



*Onyx Acceptance Corp*  
*Accts*  
*P.E. 12/31/01*

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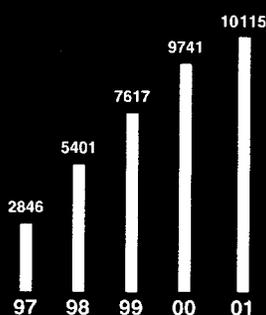
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**Onyx Acceptance Corporation**  
**2001 Annual Report**

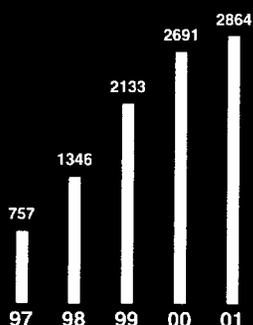
**Selected Financial Data For The Years Ended December 31,**

	1997	1998	1999	2000	2001
	(Dollars in thousands)				
Number of active dealerships . . . . .	2,846	5,401	7,617	9,741	10,115
Serviced portfolio . . . . .	\$757,277	\$1,345,961	\$2,133,460	\$2,690,607	\$2,864,338
Operating expense ratio . . . . .	5.5%	4.7%	4.1%	3.4%	3.2%
Loss reserves . . . . .	3.7%	4.3%	4.4%	4.6%	4.2%
Total revenues . . . . .	\$ 35,369	\$ 64,811	\$ 94,670	\$ 100,857	\$ 103,577
Servicing income as a % of total revenue . . . . .	26.0%	25.7%	30.5%	47.1%	49.4%

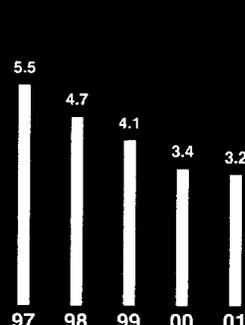
**Number of Active Dealerships**



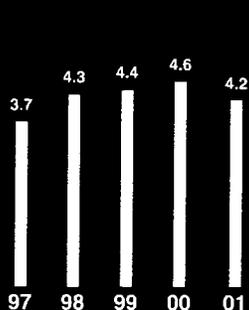
**Serviced Portfolio**



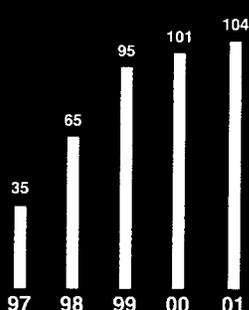
**Operating Expense Ratio**



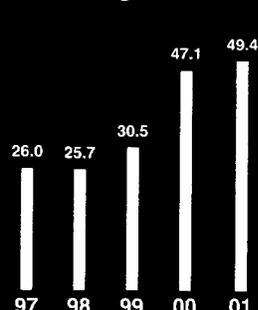
**Loss Reserves**



**Total Revenues**



**Servicing Income**



Fellow Shareholders:



2001 proved to be a year of challenges and successes. As of August 2001, production was at an all time high with over \$165 million in contract purchases. After the tragic events of September 11th, October, November and December production numbers declined to \$128 million, \$127 million and \$110 million, respectively. Sluggish vehicle sales combined with aggressive credit offerings and pricing from the auto manufacturers through year-end continued to place pressure on production. However, with the gradual return of consumer confidence and more normal financing products presented by the auto manufacturers, our production volumes have rebounded to over \$148 million for the month of April 2002. During 2001, we strengthened our relationships with our dealers, increasing the number of active dealers we are doing business with throughout the country from 9,741 as of year-end 2000 to 10,115 as of year-end 2001.

We have continued to enhance the quality of our loan portfolios. Every aspect of our credit matrix has improved. To highlight this, FICO credit scores of 680 and above in our monthly originations improved more than 100%, increasing from 15% to 32% within the portfolio. We are beginning to experience the positive results from these recent portfolios. Delinquencies have improved significantly, moving from 4.01% as of December 31, 2001 to 1.96% as of April 30, 2002. We expect to realize further improvement in credit losses and earnings in 2002 and 2003.

In last year's annual report, I spoke of our plans to move to an in-house servicing system. We successfully accomplished this major undertaking in July of 2001. We have begun to realize some of the hard cost savings from the new system, reducing operating expenses from 3.4% in 2000 to 3.2% in 2001, even while absorbing the initial outlay for the new system. We expect to realize savings of over \$1 million in operating expenses in 2002, on a larger serviced portfolio, when compared to the costs of our previous external service provider. Additional benefits, such as extended service hours, more efficient transaction processing and improved data management will further improve operations and reduce expenses.

We have improved our liquidity position by successfully completing two Net Interest Margin transactions in the 1st and 2nd quarters of 2002. These transactions involved the securitization of the residual interests from our outstanding asset-backed securitization trusts, thereby freeing borrowing capacity under our residual financing lines to help fund future operations. In November of 2001, we renewed our \$355 million warehouse facility with MBIA for an additional three years. Earlier this year, we introduced our new Onyx renewable note program offering competitive interest rates to investors while providing additional liquidity resources for the Company.

The future holds significant growth opportunities for Onyx. We are focused on opening the states of Ohio and New York in 2002. These states produce \$23.8 and \$26.0 billion, respectively, in vehicle sales annually. We expect to take advantage of our core business strengths and create financial partnerships to further maximize Onyx's earnings potential. At Onyx, we have engineered a business based on sound and proven strategies. On behalf of all shareholders, we will continue to stay focused on these objectives and never waiver from our goal of building an auto finance company second to none.



Sincerely,

*John W. Hall*

John W. Hall  
President  
and Chief Executive Officer

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SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**Form 10-K**

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(Mark One)

- ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 2001

or

- TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from                    to                    .

Commission file number: 28050

**Onyx Acceptance Corporation**

*(Exact name of Registrant as specified in its charter)*

Delaware

*(State or other jurisdiction of  
incorporation or organization)*

33-0577635

*(I.R.S. Employer  
Identification Number)*

Onyx Acceptance Corporation  
27051 Towne Centre Drive, Suite 100  
Foothill Ranch, CA 92610

*(Address of principal executive offices) (Zip code)*

(949) 465-3900

*(Registrant's telephone number including area code)*

Securities registered pursuant to Section 12(b) of the Act:

None

Securities registered pursuant to Section 12(g) of the Act:

Common Stock (\$0.01 Par Value)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendments to this Form 10-K.

The number of shares outstanding of the Company's Common Stock as of the closing of the market on March 20, 2002 was 5,086,793. The registrant does not have different classes of Common Stock. Based on the closing sale price of \$4.38 the registrant's Common Stock as quoted on the Nasdaq National Market on March 20, 2002, the aggregate market value of such stock held by non-affiliates of the registrant was approximately \$14.4 million on that date.

**DOCUMENTS INCORPORATED BY REFERENCE**

Portions of the registrant's Proxy Statement for the Annual Meeting of Stockholders currently expected to be held on May 30, 2002, to be filed with the Commission pursuant to Regulation 14A, are incorporated by reference in Part III of this Report.

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ANNUAL REPORT ON FORM 10-K

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## PART I

### Forward-Looking Statements

*When used throughout this Annual Report, the words "believes", "anticipates" and "expects" and similar expressions are intended to identify forward-looking statements. Such statements are subject to the many risks and uncertainties which affect the Company's business and actual results could differ materially from those projected and forecasted. These uncertainties, which include competition within the automobile finance industry, the effect of economic conditions, litigation risks and the availability of capital to finance planned growth, may not be limited to those we have identified and disclosed in this Annual Report. These and other factors which could cause actual results to differ materially from those in the forward-looking statements are discussed under the heading "Risk Factors." Given these uncertainties, readers are cautioned not to place undue reliance on such statements. Other than as may be required by law, the Company also undertakes no obligation to update these forward looking statements to reflect any future events or circumstances after the filing of this Annual Report.*

### Item 1. Business

#### General

Onyx Acceptance Corporation, a Delaware Corporation, ("Onyx" or the "Company") is a specialized consumer finance company engaged in the purchase, securitization and servicing of motor vehicle retail installment contracts originated by franchised and select independent automobile dealerships (collectively the "Contracts"). The Company was founded in August 1993 by a team of executives with extensive automobile finance experience in the major aspects of near-prime auto lending, including underwriting, servicing, information systems implementation, interest rate management, securitizations and auto dealer center management. The Company focuses its efforts on acquiring near-prime Contracts collateralized by late model used and, to a lesser extent, new motor vehicles, entered into with purchasers whom the Company believes have a favorable credit profile. Since commencing the purchase, origination and servicing of Contracts in February 1994, the Company has purchased or originated in excess of \$7.1 billion in Contracts, has completed 26 securitizations and currently has an active dealer base of approximately 10,100 dealerships. The Company has expanded its operations from a single office in Orange County, California to 19 auto finance centers (the "Auto Finance Centers") serving most regions of the United States.

#### Market and Competition

The Company operates in a highly competitive market. The automobile finance market has historically been serviced by a variety of financial entities including the captive finance affiliates of major automotive manufacturers, banks, savings associations, independent finance companies, credit unions and leasing companies. A number of these competitors have greater financial resources than the Company. Many of these competitors also have long-standing relationships with automobile dealerships and may offer dealerships or their customers other forms of financing or services not provided by the Company.

The Company competes for the purchase of Contracts which meet its underwriting criteria on the basis of emphasizing strong relationships with its dealership customer base through its local presence. The Company supports its dealership customer base with expanded service hours. The Company believes that its strong personal relationships with, and its level of service to, the dealerships in its customer base provide a competitive advantage to the Company.

## Business Strategy

The Company's principal objective remains to become one of the leading sources of near-prime auto lending in the United States by leveraging the experience of its senior management team in this industry. The Company seeks to maintain and increase profitability through the implementation of the following strategies:

*Targeted Market and Product Focus:* The Company targets the near-prime auto lending market because it believes that near-prime lending produces greater origination and operating efficiency than does sub-prime lending. The Company focuses on late model used rather than new vehicles, as management believes the risk of loss on used vehicles is lower due to lower depreciation rates, while interest rates are typically higher.

*Localized Dealership Service:* The Company provides a high level of service to its dealership base by underwriting and purchasing Contracts and marketing to and servicing dealerships on a local level through its Auto Finance Centers. The Company strategically locates its Auto Finance Centers in geographic areas of high dealership concentration to facilitate personal service in the local markets, including consistent buying practices, expanded hours of operation, competitive rates, a dedicated dealer service staff, fast turnaround time and systems designed to expedite the processing of Contract applications. This personal service is provided by a team of account managers (the "Account Managers") with an established reputation for responsiveness and integrity who call on dealerships in a consistent and professional manner. The Company believes that its local presence and service provide the opportunity to build strong and lasting relationships with dealerships.

*Expansion of Dealership Customer Base:* The Company establishes active relationships with a substantial percentage of franchised dealerships in the regions in which it does business through its 19 existing Auto Finance Centers. The Company intends to establish additional relationships within its existing market areas in 2002.

*Maintenance of Underwriting Standards and Portfolio Performance:* The Company has developed an underwriting process that is designed to achieve attractive yields while minimizing delinquencies and losses. Based on its belief that a standardized commercially available credit scoring system is a less effective means of assessing credit risk, especially in the near-prime sector, the Company employs trained credit managers (the "Credit Managers") in the local Auto Finance Centers to purchase Contracts satisfying the underwriting criteria developed by the Company. To assist in the underwriting process, the Company has developed an internal grading system that evaluates the borrower's credit parameters and generates recommended advance and buy rates. Significant deviations from the suggested rates are further investigated by the centralized Credit Audit Department. The Company's Credit Managers and Account Managers are compensated as a team and their compensation relies, in part, upon the quality of underwriting of the Contracts they approve. The Company has developed a credit review process where a post-funding audit is performed on most purchases and originations by reviewing Contracts against the Company's underwriting standards within 48 hours after they have been funded. This audit provides feedback to enhance the underwriting process. To further monitor the integrity of the underwriting process, management regularly tracks the yields, delinquency and loss rates of Contracts purchased by each Credit and Account Manager team.

*Technology-Supported Operational Controls:* The Company has developed and instituted control and review systems that enable it to monitor both the operations of the Company and the performance of the serviced portfolio. These risk management systems allow senior management to monitor Contract production, yields and performance on a real-time basis. The Company believes that its information systems not only enhance its internal controls but also allow it to significantly expand its serviced portfolio without a significant corresponding increase in its labor costs.

*Liquidity Through Warehousing and Securitizations:* The Company's strategy is to complete securitizations on a regular basis and to use warehouse credit facilities to fund Contracts prior to securitization. To fund dealer participation and finance daily operations, the Company relies to a significant extent on credit facilities that are collateralized by the Company's retained interest in securitized assets ("RISA") as well as subordinated debt offerings. The Company periodically completes residual interest securitizations to pay down

these credit facilities. The Company also utilizes both securitization and hedging strategies to leverage its capital efficiently and to substantially reduce its interest rate risk.

## Operations

*Dealership Marketing and Service:* As of December 31, 2001, the Company had 19 Auto Finance Centers located throughout the United States and had relationships with 10,115 dealerships. Of these dealerships, approximately 90% are franchised and approximately 10% are independent automobile dealerships. The Company believes that franchised and select independent automobile dealerships are most likely to provide the Company with Contracts that meet the Company's underwriting standards.

The Company has significantly expanded its customer base of automobile dealerships, and has increased the size of its serviced portfolio. The following table sets forth information about the Company's Contracts and Auto Finance Centers as of the dates indicated:

	For the Years Ended December 31,				
	1997	1998	1999	2000	2001
	(Dollars in thousands)				
Number of auto finance centers . . . . .	10	14	17	19	19
Number of contracts purchased . . . . .	50,214	86,150	127,628	131,648	115,141
Dollar volume of contracts collateralized by new vehicles . . . . .	\$129,178	\$ 186,654	\$ 245,058	\$ 301,100	\$ 351,073
Dollar volume of contracts collateralized by used vehicles . . . . .	\$476,727	\$ 851,881	\$1,313,946	\$1,370,603	\$1,255,257
Dollar volume of contracts . . . . .	\$605,905	\$1,038,535	\$1,559,004	\$1,671,703	\$1,606,330
Average dollar volume of contracts per auto finance center . . . . .	\$ 60,591	\$ 74,181	\$ 91,706	\$ 87,984	\$ 84,543
Number of active dealerships . . . . .	2,846	5,401	7,617	9,741	10,115
Serviced portfolio . . . . .	\$757,277	\$1,345,961	\$2,133,460	\$2,690,607	\$2,864,338

The Company's objectives over the next 12 months are to expand its financing reach in metropolitan areas within the United States and to further develop relationships with existing franchised and select independent dealerships in the states where the Company is currently doing business. At present, the Company does not intend to open any new Auto Finance Centers in 2002.

The Account Managers work from the Auto Finance Centers to solicit, enroll and educate dealerships as well as to maintain relationships with the Company's existing dealership customer base. Each Account Manager visits the dealership finance manager at each targeted dealership in his or her territory and presents information about the Company's dealership services. The Company's services include expanded service hours and the ability to rapidly respond to credit applications. The Account Managers educate the dealership finance managers about the Company's underwriting philosophy, including its preference for near-prime quality Contracts collateralized by late model used motor vehicles and its practice of using trained Credit Managers (rather than sole reliance upon computerized scoring systems) to review applications.

The Account Managers also advise the dealership finance managers regarding the Company's commitment to serve a broad scope of qualified borrowers through its three near-prime auto lending programs: the "Premier", the "Preferred", and the "Standard" Programs. The Premier Program allows the Company to market lower interest rates in order to capture customers of superior credit quality. The Preferred Program allows the Company to offer Contracts at higher interest rates, in relation to the premier program, to borrowers with proven credit quality. The Standard Program allows the Company to assist qualified borrowers, who may have experienced previous credit problems or have not yet established a significant credit history, at interest rates higher than the Company's other programs.

The Company enters into a non-exclusive dealership agreement containing certain representations and warranties by the dealership about the Contracts. After this relationship is established, the Account Managers

continue to actively monitor the relationship to meet the Company's objectives with respect to the volume of applications satisfying the Company's underwriting standards. Due to the non-exclusive nature of the Company's relationships with dealerships, the dealerships retain discretion to determine whether to solicit financing from the Company or from another source or sources for a customer seeking to finance a vehicle purchase. The Account Managers regularly telephone and visit finance managers to reinforce to them the Company's objectives and to answer any questions they may have. To increase the effectiveness of these contacts, the Account Managers can obtain from the Company's management information systems real-time information listing by dealership the number of applications submitted, the Company's response and the reasons why a particular application was rejected. The Company believes that the personal relationships its Account Managers, Credit Managers and Auto Finance Center Managers establish with the finance managers at the dealerships are a significant factor in creating and maintaining productive relationships with its dealership customer base.

#### Underwriting and Purchasing of Contracts

The Company's underwriting standards are applied by trained Credit and Account Managers with a personal, hands-on analysis of the creditworthiness of each applicant, rather than sole reliance upon standardized commercially available credit scoring systems used by several of the Company's competitors. The Company believes that credit-scoring systems may approve applicants who are in fact not creditworthy, while denying credit to others whom may have acceptable credit risk for the interest rate being charged. In addition, the Company believes that it can enhance the relationship with its dealership and consumer customer base by having its Credit and Account Managers utilize a rules/exception based automated credit/audit system. The Credit and Account Managers personally review each application and communicate to the submitting dealership the results of the review, including the reasons why a particular application may have been declined. This practice encourages the dealership finance managers to submit Contracts meeting the Company's underwriting standards, thereby increasing the Company's operating efficiency. In order to ensure consistent application of its underwriting standards as its volume of Contract purchases increases, the Company has a formal internal training program for new and existing Credit and Account Managers.

The underwriting process begins when an application is faxed by a dealership to a central toll-free number, at the Company's corporate headquarters, where it is input into the Company's front-end application processing system. Each application is evaluated by a Credit or Account Manager in the local Auto Finance Center using uniform underwriting standards developed by the Company. These underwriting standards are intended to assess the applicant's ability to timely repay all amounts due under the Contract and the adequacy of the financed vehicle as collateral. To evaluate credit applications, the Credit or Account Manager reviews, among other things, on-line information, including reports of credit reporting agencies, nationally recognized vehicle valuation services, and ownership of real estate listed on an application. The Company has installed an in-house grading system to facilitate its current underwriting standards. The system analyzes the borrower's credit profile and collateral and produces recommended advance and buy rate guidelines. The system also performs additional fraud checks to alert the users of potential problems with the application. The system also ties in the overall Contract grade with the user's credit limits, as each user is assigned a credit limit within each grade the Company offers. If the application falls outside the user's limits, the system will prompt the application to be reviewed by a higher user level. The system was installed to further enhance the enforcement of the Company's credit policies and to monitor credit exceptions on a real-time basis. The Company's wide area network permits a Credit or Account Manager in any Auto Finance Center to access an application on a real-time basis. This computer network enables senior management to efficiently review Contracts requiring senior approval, and permits the Company to seamlessly shift underwriting work among any of the Auto Finance Centers to increase operating efficiency. Finally, the Company's risk management reporting system permits daily review by senior management of operating results sorted by any number of variables, including by Credit/Account Manager, Auto Finance Center or dealership.

The funds advanced by the Company to purchase a Contract generally do not exceed: (i) for a new financed vehicle, the dealer's invoice plus taxes, title and license fees, any extended warranty and credit insurance; or (ii) for a used financed vehicle, the wholesale value assigned by a nationally recognized vehicle

valuation service value guide, plus taxes, title and license fees, any extended warranty and credit insurance. However, the actual amount advanced for a Contract may be limited by a number of factors, including the length of the Contract term, the make, model and year of the financed vehicle and the creditworthiness of the obligor. These adjustments are made to insure that the financed vehicle constitutes adequate collateral to secure the Contract. Contracts purchased or originated in 2001 had an average loan to value ratio at purchase or origination of 100.0% which the Company believes is one of the lowest in the industry.

Once the review of an application is completed, the Credit or Account Manager communicates the decision to the dealership specifying approval, conditional approval (such as an increase in the down-payment, reduction in the term of the financing, or the addition of a co-signer to the Contract), or denial.

The dealership is required to deliver the necessary documentation for each Contract approved for purchase by the Company to the originating Auto Finance Center. The Company audits such documents for completeness and consistency with the application, providing final approval for purchase of the Contract once these requirements have been satisfied. The completed Contract file is then promptly forwarded to the corporate headquarters.

The Auto Finance Center purchasing the Contract funds the purchase and may pay the dealer a fee in the form of dealer participation in the finance income. The dealership can receive 100% of the dealer participation, at purchase or at month-end, and the Company is entitled to recover from the dealership over the life of the Contract the unearned portion of the dealer participation in the event of a prepayment of the purchased Contract or charge-off of the Contract. The Company also offers three other participation methods, in which the Company pays less than 100% of the dealer participation, but for which the dealership is under no obligation to refund any unearned participation amount if the Contract defaults or pre-pays after the expiration of a set period of time after the Contract purchase date.

The Company conducts a post-funding credit review of a significant portion of its Contracts through its centralized Credit Audit Department. In the review, the funded application is re-examined to ensure compliance with the Company's underwriting requirements. As part of the post-funding review, a predetermined sampling of approximately one out of eight Contracts is selected for which the borrower is contacted to verify certain information on the Contract. The results are then reviewed by senior management to ensure consistent application of the Company's underwriting standards.

The Company employs a compensation system for its Credit Managers, Account Managers and Auto Finance Center Managers as teams, and is designed to reward those employees whose Contract purchases meet the Company's volume and yield objectives while preserving credit quality. Generally, these bonuses are payable monthly, and constitute a significant portion of an employee's compensation. The Company believes this incentive compensation system motivates employees to purchase only those near-prime quality Contracts that meet the Company's objectives of increasing volume at targeted yields while preserving credit quality.

The following table sets forth information about the Company's Contracts as of the dates indicated:

	For the Years Ended December 31,				
	1997	1998	1999	2000	2001
	(Dollars in thousands)				
Contracts purchased . . . . .	\$605,905	\$1,038,535	\$1,559,004	\$1,671,703	\$1,606,330
Average contract amount purchased . . .	\$ 12.1	\$ 12.1	\$ 12.2	\$ 12.6	\$ 14.0
Weighted average initial term (months) . . . . .	57.0	57.5	57.0	57.2	58.2
Percentage of dollar amount of contracts purchased and collateralized by new motor vehicles	21.32%	17.97%	15.72%	18.01%	21.86%
Percentage of dollar amount of contracts purchased and collateralized by used motor vehicles	78.68%	82.03%	84.28%	81.99%	78.14%

Periodically the Company performs an analysis of its serviced portfolio to evaluate the effectiveness of its underwriting guidelines. As external economic factors, credit delinquencies or credit losses change, the Company may adjust its underwriting guidelines and/or incentive compensation system to maintain the asset quality deemed acceptable by the Company's management.

