



**31 March 2022**

	Classic CCd	Unsec 36mo	New Veh 48mo	New Veh 60mo	New Veh 72mo	Used Veh 48mo	Used Veh 60mo	HE LOC	HE 10yr	FRM 15yr	FRM 30yr
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**United States-**

<b>National Average</b>	<b>10.93%</b>	<b>8.70%</b>	<b>2.67%</b>	<b>2.77%</b>	<b>3.08%</b>	<b>2.86%</b>	<b>2.96%</b>	<b>3.79%</b>	<b>4.63%</b>	<b>3.95%</b>	<b>4.63%</b>
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**Mid-South-**

<b>Mid-South-</b>	<b>10.88%</b>	<b>8.94%</b>	<b>2.78%</b>	<b>2.90%</b>	<b>3.18%</b>	<b>3.06%</b>	<b>3.19%</b>	<b>3.95%</b>	<b>4.67%</b>	<b>3.45%</b>	<b>3.97%</b>
Texas	11.11%	8.60%	2.63%	2.75%	3.02%	2.82%	2.91%	3.87%	4.45%	3.41%	3.95%
Oklahoma	10.29%	9.41%	2.82%	2.84%	3.06%	2.96%	3.00%	3.85%	3.85%	3.42%	3.96%
Louisiana	10.22%	8.99%	2.79%	2.98%	3.29%	3.12%	3.27%	4.26%	5.34%	3.44%	3.86%
Arkansas	10.31%	8.65%	3.07%	3.18%	3.36%	3.64%	3.83%	3.85%	4.68%	3.62%	4.12%
Missouri	12.47%	9.03%	2.61%	2.74%	3.19%	2.77%	2.93%	3.94%	5.01%	3.38%	3.98%

**Mountain West-**

<b>Mountain West-</b>	<b>10.99%</b>	<b>7.18%</b>	<b>2.71%</b>	<b>2.78%</b>	<b>2.99%</b>	<b>2.80%</b>	<b>2.87%</b>	<b>3.95%</b>	<b>4.89%</b>	<b>3.40%</b>	<b>3.21%</b>
Arizona	11.85%	9.59%	2.83%	2.91%	3.13%	2.98%	3.07%	4.17%	4.92%	3.53%	4.14%
New Mexico	12.08%	9.31%	2.62%	2.70%	2.94%	2.79%	2.89%	4.07%	5.03%	3.48%	4.09%
Utah	8.81%	8.25%	2.57%	2.63%	2.85%	2.59%	2.66%	3.77%	4.48%	3.43%	4.02%
Colorado	11.46%	8.77%	2.83%	2.88%	3.08%	2.88%	2.93%	3.84%	5.02%	3.23%	3.82%
Idaho	10.75%	0.00%	2.72%	2.78%	2.95%	2.76%	2.82%	3.91%	4.99%	3.35%	0.00%

**West-**

<b>West-</b>	<b>11.09%</b>	<b>8.27%</b>	<b>2.64%</b>	<b>2.75%</b>	<b>3.02%</b>	<b>2.83%</b>	<b>2.95%</b>	<b>4.00%</b>	<b>4.90%</b>	<b>3.47%</b>	<b>4.10%</b>
California	11.37%	8.72%	2.62%	2.73%	3.00%	2.79%	2.88%	4.07%	4.97%	3.59%	4.17%
Oregon	10.92%	9.29%	2.59%	2.67%	2.81%	2.75%	2.83%	4.03%	4.60%	3.35%	4.06%
Washington	10.58%	8.72%	2.68%	2.78%	2.92%	2.78%	2.87%	4.09%	4.80%	3.51%	4.15%
Hawaii	11.61%	5.88%	2.66%	2.81%	3.35%	3.01%	3.21%	3.67%	4.87%	3.40%	4.02%
Nevada	10.96%	8.76%	2.66%	2.78%	3.01%	2.82%	2.95%	4.15%	5.25%	3.51%	4.12%

