

Auto Portfolio Analysis

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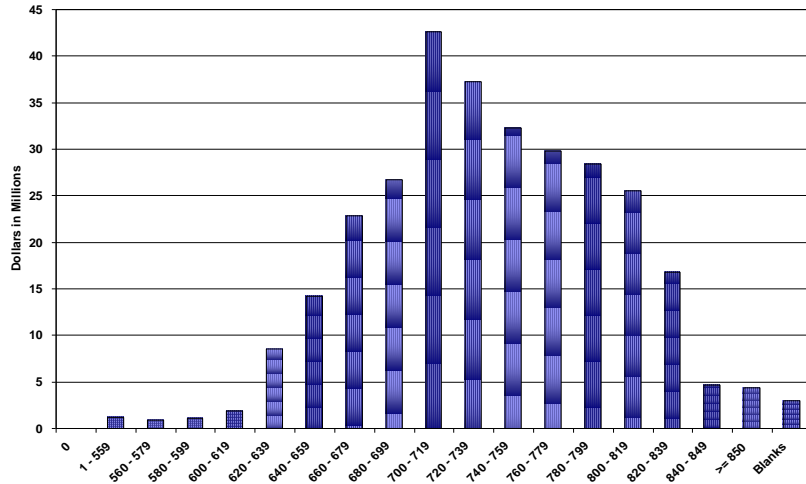
What does the Auto Analysis show you?

- Stratification of loans by:
 - Balance (Original and Current)
 - Coupon
 - Term (Original and Remaining)
 - Credit Score
 - New / Used
 - Direct / Indirect
 - Basis (Where do I own the loans including Dealer Reserve?)
- Book Yield
 - (After dealer reserve, servicing, income and expenses)
- Estimated pricing

Why Analyze Your Portfolio?

- Analyze Indirect product
 - Is it profitable?
 - Compared to Direct production?
- Evaluate current lending criteria
 - Credit tier pricing?
 - Term pricing?
 - New / Used – Direct / Indirect pricing?
- What is my portfolio worth?
- What is the yield on my portfolio AFTER expenses?

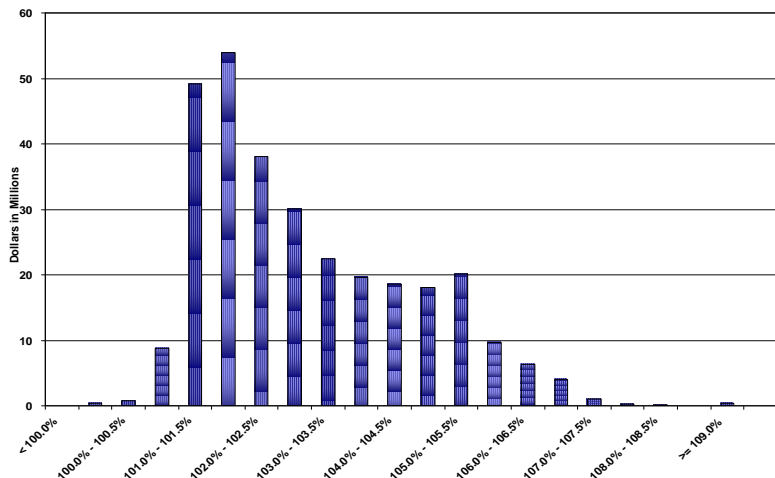
Credit Score Example



- Analyzes current credit tier pricing strategy
- Helps identify most profitable market segment

