

This report is a 'snapshot' of Peer-to-Peer lending (P2P) and Crowdfunding (CF) activity in New Zealand for the years 2021 to 2022, ending on 30 June 2022.

The report is based on data given to us by the licensed providers of these services in their annual regulatory returns. These returns are a standard requirement for licensees. They give us up-to-date information that helps us understand the businesses we regulate and determine the focus and priority of our monitoring activities.

Whilst you currently can only see a Pdf version of the report, we are creating an interactive version at the moment, that will allow you to investigate the data from 2017 to 2022.

So watch this space!

Overview Peer-to-Peer

Reference Year and Latest Year

2021 2022



Licensed Service Providers

8

Reference Year: 8 (+0%)

Total Value of Outstanding Loans

\$682.44M

Reference Year: \$661.5M (+3.17%)

Number of Outstanding Loans

20.17K

Reference Year: 22.06K (-8.58%)

Investors registered

38,598

Reference Year: 36,918 (+4.55%)

Licensed service providers operating a secondary market

2

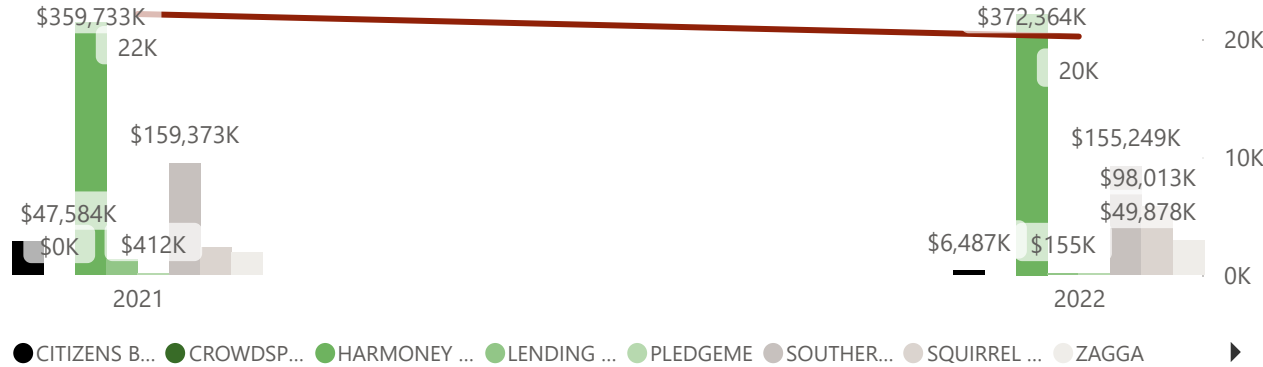
Reference Year: 2 (+0%)

Value of trades on secondary markets

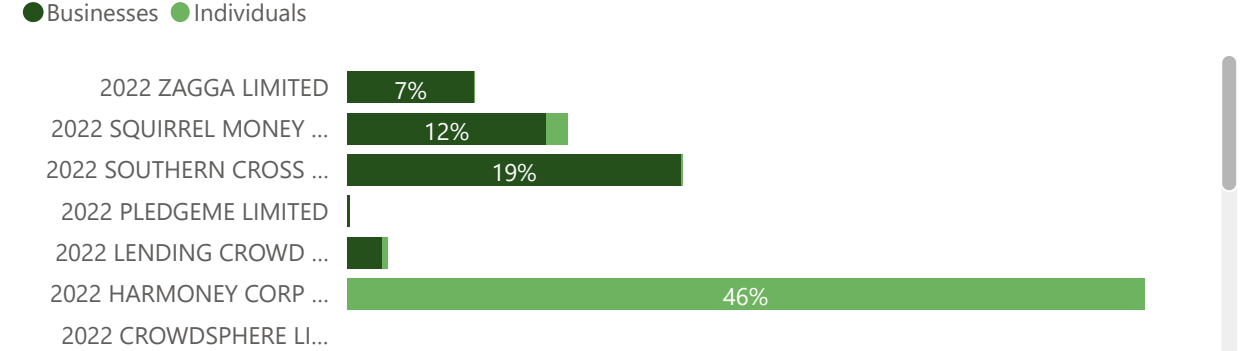
\$28M

Reference Year: \$14M (+92.64%)