**Midwest-**

<b>Midwest-</b>	<b>11.27%</b>	<b>6.97%</b>	<b>2.64%</b>	<b>2.73%</b>	<b>3.05%</b>	<b>2.78%</b>	<b>2.87%</b>	<b>3.74%</b>	<b>4.64%</b>	<b>3.52%</b>	<b>4.16%</b>
Illinois	11.90%	8.91%	2.46%	2.59%	3.02%	2.67%	2.79%	3.88%	4.85%	3.41%	3.98%
Ohio	11.10%	8.82%	2.85%	2.91%	3.14%	3.02%	3.07%	3.67%	4.59%	3.49%	4.13%
Michigan	11.46%	8.44%	2.61%	2.70%	3.07%	2.69%	2.79%	3.75%	4.56%	3.54%	4.16%
Wisconsin	10.06%	8.69%	2.44%	2.53%	2.79%	2.55%	2.64%	3.69%	4.39%	3.50%	4.12%
Indiana	11.82%	0.00%	2.84%	2.93%	3.25%	2.96%	3.06%	3.70%	4.83%	3.66%	4.40%

**South-**

<b>South-</b>	<b>11.12%</b>	<b>7.97%</b>	<b>2.63%</b>	<b>2.73%</b>	<b>3.02%</b>	<b>2.88%</b>	<b>2.99%</b>	<b>4.02%</b>	<b>4.92%</b>	<b>3.47%</b>	<b>3.98%</b>
Florida	11.53%	8.66%	2.76%	2.86%	3.08%	3.01%	3.09%	3.95%	4.77%	3.51%	3.96%
Georgia	11.61%	8.31%	2.50%	2.53%	2.87%	2.72%	2.75%	3.94%	4.95%	3.47%	3.95%
South Carolina	11.24%	9.28%	2.61%	2.69%	2.86%	2.99%	3.09%	4.27%	5.14%	3.42%	3.99%
Alabama	11.19%	4.18%	2.43%	2.63%	3.10%	2.58%	2.78%	3.86%	4.91%	3.30%	3.75%
North Carolina	10.05%	9.43%	2.86%	2.96%	3.17%	3.11%	3.22%	4.07%	4.85%	3.67%	4.23%

**Northeast-**

<b>Northeast-</b>	<b>11.28%</b>	<b>8.74%</b>	<b>2.62%</b>	<b>2.75%</b>	<b>3.13%</b>	<b>2.82%</b>	<b>2.95%</b>	<b>3.57%</b>	<b>4.27%</b>	<b>3.46%</b>	<b>4.08%</b>
New York	11.05%	9.48%	2.65%	2.75%	3.16%	2.72%	2.83%	3.46%	4.20%	3.48%	4.11%
Massachusetts	11.07%	9.50%	2.67%	2.77%	3.18%	2.74%	2.85%	3.48%	4.22%	3.50%	4.13%
Pennsylvania	11.30%	7.88%	2.71%	2.85%	3.18%	2.96%	3.10%	3.49%	3.85%	3.41%	4.03%
New Jersey	12.17%	8.45%	2.61%	2.76%	3.16%	2.97%	3.10%	3.85%	4.31%	3.42%	3.98%
Maryland	10.82%	8.40%	2.48%	2.62%	2.96%	2.72%	2.85%	3.57%	4.78%	3.51%	4.13%