#### **Servicing and Collection Procedures**

The Company services all Contracts in its serviced portfolio, and utilized an external service provider for its loan accounting and collection system processing through June 30, 2001. The charges associated with this provider were directly correlated to the number of Contracts serviced by the Company. To reduce the costs of its growing portfolio, the Company installed an in-house loan accounting and collection system effective July 1, 2001, and terminated its contract with the external service provider shortly after the conversion. The Company currently outsources its customer billing functions. Through a service provider, the Company mails to each obligor a monthly billing statement approximately 20 days prior to the due date. The Company believes this method has proven to be more effective in controlling delinquency, and therefore losses, than payment coupon books which are delivered to the obligor at the time the Contract is purchased. The Company charges a late fee, where allowed by law, on any payment received after the expiration of the statutory or contractual grace period. Most payments from obligors are deposited directly into a lockbox account while the remainder of payments are received directly by the Company and promptly deposited by the Company into the lockbox account.

Under the terms of its credit facilities and securitization trusts, the Company acts as servicer with respect to all Contracts purchased or originated in its serviced portfolio. The Company receives servicing fees for servicing securitized Contracts equal to one percent per annum of the outstanding principal balance of such Contracts. The Company services the securitized Contracts by collecting payments due from obligors and remitting such payments to the trustee in accordance with the terms of the servicing agreements. The Company maintains computerized records with respect to each Contract to record receipts and disbursements and to prepare related servicing reports.

#### **Collection Procedures**

Collection activities with respect to delinquent Contracts are performed by the Company at its Foothill Ranch, California and Hazelwood, Missouri collection centers. Collection activities include prompt investigation and evaluation of the causes of any delinquency. An obligor is considered delinquent when he or she has failed to make a scheduled payment under the Contract within 30 days of the related due date (each a "Due Date").

To automate its collection procedures, the Company uses features of its computer systems to provide tracking and notification of delinquencies. The collection system provides relevant obligor information (for example, current addresses, phone numbers and loan information) and records of all Contracts. The system also records an obligor's promise to pay and provides supervisors the ability to review collection personnel activity and to modify collection priorities with respect to Contracts. These processes were also brought in-house in July 2001. The Company also utilizes a predictive dialing system to make phone calls to obligors whose payments are past due. The predictive dialer is a computer-controlled telephone dialing system which dials phone numbers of obligors from a file of records extracted from the Contract database. By eliminating time wasted on attempting to reach obligors, this system permits a collector to work on average 3 times the number of accounts. Once a live voice responds to the automated dialer's call, the system automatically transfers the call to a collector and the relevant account information to the collector's computer screen. The system also tracks and notifies collections management of phone numbers that the system has been unable to reach within a specified number of days, thereby promptly identifying for management all obligors who cannot be reached by telephone.

Once an obligor is more seriously delinquent, these accounts are assigned to specific collectors at the Foothill Ranch or Hazelwood collection centers who have primary responsibility for such delinquent accounts until they are resolved. To expedite collections from late paying obligors, the Company uses several Western

Union payment services which allow an obligor to remit payments which are in turn deposited to the Company's lockbox account.

Generally, after a scheduled payment under a Contract continues to be past due for between 45 and 60 days, the Company will initiate repossession of the financed vehicle. However, if a Contract is deemed uncollectable, if the financed vehicle is deemed by collection personnel to be in danger of being damaged, destroyed or made unavailable for repossession, or if the obligor voluntarily surrenders the financed vehicle, Onyx may repossess it without regard to the length of payment delinquency. Repossessions are conducted by third parties that are engaged in the business of repossessing vehicles for secured parties. Under California law and the laws of most other states, after repossession, the obligor generally has an additional period of time to redeem the financed vehicle before the financed vehicle may be resold by the Company in an effort to recover the balance due under the Contract.

If the proceeds from the sale of a repossessed vehicle fall short of the balance due on the Contract, the Company will experience a loss. The current policy of the Company is to recognize losses on repossessed vehicles in the month in which the vehicle is sold or in which the scheduled payment becomes 120 days delinquent, whichever occurs first. Losses may occur in connection with delinquent Contracts for which the vehicle was not repossessed, either because of a discharge of the obligor's indebtedness in a bankruptcy proceeding or due to the Company's inability to locate the financed vehicle or the obligor. In these cases, losses are recognized at the time a Contract is deemed uncollectable or during the month a scheduled payment under the Contract becomes 150 days past due, whichever occurs first.

Upon repossession and sale of the financed vehicle, any deficiency remaining is pursued against the obligor to the extent deemed practical by the Company and to the extent permitted by law. The loss recognition and collection policies and practices of the Company may change over time in accordance with the Company's business judgment.

#### **Modifications and Extensions**

The Company offers certain credit-related extensions to obligors. These extensions are offered only when the Company believes that the obligor's financial difficulty has been resolved or will no longer impair the obligor's ability to make future payments.

#### **Insurance**

Each Contract requires the obligor to obtain comprehensive and collision insurance with respect to the related financed vehicle with the Company named as a loss payee. In the event that the obligor fails to maintain the required insurance, however, the Company has purchased limited comprehensive and collision insurance from Great American Insurance Companies. A portion of the policy provides the Company with protection on each uninsured or underinsured financed vehicle against total loss, damage or theft. In conjunction with the blanket coverage, the Company also has the ability to place month-to-month insurance certificates through Great American Insurance Companies on uninsured accounts whose Contract allow for such placement. To further reduce its exposure to uninsured motorists, the Company operates an insurance tracking function at its corporate headquarters. This department systematically records cancellations, expirations and renewals and initiates contacts with both obligors and insurers to maximize compliance with Company policy.

#### **Financing and Sale of Contracts**

The Company finances the acquisition and origination of Contracts primarily through its Triple-A Facility. Due to the Company's decision to slow receivable growth, two additional warehouse lines were not renewed in 2001.

*CP Facility:* As of December 31, 2001, the Company was party to a \$355 million warehousing facility (the "CP Facility"), with Triple-A One Funding Corporation ("Triple-A"). Onyx Acceptance Financial Corporation ("Finco"), a special purpose subsidiary of the Company, is the borrower under the CP Facility.

The CP Facility is used to fund the purchase or origination of Contracts. Triple-A is a rated commercial paper asset-backed conduit sponsored by MBIA Insurance Corporation ("MBIA"). MBIA provides credit enhancement for the facility by issuing a financial guarantee insurance policy covering all principal and interest obligations owed for the borrowings under the facility. The Company pledges its Contracts held for sale to borrow from Triple-A. The CP Facility was renewed in November 2001 for a three-year term, subject to annual renewals by liquidity providers. A \$150 million commercial paper facility with a commercial paper asset-backed conduit sponsored by The Chase Manhattan Bank expired in August 2001 and was not renewed.

*The Merrill Line:* A subsidiary of the Company, Onyx Acceptance Funding Corporation ("Fundco"), had a \$100 million line of credit (the "Merrill Line"), with Merrill Lynch Mortgage Capital, Inc. ("MLMCI"), which provided warehouse funding for the purchase or origination of Contracts and was used in concert with the CP Facility the Company currently has in place. This line expired in February 2001 and was not renewed.

The Company finances dealer participation payments and daily operations principally through credit facilities collateralized by its retained interest in securitized assets ("RISA") as well as through proceeds from subordinated debt offerings.

*The Residual Lines:* The Company, through Fundco, currently has two residual financing facilities: a \$50.0 million line with Salomon Smith Barney Realty Corporation ("SBRC") and a \$35.0 million facility with Credit Suisse First Boston (Europe) Limited, as buyer ("CSFB-Europe"), and Credit Suisse First Boston Corporation, as agent ("CSFB"). (The SBRC facility together with the CSFB-Europe facility described above are sometimes referred to herein as the "Residual Lines"). The Residual Lines are used by the Company to finance operating requirements. The lines utilize collateral-based formulas that set borrowing availability to a percentage of the value of excess cash flow to be received from certain securitizations. Each loan under the SBRC line matures one year after the date of the loan; the Company expects each loan to be renewed at term. The CSFB — Europe line was renewed in October 2001 for a one-year term.

*Residual Securitizations:* The Company markets residual securitizations on a regular basis as a means to maximize its borrowing capacity and liquidity under its current residual financing lines. During the first quarter of 2000, the Company securitized the residual cash flows from 15 of its then outstanding securitizations. The proceeds of this transaction were used to pay down two of the Company's residual financing facilities and pay off another residual financing facility. The Company recently finalized its second residual securitization in March of 2002. The proceeds from this transaction were utilized to pay down the outstanding balance on the Residual Lines.

*Subordinated Debt:* As of December 31, 2001, the Company had outstanding approximately \$16.2 million of subordinated debt. \$4.2 million of this amount is being amortized through February 2003 with a stated interest rate of 9.5%. The remaining balance has a stated interest rate of 12.5% and a maturity of June 2006.

The facilities and lines above contain affirmative, negative and financial covenants typical of such credit facilities. The Company was in compliance with these covenants as of December 31, 2001.

*Hedging and Interest Rate Risk Management:* The Company employs a hedging strategy that is intended to minimize the risk of interest rate fluctuations, and which historically has involved the execution of forward interest rate swaps or use of a pre-funding structure for the Company's securitizations. The Company is not required to maintain collateral on the outstanding hedging program, until the point where the fair value declines below (\$1.0) million.

*Securitization:* Regular Contract securitizations are an integral part of the Company's business plan because they allow the Company to increase its liquidity, provide for redeployment of its capital and reduce risks associated with interest rate fluctuations. The Company has developed a securitization program that involves selling interests in pools of its Contracts to investors through the public issuance of AAA/Aaa rated asset-backed securities. The Company completed four AAA/Aaa rated publicly underwritten asset-backed securitizations in the amount of \$1.6 billion in 2001.

The net proceeds of these securitizations are used to pay down outstanding indebtedness incurred under the Company's credit facilities used to purchase Contracts, thereby creating availability for the purchase of additional Contracts. Through December 31, 2001, the Company had securitized approximately \$6.8 billion of Contracts in 26 separate transactions. In each of its securitizations, the Company sold its Contracts to a newly formed grantor or owner trust which issued certificates or notes in an amount equal to the aggregate principal balance of the Contracts.

To improve the level of profitability from the sale of securitized Contracts, the Company arranges for credit enhancement to achieve an improved credit rating on the asset-backed securities issued. This credit enhancement has taken the form of a financial guaranty insurance policy (the "Financial Guarantee Insurance Policy") insuring the payment of principal and interest due on the asset-backed securities.

The Company receives servicing fees for its duties relating to the accounting for and collection of the Contracts. In addition, the Company is entitled to the future excess cash flows arising from the trusts. Generally, the Company sells the Contracts at face value and without recourse, except that certain representations and warranties with respect to the Contracts are provided by the Company as the servicer and Finco as the seller to the trusts.

Gains on sale of Contracts arising from securitizations provide a significant portion of the Company's revenues. Several factors affect the Company's ability to complete securitizations of its Contracts, including conditions in the securities markets generally, conditions in the asset-backed securities market specifically, the credit quality of the Company's portfolio of Contracts and the Company's ability to obtain credit enhancement.

#### **Government Regulation**

The Company's operations are subject to regulation, supervision, and licensing under various federal, state and local statutes, ordinances and regulations. The Company is required to comply with the laws of those states in which it conducts operations. Management believes that it is in compliance with these laws and regulations.

*Consumer Protection Laws:* Numerous federal and state consumer protection laws and related regulations impose substantial requirements upon lenders and servicers involved in consumer finance. These laws include the Truth-in-Lending Act, the Equal Credit Opportunity Act, the Federal Trade Commission Act, the Fair Credit Reporting Act, the Magnuson-Moss Warranty Act, the Federal Reserve Board's Regulations B and Z, states' adaptations of the Uniform Consumer Credit Code and of the Uniform Commercial Code (the "UCC") and state motor vehicle retail installment sales acts and other similar laws. These laws, among other things, require the Company to provide certain disclosures to applicants, prohibit misleading advertising and protect against discriminatory financing or unfair credit and collection practices. The Truth-in-Lending Act and Regulation Z promulgated thereunder require disclosure of, among other things, the payment schedule, the finance charge, the amount financed, the total of payments and the annual percentage rate charged on each retail installment contract. The Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants (including retail installment contract obligors) on the basis of specific enumerated criteria. Creditors are also required to make certain disclosures regarding consumer rights and advise consumers whose credit applications are not approved. The rules of the Federal Trade Commission (the "FTC") limit the types of property a creditor may accept as collateral to secure a consumer obligation, and its holder in due course rules provide for the preservation of the consumer's claims and defenses when a consumer obligation is assigned to a holder. With respect to used vehicles specifically, the FTC's rule on Sale of Used Vehicles requires that all sellers of used vehicles prepare, complete and display a Buyer's Guide which explains any applicable warranty coverage for such vehicles. Also, some state laws impose finance charge ceilings and other restrictions on consumer transactions and require contract disclosures in addition to those required under federal law. These requirements impose specific statutory liabilities upon creditors who fail to comply with their provisions. In some cases these provisions could affect the Company's ability to enforce the Contracts it purchases or originates.

## Employees

The Company employs personnel experienced in all areas of loan origination, documentation, collection and administration. The Company employs and trains specialists in loan processing and servicing with minimal crossover of duties. At December 31, 2001, the Company had 990 full-time employees, none of whom were covered by collective bargaining agreements. The Company believes it has good relationships with its employees.

## RISK FACTORS

*You should carefully consider the following risks in your evaluation of us and our common stock. The risks and uncertainties described below may not be the only ones facing our Company. Additional risks and uncertainties, including, but not limited to, credit, economic, competitive, governmental and financial factors affecting our operations, markets, financial products, and services and other factors discussed in our future filings with the Securities and Exchange Commission may also adversely impact and impair our business. If any of these risks actually occur, our business, results of operations, cash flows or financial condition would likely suffer. In such case, the trading price of our common stock could decline, and you may lose all or part of the money you paid to buy our common stock.*

### We Need Substantial Liquidity.

We require a substantial amount of liquidity to operate our business. Among other things, we use such liquidity to:

- acquire Contracts;
- pay dealer participation;
- pay securitization costs and fund related accounts;
- settle hedge transactions;
- satisfy working capital requirements and pay operating expenses; and
- pay interest expense.

A substantial portion of our revenues in any period is represented by gain on sale of Contracts generated by a securitization in such period, but the cash underlying such revenues is received over the life of the Contracts.

We have operated on a negative cash flow basis and expect to do so in the future as long as the volume of Contract purchases continues to grow. We have historically funded these negative operating cash flows principally through borrowings from financial institutions, sales of equity securities and sales of subordinated notes. We cannot assure you, however, that (1) we will have access to the capital markets in the future for equity, debt issuances or securitizations, or (2) financing through borrowings or other means will be available on acceptable terms to satisfy our cash requirements. If we are unable to access the capital markets or obtain acceptable financing, our results of operations, financial condition and cash flows would be materially and adversely affected. See "Management's Discussion and Analysis of Financial Condition and Results of Operations — Liquidity and Capital Resources."

### We Depend on Warehouse Financing.

We depend on a warehouse facility with a financial institution to finance the purchase or origination of Contracts pending securitization. See "Business — Financing and Sale of Contracts." Our business strategy requires that such financing continue to be available during the warehousing period.

Whether the CP Facility continues to be available to us depends on, among other things, whether we maintain a target net yield for the Contracts financed under the CP Facility and comply with certain financial

covenants contained in the sale and servicing agreements between us, as seller, and our wholly-owned special purpose finance subsidiary, Finco as purchaser. These financial covenants include:

- a minimum ratio of net worth plus subordinated debt to total assets;
- a maximum ratio of credit enhancement assets to tangible net worth;
- earnings before interest, depreciation and taxes coverage ratio; and
- minimum cash on hand.

We cannot assure you that our CP Facility will be available to us or that it will be available on favorable terms. If we are unable to arrange new warehousing credit facilities or extend our existing credit facility when it expires, our results of operations, financial condition and cash flows could be materially and adversely affected.

#### **We Depend on Residual Financing.**

When we sell our Contracts in securitizations, we receive cash and a residual interest in the securitized assets ("RISA"). The RISA represents the future cash flows to be generated by the Contracts in excess of the interest paid on the securities issued in the securitization and other costs of servicing the Contracts and completing the securitization. (See "Management's Discussion and Analysis of Financial Condition and Results of Operations — Securitizations"). We typically use the RISA from each securitization as collateral to borrow cash under our Residual Lines to finance our operations. The amount of cash advanced by our lenders under our Residual Lines depends on a collateral formula that is determined in large part by how well our securitized Contracts perform. If our portfolio of securitized Contracts experience higher delinquency and loss ratios than expected, then the amount of money we can borrow under the Residual Lines would be reduced. The reduction in availability under these Residual Lines could materially and adversely affect our operations, financial condition and cash flows. Additionally, we are subject, under the documentation governing the Residual Lines, to certain financial covenants. During the fourth quarter of 2001, the Company recorded a \$3.3 million write-down of the Company's RISA asset stemming from higher than expected losses and delinquency on securitizations executed prior to 2001. This write-down reduced the amount of cash available to the Company through its Residual Lines. The Company attributes a portion of the higher losses and delinquency experienced to the general economic slow-down the nation experienced and the events of September 11th.

#### **We Depend on Residual Securitizations.**

We depend on securitizing future cash flows generated by RISA to pay off balances on our Residual Lines and increase liquidity. If our portfolio of securitized Contracts experience higher delinquency and loss ratios than expected, then the proceeds of the residual securitization could be significantly reduced, as the inherent risk associated with the securities would command a higher yield and generate reduced proceeds. The inability to successfully market these residual securitizations could materially and adversely affect our operations, financial condition and cash flows.

#### **We Depend on Securitizations to Generate Revenue.**

We rely significantly upon securitizations to generate cash proceeds for repayment of our warehouse and our residual credit facilities and to create availability to purchase additional Contracts. Further, gain on sale of Contracts generated by our securitizations represents a significant portion of our revenues. Our ability to complete securitizations of our Contracts is affected by the following factors, among other things:

- conditions in the securities markets generally;
- conditions in the asset-backed securities market specifically;
- the credit quality of our portfolio of Contracts; and
- our ability to obtain credit enhancement.

If we were unable to profitably securitize a sufficient number of our Contracts in a particular financial reporting period, then our revenues for such period could decline and could result in lower net income or a loss for such period. In addition, unanticipated delays in closing a securitization could also increase our interest rate risk by increasing the warehousing period for our Contracts. See "Management's Discussion and Analysis of Results of Operations and Financial Condition — Liquidity and Capital Resources," and "Business Financing and Sale of Contracts."

#### **We Depend on Credit Enhancement.**

From inception through December 31, 2001, each of our securitizations has utilized credit enhancement in the form of a financial guarantee insurance policy in order to achieve "AAA/Aaa" ratings. This form of credit enhancement reduces the cost of the securitizations relative to alternative forms of credit enhancements currently available to us. We cannot assure you that:

- we will be able to continue to obtain credit enhancement in any form from our current provider;
- we will be able to obtain credit enhancement from any other provider of credit enhancement on acceptable terms; or
- future securitizations will be similarly rated.

We also rely on a financial guarantee insurance policy to reduce our borrowing cost under the CP Facility. If our current provider's credit rating is downgraded or if it withdraws our credit enhancement, we could be subject to higher interest costs for our future securitizations and financing costs during the warehousing period. Such events could have a material adverse effect on our results of operations, financial condition and cash flows.

#### **We Are Subject to Interest Rate Fluctuations.**

Our profitability is largely determined by the difference, or "spread," between the effective rate of interest received by us on the Contracts acquired and the interest rates payable under our credit facilities during the warehousing period and for securities issued in securitizations.

Several factors affect our ability to manage interest rate risk. First, the Contracts are purchased or originated at fixed interest rates, while amounts borrowed under our credit facilities bear interest at variable rates that are subject to frequent adjustment to reflect prevailing rates for short-term borrowings. Our policy is to increase the buy rates we issue to dealerships or, for the Contracts we originate, to increase rates we make available to consumers for Contracts in response to increases in our cost of funds during the warehousing period. However, there is generally a time lag before such increased borrowing costs can be offset by increases in the buy rates for Contracts and, in certain instances, the rates charged by our competitors may limit our ability to pass through our increased costs of warehouse financing.

Second, the spread can be adversely affected after a Contract is purchased or originated and while it is held during the warehousing period by increases in the prevailing rates in the commercial paper markets. While the CP Facility permits us to select maturities to coincide with the end of the warehouse period, if we selected a shorter maturity or had a delay in completing a securitization, we would face this risk.

Third, the interest rate demanded by investors in securitizations is a function of prevailing market rates for comparable transactions and the general interest rate environment. Because the Contracts purchased or originated by us have fixed rates, we bear the risk of spreads narrowing because of interest-rate increases during the period from the date the Contracts are purchased until the pricing of our securitization of such Contracts. We employ a hedging strategy that is intended to minimize this risk and which historically has involved the execution of forward interest rate swaps or use of a pre-funding structure for our securitizations. However, we cannot assure you that this strategy will consistently or completely offset adverse interest-rate movements during the warehousing period or that we will not sustain losses on hedging transactions. Our hedging strategy requires estimates by management of monthly Contract acquisition volume and timing of our

securitizations. If such estimates are significantly inaccurate, then our gains on sales of Contracts, results of operations and cash flows could be materially and adversely affected.

We also have exposure to interest rate fluctuations under the Residual Lines. The interest rates are generally based on 30 day LIBOR and reset each month. In periods of increasing interest rates, our cash flows, results of operations and financial condition could be materially adversely affected.

In addition, we have some interest rate exposure to falling interest rates to the extent that the interest rates charged on Contracts sold in a securitization with a pre-funding structure decline below the rates prevailing at the time that the securitization prices. Such a rate decline would reduce the interest rate spread because the interest rate on the notes and/or the certificates would remain fixed. This would negatively impact the gain on sale of Contracts and our results of operations and cash flows.

#### **We Will Be Adversely Affected When Contracts are Prepaid or Defaulted.**

Our results of operations, financial condition, cash flows, and liquidity depend, to a material extent, on the performance of Contracts purchased, originated, warehoused, and securitized by us. A portion of the Contracts acquired by us may default or prepay during the warehousing period. We bear the risk of losses resulting from payment defaults during the warehousing period. In the event of payment default, the collateral value of the financed vehicle may not cover the outstanding Contract balance and costs of recovery. We maintain an allowance for credit losses on Contracts held during the warehousing period which reflects management's estimates of anticipated credit losses during such period. If the allowance is inadequate, then we would recognize as an expense the losses in excess of such allowance, and our results of operations could be adversely affected. In addition, under the terms of the CP Facility, we are not able to borrow against defaulted Contracts.