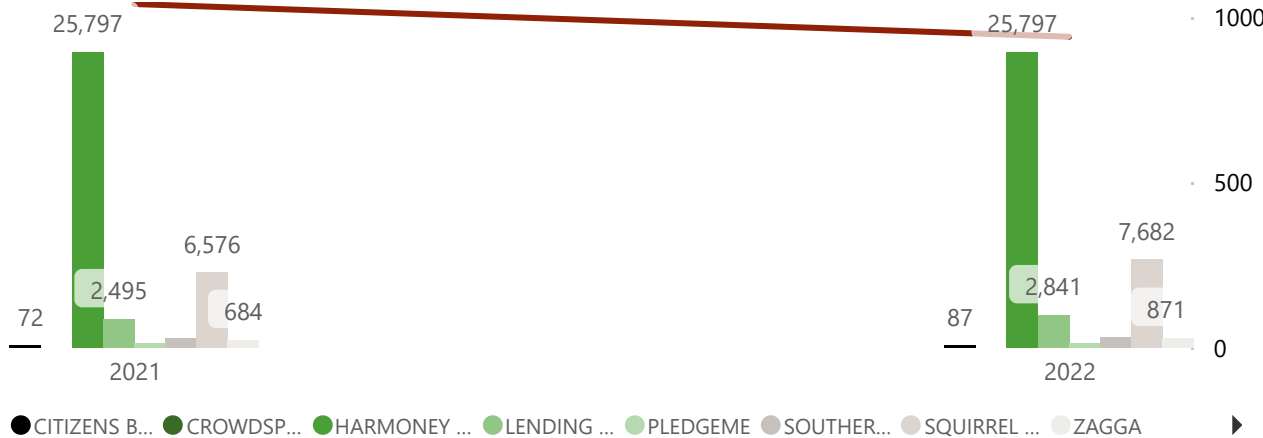
Total value vs total number of outstanding loans across years for each licensed service provider



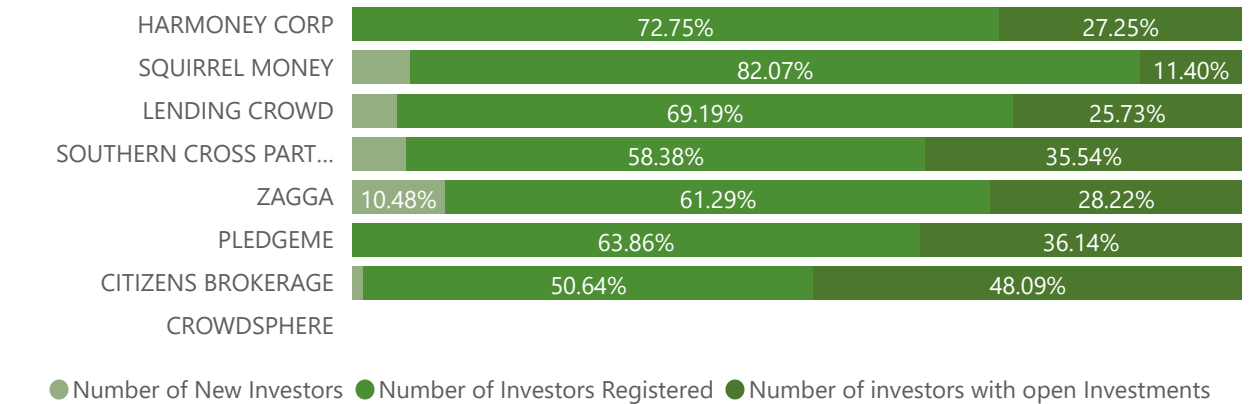
Total Number of Outstanding loans in Businesses and Individuals in Percent of total



Total number of new investors vs investors registered by licensed service provider and year



Relative percentage of new investors, the number of Investors with open investments and the total number of investors registered by service provider and year



Peer-to-Peer: Investments

Reference Year and Latest Year

2021

2022



Number of Licensed Service Providers

8

Reference Year: 8 (+0%)

Total Value of Outstanding Loans

\$682.4M

Reference Year: \$661.5M (+3.17%)

Number of Outstanding Loans

20,168

Previous: 22,060 (-8.58%)

Number of Investors registered

38,598

Reference Year: 36,918 (+4.55%)