**31 March 2022**

	Share Draft	Regular Savings	\$10K MMkt	\$50K MMkt	3MO CD	6MO CD	1YR CD	2YR CD	3YR CD	4YR CD
<b>United States-</b>										
<b>National Average</b>	<b>0.09%</b>	<b>0.09%</b>	<b>0.16%</b>	<b>0.22%</b>	<b>0.17%</b>	<b>0.25%</b>	<b>0.37%</b>	<b>0.50%</b>	<b>0.61%</b>	<b>0.70%</b>
<b>Mid-South-</b>										
Texas	0.10%	0.13%	0.19%	0.24%	0.23%	0.30%	0.46%	0.60%	0.72%	0.82%
Oklahoma	0.09%	0.14%	0.22%	0.33%	0.33%	0.42%	0.52%	0.65%	0.75%	0.90%
Louisiana	0.32%	0.16%	0.23%	0.30%	0.26%	0.35%	0.49%	0.65%	0.78%	0.96%
Arkansas	0.17%	0.08%	0.20%	0.28%	0.13%	0.25%	0.40%	0.50%	0.60%	0.71%
Missouri	0.20%	0.10%	0.15%	0.23%	0.16%	0.23%	0.34%	0.46%	0.58%	0.70%
<b>Mountain West-</b>										
Arizona	0.05%	0.09%	0.15%	0.19%	0.18%	0.27%	0.38%	0.50%	0.63%	0.75%
New Mexico	0.06%	0.12%	0.15%	0.23%	0.20%	0.30%	0.46%	0.61%	0.77%	0.86%
Utah	0.07%	0.09%	0.12%	0.16%	0.22%	0.28%	0.39%	0.49%	0.61%	0.68%
Colorado	0.09%	0.08%	0.15%	0.21%	0.15%	0.25%	0.36%	0.49%	0.61%	0.70%
Idaho	0.00%	0.08%	0.14%	0.20%	0.27%	0.35%	0.42%	0.55%	0.71%	0.82%
<b>West-</b>										
California	0.06%	0.08%	0.13%	0.19%	0.16%	0.24%	0.36%	0.48%	0.59%	0.69%
Oregon	0.04%	0.04%	0.09%	0.13%	0.10%	0.17%	0.23%	0.31%	0.40%	0.48%
Washington	0.07%	0.07%	0.13%	0.17%	0.14%	0.21%	0.31%	0.42%	0.51%	0.59%
Hawaii	0.04%	0.08%	0.15%	0.22%	0.21%	0.29%	0.44%	0.58%	0.65%	0.71%
Nevada	0.05%	0.10%	0.14%	0.19%	0.22%	0.27%	0.39%	0.52%	0.55%	0.70%
<b>Midwest-</b>										
Illinois	0.17%	0.12%	0.14%	0.23%	0.17%	0.23%	0.31%	0.41%	0.51%	0.60%
Ohio	0.00%	0.00%	0.11%	0.17%	0.14%	0.22%	0.31%	0.43%	0.52%	0.62%
Michigan	0.07%	0.07%	0.13%	0.19%	0.14%	0.25%	0.36%	0.50%	0.63%	0.77%
Wisconsin	0.17%	0.09%	0.18%	0.28%	0.17%	0.25%	0.38%	0.52%	0.62%	0.72%
Indiana	0.08%	0.10%	0.15%	0.23%	0.13%	0.21%	0.30%	0.44%	0.54%	0.64%
<b>South-</b>										
Florida	0.08%	0.10%	0.15%	0.20%	0.16%	0.25%	0.36%	0.48%	0.60%	0.69%
Georgia	0.08%	0.11%	0.17%	0.23%	0.19%	0.29%	0.42%	0.55%	0.66%	0.76%
South Carolina	0.06%	0.09%	0.18%	0.24%	0.16%	0.24%	0.35%	0.46%	0.57%	0.69%
Alabama	0.00%	0.00%	0.25%	0.25%	0.19%	0.26%	0.38%	0.52%	0.64%	0.76%
North Carolina	0.07%	0.10%	0.16%	0.20%	0.16%	0.25%	0.36%	0.46%	0.58%	0.65%
<b>Northeast-</b>										
New York	0.04%	0.06%	0.11%	0.19%	0.14%	0.21%	0.32%	0.47%	0.57%	0.67%
Massachusetts	0.06%	0.08%	0.13%	0.21%	0.16%	0.23%	0.34%	0.49%	0.59%	0.69%
Pennsylvania	0.07%	0.08%	0.13%	0.19%	0.16%	0.23%	0.35%	0.48%	0.57%	0.68%
New Jersey	0.08%	0.10%	0.12%	0.19%	0.15%	0.21%	0.32%	0.44%	0.55%	0.65%
Maryland	0.06%	0.08%	0.14%	0.20%	0.17%	0.26%	0.38%	0.51%	0.61%	0.73%



