



KIVA USER FUNDS LLC

FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 and 2016

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
of KIVA User Funds LLC
San Francisco, California

We have audited the accompanying balance sheets of KIVA User Funds LLC ("KUF") as of December 31, 2017 and 2016, and the related notes (the financial statements).

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial statements based on our audits. We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the balance sheets are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of KIVA User Funds LLC as of December 31, 2017 and 2016, in accordance with U.S. generally accepted accounting principles.



June 8, 2018

KIVA USER FUNDS LLC

BALANCE SHEETS

Assets

	December 31,	
	<u>2017</u>	<u>2016</u>
Cash and cash equivalents	\$ 67,479,300	\$ 28,128,952
Certificates of deposit	-	42,082,849
Accounts receivable from users	17,495	21,255
Loans receivable:		
Field partners	85,124,275	79,454,545
U.S. Direct	<u>9,569,543</u>	<u>7,794,103</u>
 Total assets	 <u>\$ 162,190,613</u>	 <u>\$ 157,481,704</u>

Liabilities

Accounts payable to lenders	\$ 716,323	\$ 403,955
Due to Kiva Microfunds	1,145,371	1,373,538
Unsettled loan transactions	110,568,584	103,399,053
Funds held on behalf of users	48,617,145	51,103,726
Unredeemed Kiva Cards	<u>1,143,190</u>	<u>1,201,432</u>
 Total liabilities	 <u>\$ 162,190,613</u>	 <u>\$ 157,481,704</u>

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 1 - Nature of operations

KIVA User Funds LLC (referred to hereinafter as “KUF”) is a Limited Liability Company (“LLC”) whose sole member is Kiva Microfunds (“Kiva”). Founded in November 2005, Kiva is a major nonprofit internet platform in the United States (U.S.) that offers individuals (“lenders” or “users”) opportunities to support economic development and entrepreneurship, mostly in developing countries, through partnerships with local institutions. As part of its efforts to alleviate poverty and create more economic opportunity by connecting people through lending, Kiva facilitates the collection and transfer of philanthropic capital, funded by its lenders, to active microfinance institutions (“MFIs”) and other socially-minded organizations and enterprises (such as entities providing agricultural inputs or portable, sanitary toilets for urban slums) (collectively “field partners” or “partners”) around the world to fund interest-bearing loans to entrepreneurs and other borrowers in their communities. At December 31, 2017 and 2016, there were approximately 291 and 286 active partners, respectively.

KUF was established to hold users’ funds in several pooled accounts for the benefit of the applicable users who have transactional credits (e.g. funds deposited by a lender to make a microloan or repayments made to a lender by a borrower). The lending activities that take place on Kiva’s website are transacted through the KUF accounts in order to maintain a separation between the two entities’ holdings, and ensure that funds belonging to Kiva’s users are distinct from funds that are designated for Kiva’s operations.

Kiva screens, rates, and monitors each field partner on its platform and assigns it a risk rating for lenders to consider in their funding decisions. Since KUF’s inception through December 31, 2017, approximately 1.59 million KUF lenders had funded approximately \$1 billion for approximately 1,342,000 microloans across 93 countries. Since KUF’s inception through December 31, 2016, approximately 1.59 million KUF lenders had funded approximately \$907 million for approximately 1,127,000 microloans across 88 countries.

Funds of Kiva’s users are held in “for the benefit of” (“FBO”) bank accounts. KUF maintains the FBO accounts, which are held separate and apart from the operational funds accounts of Kiva. Kiva performs administrative functions and record-keeping duties for individual user balances and transactions (such as microloans made or repayments received) relating to Kiva users’ participation on the Kiva platform, and accounts for the users’ corresponding funds held in, or transacted via, the FBO accounts.

Kiva allows lenders to register for an online account to select and fund loans to borrowers throughout the United States and in developing countries, who are seeking money to support their small business (microenterprise) operations or other needs (e.g. school tuition). Kiva aggregates loan funds from lenders and transmits those funds either directly to the borrowers in the United States or to field partners in foreign countries who administer the loans to borrowers. Field partners transmit borrowers’ repayments to Kiva, which in turn distributes the lenders’ shares of the funds received back to the lenders’ accounts.

