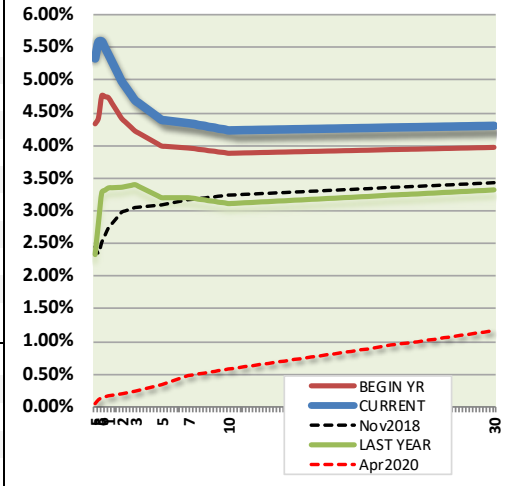


25 August 2023

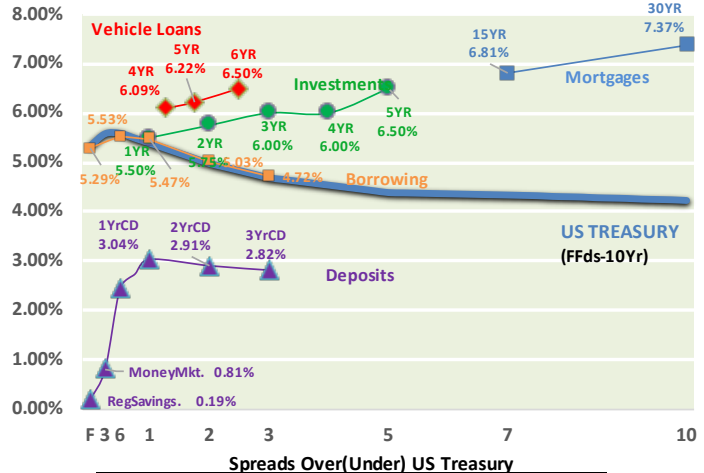
| BENCHMARK INTEREST RATES AND YIELD CURVE | US Treasury Rates- | | | | CHANGES SINCE | | | YIELD CURVE ASSESSMENT | |
|--|--------------------|---------|----------|---------|---------------|---------|-------------|--|--|
| | THIS WK | LAST MO | YR END | LAST YR | This Yr | Last Yr | This Cycle* | | |
| | 8/24/23 | 7/24/23 | 12/31/22 | 8/24/22 | | | | | |
| Prime | 8.50% | 8.25% | 7.50% | 5.50% | 1.00% | 3.00% | 5.25% |  | |
| Fed Funds | 5.33% | 5.08% | 4.33% | 2.33% | 1.00% | 3.00% | 5.28% | | |
| 3mo | 5.58% | 5.51% | 4.42% | 2.82% | 1.16% | 2.76% | 5.47% | | |
| 6mo | 5.59% | 5.55% | 4.76% | 3.28% | 0.83% | 2.31% | 5.45% | | |
| 1yr | 5.39% | 5.38% | 4.73% | 3.35% | 0.66% | 2.04% | 5.22% | | |
| 2yr | 4.98% | 4.81% | 4.41% | 3.36% | 0.57% | 1.62% | 4.78% | | |
| 3yr | 4.69% | 4.48% | 4.22% | 3.40% | 0.47% | 1.29% | 4.45% | | |
| 5yr | 4.39% | 4.13% | 3.99% | 3.20% | 0.40% | 1.19% | 4.05% | | |
| 7yr | 4.34% | 4.00% | 3.96% | 3.20% | 0.38% | 1.14% | 3.86% | | |
| 10yr | 4.23% | 3.86% | 3.88% | 3.11% | 0.35% | 1.12% | 3.65% | | |
| 30yr | 4.30% | 3.92% | 3.97% | 3.32% | 0.33% | 0.98% | 3.13% | | |
| Slope of the Yield Curve- | | | | | | | | | |
| 2yr-3mo | -0.60% | -0.70% | -0.01% | 0.54% | -0.59% | -1.14% | -1.23% | | |
| 5yr-2yr | -0.59% | -0.68% | -0.42% | -0.16% | -0.17% | -0.43% | -0.70% | | |
| 10yr-5yr | -0.16% | -0.27% | -0.11% | -0.09% | -0.05% | -0.07% | -0.31% | | |
| 10yr-3mo | -1.35% | -1.65% | -0.54% | 0.29% | -0.81% | -1.64% | -2.24% | | |