Our servicing income can also be adversely affected by prepayment of or defaults under Contracts in the serviced portfolio. Our contractual servicing revenue is based on a percentage of the outstanding principal balance of such Contracts. Thus, if Contracts are prepaid or charged-off, then our servicing revenue will decline to the extent of such prepaid or charged-off Contracts.

The gain on sale of Contracts recognized by us in each securitization and the value of the retained interest in securitized assets ("RISA") in each transaction reflects management's estimate of future credit losses and prepayments for the Contracts included in such securitization. If actual rates of credit loss or prepayments, or both, on such Contracts exceed those estimated, the value of the RISA would be impaired. We periodically review our credit loss and prepayment assumptions relative to the performance of the securitized Contracts and to market conditions. Our results of operations and liquidity could be adversely affected if credit loss or prepayment levels on securitized Contracts substantially exceed anticipated levels. If necessary, we would write-down the value of the RISA through a reduction to servicing fee income. Further, any write down of RISA could reduce the amount available to us under our Residual Lines, thus requiring us to pay down amounts outstanding under these facilities or provide additional collateral to cure the borrowing base deficiency.

#### **We Will Be Adversely Affected If We Lose Servicing Rights.**

Our results of operations, financial condition and cash flows would be materially and adversely affected if any of the following were to occur:

- loss of the servicing rights under our sale and servicing agreement for the CP Facility;
- loss of the servicing rights under the applicable pooling and servicing or sale and servicing agreement of a grantor trust or owner trust, respectively; or
- a trigger event that would block release of future excess cash flows generated from the grantor trusts' or owner trusts' respective spread accounts.

We are entitled to receive servicing income only while we act as servicer under the applicable sale and servicing agreement or pooling and servicing agreement. Under the CP Facility our right to act as servicer can be terminated by our lender or financial insurer, upon the occurrence of certain events.

#### **Our Quarterly Earnings May Fluctuate.**

Our revenues have fluctuated in the past and are expected to fluctuate in the future principally as a result of the following factors:

- the timing and size of our securitizations;
- variations in the volume of our Contract acquisitions;
- the interest rate spread between our cost of funds and the average interest rate of purchased Contracts;
- the effectiveness of our hedging strategies;
- the investor rate for securitizations; and
- the marketability and execution of our residual interest securitizations.

Any significant decrease in our quarterly revenues could have a material adverse effect on our results of operations, financial condition, cash flows and stock price.

#### **We Depend on Key Personnel.**

Our future operating results depend in significant part upon the continued service of our key senior management personnel, none of whom is bound by an employment agreement. Our future operating results also depend in part upon our ability to attract and retain qualified management, technical, and sales and support personnel for our operations. Competition for such personnel is intense. We cannot assure you that we will be successful in attracting or retaining such personnel. The loss of any key employee, the failure of any key employee to perform in his or her current position or our inability to attract and retain skilled employees, as needed, could materially and adversely affect our results of operations, financial condition and cash flows.

#### **Our Industry is Highly Competitive.**

Competition in the field of financing retail motor vehicle sales is intense. The automobile finance market is highly fragmented and historically has been serviced by a variety of financial entities including the captive finance affiliates of major automotive manufacturers, as well as banks, savings associations, independent finance companies, credit unions and leasing companies. Several of these competitors have greater financial resources than we do. Many of these competitors also have long-standing relationships with automobile dealerships, and offer dealerships or their customers other forms of financing or services not provided by us. Our ability to compete successfully depends largely upon our relationships with dealerships and the willingness of dealerships to offer those Contracts that meet our underwriting criteria to us for purchase. We cannot assure you that we will be able to continue to compete successfully in the markets we serve.

#### **We May Be Harmed by Adverse Economic Conditions.**

We are a motor vehicle consumer auto finance company whose activities are dependent upon the sale of motor vehicles. Our ability to continue to acquire Contracts in the markets in which we operate and to expand into additional markets is dependent upon the overall level of sales of new and used motor vehicles in those markets. A prolonged downturn in the sale of new and used motor vehicles, whether nationwide or in the California markets, could have an adverse impact upon us, our results of operations and our ability to implement our business strategy.

The automobile industry generally is sensitive to adverse economic conditions both nationwide and in California, where we have our largest single-state exposure. Periods of rising interest rates, reduced economic activity or higher rates of unemployment generally result in a reduction in the rate of sales of motor vehicles and higher default rates on motor vehicle contracts. We cannot assure you that such economic conditions will

not occur, or that such conditions will not result in severe reductions in our revenues or the cash flows available to us to permit us to remain current on our credit facilities.

#### **We Are Subject to System Risks.**

As of July 1, 2001, the Company converted from an external service provider for its loan accounting and collections system to an in-house system. If issues with the in-house system arise in the future, we may be unable to acquire Contracts and service the outstanding portfolio. The failure of this process could materially and adversely affect our results of operations, financial condition and cash flows.

#### **We Are Subject to Many Regulations.**

Our business is subject to numerous federal and state consumer protection laws and regulations, which, among other things:

- require us to obtain and maintain certain licenses and qualifications;
- limit the interest rates, fees and other charges we are allowed to charge;
- limit or prescribe certain other terms of our Contracts;
- require specific disclosures; and
- define our rights to repossess and sell collateral.

We believe that we are in compliance, in all material respects, with all such laws and regulations, and that such laws and regulations have had no material adverse effect on our ability to operate our business. However, we will be materially and adversely affected if we fail to comply with:

- applicable laws and regulations;
- changes in existing laws or regulations;
- changes in the interpretation of existing laws or regulations; or
- any additional laws or regulations that may be enacted in the future.

#### **We Are Subject to Litigation Risks.**

We are party to various legal proceedings, similar to actions brought against other companies in the motor vehicle finance industry and other businesses. Companies in the motor vehicle finance industry have also been named as defendants in an increasing number of class action lawsuits brought by purchasers of motor vehicles claiming violation of various federal and state consumer credit and similar laws and regulations.

For example, on January 25, 2000, a putative class action complaint was filed against us and certain of our officers and directors alleging violations of Section 10(b) and 20(a) of the Securities and Exchange Act of 1934 arising from our prior use of the cash-in method of measuring and accounting for credit enhancement assets in the financial statements. The matter is entitled *D. Colin v. Onyx Acceptance Corporation, et al.* in the U.S. District Court for the Central District of California (Case number SACV 00-0087 (GLT)(EEx)). We have asserted that our previous use of the cash-in method of measuring and accounting for credit enhancement assets was consistent with then current generally accepted accounting principles and accounting practices of other finance companies. In February 2001, an amended complaint was dismissed with prejudice by the District Court; the Ninth Circuit Court of Appeals recently affirmed this dismissal.

While we intend to vigorously defend ourselves against such proceedings, there is a chance that our results of operations, financial condition and cash flows could be materially and adversely affected by unfavorable outcomes.

## Item 2. *Properties*

The Company did not own any real property at December 31, 2001. The Company's leases approximately 82,000 square feet of office space for its headquarters located in Foothill Ranch, California. The Company also leases office space for its Auto Finance Centers and its Hazelwood, Missouri collection center; the average size of an Auto Finance Center is generally four to five thousand square feet. The Hazelwood collection center is in approximately 20,000 square feet. One Auto Finance Center is located in the corporate headquarters building.

## Item 3. *Legal Proceedings*

As a consumer finance company, the Company is subject to various consumer claims and litigation seeking damages and statutory penalties based upon, among other things, disclosure inaccuracies and wrongful repossession, which could take the form of a plaintiff's class action complaint. The Company, as the assignee of finance Contracts originated by dealers, may also be named as a co-defendant in lawsuits filed by consumers principally against dealers. Finally, the Company also is subject to other litigation common to the motor vehicle finance industry and businesses in general. The damages and penalties claimed by consumers and others in these types of matters can be substantial. The relief requested by the plaintiffs varies but includes requests for compensatory, statutory and punitive damages.

On January 25, 2000, a putative class action complaint was filed against the Company and certain of the Company's officers and directors alleging violations of Section 10(b) and 20(a) of the Securities and Exchange Act of 1934 arising from the Company's prior use of the cash-in method of measuring and accounting for credit enhancement assets in the financial statements. The matter is entitled *D. Colin v. Onyx Acceptance Corporation, et al.* in the U.S. District Court for the Central District of California (Case number SACV 00-0087 (GLT)(EE~~x~~)). The Company has asserted that its previous use of the cash-in method of measuring and accounting for credit enhancement assets was consistent with then current generally accepted accounting principles and accounting practices of other finance companies. In February 2001, an amended complaint was dismissed with prejudice by the District Court; the Ninth Circuit Court of Appeals recently affirmed this dismissal.

Management believes that the Company has taken prudent steps to address the litigation risks associated with the Company's business activities. However, there can be no assurance that the Company will be able to successfully defend against all such claims or that the determination of any such claim in a manner adverse to the Company would not have a material adverse effect on the Company's automobile finance business.

In the opinion of management, the resolution of the proceedings described in this section will not have a material adverse effect on the Company's consolidated financial position, results of operations or liquidity.

## Item 4. *Submission of Matters to a Vote of Security Holders*

No matters were submitted during the fourth quarter of the fiscal year covered by this Annual Report on Form 10-K to a vote of security holders, through the solicitation of proxies or otherwise.

## PART II

### Item 5. *Market for Registrant's Common Equity and Related Stockholder Matters: Price Range of Common Stock*

The Company's Common Stock is traded on the NASDAQ under the symbol "ONYX". The following table provides quarterly high and low closing prices for the Company's Common Stock for the years ended December 31, 2001 and December 31, 2000.

	<u>High</u>	<u>Low</u>
<b>2000</b>		
First quarter .....	\$7.00	\$5.00
Second quarter .....	\$5.38	\$3.38
Third quarter .....	\$4.89	\$3.50
Fourth quarter .....	\$4.38	\$2.63
<b>2001</b>		
First quarter .....	\$4.13	\$3.00
Second quarter .....	\$6.95	\$3.53
Third quarter .....	\$6.84	\$5.00
Fourth quarter .....	\$5.52	\$4.30

At March 23, 2002, there were approximately 1,320 beneficial holders of the Company's Common Stock.

#### **Dividend Policy**

The Company has never declared or paid dividends on its Common Stock. The Company currently intends to retain any future earnings for its business and does not anticipate declaring or paying any dividends on the Common Stock in the foreseeable future. In addition, the Company's ability to declare or pay dividends is restricted by the terms of certain of its credit facilities.

Item 6. *Selected Financial Data*

SELECTED FINANCIAL DATA

The following selected financial data should be read in conjunction with the Consolidated Financial Statements of the Company and the notes thereto and Management's Discussion and Analysis of Financial Condition and Results of Operations included elsewhere herein.

	For the Years Ended December 31,				
	1997	1998	1999	2000	2001
(Dollars in thousands, except for per share amounts)					
Statement of Operations Data:					
REVENUE:					
Net interest income .....	\$ 6,594	\$ 11,731	\$ 11,873	\$ 8,285	\$ 21,594
Servicing fee income .....	9,189	16,663	28,877	47,543	51,218
Gain on sale of contracts .....	19,586	36,417	53,920	45,029	30,765
Total revenues .....	<u>35,369</u>	<u>64,811</u>	<u>94,670</u>	<u>100,857</u>	<u>103,577</u>
EXPENSES:					
Provision for credit losses .....	785	1,580	1,246	990	1,079
Interest expense — other .....	1,557	4,419	5,727	5,592	5,492
Operating expenses .....	30,741	48,426	70,959	84,304	89,535
Total expenses .....	<u>33,083</u>	<u>54,425</u>	<u>77,932</u>	<u>90,886</u>	<u>96,106</u>
Income before income taxes .....	2,286	10,386	16,738	9,971	7,471
Income taxes .....	984	4,310	6,946	4,136	3,061
Net income .....	<u>\$ 1,302</u>	<u>\$ 6,076</u>	<u>\$ 9,792</u>	<u>\$ 5,835</u>	<u>\$ 4,410</u>
Net income per share of Common Stock:					
Basic .....	\$ 0.22	\$ 0.99	\$ 1.59	\$ 1.03	\$ 0.88
Diluted .....	\$ 0.21	\$ 0.95	\$ 1.50	\$ 1.00	\$ 0.84
Basic shares outstanding (in thousands) .....	6,000	6,112	6,174	5,657	5,026
Diluted shares outstanding (in thousands) .....	6,294	6,425	6,514	5,811	5,232
Operating Data:					
Contracts purchased during the period .....	\$605,905	\$1,038,535	\$1,559,004	\$1,671,703	\$1,606,330
Number of contracts purchased during the period .....	50,214	86,150	127,628	131,648	115,141
Contracts securitized during the period .....	\$527,276	\$ 911,760	\$1,450,000	\$1,720,000	\$1,600,000
Number of active dealerships (at end of period) .....	2,846	5,401	7,617	9,741	10,115
Operating expenses as percentage of average serviced portfolio during the period(1) .....	5.5%	4.7%	4.1%	3.4%	3.1%
Selected Portfolio Data:					
Serviced portfolio (at end of period) .....	\$757,277	\$1,345,961	\$2,133,460	\$2,690,607	\$2,864,338
Average serviced portfolio during the period(1) .....	\$563,343	\$1,023,237	\$1,728,875	\$2,456,796	\$2,818,572
Number of contracts in serviced portfolio (at end of period) .....	73,502	131,862	209,745	269,372	289,426
Weighted average annual percentage rate (at end of period) (2) .....	14.66%	14.72%	14.77%	14.67%	13.38%
Delinquencies as a percentage of the dollar amount of serviced portfolio (at end of period) (3) .....	2.13%	2.54%	2.81%	4.14%	4.01%
Net charge-offs as a percentage of the average serviced portfolio during the period(1) .....	2.03%	1.72%	1.85%	2.30%	2.78%

	As of December 31,				
	1997	1998	1999	2000	2001
	(Dollars in thousands)				
<b>Balance Sheet Data:</b>					
Cash and cash equivalents .....	\$ 991	\$ 1,929	\$ 5,190	\$ 3,130	\$ 1,135
Contracts held for sale(4) .....	63,380	151,952	229,475	173,784	195,254
Credit enhancement assets .....	71,736	112,953	142,884	146,013	184,300
Total assets .....	141,836	275,422	393,835	331,380	386,285
Warehouse borrowings .....	60,506	150,044	232,288	172,509	190,008
Excess servicing and residual lines .....	30,000	49,556	55,880	41,138	68,355
Subordinated debt .....	0	10,000	10,000	19,505	16,232
Stockholders' equity .....	37,717	43,824	53,108	55,593	59,701

- (1) Averages are based on daily balances.
- (2) The weighted averages are based on the serviced portfolio outstanding at the end of the period.
- (3) Excludes repossessed inventory and accounts in bankruptcy.
- (4) Contracts held for sale excludes dealer participation and allowance for credit losses. See Note 4 to the Consolidated Financial Statements.

#### **Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations**

##### **Overview**

Onyx is a specialized consumer finance company engaged in the purchase, origination, securitization and servicing of Contracts originated by franchised and select independent automobile dealerships in the United States. The Company focuses its efforts on acquiring Contracts that are collateralized by late model used and, to a lesser extent, new automobiles, that are entered into with purchasers whom the Company believes have a favorable credit profile. Since commencing the purchase of Contracts in February 1994, the Company has acquired more than \$7.1 billion in Contracts and currently has relationships with 10,115 dealerships. The Company has expanded its operations from a single office in California to 19 Auto Finance Centers serving many regions of the United States.

The Company generates revenues primarily through the purchase, origination, warehousing, subsequent securitization and ongoing servicing of Contracts. The Company earns net interest income on Contracts held during the warehousing period. Upon the securitization and sale of Contracts, the Company recognizes a gain on sale of Contracts, receives future excess cash flows generated by owner and grantor trusts, and earns fees from servicing the securitized Contracts.

The following table illustrates the changes in the Company's Contract acquisition volume, total revenue, securitization activity and serviced portfolio during the past three fiscal years.

Selected Financial Information

	For the Years Ended December 31,		
	1999	2000	2001
	(Dollars in thousands)		
Contracts purchased during year .....	\$1,559,004	\$1,671,703	\$1,606,330
Average monthly purchases during the year .....	129,917	139,308	133,860
Gain on sale of contracts .....	53,920	45,029	30,765
Total revenue(1) .....	94,670	100,857	103,577
Contracts securitized during the year .....	1,450,000	1,720,000	1,600,000
Serviced portfolio at year end .....	2,133,460	2,690,607	2,864,338

(1) Total revenue is comprised of net interest income, service fee income and gain on sale of contracts.

Contracts Purchased and Serviced Portfolio

In an effort to improve borrower credit statistics, the Company modified its incentive compensation system during the fourth quarter of 2000 to shift its purchases of Contracts to a higher percentage of preferred product. The result has been increased credit scores, slower volume growth and an improvement in overall borrower statistics. This improvement continued throughout 2001. The reduction in volume for 2001 also reflects the general softening of the economy and, to a lesser extent, the events of September 11th and zero percent financing incentives offered by most of the automobile manufacturers shortly thereafter. The reduction in Contract purchases has resulted in a lower growth rate of the Company's serviced portfolio. The serviced portfolio at December 31, 1999, was \$2.1 billion compared to \$2.7 billion at December 31, 2000, an increase of 26.1%. This rate of growth declined to 6.5% for 2001 as the portfolio increased only slightly to \$2.9 billion.

With Contract purchases stable, management has continued to focus its efforts on reviewing and utilizing automation tools to assist in the underwriting and credit review processes. The resulting enhancements to the front-end credit decision processes are expected to improve not only the speed of the decision but also the ability of our credit officers to make a decision that is acceptable. Management has also enhanced the post funding review process of the underwriting decision so that the process is more automated and can be customized to select and analyze Contracts meeting specific criteria. Management will return to its expansion plans when it determines that the market environment has improved.

Critical Accounting Policies

*Credit Enhancement Assets:* SFAS 140 requires that following a transfer of financial assets, an entity is to recognize the assets it controls and the liabilities it has incurred, and derecognize assets for which control has been surrendered and liabilities that have been extinguished.

Credit enhancement assets consisted of the following:

	December 31,	
	2001	2000
	(In thousands)	
Trust receivables .....	\$ 3,980	\$ 3,798
RISA .....	180,320	142,215
Total .....	<u>\$184,300</u>	<u>\$146,013</u>

Trust receivables represents initial deposits in spread accounts.

Retained interest in securitized assets ("RISA") capitalized upon securitization of Contracts, represents the present value of the estimated future earnings to be received by the Company from the excess spread created in securitization transactions. Excess spread is calculated by taking the difference between the weighted average coupon rate of the Contracts sold and the weighted average security rate paid to the

investors less contractually specified servicing and guarantor fees and projected credit losses, after giving effect to estimated prepayments.

Prepayment and credit loss assumptions are utilized to project future earnings and are based on historical experience. The Company uses a 1.75% prepayment rate for all outstanding securitizations with an average Contract life range of 1.6 to 1.7 years. Credit loss assumptions range from 3.5% to 4.7% cumulative depending upon the credit statistics of the underlying portfolio to be securitized. Credit losses are estimated using cumulative loss frequency and severity estimates by management. All assumptions are evaluated each quarter and adjusted, if appropriate, to reflect the actual performance of the underlying Contracts. Future earnings are discounted at a rate management believes to be representative of market at the time of securitization, which have generally been 3.5% over the investor rate with a floor of 9.5%. As of December 31, 2001, the discount rate used for valuing RISA was 9.5%, and loss assumptions ranged from 3.5% to 4.6% cumulative.

During 1999, the Emerging Issues Task Force ("EITF") issued EITF 99-20, Recognition of Interest Income and Impairment on Purchased and Retained Beneficial Interests in Securitized Financial Assets. EITF 99-20 establishes new income and impairment recognition standards for interests in certain securitized assets. Under the provisions of EITF 99-20, the holder of beneficial interests should recognize the excess of all estimated cash flows attributable to the beneficial interest estimated at the acquisition date over the initial investment (the accretable yield) as interest income over the life of the beneficial interest using the effective yield method. If the estimated cash flows change, then the holder of the beneficial interest should recalculate the accretable yield and adjust the periodic accretion recognized as income prospectively. If the fair value of a beneficial interest has declined below its carrying amount, an other-than-temporary decline is considered to exist if there has been a decline in estimated future cash flows and the difference between the carrying value and fair value of the beneficial interest is recorded as an impairment loss through the income statement.

During the fourth quarter of 2001, the Company recorded a \$3.3 million write-down of the Company's RISA asset stemming from higher than expected losses and delinquency on securitizations executed prior to 2001. The Company attributes a portion of the higher losses and delinquency experienced to the economic slow-down the nation experienced and the events of September 11th.

Effective April 1, 2001, the Company adopted EITF 99-20. Prior to the adoption of EITF 99-20, the balance of RISA was amortized against actual excess spread income earned on a monthly basis over the expected repayment life of the underlying Contracts. The adoption of EITF 99-20 resulted in amounts previously recognized as service fee income being recognized as interest income.

## **Results of Operations**

### *Years Ended December 31, 2001, 2000 and 1999*

The Company had net income of \$4.4 million for the year ended December 31, 2001, compared to net income of \$5.8 million and \$9.8 million for the years ended December 31, 2000 and 1999, respectively. The decrease in net income for the year was principally due to a reduction in gains realized on securitizations from \$45.0 million in 2000 to \$30.8 million in 2001 and a \$3.3 million write-down of the Company's RISA asset stemming from higher than expected losses and delinquency on securitizations executed prior to 2001. The Company attributes a portion of the higher losses and delinquency experienced to the economic slow-down the nation experienced and the events of September 11th. The decline in net income from 1999 to 2000 is attributable to the interest rate spread compression experienced on Contracts securitized during that year coupled with an increase in the loan loss reserve rate.

*Net Interest Income.* Net interest income consists primarily of the difference between the finance revenue earned on Contracts held on the balance sheet during the warehousing period and the interest costs associated with the Company's borrowings to purchase such Contracts.

Net interest income increased by 160% to \$21.6 million for 2001, from \$8.3 million during 2000, and \$11.9 million during 1999. The increase for 2001 was principally due to excess service fee income reported as interest income in accordance with Emerging Issues Task Force ("EITF") 99-20, which requires that the Company recognize income from its RISA assets on a level yield "accrual" method over the remaining

estimated life of the corresponding asset. Prior to EITF 99-20, the Company recognized income on its credit enhancement assets on a cash basis and as a component of service fee income. Total excess service fee income reclassified to interest income for the year was approximately \$7.9 million. Without the effects of EITF 99-20, net interest income for the year would have been approximately \$13.7 million. This increase is principally due to the reduction in the Company's cost of warehouse borrowings during the year. The weighted average cost of warehouse borrowings decreased to 6.16% for 2001, compared to 7.42% and 6.32% for 2000 and 1999 respectively. The average balance of Contracts held for sale, which provides collateral for warehouse borrowings, was \$151.5 million, \$159.2 million and \$163.6 million for 2001, 2000 and 1999 respectively.

