42	42.2%	5.1%	0.95	43.5%	6.8%
2013	9.92	42.1%	5.9%	8.90	41.8%	5.7%	0.97	43.1%	1.8%
2014	9.98	41.2%	0.6%	8.93	40.8%	0.4%	0.93	40.6%	-3.9%
2015	10.31	40.1%	3.3%	9.24	39.8%	3.5%	1.00	39.5%	7.3%
2016	9.66	36.7%	-6.2%	8.76	36.4%	-5.2%	0.90	35.9%	-10.3%
2017	9.59	35.8%	-0.7%	8.64	35.4%	-1.4%	1.00	36.5%	11.7%
2018	9.65	34.0%	0.6%	8.71	33.6%	0.8%	0.97	33.9%	-3.3%
2019	10.54	34.2%	9.2%	9.46	33.9%	8.6%	1.05	35.5%	7.9%
2020	8.93	34.0%	-15.2%	7.97	33.5%	-15.7%	0.89	32.8%	-14.4%
2021	--	--	--	9.50	33.4%	19.2%	1.10	34.7%	23.1%

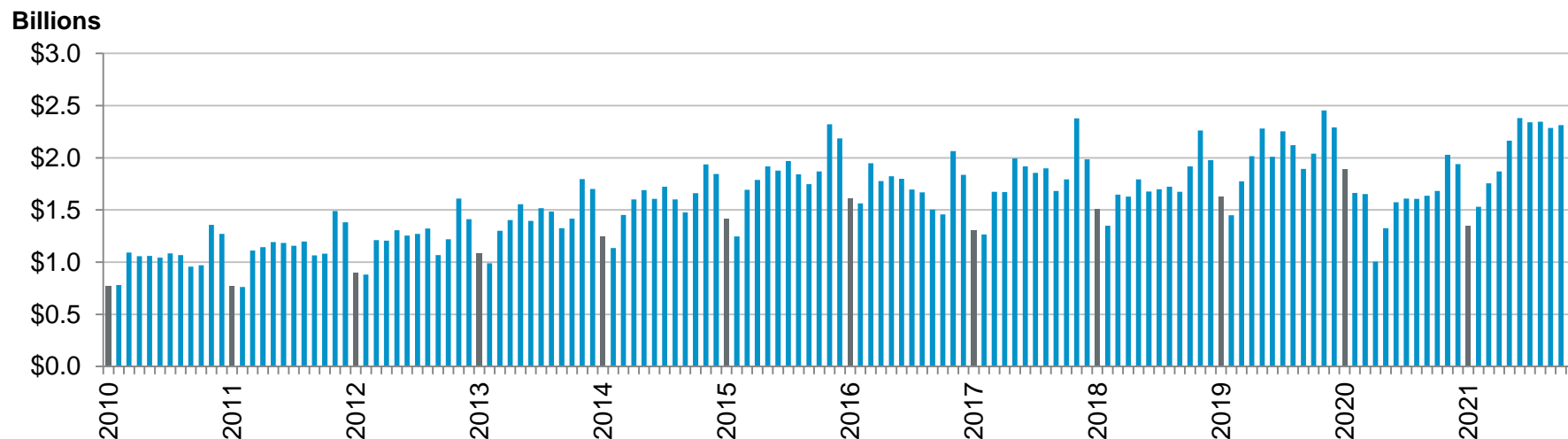
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Consumer Fin. Originations: Credit Limits

Total Balances in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



TOTAL SUBPRIME CONSUMER FINANCE BALANCES ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$12.5	21.7%	-12.1%	\$11.2	21.3%	-13.7%	\$1.36	22.4%	2.9%
2011	\$13.5	22.1%	8.1%	\$12.2	21.7%	8.1%	\$1.49	24.0%	9.7%
2012	\$14.7	23.0%	8.3%	\$13.3	22.7%	9.0%	\$1.61	25.0%	8.0%
2013	\$17.0	23.7%	15.7%	\$15.3	23.4%	15.2%	\$1.80	25.7%	11.6%
2014	\$19.0	24.1%	11.8%	\$17.1	23.7%	12.2%	\$1.94	24.9%	7.8%
2015	\$21.9	24.1%	15.3%	\$19.7	23.8%	14.9%	\$2.32	25.0%	19.9%
2016	\$20.7	20.9%	-5.2%	\$18.9	20.7%	-4.0%	\$2.06	21.2%	-11.1%
2017	\$21.4	20.3%	3.3%	\$19.4	20.0%	2.8%	\$2.38	21.9%	15.2%
2018	\$20.9	18.5%	-2.7%	\$18.9	18.2%	-2.9%	\$2.26	20.1%	-4.9%
2019	\$24.2	19.0%	16.1%	\$21.9	18.8%	16.1%	\$2.45	20.6%	8.5%
2020	\$19.6	19.1%	-19.0%	\$17.7	18.8%	-19.4%	\$2.03	19.8%	-17.3%
2021	--	--	--	\$23.1	19.9%	31.0%	\$2.81	21.8%	38.6%

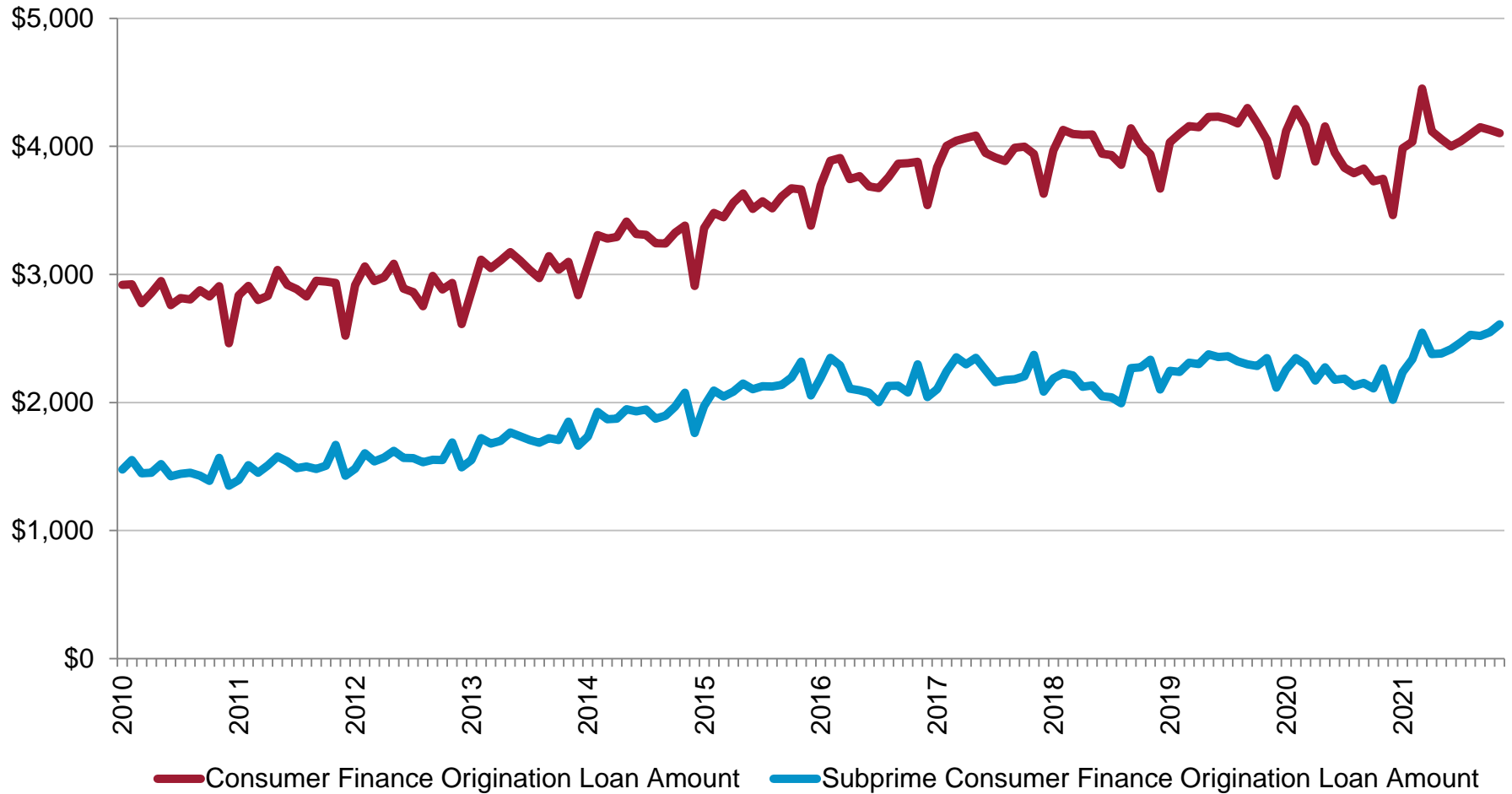
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Consumer Finance Average Origination Credit Limit

Average Origination Loan Credit Limit Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

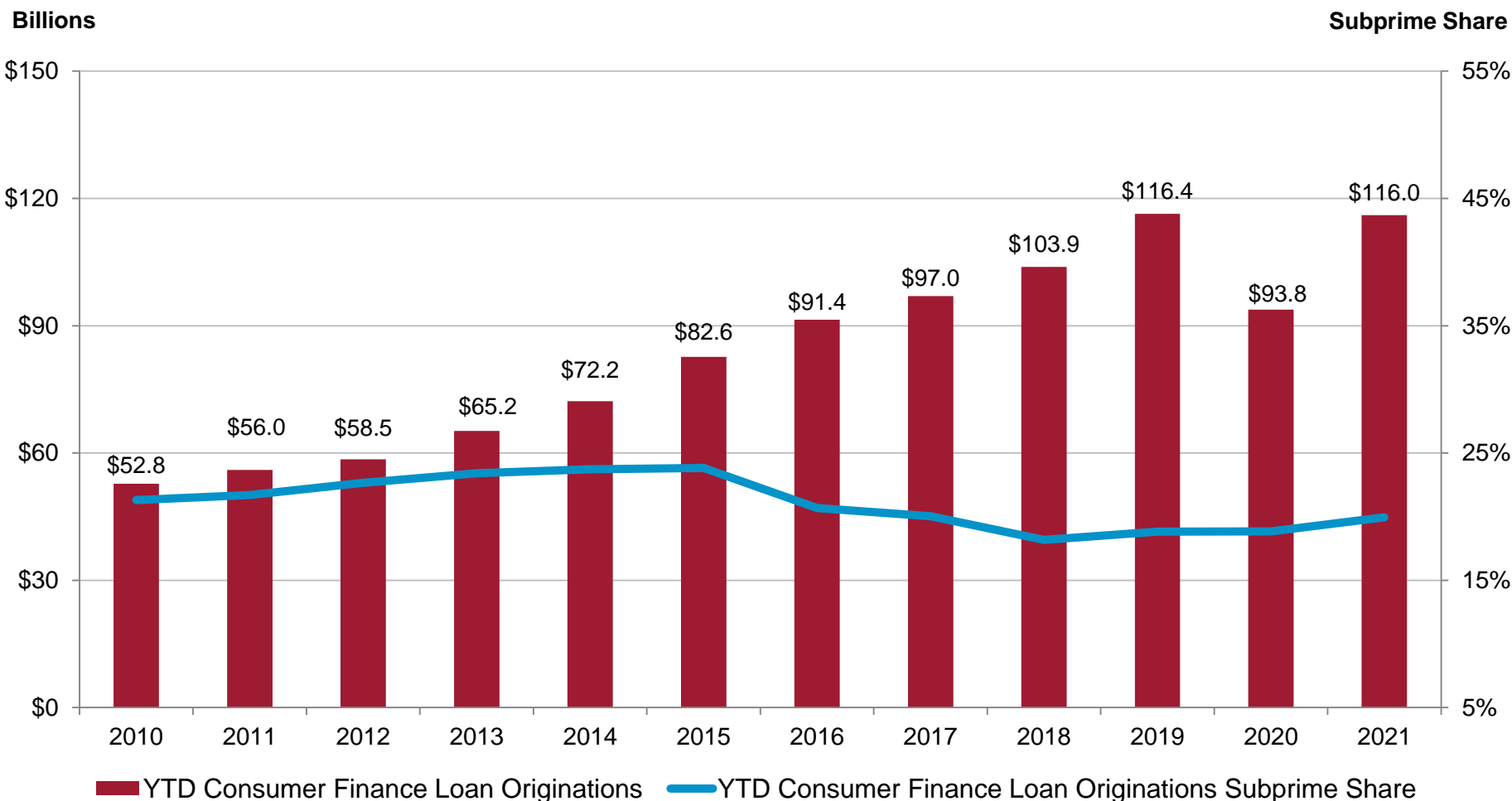


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# YTD Consumer Finance Origination Credit Limits

Year-to-Date Total Balances in \$Billions; Subprime Share of Total Origination Credit Limits (%); NSA  
Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