*Since Mar 2020

| ECONOMIC UPDATE AND ANALYSIS | US NEW HOME SALES RISE IN JULY; EXISTING HOME SALES FALL | | Key Economic Indicators for Banks, Thrifts & Credit Unions- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|------------------------------|--|----------|--|---------|---------|------|--|---------|--------|-------------|------|-----|---------|----------|------|-------|-----------|--------|--------|------|------|-------------------|-------|--------|-------|------|-----------------------|--------|--------|-------|-------|-------------------|-------|-------|-------|---------|----------------------|------|------|-------|-------|--------------------|-------|-------|-------|-------|---------------------|-----|------|------|------|--------------------|-----|------|------|------|----------------|-----|------|------|------|-----------------|--------|------|------|------|--------------|-----|------|------|------|---------------|------------|------|------|------|------------|------------|------|-------|-------|-------------|-----|-----|-------|-------|--|--|--|
| | | | | LATEST | CURRENT | PREV | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <p>Sales of new U.S. single-family homes rose in July, as an acute shortage of existing homes drove buyers to new units.</p> <p>New home sales rose 4.4% to a seasonally adjusted annual rate of 714,000 units last month. The median new house price in July was \$436,700, a drop of 8.7% from a year ago. The annual price decline in July was the largest since April, which was the biggest drop in three years.</p> <p>Sales of previously owned homes dropped 2.2% in July from June to a seasonally adjusted, annualized rate of 4.07 million units, according to the National Association of Realtors. Sales were 16.6% lower compared with July of last year. Homes sold at the slowest July pace since 2010.</p> <p>At the current sales pace, that represents a 3.3-month supply. A six-month supply is considered balanced between buyer and seller.</p> <p>Short supply continues to push both competition and prices higher. The median price of a home sold in July was \$406,700, an increase of 1.9% from July of last year.</p> <p>The inventory of existing homes is near historically low levels as mortgage rates hit the highest levels since 2000, dissuading existing home owners who are locked into low rates from putting their homes on the market.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | <table border="1"> <thead> <tr> <th></th> <th></th> <th>LATEST</th> <th>CURRENT</th> <th>PREV</th> </tr> </thead> <tbody> <tr> <td>GDP</td> <td>QoQ</td> <td>Q2-1st</td> <td>2.4%</td> <td>2.0%</td> </tr> <tr> <td>GDP - YTD</td> <td>Annl</td> <td>Q2-1st</td> <td>2.2%</td> <td>2.0%</td> </tr> <tr> <td>Consumer Spending</td> <td>QoQ</td> <td>Q2-1st</td> <td>1.6%</td> <td>4.2%</td> </tr> <tr> <td>Consumer Spending YTD</td> <td>Annl</td> <td>Q2-1st</td> <td>2.9%</td> <td>4.2%</td> </tr> <tr> <td>Unemployment Rate</td> <td>Mo</td> <td>July</td> <td>3.5%</td> <td>3.3.67%</td> </tr> <tr> <td>Underemployment Rate</td> <td>Mo</td> <td>July</td> <td>6.7%</td> <td>6.9%</td> </tr> <tr> <td>Participation Rate</td> <td>Mo</td> <td>July</td> <td>62.6%</td> <td>62.6%</td> </tr> <tr> <td>Wholesale Inflation</td> <td>YoY</td> <td>July</td> <td>0.8%</td> <td>0.1%</td> </tr> <tr> <td>Consumer Inflation</td> <td>YoY</td> <td>July</td> <td>3.2%</td> <td>3.0%</td> </tr> <tr> <td>Core Inflation</td> <td>YoY</td> <td>July</td> <td>4.7%</td> <td>4.8%</td> </tr> <tr> <td>Consumer Credit</td> <td>Annual</td> <td>June</td> <td>4.3%</td> <td>2.3%</td> </tr> <tr> <td>Retail Sales</td> <td>YoY</td> <td>July</td> <td>3.1%</td> <td>3.2%</td> </tr> <tr> <td>Vehicle Sales</td> <td>Annl (Mil)</td> <td>July</td> <td>16.3</td> <td>16.2</td> </tr> <tr> <td>Home Sales</td> <td>Annl (Mil)</td> <td>July</td> <td>4.767</td> <td>4.923</td> </tr> <tr> <td>Home Prices</td> <td>YoY</td> <td>May</td> <td>-0.5%</td> <td>-0.2%</td> </tr> </tbody> </table> | | | | | | LATEST | CURRENT | PREV | GDP | QoQ | Q2-1st | 2.4% | 2.0% | GDP - YTD | Annl | Q2-1st | 2.2% | 2.0% | Consumer Spending | QoQ | Q2-1st | 1.6% | 4.2% | Consumer Spending YTD | Annl | Q2-1st | 2.9% | 4.2% | Unemployment Rate | Mo | July | 3.5% | 3.3.67% | Underemployment Rate | Mo | July | 6.7% | 6.9% | Participation Rate | Mo | July | 62.6% | 62.6% | Wholesale Inflation | YoY | July | 0.8% | 0.1% | Consumer Inflation | YoY | July | 3.2% | 3.0% | Core Inflation | YoY | July | 4.7% | 4.8% | Consumer Credit | Annual | June | 4.3% | 2.3% | Retail Sales | YoY | July | 3.1% | 3.2% | Vehicle Sales | Annl (Mil) | July | 16.3 | 16.2 | Home Sales | Annl (Mil) | July | 4.767 | 4.923 | Home Prices | YoY | May | -0.5% | -0.2% | | | |
| | | LATEST | CURRENT | PREV | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| GDP | QoQ | Q2-1st | 2.4% | 2.0% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| GDP - YTD | Annl | Q2-1st | 2.2% | 2.0% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Consumer Spending | QoQ | Q2-1st | 1.6% | 4.2% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Consumer Spending YTD | Annl | Q2-1st | 2.9% | 4.2% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Unemployment Rate | Mo | July | 3.5% | 3.3.67% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Underemployment Rate | Mo | July | 6.7% | 6.9% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Participation Rate | Mo | July | 62.6% | 62.6% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wholesale Inflation | YoY | July | 0.8% | 0.1% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Consumer Inflation | YoY | July | 3.2% | 3.0% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Core Inflation | YoY | July | 4.7% | 4.8% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Consumer Credit | Annual | June | 4.3% | 2.3% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Retail Sales | YoY | July | 3.1% | 3.2% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Vehicle Sales | Annl (Mil) | July | 16.3 | 16.2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Home Sales | Annl (Mil) | July | 4.767 | 4.923 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Home Prices | YoY | May | -0.5% | -0.2% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | <table border="1"> <thead> <tr> <th></th> <th>THIS WK</th> <th>YR END</th> <th colspan="2">PCT CHANGES</th> </tr> <tr> <th></th> <th>8/24/23</th> <th>12/31/22</th> <th>YTD</th> <th>12Mos</th> </tr> </thead> <tbody> <tr> <td>DJIA</td> <td>34,099</td> <td>33,147</td> <td>2.9%</td> <td>6.0%</td> </tr> <tr> <td>S&P 500</td> <td>4,376</td> <td>3,839</td> <td>14.0%</td> <td>8.2%</td> </tr> <tr> <td>NASDAQ</td> <td>13,463</td> <td>10,466</td> <td>28.6%</td> <td>11.6%</td> </tr> <tr> <td>Crude Oil</td> <td>79.05</td> <td>80.26</td> <td>-1.5%</td> <td>-14.0%</td> </tr> <tr> <td>Avg Gasoline</td> <td>3.87</td> <td>3.22</td> <td>20.1%</td> <td>-0.3%</td> </tr> <tr> <td>Gold</td> <td>1,947</td> <td>1,826</td> <td>6.6%</td> <td>10.9%</td> </tr> </tbody> </table> | | | | | THIS WK | YR END | PCT CHANGES | | | 8/24/23 | 12/31/22 | YTD | 12Mos | DJIA | 34,099 | 33,147 | 2.9% | 6.0% | S&P 500 | 4,376 | 3,839 | 14.0% | 8.2% | NASDAQ | 13,463 | 10,466 | 28.6% | 11.6% | Crude Oil | 79.05 | 80.26 | -1.5% | -14.0% | Avg Gasoline | 3.87 | 3.22 | 20.1% | -0.3% | Gold | 1,947 | 1,826 | 6.6% | 10.9% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | THIS WK | YR END | PCT CHANGES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 8/24/23 | 12/31/22 | YTD | 12Mos | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| DJIA | 34,099 | 33,147 | 2.9% | 6.0% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| S&P 500 | 4,376 | 3,839 | 14.0% | 8.2% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| NASDAQ | 13,463 | 10,466 | 28.6% | 11.6% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Crude Oil | 79.05 | 80.26 | -1.5% | -14.0% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Avg Gasoline | 3.87 | 3.22 | 20.1% | -0.3% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Gold | 1,947 | 1,826 | 6.6% | 10.9% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