*Servicing Fee Income.* Contractual servicing fee income is earned at a rate of 1.0% per annum on the outstanding principal balance of Contracts securitized. Servicing fee income is related to the size of the serviced portfolio and also includes investment interest, late fees, extension fees, document fees and other fees charged to customer accounts.

Servicing fee income increased to \$51.2 million for the year ended December 31, 2001, from \$47.5 million for the year ended December 31, 2000, and \$28.9 million for the year ended December 31, 1999. Without the effects of EITF 99-20, which requires that the Company recognize income from its RISA assets as a component of interest income, service fee income for 2001 would have been \$59.1 million. The increase for 2001 was principally due to an increase in late fee income of approximately \$1.5 million and an increase in contractual service fee income of approximately \$2.2 million from the outstanding sold portfolio. The increase in service fee income in 2000 versus 1999 was principally due to an increase in contractual service fee income of approximately \$7.5 million. For the year ended December 31, 2001, the size of the average sold portion of the serviced portfolio increased to \$2.7 billion from \$2.3 billion in 2000, and from \$1.6 billion in 1999.

*Gain on Sale of Contracts.* The Company computes a gain on sale with respect to Contracts securitized based on the present value of the estimated future excess cash flows to be received from such Contracts using a market discount rate. Gain on sale is recorded as a credit enhancement asset on the statement of financial condition. The gain recorded in the statement of income is adjusted for prepaid dealer participation, issuance costs and the gain or loss on the termination of the cash flow hedge. The gains on sales of Contracts is affected by the amount of Contracts securitized and the net interest rate spread on those Contracts.

The following table illustrates the net interest rate spread for each of the Company's securitizations through December 31, 2001:

Securitization	Securitization Transactions(4)					
	Original Balance	Remaining Balance at December 31, 2001	Weighted Average Contract Rate(1)	Weighted Average Investor Rate(1)	Gross Spread(2)	Net Spread(3)
	(Dollars in thousands)					
1994-1 Grantor Trust . . . . .	\$ 38,601	Paid in Full	13.75%	6.90%	6.85%	1.94%
1995-1 Grantor Trust . . . . .	105,000	Paid in Full	14.94	7.00	7.94	1.86
1996-1 Grantor Trust . . . . .	100,500	Paid in Full	15.07	5.40	9.67	3.83
1996-2 Grantor Trust . . . . .	85,013	Paid in Full	14.84	6.40	8.44	3.61
1996-3 Grantor Trust . . . . .	120,000	Paid in Full	14.54	6.45	8.09	3.14
1996-4 Grantor Trust . . . . .	100,000	Paid in Full	14.80	6.20	8.60	3.28
1997-1 Grantor Trust . . . . .	90,000	Paid in Full	13.86	6.55	7.31	2.78
1997-2 Grantor Trust . . . . .	121,676	Paid in Full	14.85	6.35	8.50	3.11
1997-3 Grantor Trust . . . . .	149,600	Paid in Full	14.77	6.35	8.42	3.30
1997-4 Grantor Trust . . . . .	166,000	Paid in Full	14.69	6.30	8.39	3.27
1998-1 Grantor Trust . . . . .	173,000	Paid in Full	14.91	5.95	8.96	3.40
1998-A Owner Trust . . . . .	208,759	\$ 21,510	14.73	5.87	8.86	3.34
1998-B Owner Trust . . . . .	250,000	34,902	14.73	5.78	8.95	3.18
1998-C Owner Trust . . . . .	280,000	48,845	14.89	5.72	9.17	3.51

Securitization	Securitization Transactions(4)					
	Original Balance	Remaining Balance at December 31, 2001	Weighted Average Contract Rate (1)	Weighted Average Investor Rate (1)	Gross Spread (2)	Net Spread (3)
	(Dollars in thousands)					
1999-A Owner Trust . . . . .	310,000	62,742	14.33	5.73	8.60	3.44
1999-B Owner Trust . . . . .	350,000	88,912	14.65	5.86	8.79	3.54
1999-C Owner Trust . . . . .	400,000	123,964	14.82	6.62	8.20	2.86
1999-D Owner Trust . . . . .	390,000	136,966	15.01	6.90	8.11	2.87
2000-A Owner Trust . . . . .	430,000	178,768	14.86	7.26	7.60	2.67
2000-B Owner Trust . . . . .	450,000	215,375	15.18	7.29	7.89	2.64
2000-C Owner Trust . . . . .	440,000	241,171	15.16	7.18	7.98	2.52
2000-D Owner Trust . . . . .	400,000	243,331	13.95	6.76	7.19	1.87
2001-A Owner Trust . . . . .	400,000	267,071	13.39	6.43	6.96	2.14
2001-B Owner Trust . . . . .	400,000	303,641	12.69	5.08	7.61	2.23
2001-C Owner Trust . . . . .	400,000	334,761	11.92	4.82	7.10	1.57
2001-D Owner Trust . . . . .	400,000	365,873	10.90	3.80	7.10	1.73
Total . . . . .	<u>\$6,758,149</u>	<u>\$ 2,667,832</u>				

(1) As of issue date.

(2) Difference between weighted average Contract rate and weighted average investor rate as of the issue date.

(3) Difference between weighted average Contract rate and weighted average investor rate, net of unearned dealer participation payments, underwriting costs, other issuance costs, servicing fees, estimated credit losses, ongoing financial guarantee insurance policy premiums, and the hedging gain or loss.

(4) The Company assumes an average prepayment speed of 1.75% per month of the original number of Contracts in the original pool balance ("ABS") and a discount rate ranging from 3.5% to 5.7% above the weighted average investor rate, and utilizes a lifetime loss rate ranging from 3.5% to 4.7% of the original balance, for all remaining securitizations.

The Company completed four securitizations totaling \$1.6 billion during the year ended December 31, 2001, resulting in gains on sale of Contracts of \$30.8 million or 1.9% of the dollar amount of Contracts securitized, compared to four securitizations totaling \$1.72 billion during the year ended December 31, 2000, resulting in gains on sale of Contracts totaling \$45.0 million or 2.6%, and four securitizations totaling \$1.45 billion during the year ended December 31, 1999, resulting in gains on sale of Contracts of \$53.9 million or 3.7%.

The reduction in the gain as a percentage of the Contracts securitized for 2001 was attributable to a decrease in net interest rate spreads. Over the past year, management has targeted higher credit-worthy borrowers resulting in a reduction in the weighted average net interest spread for securitizations executed during 2001. The weighted average net interest rate spread for all securitizations executed in 2001 was 1.91%, compared to 2.41% in 2000 and 3.15% in 1999. The reduction in net interest rate spread for 2001 was principally due to a reduction in the weighted average annual percentage rate in the Contracts securitized. Annual loss assumptions for the second, third and fourth quarter securitizations of 2000 were increased from 2.30% to 2.55% to counter increased losses in the serviced portfolio and was the primary reason for the decrease in gains recorded during 2000. In an effort to improve borrower credit statistics, the Company modified its incentive compensation system during the fourth quarter of 2000 to shift purchases of Contracts to a higher percentage of preferred products. The result has been increased credit scores and an improvement in overall borrower statistics. This improvement continued throughout 2001. The allowance for loan loss has declined as a percentage of loans outstanding as newer transactions have lower loss reserves based on the improved quality of the underlying Contracts. Delinquency has declined due in part to the newer Contracts

originated. The majority of the charge-offs relate to older transactions that have been impacted by the slow-down in the economy and to a lesser extent, the softening of the used car market, which resulted in lower recovery rates on repossessions.

The net interest rate spread is the difference between the weighted average Contract rate of the securitized assets, and the weighted average investor rate inclusive of all costs related to the transaction. Interest rate spread is affected by product mix, general market conditions and overall market interest rates. The risks inherent in interest rate fluctuations are partially reduced through hedging activities.

During the first quarter of 2000, the Company securitized the residual cash flows from 15 of its then outstanding securitizations and recorded a loss of approximately \$938,000, which approximated the costs in connection with the transaction. The proceeds of this transaction were used to pay down two of the Company's residual financing facilities and pay off another residual financing facility.

*Provision for Credit Losses.* The Provision for credit losses represents net credit losses incurred during the warehouse period on owned Contracts. The provision for credit losses increased slightly to \$1.1 million for the year ended December 31, 2001 compared to \$990 thousand and \$1.2 million for 2000 and 1999 respectively.

*Salaries and Benefits Expense.* The Company incurred salary and benefit expenses of \$52.8 million during the year ended December 31, 2001, compared to \$46.3 million during the year ended December 31, 2000, and \$40.0 million for the year ended December 31, 1999. In order to support the growth of the Company's serviced portfolio, the number of employees increased from 715 at December 31, 1999, to 896 at December 31, 2000, and to 990 at December 31, 2001. In addition, the Company incurred a full year of compensation expense for its new collection center and branch located in Hazelwood Missouri, which became fully staffed during the second half of 2000.

*System and Servicing Expense.* System and servicing expense decreased to \$4.3 million, compared to \$5.5 million and \$4.3 million for the years end December 31, 2001, 2000 and 1999 respectively. During the first half of 2001, the Company used the services of an external service provider for its collection and loan accounting processes. The charges associated with this provider were directly correlated to the number of Contracts serviced by the Company. As of July 1, 2001, the Company successfully converted to an in-house system and shortly thereafter terminated its agreement with the external provider. As of December 31, 2001, the Company serviced approximately 289,000 accounts, compared to approximately 269,000 accounts at year-end 2000 and 210,000 accounts at year-end 1999. In addition to the system cost savings of the in-house loan servicing and collection system, the Company also experienced reductions in systems and servicing expense as a direct result of renegotiated contracts with several of the Company's other service providers.

*Telephone and Data Line Expenses.* Telephone and data line expenses decreased to \$5.0 million from \$6.0 million and \$6.1 million for the years ended December 31, 2001, 2000 and 1999, respectively. Although these charges generally increase with the growth of the serviced portfolio, the significant decrease between 2001 and the two prior years was principally due to renegotiated contracts for long distance rates with certain carriers during the second half of 2000 and to a lesser extent, a re-evaluation of the Company's existing uses of local carriers. Assuming no additional reduction in long distance rates, the Company expects these charges to increase relative to the continued growth of the serviced portfolio.

*Depreciation Expense.* Depreciation expense increased slightly to \$4.6 million from \$4.4 million and \$3.5 million for the years ended December 31, 2001, 2000, and 1999, respectively. These increases are in line with the Company's continued investment in technology and infrastructure to support the serviced portfolio. The increase for 2001 also reflects the installation of the Company's new loan accounting and collection system which was implemented as of July 1, 2001.

*Other Operating Expenses.* Other operating expenses remained relatively stable at \$22.8 million, compared to \$22.2 million for the year ended December 31, 2000, and \$17.1 million for the year ended December 31, 1999. The Company has made a significant effort to control operating expenses through renegotiation of existing service contracts beginning in 2000, and has effectively reduced its operating expenses as a percent of the serviced portfolio from these efforts. Total operating expenses as a percent of the average

serviced portfolio decreased to 3.18% for 2001, compared to 3.43% and 4.14% for 2000 and 1999 respectively. Significant reductions in other operating expenses include insurance expense, which decreased to \$3.7 million in 2001 from \$4.6 million and \$2.1 million for the years ended 2000 and 1999 respectively, and credit report expense which decreased to \$1.4 million in 2001 from \$2.4 million and \$2.1 million in 2000 and 1999 respectively.

*Income Taxes.* The Company files federal and certain state tax returns as a consolidated group. Tax liabilities from the consolidated returns are allocated in accordance with a tax sharing agreement based on the relative income or loss of each entity on a stand-alone basis. The effective tax rate for Onyx was 41.0% for 2001 and 41.5% for 2000 and 1999.

## Financial Condition

### *Contracts Held for Sale*

Contracts held for sale are presented at the lower of cost or market value and totaled \$195.3 million at December 31, 2001, compared to \$173.8 million at December 31, 2000. The number and principal balance of Contracts held for sale is largely dependent upon the timing and size of the Company's securitizations.

### *Credit Enhancement Assets*

Credit enhancement assets consisted of the following:

	<u>As of December 31,</u>	
	<u>2000</u>	<u>2001</u>
	(Dollars in thousands)	
Trust receivables .....	\$ 3,798	\$ 3,980
RISA .....	<u>142,215</u>	<u>180,320</u>
Total .....	<u>\$146,013</u>	<u>\$184,300</u>

Trust receivables represents initial deposits in spread accounts.

Retained interest in securitized assets ("RISA") capitalized upon securitization of Contracts represent the present value of the estimated future earnings to be received by the Company from the excess spread created in securitization transactions. Excess spread is calculated by taking the difference between the weighted average coupon rate of the Contracts sold and the weighted average security rate paid to the investors less contractually specified servicing and guarantor fees and projected credit losses, after giving effect to estimated prepayments.

Prepayment and credit loss assumptions are utilized to project future earnings and are based on historical experience. Credit losses are estimated using cumulative loss frequency and severity estimates by management. All assumptions are evaluated each quarter and adjusted, if appropriate, to reflect the actual performance of the underlying Contracts. Future earnings are discounted at a rate management believes to be representative of market at the time of securitization.

During 1999, the Emerging Issues Task Force ("EITF") issued EITF 99-20, Recognition of Interest Income and Impairment on Purchased and Retained Beneficial Interests in Securitized Financial Assets. EITF 99-20 establishes new income and impairment recognition standards for interests in certain securitized assets. Under the provisions of EITF 99-20, the holder of beneficial interests must recognize the excess of all estimated cash flows attributable to the beneficial interest estimated at the acquisition date over the initial investment (the accretable yield) as interest income over the life of the beneficial interest using the effective yield method. If the estimated cash flows change, then the holder of the beneficial interest should recalculate the accretable yield and adjust the periodic accretion recognized as income prospectively. If the fair value of a beneficial interest has declined below its carrying amount, an other-than-temporary decline is considered to exist if there has been a decline in estimated future cash flows and the difference between the carrying value and fair value of the beneficial interest is recorded as an impairment loss through the income statement.

During the fourth quarter of 2001, the Company experienced higher than expected losses and delinquency due in part to the economic slow-down and events of September 11th; as a result of these factors, a pre-tax write-down of \$3.3 million was realized in order to set the carrying value of the Company's existing RISA assets to their corresponding fair values in accordance with EITF 99-20.

In initially valuing the RISA, the Company establishes an off balance sheet allowance for probable future credit losses. The allowance is based upon historical experience and management's estimate of other factors that may affect portfolio performance. The amount is reviewed periodically and adjustments are made if actual experience or other factors indicate that future performance may differ from management's prior estimates. The off balance sheet allowance decreased to 4.2% at December 31, 2001 compared to 4.6% at December 31, 2000 and 4.4% at December 31, 1999. The weighted average gross spread for securitizations executed during 2001 was 7.19% compared to 7.68% in 2000 and 8.40% in 1999.

Estimated future undiscounted RISA earnings are calculated by taking the difference between the weighted average annual percentage rate of the Contracts sold and the weighted average security rate paid to the investors, less the contractually specified servicing fee of 1.0% and financial guaranty insurance fees, after giving effect to estimated prepayments and assuming no losses. To arrive at the RISA, this amount is reduced by the off balance sheet allowance established for probable future losses and by discounting to present value at the current market discount rates.

#### *Asset Quality*

The Company monitors and attempts to minimize delinquencies and losses through timely collections and the use of a predictive dialing system. At December 31, 2001, delinquencies represented 4.01% of the amount of Contracts in its serviced portfolio compared to 4.14% at December 31, 2000, and 2.81% at December 31, 1999. Net charge-offs as a percentage of the average serviced portfolio were 2.78% for the year ended December 31, 2001, compared to 2.30% and 1.85% for the years ended December 31, 2000, and 1999, respectively. In an effort to improve borrower credit statistics, the Company modified its incentive compensation system during the fourth quarter of 2000 to shift purchases of Contracts to a higher percentage of preferred product. The result has been increased credit scores and an improvement in overall borrower statistics. This improvement continued throughout 2001. The allowance for loan loss has declined as a percentage of loans outstanding as newer transactions have lower loss reserves based on the improved quality of the underlying Contracts. Delinquency has declined due in part to the newer Contracts originated. The majority of the charge-offs relate to older transactions that have been impacted by the slow-down in the economy and to a lesser extent, the softening of the used car market, which resulted in lower recovery rates on repossessions. In addition, zero percent finance incentives on new vehicles offered by automobile manufacturers during the fourth quarter and into 2002, led to reduced volume for the period.

### Delinquency Experience of the Serviced Portfolio

	For the Years Ended December 31,		
	1999	2000	2001
	(Dollars in thousands)		
Serviced portfolio .....	\$2,133,460	\$2,690,607	\$2,864,338
Delinquencies(1)(2) 30 - 59 days .....	36,886	71,681	78,056
60 - 89 days .....	14,965	23,085	20,859
90+ days .....	8,113	16,748	15,887
Total delinquencies as a percent of serviced portfolio .....	2.81%	4.14%	4.01%

- (1) Delinquencies include principal amounts only, net of repossessed inventory and accounts in bankruptcy. Delinquent repossessed inventory as a percent of the serviced portfolio were 0.77%, 0.83% and 0.83% at December 31, 2001, 2000 and 1999 respectively. Delinquent contracts in bankruptcy as a percent of the serviced portfolio were 1.09%, 0.52% and 0.43% at December 31, 2001, 2000 and 1999 respectively.
- (2) The period of delinquency is based on the number of days payments are contractually past due.

### Loan Loss Experience of the Serviced Portfolio

	For the Years Ended December 31,		
	1999	2000	2001
	(Dollars in thousands)		
Number of contracts .....	209,745	269,372	289,426
Period end serviced portfolio .....	\$2,133,460	\$2,690,607	\$2,864,338
Average serviced portfolio(1) .....	\$1,728,875	\$2,456,796	\$2,818,572
Number of gross charge-offs .....	6,398	10,091	12,985
Gross charge-offs .....	\$ 37,024	\$ 66,850	\$ 90,772
Net charge-offs(2) .....	\$ 31,963	\$ 56,449	\$ 78,411
Net charge-offs as a percent of average serviced portfolio .....	1.85%	2.30%	2.78%

- (1) Average is based on daily balances.
- (2) Net charge-offs are gross charge-offs minus recoveries on Contracts previously charged off.

The following table illustrates the monthly performance of each of the securitized pools outstanding for the period from the date of securitization through December 31, 2001.

Month	Trust																		
	97-2	97-3	97-4	98-1	98-A	98-B	98-C	99-A	99-B	99-C	99-D	00-A	00-B	00-C	00-D	01-A	01-B	01-C	01-D
1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2	0.00%	0.00%	0.00%	0.01%	0.01%	0.00%	0.02%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
3	0.02%	0.02%	0.01%	0.02%	0.03%	0.02%	0.02%	0.02%	0.03%	0.03%	0.01%	0.02%	0.02%	0.01%	0.00%	0.00%	0.01%	0.00%	0.00%
4	0.07%	0.09%	0.04%	0.08%	0.07%	0.08%	0.04%	0.05%	0.07%	0.06%	0.04%	0.04%	0.04%	0.03%	0.02%	0.02%	0.03%	0.02%	
5	0.22%	0.13%	0.11%	0.14%	0.14%	0.19%	0.15%	0.11%	0.14%	0.16%	0.09%	0.11%	0.10%	0.06%	0.07%	0.07%	0.10%	0.05%	
6	0.32%	0.24%	0.20%	0.24%	0.23%	0.33%	0.27%	0.21%	0.27%	0.28%	0.15%	0.18%	0.17%	0.11%	0.15%	0.12%	0.18%	0.11%	
7	0.59%	0.36%	0.28%	0.40%	0.37%	0.45%	0.46%	0.35%	0.43%	0.47%	0.24%	0.37%	0.30%	0.26%	0.26%	0.20%	0.30%		
8	0.80%	0.47%	0.43%	0.53%	0.42%	0.61%	0.57%	0.49%	0.60%	0.64%	0.43%	0.63%	0.44%	0.41%	0.39%	0.31%	0.39%		
9	0.91%	0.62%	0.55%	0.68%	0.51%	0.82%	0.74%	0.63%	0.85%	0.83%	0.59%	0.87%	0.67%	0.65%	0.50%	0.47%			
10	1.07%	0.73%	0.72%	0.85%	0.70%	0.95%	0.94%	0.81%	1.07%	1.09%	0.76%	1.05%	0.90%	0.85%	0.65%	0.60%			
11	1.26%	0.81%	0.87%	1.04%	0.85%	1.10%	1.12%	1.04%	1.34%	1.31%	0.99%	1.27%	1.11%	1.08%	0.85%	0.77%			
12	1.42%	0.94%	0.95%	1.20%	1.01%	1.20%	1.30%	1.29%	1.56%	1.47%	1.20%	1.59%	1.38%	1.29%	1.03%				
13	1.58%	1.10%	1.08%	1.33%	1.17%	1.36%	1.54%	1.49%	1.79%	1.62%	1.41%	1.82%	1.57%	1.42%	1.25%				
14	1.68%	1.23%	1.19%	1.46%	1.37%	1.48%	1.73%	1.72%	1.90%	1.77%	1.52%	2.03%	1.84%	1.65%	1.41%				
15	1.80%	1.38%	1.36%	1.61%	1.48%	1.64%	1.90%	1.90%	2.08%	2.00%	1.70%	2.25%	2.08%	1.93%					
16	1.97%	1.58%	1.42%	1.71%	1.59%	1.89%	2.10%	2.10%	2.23%	2.08%	2.00%	2.48%	2.26%	2.16%					
17	2.10%	1.68%	1.52%	1.88%	1.76%	2.05%	2.28%	2.26%	2.42%	2.29%	2.17%	2.64%	2.42%	2.42%					
18	2.23%	1.77%	1.64%	2.01%	1.96%	2.22%	2.51%	2.46%	2.63%	2.48%	2.40%	2.80%	2.69%	2.65%					
19	2.35%	1.91%	1.75%	2.17%	2.07%	2.37%	2.71%	2.59%	2.71%	2.61%	2.61%	2.98%	2.96%						
20	2.48%	2.04%	1.85%	2.25%	2.25%	2.50%	2.83%	2.71%	2.89%	2.73%	2.87%	3.25%	3.20%						
21	2.59%	2.11%	1.97%	2.41%	2.37%	2.67%	2.95%	2.83%	3.08%	2.92%	3.05%	3.52%	3.44%						
22	2.72%	2.20%	2.08%	2.52%	2.48%	2.79%	3.08%	2.88%	3.21%	3.07%	3.20%	3.69%							
23	2.81%	2.31%	2.12%	2.63%	2.65%	2.92%	3.25%	3.03%	3.31%	3.22%	3.33%	3.91%							
24	2.85%	2.41%	2.23%	2.75%	2.76%	3.06%	3.39%	3.21%	3.43%	3.32%	3.53%								
25	2.93%	2.51%	2.36%	2.86%	2.81%	3.14%	3.45%	3.28%	3.55%	3.43%	3.70%								
26	2.96%	2.59%	2.41%	2.98%	2.95%	3.23%	3.57%	3.34%	3.67%	3.65%	3.88%								
27	3.09%	2.71%	2.52%	3.06%	2.99%	3.28%	3.72%	3.47%	3.77%	3.79%	4.03%								
28	3.17%	2.79%	2.55%	3.15%	3.03%	3.35%	3.81%	3.61%	3.88%	3.90%									
29	3.22%	2.92%	2.62%	3.19%	3.12%	3.45%	3.91%	3.67%	4.01%	4.03%									
30	3.26%	2.94%	2.71%	3.26%	3.13%	3.50%	4.05%	3.78%	4.14%										
31	3.33%	3.01%	2.77%	3.33%	3.18%	3.57%	4.13%	3.85%	4.25%										
32	3.39%	3.04%	2.81%	3.40%	3.24%	3.67%	4.21%	3.96%	4.37%										
33	3.48%	3.08%	2.85%	3.42%	3.26%	3.73%	4.27%	4.07%											
34	3.51%	3.11%	2.88%	3.46%	3.28%	3.81%	4.33%	4.18%											
35	3.54%	3.20%	2.93%	3.53%	3.36%	3.86%	4.42%	4.25%											
36	3.55%	3.21%	2.91%	3.56%	3.39%	3.91%	4.46%												
37	3.56%	3.23%	2.94%	3.59%	3.42%	4.00%	4.55%												
38	3.56%	3.24%	2.98%	3.64%	3.45%	4.04%	4.63%												
39	3.58%	3.25%	3.00%	3.67%	3.48%	4.08%													
40	3.58%	3.27%	3.01%	3.68%	3.56%	4.13%													
41	3.58%	3.32%	3.03%	3.71%	3.58%														
42	3.59%	3.34%	3.04%	3.73%	3.63%														
43	3.60%	3.36%	3.07%	3.77%	3.64%														
44	3.61%	3.40%	3.09%	3.80%															
45	3.61%	3.39%	3.09%	3.83%															
46	3.62%	3.38%	3.11%																

## Liquidity and Capital Resources

The Company requires substantial cash and capital resources to operate its business. Its primary uses of cash include: (i) acquisition of Contracts; (ii) payments of dealer participation; (iii) securitization costs; (iv) settlements of hedging transactions; (v) operating expenses; and (vi) interest expense. The capital resources available to the Company include: (i) interest income during the warehousing period; (ii) servicing fees; (iii) releases from spread accounts; (iv) settlements of hedging transactions; (v) sales of Contracts in securitizations; and (vi) borrowings under its credit facilities. Management believes that the resources available to the Company will provide the needed capital to fund the resumption in the expansion of the Company, Contract purchases, and investments in origination and servicing capabilities.