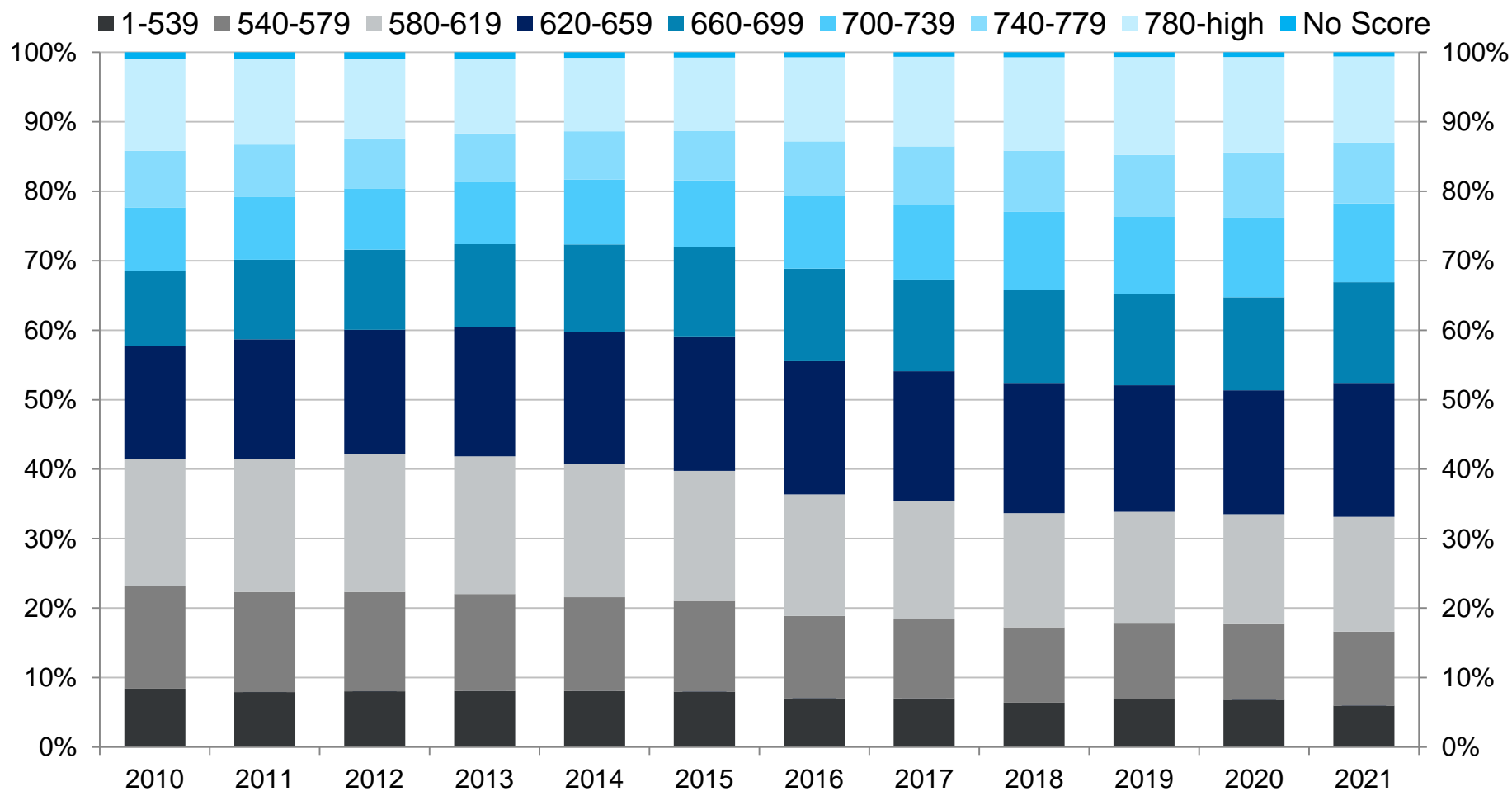


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Consumer Finance Loan Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Consumer Finance Loan Originations by Year  
(Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Consumer Finance Installment Loans



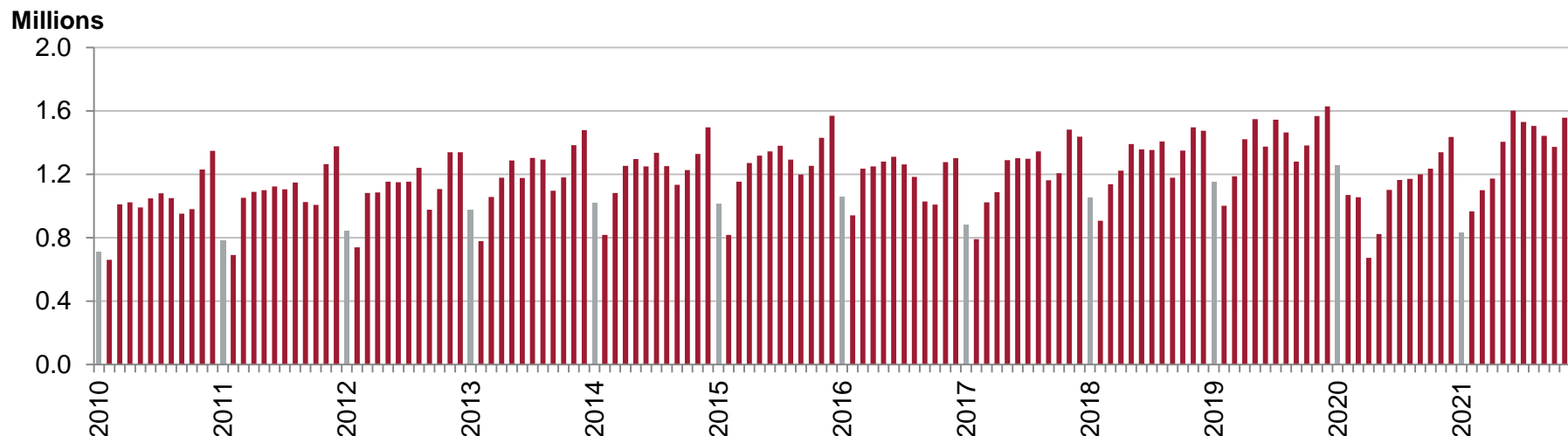
# Consumer Finance Installment Loan Originations Observations

Originations through November 2021 reported as of January 2022

- › 14.5 million consumer finance (CF) installment loans have been originated year-to-date. This is a 19.9% increase from 2020.
- › The total dollar amount of CF installment loans originated YTD is \$63.4 billion, a 40.3% increase from the previous year.
- › 7.08 million CF installment loans have been issued YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 7.3% increase from 2020. These newly issued loans have a corresponding total origination amount of \$20.5 billion, a 33.1% increase from 2020.
- › Through November, 48.8% of all CF installment loans were issued to consumers with a subprime credit score. Origination credit limits on subprime CF installment loans represent 32.3% of the total.
- › The average loan amount for all CF installment loans originated in November 2021 was \$4,615. This is a 30.5% increase from November 2020. The average loan amount on new subprime CF installment loans was \$3,294. This is a 35.7% increase compared to November 2020.

# Consumer Finance Installment Loan Originations: Accounts

Number of Accounts in Millions; NSA



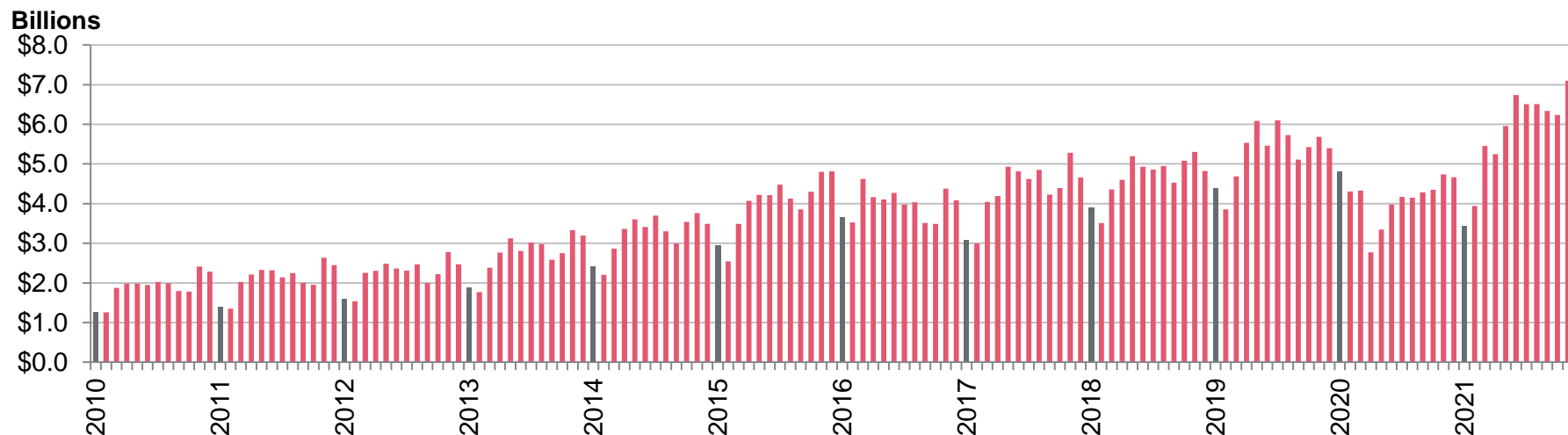
NUMBER OF CONSUMER FINANCE INSTALLMENT ACCOUNTS ORIGINATED IN MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	12.1	59.0%	4.8%	10.7	58.1%	4.3%	1.23	58.9%	13.3%
2011	12.8	59.8%	5.6%	11.4	59.0%	6.0%	1.26	59.9%	2.8%
2012	13.2	60.1%	3.5%	11.9	59.5%	4.3%	1.34	61.1%	5.9%
2013	14.2	60.3%	7.4%	12.7	59.8%	7.1%	1.38	61.4%	3.3%
2014	14.5	59.9%	2.1%	13.0	59.3%	2.2%	1.33	57.9%	-4.0%
2015	15.0	58.6%	3.8%	13.5	58.0%	3.7%	1.43	56.4%	7.7%
2016	14.1	53.7%	-6.1%	12.8	53.3%	-4.8%	1.28	51.0%	-10.7%
2017	14.3	53.4%	1.2%	12.9	52.7%	0.3%	1.48	53.9%	16.1%
2018	15.3	54.1%	7.1%	13.9	53.5%	7.7%	1.50	52.4%	0.9%
2019	16.6	53.8%	8.0%	14.9	53.5%	7.7%	1.57	53.2%	4.8%
2020	13.5	51.4%	-18.3%	12.1	50.9%	-19.0%	1.34	49.1%	-14.6%
2021	--	--	--	14.5	50.9%	19.9%	1.56	49.0%	16.4%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Consumer Finance Installment Loan Originations: Balances

Total Origination Balances in \$Billions; NSA



TOTAL CONSUMER FINANCE INSTALLMENT BALANCES ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$22.6	39.2%	-2.6%	\$20.3	38.5%	-4.1%	\$2.41	39.7%	11.8%
2011	\$25.1	41.0%	10.9%	\$22.6	40.4%	11.3%	\$2.64	42.5%	9.1%
2012	\$26.8	42.0%	6.8%	\$24.3	41.6%	7.5%	\$2.78	43.2%	5.4%
2013	\$32.6	45.5%	21.8%	\$29.4	45.1%	21.0%	\$3.33	47.7%	20.0%
2014	\$38.6	49.0%	18.5%	\$35.1	48.7%	19.5%	\$3.76	48.5%	12.9%
2015	\$47.9	52.7%	23.9%	\$43.0	52.1%	22.5%	\$4.80	51.7%	27.5%
2016	\$47.8	48.2%	-0.1%	\$43.7	47.8%	1.6%	\$4.38	45.1%	-8.8%
2017	\$52.1	49.3%	8.9%	\$47.4	48.9%	8.5%	\$5.28	48.8%	20.7%
2018	\$56.0	49.6%	7.6%	\$51.2	49.3%	8.0%	\$5.31	47.2%	0.5%
2019	\$63.5	49.9%	13.3%	\$58.1	49.9%	13.4%	\$5.69	47.6%	7.2%
2020	\$49.9	48.6%	-21.4%	\$45.2	48.2%	-22.1%	\$4.73	46.3%	-16.7%
2021	--	--	--	\$63.4	54.7%	40.3%	\$7.10	55.1%	49.9%

