## Appendix 2

### Annual regulatory return information to be provided by licensed peer-to-peer lending service providers to the FMA

*The reporting period for this regulatory return is each 12-month period from 1 July to 30 June.* ***All information should be provided as at the end of the reporting period*** *(i.e. as at 30 June) unless the question states otherwise, such as ‘during the reporting period’*

|  | **Question** | **Guidance** | **Feedback** |
| --- | --- | --- | --- |
| **INFORMATION ABOUT INVESTORS AND THEIR INVESTING***For the purposes of this regulatory return please only provide details about retail (i.e. non-wholesale) investors.*  |
| 1. | Total number of investors registered for the service | Number |  |
| 2. | Total number of investors with open investments (i.e. some or all of their funds are lent) | Number |  |
| 3. | Number of investors who lent funds through the service for the first time during the reporting period | Number |  |
| **In questions 4 - 6, the dollar ranges represent total funds invested with the service by individual investors. ‘*Total funds invested with the service’* includes funds currently invested and any other funds held on the investor’s behalf.** |
| 4. | For each range, how many investors have total funds invested with the service in that range? | *Example: if 10 investors each have total funds invested with the service of $1,000, and 10 investors each have total funds invested with the service of $3,000 each, your response to ‘b’ will be 20.* |  |
| 1. 0 - $999
 |  |
| 1. $1,000 - $4,999
 |  |
| 1. $5,000 - $9,999
 |  |
| 1. $10,000 - $49,999
 |  |
| 1. $50,000 - $99,999
 |  |
| 1. $100,000 - $499,000
 |  |
| 1. $500,000+
 |  |
| 5. | For investors within each range, what is the cumulative amount of funds invested? | Guidance: Add up the total value of investments by the investors that fall within each of these ranges.*Example: if 10 investors each have total funds invested with the service of $1,000, and 10 investors each have total funds invested with the service of $3,000 each, your response to ‘b’ will be $40,000.* |  |
| 1. 0 - $999
 |  |
| 1. $1,000 - $4,999
 |  |
| 1. $5,000 - $9,999
 |  |
| 1. $10,000 - $49,999
 |  |
| 1. $50,000 - $99,999
 |  |
| 1. $100,000 - $499,000
 |  |
| 1. $500,000+
 |  |
| 6. | For investors within each range, what is the average number of loans in which individual investors invested during the reporting period? | *Example: there are 20 investors with total funds invested with the service in range ‘b’. During the reporting period 10 of these investors entered into 5 loans; five entered into 2 loans; and five entered into 3 loans. This is a total of 75 loans invested in, therefore the average for the range ‘b’ is 3.75.* |  |
| 1. 0 - $999
 |  |
| 1. $1,000 - $4,999
 |  |
| 1. $5,000 - $9,999
 |  |
| 1. $10,000 - $49,999
 |  |
| 1. $50,000 - $99,999
 |  |
| 1. $100,000 - $499,000
 |  |
| 1. $500,000+
 |  |
| **INFORMATION ABOUT BORROWERS AND THEIR LOANS** |
| 7. | Total number of borrowers registered for the service | Number |  |
| 8. | Total number of new loans to **individuals** started during the reporting period (*excluding refinancing – see questions 36-43*) | Number |  |
| 9. | Total value of new loans to **individuals** started during the reporting period (*excluding refinancing – see questions 36-43*) | NZ$ |  |
| 10. | Total number of new loans to **businesses** started during the reporting period (*excluding refinancing – see questions 36-43*) | Number |  |
| 11. | Total value of new loans to **businesses** started during the reporting period (*excluding refinancing – see questions 36-43*) | NZ$ |  |
| 12. | Number of borrowers (*individuals and businesses*) who borrowed funds through the service for the first time during the reporting period | Number |  |
| 13. | Total number of borrowers with outstanding loans (*including borrowers in arrears, but not borrowers whose loans have been written off or sold – see question 34*) | Number |  |
| 14. | Total number of outstanding loans to **individuals** (*including loans in arrears, but not loans written off or sold*) | Number |  |
| 15. | Total value of outstanding loans to **individuals** | NZ$ |  |
| 16. | Total number of outstanding loans to **businesses** | Number |  |
| 17. | Total value of outstanding loans to **businesses** | NZ$ |  |
| 18. | Total number of secured loans  | Number |  |
| 19. | Total value of outstanding secured loans  | NZ$ |  |
| 20. | Number of **individuals** who reached the maximum $2 million borrowing limited during the reporting period | Number |  |
| 21. | Number of **businesses** who reached the maximum $2 million borrowing limited during the reporting period | Number |  |
| **In questions 22 and 23, the dollar ranges represent outstanding funds borrowed through the service by borrowers. *‘Outstanding funds borrowed through the service’* means the value of all outstanding loans at 30 June, not the original amount of the loans.** |
| 22. | For each range, how many borrowers have outstanding funds borrowed through the service in that range? | *Example: if 10 borrowers each have total outstanding loans of $1,000, and 10 borrowers each have total outstanding loans of $3,000 each, your response to ‘b’ will be 20.* |  |
| 1. $0 - $999
 | Number |
| 1. $1,000 - $4,999
 | Number |
| 1. $5,000 - $9,999
 | Number |
| 1. $10,000 - $49,999
 | Number |
| 1. $50,000 - $99,999
 | Number |
| 1. $100,000 - $499,000
 | Number |
| 1. $500,000+
 | Number |
| 23. | For borrowers within each of the ranges below, what is the cumulative amount of outstanding funds borrowed through the service? | *Example: if 10 borrowers each have outstanding loans of $1,000, and 10 borrowers each have outstanding loans of $3,000 each, your response to ‘b’ will be $40,000.* |  |