| | THIS WK | CHANGE IN MARKET RATES SINCE | | | Rate Sen |
|-------------|---------|------------------------------|------------|----------|-------------|
| | 8/24/23 | YTD | Nov18 High | 2020 Low | 2020Low |
| Classic CC | 13.03% | 0.97% | 1.34% | 1.99% | 38% |
| Platinum CC | 12.59% | 1.36% | 2.32% | 3.23% | 62% |
| 48mo Veh | 6.09% | 1.22% | 2.43% | 2.85% | 60% |
| 60mo Veh | 6.22% | 1.23% | 2.45% | 2.87% | 64% |
| 72mo Veh | 6.50% | 1.21% | 2.38% | 2.83% | 64% |
| HE LOC | 8.30% | 1.50% | 2.74% | 4.07% | 78% |
| 10yr HE | 7.26% | 0.80% | 1.74% | 2.16% | 53% |
| 15yr FRM | 6.81% | 1.09% | 2.23% | 3.49% | 90% |
| 30yr FRM | 7.37% | 0.96% | 2.31% | 3.66% | 100% |
| Sh Drafts | 0.09% | 0.00% | -0.05% | -0.03% | -1% |
| Reg Svgs | 0.19% | 0.05% | 0.00% | 0.04% | 1% |
| MMkt-10k | 0.81% | 0.30% | 0.33% | 0.49% | 9% |
| MMkt-50k | 1.08% | 0.41% | 0.43% | 0.63% | 12% |
| 6mo CD | 2.44% | 1.17% | 1.41% | 1.85% | 34% |
| 1yr CD | 3.04% | 1.18% | 1.53% | 2.19% | 42% |
| 2yr CD | 2.91% | 0.81% | 1.06% | 1.87% | 39% |
| 3yr CD | 2.82% | 0.63% | 0.76% | 1.65% | 37% |



| Spreads Over(Under) US Treasury | | | |
|---------------------------------|-------|----------|--------|
| 4Yr Vehicle | 1.11% | Reg Svgs | -5.14% |
| 5Yr Vehicle | 1.53% | 1Yr CD | -2.35% |
| 15Yr Mortg | 2.47% | 2Yr CD | -2.07% |
| 30Yr Mortg | 3.14% | 3Yr CD | -1.87% |

STRATEGICALLY FOR CREDIT UNIONS

Roughly three-quarters of the homes sold were on the market for less than a month, indicating still strong demand. About 30% sold for above list price.

Sales fell across all price categories, but they dropped the least in the highest price category: homes over \$1 million. That is because there is much more supply on the high end, while the low end of the market is leanest.

Buyers continue to use cash to gain a competitive advantage. All-cash sales made up 26% of transactions, the same as June but up from 24% in July 2022.

Investors, who tend to use cash most, bought 16% of homes in July. It marked a decrease from 18% in June but was up from 14% in July 2022.

First-time buyers appear to be gaining steam again. The Realtors reported 30% of sales going to these buyers, up from 27% in June.

Home shoppers have seen the number of options dwindle as homeowners are largely content to stay put and enjoy their current home, especially those with a low mortgage rate.

The decision between renting and buying will tip in favor of renting for some consumers, particularly in markets where rents are falling and new apartments are coming online

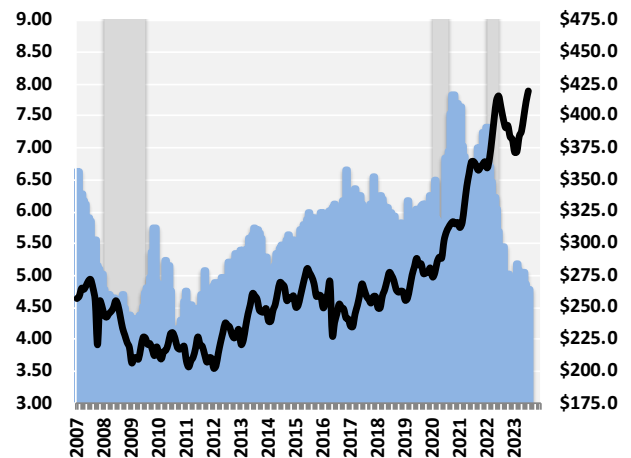
ECONOMIC RELEASES

| RELEASES THIS WEEK: | Current | Projected | Previous |
|----------------------------------|---------|-----------|----------|
| Existing Home Sales (July, Annl) | 4.07M | 4.15M | 4.16M |
| New Home Sales (July, Annl) | 714k | 697k | 686k |

| RELEASES FOR UPCOMING WEEK: | Projected | Previous |
|-----------------------------|-----------|----------|
| Home Prices (June, YoY) | -1.1% | -1.7% |
| Consumer Confidence (Aug) | 116.0 | 117.0 |
| GDP (Q2, QoQ, 2nd Est) | 2.0% | 2.4% |
| Unemployment (Aug) | 3.5% | 3.5% |

TOTAL HOME SALES

MONTHLY SALES - Mil (L) versus AVG SALES PRICE - \$000s (R)