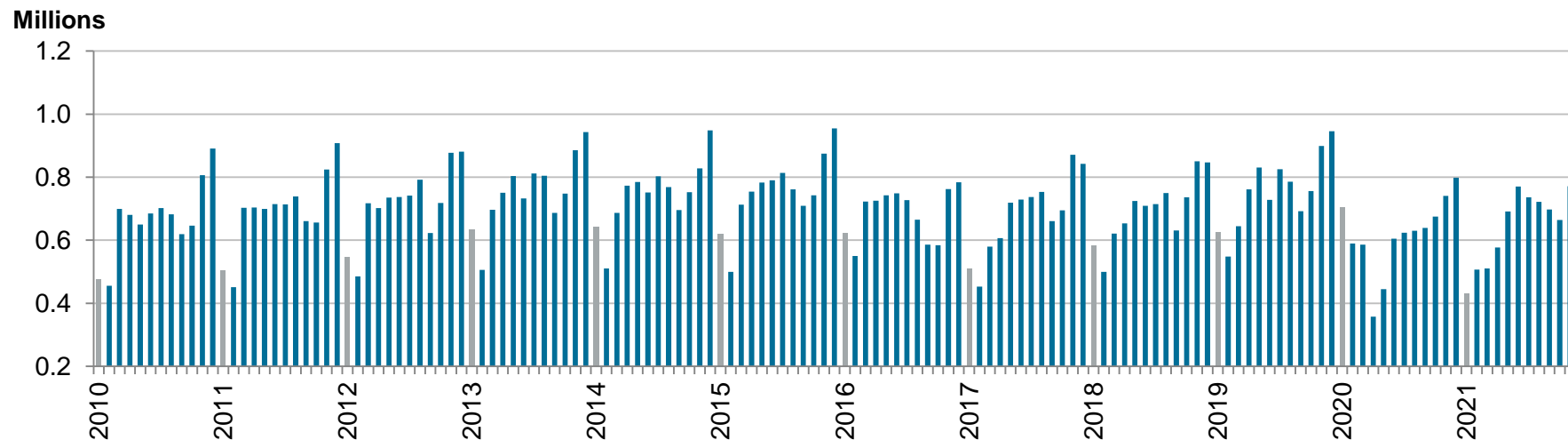
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

## Subprime Consumer Fin. Installment Loan Originations: Accounts

Number of Accounts in Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



NUMBER OF SUBPRIME CONSUMER FINANCE INSTALLMENT ACCOUNTS ORIGINATED IN MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	7.99	66.1%	0.3%	7.10	66.1%	-0.1%	0.81	65.6%	8.5%
2011	8.28	64.9%	3.6%	7.37	64.7%	3.8%	0.82	65.2%	2.2%
2012	8.56	64.8%	3.4%	7.68	64.6%	4.1%	0.88	65.5%	6.5%
2013	9.00	63.4%	5.2%	8.06	63.4%	5.0%	0.89	64.0%	0.9%
2014	8.94	61.7%	-0.7%	7.99	61.5%	-0.8%	0.83	62.3%	-6.5%
2015	9.02	59.9%	0.8%	8.06	59.8%	0.8%	0.87	61.2%	5.7%
2016	8.22	58.1%	-8.8%	7.44	57.9%	-7.8%	0.76	59.7%	-12.9%
2017	8.15	57.0%	-0.8%	7.31	56.8%	-1.7%	0.87	58.7%	14.2%
2018	8.32	54.3%	2.0%	7.47	53.9%	2.2%	0.85	56.8%	-2.4%
2019	9.04	54.6%	8.7%	8.09	54.2%	8.3%	0.90	57.3%	5.7%
2020	7.39	54.6%	-18.2%	6.60	54.5%	-18.5%	0.74	55.3%	-17.5%
2021	--	--	--	7.08	48.8%	7.3%	0.77	49.5%	4.1%

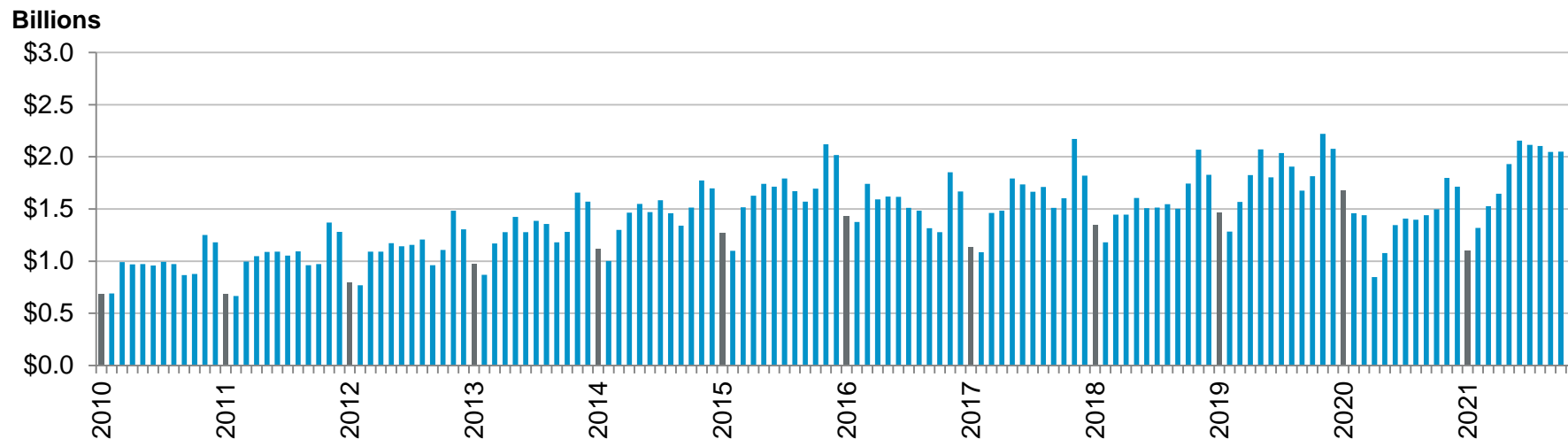
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Consumer Fin. Installment Originations: Balances

Total Balances in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



TOTAL SUBPRIME CONSUMER FINANCE INSTALLMENT BALANCES ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$11.4	50.5%	-11.9%	\$10.2	50.3%	-13.5%	\$1.25	51.8%	3.3%
2011	\$12.3	49.1%	7.9%	\$11.0	48.7%	7.8%	\$1.37	52.0%	9.6%
2012	\$13.3	49.6%	7.9%	\$12.0	49.3%	8.6%	\$1.48	53.4%	8.2%
2013	\$15.4	47.3%	16.1%	\$13.9	47.1%	15.7%	\$1.66	49.7%	11.8%
2014	\$17.3	44.7%	12.0%	\$15.6	44.3%	12.4%	\$1.77	47.2%	7.1%
2015	\$19.8	41.4%	14.8%	\$17.8	41.4%	14.4%	\$2.12	44.2%	19.5%
2016	\$18.5	38.6%	-6.8%	\$16.8	38.4%	-5.6%	\$1.85	42.3%	-12.7%
2017	\$19.2	36.8%	3.7%	\$17.4	36.6%	3.2%	\$2.17	41.1%	17.4%
2018	\$18.7	33.4%	-2.3%	\$16.9	33.0%	-2.6%	\$2.07	39.0%	-4.8%
2019	\$21.7	34.3%	16.1%	\$19.7	33.9%	16.3%	\$2.22	39.0%	7.2%
2020	\$17.1	34.3%	-21.4%	\$15.4	34.0%	-21.8%	\$1.80	38.0%	-18.9%
2021	--	--	--	\$20.5	32.3%	33.1%	\$2.48	35.0%	38.1%

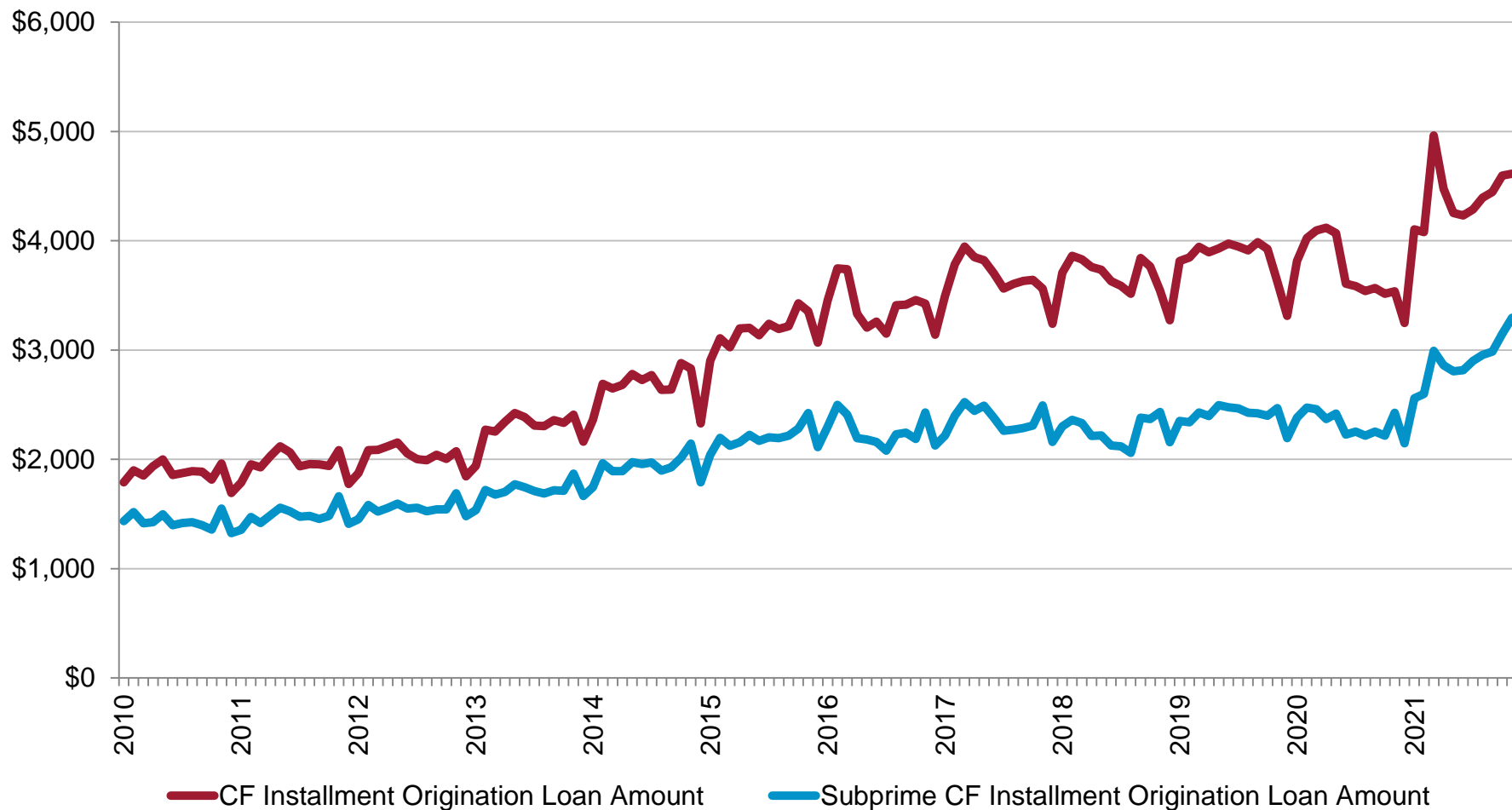
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# CF Installment Loan Average Origination Balance

Average Origination Balance Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

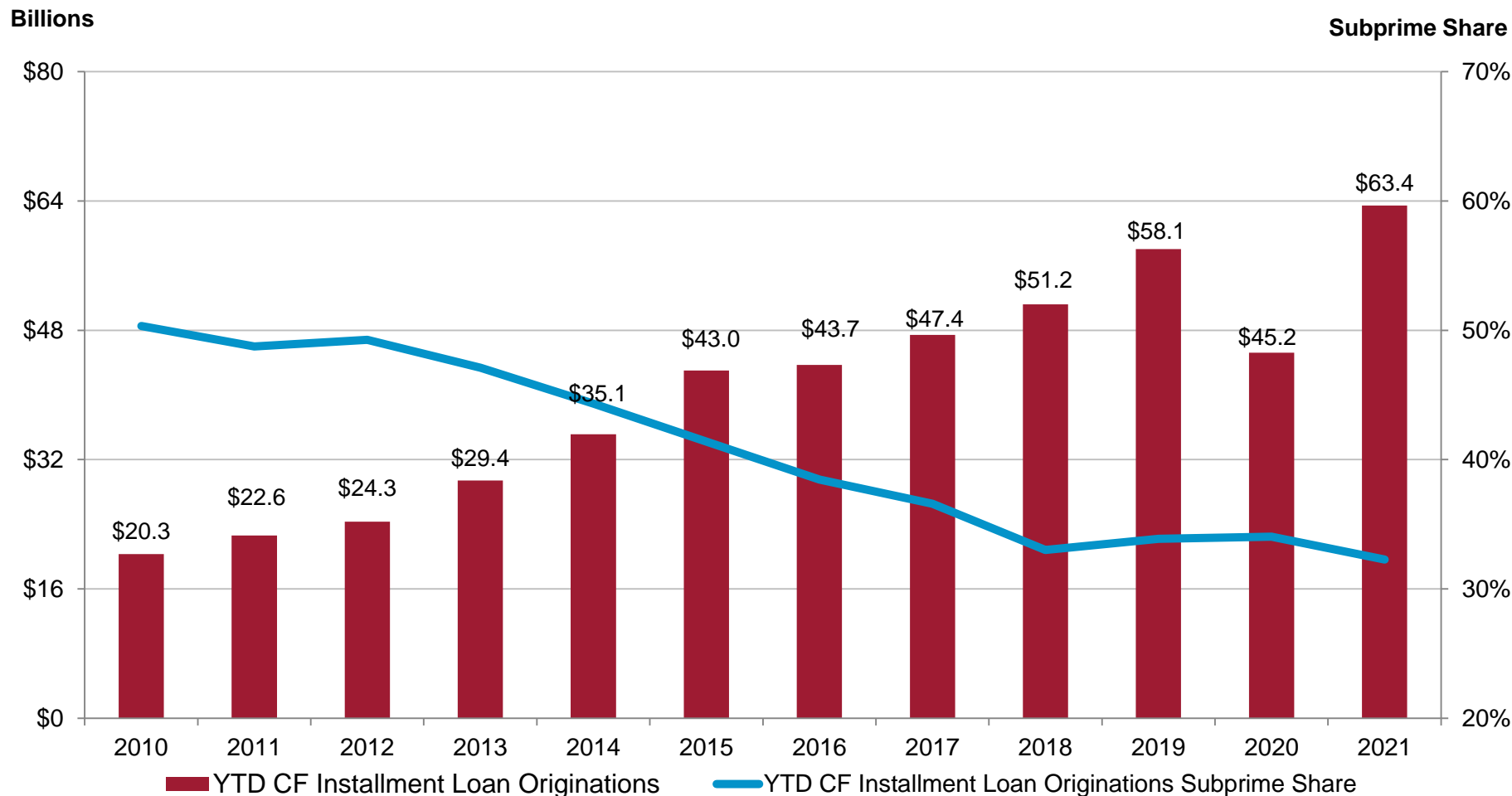


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

## YTD Consumer Finance Installment Origination Balances

Year-to-Date Total Balances in \$Billions; Subprime Share of Total Origination Balances (%); NSA  
Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