**31 March 2022**

**RATE SENSITIVITY AND PRICING SPREAD ANALYSIS**

	Peak 2019	Dec 2021	Current Avg Rate	MARKET RATE		PRICING SPREAD		RATE SENSITIVITY		Yield Curve	
				YTD Change	Cyclical Change	YTD Change	Cyclical Change	Chg in Benchmk	Rate Sensitivity	Current Benchmark	
Loan Rates-											
48Mo Vehicle Loan	3.66%	2.68%	2.67%	-0.01%	-0.99%	-1.56%	-0.40%	-0.59%	168%	Prime	3.50%
60Mo Vehicle Loan	3.78%	2.78%	2.77%	-0.01%	-1.01%	-1.49%	-0.53%	-0.48%	210%	FFds	0.33%
15Yr FR Mortgage	4.58%	2.74%	3.95%	1.21%	-0.63%	0.25%	0.04%	-0.67%	94%	1m	0.17%
30Yr FR Mortgage	5.06%	3.27%	4.63%	1.36%	-0.43%	0.56%	0.40%	-0.83%	52%	3m	0.52%
Share Rates-											
Share Draft	0.14%	0.09%	0.09%	0.00%	-0.05%	-0.25%	2.05%	-2.10%	2%	6m	1.06%
Regular Savings	0.19%	0.09%	0.09%	0.00%	-0.10%	-0.25%	2.00%	-2.10%	5%	12m	1.63%
Money Mkt Shares	0.65%	0.22%	0.22%	0.00%	-0.43%	-0.25%	1.67%	-2.10%	20%	2yr	2.28%
6Mo Certificate	1.05%	0.24%	0.25%	0.01%	-0.80%	-0.86%	0.68%	-1.48%	54%	3yr	2.45%
1Yr Certificate	1.53%	0.35%	0.37%	0.02%	-1.16%	-1.22%	-0.07%	-1.09%	106%	4yr	2.44%
2Yr Certificate	1.86%	0.46%	0.50%	0.04%	-1.36%	-1.51%	-0.77%	-0.59%	231%	5yr	2.42%
3Yr Certificate	2.25%	0.57%	0.61%	0.04%	-1.64%	-1.44%	-1.16%	-0.48%	342%	7yr	2.40%
										10yr	2.32%
										30yr	2.44%

**12 MONTH NATIONAL MARKET RATE HISTORY & PRICING SPREADS**

	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22
Fed Funds	0.06%	0.05%	0.05%	0.08%	0.10%	0.10%	0.08%	0.08%	0.08%	0.08%	0.08%	0.08%	0.33%
1yr UST	0.07%	0.05%	0.05%	0.07%	0.07%	0.07%	0.09%	0.15%	0.24%	0.39%	0.78%	1.01%	1.63%
2yr UST	0.16%	0.16%	0.14%	0.25%	0.19%	0.20%	0.28%	0.48%	0.52%	0.73%	1.19%	1.44%	2.28%
3yr UST	0.35%	0.35%	0.30%	0.46%	0.35%	0.40%	0.53%	0.75%	0.81%	0.97%	1.39%	1.62%	2.45%
7yr UST	1.40%	1.32%	1.24%	1.21%	1.00%	1.08%	1.32%	1.44%	1.36%	1.44%	1.75%	1.81%	2.40%
10yr UST	1.74%	1.65%	1.58%	1.45%	1.24%	1.30%	1.52%	1.55%	1.43%	1.52%	1.79%	1.83%	2.32%
5yr Vehicle	2.93%	2.87%	2.87%	2.84%	2.83%	2.83%	2.81%	2.80%	2.79%	2.78%	2.77%	2.77%	2.77%
15yr FLM	2.88%	2.77%	2.75%	2.75%	2.70%	2.69%	2.67%	2.72%	2.74%	2.74%	2.91%	3.10%	3.95%
30yr FLM	3.36%	3.25%	3.23%	3.24%	3.17%	3.16%	3.18%	3.25%	3.25%	3.27%	3.47%	3.68%	4.63%
Reg Savings	0.19%	0.19%	0.19%	0.18%	0.18%	0.19%	0.19%	0.14%	0.09%	0.09%	0.09%	0.09%	0.09%
MoneyMkt	0.25%	0.23%	0.23%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%
1yr CD	0.39%	0.37%	0.37%	0.36%	0.35%	0.35%	0.35%	0.35%	0.35%	0.46%	0.35%	0.36%	0.37%
2yr CD	0.51%	0.49%	0.49%	0.47%	0.47%	0.47%	0.46%	0.46%	0.46%	0.57%	0.47%	0.48%	0.50%