ECONOMIC CALENDAR

| MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--------|---------|-----------|----------|--------|----------|
|--------|---------|-----------|----------|--------|----------|

| | | | | | |
|---------------------------|---|---------------------------|--|--|----|
| July 24 | 25 Home Prices -0.5% Consumer Confidence 117 | 26 FOMC Decision | 27 Jobless Claims 221k Cont'd Claims 1.69M GDP (Q2-1st) 2.4% | 28 Personal Income Personal Spending | 29 |
| 31 | August 1 Constr Spending 0.5% | 2 Vehicle Sales 15.7M | 3 Jobless Claims 227k Cont'd Claims 1.70M | 4 Unemployment 3.5% Nonfarm Payroll 187k Private Payroll 172k | 5 |
| 7 Cons Credit \$17.8B | 8 Household Debt \$17.1T | 9 | 10 Jobless Claims 248k Cont'd Claims 1.68M Consumer Inflation 3.2% | 11 Wholesale Inflation 0.8% | 12 |
| 14 | 15 Retail Sales 3.2% Indl Production -0.2% Capacity Util 79.3% | 16 FOMC Minutes | 17 Jobless Claims 239k Cont'd Claims 1.71M Leading Indicators -0.4% | 18 | 19 |
| 21 | 22 Ex Home Sales 4.07M | 23 New Home Sales 714k | 24 Jobless Claims 230k Cont'd Claims 1.70M | 25 | 26 |
| 28 | 29 Home Prices Consumer Confidence | 30 GDP (Q2-23, 2nd) | 31 Jobless Claims Cont'd Claims Personal Income Personal Spending | September 1 Unemployment Nonfarm Payroll Private Payroll | 2 |
| 4 LABOR DAY HOLIDAY | 5 | 6 FRB Beige Book | 7 Jobless Claims Cont'd Claims | 8 | 9 |
| 11 | 12 | 13 Consumer Inflation | 14 Jobless Claims Cont'd Claims | 15 Wholesale Inflation Retail Sales | 16 |
| 18 | 19 | 20 FOMC Announcement | 21 Jobless Claims Cont'd Claims Existing Home Sales Leading Indicators | 22 | 23 |

ECONOMIC FORECAST
AUGUST 2023

| | 2022 | | | 2023 | | | | 2024 | | | |
|--|------|----|----|------|----|----|----|------|----|----|----|
| | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |

ECONOMIC OUTLOOK
Economic Growth-

| | | | | | | | | | | | |
|-----------------------------|-------|-------|------|------|------|------|------|-------|-------|------|------|
| GDP - (QoQ) | -0.6% | 3.2% | 2.6% | 2.0% | 2.4% | 1.5% | 0.3% | -0.3% | -0.3% | 1.0% | 1.9% |
| GDP - (YTD) | -1.1% | 0.3% | 0.9% | 2.0% | 2.2% | 2.0% | 1.6% | -0.3% | -0.3% | 0.1% | 0.6% |
| Consumer Spending - (QoC) | 2.0% | 2.3% | 1.0% | 4.2% | 1.6% | 1.4% | 1.0% | 0.8% | 0.6% | 1.4% | 1.4% |
| Consumer Spending - (YTD) | 1.7% | 1.9% | 1.7% | 4.2% | 2.9% | 2.4% | 2.1% | 0.8% | 0.7% | 0.9% | 1.1% |
| Government Spending - (QoC) | -1.6% | 3.7% | 3.8% | 5.0% | 2.6% | 2.3% | 1.5% | 0.9% | 7.0% | 0.7% | 0.6% |
| Government Spending - (YTD) | -2.0% | -0.1% | 0.9% | 5.0% | 3.8% | 3.3% | 2.9% | 0.9% | 4.0% | 2.9% | 2.3% |

Consumer Wealth-

| | | | | | | | | | | | |
|--------------------|-------|-------|------|------|-------|-------|-------|-------|-------|------|------|
| Unemployment Rate | 3.6% | 3.5% | 3.6% | 3.5% | 3.5% | 3.7% | 3.9% | 4.2% | 4.6% | 4.9% | 4.7% |
| Consumer Inflation | 8.6% | 8.3% | 7.1% | 5.8% | 4.1% | 3.2% | 2.9% | 2.7% | 2.6% | 2.5% | 2.3% |
| Home Prices (YoY) | 15.2% | 10.4% | 5.8% | 2.1% | -0.5% | -1.1% | -0.9% | -0.8% | -0.5% | 1.2% | 1.8% |

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS
Home Sales-

| | | | | | | | | | | | |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total Home Sales (Mil) | 5.982 | 5.350 | 4.795 | 4.965 | 4.944 | 4.887 | 5.014 | 5.113 | 5.240 | 5.420 | 5.665 |
| Existing Home (Mil) | 5.373 | 4.770 | 4.197 | 4.327 | 4.250 | 4.182 | 4.283 | 4.370 | 4.489 | 4.665 | 4.896 |
| New Home Sales (Mil) | 0.609 | 0.580 | 0.598 | 0.638 | 0.694 | 0.705 | 0.731 | 0.743 | 0.751 | 0.755 | 0.769 |

Mortgage Originations-

| | | | | | | | | | | | |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Single Family Homes (Mils) | 2.031 | 1.364 | 1.102 | 0.816 | 1.216 | 1.139 | 1.211 | 1.131 | 1.431 | 1.429 | 1.472 |
| Purchase Apps (Mils) | 1.334 | 1.054 | 0.884 | 0.686 | 0.948 | 0.926 | 0.946 | 0.827 | 1.036 | 1.033 | 0.972 |
| Refinancing Apps (Mils) | 0.697 | 0.310 | 0.218 | 0.210 | 0.291 | 0.256 | 0.297 | 0.332 | 0.398 | 0.464 | 0.482 |
| Refi Apps Share | 34% | 23% | 20% | 26% | 22% | 22% | 25% | 29% | 28% | 32% | 33% |

Vehicle Sales-

| | | | | | | | | | | | |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
| Vehicle Sales (Mil) | 13.5 | 14.0 | 13.9 | 15.7 | 15.6 | 16.2 | 16.1 | 16.3 | 16.5 | 16.7 | 15.3 |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|