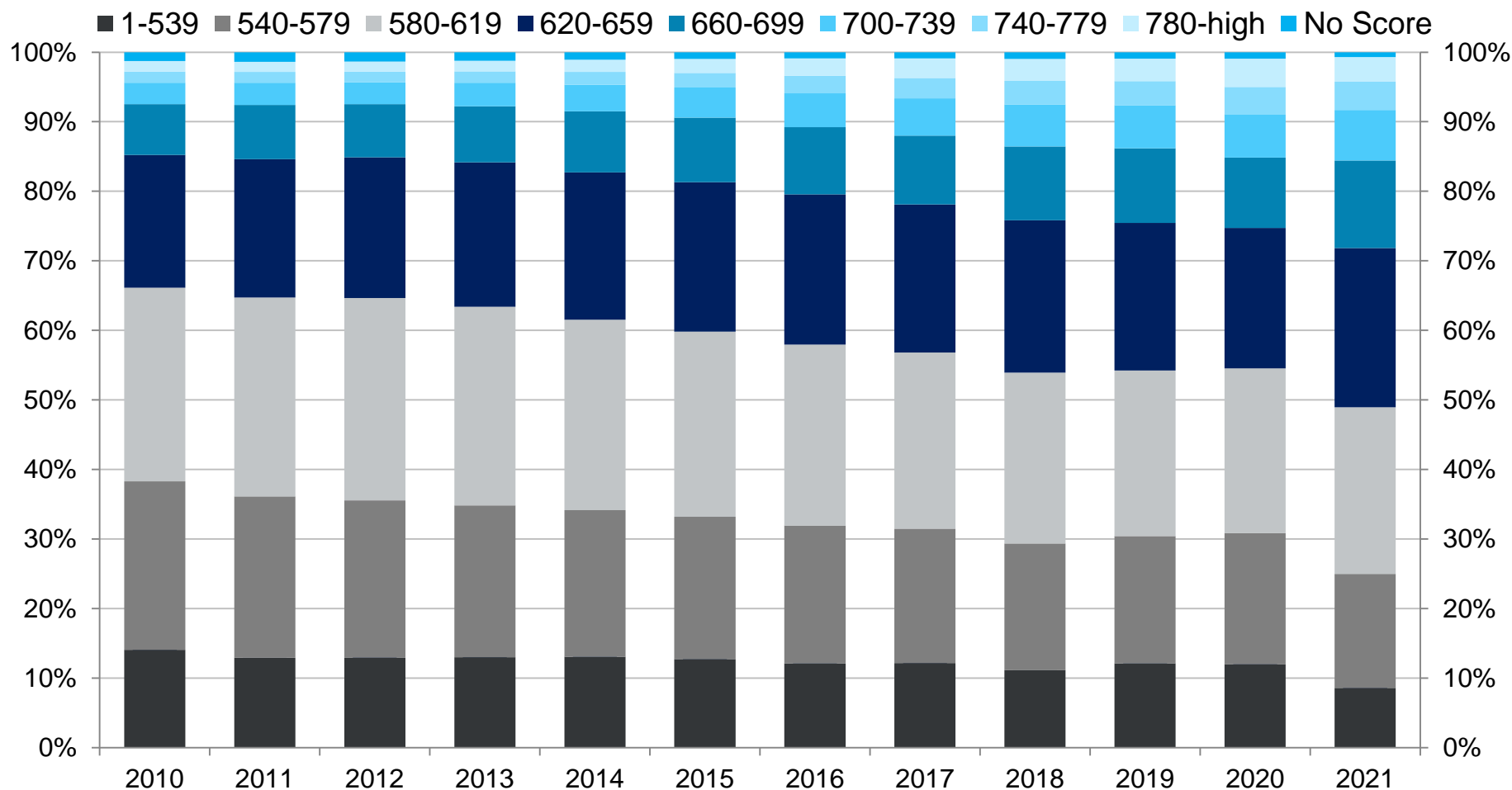


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Consumer Finance Installment Loan Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Consumer Finance Loan Originations by Year  
(Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022





# Credit Trends Originations: Consumer Finance Revolving Loans

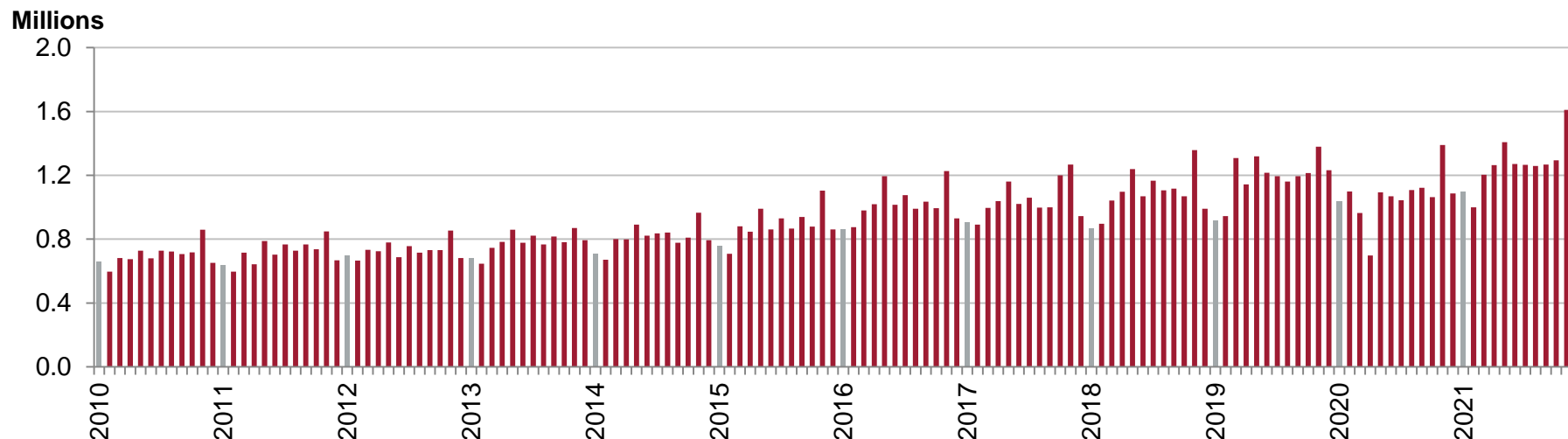
# Consumer Finance Revolving Loan Originations Observations

Originations through November 2021 reported as of January 2022

- › 13.9 million consumer finance (CF) revolving loans have been originated year-to-date. This is a 19.3% increase from 2020.
- › The total dollar amount of CF revolving loans originated YTD is \$52.7 billion, an 8.3% increase from the previous year.
- › 2.38 million CF revolving loans have been issued YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 72.6% increase from 2020. These newly issued loans have a corresponding total origination amount of \$2.63 billion, a 15.4% increase from 2020.
- › Through November, 17.1% of all CF revolving loans were issued to consumers with a subprime credit score. Origination balances on subprime CF revolving loans represent 5.0% of the total.
- › The average loan amount for all CF revolving loans originated in November 2021 was \$3,633. This is an 8.0% decrease from November 2020. The average loan amount on new subprime CF revolving loans was \$995. This is a 33.4% decrease compared to November 2020.

## Consumer Finance Revolving Loan Originations: Accounts

Number of Accounts in Millions; NSA



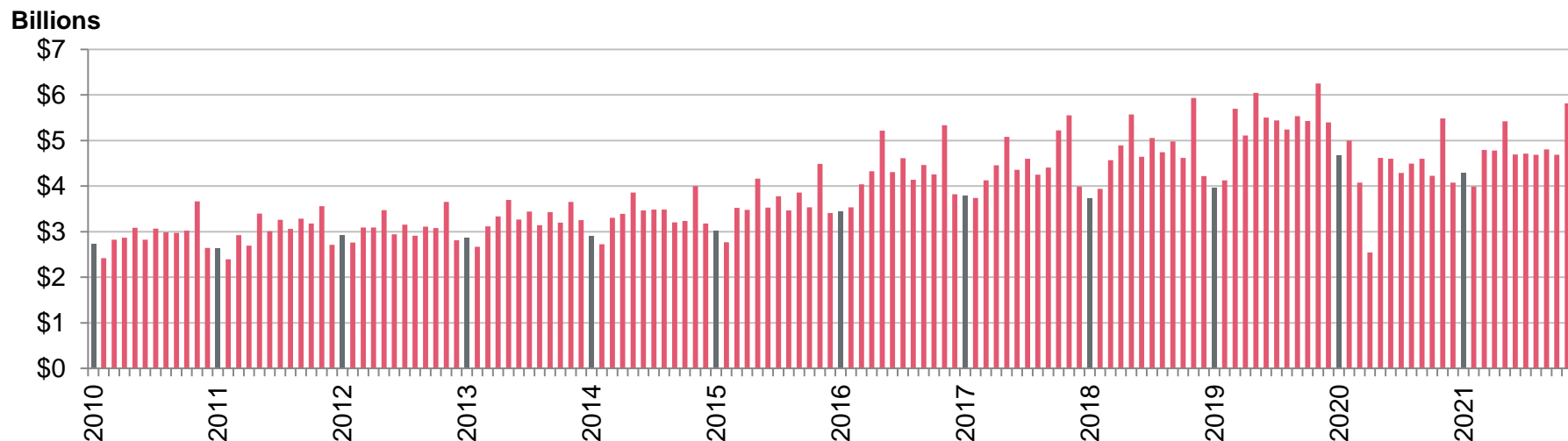
NUMBER OF CONSUMER FINANCE REVOLVING ACCOUNTS ORIGINATED IN MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	8.40	41.0%	-7.5%	7.8	41.9%	-7.6%	0.86	41.1%	-0.4%
2011	8.59	40.2%	2.2%	7.9	41.0%	2.2%	0.85	40.1%	-1.3%
2012	8.76	39.9%	1.9%	8.1	40.5%	1.9%	0.85	38.9%	0.6%
2013	9.34	39.7%	6.7%	8.6	40.2%	5.9%	0.87	38.6%	2.0%
2014	9.71	40.1%	3.9%	8.9	40.7%	4.3%	0.97	42.1%	11.0%
2015	10.62	41.4%	9.4%	9.8	42.0%	9.5%	1.10	43.6%	14.3%
2016	12.20	46.3%	14.8%	11.3	46.7%	15.4%	1.23	49.0%	11.0%
2017	12.48	46.6%	2.4%	11.5	47.3%	2.4%	1.27	46.1%	3.3%
2018	13.02	45.9%	4.3%	12.0	46.5%	4.2%	1.36	47.6%	7.2%
2019	14.23	46.2%	9.3%	13.0	46.5%	8.0%	1.38	46.8%	1.5%
2020	12.77	48.6%	-10.2%	11.7	49.1%	-10.1%	1.39	50.9%	0.8%
2021	--	--	--	13.9	49.0%	19.3%	1.61	50.7%	16.0%

Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Consumer Finance Revolving Loan Originations: Limits

Total Origination Credit Limits in \$Billions; NSA



TOTAL CONSUMER FINANCE REVOLVING CREDIT LIMITS ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$35.1	60.8%	-10.6%	\$32.5	61.5%	-10.9%	\$3.66	60.3%	1.0%
2011	\$36.1	59.0%	2.8%	\$33.4	59.6%	2.9%	\$3.56	57.5%	-2.8%
2012	\$37.0	58.0%	2.5%	\$34.2	58.4%	2.4%	\$3.65	56.8%	2.5%
2013	\$39.1	54.5%	5.6%	\$35.8	54.9%	4.7%	\$3.65	52.3%	0.0%
2014	\$40.2	51.0%	3.0%	\$37.1	51.3%	3.5%	\$4.00	51.5%	9.5%
2015	\$43.0	47.3%	6.9%	\$39.6	47.9%	6.9%	\$4.49	48.3%	12.2%
2016	\$51.5	51.8%	19.7%	\$47.7	52.2%	20.4%	\$5.33	54.9%	18.9%
2017	\$53.6	50.7%	4.0%	\$49.6	51.1%	4.0%	\$5.55	51.2%	4.1%
2018	\$56.9	50.4%	6.2%	\$52.7	50.7%	6.2%	\$5.93	52.8%	6.9%
2019	\$63.7	50.1%	12.0%	\$58.3	50.1%	10.7%	\$6.25	52.4%	5.3%
2020	\$52.7	51.4%	-17.3%	\$48.6	51.8%	-16.7%	\$5.48	53.7%	-12.2%
2021	--	--	--	\$52.7	45.4%	8.3%	\$5.82	45.2%	6.1%

Source: Equifax Inc.