**Pricing Spreads-**

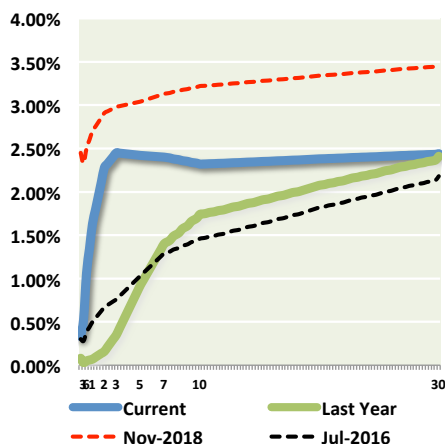
Veh Loan	2.58%	2.52%	2.57%	2.38%	2.48%	2.43%	2.28%	2.05%	1.98%	1.81%	1.38%	1.15%	0.32%
15yr FLM	1.48%	1.45%	1.51%	1.54%	1.70%	1.61%	1.35%	1.28%	1.38%	1.30%	1.16%	1.29%	1.55%
30yr FLM	1.62%	1.60%	1.65%	1.79%	1.93%	1.86%	1.66%	1.70%	1.82%	1.75%	1.68%	1.85%	2.31%
Reg Svgs	0.13%	0.14%	0.14%	0.10%	0.08%	0.09%	0.11%	0.06%	0.01%	0.01%	0.01%	0.01%	-0.24%
MMkt	0.19%	0.18%	0.18%	0.14%	0.12%	0.12%	0.14%	0.14%	0.14%	0.14%	0.14%	0.14%	-0.11%
1yrCD	0.32%	0.32%	0.32%	0.29%	0.28%	0.28%	0.26%	0.20%	0.11%	0.07%	-0.43%	-0.65%	-1.26%
2yrCD	0.35%	0.33%	0.35%	0.22%	0.28%	0.27%	0.18%	-0.02%	-0.06%	-0.16%	-0.72%	-0.96%	-1.78%



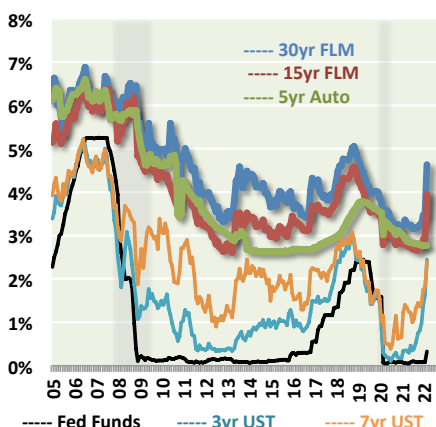
**31 March 2022**

**HISTORICAL NATIONAL MARKET RATES AND RELATIVE PRICING SPREADS**

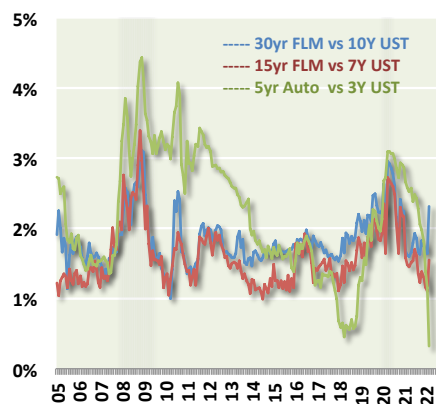
**Historical Yield Curve**



**Historical Market Rates**



**Historical Pricing Spreads**



	Dec-10	Dec-11	Dec-12	Dec-13	Dec-14	Dec-15	Dec-16	Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	Mar-22
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**Benchmark and Market Rates-**