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 1 - Nature of operations (continued)

Loans facilitated through microfinance institutions/field partners

Individuals are eligible to become lenders on Kiva's platform by providing basic information, including their name and e-mail address. Once lenders have registered, Kiva automatically generates a profile page; however, lenders may choose to remain anonymous. Through the platform website, lenders can review the loan requests and select the borrowers they are interested in funding. Lenders can fund as little as \$25 and as much as the entire amount of the loan. Requested loan amounts vary, generally ranging from \$25 to \$50,000. Kiva relies on the local field partner organization to screen and evaluate borrowers and set loan amounts and terms. Additionally, the field partners work with the borrowers to collect their stories, pictures, and loan details and upload the information to Kiva's website for potential lenders to view. When lenders select the borrowers they want to fund on Kiva's platform, they generally do not make loans directly to the borrowers. Rather, the loan proceeds typically reimburse the field partners for the loans that they distributed to borrowers when they were needed. Often, the loans are disbursed to the borrower before the loan details are posted on Kiva's website for lenders to view and fund. Even though Kiva lenders provide loan funds free of interest, the intermediary field partner institutions typically charge the borrowers interest on their loans to help cover the institutions' operating costs. As of December 2017 and 2016, the average portfolio yield among Kiva's MFI field partners was approximately 26 percent. As the intermediary field partner institutions collect the scheduled repayments from borrowers, they retain the interest payments and any other fees they charge to help finance their operations, and transfer the amount of principal repayments to Kiva, which credits lenders' accounts for their share of the corresponding loans. If a borrower fails to make a scheduled payment, the field partner notifies Kiva and lenders could potentially receive a late or partial payment or receive no payment. The repayment rate for all of its loans from all Kiva's partners as of December 31, 2017 and 2016 was approximately 97 percent.

Kiva lenders do not earn interest on the loans they fund. Instead, Kiva emphasizes the potential social and economic benefits that lenders may help achieve, through their support of microfinance and entrepreneurship. To the extent that the funds from lenders provide Kiva's field partners the capital to finance loans that they would not have otherwise made, the platform's activities may increase the supply of credit for individual borrowers who might not have access to traditional banking services in their home countries.

Lenders on Kiva's platform face credit risk – the possibility that they will lose their principal if borrowers or Kiva's field partners fail to repay the loans. Kiva and its field partners do not guarantee repayment of lenders' loans, so the lenders assume all of the risk that borrowers may not repay. In addition, lenders face risks because they rely on Kiva's field partners to screen borrowers, service their loans, and transmit payments to Kiva. As a result, even if borrowers repay their loans, lenders may not be repaid due to a field partner's bankruptcy, fraud, or poor operations which are then generally disclosed on Kiva's website. Similarly, lenders face operational risks associated with their reliance on Kiva to screen and monitor its intermediary field partners and effectively maintain its platform for servicing the loans and transmitting payments to lenders. Kiva also discloses on its website that lenders face potential currency risks and country-specific risks.

Kiva's field partners may choose to pass on to lenders a share of the foreign currency risks associated with their receiving loan payments in local currency and needing to repay loans to Kiva in U.S. dollars. Also, broader risks of economic or political disruption or natural disaster in borrowers' home countries can affect repayments to lenders.

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 1 - Nature of operations (continued)

Direct loans facilitated through U.S. Direct program

In 2011, Kiva launched Zip, now called U.S. Direct (“Direct”), a pilot program to allow Kiva users to fund loans that are disbursed directly to borrowers, without being channeled through a field partner. Direct currently operates only in the U.S. The Direct model relies on “character based lending” to evaluate credit-worthiness. In order to be posted on the Direct website, borrowers generally must be recommended by a Direct trustee. Borrowers are also required to raise a specified amount of loan funds from friends and family before being posted on the Direct website. Direct borrowers are not charged interest or fees on their loans. Direct transactions flow through KUF and are included in the accompanying balance sheets. Disbursement of loans, and collection and distribution of repayments are managed by Kiva. As of December 31, 2017, lenders had funded approximately 14,000 Direct loans with a value of approximately \$25 million. As of December 31, 2016, lenders had funded approximately 13,000 Direct loans with a value of approximately \$18 million.