MARKET RATE OUTLOOK
Benchmark Rates-

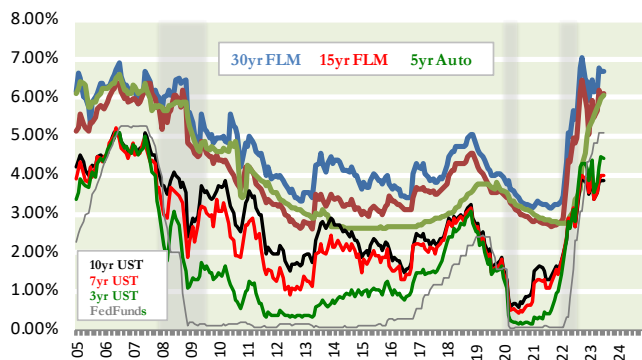
| | | | | | | | | | | | |
|-----------|------|------|------|------|------|------|------|------|------|------|------|
| Prime | 3.5% | 6.3% | 7.3% | 7.8% | 8.2% | 8.5% | 8.5% | 8.5% | 8.5% | 8.5% | 8.3% |
| Fed Funds | 1.6% | 3.1% | 4.4% | 4.9% | 5.1% | 5.3% | 5.3% | 5.3% | 5.0% | 4.5% | 4.3% |
| 3yr UST | 3.0% | 4.2% | 4.2% | 3.5% | 4.6% | 4.5% | 4.3% | 4.3% | 4.2% | 4.0% | 4.0% |
| 7yr UST | 3.0% | 4.0% | 4.0% | 3.3% | 4.1% | 4.2% | 4.1% | 3.9% | 3.8% | 3.5% | 3.4% |
| 10yr UST | 2.9% | 3.1% | 3.8% | 3.6% | 3.6% | 4.0% | 3.6% | 3.5% | 3.4% | 3.3% | 3.2% |

Market Rates-

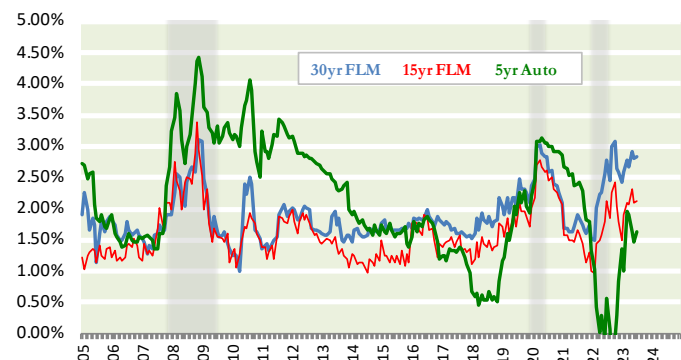
| | | | | | | | | | | | |
|--------------------------|------|------|------|------|------|------|------|------|------|------|------|
| 5yr Vehicle Loan Rate | 3.4% | 4.5% | 5.0% | 5.5% | 5.8% | 6.2% | 6.2% | 6.2% | 6.1% | 6.0% | 5.8% |
| 15yr First-lien Mortgage | 4.8% | 5.5% | 5.7% | 5.5% | 6.0% | 6.8% | 6.2% | 5.9% | 5.6% | 5.3% | 5.0% |
| 30yr First-lien Mortgage | 5.3% | 5.7% | 6.6% | 6.4% | 6.6% | 7.4% | 6.9% | 6.6% | 6.3% | 6.0% | 5.8% |

STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS
RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS

"A"-PAPER MARKET RATES



"A"-PAPER PRICING SPREADS



| | Current Return | For | Then for the Next | The Net Return Needed to Break-even Against*: | | | | | | | |
|------------------|----------------|---------|-------------------|---|---------|--------|---------|--------|---------|--------|---------|
| | | | | 30Y FLM | 15Y FLM | 5Y New | 5Y Used | 4Y MBS | 4Y Call | 3Y MBS | 3Y Call |
| Cash | 5.33% | - | - | - | - | - | - | - | - | - | - |
| 1yr Agy | 5.50% | 1 year | 4 years | 7.84% | 7.14% | 6.40% | 6.59% | 5.30% | 6.17% | 5.35% | 6.25% |
| 2yr Agy Callable | 5.75% | 2 years | 3 years | 8.45% | 7.52% | 6.53% | 6.78% | 4.95% | 6.25% | 4.70% | 6.50% |
| 3yr Agy Callable | 6.00% | 3 years | 2 years | 9.43% | 8.03% | 6.55% | 6.93% | 3.40% | 6.00% | - | - |
| 3yr Agy MBS | 5.40% | 3 years | 2 years | 10.33% | 8.93% | 7.45% | 7.83% | 5.20% | 7.80% | - | - |
| 4yr Agy Callable | 6.00% | 4 years | 1 year | 12.85% | 10.05% | 7.10% | 7.85% | - | - | - | - |
| 4yr Agy MBS | 5.35% | 4 years | 1 year | 15.45% | 12.65% | 9.70% | 10.45% | - | - | - | - |
| 5yr Agy Callable | 6.50% | 5 years | - | - | - | - | - | - | - | - | - |
| 5yr New Vehicle | 6.22% | 3 years | 2 years | 9.10% | 7.70% | - | - | - | - | - | - |
| 5yr Used Vehicle | 6.37% | 3 years | 2 years | 8.87% | 7.47% | - | - | - | - | - | - |
| 15yr Mortgage | 6.81% | 5 years | - | - | - | - | - | - | - | - | - |
| 30yr Mortgage | 7.37% | 5 years | - | - | - | - | - | - | - | - | - |

* Best relative value noted by probabilities of achieving "break-even" returns

RELATIVE VALUE OF MARGINAL FUNDING OPTIONS

| | Current Cost | For | Then for the Next | The Net Cost Needed to Break-even Against*: | | | |
|---------------------|--------------|---------|-------------------|---|---------|--------|---------|
| | | | | 3Y CD | 3Y FHLB | 2Y CD | 2Y FHLB |
| Share Draft | 0.09% | 1 year | 2 years | 7.16% | 7.04% | 10.11% | 9.97% |
| Regular Savings | 0.19% | 1 year | 2 years | 7.11% | 6.99% | 10.01% | 9.87% |
| Money Market | 0.81% | 1 year | 2 years | 6.80% | 6.68% | 9.39% | 9.25% |
| FHLB Overnight | 5.29% | 1 year | 2 years | 4.56% | 4.44% | 4.91% | 4.77% |
| Catalyst Settlement | 6.65% | 1 year | 2 years | 3.88% | 3.76% | 1.78% | 3.41% |
| 6mo Term CD | 2.44% | 6 mos | 2.5 yrs | 5.27% | 5.18% | 5.99% | 5.89% |
| 6mo FHLB Term | 5.53% | 6 mos | 2.5 yrs | 4.65% | 4.56% | 4.96% | 4.86% |
| 6mo Catalyst Term | 6.10% | 6 mos | 2.5 yrs | 4.54% | 4.44% | 4.77% | 4.67% |
| 1yr Term CD | 5.49% | 1 year | 2 years | 4.46% | 4.34% | 4.71% | 4.57% |
| 1yr FHLB Term | 5.47% | 1 year | 2 years | 4.47% | 4.35% | 4.73% | 4.59% |
| 2yr Term CD | 5.10% | 2 years | 1 year | 4.20% | 3.96% | - | - |
| 2yr FHLB Term | 5.03% | 2 years | 1 year | 4.34% | 4.10% | - | - |
| 3yr Term CD | 4.80% | 3 years | - | - | - | - | - |
| 3yr FHLB Term | 4.72% | 3 years | - | - | - | - | - |