Number of new Investors

941

Reference Year: 1,040 (-9.52%)

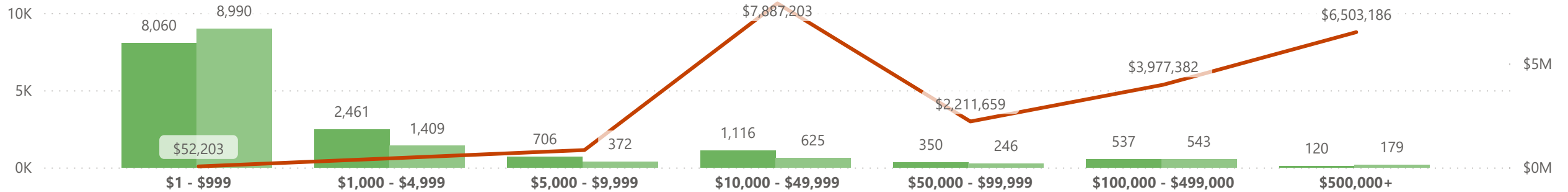
Number of Investors with open investments

7,119

Reference Year: 4,411 (+61.39%)

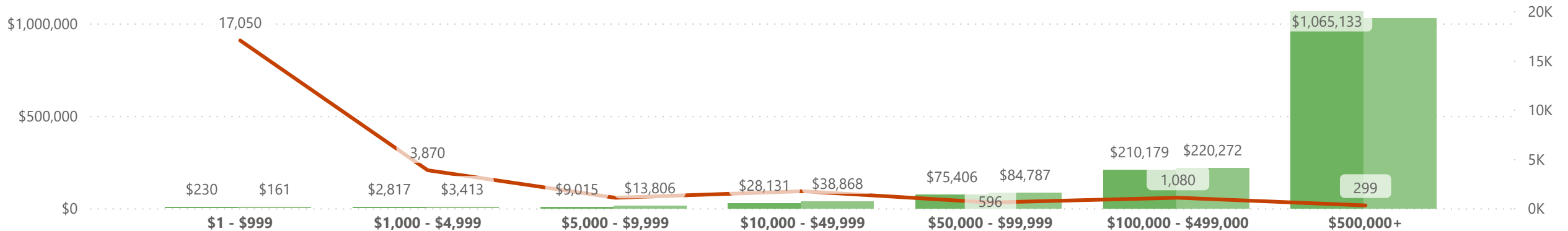
Number of individual investors and average amount invested across total investment Ranges and Years

● 2021 ● 2022 ● Average Amount invested



Average amount invested across total investment ranges by number of investors and Years

● 2021 ● 2022 ● Number of Investors



Peer-to-Peer: Borrowing loans

Reference Year and Latest Year

2021

2022



No of borrowers registered with P2P services

521,515

Reference Year: 473,047 (+10.25%)

Number of first time borrowers

8,275

Reference Year: 7,779 (+6.38%)

No of loans taken out by repeat borrowers

1,835

Reference Year: 1,856 (-1.13%)

No of outstanding secured loans

725

Reference Year: 1,848 (-60.77%)

Value of loans taken out by repeat borrowers

\$54M

Reference Year: \$54M (+0.81%)