Note 2 - Summary of significant accounting policies

Basis of accounting

The balance sheets of KUF have been prepared on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles (GAAP).

Cash and cash equivalents

KUF considers cash on deposit and temporary investments with financial institutions with an original maturity of three months or less at the time of purchase to be cash equivalents. Certificates of deposit held by KUF have original maturities of greater than three months but not more than twelve months. Interest earned is remitted to Kiva on a monthly basis (see Note 5).

Accounts receivable from users

KUF users make deposits to their accounts to fund transactions. In some instances, these user deposits fail. When a failure occurs, a lender’s account balance will go negative creating a lender account receivable and requiring the lender to replenish their account. In cases where the account is not replenished, Kiva will collect the amounts outstanding as loans are repaid to the lender or via reversal of any donations to Kiva made by the lender. In cases where this is not sufficient, negative account balances will be written off by Kiva.

Loans receivable

Kiva distributes loans held in KUF accounts that have been fully funded by lenders via field partners, or directly to the borrowers in the case of the Direct loans. Loans receivable are made up of the total net amount outstanding from the lending relationship between Kiva and its field partners and its Direct borrowers. Payables and receivables are maintained on a partner by partner and loan by loan basis.

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 2 - Summary of significant accounting policies (continued)

Loans receivable (continued)

All loans become payable to Kiva's partners/borrowers when they are fully funded. On a monthly basis, these loans as well as billing and currency adjustments are aggregated by field partners for remittance purposes. All loans on Kiva's website are denominated in U.S. dollars; however, field partners distribute loans in their local currency. Partners can choose to pass through currency loss to its lenders that is greater than 10% to protect themselves against catastrophic currency devaluations. Simultaneously, field partners are responsible for collecting repayments from their borrowers and submitting a report to Kiva regarding the payment status of all of their outstanding loans. Kiva uses a net billing process, aggregating the amount due to partners versus the amount of repayments received by partners, to compute a total amount due to/from each partner.

Kiva distributes Direct loans held in KUF accounts that have been fully funded by lenders directly to borrowers.

Loans receivable represents amounts disbursed to borrowers that have not been repaid or defaulted.

No reserve or provision for uncollectible loans receivable is recorded by KUF as the risk of loan loss is borne by the lenders per the lender agreements with the users.

Accounts payable to lenders

Accounts payable to lenders is made up of the amounts users have requested to withdraw from KUF that are awaiting final payment processing. In the vast majority of cases, withdrawals are processed via PayPal.

Unsettled loan transactions

Kiva's platform facilitates the purchase of loans in \$25 increments for borrowers posted on its website. All lending on Kiva's website involves the risk of principal loss to the lender. Kiva does not guarantee repayment, with the exception of one managed lending account funded by an Institutional Investor (see Note 3).

Unsettled loan transactions are amounts outstanding to lenders and represent loans funded by lenders that have not expired or been refunded, been repaid via distribution of borrower repayments, or been defaulted. Loans become payable to Kiva's field partners (or directly to borrowers in the case of Direct loans) once the loan is fully funded. In the case when a loan is not fully funded within the stated purchase time, the loan will expire, thus returning funds back to the original lender. As loans are repaid by borrowers, funds become payable to the lender through the settlement process.

Funds held on behalf of users

Deposits are made into the KUF financial system via PayPal processed transactions, checks, Kiva Card gift product redemptions, and through third party matching, incentive, and free trial programs. All deposited funds and repayments received from borrowers are held on behalf of users to be used at their discretion. Deposited funds are temporarily housed in KUF's PayPal account and are subsequently maintained in FBO accounts at a bank to ensure accessibility and liquidity. Participants on Kiva's web based platform use deposited funds to purchase loans, make donations to Kiva, purchase Kiva Cards (which transfer deposits to a gift recipient), and to reclaim deposited funds via withdrawal. Funds held on behalf of users is made up of three categories: Individual lender accounts, managed lending accounts, and Kiva funded promotional lending accounts (Kiva Fund Pool).