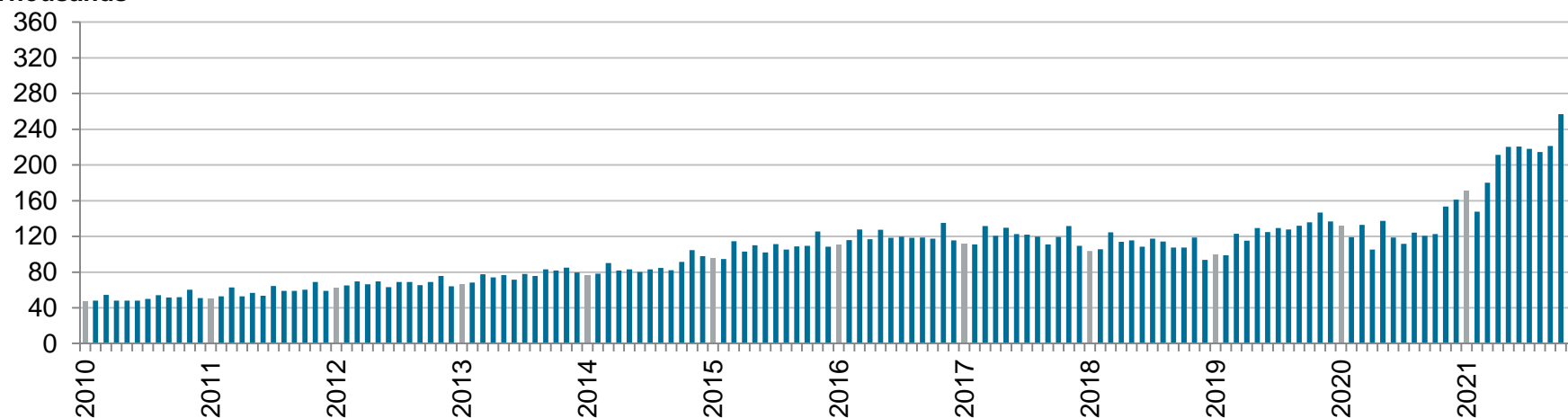
Originations through November 2021 reported as of January 2022

## Subprime Consumer Finance Revolving Loan Originations: Accounts

Number of Accounts in Thousands; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

Thousands



**NUMBER OF SUBPRIME CONSUMER FINANCE REVOLVING ACCOUNTS ORIGINATED IN THOUSANDS**

YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	612.6	7.3%	4.7%	561.6	7.2%	5.1%	60.1	7.0%	4.3%
2011	699.5	8.1%	14.2%	640.5	8.1%	14.0%	68.8	8.1%	14.4%
2012	807.9	9.2%	15.5%	743.6	9.2%	16.1%	75.7	8.9%	9.9%
2013	917.8	9.8%	13.6%	838.1	9.8%	12.7%	85.1	9.8%	12.5%
2014	1,033.9	10.6%	12.6%	935.9	10.5%	11.7%	104.6	10.8%	22.9%
2015	1,287.8	12.1%	24.6%	1,179.2	12.1%	26.0%	125.4	11.4%	19.9%
2016	1,442.1	11.8%	12.0%	1,326.7	11.8%	12.5%	135.1	11.0%	7.7%
2017	1,440.6	11.5%	-0.1%	1,331.0	11.5%	0.3%	131.7	10.4%	-2.5%
2018	1,330.8	10.2%	-7.6%	1,237.2	10.3%	-7.1%	118.7	8.7%	-9.9%
2019	1,499.6	10.5%	12.7%	1,362.8	10.5%	10.2%	146.6	10.6%	23.5%
2020	1,539.2	12.1%	2.6%	1,378.1	11.8%	1.1%	153.5	11.1%	4.7%
2021	--	--	--	2,379.0	17.1%	72.6%	317.8	19.7%	107.0%

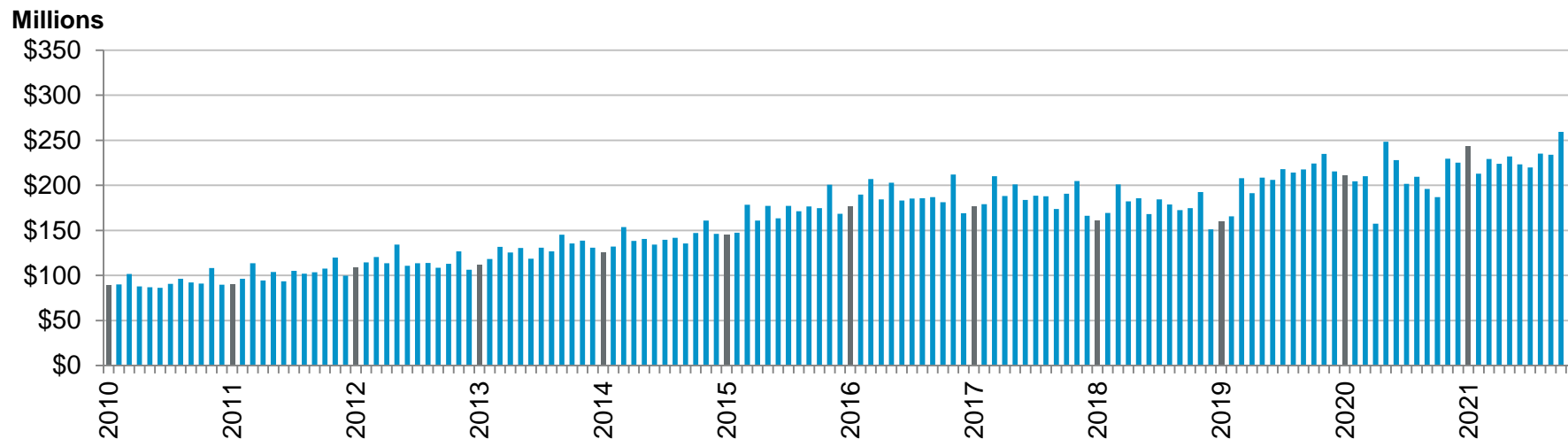
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Consumer Finance Revolving Originations: Limits

Total Credit Limits in \$Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



TOTAL SUBPRIME CONSUMER FINANCE REVOLVING CREDIT LIMITS ORIGINATED IN \$ MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$1,109.3	3.2%	-15.0%	\$1,019.7	3.1%	-15.8%	\$108.2	3.0%	-1.9%
2011	\$1,228.4	3.4%	10.7%	\$1,128.7	3.4%	10.7%	\$119.7	3.4%	10.6%
2012	\$1,382.8	3.7%	12.6%	\$1,276.4	3.7%	13.1%	\$126.6	3.5%	5.8%
2013	\$1,543.4	4.0%	11.6%	\$1,412.8	3.9%	10.7%	\$138.5	3.8%	9.4%
2014	\$1,694.8	4.2%	9.8%	\$1,548.6	4.2%	9.6%	\$160.9	4.0%	16.2%
2015	\$2,040.4	4.7%	20.4%	\$1,871.9	4.7%	20.9%	\$200.7	4.5%	24.7%
2016	\$2,263.3	4.4%	10.9%	\$2,094.2	4.4%	11.9%	\$211.9	4.0%	5.6%
2017	\$2,249.3	4.2%	-0.6%	\$2,083.1	4.2%	-0.5%	\$204.7	3.7%	-3.4%
2018	\$2,120.3	3.7%	-5.7%	\$1,969.2	3.7%	-5.5%	\$192.5	3.2%	-6.0%
2019	\$2,462.9	3.9%	16.2%	\$2,247.7	3.9%	14.1%	\$234.7	3.8%	22.0%
2020	\$2,507.3	4.8%	1.8%	\$2,282.2	4.7%	1.5%	\$229.4	4.2%	-2.3%
2021	--	--	--	\$2,632.8	5.0%	15.4%	\$319.8	5.5%	39.4%

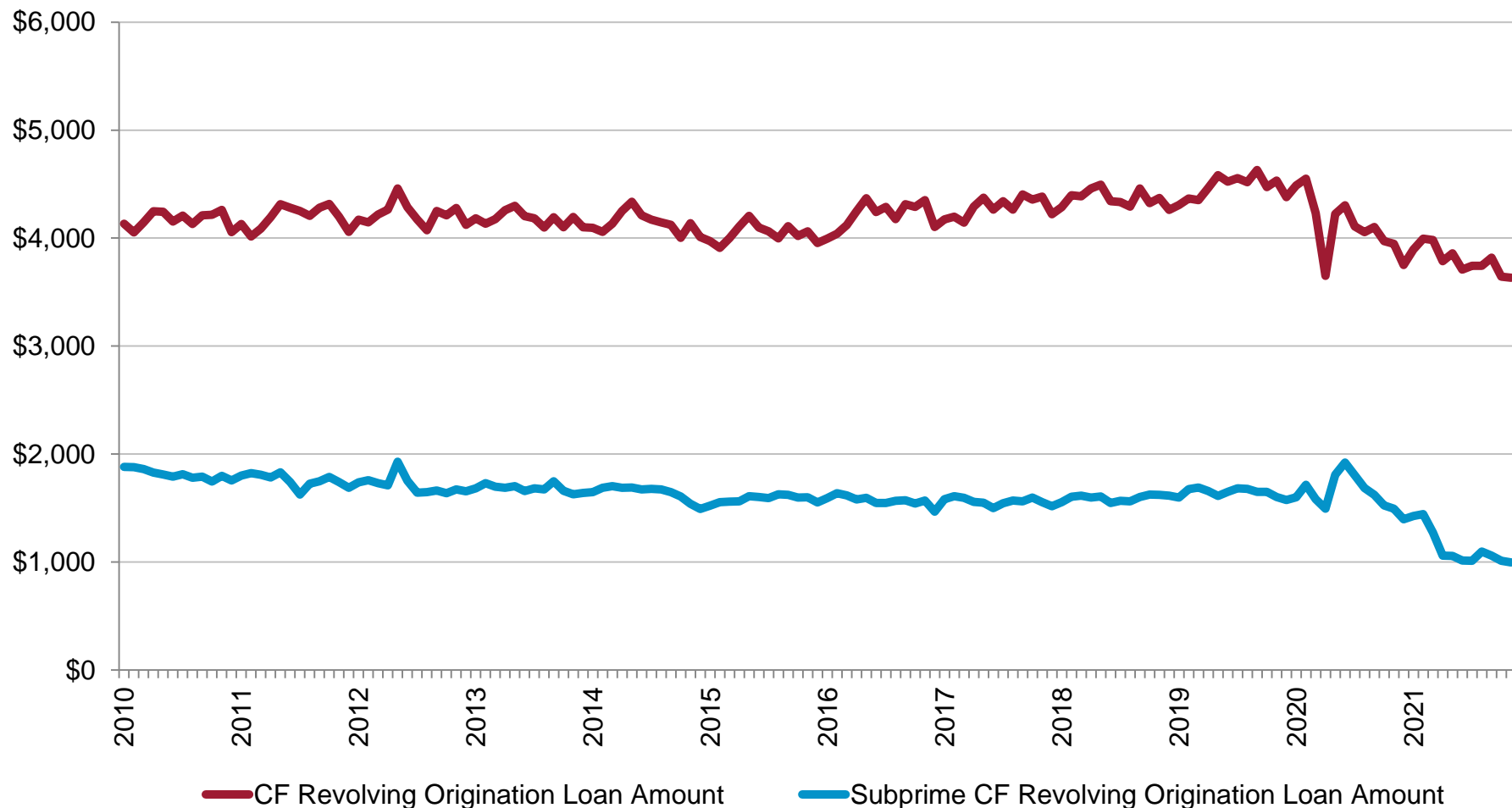
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# CF Revolving Average Origination Credit Limit

Average Origination Loan Credit Limit Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620