* Highest relative value noted by highest differentials and volatility projections

| Q1-2023 | <\$2 Million | \$2-10 Million | \$10-50 <Million | \$50-100 Million | \$100-500 Million | \$500> Million | TOTAL | <\$10 Million | <\$50 Million | <\$100 Million | <\$500 Million |
|---------------------------------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|--------------|------------------|------------------|-------------------|-------------------|
| DEMOGRAPHICS | | | | | | | | | | | |
| Number of Credit Unions | 286 | 664 | 1,329 | 655 | 1,066 | 712 | 4,712 | 950 | 2,279 | 2,934 | 4,000 |
| Average Assets (\$Mil) | \$0.913 | \$5.7 | \$26.3 | \$73.1 | \$229.4 | \$2,640.1 | \$469.3 | \$4.2 | \$17.1 | \$29.6 | \$82.9 |
| Pct of Credit Unions | 6% | 14% | 28% | 14% | 23% | 15% | 100% | 20% | 48% | 62% | 85% |
| Pct of Industry Assets | 0.0% | 0.2% | 2% | 2% | 11% | 85% | 100% | 0% | 2% | 4% | 15% |
| GROWTH RATES (YTD) | | | | | | | | | | | |
| Total Assets | -7.6% | -4.5% | -8.8% | -0.2% | 2.7% | 9.3% | 8.0% | -4.7% | -8.4% | -3.9% | 0.9% |
| Total Loans | 0.0% | 3.1% | -4.5% | 2.7% | 1.4% | 7.1% | 6.3% | 2.9% | -3.8% | -0.1% | 1.0% |
| - Direct Loans | -1.0% | 3.1% | -4.5% | 3.1% | -0.3% | 9.0% | 7.7% | 2.8% | -3.8% | 0.1% | -0.2% |
| - Indirect Loans | - | 0.0% | -4.9% | -1.1% | 10.1% | -1.0% | 0.0% | 117.6% | -4.6% | -1.8% | 8.7% |
| Total Shares | -5.3% | -4.1% | -7.6% | -0.3% | 2.6% | 8.4% | 7.3% | -4.1% | -7.3% | -3.4% | 1.0% |
| - Checking & Savings | -7.3% | -6.5% | -11.4% | -2.7% | -2.1% | -0.9% | -1.4% | -6.5% | -10.8% | -6.5% | -3.4% |
| Net Worth | -3.3% | -1.0% | -4.4% | 3.8% | 5.6% | 8.4% | 7.7% | -1.2% | -4.0% | 0.1% | 4.0% |
| BALANCE SHEET ALLOCATION | | | | | | | | | | | |
| Net Worth-to-Total Assets | 18.7% | 16.2% | 12.3% | 11.7% | 10.9% | 10.7% | 10.7% | 16.4% | 12.7% | 12.1% | 11.2% |
| Cash & Inv-to-Total Assets | 50.9% | 47.4% | 46.6% | 40.8% | 31.2% | 24.9% | 26.3% | 47.7% | 46.7% | 43.4% | 34.4% |
| Loans-to-Total Assets | 44.0% | 48.4% | 49.1% | 54.5% | 63.0% | 70.8% | 69.2% | 48.1% | 49.0% | 52.0% | 60.1% |
| Vehicle-to-Total Loans | 63.6% | 67.5% | 52.5% | 44.8% | 39.2% | 30.9% | 32.2% | 67.2% | 54.0% | 48.7% | 41.4% |
| REL-to-Total Loans | 1.2% | 6.3% | 28.4% | 39.2% | 46.1% | 54.0% | 52.6% | 6.0% | 26.1% | 33.7% | 43.3% |
| REL-to-Net Worth | 2.8% | 18.9% | 113.5% | 182.5% | 267.5% | 358.6% | 338.9% | 17.7% | 100.8% | 144.2% | 232.4% |
| Indirect-to-Total Loans | 0.4% | 0.1% | 3.7% | 10.0% | 16.4% | 18.4% | 17.9% | 0.1% | 3.4% | 7.2% | 14.3% |
| Loans-to-Total Shares | 55.0% | 58.1% | 56.1% | 61.9% | 71.4% | 83.3% | 81.0% | 57.9% | 56.3% | 59.4% | 68.2% |
| Chkg & Svgs-to-Total Shares | 93.0% | 85.3% | 77.7% | 72.5% | 64.9% | 52.5% | 54.8% | 85.8% | 78.5% | 75.2% | 67.6% |
| Nonterm-to-Total Shares | 93.3% | 86.8% | 84.1% | 82.0% | 78.7% | 73.3% | 74.4% | 87.2% | 84.4% | 83.1% | 79.9% |
| Term CDs-to-Total Shares | 4.6% | 9.6% | 10.5% | 11.7% | 15.0% | 20.1% | 19.2% | 9.3% | 10.4% | 11.1% | 14.0% |
| Liquidity Ratio | 29.6% | 13.6% | 9.2% | 8.8% | 7.6% | 7.3% | 7.4% | 14.6% | 9.8% | 9.2% | 8.0% |