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 2 - Summary of significant accounting policies (continued)

Fair value of financial instruments

GAAP requires the disclosure of the fair value of financial instruments at the balance sheet date. For financial instruments where there are no quoted market prices, a reasonable estimate of fair value would require incurring excessive costs. Because the mission of KUF is to raise and lend funds at zero percent interest rates, these disclosures for KUF's loans receivable, unsettled loan transactions and funds held on behalf of users are not meaningful and are not presented in these financial statements.

Income and franchise taxes

KUF is a single-member LLC and is a disregarded entity for Federal income tax purposes. Under California law, KUF is subject to a tax on gross receipts, or a minimum tax of \$800, whichever is greater.

KUF accounts for uncertain tax positions in accordance with Accounting Standards Codification (ASC) 740-10, Accounting for Uncertainty in Income Taxes. KUF has concluded that there are no significant uncertain tax positions requiring recognition in its financial statements. As a result, the adoption of ASC 740-10 did not have a material impact on KUF's balance sheets.

KUF's state tax returns for the 2013 through 2017 tax years are subject to audit and adjustment by the taxing authorities.

Subsequent events

In preparing its balance sheets, KUF has evaluated subsequent events through June 8, 2018, which is the date the financial statements were available to be issued.

Note 3 - Managed lending and Kiva Fund Pools

Managed lending accounts are accounts funded by a corporation/foundation/individual that can be used by the contributing organization's employees to make loans on the Kiva platform, or for free trial or matching loan programs available to all users. There is generally a contract in place between Kiva and the corporation/foundation/individual which stipulates how funds will be lent out across the site based on specified dimensions. Additionally, these contracts will state how many rounds of loans the program will be eligible for, and ways in which funds can be withdrawn by the sponsoring organization or individual.

There is also a Kiva Fund Pool that is funded by a promotional marketing expense from Kiva, where the funds are used to offer promotional loans that can be utilized by users. All such funds will be used for this purpose on a revolving basis to users only. Users are not allowed to withdraw these funds and the funds will never be returned to Kiva. At December 31, 2017, managed lending and Kiva Fund Pool balances available for lending were \$12,008,573 and \$433,620, respectively. At December 31, 2016, managed lending and Kiva Fund Pool balances available for lending were \$18,006,944 and \$464,884, respectively. Managed lending and Kiva Fund Pool balances are included in "Funds held on behalf of users" in the accompanying balance sheets.

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 3 - Managed lending and Kiva Fund Pools (continued)

In December 2016, Kiva signed a definitive agreement with an Institutional Investor for \$10,000,000. The proceeds from the loan have been deposited into KUF, and are included in the managed lending accounts, to provide matching funds to individual borrowers in approximately 60 countries.

In addition, Kiva entered into a separate agreement with a donor that would cover up to \$500,000 in micro-loan losses over the first three years of the Institutional Investor's loan term. If Kiva cannot secure additional funding to cover the term loan's interest costs and potential micro-loan losses for years four and five of the loan term, the loan will be repaid in full in December 2019, and this managed lending account will terminate.

Note 4 - Kiva Cards

Kiva Cards are a hybrid product (similar to retail "gift" cards) with a built-in feature that allows them to auto-convert into a donation to Kiva per the terms of use if they are not redeemed to support a microloan on the Kiva platform within 12 months of purchase. Kiva Cards provide a way for one individual to give Kiva Credit to another individual. Once the card is redeemed, it is reclassified from "unredeemed Kiva Cards" to "Kiva Credit." With this credit, individuals can purchase a loan, purchase another Kiva Card, make a donation, or withdraw the funds from the Kiva system. At December 31, 2017 and 2016, the unredeemed Kiva Cards balance was \$1,143,190 and \$1,201,432, respectively.

