



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	FOR THE PERIOD JANUARY 2018 TO SEPTEMBER 2018
Number of consumer loans purchased	641	1,486	1,426	915
Aggregate original principal balance	\$4,701,627	\$11,176,097	\$8,811,340	\$5,586,768
Weighted average term in months^{1,3}	53	53	52	53
Weighted average Beacon[®] credit score at origination^{1,2}	626	643	653	639

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	2,898
Average portfolio outstanding during the period²	\$1,549,365	\$9,306,776	\$13,905,137	16,354,992

DELINQUENCIES

Average value of delinquencies³				
31–60 days	\$1,905	\$21,637	\$44,235	\$53,316
61–90 days	\$1,180	\$14,371	\$35,319	\$42,504
91–120 days	\$697	\$9,558	\$29,204	\$35,555
> 120 days	\$790	\$19,006	\$107,630	\$193,845
Average value of delinquencies as a percentage of average number of contracts outstanding				
31–60 days	0.12%	0.23%	0.32%	0.33%
61–90 days	0.08%	0.15%	0.25%	0.26%
91–120 days	0.05%	0.10%	0.21%	0.22%
> 120 days	0.05%	0.20%	0.77%	1.19%



DELINQUENCY AND REALIZED LOSS EXPERIENCE

	2015 ⁷	2016	2017	FOR THE PERIOD JANUARY 2018 TO SEPTEMBER 2018
REALIZED LOSSES				
Realized Losses⁴	\$10,419	\$267,386	\$620,810	\$649,351
Realized Losses as a percentage of average portfolio outstanding	0.67%	2.87%	4.46%	3.97%
Gross liquidations⁵	\$265,024	\$3,126,668	\$5,250,079	\$5,118,410
Realized Losses as a percentage of gross liquidations⁵	3.93%	8.55%	11.82%	12.69%
Number of contracts charged off	3	63	94	110
Number of contracts charged off as a percentage of average number of contracts outstanding	1.27%	4.86%	4.30%	3.80%
Average Realized Loss on contracts charged off	\$3,473	\$4,244	\$6,604	\$5,903
Three month average Realized Loss Ratio⁶	0.00%	2.44%	5.58%	5.69%
Six month average Realized Loss Ratio⁶	0.00%	3.92%	5.10%	5.15%

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



BEACON TRUST, SERIES Alpha1

PERFORMANCE HISTORY OF THE RECEIVABLES

Beacon® credit scores		As at December 31, 2015		As at December 31, 2016		As at December 31, 2017		As at September 30, 2018	
		\$	% of Total	\$	% of Total	\$	% of Total	\$	% of Total
>750		126,426	2.85%	494,601	3.96%	870,148	5.42%	914,539	5.54%
700	749	202,833	4.57%	786,678	6.30%	1,213,514	7.56%	1,224,313	7.41%
650	699	788,361	17.77%	2,665,783	21.35%	3,397,906	21.17%	3,241,871	19.63%
600	649	1,837,587	41.42%	4,727,612	37.86%	5,475,870	34.14%	4,786,582	28.98%
550	599	950,413	21.42%	2,302,189	18.44%	2,760,680	17.20%	3,139,742	19.01%
500	549	275,418	6.21%	626,657	5.02%	735,082	4.58%	1,147,447	6.95%
	NA ¹	255,565	5.76%	882,512	7.07%	1,594,094	9.93%	2,061,158	12.48%
		4,436,603	100.00%	12,486,032	100.00%	16,047,294	100.00%	16,515,652	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		As at September 30, 2018	
		\$	% of Total	\$	% of Total	\$	% of Total	\$	% of Total
>40%		-	0.00%	-	0.00%	-	0.00%	134,154	0.81%
35%	39.99%	269,481	6.07%	748,670	6.00%	930,442	5.80%	1,225,155	7.42%
30%	34.99%	159,311	3.59%	1,186,675	9.50%	1,254,315	7.82%	2,313,148	14.01%
25%	29.99%	1,732,929	39.06%	2,889,589	23.14%	3,237,334	20.17%	3,264,214	19.76%
20%	24.99%	1,368,608	30.85%	3,927,972	31.46%	6,344,855	39.54%	5,755,563	34.85%
15%	19.99%	749,571	16.90%	2,780,129	22.27%	2,771,944	17.27%	2,211,594	13.39%
10%	14.99%	24,443	0.55%	44,904	0.36%	286,674	1.79%	334,164	2.02%
<10%		132,260	2.98%	908,093	7.27%	1,221,730	7.61%	1,277,660	7.74%
		4,436,603	100.00%	12,486,032	100.00%	16,047,294	100.00%	16,515,652	100.00%

Geographical Distribution		As at December 31, 2015			As at December 31, 2016			As at December 31, 2017			As at September 30, 2018		
		#	\$	% of Total	#	\$	% 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%	796	4,165,469	25.22%	
BC	74	445,929	10.05%	186	1,173,182	9.40%	254	1,437,982	8.96%	287	1,464,346	8.87%	
MB	30	164,896	3.72%	112	684,929	5.49%	163	895,941	5.58%	171	963,115	5.83%	
NB	29	221,880	5.00%	94	866,154	6.94%	139	1,126,742	7.02%	158	1,084,492	6.57%	
NL	14	44,629	1.01%	32	220,812	1.77%	52	404,327	2.52%	59	442,310	2.68%	
NS	27	217,647	4.91%	62	451,352	3.61%	94	610,131	3.80%	115	748,539	4.53%	
NT	1	16,939	0.38%	4	49,307	0.39%	5	57,941	0.36%	4	41,475	0.25%	
NU	-	-	0.00%	2	28,328	0.23%	2	13,977	0.09%	2	11,648	0.07%	
ON	187	1,353,639	30.51%	545	3,725,443	29.84%	922	5,121,579	31.92%	962	4,885,530	29.58%	
PE	1	4,978	0.11%	7	52,734	0.42%	12	81,977	0.51%	18	115,326	0.70%	
QC	33	218,383	4.92%	169	948,966	7.60%	154	718,660	4.48%	261	1,246,016	7.54%	
SK	38	257,797	5.81%	152	1,171,140	9.38%	214	1,473,564	9.18%	215	1,347,386	8.16%	
YT	-	-	0.00%	1	6,731	0.05%	0	-	0.00%	-	-	0.00%	
		619	4,436,603	100.00%	1,795	12,486,032	100.00%	2,695	16,047,294	100.00%	3,048	16,515,652	100.00%

For additional information on the Performance History of the Receivables, visit the Contact Us section of the website.