

**SUPPORTING STATEMENT**  
**for the Paperwork Reduction Act Information Collection Submission for**  
**Rule 15c2-5**

**A. JUSTIFICATION**

**1. Necessity of Information Collection**

The Securities and Exchange Commission (“Commission”) adopted Rule 15c2-5 (17 CFR 240.15c2-5) under the Securities Exchange Act of 1934 (“Exchange Act”) to counter abuses in transactions known as “equity funding” programs. In these transactions, a broker-dealer sells securities to a customer and the securities act as collateral for loans. The proceeds of the loans are used to fund the premiums on a life insurance policy which is sold to the customer. Prior to the adoption of Rule 15c2-5, some broker-dealers offered such programs without determining and documenting their suitability for customers. In addition, customers were sometimes inadequately informed of the nature and extent of their obligations under the program, the charges to be incurred, and the risks assumed. Furthermore, a substantial portion of the payments would go to the broker-dealer. See Exchange Act Release Nos. 34-6809 (May 22, 1962), 27 FR 5204, 5205 (June 2, 1962) (proposing release); see also 34-6851 (July 17, 1962), 27 FR 7091 (July 26, 1962) (adopting release). Although Rule 15c2-5 was prompted by the abuses associated with equity funding programs, the rule encompasses other transactions that share the same characteristics as these programs.

Rule 15c2-5 prohibits a broker-dealer from arranging or extending certain loans to persons in connection with the offer or sale of securities unless, before any element of the transaction is entered into, the broker-dealer: (1) delivers to the person a written statement containing the exact nature and extent of the person’s obligations under the loan arrangement; the risks and disadvantages of the loan arrangement; and all commissions, discounts, and other remuneration received and to be received in connection with the transaction by the broker-dealer or certain related persons (unless the person receives certain materials from the lender or broker-dealer which contain the required information); and (2) obtains from the person information on the person’s financial situation and needs, reasonably determines that the transaction is suitable for the person, and retains on file and makes available to the person on request a written statement setting forth the broker-dealer’s basis for determining that the transaction was suitable.

The Commission is statutorily authorized by Section 15(c)(2) of the Exchange Act (15 U.S.C. 78o(c)(2)) to adopt rules and regulations that define and prescribe means reasonably designed to prevent acts and practices that are fraudulent, deceptive or manipulative. Further statutory authority is in Section 23(a) of the Exchange Act (15 U.S.C. 78w).

**2. Purpose and Use of the Information Collection**

The information required by Rule 15c2-5 is necessary to execute the Commission’s mandate under the Exchange Act of preventing fraudulent, manipulative, and deceptive acts and practices by broker-dealers. In addition, the information required by Rule 15c2-5 provides the broker-dealer must reasonably determine that the transaction is suitable for the customer and

deliver to the customer a written statement setting forth the basis upon which this determination was made.

### **3. Consideration Given to Information Technology**

The collection of information is done on an individual transactional basis. Thus, improved technology would not reduce the burden.

### **4. Duplication**

The requirements of Rule 15c2-5 are not duplicated elsewhere. In certain circumstances, information specified in the rule must also be produced when complying with other regulatory requirements, such as those of the Commission or the self-regulatory organizations. Rule 15c2-5 requirements generally conform to obligations imposed by other statutory or regulatory provisions.

### **5. Effect on Small Entities**

To the extent that some broker-dealers covered by Rule 15c-5 are small entities, the rule would impact these entities. The impact would, however, be mitigated by the lower number of Rule 15c2-5 transactions these firms execute. Moreover, a prudent businessperson would comply with the rule in the ordinary course of business.

### **6. Consequences of Not Conducting Collection**

The information is collected as each transaction warrants, and therefore the collection cannot be less frequent without undermining the purpose of the rule.

### **7. Inconsistencies with Guidelines in 5 CFR 1320.8(d)(2)**

There are no special circumstances. This collection is consistent with the guidelines in 5 CFR 1320.8(d).

### **8. Consultations Outside the Agency**

The required Federal Register notice with a 60-day comment period soliciting comments on this collection of information was published. No public comments were received.

**9. Payment or Gift**

No payments or gifts have been provided to respondents.

**10. Confidentiality**

No assurances of confidentiality are provided in Section 15c2-5 or Rule 15c2-5. The records required by Rule 15c2-5 would be available only to the Commission staff, state securities authorities, and self-regulatory organizations. Subject to the provisions of the Freedom of Information Act, 5 U.S.C. 552, and the Commission's rules thereunder (17 CFR 200.80(b)(4)(iii)), the Commission does not generally publish or make available information contained in any reports, summaries, analyses, letters, or memoranda arising out of, in anticipation of, or in connection with an examination or inspection of the books and records of any person or any other investigation.

**11. Sensitive Questions**

There are no questions of a sensitive nature asked, except those related to the securities industry, that are necessary to protect investors as required by federal securities law.

**12. Burden of Information Collection**

The Commission estimates that there are approximately 50 respondents that require an aggregate total of 600 hours to comply with the rule. Each of these approximately 50 registered broker-dealers makes an estimated six annual responses, for an aggregate total of 300 responses per year. Each response takes approximately two hours to complete. Thus, the total compliance burden per year is 600 burden hours. The approximate cost per hour is \$50.00 for clerical labor,<sup>1</sup> resulting in a total compliance cost of \$30,000 (600 hours @ \$50.00 per hour). The burdens are related to both third party disclosure and recordkeeping. We assume that 50% of these costs (\$15,000) relate to recordkeeping and 50% (\$15,000) relate to third party disclosure. We also assume that the hourly burden is split equally between third party disclosure and recordkeeping.

**13. Costs to Respondents**

The Commission does not believe there would be any costs to respondents to comply with Rule 15c2-5. It is not anticipated that respondents will have to incur any capital and / or start-up cost to comply with the rule. Further, it is not anticipated that the respondents will have

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<sup>1</sup> \$50 per hour for a General Clerk is from *SIFMA's Office Salaries in the Securities Industry 2010*, modified by Commission staff to account for an 1,800-hour work-year multiplied by 2.93 to account for bonuses, firm size, employee benefits, and overhead.

to incur any additional operational or maintenance cost (other than provided for in Item 12 above) to comply with the rule.

**14. Costs to Federal Government**

The Commission staff estimates that there is no annual cost to the federal government associated with Rule 15c2-5.

**15. Changes in Burden**

The total compliance cost of \$30,000 (reflecting internal labor costs) as stated in Item 12 is \$6,000 more than the current OMB inventory of \$24,000. This increase represents an adjustment in the cost of clerical labor from \$40.00 per hour to \$50.00 per hour. However, the hourly and external cost burden will not change.

**16. Information Collection Planned for Statistical Purposes**

Not applicable; the Commission does not publish information collected pursuant to Rule 15c2-5.

**17. Display of OMB Approval Date**

The Commission is not seeking approval to not display the expiration date for OMB approval.

**18. Exceptions to Certification for Paperwork Reduction Act Submissions**

This collection complies with the requirements in 5 CFR 1320.9.

**B. COLLECTIONS OF INFORMATION EMPLOYING STATISTICAL METHODS**

This collection does not involve statistical methods.