The Company's primary source of funds from continuing operations is securitization proceeds. The Company uses the cash generated from securitizations to pay down outstanding commercial paper obligations. These facilities are then used to fund the purchase of Contracts or to finance normal operating expenses. The Company has historically operated on a negative cash flow basis from operating activities with the exception of the year 2000. Cash used in operating activities was (\$41.1) million for the year ended December 31, 2001, compared to \$73.6 million provided by operating activities for the year ended December 31, 2000 and (\$80.3) million used in 1999. During March 2000, the Company executed its first residual securitization by collateralizing excess cash flows from 15 of the Company's then outstanding securitizations, the proceeds of which were approximately \$50.0 million. During 2001, net yield credit triggers on five of the Company's outstanding securitizations were hit, restricting future cash releases from the corresponding spread accounts. As a result, the minimum spread account balances were increased, and any subsequent spread releases were first used to reduce the outstanding reinsurance balance.

The Company did not expand its branch network during 2001, but opted to center its efforts on building and maintaining its dealer relations through its existing branch locations. Capital acquisitions of \$2.2 million during 2001 were principally due to the conversion and installation of the Company's in-house loan accounting and collection system. Capital acquisitions of \$4.6 million during 2000 were principally due to the addition and staff build-up of the Company's new collection center in Hazelwood, Missouri, while acquisitions of \$5.4 million during 1999 were principally due to the Company relocating its corporate office from Irvine, California to Foothill Ranch, California.

Cash provided by financing activities was \$41.2 million during 2001, compared to (\$71.1) million used during 2000 and \$89.0 provided in 1999. The significant outflow of cash during 2000 was principally due to the reduction in the Company's outstanding residual financing facilities in connection with the securitization of its residual cash flows and the repurchase of a portion of the Company's outstanding common stock. During 1999, the Company relied more heavily on its credit facilities to fund the ongoing growth of the Company; in doing so, the Company increased its serviced portfolio by approximately 59% over the prior year. During the fourth quarter of 2000 the Company modified its incentive compensation system to shift its purchases of Contracts to a higher percentage of preferred product and reduced the growth rate of the Company. This decision resulted in a reduction in the growth of the serviced portfolio during 2001 and a corresponding reduction in the use of the credit facilities in comparison to 1999 and 2000. Due to the Company's decision to slow receivable growth, two additional warehouse lines available to the Company were not renewed in 2001.

*CP Facility:* As of December 31, 2001, the Company was party to a \$355 million warehousing facility (the "CP Facility"), with Triple-A One Funding Corporation ("Triple-A"). Onyx Acceptance Financial Corporation ("Finco"), a special purpose subsidiary of the Company, is the borrower under the CP Facility. The CP Facility is used to fund the purchase or origination of Contracts. Triple-A is a rated commercial paper asset-backed conduit sponsored by MBIA Insurance Corporation ("MBIA"). MBIA provides credit enhancement for the facility by issuing a financial guarantee insurance policy covering all principal and interest obligations owed for the borrowings under the facility. The Company pledges its Contracts held for sale to borrow from Triple-A. The CP Facility was renewed in November 2001 for a three-year term, subject to annual renewals by liquidity providers.

A \$150 million commercial paper facility with a commercial paper asset-backed conduit sponsored by The Chase Manhattan Bank expired in August 2001 and was not renewed.

A subsidiary of the Company, Onyx Acceptance Funding Corporation ("Fundco"), had a \$100 million line of credit (the "Merrill Line"), with Merrill Lynch Mortgage Capital, Inc. ("MLMCI"), which provided warehouse funding for the purchase or origination of Contracts. This line expired in February 2001 and was not renewed.

The Company finances dealer participation payments and daily operations principally through credit facilities collateralized by its retained interest in securitized assets, as well as through proceeds from subordinated debt offerings.

*The Residual Lines:* The Company, through Fundco, currently has two residual financing facilities: a \$50.0 million line with Salomon Smith Barney Realty Corporation ("SBRC") and a \$35.0 million facility with Credit Suisse First Boston (Europe) Limited, as buyer ("CSFB-Europe"), and Credit Suisse First Boston Corporation, as agent ("CSFB"). (The SBRC facility together with the CSFB-Europe facility described above are sometimes referred to herein as the "Residual Lines"). The Residual Lines are used by the Company to finance operating requirements. The lines utilize collateral-based formulas that set borrowing availability to a percentage of the value of excess cash flow to be received from certain securitizations. Each loan under the SBRC line matures one year after the date of the loan; the Company expects each loan to be renewed at term. The CSFB-Europe line was renewed in October 2001 for a one-year term.

As an additional source of funds, the Company utilizes residual securitizations to pay down its residual interest financing credit facilities to increase the Company's liquidity. During the first quarter of 2000, the Company securitized the residual cash flows from 15 of its then outstanding securitizations. The proceeds of this transaction were used by the Company to pay down two residual financing facilities and pay off another residual financing facility. The Company recently completed its second residual interest securitization for the purpose of providing additional borrowing capacity under its Residual Lines. This transaction was finalized in March of 2002 and generated approximately \$75.0 million in proceeds.

*Subordinated Debt:* As of December 31, 2001, the Company had outstanding approximately \$16.2 million of subordinated debt. \$4.2 million of this amount is being amortized through February 2003 with a stated interest rate of 9.5%. The remaining balance has a stated interest rate of 12.5% and a maturity of June 2006.

The facilities and lines above contain affirmative, negative and financial covenants typical of such credit facilities. The Company was in compliance with these covenants as of December 31, 2001.

*Stock Repurchase:* On May 31, 2000, the Company's Board of Directors authorized a stock repurchase program to purchase up to \$7.5 million of the Company's Common Stock, based on its view that the market value of the Company was not adequately reflected in the share price as traded on the Nasdaq National Market. During 2000, 1,200,254 shares were repurchased under the program for an aggregate amount of \$5.3 million.

*Hedging and Interest Rate Risk Management:* The Company employs a hedging strategy that is intended to minimize the risk of interest rate fluctuations. Such transactions involve the execution of forward interest rate swaps and/or the use of a pre-funding structure for the Company's securitizations. The Company is not required to maintain collateral on the outstanding hedging program, until the point where the fair value declines below (\$1.0) million.

#### Securitizations

Off balance sheet arrangements are used in the ordinary course of business. Generally, these transactions are structured as off balance sheet sales of Contracts. One of the most common forms of off balance sheet arrangements is Contract securitizations. Regular Contract securitizations are an integral part of the Company's business plan because they allow the Company to increase its liquidity, provide for redeployment of its capital and reduce risks associated with interest rate fluctuations. The Company has developed a securitization program that involves selling interests in pools of its Contracts to investors through the public issuance of AAA/Aaa rated asset-backed securities. Securitizations are used by many financial institutions and are part of an \$352.0 billion annual market for asset-backed securities. As part of this process, management considers the relative risks and returns prior to initiating each securitization. These risks include,

but are not limited to, interest rate fluctuations during the warehouse period, increased prepayments speeds and losses, loss of credit enhancement for the underlying securitization, loss of servicing rights and adverse economic conditions. These factors are explained in further detail in the section "Risk Factors". The table below provides information about the trusts assets and liabilities as of December 31, 2000 and 2001.

	December 31,	
	2000	2001
	(In thousands)	
Total assets .....	\$2,719	\$2,910
Total liabilities .....	\$2,613	\$2,777

The Company completed four AAA/Aaa rated publicly underwritten asset-backed securitizations in the amount of \$1.6 billion in 2001. Since 1994, the Company has securitized \$6.8 billion of its Contracts in 26 separate transactions. In each of its securitizations, the Company has sold its Contracts to a newly formed grantor or owner trust, which issued certificates or notes in an amount equal to the aggregate principal balance of the Contracts. The net proceeds of these securitizations are used to pay down outstanding indebtedness incurred under the Company's CP Facility to purchase Contracts, thereby creating availability for the purchase of additional Contracts.

To improve the level of profitability from the sale of securitized Contracts, the Company arranges for credit enhancement to achieve an improved credit rating on the asset-backed securities issued. This credit enhancement has taken the form of a financial guaranty insurance policy (the "Financial Guarantee Insurance Policy") insuring the payment of principal and interest due on the asset-backed securities.

The Company receives servicing fees for its duties relating to the accounting for and collection of the Contracts. In addition, the Company is entitled to the future excess cash flows arising from the trusts. Generally, the Company sells the Contracts at face value and without recourse, except that certain representations and warranties with respect to the Contracts are provided by the Company as the servicer and Finco as the seller to the trusts.

Gains on sale of Contracts arising from securitizations provide a significant portion of the Company's revenues. Several factors affect the Company's ability to complete securitizations of its Contracts, including conditions in the securities markets generally, conditions in the asset-backed securities market specifically, the credit quality of the Company's portfolio of Contracts and the Company's ability to obtain credit enhancement.

In the first quarter of 2002, the Company securitized Contracts in the amount of \$375.0 million. The Company also completed its second residual interest securitization in March of 2002 for the purpose of providing additional borrowing capacity under its existing Residual Lines. The proceeds of this transaction were approximately \$75.0 million. Additionally, the Company has gone effective with a registration statement for the public sale of renewable unsecured subordinated notes of up to \$50.0 million. The proceeds of this transaction are expected to be received over a period of several months, and will be used to fund ongoing operations; through March 28, the Company has received approximately \$1.0 million from the sale of these subordinated notes.

#### **Interest Rate Exposure and Hedging**

The Company is able through the use of varying maturities on advances from the CP Facility to lock in rates during the warehousing period, when in management's judgment it is appropriate to limit interest rate exposure during such warehousing period (See "Risk Factors — Interest Rate Risk").

The Company has the ability to move rates upward in response to rising borrowing costs because the Company currently does not originate loans near the maximum rates permitted by law. Further, the Company employs a hedging strategy which primarily consists of the execution of forward interest rate swaps. These hedges are entered into by the Company in numbers and amounts which generally correspond to the anticipated principal amount of the related securitization. Gains and losses relative to these hedges are recognized in full at the time of securitization as an adjustment to the gain on sale of the Contracts. The

Company has only used counterparties with investment grade debt ratings from national rating agencies for its hedging transactions.

Management monitors the Company's hedging activities on a frequent basis to ensure that the value of hedges, their correlation to the Contracts being hedged and the amounts being hedged continue to provide effective protection against interest rate risk. The Company's hedging strategy requires estimates by management of monthly Contract acquisition volume and timing of its securitizations. If such estimates are materially inaccurate, then the Company's gain on sales of Contracts and results of operations and cash flows could be adversely affected. The amount and timing of hedging transactions are determined by senior management based upon the amount of Contracts purchased and the interest rate environment. Senior management currently expects to hedge substantially all of its Contracts pending securitization.

#### Contractual Obligations

The table below provides information about the Company's contractual obligations by category and expected maturity date as of December 31, 2001 (dollars in thousands).

	Contractual Obligations Due by Period				
	Total	2002	2003-2006	2007-2010	After 2010
Commercial Paper .....	\$190,008	\$190,008			
Subordinated Debt .....	16,232	4,232	\$ 12,000		
Residual Lines .....	68,355	68,355			
Capital Leases .....	399	216	183		
Operating Leases .....	18,469	3,326	11,255	\$3,888	
Interest Rate Swaps .....	175,000	53,900	121,100		
Total Obligations .....	<u>\$468,463</u>	<u>\$320,037</u>	<u>\$144,538</u>	<u>\$3,888</u>	

#### Forward Looking Information

The preceding Management's Discussion and Analysis of the Company's Financial Condition and Results of Operations contain certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, which can be identified by the use of forward-looking terminology such as "may," "will," "expect," "anticipate," "estimate," "should" or "continue" or the negative thereof or other variations thereon or comparable terminology. Cautionary statements identifying important factors with respect to such forward-looking statements, including certain risks and uncertainties, that could cause actual results to differ materially from those in such forward-looking statements are included in this Annual Report on Form 10-K, including, without limitation, in Item 1, shown under the heading "Risk Factors".

#### Item 7A. *Quantitative and Qualitative Disclosures about Market Risk*

The Company's earnings are affected by changes in interest rates as a result of its dependence upon the issuance of interest-bearing securities and the incurrence of debt to fund its lending activities. Several factors can influence the Company's ability to manage interest rate risk. First, Contracts are purchased at fixed interest rates, while the amounts borrowed under the warehouse credit facilities bear interest at variable rates that are subject to frequent adjustment to reflect prevailing market interest rates. Second, the interest rate demanded by investors in a securitization is a function of prevailing market rates for comparable transactions and the general interest rate environment. Because the Contracts originated by the Company have fixed interest rates, the Company bears the risk of smaller gross interest rate spreads in the event interest rates increase during the period between the date Contracts are purchased and the completion and pricing of securitization transactions.

The Company uses several strategies to minimize interest rate risk, including the utilization of derivative financial instruments, the regular securitization of Contracts and pre-funding of securitization transactions. Pre-funding securitizations is the practice of issuing more asset-backed securities than the amount of Contracts initially sold to the Trust. The proceeds from the pre-funded portion are held in an escrow account until additional Contracts are sold to the Trust in amounts up to the balance of the pre-funded escrow account. In pre-funded securitizations, borrowing costs are locked in with respect to the Contracts subsequently delivered to the Trust. However, the Company incurs an expense in pre-funded securitizations equal to the difference between the money market yields earned on the proceeds held in escrow prior to the subsequent delivery of Contracts and the interest rate paid on the asset-backed securities outstanding.

Derivative financial instruments are utilized to manage the gross interest rate spread on the Company's securitization transactions. The Company sells fixed rate Contracts to the trusts that, in turn, sell fixed rate securities to investors. The fixed rates on securities issued by the trusts are indexed to Swap rates on U.S. Treasury Notes with similar average maturities or various London Interbank Offered Rates ("LIBOR"). The Company periodically executes the sale of forward swap agreements to lock in the indexed rate for specific anticipated securitization transactions. The Company utilizes these derivative financial instruments to modify its net interest sensitivity to levels deemed appropriate based on the Company's risk tolerance. All transactions are entered into for purposes other than trading, and are settled quarterly upon pricing of the securitization.

The Company remitted cash payments, net of expenses, of approximately \$6.6 million in 2001, and \$1.2 million in 2000, and received cash payments, net of expenses, of \$1.8 million in 1999 to settle forward interest rate swap agreements. These amounts were included in the gain on sale of Contracts in securitization transactions. Cash payments are recovered over time through a higher gross interest rate spread on the related securitization transaction, while cash receipts are offset through a lower gross interest rate spread on the related securitization transaction. As of December 31, 2001, the Company had \$175.0 million of forward interest rate swap agreements outstanding.

The table below provides information about the Company's derivative financial instruments by expected maturity date as of December 31, 2001 (dollars in thousands). Notional amounts, which are used to calculate the contractual payments to be exchanged under the agreements, represent average amounts that will be outstanding for each of the years included in the table. Notional amounts do not represent amounts exchanged by parties and, thus, are not a measure of the Company's exposure to loss through its use of the agreements.

<u>Years Ended December 31,</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>Fair Value</u>
<b>Interest Rate Swaps:</b>						
Average Notional Amounts (\$000's) .....	\$ 149,189	\$ 93,616	\$ 45,311	\$ 12,427	\$ 1,304	\$437
Average interest rate paid ..	3.61%	3.61%	3.61%	3.61%	3.61%	
Average interest rate received .....	Variable	Variable	Variable	Variable	Variable	

There can be no assurance that the Company's strategies will be effective in minimizing interest rate risk or that increases in interest rates will not have an adverse effect on the Company's profitability.

**Item 8. Financial Statements and Supplementary Data**

The Company's financial statements, as listed under Item 14, appear in a separate section of this Annual Report on Form 10-K beginning on page 45.

Item 9. *Changes in and Disagreements with Accountants on Accounting and Financial Disclosure*

None.

PART III

Item 10. *Directors and Executive Officers of the Registrant*

Information regarding the directors and officers of the Company is incorporated herein by reference to the descriptions set forth under the captions "Election of Directors", "Management" and "Section 16(a) Beneficial Ownership Reporting Compliance" in the Proxy Statement to be filed with the Securities and Exchange Commission for the Annual Meeting of Stockholders currently expected to be held May 30, 2002 (the "2002 Proxy Statement").

Item 11. *Executive Compensation*

Information regarding executive compensation is incorporated herein by reference to the descriptions to be set forth under the caption "Executive Compensation" in the 2002 Proxy Statement.

Item 12. *Security Ownership of Certain Beneficial Owners and Management*

Information regarding security ownership of certain beneficial owners and management of the Company is incorporated herein by reference to the information to be set forth under the caption "Security Ownership of Certain Beneficial Owners and Management" in the 2002 Proxy Statement.

Item 13. *Certain Relationships and Related Transactions*

Information regarding certain relationships and related transactions with the Company is incorporated herein by reference to the information to be set forth under the caption "Certain Transactions and Related Transactions" in the 2002 Proxy Statement.

PART IV

Item 14. *Exhibits and Reports on Form 8-K*

(a) (1) *Financial Statements:*

The Company's financial statements appear in a separate section of this Annual Report on Form 10-K beginning on the pages referenced below:

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(a) (2) *Exhibits*

The following Exhibits are attached hereto and incorporated herein by reference.