Score	Count	Current Balance	Wtd. Avg. Current Rate	Wtd. Avg. Remaining Term	Wtd. Avg. Original Term	Wtd. Avg. Credit Score	Wtd. Avg. Basis	Wtd. Avg. Book Yield	% By Balance
0	0	\$0	0.00%	0.00	0.00	0.00	100.00%	0.00%	0.00%
1 - 559	123	1,233,392	10.63%	42.89	61.94	531.19	103.92%	4.80%	0.41%
560 - 579	77	873,028	11.92%	44.78	61.01	570.98	104.25%	6.10%	0.29%
580 - 599	103	1,087,223	11.61%	45.23	62.43	589.36	103.80%	5.97%	0.36%
600 - 619	174	1,838,749	11.00%	44.51	60.88	609.51	103.86%	5.33%	0.61%
620 - 639	701	8,516,675	9.89%	46.04	62.36	629.93	103.72%	4.65%	2.82%
640 - 659	1,082	14,204,143	8.74%	48.37	63.01	651.08	103.54%	3.81%	4.70%
660 - 679	1,718	22,845,521	7.62%	48.28	63.88	670.54	103.45%	2.72%	7.57%
680 - 699	1,990	26,679,247	7.13%	47.96	63.60	689.33	103.28%	2.42%	8.83%
700 - 719	3,209	42,661,496	6.56%	46.58	63.00	709.08	103.05%	1.98%	14.13%
720 - 739	2,865	37,234,712	6.47%	46.34	62.55	728.88	102.89%	2.07%	12.33%
740 - 759	2,534	32,290,608	6.29%	45.31	61.98	749.13	102.76%	1.96%	10.69%
760 - 779	2,417	29,809,581	6.25%	44.44	61.26	769.52	102.73%	1.88%	9.87%
780 - 799	2,334	28,404,118	6.17%	44.19	60.62	789.44	102.62%	1.93%	9.41%
800 - 819	2,145	25,496,380	6.07%	43.67	60.17	809.13	102.51%	1.88%	8.44%
820 - 839	1,401	16,804,427	6.13%	44.39	59.75	828.68	102.41%	2.08%	5.56%
840 - 849	406	4,693,687	6.19%	43.78	59.05	844.45	102.50%	2.00%	1.55%
>= 850	396	4,343,985	6.15%	42.67	58.14	850.00	102.45%	1.94%	1.44%
Blanks	313	2,971,925	6.54%	35.59	60.81	0.00	103.07%	1.08%	0.98%
Total	23,988	\$301,988,898	6.78%	45.68	61.95	737.05	102.94%	2.28%	100.00%

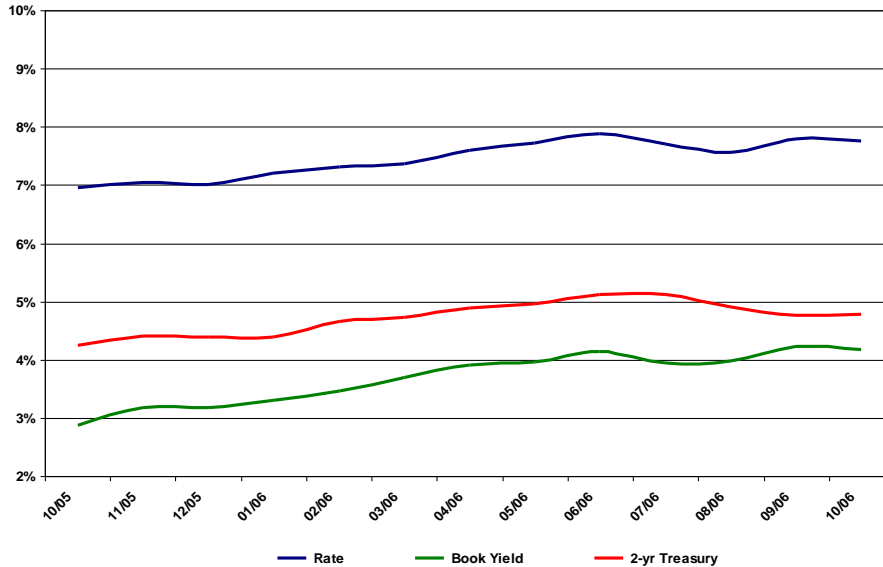
Loan Basis Example



- Analyzes current indirect buy rate strategy
- Helps identify if pricing levels are profitable