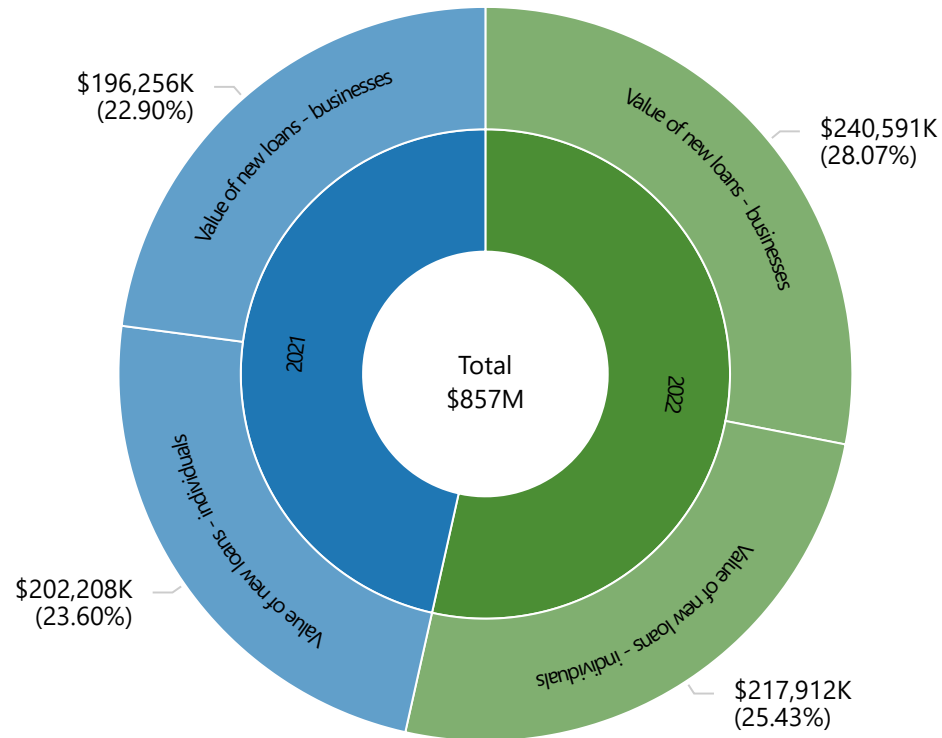
Value of outstanding secured loans

\$307M

Reference Year: \$289M (+5.92%)

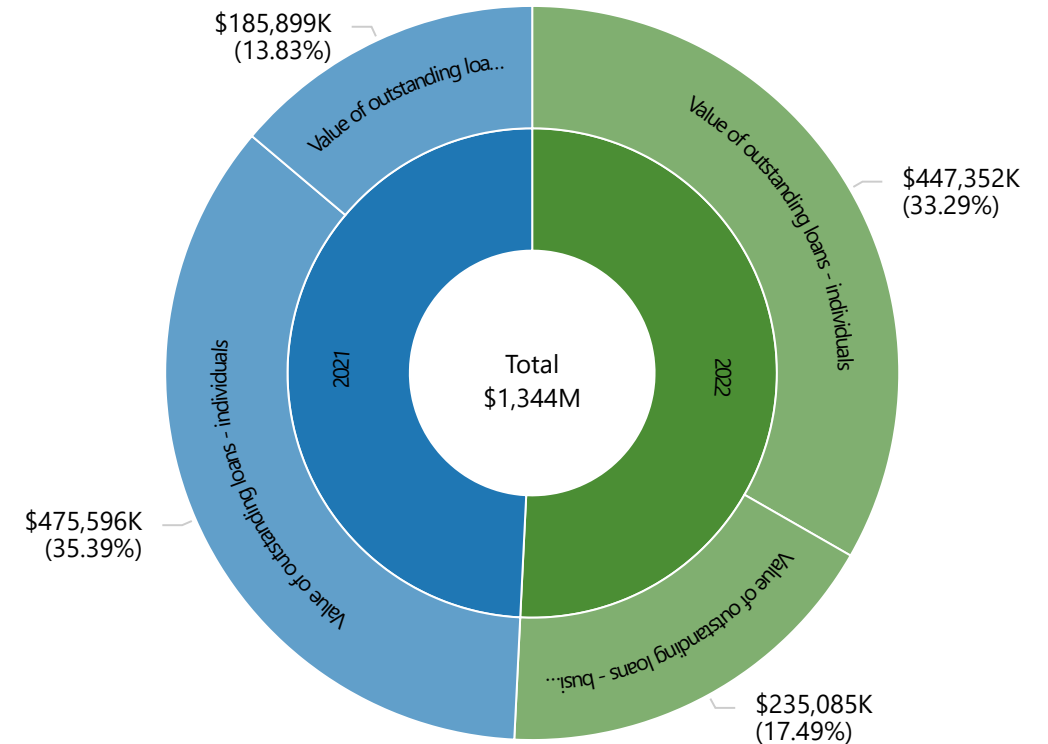
Total value of new loans to individuals and businesses across years

● 2021 ● 2022



Total value of outstanding loans to individuals and businesses across years

● 2021 ● 2022





Number of loans refinanced by Individuals

8,679

Reference Year: 7,935
(+9.38%)

Number of loans refinanced by businesses

26

Reference Year: 56 (-53.57%)

Value of loans repaid by individuals before refinancing

\$176M

Reference Year: \$168M (+4.63%)