## INDEX TO EXHIBITS

<u>Exhibit Number</u>	<u>Description</u>
3.1	Certificate of Incorporation of the Company.(1)
3.2	Bylaws of the Company.(1)
4.1	Rights Agreement dated as of July 8, 1997, between the Company and American Stock Transfer and Trust Company, as Rights Agent (which includes the form of Certificate of Designation for the Series A Participating Preferred Stock and the form of Rights Certificate of the Company).(3)
10.1	Form of Indemnification Agreement of the Company.(1)
10.2	Second Amended and Restated 1994 Stock Option Plan.(1)
10.3	Form of Notice of Grant of Stock Option under Second Amended and Restated 1994 Stock Option Plan.(1)
10.4	Form of Stock Option Agreement under Second Amended and Restated 1994 Option Plan.(1)
10.5	Form of Stock Purchase Agreement under Second Amended and Restated 1994 Stock Option Plan.(1)
10.6	1994 Special Performance Option Grant Plan.(1)
10.7	Form of Notice of Grant of Stock Option under 1994 Special Performance Option Grant Plan.(1)
10.8	Form of Stock Option Agreement under 1994 Special Performance Option Grant Plan.(1)
10.9	Form of Stock Purchase Agreement under 1994 Special Performance Option Grant Plan.(1)
10.10	Third Amendment to Amended and Restated Investors' Rights Agreement between and among Onyx Acceptance Corporation and the Investors identified therein dated as of November 27, 1995.(1)
10.11	Senior Subordinated Note and Warrant Purchase Agreement between and among Onyx Acceptance Corporation, Capital Resource Lenders II, L.P. and Dominion Fund III, L.P., dated as of November 17, 1994.(1)
10.12	Warrant to purchase Common Stock in favor of Capital Resource Lenders II, L.P. from Onyx Acceptance Corporation dated as of November 17, 1994.(1)
10.13	Warrant to purchase Common Stock in favor of Dominion Fund III, L.P. from Onyx Acceptance Corporation dated as of November 17, 1994.(1)
10.14	Amended and Restated Co-Sale and First Refusal Agreement between and among Onyx Acceptance Corporation and the Shareholders identified therein dated as of November 17, 1994.(1)
10.15	Amended and Restated Investors' Rights Agreement between and among Onyx Acceptance Corporation, the Investors and the Management Holders identified therein dated as of November 17, 1994.(1)
10.16	Amended and Restated Voting Agreement between and among Onyx Acceptance Corporation and the Shareholders identified therein dated as of November 17, 1994.(1)
10.20	Sublease and Administrative Services Agreement between Onyx Acceptance Corporation and Onyx Acceptance Financial Corporation dated as of September 8, 1994.(1)
10.21	Tax Allocation Agreement between Onyx Acceptance Corporation and Onyx Acceptance Financial Corporation dated as of September 1, 1994.(1)
10.22	Corporate Separateness Agreement between Onyx Acceptance Corporation and Onyx Acceptance Financial Corporation dated September 8, 1994.(1)
10.24	First Amendment to Amended and Restated Investors' Rights Agreement between and among Onyx Acceptance Corporation and certain Investors identified therein dated as of December 15, 1994.(1)
10.25	Master Lease Agreement between Onyx Acceptance Corporation and Comdisco, Inc. dated January 7, 1994.(1)
10.26	Warrant to purchase Series A Preferred Stock in favor of Comdisco, Inc. from Onyx Acceptance Corporation dated as of January 7, 1994.(1)
10.27	Warrant to purchase Common Stock in favor of Lighthouse Capital Partners from Onyx Acceptance Corporation dated November 3, 1995.(1)

<u>Exhibit Number</u>	<u>Description</u>
10.28	Master Lease Agreement between Lighthouse Capital Partners and Onyx Acceptance Corporation dated November 3, 1995.(1)
10.29	Second Amendment to Amended and Restated Investors' Rights Agreement between and among Onyx Acceptance Corporation and the Investors identified therein dated as of November 3, 1995.(1)
10.32	Option Agreement between Onyx Acceptance Corporation and John W. Hall dated as of December 20, 1994.(1)
10.33	Promissory Note in favor of Onyx Acceptance Corporation from John Hall dated as of December 20, 1994.(1)
10.34	Option Agreement between Onyx Acceptance Corporation and Brian MacInnis dated as of December 20, 1994.(1)
10.35	Promissory Note in favor of Onyx Acceptance Corporation from Brian MacInnis dated as of December 20, 1994.(1)
10.36	Stock Purchase Agreement between and among Brian MacInnis and certain Investors identified therein dated as of June 7, 1995.(1)
10.37	Stock Purchase Agreement between and among John W. Hall and certain Investors identified therein dated as of June 7, 1995.(1)
10.41	Onyx Acceptance Corporation 401(k) Plan dated January 1, 1994.(1)
10.46	Subordination and Intercreditor Agreement by and among State Street Bank and Trust Company, The First National Bank of Boston, Capital Resource Lenders II, L.P., Dominion Fund III and Onyx Acceptance Corporation dated as of January 31, 1996.(1)
10.48	Form of Dealer Agreement Non-Recourse (U) between Dealership and Onyx Acceptance Corporation.(1)
10.49	Form of Dealer Agreement Non-Recourse (N) between Dealership and Onyx Acceptance Corporation.(1)
10.50	1996 Stock Option/Stock Issuance Plan.(1)
10.58	Form of Underwriting Agreement between Onyx Acceptance Financial Corporation and Merrill Lynch, Pierce, Fenner & Smith Incorporated in connection with 1997-1 Grantor Trust.(2)
10.59	Form of Pooling and Servicing Agreement between Onyx Acceptance Financial Corporation, Onyx Acceptance Corporation, and Bankers Trust Company in connection with 1997-2 Grantor Trust.(4)
10.60	Form of Underwriting Agreement between Onyx Acceptance Financial Corporation, Merrill Lynch, Pierce, Fenner & Smith Incorporated in connection with 1997-2 Grantor Trust.(4)
10.61	Form of Pooling and Servicing Agreement between Onyx Acceptance Financial Corporation, Onyx Acceptance Corporation and Bankers Trust Company in connection with 1997-3 Grantor Trust.(5)
10.62	Form of Underwriting Agreement between Onyx Acceptance Financial Corporation and Merrill Lynch, Pierce, Fenner & Smith Incorporated in connection with 1997-3 Grantor Trust.(5)
10.63	1997-4 Spread Account Trust Agreement between Onyx Acceptance Financial Corporation and Bankers Trust (Delaware) dated as of December 12, 1997.(6)
10.64	Form of Pooling and Servicing Agreement between Onyx Acceptance Financial Corporation, Onyx Acceptance Corporation and Bankers Trust Company in connection with 1997-4 Onyx Acceptance Grantor Trust.(6)
10.65	Form of Underwriting Agreement between Onyx Acceptance Financial Corporation, Onyx Acceptance Corporation and Merrill Lynch & Co. in connection with 1997-4 Onyx Acceptance Grantor Trust.(6)
10.66	Term Loan Agreement by and between Bay View Capital Corporation and Onyx Acceptance Corporation dated February 24, 1998.(7)
10.67	Master Repurchase Agreement Annex by and between Merrill Lynch Mortgage Capital Inc. and Onyx Acceptance Financial Corporation dated February 4, 1998.(7)
10.68	Master Assignment Agreement by and between Merrill Lynch Mortgage Capital Inc. and Onyx Acceptance Financial Corporation dated February 4, 1998.(7)

<u>Exhibit Number</u>	<u>Description</u>
10.69	Second Amendment to Master Assignment Agreement between Onyx Acceptance funding Corporation and Merrill Lynch Mortgage Capital Inc. dated July 7, 1999.(15)
10.70	Amended and Restated Residual Interest in Securitized Assets Revolving Credit Agreement dated June 12, 1998 by and among Onyx Acceptance Corporation, State Street Bank and Trust Company, BankBoston and The Travelers Insurance Company.(8)
10.71	Second Amendment to Loan Agreement and Pledge and Security Agreement by and among Onyx Acceptance Corporation, State Street Bank and Trust Company, BankBoston and The Travelers Insurance Company dated August 9, 1999.(15)
10.72	Amended and Restated Pledge and Security Agreement dated June 12, 1998 by and among Onyx Acceptance Corporation, State Street Bank and Trust Company, BankBoston and The Travelers Insurance Company.(8)
10.73	First Amendment to Loan Agreement and Confirmation of Pledge and Security Agreement dated June 29, 1999.(14)
10.74	Amended and Restated Sale and Servicing Agreement between Onyx Acceptance Corporation and Onyx Acceptance Financial Corporation dated as of September 4, 1998.(9)
10.75	Amended and Restated Triple-A One Funding Corporation Credit Agreement between and among Onyx Acceptance Financial Corporation, Triple-A One Funding Corporation, CapMAC Financial Services, Inc. and Capital Markets Assurance Corporation dated as of September 4, 1998.(9)
10.76	Amended and Restated Triple-A One Funding Corporation Security Agreement between and among Onyx Acceptance Financial Corporation, Triple-A One Funding Corporation and Capital Markets Assurance Corporation dated as of September 4, 1998.(9)
10.77	Amended and Restated Subordinated Security Agreement between Onyx Acceptance Corporation and Onyx Acceptance Financial Corporation dated as of September 4, 1998.(9)
10.78	Amended and Restated Insurance and Indemnity Agreement between and among Onyx Acceptance Corporation, Capital Markets Assurance Corporation, Onyx Acceptance Financial Corporation and Triple-A One Funding Corporation dated as of September 4, 1998.(9)
10.79	Master Loan Agreement between Onyx Acceptance Financial Corporation and Salomon Brothers Realty Corp. dated September 3, 1998.(9)
10.80	Form of Pooling and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation, and Bankers Trust Company in connection with the 1998-1 Onyx Acceptance Grantor Trust.(10)
10.81	Form of Underwriting Agreement between Onyx Acceptance Financial Corporation, Onyx Acceptance Corporation and Merrill Lynch & Co. in connection with the 1998-1 Onyx Acceptance Grantor Trust.(10)
10.82	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation, and Chase Manhattan Bank in connection with the Onyx Acceptance Owners Trust 1998-A.(11)
10.83	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation, and Chase Manhattan Bank in connection with the Onyx Acceptance Owners Trust 1998-B.(11)
10.84	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and Chase Manhattan Bank in connection with the Onyx Acceptance Owners Trust 1998-C.(11)
10.85	Amendment Number One dated December 22, 1998 to Amended and Restated Onyx Warehouse Facility and Assignment and Assumption Agreement.(12)
10.86	Amendment No. 2 to the Amended and Restated Onyx Warehouse Facility effective as of March 30, 1999 by and among Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation, Triple-A One Funding Corporation, Capital Markets Assurance Corporation, CapMAC Financial Services, Inc. and MBIA Insurance Corporation.(13)

<u>Exhibit Number</u>	<u>Description</u>
10.87	Sale and Servicing Agreement between Onyx Acceptance Corporation as Seller and Servicer and Onyx Acceptance Receivables Corporation, as Purchaser, dated August 9, 1999.(15)
10.88	Security Agreement between Onyx Acceptance Receivables Corporation and The Chase Manhattan Bank as Funding Agent, dated August 9, 1999.(15)
10.89	Subordinated Security Agreement between Onyx Acceptance Receivables Corporation, and Onyx Acceptance Corporation, dated August 9, 1999.(15)
10.90	Asset Purchase Agreement between Park Avenue Receivables Corporation and The Chase Manhattan Bank and Onyx Acceptance Receivables Corporation, dated August 9, 1999.(15)
10.91	Funding Agreement between Onyx Acceptance Receivables Corporation and Park Avenue Receivables Corporation and The Chase Manhattan Bank, dated August 9, 1999.(15)
10.92	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and Chase Manhattan Bank in connection with the Onyx Acceptance Owners Trust 1999-A.(16)
10.93	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and Chase Manhattan Bank in connection with the Onyx Acceptance Owners Trust 1999-B.(17)
10.94	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and Chase Manhattan Bank in connection with the Onyx Acceptance Owners Trust 1999-C.(18)
10.95	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and Chase Manhattan Bank in connection with the Onyx Acceptance Owners Trust 1999-D.(19)
10.96	Consent and Amendment Agreement between and among Onyx Acceptance Corporation and State Street Bank and Trust Company, BankBoston and the Travelers Insurance Company.(15)
10.97	Sale and Assignment Agreement dated March 29, 2000 among Onyx Acceptance Residual Funding Owner Trust 2000-A as Issuer, Onyx Acceptance Financial Corporation as Seller, and The Chase Manhattan Bank as Indenture Trustee and as Trust Agent.(20)
10.98	Indenture dated March 29, 2000 between Onyx Acceptance Residual Funding Owner Trust 2000-A as Issuer, and The Chase Manhattan Bank, as Indenture Trustee.(20)
10.99	Trust Agreement dated March 29, 2000 among Onyx Acceptance Financial Corporation, as Depositor, Bankers Trust as Owner Trustee and The Chase Manhattan Bank as Trust Agent.(20)
10.100	Master Repurchase Agreement dated May 16, 2000, by and among Merrill Lynch International, Onyx Acceptance Funding Corporation, and Merrill Lynch, Pierce, Fenner & Smith Incorporated acting as Agent.(20)
10.101	Indenture dated as of April 17, 2000 between Onyx Acceptance Corporation, as Issuer and Bankers Trust Company, as Trustee.(21)
10.102	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and The Chase Manhattan Bank in connection with the Onyx Acceptance Owner Trust 2000-A.(22)
10.103	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and The Chase Manhattan Bank in connection with the Onyx Acceptance Owner Trust 2000-B.(23)
10.104	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and The Chase Manhattan Bank in connection with the Onyx Acceptance Owner Trust 2000-C.(24)
10.105	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and The Chase Manhattan Bank in connection with the Onyx Acceptance Owner Trust 2000-D.(25)

<u>Exhibit Number</u>	<u>Description</u>
10.106	Master Repurchase Agreement dated October 13, 2000 by and between Credit Suisse First Boston (Europe) Limited, as buyer, Credit Suisse First Boston Corporation, as Agent and Onyx Acceptance Funding Corporation, as Seller.(26)
10.107	Onyx Acceptance Corporation Non-Qualified Deferred Compensation Plan.(27)
10.108	The Onyx Acceptance Corporation Non-Qualified Deferred Compensation Plan Trust Agreement.(27)
10.109	Daybreak-The Big Picture Master License Agreement.(28)
10.110	SuperSolutions Corporation Daybreak-The Big Picture Service Level Agreement.(28)
10.111	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and The Chase Manhattan Bank in connection with the Onyx Acceptance Owner Trust 2001-A.(29)
10.112	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and The Chase Manhattan Bank in connection with the Onyx Acceptance Owner Trust 2001-B.(30)
10.113	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and The Chase Manhattan Bank in connection with the Onyx Acceptance Owner Trust 2001-C.(31)
10.114	Form of Sale and Servicing Agreement between Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation and Citibank N.A. in connection with the Onyx Acceptance Owner Trust 2001-D.(32)
10.115	Second Amended and Restated Triple-A One Credit Agreement, dated November 30, 2001 among Onyx Acceptance Financial Corporation, Triple-A One Funding Corporation, CapMac Financial Services, Inc., and Capital Markets Assurance Corporation.*
10.116	Second Amended and Restated Subordinated Security Agreement dated as of November 30, 2001 between Onyx Acceptance Financial Corporation and Onyx Acceptance Corporation.*
10.117	Second Amended and Restated Triple-A One Security Agreement dated as of November 30, 2001 among Onyx Acceptance Financial Corporation, Onyx Acceptance Corporation, Triple-A One Funding Corporation and Capital Markets Assurance Corporation.*
10.118	Second Amended and Restated Sale and Servicing Agreement dated as of November 30, 2001 between Onyx Acceptance Financial Corporation and Onyx Acceptance Corporation.*
10.119	Second Amended and Restated Definitions List dated as of November 30, 2001 among Onyx Acceptance Corporation, Onyx Acceptance Financial Corporation, MBIA Insurance Corporation, Capital Markets Assurance Corporation and CapMac Financial Services, Inc.*
21.1	Subsidiaries of the Registrant.*
23.1	Consent of Independent Accountants.*

\* Filed herewith

- (1) Incorporated by reference from the Company's Registration Statement on Form S-1 (Registration No. 333-00680).
- (2) Incorporated by reference from Onyx Acceptance Financial Corporation's Registration Statement on Form S-1 (Registration No. 333-22301).
- (3) Incorporated by reference from the Company's Current Report on Form 8-K dated July 8, 1997. (File No. 000-28050).
- (4) Incorporated by reference from Onyx Acceptance Financial Corporation's Registration Statement on Form S-1 (Registration No. 333-28893).
- (5) Incorporated by reference from Onyx Acceptance Financial Corporation's Registration Statement on Form S-1 (Registration No. 333-33471).

- (6) Incorporated by reference from Onyx Acceptance Financial Corporation's Registration Statement on Form S-1 (Registration No. 333-40089).
- (7) Incorporated by reference from the Company's Form 10-Q for quarterly period ended March 31, 1998. (File No. 000-28050).
- (8) Incorporated by reference from the Company's Form 10-Q for quarterly period ended June 30, 1998. (File No. 000-28050).
- (9) Incorporated by reference from the Company's Form 10-Q for quarterly period ended September 30, 1998. (File No. 000-28050).
- (10) Incorporated by reference from Onyx Acceptance Financial Corporation's Registration Statement on Form S-3 (Registration No. 333-46359).
- (11) Incorporated by reference from Onyx Acceptance Financial Corporation's Registration Statement on Form S-3 (Registration No. 333-51239).
- (12) Incorporated by reference from the Company's Form 10-K for the year ended December 31, 1998. (File No. 000-28050).
- (13) Incorporated by reference from the Company's Form 10-Q for quarterly period ended March 31, 1999. (File No. 000-28050).
- (14) Incorporated by reference from the Company's Form 10-Q for the quarterly period ended June 30, 1999. (File No. 000-28050).
- (15) Incorporated by reference from the Company's Form 10-Q for the quarterly period ended September 30, 1999. (File No. 000-28050).
- (16) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K dated March 11, 1999. (File No. 333-28893).
- (17) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K dated May 28, 1999. (File No. 333-28893).
- (18) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K dated September 14, 1999. (File No. 333-28893).
- (19) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K dated November 12, 1999. (File No. 333-28893).
- (20) Incorporated by reference from the Company's Form 10-Q quarterly period ended June 30, 2000. (File No. 000-28050).
- (21) Incorporated by reference from the Company's Current Report on Form 8-K dated April 17, 2000 (File No. 333-92573).
- (22) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K dated February 28, 2000. (File No. 333-92245).
- (23) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K dated April 28, 2000. (File No. 333-92245).
- (24) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K dated July 27, 2000. (File No. 333-92245).
- (25) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K dated November 16, 2000. (File No. 333-92245).
- (26) Incorporated by reference from the Company's Form 10-K for the year ended December 31, 2000. (File No. 000-28050).
- (27) Incorporated by reference from the Company's Form 10-Q for the quarterly period ended March 31, 2001. (File No. 000-28050).
- (28) Incorporated by reference from the Company's Form 10-Q for the quarterly period ended June 30, 2001. (File No. 000-28050).

- (29) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K filed March 14, 2001. (File No. 333-51636).
- (30) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K filed May 31, 2001. (File No. 333-51636).
- (31) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K filed August 14, 2001. (File No. 333-51636).
- (32) Incorporated by reference from Onyx Acceptance Financial Corporation's Current Report on Form 8-K filed October 31, 2001. (File No. 333-51636).

(b) *Exhibits on Form 8-K*

None.



ONYX ACCEPTANCE CORPORATION  
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## REPORT OF INDEPENDENT ACCOUNTANTS

Board of Directors and Stockholders  
Onyx Acceptance Corporation

In our opinion, the accompanying consolidated statements of financial condition and the related consolidated statements of income, stockholders' equity and cash flows present fairly, in all material respects, the financial position of Onyx Acceptance Corporation and its subsidiaries (the "Company") as of December 31, 2001 and 2000, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2001, in conformity with accounting principles generally accepted in the United States of America. These financial statements are the responsibility of the Company's management; our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements in accordance with auditing standards generally accepted in the United States of America, which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As discussed in Note 3 and in Note 5 to the financial statements, the Company was required to adopt the provisions of Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities", as amended, and Emerging Issues Task Force 99-20 respectively, "Recognition of Interest Income and Impairment on Purchased and Retained Beneficial Interests in Securitized Financial Assets".

PRICEWATERHOUSECOOPERS LLP

Orange County, California  
February 1, 2002

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION**

	December 31,	
	2001	2000
	(In thousands)	
<b>ASSETS</b>		
Cash and cash equivalents .....	\$ 1,135	\$ 3,130
Contracts held for sale (net of allowance) .....	191,524	170,755
Credit enhancement assets, at fair value .....	184,300	146,013
Furniture and equipment (net of accumulated depreciation) .....	5,008	7,079
Other assets .....	4,318	4,403
Total Assets .....	\$386,285	\$331,380
<b>LIABILITIES</b>		
Accounts payable .....	\$ 27,024	\$ 22,706
Warehouse borrowings .....	190,008	172,509
Excess servicing credit and residual lines .....	68,355	41,138
Subordinated debt .....	16,232	19,505
Capital lease obligations .....	399	250
Accrued interest payable .....	449	740
Other liabilities .....	24,117	18,939
Total Liabilities .....	326,584	275,787
Commitments and Contingencies		
<b>STOCKHOLDERS' EQUITY</b>		
Common stock		
Par value \$0.01 per share; authorized 15,000,000 shares; issued and outstanding 5,078,046 as of December 31, 2001 and issued and outstanding 4,989,504 shares as of December 31, 2000. ....	51	50
Additional paid in capital .....	32,647	32,601
Retained earnings .....	25,960	21,550
Accumulated other comprehensive income, net of tax .....	1,043	1,392
Total Equity .....	59,701	55,593
Total Liabilities and Stockholders' Equity .....	\$386,285	\$331,380

See accompanying notes to consolidated financial statements.

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF INCOME

	For the Year Ended December 31,		
	2001	2000	1999
(In thousands, except per share data)			
<b>Revenues:</b>			
Interest income .....	\$ 31,843	\$ 23,046	\$ 24,433
Interest expense — warehouse line .....	<u>10,249</u>	<u>14,761</u>	<u>12,560</u>
Net Interest Income .....	21,594	8,285	11,873
Gain on sale of contracts .....	30,765	45,029	53,920
Servicing fee income .....	<u>51,218</u>	<u>47,543</u>	<u>28,877</u>
Total Revenues .....	103,577	100,857	94,670
<b>Expenses:</b>			
Provision for credit losses .....	1,079	990	1,246
Interest expense — other .....	5,492	5,592	5,727
<b>Operating Expenses:</b>			
Salaries and benefits .....	52,848	46,323	40,035
Systems and servicing .....	4,258	5,452	4,259
Telephone and data lines .....	5,014	5,950	6,089
Depreciation .....	4,644	4,379	3,482
General and administrative expenses .....	<u>22,771</u>	<u>22,200</u>	<u>17,094</u>
Total Operating Expenses .....	<u>89,535</u>	<u>84,304</u>	<u>70,959</u>
Total Expenses .....	<u>96,106</u>	<u>90,886</u>	<u>77,932</u>
Income Before Income Taxes .....	7,471	9,971	16,738
Income taxes .....	<u>3,061</u>	<u>4,136</u>	<u>6,946</u>
Net Income .....	<u>\$ 4,410</u>	<u>\$ 5,835</u>	<u>\$ 9,792</u>
<b>Net Income per share of Common Stock</b>			
Basic .....	\$ 0.88	\$ 1.03	\$ 1.59
Diluted .....	<u>\$ 0.84</u>	<u>\$ 1.00</u>	<u>\$ 1.50</u>
Basic shares outstanding .....	<u>5,026,087</u>	<u>5,657,310</u>	<u>6,173,922</u>
Diluted shares outstanding .....	<u>5,232,390</u>	<u>5,811,168</u>	<u>6,514,477</u>

See accompanying notes to consolidated financial statements.