FedFunds	0.13%	0.04%	0.09%	0.07%	0.06%	0.20%	0.55%	1.33%	2.40%	1.55%	0.09%	0.08%	0.33%
1yr UST	0.29%	0.12%	0.16%	0.13%	0.25%	0.65%	0.85%	1.76%	2.63%	1.59%	0.10%	0.39%	1.63%
2yr UST	0.61%	0.25%	0.25%	0.38%	0.67%	1.06%	1.20%	1.89%	2.48%	1.58%	0.13%	0.73%	2.28%
3yr UST	1.02%	0.36%	0.36%	0.78%	1.10%	1.31%	1.47%	1.98%	2.46%	1.62%	0.17%	0.97%	2.45%
7yr UST	2.71%	1.35%	1.18%	2.45%	1.97%	2.09%	2.25%	2.33%	2.59%	1.83%	0.65%	1.44%	2.40%
10yr UST	3.30%	1.89%	1.78%	3.04%	2.17%	2.27%	2.45%	2.40%	2.69%	1.92%	0.93%	1.52%	2.32%
3yr Agy Call	1.46%	0.79%	0.69%	1.13%	1.53%	1.81%	2.00%	2.35%	2.67%	1.80%	0.21%	1.11%	3.00%
3yr Agy MBS	2.17%	1.60%	1.26%	1.54%	1.83%	2.21%	2.34%	2.55%	3.00%	1.85%	0.68%	1.25%	3.25%
5yr Vehicle	3.49%	3.54%	3.06%	2.68%	2.68%	2.66%	2.68%	2.94%	3.64%	3.59%	3.08%	2.78%	2.77%
15yr FLM	4.20%	3.24%	2.65%	3.52%	3.31%	3.52%	3.68%	3.68%	4.48%	3.57%	2.84%	2.74%	3.95%
30yr FLM	4.81%	3.95%	3.35%	4.48%	4.07%	4.17%	4.33%	4.17%	4.93%	4.01%	3.17%	3.27%	4.63%
Reg Svgs	0.40%	0.30%	0.20%	0.20%	0.14%	0.14%	0.14%	0.15%	0.18%	0.19%	0.15%	0.09%	0.09%
1yr CD	1.30%	1.00%	0.80%	0.80%	0.45%	0.50%	0.55%	0.75%	1.41%	1.40%	0.44%	0.46%	0.37%
2yr CD	1.53%	1.23%	1.03%	1.03%	0.68%	0.75%	0.81%	1.02%	1.75%	1.64%	0.57%	0.57%	0.50%

**Pricing Spreads-**

3yr Agy Call	0.44%	0.43%	0.33%	0.35%	0.43%	0.50%	0.53%	0.37%	0.21%	0.18%	0.04%	0.14%	0.55%
3yr Agy MBS	1.15%	1.24%	0.90%	0.76%	0.73%	0.90%	0.87%	0.57%	0.54%	0.23%	0.51%	0.28%	0.80%
5yr Vehicle	2.47%	3.18%	2.70%	1.90%	1.58%	1.35%	1.21%	0.96%	1.18%	1.97%	2.91%	1.81%	0.32%
15yr FLM	1.49%	1.89%	1.47%	1.07%	1.34%	1.43%	1.43%	1.35%	1.89%	1.74%	2.19%	1.30%	1.55%
30yr FLM	1.51%	2.06%	1.57%	1.44%	1.90%	1.90%	1.88%	1.77%	2.24%	2.09%	2.24%	1.75%	2.31%
Reg Svgs	0.27%	0.26%	0.11%	0.13%	0.08%	-0.06%	-0.41%	-1.18%	-2.22%	-1.36%	0.06%	0.01%	-0.24%
1yr CD	1.01%	0.88%	0.64%	0.67%	0.20%	-0.15%	-0.30%	-1.01%	-1.22%	-0.19%	0.34%	0.07%	-1.26%
2yr CD	0.92%	0.98%	0.78%	0.65%	0.01%	-0.31%	-0.39%	-0.87%	-0.73%	0.06%	0.44%	-0.16%	-1.78%