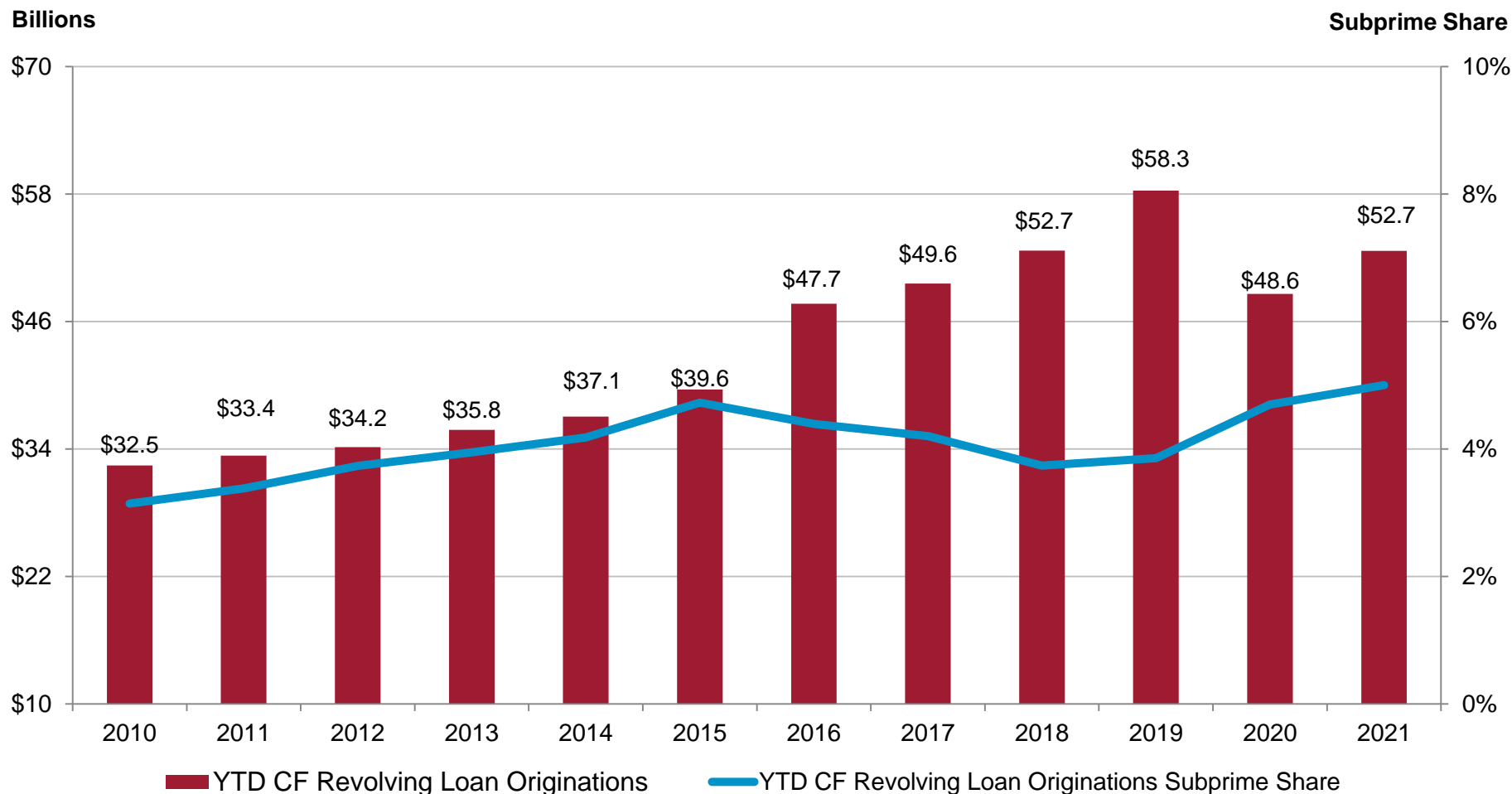


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

## YTD Consumer Finance Revolving Origination Credit Limits

Year-to-Date Total Balances in \$Billions; Subprime Share of Total Origination Credit Limits (%); NSA  
Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



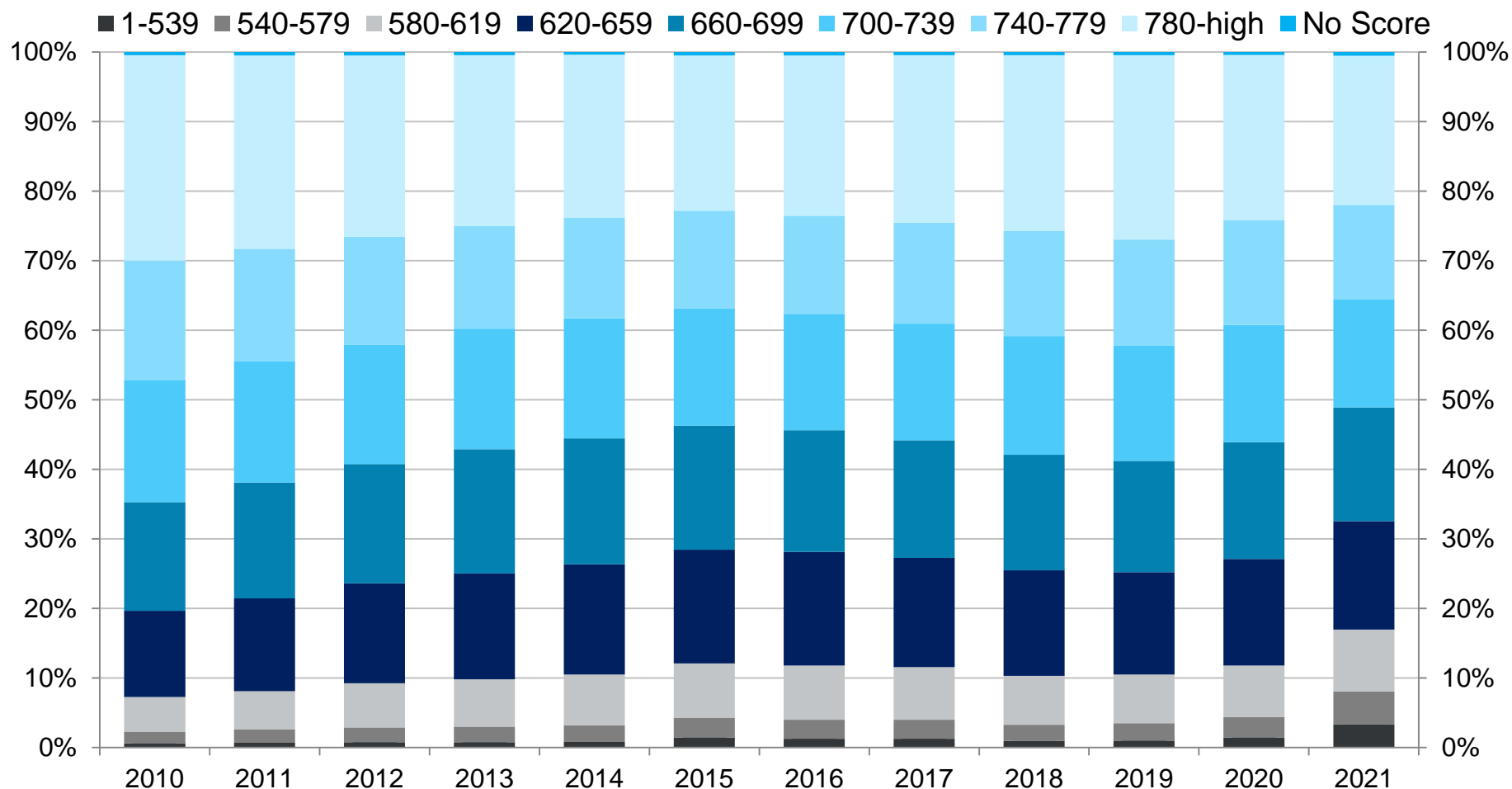
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



## Consumer Finance Revolving Loan Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Consumer Finance Loan Originations by Year  
(Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Student Loans

# Student Loan Originations Observations

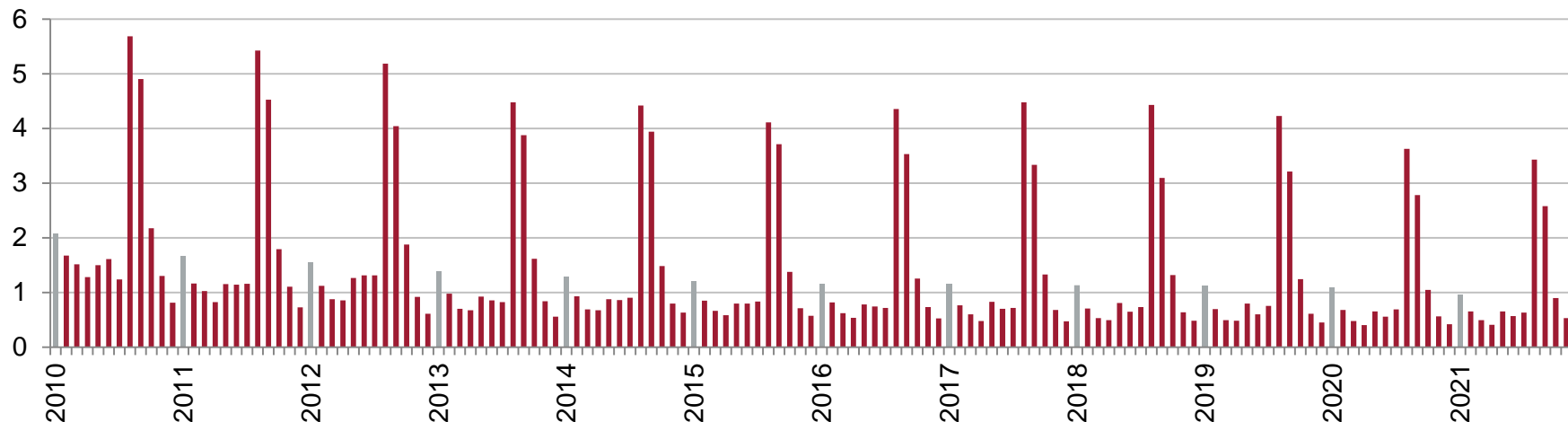
Originations through November 2021 reported as of January 2022

- › 11.8 million student loans have been originated year-to-date. This is a 6.0% decrease from the same period a year ago.
- › The total dollar amount of student loans originated YTD is \$86.1 billion, a 5.9% decrease from the previous year.
- › 2.47 million student loans have been issued YTD to consumers with a VantageScore® 3.0 credit score below 620. These are generally considered subprime accounts. This is a 31.7% decrease from 2020. These newly issued loans have a corresponding total origination amount of \$14.7 billion, a 34.3% decrease from 2020.
- › Through November, 20.9% of all student loans were issued to consumers with a subprime credit score. Origination balances on subprime student loans represent 17.1% of the total.
- › The average loan amount for all student loans originated in November 2021 was \$10,502. This is a 22.8% increase compared to November 2020. The average loan amount on new subprime student loans was \$6,346. This is a 0.6% increase compared to November 2020.

# Student Loan Originations: Accounts

Number of Accounts in Millions; NSA

Millions



NUMBER OF STUDENT LOAN ACCOUNTS ORIGINATED IN MILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	25.8	8.9%	25.0	11.3%	1.30	-20.0%
2011	21.7	-15.8%	21.0	-15.9%	1.10	-15.4%
2012	20.9	-3.6%	20.3	-3.2%	0.92	-16.8%
2013	17.7	-15.5%	17.1	-15.7%	0.84	-8.6%
2014	17.5	-1.2%	16.9	-1.7%	0.80	-5.1%
2015	16.2	-7.2%	15.7	-7.1%	0.71	-10.8%
2016	15.8	-2.8%	15.3	-2.6%	0.73	3.5%
2017	15.5	-1.5%	15.1	-1.3%	0.68	-7.7%
2018	15.0	-3.4%	14.5	-3.6%	0.64	-6.3%
2019	14.7	-2.1%	14.2	-1.9%	0.61	-3.6%
2020	13.0	-11.6%	12.6	-11.8%	0.56	-7.8%
2021	--	--	11.8	-6.0%	0.53	-5.9%