Note 5 - Due to Kiva Microfunds

Kiva acts as the custodian of KUF's web based platform, maintains FDIC insured depository accounts, collects all Kiva's intended donations transacted through KUF's platform and interest earned on KUF accounts pursuant to the terms of use agreement to which all registered Kiva users agree, and facilitates all wire transfers to and from field partners and direct borrowers to disburse KUF initiated loans and collect borrower repayments.

As such, the amount due to Kiva is made up of an accumulation of all donations, Kiva Card auto-conversions, and interest income less banking fees, on a monthly basis. Once a month, a transfer is made to settle the prior month's outstanding balance.

The net payable due to Kiva as of December 31, 2017 and 2016 totaled \$1,145,371 and \$1,373,538, respectively. Included in the balance at December 31, 2017 and 2016 is a contribution of approximately \$424,000 and \$490,000, respectively, that is contractually required by the donor to be deployed by Kiva for microloans through 2017.

Note 6 - Concentration of credit risk

Credit risk is the failure of another party to perform in accordance with the contract terms. Kiva believes its credit risk policies do not result in significant adverse risk, and Kiva historically has not experienced significant credit-related losses.

Financial instruments which potentially subject KUF to concentrations of credit risk consist of cash, certificates of deposit, and receivables.

KUF maintains its cash balances with high-credit, quality financial institutions, as well as with an online payment processor.

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 6 - Concentration of credit risk (continued)

The top ten (10) cash exposures for outstanding loans receivable balances with field partners that KUF has in its portfolio as of December 31, 2017 and 2016 are as follows:

	As of December 31, 2017	% Cash Exposure
Palestine for Credit & Development (FATEN)	\$ 3,537,689	4.16%
Negros Women for Tomorrow Foundation (NWTF)	2,817,966	3.31%
CrediCampo	2,543,359	2.99%
KREDIT Microfinance Institution	2,418,477	2.84%
Al Majmoua	2,244,128	2.64%
Fundacion Paraguaya	2,064,031	2.42%
VisionFund Cambodia	1,945,217	2.29%
SEF International	1,796,201	2.11%
Thanh Hoa Microfinance Institution	1,555,536	1.83%
Izdiharona for Economic Development	1,439,120	1.69%
Total	\$ 22,361,724	26.28%
	As of December 31, 2016	% Cash Exposure
Negros Women for Tomorrow Foundation, Inc. (NWTF)	\$ 2,788,315	3.51%
Palestine for Credit & Development (FATEN)	2,751,328	3.46%
KREDIT Microfinance Institution	2,163,123	2.72%
People's Forum	2,032,837	2.56%
SEF International	1,883,259	2.37%
Fundacion Paraguaya	1,865,608	2.35%
CrediCampo	1,824,822	2.30%
Izdiharona for Economic Development	1,439,120	1.81%
Interactuar	1,405,149	1.77%
VisionFund Cambodia	1,369,343	1.72%
Total	\$ 19,522,904	24.57%

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 6 - Concentration of credit risk (continued)

The top ten (10) countries in terms of cash exposures for loans receivable balances with field partners as of December 31, 2017 and 2016 are as follows:

<u>Country</u>	<u># of Partners</u>	<u>% Active Lenders</u>	<u>As of December 31, 2017</u>	<u>% Cash Exposure</u>
Cambodia	9	3.1%	\$ 5,334,065	6.3%
Kenya	28	9.6%	5,194,178	6.1%
Philippines	8	2.7%	5,110,635	6.0%
India	6	2.1%	4,062,774	4.8%
Palestine	4	1.4%	4,056,834	4.8%
El Salvador	3	1.0%	3,174,372	3.7%
Vietnam	5	1.7%	2,884,107	3.4%
Peru	8	2.7%	2,775,660	3.3%
Armenia	2	0.7%	2,748,128	3.2%
Lebanon	3	1.0%	2,684,109	3.2%
Total	76	26.0%	\$ 38,024,862	44.8%

