

BEACON TRUST, SERIES ALPHA1

PERFORMANCE HISTORY OF THE RECEIVABLES

the following data has been compiled from series Alpha1 unless otherwise indicated and is subject to change.

The receivables are comprised of consumer finance loans for the purchase of personal or movable property or services.

CANADIAN RETAIL ORIGINATION CHARACTERISTICS

	2015 ⁷	2016	2017	2018	2019
Number of consumer loans purchased	641	1,486	1,426	1,140	647
Aggregate original principal balance	\$4,701,627	\$11,176,097	\$8,811,340	\$7,132,659	\$6,152,956
Weighted average term in months^{1,3}	53	53	52	53	57
Weighted average Beacon[®] credit score at origination^{1,2}	626	643	653	645	680

Notes:

1 - weighted averages are weighted by the original principal balance of each receivable

2 - weighted average excludes receivables for which a Beacon[®] credit score was not available

3 - based on remaining term at time of purchase

DELINQUENCY, AND REALIZED LOSS EXPERIENCE

Average number of contracts outstanding¹	237	1,297	2,188	2,939	2,568
Average portfolio outstanding during the period²	\$1,549,365	\$9,306,776	\$13,905,137	16,376,836	16,161,322

DELINQUENCIES

Average value of delinquencies³					
31–60 days	\$1,905	\$21,637	\$44,235	\$55,208	\$74,119
61–90 days	\$1,180	\$14,371	\$35,319	\$44,842	\$64,891
91–120 days	\$697	\$9,558	\$29,204	\$37,640	\$58,219
> 120 days	\$790	\$19,006	\$107,630	\$190,607	\$332,595
Average value of delinquencies as a percentage of average number of contracts outstanding					
31–60 days	0.12%	0.23%	0.32%	0.34%	0.46%
61–90 days	0.08%	0.15%	0.25%	0.27%	0.40%
91–120 days	0.05%	0.10%	0.21%	0.23%	0.36%
> 120 days	0.05%	0.20%	0.77%	1.16%	2.06%

DELINQUENCY AND REALIZED LOSS EXPERIENCE

	2015 ⁷	2016	2017	2018	2019
REALIZED LOSSES					
Realized Losses⁴	\$10,419	\$267,386	\$620,810	\$886,714	\$853,958
Realized Losses as a percentage of average portfolio outstanding	0.67%	2.87%	4.46%	5.41%	5.28%
Gross liquidations⁵	\$265,024	\$3,126,668	\$5,250,079	\$6,702,863	\$6,737,405
Realized Losses as a percentage of gross liquidations⁵	3.93%	8.55%	11.82%	13.23%	12.67%
Number of contracts charged off	3	63	94	149	145
Number of contracts charged off as a percentage of average number of contracts outstanding	1.27%	4.86%	4.30%	5.07%	5.65%
Average Realized Loss on contracts charged off	\$3,473	\$4,244	\$6,604	\$5,951	\$5,889
Three month average Realized Loss Ratio⁶	0.00%	2.44%	5.58%	5.74%	5.00%
Six month average Realized Loss Ratio⁶	0.00%	3.92%	5.10%	5.72%	5.08%

Notes:

1 - average of the number of contracts outstanding at the beginning and end of each month in the period

2 - average of the aggregate principal balance of contracts outstanding at the beginning and end of each month in the period

3 - average of the dollar value of contracts delinquent at the beginning and end of each month in the period

4 - aggregate realized losses are equal to the aggregate balance of all contracts deemed uncollectible in the period less any amounts received in the period on contracts charged off in current or prior periods

5 - gross liquidations are principal collections and chargeoffs that reduce the outstanding balance of the contract

6 - as at period end date

7 - for the period April to December

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Beacon® credit scores		As at December 31, 2018		As at December 31, 2019	
		\$	% of Total	\$	% of Total
	>750	1,101,794	6.69%	1,867,555	11.76%
700	749	1,297,567	7.87%	1,498,933	9.44%
650	699	3,110,768	18.88%	3,137,174	19.75%
600	649	4,504,329	27.34%	4,000,512	25.18%
550	599	3,041,790	18.46%	2,583,583	16.27%
500	549	1,302,808	7.91%	1,190,523	7.50%
	NA ¹	2,118,034	12.85%	1,604,307	10.10%
		16,477,090	100.00%	15,882,587	100.00%

1. NA represents consumers where there was no credit bureau available or where available, no score provided

Interest Rates		As at December 31, 2018		As at December 31, 2019	
		\$	% of Total	\$	% of Total
	>40%	233,229	1.42%	197,389	1.24%
35%	39.99%	1,097,693	6.66%	914,938	5.76%
30%	34.99%	2,502,700	15.19%	1,987,763	12.52%
25%	29.99%	3,147,204	19.10%	2,359,587	14.86%
20%	24.99%	5,339,991	32.40%	5,022,778	31.62%
15%	19.99%	2,127,245	12.91%	2,927,664	18.43%
10%	14.99%	595,890	3.62%	582,860	3.67%
<10%		1,433,138	8.70%	1,889,608	11.90%
		16,477,090	100.00%	15,882,587	100.00%