| 1. 0 - $999
 | NZ$ |
| 1. $1,000 - $4,999
 | NZ$ |
| 1. $5,000 - $9,999
 | NZ$ |
| 1. $10,000 - $49,999
 | NZ$ |
| 1. $50,000 - $99,999
 | NZ$ |
| 1. $100,000 - $499,000
 | NZ$ |
| 1. $500,000+
 | NZ$ |
| 24. | Number of outstanding loans in each of the following interest rate ranges: |  |  |
| 1. 0% - 7.99%
 | Number |
| 1. 8.00% - 14.99%
 | Number |
| 1. 15.00% - 24.99%
 | Number |
| 1. 25.00%+
 | Number |
| 25. | Total value of outstanding loans in each of the following interest rate ranges: |  |  |
| 1. 0% - 7.99%
 | NZ$ |
| 1. 8.00% - 14.99%
 | NZ$ |
| 1. 15.00% - 24.99%
 | NZ$ |
| 1. 25.00%+
 | NZ$ |
| **Questions 26 – 35 ask about risk categories. As risk categories vary between service providers, please insert your own risk categories when responding to each of these questions.** |
| 26. | Total number of loans in each risk category |  |  |
| 27. | Total value of loans in each risk category |  |  |
| 28. | Total number of loans in arrears[[1]](#footnote-1) in each risk category |  |  |
| 29. | Total value of loans in arrears in each risk category |  |  |
| 30. | Total number of loans in arrears for longer than three months in each risk category |  |  |
| 31. | Total value of loans in arrears for longer than three months in each risk category |  |  |
| 32. | Total number of loans in arrears for longer than six months in each risk category |  |  |
| 33. | Total value of loans in arrears for longer than six months in each risk category |  |  |
| 34. | Total number of loans in each risk category that were written off [[2]](#footnote-2) during the period |  |  |
| 35. | Total value of loans in each risk category that were written off during the period |  |  |
| **Questions 36 – 43 ask about refinancing. ‘*Refinancing’* means when an existing borrower wishes to increase the amount borrowed, and the existing loan is repaid in order to be replaced by a new, larger loan. This may also be referred to as ‘rewriting’ by some service providers.**  |
| 36. | Number of loans re-financed during the period by **individuals** | Number |  |
| 37. | Total value of loans repaid by **individuals** during the period for the purpose of refinancing | NZ$ |  |
| 38. | Total value of new borrowing by **individuals** after refinancing | NZ$ |  |
| 39. | Number of loans re-financed during the period by **businesses** | Number |  |
| 40. | Total value of loans repaid by **businesses** during the period for the purpose of refinancing | NZ$ |  |
| 41. | Total value of new borrowing by **businesses** after refinancing | NZ$ |  |
| 42. | Total number of loans that were in arrears when they were refinanced | Number |  |
| 43. | Total value of loans that were in arrears when they were refinanced | NZ$ |  |
| **In questions 44 and 45 we ask about repeat borrowers. By *‘repeat borrowers’* we meanborrowers who take out a new loan having repaid a previous loan in full of their own accord (either in the same reporting period or a previous period). It does not include *refinanced* loans.** |
| 44. | Number of loans taken out by repeat borrowers during the period | Number |  |
| 45. | Total value of loans taken out by repeat borrowers during the period | NZ$ |  |
| **INFORMATION ABOUT YOUR BUSINESS** |
| 46. | Total number of complaints received during the period about your licensed service: | A ‘complaint’ is any expression of dissatisfaction by a client (whether from a borrower or investor). |  |
| 1. that were resolved by the business
 | Number |
| 1. that were referred to your dispute resolution scheme
 | Number |
| 47. | Total number of complaints received during the period about borrowers or loans: |  |  |
| 1. that were resolved by the business
 | Number |
| 1. that were referred to your dispute resolution scheme
 | Number |
| 48. | Please provide your monthly NTA figure (dollar amount) for each of the 12 months during the reporting period. | July  | NZ$ |  |
| August  | NZ$ |
| September | NZ$ |
| October | NZ$ |
| November | NZ$ |
| December | NZ$ |
| January  | NZ$ |
| February | NZ$ |
| March  | NZ$ |
| April  | NZ$ |
| May  | NZ$ |
| June  | NZ$ |
| 49. | What percentage of your gross revenue is earned from services provided as part of the licensed peer-to-peer lending service? | % to the nearest 1% |  |
| 50. | Please describe any services offered by your business that are not provided as part of your licensed service. *Example: facilitating lending to wholesale borrowers (as defined in the FMC Act).* |  |  |

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| **SECONDARY MARKET**If you operate a market for trading loans that were offered through your licensed service, please also answer the following questions. |
|  | **Question** | **Guidance** | **Feedback** |
| SM1. | Total number of trades on the market during the reporting period | Number |  |
| SM2. | Total value of trades on the market during the reporting period | NZ$ |  |
| SM3. | Number of individual loans that were traded during the reporting period | Number |  |

1. A loan is in arrears when payments are overdue but the loan has not been written off (see question 34) and is still reported to the lender(s) as due to them [↑](#footnote-ref-1)
2. A loan should be classified as written off when it is (i) no longer reasonably expected to be paid; and/or (ii) no longer reported to the lender(s) as due to them, whether or not funds may still be recovered from the borrower by other means such as debt collection procedures; and/or (iii) sold pursuant to a debt collection procedure [↑](#footnote-ref-2)