| Short-term Funding Ratio | 43.8% | 30.7% | 23.2% | 18.7% | 13.4% | 10.7% | 11.4% | 23.9% | 21.1% | 15.4% | 11.4% |
| Short-term Cash Flow Ratio | 47.1% | 34.4% | 27.2% | 23.1% | 18.5% | 16.4% | 17.0% | 35.2% | 28.0% | 25.3% | 20.3% |
| Net Long-term Asset Ratio | 4.7% | 9.0% | 21.6% | 14.4% | 34.6% | 40.0% | 38.5% | 20.4% | 17.1% | 29.9% | 38.4% |
| LOAN QUALITY | | | | | | | | | | | |
| Loan Delinquency Ratio | 2.39% | 1.15% | 0.78% | 0.59% | 0.47% | 0.53% | 0.53% | 0.81% | 0.69% | 0.52% | 0.53% |
| Net Charge-off Ratio | 0.65% | 0.32% | 0.35% | 0.33% | 0.32% | 0.55% | 0.52% | 0.35% | 0.34% | 0.32% | 0.52% |
| "Misery" Index | 3.04% | 1.47% | 1.13% | 0.92% | 0.79% | 1.08% | 1.05% | 1.16% | 1.02% | 0.84% | 1.05% |
| Core Delinquency Rate | 2.02% | 1.05% | 0.72% | 0.53% | 0.44% | 0.47% | 0.46% | 1.10% | 0.76% | 0.62% | 0.48% |
| Core Net Charge-off Rate | 0.14% | 0.16% | 0.21% | 0.33% | 0.71% | 0.75% | 0.69% | 0.16% | 0.21% | 0.28% | 0.62% |
| Core "Misery" Index | 2.16% | 1.21% | 0.94% | 0.86% | 1.15% | 1.22% | 1.15% | 1.26% | 0.97% | 0.90% | 1.09% |
| RE Loan Delinquency | 0.81% | 0.74% | 0.63% | 0.40% | 0.31% | 0.30% | 0.30% | 0.74% | 0.63% | 0.48% | 0.34% |
| Vehicle Loan Delinquency | 2.05% | 1.06% | 0.74% | 0.60% | 0.56% | 0.58% | 0.58% | 1.12% | 0.79% | 0.69% | 0.59% |
| Direct Loans | 2.06% | 1.06% | 0.67% | 0.34% | 0.41% | 0.39% | 0.42% | 1.12% | 0.73% | 0.55% | 0.46% |
| Indirect Loans | 0.00% | 0.41% | 1.57% | 1.38% | 0.72% | 0.64% | 0.65% | 0.32% | 1.57% | 1.42% | 0.80% |
| Loss Allow as % of Loans | 2.61% | 1.19% | 0.88% | 0.78% | 0.72% | 1.19% | 1.13% | 1.27% | 0.92% | 0.84% | 0.75% |
| Current Loss Exposure | 1.06% | 0.33% | 0.41% | 0.38% | 0.32% | 0.32% | 0.33% | 0.37% | 0.40% | 0.39% | 0.34% |
| Coverage Ratio (Adequacy) | 2.5 | 3.6 | 2.2 | 2.1 | 2.2 | 3.7 | 3.5 | 3.4 | 2.3 | 2.2 | 2.2 |
| EARNINGS | | | | | | | | | | | |
| Gross Asset Yield | 3.76% | 3.80% | 3.46% | 3.55% | 3.74% | 4.13% | 4.07% | 3.80% | 3.50% | 3.53% | 3.68% |
| Cost of Funds | 0.42% | 0.42% | 0.41% | 0.47% | 0.65% | 1.14% | 1.06% | 0.42% | 0.41% | 0.45% | 0.59% |
| Gross Interest Margin | 3.34% | 3.38% | 3.05% | 3.08% | 3.09% | 3.00% | 3.01% | 3.37% | 3.08% | 3.08% | 3.09% |
| Provision Expense | 0.20% | 0.18% | 0.23% | 0.17% | 0.20% | 0.44% | 0.40% | 0.18% | 0.22% | 0.19% | 0.20% |
| Net Interest Margin | 3.14% | 3.20% | 2.82% | 2.92% | 2.89% | 2.56% | 2.61% | 3.19% | 2.86% | 2.89% | 2.89% |
| Non-Interest Income | 0.39% | 0.51% | 0.77% | 1.03% | 1.14% | 1.03% | 1.04% | 0.50% | 0.74% | 0.90% | 1.08% |
| Non-Interest Expense | 3.63% | 3.58% | 3.19% | 3.29% | 3.34% | 2.83% | 2.90% | 3.58% | 3.23% | 3.26% | 3.32% |
| Net Operating Expense | 3.24% | 3.07% | 2.42% | 2.25% | 2.20% | 1.80% | 1.86% | 3.08% | 2.49% | 2.36% | 2.24% |
| Net Operating Return | -0.09% | 0.13% | 0.40% | 0.66% | 0.69% | 0.77% | 0.75% | 0.11% | 0.37% | 0.53% | 0.65% |
| Non-recurring Inc(Exp). | 0.11% | 0.01% | 0.02% | 0.02% | 0.01% | 0.02% | 0.01% | 0.01% | 0.02% | 0.02% | 0.01% |
| Net Income. | 0.02% | 0.13% | 0.42% | 0.69% | 0.70% | 0.78% | 0.76% | 0.13% | 0.39% | 0.55% | 0.66% |
| Return on Net Worth. | -0.5% | 0.8% | 3.3% | 5.7% | 6.4% | 7.2% | 7.0% | 0.7% | 3.0% | 4.4% | 5.8% |