Price	Count	Current Balance	Wtd. Avg. Current Rate	Wtd. Avg. Remaining Term	Wtd. Avg. Original Term	Wtd. Avg. Credit Score	Wtd. Avg. Basis	Wtd. Avg. Book Yield	% By Balance
< 100.000%	0	\$0	0.00%	0.00	0.00	0.00	100.00%	0.00%	0.00%
100.000%	95	390,551	7.08%	26.24	39.80	740.45	100.00%	5.59%	0.13%
100.001% - 100.499%	71	816,882	6.02%	42.61	54.83	727.37	100.33%	4.08%	0.27%
100.500% - 100.999%	413	8,808,009	5.64%	47.48	62.63	745.11	100.84%	3.20%	2.92%
101.000% - 101.499%	3,098	49,181,232	5.90%	47.73	61.91	747.51	101.30%	3.05%	16.29%
101.500% - 101.999%	4,888	53,948,898	5.75%	41.59	58.99	749.70	101.72%	2.27%	17.86%
102.000% - 102.499%	3,555	38,122,466	6.30%	41.97	59.15	743.98	102.25%	2.29%	12.62%
102.500% - 102.999%	2,590	30,101,268	6.52%	44.05	61.92	743.00	102.73%	2.03%	9.97%
103.000% - 103.499%	1,860	22,495,486	6.90%	45.08	62.33	739.65	103.26%	1.98%	7.45%
103.500% - 103.999%	1,501	19,667,157	7.36%	47.11	63.30	732.25	103.75%	2.05%	6.51%
104.000% - 104.499%	1,377	18,569,948	7.74%	48.11	64.19	728.96	104.25%	1.99%	6.15%
104.500% - 104.999%	1,283	18,070,261	8.10%	50.21	65.57	720.77	104.76%	2.07%	5.98%
105.000% - 105.499%	1,287	20,092,246	8.44%	53.61	67.65	714.81	105.23%	2.27%	6.65%
105.500% - 105.999%	726	9,653,110	8.86%	50.56	65.09	705.68	105.70%	2.04%	3.20%
106.000% - 106.499%	543	6,298,794	8.70%	42.02	60.84	701.79	106.27%	0.81%	2.09%
106.500% - 106.999%	381	4,057,052	9.29%	42.66	61.32	690.56	106.71%	1.11%	1.34%
107.000% - 107.499%	126	1,028,677	10.07%	42.93	61.21	686.73	107.17%	1.42%	0.34%
107.500% - 107.999%	33	197,319	8.71%	41.37	63.48	704.35	107.69%	-0.99%	0.07%
108.000% - 108.499%	15	84,726	9.45%	38.36	58.78	708.70	108.17%	-0.79%	0.03%
108.500% - 108.999%	12	59,590	7.85%	38.07	58.93	707.13	108.78%	-3.34%	0.02%
≥ 109.000%	134	345,228	7.68%	41.27	62.08	736.78	115.53%	-5.73%	0.11%
Blanks	0	0	0.00%	0.00	0.00	0.00	100.00%	0.00%	0.00%
Total	23,988	\$301,988,898	6.78%	45.68	61.95	737.05	102.94%	2.28%	100.00%

Current Production Example



- Analyzes previous 12 months originations
- Compares current rates to yields (after expenses) with the 2 year Treasury

Date	Count	Current Balance	Wtd. Avg. Current Rate	Wtd. Avg. Remaining Term	Wtd. Avg. Original Term	Wtd. Avg. Credit Score	Wtd. Avg. Basis	Wtd. Avg. Book Yield	% By Balance
10 / 2005	626	\$8,758,499	6.95%	46.83	61.31	736.14	102.82%	2.87%	6.24%
11 / 2005	564	7,627,148	7.04%	48.35	61.80	737.52	102.65%	3.17%	5.43%
12 / 2005	542	8,373,400	7.01%	49.31	61.72	740.83	102.66%	3.18%	5.96%
1 / 2006	622	9,447,212	7.20%	50.30	61.70	739.95	102.79%	3.29%	6.73%
2 / 2006	556	8,356,054	7.31%	51.12	61.50	739.60	102.82%	3.45%	5.95%
3 / 2006	815	12,953,231	7.36%	53.19	62.58	737.46	102.65%	3.69%	9.23%
4 / 2006	642	10,151,814	7.60%	54.17	62.61	735.82	102.74%	3.90%	7.23%
5 / 2006	601	9,856,974	7.71%	54.88	62.38	732.63	102.82%	3.97%	7.02%
6 / 2006	580	9,179,306	7.88%	56.30	62.74	728.28	102.90%	4.13%	6.54%
7 / 2006	801	12,890,422	7.71%	56.92	62.28	736.71	102.96%	3.95%	9.18%
8 / 2006	1,062	18,007,794	7.55%	58.44	62.89	740.54	102.76%	3.97%	12.83%
9 / 2006	769	12,743,195	7.80%	58.35	61.81	742.59	102.76%	4.22%	9.08%
10 / 2006	713	12,064,162	7.76%	59.09	61.51	741.05	102.82%	4.18%	8.59%
Total	8,893	\$140,409,211	7.49%	54.36	62.13	737.92	102.78%	3.75%	100.00%

- Model allows you to input assumptions
 - Prepay Speeds
 - Gross / Net Losses
 - Servicing Costs
 - Dealer Reserve

Initial Data Requirements

- **Loan ID or Account Number**
- **Current Balance**
- **Original Balance**
- **Gross Note Rate**
- **Original Term (months)**
- **Remaining Term (months)**
- **Credit Score**
- **Unearned Dealer Reserve**
- **Borrower State of Residence**
- **New / Used Code**
- **Model Year**
- **Vehicle Description**
- **Direct / Indirect Code**
- **Note Date / Origination Date**
- **Note Maturity Date**
- **Next Due Date**
- **P & I Payment**
- **Days Currently Delinquent**

Timeline

- Contact your Sales Rep
 - Receive an Excel Spreadsheet to populate with loan data
- Once a file is received:
 - Data is scrubbed for accuracy
 - Work with IT to clarify questions
 - Run loan data
- 5 business days to complete
- Schedule a call to discuss the results
- You receive the analysis in a PDF format

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