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY**

	Common Stock		Additional Paid in Capital	Retained Earnings (Deficit)	Accumulated Comprehensive Income (Loss), Net of Tax	Total Stockholders' Equity
	Shares	Amount				
	(In thousands)					
<b>Balance at December 31, 1998</b> . . .	6,171	\$ 62	\$37,839	\$ 5,923		\$43,824
Issuance of Common Stock . . . . .	7		53			53
Comprehensive income:						
Unrealized losses in credit enhancement assets, net of tax of \$391.5 thousand . . . . .					\$ (561)	(561)
Net Income . . . . .				9,792		9,792
Total Comprehensive Income . . . . .				9,792	(561)	9,231
<b>Balance, December 31, 1999</b> . . . . .	6,178	62	37,892	15,715	(561)	53,108
Issuance of Common Stock . . . . .	12		6			6
Repurchase and retirement of Common Stock . . . . .	(1,200)	(12)	(5,297)			(5,309)
Comprehensive income:						
Unrealized gains in credit enhancement assets, net of tax of \$1.4 million . . . . .					1,953	1,953
Net Income . . . . .				5,835		5,835
Total Comprehensive Income . . . . .				5,835	1,953	7,788
<b>Balance, December 31, 2000</b> . . . . .	4,990	50	32,601	21,550	1,392	55,593
Issuance of Common Stock . . . . .	88	1	46			47
Comprehensive income:						
Unrealized loss in credit enhancement assets, net of tax of \$242 thousand . . . . .					(349)	(349)
Adoption of FAS 133, net of tax of \$596 thousand . . . . .					(840)	(840)
Loss on derivatives reclassified to earnings net of tax of \$596 thousand . . . . .					840	840
Net Income . . . . .				4,410		4,410
Total Comprehensive Income . . . . .				4,410	(349)	7,788
<b>Balance, December 31, 2001</b> . . . . .	<u>5,078</u>	<u>\$ 51</u>	<u>\$32,647</u>	<u>\$25,960</u>	<u>\$1,043</u>	<u>\$59,701</u>

See accompanying notes to consolidated financial statements.

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS

	For the Year Ended December 31,		
	2001	2000	1999
	(In thousands)		
<b>Operating Activities</b>			
Net Income .....	\$ 4,410	\$ 5,835	\$ 9,792
Adjustments to reconcile net income to net cash used in operating activities:			
Amortization of retained interest in securitized assets .....	14,552	61,229	72,704
Increase in retained interest in securitized assets .....	(91,059)	(109,173)	(101,587)
Cash released from securitization spread accounts .....	38,402		
Sale of retained interest in securitized assets .....		49,924	
Write-off of participation on securitized loans .....	31,526	40,288	41,694
Provision for credit losses .....	1,079	990	1,246
Depreciation .....	4,644	4,379	3,482
Increase in trust receivable .....	(182)	(1,797)	(2,000)
Decrease (increase) in other assets .....	85	4,724	(6,083)
Increase in accounts payable .....	4,319	1,639	10,107
(Decrease) increase in accrued interest payable .....	(291)	(727)	677
Increase (decrease) in other liabilities .....	4,829	(1,644)	9,838
Proceeds from the securitization of contracts held for sale .....	1,600,000	1,720,000	1,450,000
Purchase of contracts held for sale .....	(1,606,330)	(1,671,704)	(1,559,004)
Repurchase of trust contracts .....	(56,007)	(26,093)	(6,367)
Principal payments received on contracts held for sale .....	39,892	32,220	41,202
Payments of participation to dealers (net of chargeback collections and amortized expense) .....	(30,929)	(36,465)	(46,002)
Cash (used in) provided by operating activities .....	<u>(41,060)</u>	<u>73,625</u>	<u>(80,301)</u>
<b>Investing Activities</b>			
Purchase of furniture and equipment .....	(2,158)	(4,605)	(5,389)
Cash used in investing activities .....	<u>(2,158)</u>	<u>(4,605)</u>	<u>(5,389)</u>
<b>Financing Activities</b>			
Payments on capital leases .....	(267)	(308)	(349)
Proceeds from warehouse line .....	1,209,809	1,301,710	1,371,843
Payments on warehouse line .....	(1,192,310)	(1,361,489)	(1,289,599)
Proceeds from drawdown on excess service borrowings .....	46,200	34,000	39,257
Payments to paydown excess service credit borrowings .....	(18,983)	(48,741)	(32,934)
Proceeds from subordinated debt .....		12,000	
Principal payments on subordinated debt .....	(3,273)	(2,496)	
Proceeds from exercise of options/warrants .....	47	6	53
Repurchase and retirement of common stock .....		(5,309)	
Proceeds from other loans .....			1,013
Payments on other loans .....		(453)	(333)
Cash provided by (used in) financing activities .....	<u>41,223</u>	<u>(71,080)</u>	<u>88,951</u>
(Decrease) increase in cash and cash equivalents .....	(1,995)	(2,060)	3,261
Cash and cash equivalents at beginning of period .....	3,130	5,190	1,929
Cash and cash equivalents at end of period .....	<u>\$ 1,135</u>	<u>\$ 3,130</u>	<u>\$ 5,190</u>
<b>Supplemental disclosure of cash flow information:</b>			
Noncash activities:			
Additions to capital leases .....	\$ 415	\$ 210	\$ —
Cash paid:			
Interest .....	\$ 16,032	\$ 21,080	\$ 17,610
Income taxes .....	\$ (2,316)	\$ 1,858	\$ 1,198

See accompanying notes to consolidated financial statements.

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**Note 1 — Nature of Operations**

Onyx Acceptance Corporation, a Delaware Corporation, (“Onyx”), and its wholly owned special purpose finance subsidiaries Onyx Acceptance Financial Corporation (“O AFC”), Onyx Acceptance Funding Corporation (“OFC”) and Onyx Acceptance Receivables Corporation (“OARC”), (collectively, the “Company”), is a specialized consumer finance company engaged in the purchase, securitization and servicing of motor vehicle retail installment contracts originated by franchised and select independent automobile dealerships (collectively the “Contracts”). Onyx was incorporated on August 17, 1993, and commenced operations in February 1994. Onyx provides an independent source to automobile dealers to finance their customers’ purchases of new and used vehicles. The Company attempts to meet the needs of dealers through consistent buying practices, competitive rates, a dedicated customer service staff, fast turnaround time and systems designed to expedite the processing of credit applications.

**Note 2 — Summary of Significant Accounting Policies**

*Principles of Consolidation:* The accompanying consolidated financial statements include the accounts of Onyx, O AFC, OFC and OARC. All significant intercompany accounts and transactions have been eliminated upon consolidation.

*Cash and Cash Equivalents:* The Company considers all significant investments with maturity at acquisition of three months or less to be cash equivalents.

*Contracts Held for Sale:* Contracts held for sale are stated at the lower of cost or market value.

The Company defers certain Contract origination fees and participation paid to dealers. At the time of sale or securitization, these balances are written off and are included as part of the computation of the gain on sale of Contracts.

The current policy of the Company is to recognize losses on repossessed vehicles in the month in which the vehicle is sold or in which the scheduled payment becomes 120 days delinquent, whichever occurs first. Losses may occur in connection with delinquent Contracts for which the vehicle was not repossessed, either because of a discharge of the obligor’s indebtedness in a bankruptcy proceeding or due to the Company’s inability to locate the financed vehicle or the obligor. In these cases, losses are recognized at the time a Contract is deemed uncollectable or during the month a scheduled payment under the Contract becomes 120 days past due, whichever occurs first.

*Sales of Contracts:* The Company purchases Contracts which will be sold to investors with servicing rights retained by the Company. The Company sells a majority of its Contracts and does not purchase any residual interest in securitized or sold Contracts. Contracts are sold at or near par value. For Contracts securitized, the Company retains a participation in the future cash flows released by trusts, while for cash sales no participation is retained in the future cash flows. As of December 31, 2001 the Company was servicing all the Contracts sold to the trusts. As of December 31, 2001 and 2000, 27% and 30% respectively, of the sold portfolio was originated in California.

*Furniture and Equipment:* Furniture and equipment are stated at cost less accumulated depreciation, and are depreciated for financial reporting purposes on a straight-line basis over a three year estimated life. Capitalized leased assets are amortized over the lease term. Leasehold improvements are amortized over a period not exceeding the term of the lease.

*Interest and Fee Income:* Interest and fee income on Contracts held for sale is determined on a monthly basis using either the simple interest (level yield) method or the sum-of-the-months digits method, which approximates the effective yield method.

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

*Income Taxes:* The Company utilizes Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes," which requires the recognition of deferred tax liabilities and assets for the expected future tax consequences of events that have been included in the financial statements or tax returns. Under this method, deferred tax liabilities and assets are determined based on the difference between the financial statements and the tax basis of assets and liabilities using enacted tax rates in effect for the year in which the differences are expected to reverse. Valuation allowances are established, when necessary, to reduce deferred tax assets to the amount expected to be realized. The provision for income taxes represents the tax payable for the period and the change during the year in deferred tax assets and liabilities. The Company files consolidated federal and state tax returns.

*Net Income Per Share:* Net income per share is presented in dual format as basic and diluted earnings per share. Basic earnings per share is based on the weighted average number of common shares outstanding. Diluted earnings per share is based on the weighted average number of common shares outstanding, adjusted to include the impact of potential dilutive common stock options and warrants outstanding.

*Derivative Financial Instruments:* The Company maintains an overall risk management strategy that incorporates the use of interest rate and derivative financial instruments to mitigate its exposure to significant unplanned fluctuations in earnings caused by volatility in interest rates. Derivative instruments that are used as part of the Company's interest rate management strategy include forward interest rate swaps. These instruments are designated as cash flow hedges. Onyx does not use any of these instruments for trading or speculative purposes.

The Company uses forward interest rate swaps to hedge the variability in the forecasted future net cash flows it will receive from the RISA attributable to the risk of changing interest rates. The Company's interest rate swap agreements involve arrangements to pay a fixed interest rate and receive a floating interest rate, at specified intervals, calculated on agreed-upon amortizing notional amounts. The debt and amounts that the Company hedges are determined based on prevailing market conditions and the current shape of the yield curve. Interest rate swap agreements are executed as an integral part of specific securitization transactions. Interest rate swap agreements are unwound upon securitization, whereby the gain or loss on the hedge is recorded to income and the associated component of the gain or loss previously recorded in other comprehensive income is reversed.

Derivative instruments used by Onyx involve, to varying degrees, elements of credit risk in the event a counterparty should default and market risk as the instruments are subject to rate and price fluctuations. Credit risk is managed through the use of credit standard guidelines, counterparty diversification, monitoring of counterparty financial condition and International Swap Dealers Association master netting agreements in place with all derivative counterparties.

All derivatives are recognized on the balance sheet at their fair value. On the date that the Company enters into a derivative contract, it designates the derivative as a hedge of a forecasted transaction of the variability of cash flows that are to be received or paid in connection with the securitization (a "cash flow" hedge). Changes in the fair value of a derivative that are highly effective and previously designated to qualify as a cash flow hedge to the extent that the hedge is effective, are recorded in other comprehensive income until earnings are affected by the variability of cash flows of the hedged transaction (e.g., until periodic settlements of a variable asset or liability are recorded in earnings). Any hedge ineffectiveness (which represents the amount by which the changes in the fair value of the derivative exceed the variability in the cash flows of the forecasted transaction) is recorded in current-period earnings.

The Company formally documents all relationships between hedging instruments and hedged items, as well as its risk-management objective and strategy for undertaking various hedge transactions. This process includes linking all derivatives that are designated as cash flow hedges or specific firm commitments or forecasted transactions. The Company also formally assesses (both at the hedge's inception and on an ongoing

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

basis) whether the derivatives that are used in hedging transactions have been highly effective in offsetting changes in the cash flows of hedged items and whether those derivatives may be expected to remain highly effective in future periods. When it is determined that a derivative is not, or has ceased to be, highly effective as a hedge, the Company discontinues hedge accounting prospectively, as discussed below.

The Company will discontinue hedge accounting prospectively when (1) it determines that the derivative is no longer highly effective in offsetting changes in the cash flows of a hedged item such as firm commitments or forecasted transactions; (2) it is no longer probable that the forecasted transaction will occur; (3) the derivative expires or is sold, terminated, or exercised; or (4) management determines that designating the derivative as a hedging instrument is no longer appropriate.

At December 31, 2001, the Company had entered into four year amortizing forward swap agreements with a notional face amount outstanding of \$175.0 million with maturities matching the average life of the Contracts being hedged. At December 31, 2001, these agreements had a fair value of \$0.4 million. At December 31, 2000, the Company had forward swap agreements outstanding totaling \$225 million with a fair value of (\$1.4) million.

Gain on Sale of Contracts for the year ended December 31, 2001, included a loss of \$6.6 million related to hedging activities. Included in Gain on Sale of Contracts for the year ended December 31, 2000 was a loss of \$1.2 million due to hedging activities, while the Gain on Sale for the year ended December 31, 1999 included a gain arising from hedging activities of \$1.8 million.

*Pervasiveness of Estimates:* The preparation of the consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

*Stock-based Compensation:* Statement of Financial Accounting Standards No. 123, "Accounting for Stock Based Compensation" ("SFAS No. 123"), encourages, but does not require companies to recognize compensation expense associated with stock based compensation plans over the anticipated service period based on the fair value of the award on the date of grant. As allowed by SFAS 123, however, the Company has elected to continue to measure compensation costs as prescribed by APB Opinion No. 25 "Accounting for Stock Issued to Employees." See footnote 12 for Pro Forma disclosures of net income and net income per share, as if SFAS 123 had been adopted.

*Comprehensive Income:* Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income" ("SFAS 130"), establishes standards for reporting comprehensive income and its components in a full set of financial statements. The standard requires that all items that are required to be recognized under accounting standards as components of comprehensive income, including an amount representing total comprehensive income, be reported in a financial statement that is displayed with the same prominence as other financial statements. Pursuant to SFAS 130, the Company has reported comprehensive income in the accompanying Consolidated Statements of Stockholders' Equity.

*Reclassification:* Certain amounts in the prior year consolidated financial statements have been reclassified to conform to the 2001 presentation.

**Note 3 — Recent Accounting Pronouncements**

Effective January 1, 2001 Onyx adopted the provisions of Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities" ("SFAS No. 133"), as amended. SFAS No. 133 requires companies to record derivatives on the balance sheet as assets and liabilities, measured at fair value. The accounting for the gain or loss due to changes in fair value of the derivative

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

instrument depends on whether the derivative qualifies as a hedge. If the derivative instrument does not qualify as a hedge, the gains or losses are reported in earnings when they occur. If the derivative instrument qualifies as a hedge, the accounting varies based upon the type of risk being hedged.

Adopting the provisions of SFAS No. 133 on January 1, 2001 resulted in a one-time cumulative after-tax reduction in Accumulated Other Comprehensive Income as of January 1, 2001, of \$840,000, representing the fair value of the derivatives net of tax.

All components of each derivative's gain or loss were included in the assessment of hedge effectiveness. The Company has reclassified to earnings \$840,000 of its loss from adoption, which was recorded in Accumulated Other Comprehensive Income when the forecasted transaction occurred during the first quarter of 2001.

In September 2000, the FASB issued Statement of Financial Accounting Standards No. 140, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities — A Replacement of FAS 125." This Statement replaces FAS 125, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities." It revises the standards for accounting for securitizations and other transfers of financial assets and collateral and requires certain disclosures, but it carries over most of FAS 125's provisions without reconsideration. This Statement provides consistent standards for distinguishing transfers of financial assets that are sales from transfers that are secured borrowings. This Statement is effective for transfers and servicing of financial assets and extinguishments of liabilities occurring after March 31, 2001. Adoption of SFAS No. 140 did not have a material effect on the Company's financial statements.

In July 2001, the Financial Accounting Standards Board issued Statements on Financial Accounting Standards (SFAS) Nos. 141 (Business Combinations) and 142 (Goodwill and Other Intangible Assets). SFAS No. 141, among other things, eliminates the use of the pooling of interests method of accounting for business combinations. Under the provisions of SFAS No. 142, goodwill will no longer be amortized, but will be subject to a periodic test for impairment based upon fair values. SFAS No. 141 is effective for all business combinations initiated after June 30, 2001. SFAS No. 142 will be effective for the Company beginning January 1, 2002. The adoption of these statements is not expected to have a material effect on the Company's financial statements.

In August 2001, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets." This Statement addresses financial accounting and reporting for the impairment or disposal of long-lived assets, and supersedes FAS-121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of." The statement also supersedes APB-30, "Reporting the Results of Operations — Reporting the Effects of Disposal of a Segment of a Business and Extraordinary, Unusual and Infrequently Occurring Events and Transactions." This Statement is effective for financial statements issued for fiscal years beginning after December 15, 2001. At present, the Company believes that FAS-144 will not have a material effect on its consolidated financial statements.

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

**Note 4 — Contracts Held for Sale**

Contracts held for sale consist of the following:

	December 31,	
	2001	2000
	(In thousands)	
Gross Contracts held for sale .....	\$196,182	\$175,911
Less unearned interest .....	(2,208)	(3,302)
Contracts held for sale .....	193,974	172,609
Dealer participation .....	(2,450)	(1,854)
Total .....	\$191,524	\$170,755

As of December 31, 2001 and 2000, 28% and 30% of Contracts held for sale were originated in California, respectively.

At December 31, 2001, contractual maturities of Contracts held for sale were as follows:

	(In thousands) (1)
2002 .....	\$ 4,354
2003 .....	12,226
2004 .....	9,648
2005 .....	19,656
2006 and thereafter .....	149,371
	\$195,255

(1) Actual maturities may vary depending on prepayment speed, charge-offs and deferments.

Contracts serviced by the Company for the benefit of others totaled approximately \$2.7 billion at December 31, 2001 and \$2.5 billion December 31, 2000. These amounts are not reflected in the accompanying consolidated financial statements.

**Note 5 — Credit Enhancement Assets**

SFAS 140 requires that following a transfer of financial assets, an entity is to recognize the assets it controls and the liabilities it has incurred, and derecognize assets for which control has been surrendered and liabilities that have been extinguished.

Credit enhancement assets consisted of the following:

	December 31,	
	2001	2000
	(In thousands)	
Trust receivables .....	\$ 3,980	\$ 3,798
RISA .....	180,320	142,215
Total .....	\$184,300	\$146,013

Trust receivables represents initial deposits in spread accounts.

Retained interest in securitized assets ("RISA") capitalized upon securitization of Contracts, represents the present value of the estimated future earnings to be received by the Company from the excess spread

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

created in securitization transactions. Excess spread is calculated by taking the difference between the weighted average coupon rate of the Contracts sold and the weighted average security rate paid to the investors less contractually specified servicing and guarantor fees and projected credit losses, after giving effect to estimated prepayments.

Prepayment and credit loss assumptions are utilized to project future earnings and are based on historical experience. The Company uses a 1.75% prepayment rate for all outstanding securitizations with an average Contract life range of 1.6 to 1.7 years. Credit loss assumptions range from 3.5% to 4.7% cumulative depending upon the credit statistics of the underlying portfolio to be securitized. Credit losses are estimated using cumulative loss frequency and severity estimates by management. All assumptions are evaluated each quarter and adjusted, if appropriate, to reflect the actual performance of the underlying Contracts. Future earnings are discounted at a rate management believes to be representative of market at the time of securitization, which have generally been 3.5% over the investor rate with a floor of 9.5%. As of December 31, 2001, the discount rate used for valuing RISA was 9.5%, and loss assumptions ranged from 3.5% to 4.6% cumulative.

During 1999, the Emerging Issues Task Force ("EITF") issued EITF 99-20, Recognition of Interest Income and Impairment on Purchased and Retained Beneficial Interests in Securitized Financial Assets. EITF 99-20 establishes new income and impairment recognition standards for interests in certain securitized assets. Under the provisions of EITF 99-20, the holder of beneficial interests should recognize the excess of all estimated cash flows attributable to the beneficial interest estimated at the acquisition date over the initial investment (the accretable yield) as interest income over the life of the beneficial interest using the effective yield method. If the estimated cash flows change, then the holder of the beneficial interest should recalculate the accretable yield and adjust the periodic accretion recognized as income prospectively. If the fair value of a beneficial interest has declined below its carrying amount, an other-than-temporary decline is considered to exist if there has been a decline in estimated future cash flows and the difference between the carrying value and fair value of the beneficial interest is recorded as an impairment loss through the income statement.

During the fourth quarter of 2001, the Company recorded a \$3.3 million write-down of the Company's RISA asset stemming from higher than expected losses and delinquency on securitizations executed prior to 2001. The Company attributes a portion of the higher losses and delinquency experienced to the economic slow-down the nation experienced and the events of September 11th.

Effective April 1, 2001, the Company adopted EITF 99-20. Prior to the adoption of EITF 99-20, the balance of RISA was amortized against actual excess spread income earned on a monthly basis over the expected repayment life of the underlying Contracts. The adoption of EITF 99-20 resulted in amounts previously recognized as service fee income being recognized as interest income.

In initially valuing the RISA, the Company establishes an off balance sheet allowance for probable credit losses. The allowance is based upon historical experience and management's estimate of future performance regarding credit losses. The amount is reviewed periodically and adjustments are made if actual experience or other factors indicate that future performance may differ from management's prior estimates.

The following table presents the estimated future undiscounted RISA earnings to be received from securitizations. Estimated future undiscounted RISA earnings are calculated by taking the difference between the coupon rate of the Contracts sold and the weighted average security rate paid to the investors, less the contractually specified servicing fee of 1.0% and financial guaranty insurance fees, after giving effect to

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

estimated prepayments and assuming no losses. To arrive at the RISA, this amount is reduced by the off balance sheet allowance established for potential future losses and by discounting to present value.

	December 31,	
	2001	2000
	(In thousands)	
Estimated net undiscounted RISA earnings .....	\$ 324,162	\$ 289,837
Off balance sheet allowance for losses .....	(110,347)	(116,086)
Discount to present value .....	(33,495)	(31,536)
Retained interest in securitized assets .....	\$ 180,320	\$ 142,215
Outstanding balance of contracts sold through securitizations .....	\$2,635,042	\$2,513,407

At December 31, 2001, key economic assumptions and the sensitivity of the current fair value of residual cash flows to immediate 10% and 20% adverse changes in those assumptions are as follows:

	December 31,
	2001
	(Dollars in millions)
Expected credit loss assumption (annual rate) .....	2.00% to 2.75%
Impact of fair value of 10% adverse change .....	\$10.6
Impact of fair value of 20% adverse change .....	\$21.1
Expected prepayment rate assumption (annual rate) .....	1.75%
Impact of fair value of 10% adverse change .....	\$ 8.9
Impact of fair value of 20% adverse change .....	\$17.2
Expected discount rate on RISA (annual rate) .....	3.50% over the pass through rate
Impact of fair value of 10% adverse change .....	\$ 1.2
Impact of fair value of 20% adverse change .....	\$ 2.2

These sensitivities are hypothetical and should be used with caution. As the figures indicate, changes in fair value based on a 10 percent and 20 percent variation in assumptions generally cannot be extrapolated because the relationship of the change in assumption to the change in fair value may not be linear. Also, in this table, the effect of the variation in a particular assumption for the fair value of the retained interest is calculated without changing any other assumption; in reality, changes in one factor may result in the changes in another (for example, increases in market interest rates may result in lower prepayments and increased credit losses), which might magnify or counteract the sensitivities.