Value of outstanding secured loans

\$14M

Reference Year: \$12M (+18%)

Value of loans written off

\$14M

Reference Year: \$17M (-13.4%)

Number of loans written off

765

Reference Year: 872
(-12.27%)

Number of outstanding loans in arrears

700

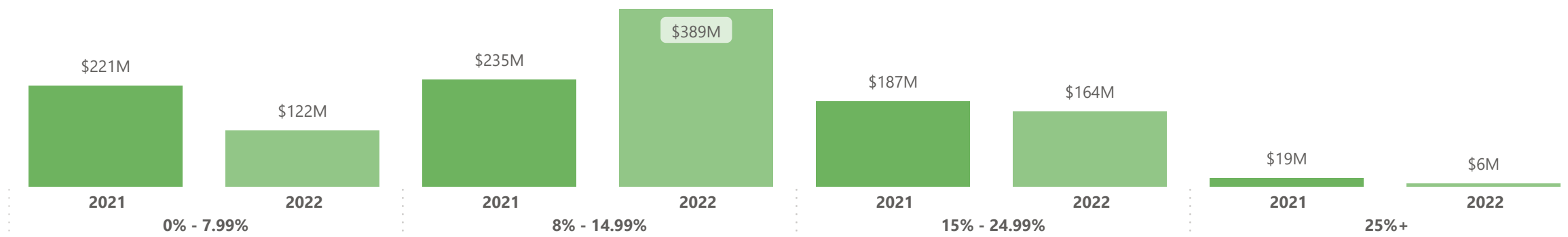
Reference Year: 876
(-20.09%)

Value of outstanding loans in arrears

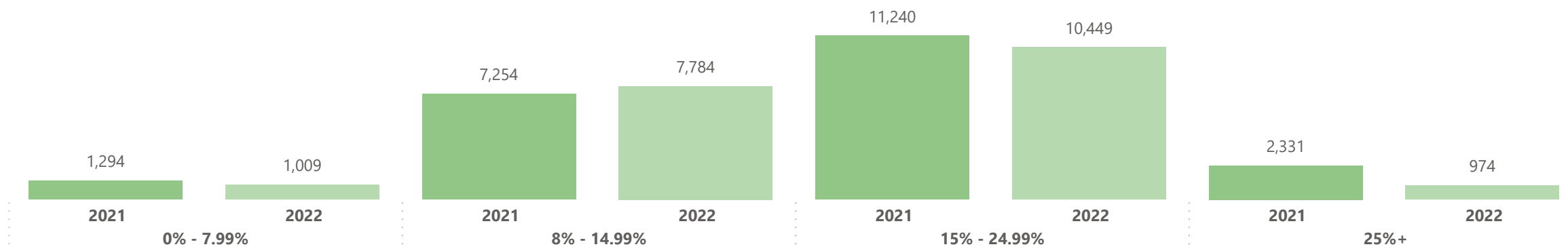
\$16M

Reference Year: \$18M (-10.82%)

What was the value of outstanding loans in each interest rate range by year ?



How many outstanding loans were there in each interest rate range by year ?



Crowdfunding: Overview

Reference Year and Latest Year

2021

2022



Number of Licensed service providers

Providers that facilitated offers

6

Reference Year: 6 (+0%)

6

Reference Year: 6 (+0%)

Total capital raised from licensed service investors

\$16M

Reference Year: \$18M (-10.61%)

Total capital raised from other investors

\$9M

Reference Year: \$13M (-29.91%)

Licensed service investors who invested for the first time

2,377

Reference Year: 4,406 (-46.05%)

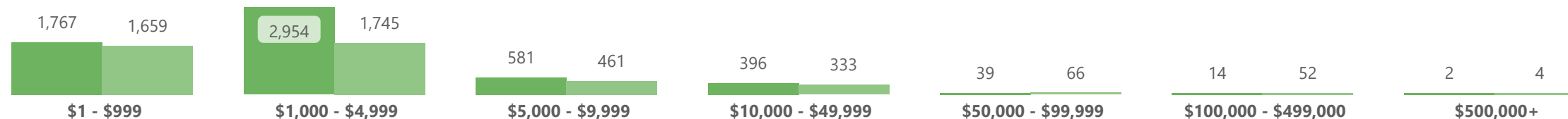
Licensed service investors who invested through the service