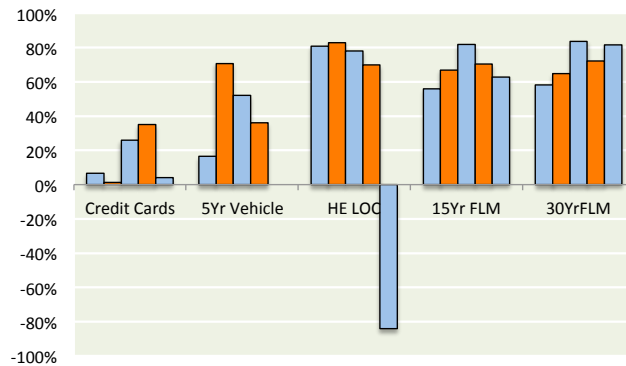


**31 March 2022**

**CYCLICAL NATIONAL LOAN & SHARE RATE SENSITIVITY**

CYCLE		EARNING ASSETS					FUNDING OBLIGATIONS				
		Credit Cards	5Yr Vehicle	HEquity LOC	15Yr FLM	30Yr FLM	Share Drafts	Regular Savings	Money Market	1Yr CD	2Yr CD
2004-07	Rising	7%	16%	81%	56%	58%	2%	5%	42%	73%	73%
2007-16	Falling	1%	71%	83%	67%	65%	10%	21%	54%	88%	86%
2016-18	Rising	26%	52%	78%	82%	84%	1%	2%	17%	45%	49%
2018-20	Falling	35%	36%	70%	70%	72%	2%	4%	22%	41%	47%
2020-Pres	Rising	4%	0%	-84%	63%	82%	0%	0%	0%	-5%	-4%

**RATE SENSITIVITY OF EARNINGS ASSETS  
OVER PAST RATE CYCLES - Rising Falling**



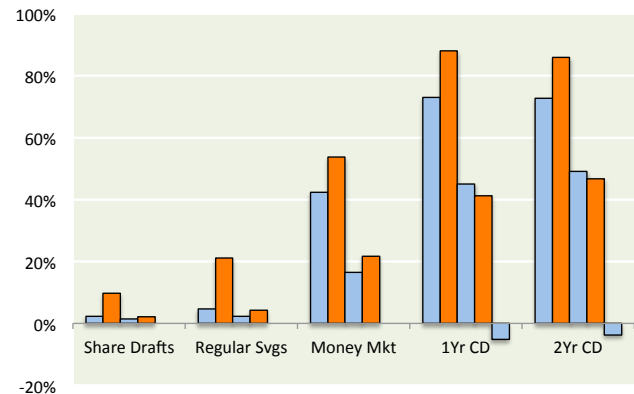
Strategic Value is GREATER:

- ... when sensitivity is highest during rising rates
- ... when sensitivity is lowest during falling rates

Strategic Value is LEAST:

- ... when sensitivity is lowest during rising rates
- ... when sensitivity is highest during falling rates

**RATE SENSITIVITY OF FUNDING  
OVER PAST RATE CYCLES - Rising Falling**



Strategic Value is GREATER:

- ... when sensitivity is lowest during rising rates
- ... when sensitivity is highest during falling rates

Strategic Value is LEAST:

- ... when sensitivity is highest during rising rates
- ... when sensitivity is lowest during falling rates