<u>Country</u>	<u># of Partners</u>	<u>% Active Lenders</u>	<u>As of December 31, 2016</u>	<u>% Cash Exposure</u>
Kenya	28	9.8%	\$ 5,536,887	7.0%
India	6	2.1%	4,941,941	6.2%
Philippines	8	2.8%	4,515,292	5.7%
Cambodia	9	3.1%	4,491,264	5.7%
Palestine	4	1.4%	3,431,000	4.3%
Peru	10	3.5%	2,931,056	3.7%
Armenia	2	0.7%	2,897,426	3.6%
El Salvador	4	1.4%	2,883,011	3.6%
Bolivia	4	1.4%	2,674,118	3.4%
Vietnam	6	2.1%	2,301,065	2.9%
Total	81	28.3%	\$ 36,603,060	46.1%

As of December 31, 2017, total exposure to partners was \$85,124,275, and 291 partners were active lenders. As of December 31, 2016, total exposure to partners was \$79,454,545, and 286 partners were active lenders.

During the years ended December 31, 2017 and 2016, the U.S. accounted for 26% and 23% of defaulted loans, respectively, and Kenya accounted for 23% and 28% of defaulted loans, respectively.

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 6 - Concentration of credit risk (continued)

The maximum loan authorized for borrowing under the Direct program is generally \$10,000. However, KUF will authorize a loan amount that is larger than \$10,000, based on an assessment of the borrower. As of December 31, 2017, there were four Direct loans outstanding that exceeded \$10,000. All four loans outstanding were \$25,000 each, and were disbursed in December 2017. As of December 31, 2016, there were no outstanding loans related to the Direct program that exceeded \$10,000.

Note 7 - Loans settleable to lenders (unaudited)

The following table shows the total outstanding loan balances for all loans purchased and funded that were being paid back by the borrowers as of December 31, 2017 and 2016. Outstanding loans include the full value of the loan, including the amount of principal that has already been repaid by the borrower. These amounts exclude currency exchange adjustments and loan refunds, and are not necessarily the actual "Loans settleable to lenders" balances included in "Loans receivable" amounts in the accompanying balance sheets as of December 31, 2017 and 2016.

	As of December 31, 2017	
	<u>Field Partners</u>	<u>Direct</u>
Outstanding loans, gross	\$ 170,499,920	\$ 15,601,425
Less: Principal repayments	<u>(85,375,645)</u>	<u>(6,031,882)</u>
Outstanding loans, net	<u>\$ 85,124,275</u>	<u>\$ 9,569,543</u>

	As of December 31, 2016	
	<u>Field Partners</u>	<u>Direct</u>
Outstanding loans, gross	\$ 157,631,725	\$ 11,812,225
Less: Principal repayments	<u>(73,603,308)</u>	<u>(3,817,084)</u>
Outstanding loans, net	<u>\$ 84,028,417</u>	<u>\$ 7,995,141</u>

KIVA USER FUNDS LLC

Notes to Financial Statements

December 31, 2017 and 2016

Note 7 - Loans settleable to lenders (unaudited) (continued)

Loan repayments are required to be made on a monthly basis per the terms of each loan agreement with field partners and Direct borrowers. Kiva tracks loan delinquency for each field partner and for the Direct program. As of December 31, 2017 and 2016, the following tables show total delinquent amounts and the number of days delinquent.

	As of December 31, 2017	
	<u>Field Partners</u>	<u>Direct</u>
Outstanding - 30 days	\$ 1,246,633	\$ 134,711
Outstanding - 60 days	644,485	118,196
Outstanding - 90 days	483,941	101,394
Outstanding - 120 days	<u>6,848,236</u>	<u>591,820</u>
Total	<u>\$ 9,223,295</u>	<u>\$ 946,121</u>
Delinquency rate	10.84%	9.89%

	As of December 31, 2016	
	<u>Field Partners</u>	<u>Direct</u>
Outstanding - 30 days	\$ 1,014,279	\$ 82,109
Outstanding - 60 days	655,343	73,931
Outstanding - 90 days	419,927	60,869
Outstanding - 120 days	<u>6,449,159</u>	<u>269,100</u>
Total	<u>\$ 8,538,708</u>	<u>\$ 486,009</u>
Delinquency rate	10.16%	6.08%