3,660

Reference Year: 5,772 (-36.59%)

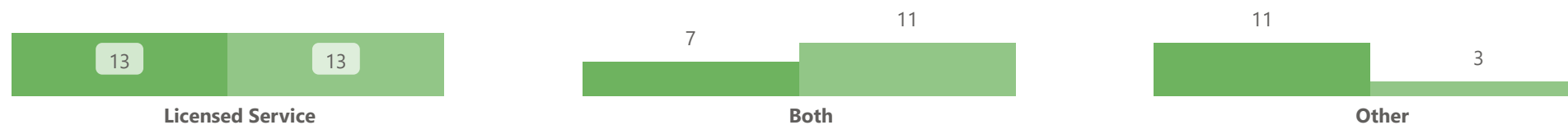
Number of licensed service investors for each total investment range

● 2021 ● 2022



Successful offers by Investor type

● 2021 ● 2022



Summary of successful offers by investor type

Categories	Year	Reference Year	Number of successful offers	Change (%)	Largest Amount of Capital raised	Change (%)	Smallest Amount of Capital raised	Change (%)
Other	2022	2021	14	-73%	\$2,000,000	18%	\$50,000	1906%
Licensed Service	2022	2021	26	0%	\$2,000,000	-72%	\$33,000	82%
Both	2022	2021	18	57%	\$3,320,000	22%	\$197,073	-72%