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

Note 6 — Furniture and Equipment

Furniture and equipment consisted of the following:

	December 31,	
	2001	2000
	(In thousands)	
Owned:		
Office furniture .....	\$ 4,365	\$ 4,100
Computer equipment .....	14,953	12,918
Leasehold improvements .....	1,814	1,690
Total .....	21,132	18,708
Capitalized leases:		
Computer equipment .....	399	250
Total .....	399	250
Total furniture and equipment .....	21,531	18,958
Less: accumulated depreciation and amortization .....	(16,523)	(11,879)
Furniture and equipment, net .....	\$ 5,008	\$ 7,079

Note 7 — Warehouse Borrowing

As of December 31, 2001, the Company was party to a \$355 million warehousing facility (the "CP Facility") with Triple-A One Funding Corporation ("Triple-A"). Onyx Acceptance Financial Corporation ("Finco"), a special purpose subsidiary of the Company, is the borrower under the CP Facility. The CP Facility is used to fund the purchase or origination of Contracts. Triple-A is a rated commercial paper asset-backed conduit sponsored by MBIA Insurance Corporation ("MBIA"). MBIA provides credit enhancement for the facility by issuing a financial guaranty insurance policy covering all principal and interest obligations owed for the borrowings under the facility. The Company pledges its Contracts held for sale to borrow from Triple-A.

A \$150 million commercial paper facility with a commercial paper asset-backed conduit sponsored by The Chase Manhattan Bank expired in August 2001 and was not renewed.

A subsidiary of the Company, Onyx Acceptance Funding Corporation ("Fundco"), had a \$100 million line of credit (the "Merrill Line"), with Merrill Lynch Mortgage Capital, Inc. ("MLMCI"), which provided warehouse funding for the purchase or origination of Contracts. This line expired in February 2001 and was not renewed.

Note 8 — Residual Lines

The Company, through Fundco, currently has two residual financing facilities: a \$50.0 million line with Salomon Smith Barney Realty Corporation ("SBRC") and a \$35.0 million facility with Credit Suisse First Boston (Europe) Limited, as buyer ("CSFB-Europe"), and Credit Suisse First Boston Corporation, as agent ("CSFB"). (The SBRC facility together with the CSFB-Europe facility described above are sometimes referred to herein as the "Residual Lines"). The Residual Lines are used by the Company to finance operating requirements. The lines utilize collateral-based formulas that set borrowing availability to a percentage of the value of excess cash flow to be received from certain securitizations. Each loan under the SBRC line matures one year after the date of the loan; the Company expects each loan to be renewed at term. The CSFB-Europe line was renewed in October 2001 for a one-year term.

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

Interest paid under each line is generally tied to the 30 day Libor Rate. The average interest rates for the year ending 2001 were 6.59% for the SBRC facility and 6.49% for the CSFB facility. For the year ending December 31, 2000, the average interest rates were 9.32% and 9.06% under a prior credit facility with Merrill Lynch International and the SBRC facility respectively. The decrease in average interest rates paid on the facilities from 2000 to 2001 was consistent with the decrease in the average 30 day Libor Rate over the same time periods.

**Note 9 — Subordinated Debt**

As of December 31, 2001, the Company had outstanding approximately \$16.2 million of subordinated debt. In February 2000, the Company exercised its option to extend the term of one of the original offerings by three years during which the loan will fully amortize through February 2003. The remaining principal balance outstanding as of December 31, 2001 was \$4.2 million and bears a fixed interest rate of 9.5%. During the second quarter of 2000, the Company issued \$12.0 million in subordinated debt with a stated interest rate of 12.5% and a maturity of June 2006.

The facilities and lines as discussed in Notes 7, 8 and 9 above contain affirmative, negative and financial covenants typical of such credit facilities. The Company was in compliance with these covenants as of December 31, 2001.

**Note 10 — Commitments and Contingencies**

*Leases:* The Company leases furniture, fixtures and equipment under capital leases with terms in excess of one year. The Company leases its office space under operating leases with options to renew. Certain operating lease agreements provide for escalations based on contractual provisions.

Future minimum lease payments required under capital leases and non-cancelable operating leases are as follows as of December 31, 2001:

	<u>Capital Leases</u>	<u>Operating Leases</u>
	(In thousands)	
2002 .....	\$261	\$ 3,379
2003 .....	174	3,297
2004 .....	39	3,272
2005 .....	0	2,908
2006 and thereafter .....	0	5,940
Total .....	474	\$18,796
Less amounts representing interest .....	(75)	
Present value of net minimum lease payments .....	\$399	

Rental expenses for premises and equipment amounted to approximately \$4.2 million, \$4.0 million and \$3.1 million for the years ended December 31, 2001, 2000, and 1999 respectively.

**Note 11 — Legal Proceedings**

As a consumer finance company, the Company is subject to various consumer claims and litigation seeking damages and statutory penalties based upon, among other things, disclosure inaccuracies and wrongful repossession, which could take the form of a plaintiff's class action complaint. The Company, as the assignee of finance Contracts originated by dealers, may also be named as a co-defendant in lawsuits filed by consumers principally against dealers. The damages and penalties claimed by consumers in these types of matters can be

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

substantial. The relief requested by the plaintiffs varies but includes requests for compensatory, statutory and punitive damages.

On January 25, 2000, a putative class action complaint was filed against the Company and certain of the Company's officers and directors alleging violations of Section 10(b) and 20(a) of the Securities and Exchange Act of 1934 arising from the Company's prior use of the cash-in method of measuring and accounting for credit enhancement assets in the financial statements. The matter is entitled D. Colin v. Onyx Acceptance Corporation, et al, in the U.S. District Court for the Central District of California (Case number SACV 00-0087 (GLT)(EE<sub>x</sub>)). The Company has asserted that its previous use of the cash-in method of measuring and accounting for credit enhancement assets was consistent with then current generally accepted accounting principles and accounting practices of other finance companies. In February 2001, an amended complaint was dismissed with prejudice by the District Court; the Ninth Circuit Court of Appeals recently affirmed this dismissal.

Management believes that the Company has taken prudent steps to address the litigation risks associated with the Company's business activities. However, there can be no assurance that the Company will be able to successfully defend against all such claims or that the determination of any such claim in a manner adverse to the Company would not have a material adverse effect on the Company's automobile finance business.

In the opinion of management, the resolution of the proceedings described in this section will not have a material adverse effect on the Company's consolidated financial position, results of operations or liquidity.

Note 12 — Stock Options

As of December 31, 2001, the Company has reserved 1,851,578 shares for future issuance to certain employees under its stock option plans. The options may be exercised at prices ranging from \$0.51 per share to \$11.50 per share at any time, in whole or part, within ten years after the date of grant. Reserved, unoptioned shares totaled 65,743 at December 31, 2001, 101,645 at December 31, 2000, and 249,488 at December 31, 1999.

A summary of the status of the Company's stock option plan as of December 31, 2001, 2000 and 1999, and changes during the years ending on those dates is presented below:

Options	2001		2000		1999	
	Shares	Weighted Average Exercise Price	Shares	Weighted Average Exercise Price	Shares	Weighted Average Exercise Price
Outstanding at beginning of year . . .	1,611,359	\$5.66	1,290,136	\$5.66	1,120,697	\$5.59
Granted . . . . .	347,581	\$3.73	478,450	\$4.06	256,325	\$6.11
Exercised . . . . .	(11,111)	\$4.27	(11,954)	\$0.51	(6,770)	\$7.83
Forfeited . . . . .	<u>(161,994)</u>	\$6.81	<u>(145,273)</u>	\$5.66	<u>(80,116)</u>	\$6.01
Outstanding at end of year . . . . .	<u>1,785,835</u>	\$4.86	<u>1,611,359</u>	\$5.22	<u>1,290,136</u>	\$5.66
Options exercisable at year end . . . .	<u>1,127,364</u>		<u>960,169</u>		<u>774,506</u>	

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

The following table summarizes information about stock options outstanding at December 31, 2001:

Range of Exercise Prices	Options Outstanding			Options Exercisable	
	Number Outstanding at 12/31/01	Weighted-Average Remaining Contractual Life	Weighted-Average Exercise Price	Number Exercisable at 12/31/01	Weighted-Average Exercise Price
\$0.51 .....	93,637	2.2 years	\$ .51	93,637	\$ .51
\$3.38 - 3.75 .....	412,832	9.2	3.61	33,928	3.40
\$4.25 - 5.81 .....	1,172,985	7.1	5.25	901,174	5.46
\$6.75 - 7.25 .....	22,323	5.5	6.95	17,110	6.92
\$7.88 - 9.13 .....	27,600	7.4	8.11	25,057	8.04
\$10.29 - 11.50 .....	56,458	5.4	10.92	56,458	10.92
\$0.51 - 11.50 .....	<u>1,785,835</u>	<u>7.25</u>	<u>\$ 4.86</u>	<u>1,127,364</u>	<u>\$ 5.34</u>

Substantially all of the options granted by the Company vest over a four year period, 25% after one year and the remaining 75% ratably over the following 36 month period. All of the options are granted at the closing price on the effective date of the grant.

SFAS 123 provides for companies to recognize compensation expense associated with stock based compensation plans over the anticipated service period based on the fair value of the award on the date of grant. However, SFAS 123 allows companies to continue to measure compensation costs prescribed by APB Opinion No. 25 "Accounting for Stock Issued to Employees" ("APB 25"). Companies electing to continue accounting for stock based compensation plans under APB 25 must make pro forma disclosures of net income and net income per share, as if SFAS 123 had been adopted. The Company has continued to account for stock-based compensation plans under APB 25. The fair value of the options was estimated at date of grant using a Black-Scholes single option pricing model using the following assumptions:

	December 31,		
	2001	2000	1999
Risk free interest rate .....	4.6%	6.2%	5.6%
Expected stock price volatility .....	75.0%	85.0%	76.0%
Expected life of options .....	four years	four years	four years
Expected dividends .....	none	none	none

The following table presents the pro forma disclosures required for SFAS 123 for the years ended December 31:

	2001	2000	1999
Pro forma net income (in thousands) .....	\$3,881	\$4,943	\$7,831
Pro forma net income per share — basic .....	\$ 0.77	\$ 0.87	\$ 1.27
Pro forma net income per share — diluted .....	\$ 0.75	\$ 0.85	\$ 1.23

**Note 13 — Employee 401K Deferred Savings Plan**

The Company has established a salary deferral savings program pursuant to IRS Code Section 401(k) (the "401(k) Plan") for qualified employees. Under this plan, employees may contribute a percentage of their pre-tax earnings to the 401(k) Plan. Effective July 1, 1998, the Company amended the 401(k) Plan to permit matching Company contributions. Employee contributions up to the lesser of \$10,000 or 6% of pre-tax earnings made after one year of service may be matched by a Company contribution equal to 50% of the employee's contribution upon Board approval. Matching contributions are made in the Company's common

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

stock and begin vesting 20% per year following the completion of one year of service. Company expense related to the 401(k) Plan totaled approximately \$409,000 in 2001 and approximately \$333,000 in 2000.

Note 14 — Shareholders' Equity

*Preferred Stock:* The Company has 3 million shares of preferred stock authorized of which 200,000 shares have been designated Series A participating Preferred Stock. No shares of preferred stock were outstanding as of December 31, 2001 and December 31, 2000.

In July 1997, the Company's Board of Directors adopted a Stockholder Rights Plan ("Plan") in which preferred stock purchase rights were distributed as a dividend at the rate of one preferred share purchase right (a "Right") for each outstanding share of common stock held by stockholders of record on July 21, 1997. The Rights are designed to guard against partial tender offers and other abusive tactics that might be used in an attempt to gain control of the Company or to deprive stockholders of their interest in the long-term value of the Company. The Rights will be exercisable only if a person or group acquires 15% or more of the Company's common stock (subject to certain exceptions stated in the Plan) or announces a tender offer, the consummation of which would result in ownership by a person or group of 15% or more of the Company's common stock. The Rights will expire on July 20, 2007.

*Dividends:* The Company does not intend to declare dividends in the foreseeable future. The Company's ability to pay or declare dividends is restricted by the terms of certain of its credit facilities.

Note 15 — Share Repurchases

On May 31, 2000, the Company's Board of Directors authorized a stock repurchase program to purchase up to \$7,500,000 of the Company's Common Stock. As of December 31, 2001, 1,200,254 shares had been repurchased under the program for an aggregate amount of \$5.3 million.

Note 16 — Income Taxes

The following table presents the current and deferred provision for federal and state income taxes for the years ended December 31, 2001, 2000 and 1999:

	<u>2001</u>	<u>2000</u>	<u>1999</u>
	(In thousands)		
Current:			
Federal .....	\$ 256	\$(2,020)	\$2,318
State .....	288	(177)	1,228
Total .....	<u>544</u>	<u>(2,197)</u>	<u>3,546</u>
Deferred:			
Federal .....	2,105	5,151	3,267
State .....	412	1,182	133
Total .....	<u>2,517</u>	<u>6,333</u>	<u>3,400</u>
Combined Total .....	<u>\$3,061</u>	<u>\$ 4,136</u>	<u>\$6,946</u>

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

The provision for income taxes differs from the amount that would result from applying the federal statutory rate as follows for the years ended December 31, 2001, 2000 and 1999:

	<u>2001</u>	<u>2000</u>	<u>1999</u>
Statutory regular federal income tax rate (benefit) .....	34%	34%	34%
State taxes (net of federal benefit) .....	6	6	6
Other .....	<u>1</u>	<u>1</u>	<u>1</u>
	<u>41%</u>	<u>41%</u>	<u>41%</u>

The components of the deferred income tax asset or (liability) as of December 31, 2001 and 2000 are as follows:

	<u>2001</u>	<u>2000</u>
	(In thousands)	
Property and equipment .....	\$ 2,087	\$ 1,617
Unrealized gain (loss) in credit enhancement assets .....	(725)	991
Accrued liabilities .....	730	769
Capitalized costs .....	(1,073)	(1,034)
Allowance for credit losses .....	524	494
Gain on sale of Contracts .....	(33,736)	(20,000)
Net operating losses .....	12,855	2,477
Credit carryover .....	223	18
State taxes .....	<u>1,213</u>	<u>999</u>
	<u>\$ (17,902)</u>	<u>\$ (13,669)</u>

As of December 31, 2001, the Company had net operating loss carryforwards for federal and state purposes of approximately \$32.0 million and \$28.5 million, respectively. These carryforwards will begin to expire in 2020 and 2010 for federal and state taxes respectively.

Pursuant to sections 382 and 383 of the Internal Revenue Code, the utilization of net operating loss and tax credit carryforwards may be subject to substantial limitations if ownership changes occur.

**Note 17 — Warrants**

At December 31, 2001, the Company had the following warrants outstanding to purchase shares of common stock:

	Exercise Price	Balance Outstanding at December 31, 1999	Net Reductions to Outstanding Warrants	Balance Outstanding at December 31, 2000	Net Reductions to Outstanding Warrants	Balance Outstanding at December 31, 2001
Warrants .....	\$ 0.03	1,636	0	1,636	1,636	0
Warrants .....	\$ 0.51	84,311	0	84,311	84,311	0
Warrants .....	\$11.50	16,332	0	16,332	16,332	0
Warrants .....	\$17.15	3,791	0	3,791	0	3,791
Warrants .....	\$ 8.88	<u>180,529</u>	<u>0</u>	<u>180,529</u>	<u>0</u>	<u>180,529</u>
Total .....		<u>286,599</u>	<u>0</u>	<u>286,599</u>	<u>102,279</u>	<u>184,320</u>

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

At December 31, 2001, all the Company's warrants outstanding to purchase shares of common stock were exercisable.

During 2001, 17,968 warrants expired, and 84,311 warrants were exercised. No warrants were exercised during 2000.

**Note 18 — Net Income Per Share**

In accordance with Statement of Financial Accounting Standards No. 128, the following is an illustration of the dilutive effect of the Company's potential common stock on net income per share.

	Year Ended December 31,		
	2001	2000	1999
	(In thousands, except net income per share)		
Net income .....	\$4,410	\$5,835	\$9,792
Weighted average shares outstanding .....	5,026	5,657	6,174
Net effect of dilutive stock options/warrants .....	206	154	340
Fully diluted weighted average shares outstanding .....	5,232	5,811	6,514
Net income per share .....	\$ 0.88	\$ 1.03	\$ 1.59
Net income per share assuming full dilution .....	\$ 0.84	\$ 1.00	\$ 1.50

As of December 31, 2001, 2000 and 1999, 2.4 million, 1.5 million and 310.3 thousand of combined options and warrants, respectively, were not included in the calculation of full dilution, as they were antidilutive.

**Note 19 — Fair Value of Financial Instruments**

The estimated fair value of financial instruments have been determined by the Company, using available market information and appropriate valuation methodologies. However, considerable judgment is necessarily required in interpreting market data to develop the estimates of fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts that the Company could realize in a current market exchange. The use of different market assumptions and/or estimation methodologies may have a material effect on the estimated fair value amounts.

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate that value:

*Cash and Cash Equivalents:* The carrying amount approximates fair value because of the short maturity of those investments.

*Warehouse Borrowings, Residual and Excess Service Lines:* The fair value of the Company's debt is estimated based upon the quoted market prices for the same or similar issues or on the current rates offered to the Company for debt of the same remaining maturities and characteristics.

*Contracts Held for Sale:* The fair value of Contracts held for sale is based on the estimated proceeds expected on securitization of the Contracts held for sale.

*Credit Enhancement Assets:* The carrying amount is accounted for at an estimated fair value which is calculated by discounting the excess spread using a current market discount rate.

*Hedging.* The fair value of the Company's outstanding forward agreements are estimated based on current rates offered to the Company for forward agreements with similar terms and conditions.

**ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)**

The estimated fair values of the Company's financial instruments are as follows at December 31:

	2001		2000	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
	(In millions)			
Cash and cash equivalents .....	\$ 1.1	\$ 1.1	\$ 3.1	\$ 3.1
Contracts held for sale .....	\$ 195.3	\$ 203.3	\$ 173.8	\$ 179.6
Credit enhancement assets .....	\$ 184.3	\$ 184.3	\$ 146.0	\$ 146.0
Warehouse borrowings .....	\$(190.0)	\$(190.0)	\$(172.5)	\$(172.5)
Excess service and residual lines .....	\$ (68.4)	\$ (68.4)	\$ (41.1)	\$ (41.1)
Hedging Forward agreements .....	\$ (0.4)	\$ 0.4	\$ 0	\$ (1.4)

**Note 20 — Related Party Transactions**

The Company has a note receivable from a certain officer and shareholder in the amount of \$175,000. Principal and accrued interest under the terms of the note are due on December 20, 2004.

**Note 21 — Quarterly Results of Operations (Unaudited)**

	Three Months Ended			
	March 31	June 30	September 30	December 31
	(In thousands, except per share data)			
<b>2001</b>				
Interest income .....	\$5,637	\$8,831	\$9,401	\$7,974
Interest expense .....	4,186	2,899	1,943	1,222
Net interest income .....	1,451	5,932	7,458	6,752
Provision for credit losses .....	334	130	502	114
Income before income taxes .....	1,513	3,118	2,241	599
Income taxes .....	628	1,294	899	240
Net income .....	885	1,824	1,342	359
Net income per common share (Basic) .....	\$ 0.18	\$ 0.37	\$ 0.27	\$ 0.07
Net income per common share (Diluted) .....	\$ 0.17	\$ 0.35	\$ 0.25	\$ 0.07
<b>2000</b>				
Interest income .....	\$8,898	\$4,438	\$3,098	\$6,612
Interest expense .....	4,940	3,347	2,814	3,660
Net interest income .....	3,958	1,091	284	2,952
Provision for credit losses .....	434	285	(73)	344
Income before income taxes .....	2,859	2,674	2,924	1,513
Income taxes .....	1,186	1,110	1,213	626
Net income .....	1,673	1,564	1,711	887
Net income per common share (Basic) .....	\$ 0.27	\$ 0.26	\$ 0.32	\$ 0.17
Net income per common share (Diluted) .....	\$ 0.26	\$ 0.25	\$ 0.32	\$ 0.17

ONYX ACCEPTANCE CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — (Continued)

Note 22 — Subsequent Events (Unaudited)

In the first quarter of 2002, the Company securitized Contracts in the amount of \$375.0 million. The Company also completed its second residual interest securitization for the purpose of providing additional borrowing capacity under its existing Residual Lines. The proceeds of this transaction were approximately \$75.0 million. Additionally, the Company has gone effective with a registration statement for the public sale of renewable unsecured subordinated notes of up to \$50.0 million. The proceeds of this transaction are expected to be received over a period of several months, and will be used to fund ongoing operations; through March 28th, the Company has received approximately \$1.0 million from the sale of these subordinated notes.

## Onyx Acceptance Corporation

### Corporate Information

#### Directors

Thomas C. Stickel  
Chairman of the Board

John W. Hall  
President and  
Chief Executive Officer

Don P. Duffy  
Executive Vice President and  
Chief Financial Officer

G. Bradford Jones

C. Thomas Meyers

#### Executive Officers

John W. Hall  
President and  
Chief Executive Officer

Don P. Duffy  
Executive Vice President and  
Chief Financial Officer

Michael A. Krahelski  
Senior Vice President,  
Secretary and General Counsel

David G. MacInnis  
Senior Vice President

Frank L. Marraccino  
Executive Vice President

Todd A. Pierson  
Senior Vice President and  
Chief Information Officer

Vincent M. Scardina  
Senior Vice President  
and Treasurer

#### Corporate Office

27051 Towne Centre Drive  
Foothill Ranch, CA 92610  
949.465.3900

#### Shareholder Services

For shareholder account  
information and other  
shareholder services, contact  
the General Counsel at the  
Company's corporate office.

#### Transfer Agent and Registrar

American Stock Transfer and  
Trust Company  
59 Maiden Lane, Plaza Level  
New York, NY 10038  
800.937.5449

#### Independent Accountants

PricewaterhouseCoopers LLP  
2020 Main Street  
Suite 400  
Irvine, CA 92614  
949.437.5200

#### Annual Meeting

The annual meeting of Onyx  
Acceptance Corporation will be  
held Thursday, May 30, 2002,  
at 10:00 a.m. at the Company's  
corporate office. All  
shareholders are welcome to  
attend.

#### Form 10-K

All shareholders may obtain,  
without charge, additional  
copies of the Company's  
Form 10-K via the Investor  
Relations section at the Onyx  
Acceptance Corporation web  
site ([www.onyxco.com](http://www.onyxco.com)),  
or by contacting the Company  
(see back cover of this report  
for contact information).



ACCEPTANCE CORPORATION

**Onyx Acceptance Corporation**

27051 Towne Centre Drive

Foothill Ranch, California 92610

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Listed on the Nasdaq Stock Market as "ONYX"

Visit our website at [www.onyxco.com](http://www.onyxco.com)