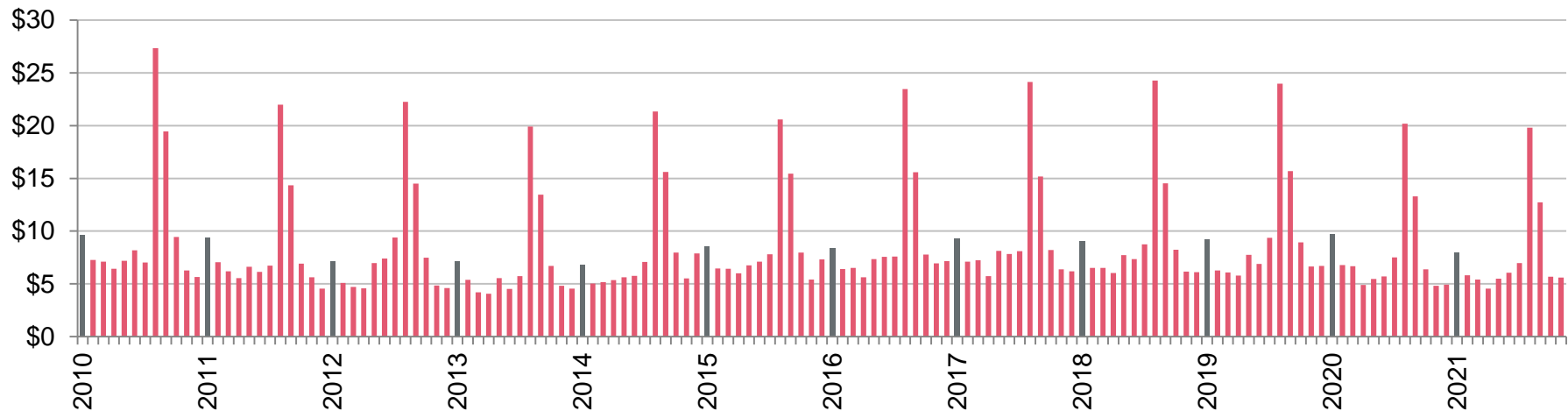
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Student Loan Originations: Balances

Total Origination Balances in \$Billions; NSA

Billions



TOTAL STUDENT LOAN BALANCES ORIGINATED IN \$ BILLIONS						
YEAR	ANNUAL	%YOY	YTD	%YOY	CURRENT MO	%YOY
2010	\$121.0	10.2%	\$115.3	11.6%	\$6.3	-13.0%
2011	\$101.1	-16.4%	\$96.6	-16.3%	\$5.6	-10.5%
2012	\$99.0	-2.1%	\$94.4	-2.2%	\$4.9	-13.6%
2013	\$86.1	-13.1%	\$81.5	-13.6%	\$4.8	-0.5%
2014	\$99.1	15.2%	\$91.3	11.9%	\$5.5	14.0%
2015	\$105.8	6.7%	\$98.5	7.9%	\$5.4	-1.5%
2016	\$110.4	4.3%	\$103.2	4.8%	\$6.9	28.0%
2017	\$113.5	2.8%	\$107.3	4.0%	\$6.4	-8.1%
2018	\$111.2	-2.0%	\$105.1	-2.0%	\$6.2	-3.1%
2019	\$113.3	1.9%	\$106.6	1.4%	\$6.6	7.5%
2019	\$96.4	-14.9%	\$91.5	-14.2%	\$4.8	-27.3%
2021	--	--	\$86.1	-5.9%	\$5.6	16.2%

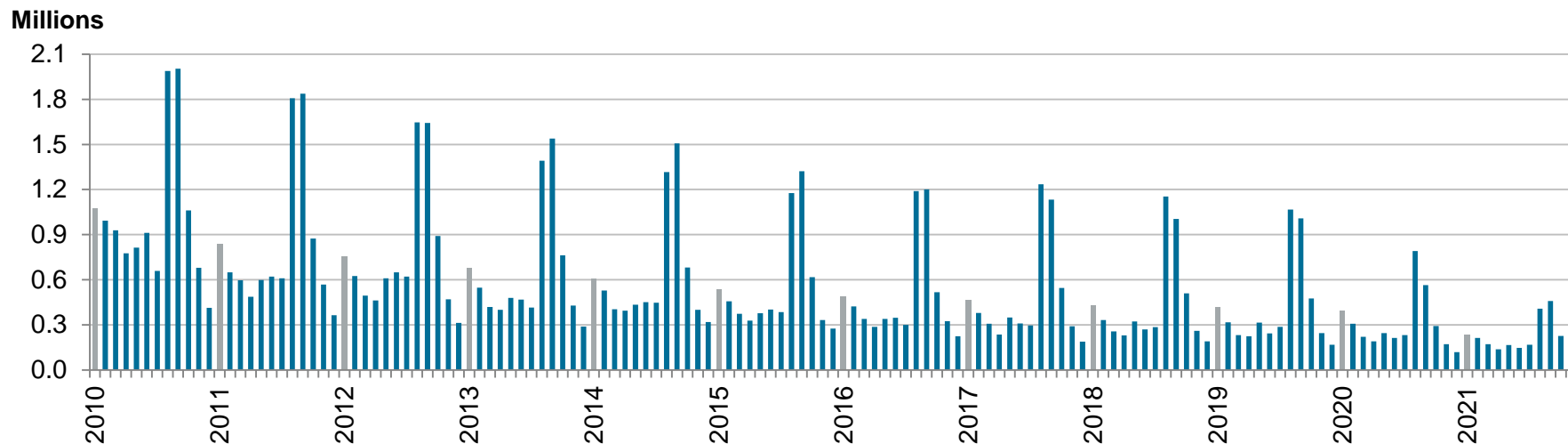
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Student Loan Originations: Accounts

Number of Accounts in Millions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



NUMBER OF SUBPRIME STUDENT LOAN ACCOUNTS ORIGINATED IN MILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	12.30	47.7%	12.5%	11.89	47.6%	15.9%	0.68	52.1%	-23.8%
2011	9.85	45.4%	-19.9%	9.48	45.2%	-20.2%	0.57	51.5%	-16.3%
2012	9.18	43.8%	-6.8%	8.86	43.6%	-6.5%	0.47	51.3%	-17.2%
2013	7.82	44.2%	-14.8%	7.53	43.9%	-15.0%	0.43	51.2%	-8.8%
2014	7.49	42.8%	-4.3%	7.17	42.5%	-4.8%	0.40	50.2%	-6.8%
2015	6.58	40.5%	-12.1%	6.31	40.3%	-12.0%	0.33	46.6%	-17.2%
2016	5.97	37.9%	-9.2%	5.75	37.7%	-8.8%	0.32	44.1%	-2.2%
2017	5.74	36.9%	-4.0%	5.55	36.8%	-3.5%	0.29	42.8%	-10.4%
2018	5.24	34.9%	-8.6%	5.05	34.8%	-8.9%	0.26	41.1%	-10.1%
2019	5.00	34.0%	-4.7%	4.83	33.9%	-4.4%	0.24	39.9%	-6.3%
2019	3.74	28.8%	-25.2%	3.62	28.8%	-25.1%	0.17	30.4%	-29.8%
2021	--	--	--	2.47	20.9%	-31.7%	0.14	27.1%	-16.2%

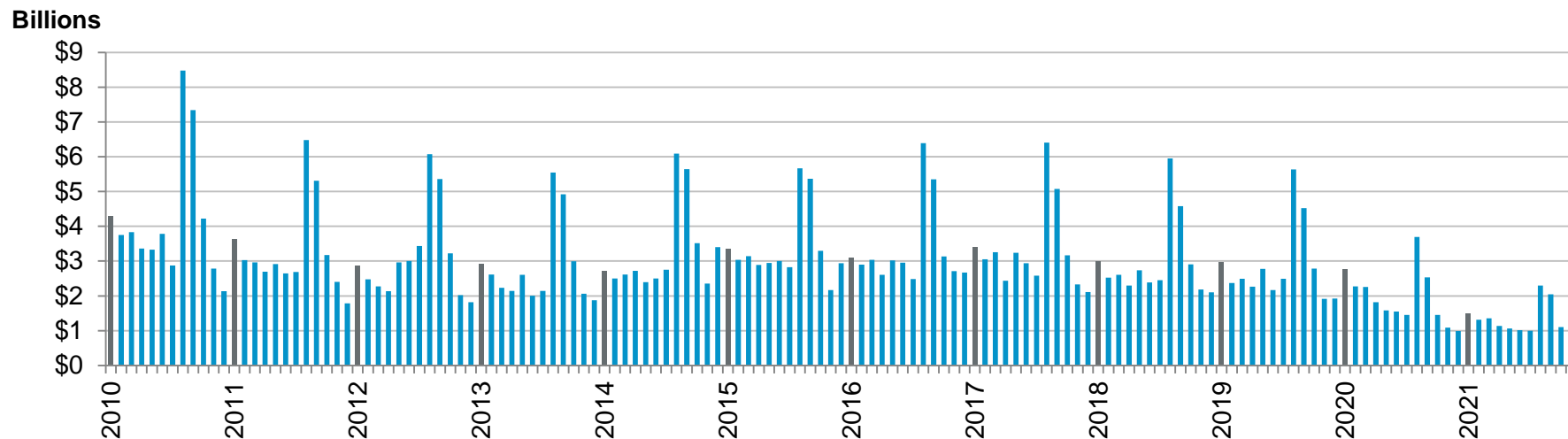
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Subprime Student Loan Originations: Balances

Total Balances in \$Billions; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620



TOTAL SUBPRIME STUDENT LOAN BALANCES ORIGINATED IN \$ BILLIONS									
YEAR	ANNUAL	% of TOTAL	%YOY	YTD	% of TOTAL	%YOY	CURRENT MO	% of TOTAL	%YOY
2010	\$50.2	41.5%	11.3%	\$48.0	41.7%	14.2%	\$2.79	44.4%	-21.4%
2011	\$39.7	39.3%	-20.8%	\$37.9	39.3%	-21.0%	\$2.40	42.7%	-13.8%
2012	\$37.6	38.0%	-5.2%	\$35.8	37.9%	-5.6%	\$2.02	41.5%	-16.0%
2013	\$34.1	39.6%	-9.5%	\$32.2	39.5%	-10.1%	\$2.06	42.7%	2.2%
2014	\$39.2	39.5%	15.1%	\$35.8	39.2%	11.2%	\$2.36	42.8%	14.2%
2015	\$40.6	38.4%	3.6%	\$37.7	38.3%	5.3%	\$2.16	39.9%	-8.1%
2016	\$40.3	36.6%	-0.7%	\$37.7	36.5%	0.0%	\$2.71	39.1%	25.3%
2017	\$40.0	35.2%	-0.9%	\$37.9	35.3%	0.5%	\$2.33	36.6%	-14.1%
2018	\$35.7	32.1%	-10.7%	\$33.6	32.0%	-11.3%	\$2.18	35.4%	-6.3%
2019	\$34.3	30.3%	-3.9%	\$32.4	30.4%	-3.6%	\$1.92	28.8%	-12.3%
2020	\$23.4	24.3%	-31.7%	\$22.4	24.5%	-30.8%	\$1.08	22.4%	-43.5%
2021	--	--	--	\$14.7	17.1%	-34.3%	\$0.91	16.3%	-15.7%

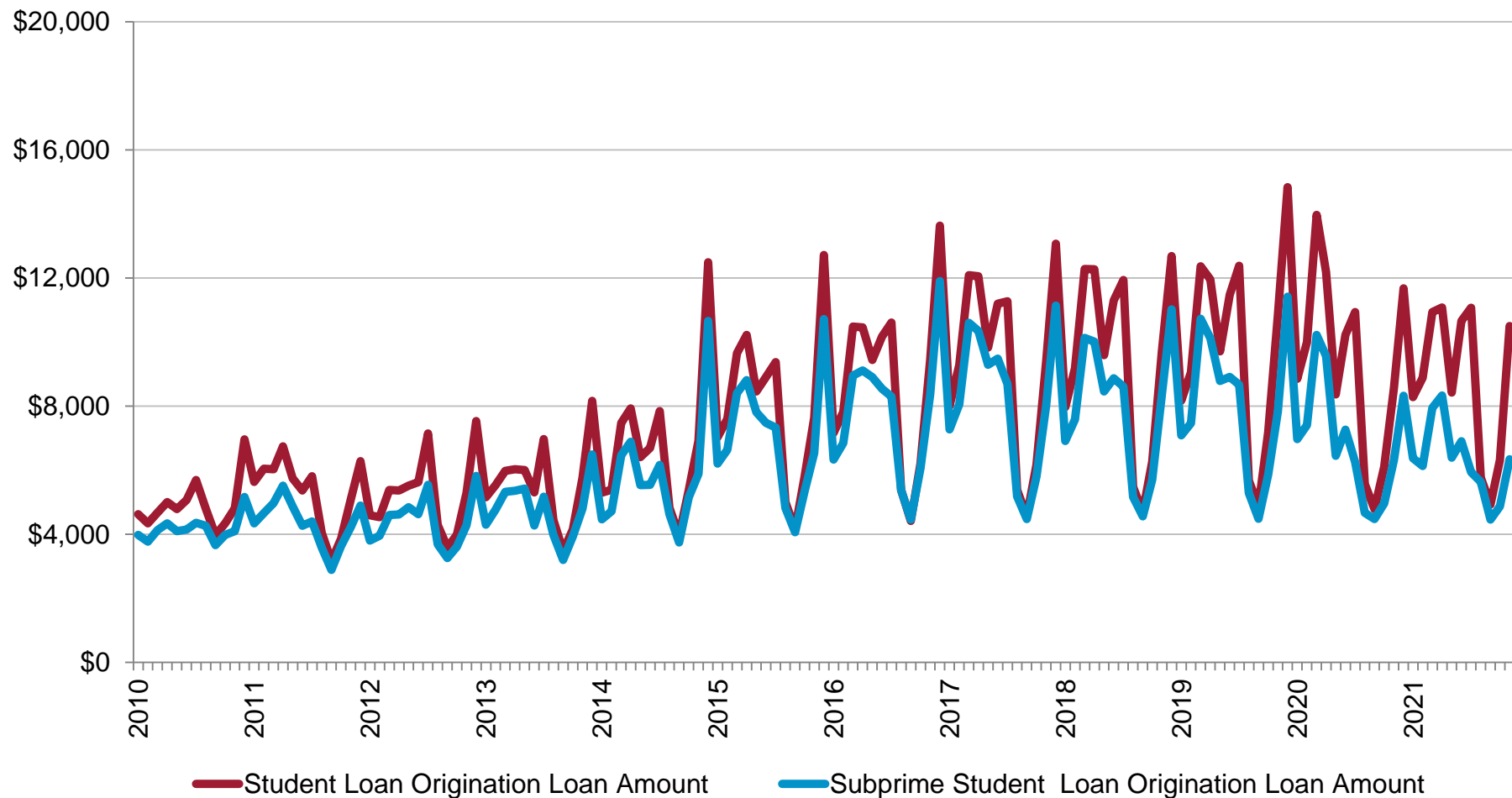
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Student Loan Average Origination Balance