Crowdfunding: Investments

Reference Year and Latest Year

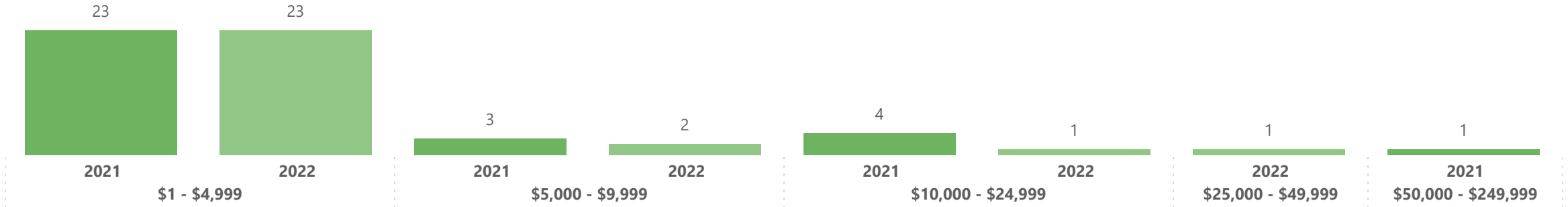
2021

2022

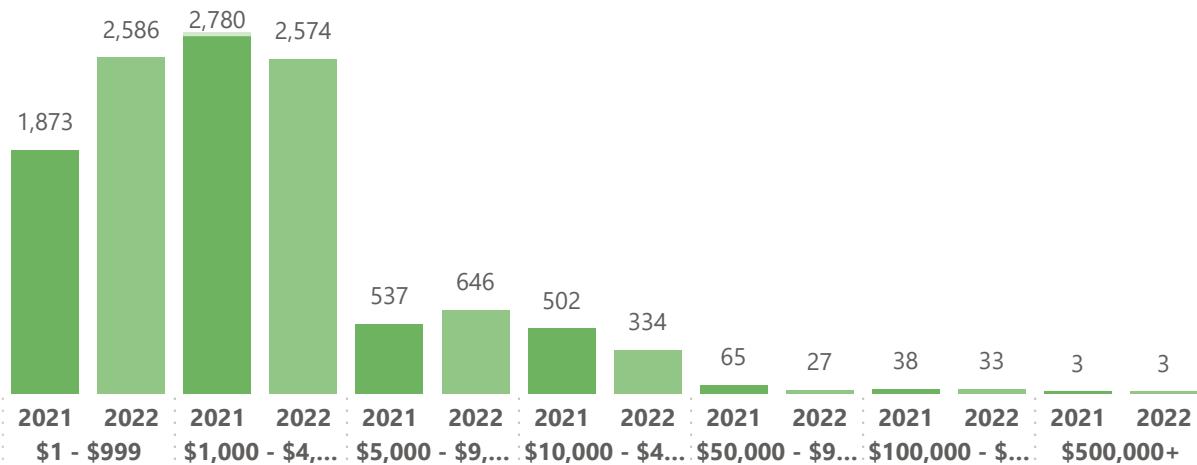


Number of Offers	Number of successful offers	Number of Issuers declined	Largest Investment by Licensed Service Investor	Largest Investment by an Other Investor	Number of providers operating in secondary market
36	27	259	\$250,000	\$2,000,000	1
Reference Year: 38 (-5.26%)	Reference Year: 31 (-12.9%)	Reference Year: 254 (+1.97%)	Reference Year: 371,353 (-32.68%)	Reference Year: 1,500,000 (+33.33%)	Reference Year: 1 (+0%)

Number of successful offers by minimum acceptable investment



Number of individual investments in each dollar range



Crowdfunding service providers act as intermediaries between companies offering shares and investors who want to buy shares.

Entities licensed as crowdfunding service providers often provide services other than that covered by their crowdfunding licence. The entity may assist a company to raise capital through a crowdfunding offer (covered by their licence), other types of offers (reliant on other provisions in the FMC act), or a mixture of both. In this report we refer to offers being made to "licensed service investors", "other investors", or to both types of investors:

- An offer to "licensed service investors" is one made through the service provider in reliance on their crowdfunding licence.
- An offer to "other investors" is one made through the service provider which is not subject to the operation of the crowdfunding licence.



Number of Offers	Number of successful offers	Number of Issuers declined	Total capital raised from other investors	Total value of capital raised from licensed service investors	Number of providers operating in secondary market
36	27	259	9,278K	\$15,902K	1
Reference Year: 38 (-5.26%)	Reference Year: 31 (-12.9%)	Reference Year: 254.00 (+1.97%)	Reference Year: 13,236K (-29.91%)	Reference Year: 15,902K (+0%)	Reference Year: 1 (+0%)

Successful Offers and total capital raised by Investor type

● Other Investors ● Licensed Investors ● All Investors



Summary of successful offers by licensed provider

Year	Number of successful Offers	Total Capital Raised Other Investors	Total Capital Raised Licensed Investors	Total Capital Raised All Investors
2021	31	\$8,742,598	\$15,924,833	\$24,667,432.30
2022	27	\$9,277,566	\$13,430,198	\$22,707,763.38
Total	58	\$18,020,164	\$29,355,031	\$47,375,195.68

Crowdfunding Definitions

Crowdfunding Service	A service that acts as an intermediary between: <ul style="list-style-type: none"> • issuers, which are companies that use the service to raise capital by offering shares, and • investors, who use the service to select offers to invest in. We only license equity based
Licensed crowdfunding offer	An offer that relies on the licensed crowdfunding service exemption to offer shares without supplying a product disclosure statement to potential investors
Licensed service investor:	Investors in a licensed crowdfunding offer
Minimal acceptable offer	Minimum amount that could be invested by a single investor for an offer
Other investor	An investor in an 'other offer' "An offer that does not rely on the licensed crowdfunding service exemption, for example an offer to wholesale investors. When licensed crowdfunding services facilitate these offers, licence obligations do not apply to the offer. Some companies make offers to both licensed service investors and other investors simultaneously"
Secondary Market	A facility provided by a licensed crowdfunding service for investors to buy and sell shares that were initially offered through the service
Successful offer	An offer that met the minimum funding target

Peer-to-Peer Definitions

Loans in arrears	Loans that were behind on scheduled repayments
Loans written off	Loans that were not expected to be repaid
New investors	Investors who invested through the service for the first time during the reporting period
Open investment	The total amount of an investor's funds that was invested in loans at the end of the reporting period
Outstanding loan	Loans that were still within their specified term at the end of the reporting period (including loans in arrears, but excluding loans written off or sold)
Peer-to-peer lending service	"A service that acts as an intermediary between: <ul style="list-style-type: none"> • borrowers, who use the service to request a loan; and • investors, who use the service to select borrowers to loan money to."
Refinancing (also referred to as rewriting)	When a borrower with an outstanding loan borrows more money, meaning the outstanding loan is repaid and replaced by a new, larger loan
Repeat borrower	A borrower who takes out a new loan after fully repaying a previous loan
Secured loan	A loan where the borrower has offered an asset as collateral Secured loan