Geographical Distribution		As at December 31, 2018			As at December 31, 2019		
	#	\$	% of Total	#	\$	% of Total	
AB	788	4,018,661	24.39%	715	3,540,957	22.29%	
BC	301	1,472,246	8.94%	271	1,260,835	7.94%	
MB	169	927,301	5.63%	148	736,600	4.64%	
NB	158	1,049,013	6.37%	161	986,097	6.21%	
NL	59	424,562	2.58%	51	382,189	2.41%	
NS	116	744,338	4.52%	120	820,357	5.17%	
NT	3	26,693	0.16%	3	17,882	0.11%	
NU	2	10,693	0.06%	3	21,819	0.14%	
ON	1,021	5,184,688	31.46%	966	5,113,578	32.19%	
PE	16	99,465	0.60%	13	77,914	0.49%	
QC	275	1,305,234	7.92%	362	2,027,002	12.76%	
SK	203	1,214,196	7.37%	175	892,037	5.62%	
YT	-	-	0.00%	1	5,320	0.03%	
		3,111	16,477,090	100.00%	2,989	15,882,587	100.00%

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Beacon® credit scores		As at December 31, 2015		As at December 31, 2016		As at December 31, 2017	
		\$	% of Total	\$	% of Total	\$	% of Total
	>750	126,426	2.85%	494,601	3.96%	870,148	5.42%
700	749	202,833	4.57%	786,678	6.30%	1,213,514	7.56%
650	699	788,361	17.77%	2,665,783	21.35%	3,397,906	21.17%
600	649	1,837,587	41.42%	4,727,612	37.86%	5,475,870	34.14%
550	599	950,413	21.42%	2,302,189	18.44%	2,760,680	17.20%
500	549	275,418	6.21%	626,657	5.02%	735,082	4.58%
	NA ¹	255,565	5.76%	882,512	7.07%	1,594,094	9.93%
		4,436,603	100.00%	12,486,032	100.00%	16,047,294	100.00%

1. NA represents consumers where there was no credit bureau available or where available, no score provided

Interest Rates		As at December 31, 2015		As at December 31, 2016		As at December 31, 2017	
		\$	% of Total	\$	% of Total	\$	% of Total
	>40%	-	0.00%	-	0.00%	-	0.00%
35%	39.99%	269,481	6.07%	748,670	6.00%	930,442	5.80%
30%	34.99%	159,311	3.59%	1,186,675	9.50%	1,254,315	7.82%
25%	29.99%	1,732,929	39.06%	2,889,589	23.14%	3,237,334	20.17%
20%	24.99%	1,368,608	30.85%	3,927,972	31.46%	6,344,855	39.54%
15%	19.99%	749,571	16.90%	2,780,129	22.27%	2,771,944	17.27%
10%	14.99%	24,443	0.55%	44,904	0.36%	286,674	1.79%
<10%		132,260	2.98%	908,093	7.27%	1,221,730	7.61%
		4,436,603	100.00%	12,486,032	100.00%	16,047,294	100.00%

Geographical Distribution		As at December 31, 2015		As at December 31, 2016		As at December 31, 2017				
	#	\$	% of Total	#	\$	% of Total	#	\$	% of Total	
AB	185	1,489,886	33.58%	429	3,106,954	24.88%	684	4,104,473	25.58%	
BC	74	445,929	10.05%	186	1,173,182	9.40%	254	1,437,982	8.96%	
MB	30	164,896	3.72%	112	684,929	5.49%	163	895,941	5.58%	
NB	29	221,880	5.00%	94	866,154	6.94%	139	1,126,742	7.02%	
NL	14	44,629	1.01%	32	220,812	1.77%	52	404,327	2.52%	
NS	27	217,647	4.91%	62	451,352	3.61%	94	610,131	3.80%	
NT	1	16,939	0.38%	4	49,307	0.39%	5	57,941	0.36%	
NU	-	-	0.00%	2	28,328	0.23%	2	13,977	0.09%	
ON	187	1,353,639	30.51%	545	3,725,443	29.84%	922	5,121,579	31.92%	
PE	1	4,978	0.11%	7	52,734	0.42%	12	81,977	0.51%	
QC	33	218,383	4.92%	169	948,966	7.60%	154	718,660	4.48%	
SK	38	257,797	5.81%	152	1,171,140	9.38%	214	1,473,564	9.18%	
YT	-	-	0.00%	1	6,731	0.05%	-	-	0.00%	
		619	4,436,603	100.00%	1,795	12,486,032	100.00%	2,695	16,047,294	100.00%