Average Origination Balance Over Time; NSA

Subprime accounts defined as those with borrower's origination VantageScore® 3.0 credit score less than 620



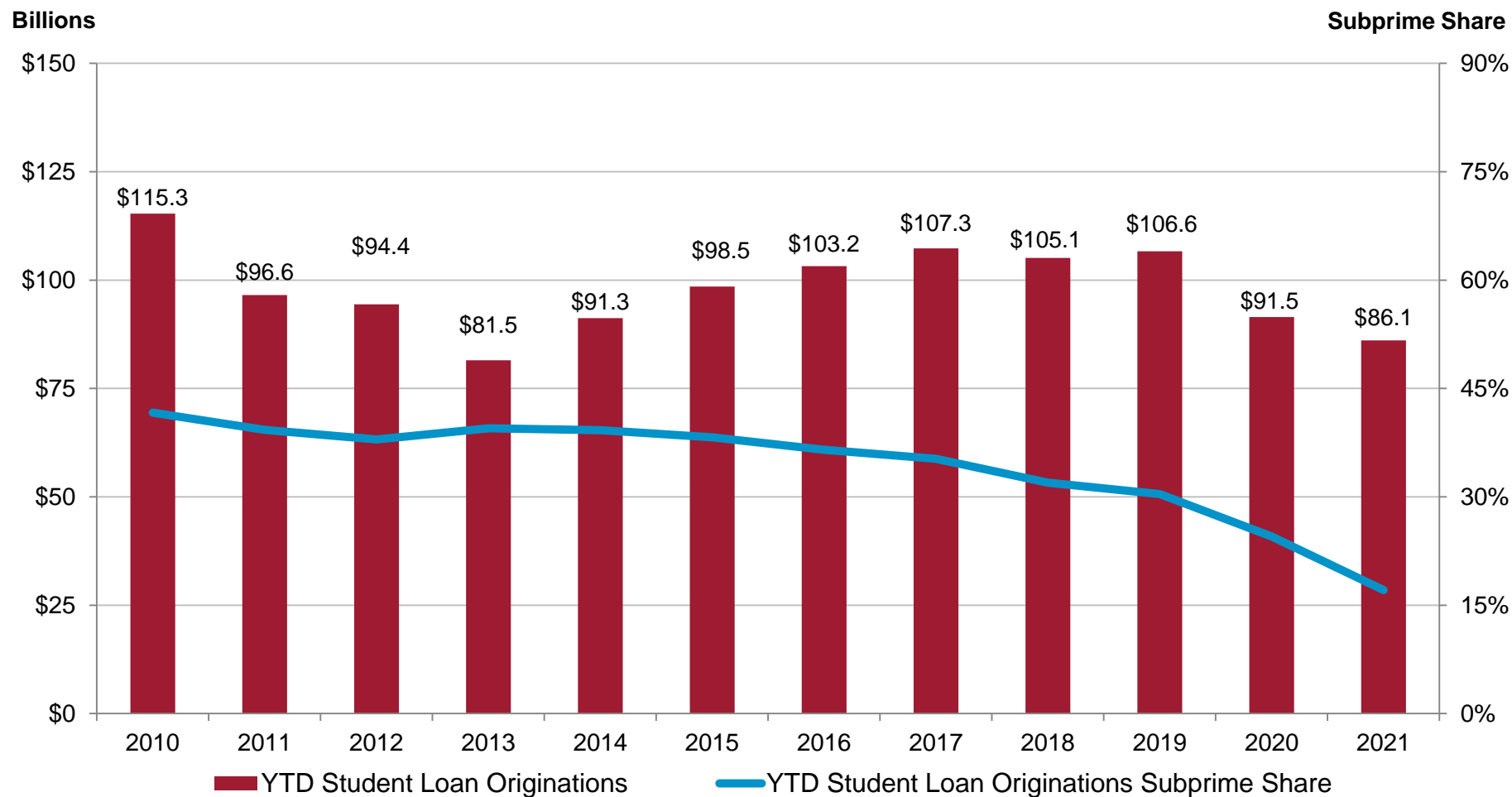
Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# YTD Student Loan Origination Balances

Year-to-Date Total Balances in \$Billions; Subprime Share of Total Origination Balances (%); NSA  
Subprime accounts defined as those with borrower's origination VantageScore® 3.0 less than 620

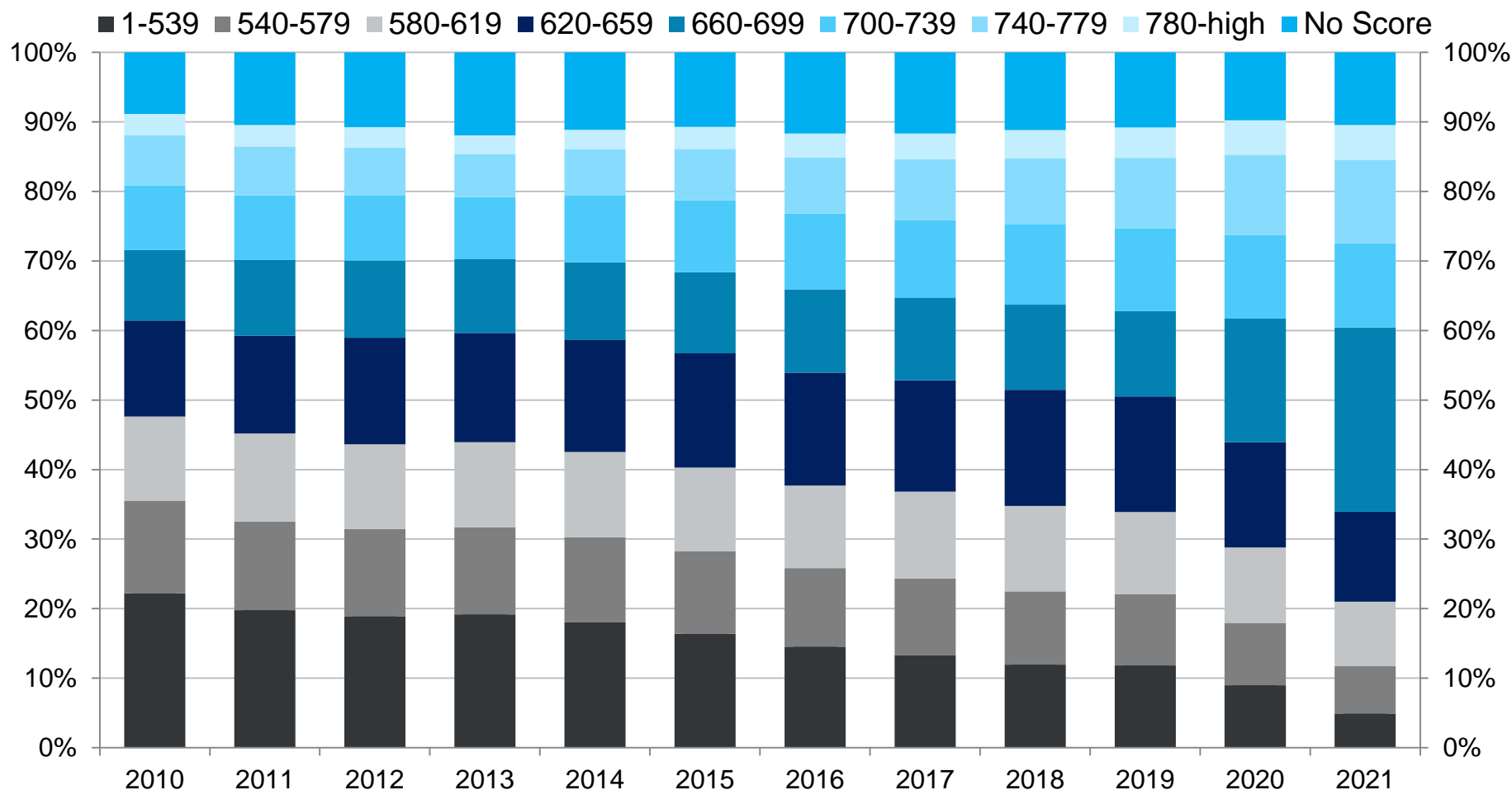


Source: Equifax Inc.

Originations through November 2021 reported as of January 2022

# Student Loan Origination Risk

Year-to-date VantageScore® 3.0 Distribution for Home Equity Installment Loan Originations by Year  
(Percent of Accounts)



Source: Equifax Inc.

Originations through November 2021 reported as of January 2022



# Credit Trends Originations: Notes

# U.S. Consumer Credit Trends – Originations

- › Data are not seasonally adjusted.
- › Due to changes in data reported to Equifax, previously reported data may change.
- › Data are sourced from Equifax's U.S. Consumer Credit database of over 220 million consumers.
  - Equifax Credit Trends is the primary source for the data in this report; for more information on this database please visit [www.equifax.com/business/credit-trends](http://www.equifax.com/business/credit-trends)
  - These data are population level – not a sample.
  - Jointly held accounts are represented by a randomly selected borrower on the account. Tradelines are only counted once.
  - Exclusions for data quality are applied, such as timely reporting of the establishment of the trade ( $\leq 12$  months); completeness of the tradeline record including type, credit limit, balance outstanding and status; and other similar filters (e.g., exclude if borrower's death reported).
- › Definitions: Account Type
  - Auto – Total: all accounts from banks and finance companies for loans or leases on light vehicles.
  - Auto – Lease: a long-term contract lease of the light vehicle that terminates with the return of the car or a balloon payment of the rest of the balance due. Lease amounts reported to Equifax reflect the contract amount only, excluding the expected residual value of the vehicle at lease end.
  - Auto – Loan: traditional amortizing installment loans on a light vehicle.
  - Credit Cards – Bankcard: general purpose credit cards.

# U.S. Consumer Credit Trends – Originations

## › Definitions: Account Type, continued

- Credit Cards – Private Label: credit cards issued for use at particular retailers. Sometimes called retail cards or store cards.
- First Mortgage: loans with first lien position on a residential property.
- Home Equity Installment Loan: loans in second lien position on a residential property. These loans are amortizing for the full term of the loan and do not have a draw feature.
- Home Equity Revolving Lines of Credit: loans usually in second lien position on a residential property. These loans commonly require only interest payments during the draw period and then are recast into amortizing payments at the end of the draw. During the draw period the borrower can take advances from the line of credit.
- Total Consumer Finance: installment or revolving loans opened with a sales financing company or a personal finance company. These are typically unsecured finance trades.
- Consumer Finance Installment: consumer finance loans that are amortizing for the full term of the loan and do not have a draw feature.
- Consumer Finance Revolving: consumer finance loans with a line of credit from which the borrower can draw funds.
- Student Loan: loan funded for the purpose of financing post-secondary educational study

# U.S. Consumer Credit Trends – Originations

## › Definitions: Other

- Credit limit: the maximum amount the borrower can access on the account. On installment accounts this is the original loan amount. On revolving accounts this is also known as the credit line or high credit.
- Subprime: a loan characterized by a combination of factors that make it not-prime-credit quality, meaning that these loans will typically have higher default rates and higher loss rates on average than prime-quality loans from the same vintage. Within this report these are defined as loans extended to borrowers who at the time the loan was originated had a VantageScore® 3.0 credit score below 620.

## › Data on new tradeline originations are subject to revision for up to 12 months due to lags in lenders and servicers reporting to Equifax.

- Data for the most recent 12 months are grossed up for expected but as yet unreported new loans.
- First Mortgage trade lines may be most affected by delays as servicing rights as well as the loans themselves are frequently sold after origination.
- With the exception of first mortgage and home equity installment loans, at least 90% of expected new tradelines will have been recorded for the most recent month included in this report (e.g., October 2017 origination data in the October 2018 report).
- Note that in February 2017 we permanently moved accounts that were previously identified incorrectly as home equity installment loans to consumer finance installment loans, affecting values after April 2014.

# U.S. Consumer Credit Trends – Originations

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