| Q1-2023 | <\$2 Million | \$2-10 Million | \$10-50 <Million | \$50-100 Million | \$100-500 Million | \$500> Million | TOTAL | <\$10 Million | <\$50 Million | <\$100 Million | <\$500 Million |
|------------------------------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|----------|------------------|------------------|-------------------|-------------------|
| PORTFOLIO ANALYTICS | | | | | | | | | | | |
| Cash and Investments | | | | | | | | | | | |
| Cash & CE as Pct of Assets | 30% | 14% | 9% | 9% | 8% | 7% | 7% | 15% | 10% | 9% | 8% |
| Investments as Pct of Asset | 26% | 37% | 39% | 33% | 24% | 18% | 19% | 36% | 38% | 35% | 27% |
| Short-term Funding Ratio | 43.8% | 30.7% | 23.2% | 18.7% | 13.4% | 10.7% | 11.4% | 23.9% | 21.1% | 15.4% | 11.4% |
| Avg Cash & Investment Rat | 1.59% | 1.94% | 1.95% | 2.02% | 2.21% | 2.66% | 2.56% | 1.92% | 1.95% | 1.99% | 2.13% |
| Loan Portfolio | | | | | | | | | | | |
| Total Loan Growth-Annl | 0.0% | 3.1% | -4.5% | 2.7% | 1.4% | 7.1% | 6.3% | 2.9% | -3.8% | -0.1% | 1.0% |
| Consumer Loan Growth-Anr | -1.9% | 3.6% | -4.2% | 5.2% | 3.1% | 5.7% | 5.2% | 3.1% | -3.3% | 1.2% | 2.6% |
| Mortgage Loan Growth-Anr | 279.2% | -3.8% | -5.3% | -1.2% | -0.7% | 8.3% | 7.3% | -0.5% | -5.2% | -2.5% | -1.0% |
| Avg Loan Balance | \$6,834 | \$8,586 | \$3,770 | \$6,564 | \$10,630 | \$20,431 | \$17,310 | \$8,481 | \$4,239 | \$5,571 | \$9,479 |
| Avg Loan Rate | 6.61% | 5.87% | 5.17% | 5.00% | 4.81% | 4.89% | 4.88% | 5.91% | 5.24% | 5.10% | 4.88% |
| Avg Loan Yield, net | 6.16% | 5.49% | 4.70% | 4.69% | 4.50% | 4.27% | 4.31% | 5.53% | 4.78% | 4.73% | 4.55% |
| Credit Mitigation- | | | | | | | | | | | |
| Delinquency Rates- | | | | | | | | | | | |
| Credit Cards | 0.06% | 2.24% | 1.41% | 1.13% | 0.85% | 1.52% | 1.48% | 2.20% | 1.44% | 1.25% | 0.94% |
| New Vehicle Loans | 1.46% | 0.61% | 0.39% | 0.26% | 0.25% | 0.32% | 0.31% | 0.66% | 0.42% | 0.34% | 0.27% |
| Used Vehicle Loans | 2.39% | 1.35% | 0.93% | 0.76% | 0.70% | 0.73% | 0.73% | -0.02% | 0.05% | 0.07% | 0.12% |
| Total Vehicle Loans | 1.06% | 0.74% | 0.60% | 0.56% | 0.58% | 0.58% | 0.58% | 0.79% | 0.69% | 0.59% | 0.00% |
| Real Estate Loans | 0.81% | 0.74% | 0.63% | 0.40% | 0.31% | 0.30% | 0.30% | 0.74% | 0.63% | 0.48% | 0.34% |
| Total Loan Delinquency | 2.39% | 1.15% | 0.78% | 0.59% | 0.47% | 0.53% | 0.53% | 0.81% | 0.69% | 0.52% | 0.53% |
| Net Charge-off Rates- | | | | | | | | | | | |
| Credit Cards | -3.82% | 0.78% | 1.23% | 1.41% | 1.66% | 3.50% | 3.35% | 0.69% | 1.21% | 1.33% | 1.59% |
| New Vehicle Loans | 0.10% | -0.03% | 0.06% | 0.09% | 0.14% | 0.20% | 0.21% | 0.65% | 0.43% | 0.34% | 0.28% |
| Used Vehicle Loans | 0.20% | 0.29% | 0.34% | 0.44% | 0.46% | 0.69% | 0.63% | 1.41% | 0.99% | 0.86% | 0.74% |
| Total Vehicle Loans | 0.16% | 0.16% | 0.24% | 0.33% | 0.36% | 0.50% | 0.48% | 0.16% | 0.23% | 0.28% | 0.34% |
| Non-Comml RE Loans | 0.16% | 0.08% | 0.07% | 0.26% | 0.95% | 0.63% | 0.57% | 0.08% | 0.07% | 0.20% | 0.82% |
| Total Net Charge-offs | 0.32% | 0.35% | 0.33% | 0.32% | 0.55% | 0.52% | 0.35% | 0.34% | 0.32% | 0.52% | 0.00% |
| "Misery" Indices- | | | | | | | | | | | |
| Credit Cards | -3.76% | 3.02% | 2.64% | 2.54% | 2.51% | 5.02% | 4.83% | 2.89% | 2.65% | 2.58% | 2.53% |
| New Vehicle Loans | 1.56% | 0.58% | 0.45% | 0.35% | 0.39% | 0.52% | 0.52% | 1.31% | 0.85% | 0.68% | 0.55% |
| Used Vehicle Loans | 2.59% | 1.64% | 1.27% | 1.20% | 1.16% | 1.42% | 1.36% | 1.39% | 1.04% | 0.94% | 0.86% |
| Total Vehicle Loans | 1.22% | 0.90% | 0.84% | 0.89% | 0.94% | 1.08% | 1.06% | 0.95% | 0.92% | 0.88% | 0.34% |
| Non-Comml RE Loans | 0.97% | 0.82% | 0.70% | 0.66% | 1.26% | 0.93% | 0.87% | 0.82% | 0.70% | 0.67% | 1.16% |
| Total "Misery" Index | 2.71% | 1.50% | 1.11% | 0.91% | 1.02% | 1.05% | 0.88% | 1.15% | 1.01% | 1.04% | 0.53% |
| Fundng Portfolio | | | | | | | | | | | |
| Share Growth YTD-Annl | -6.6% | -4.9% | -8.7% | -0.3% | 2.9% | 9.9% | 8.5% | -5.0% | -8.3% | -3.9% | 1.1% |
| Chkg & Savings YTD-Annl | -7.3% | -6.5% | -11.4% | -2.7% | -2.1% | -0.9% | -1.4% | -6.5% | -10.8% | -6.5% | -3.4% |
| Avg Share Balance per Mbr | \$2,674 | \$5,592 | \$9,292 | \$10,755 | \$12,483 | \$14,329 | \$13,828 | \$5,235 | \$8,634 | \$9,692 | \$11,612 |
| Avg Share Balance | \$12,429 | \$14,784 | \$6,716 | \$10,608 | \$14,898 | \$24,518 | \$21,371 | \$14,611 | \$7,093 | \$8,687 | \$12,558 |
| Avg Share Rate | 0.53% | 0.51% | 0.47% | 0.54% | 0.73% | 1.34% | 1.24% | 0.51% | 0.48% | 0.51% | 0.68% |
| Core as Pct of Total Shares | 93% | 85% | 78% | 73% | 65% | 52% | 55% | 86% | 79% | 75% | 68% |
| Term CDs as Pct of Shares | 5% | 10% | 10% | 12% | 15% | 20% | 19% | 9% | 10% | 11% | 14% |
| Non-Member Deposit Ratio | 1.1% | 1.0% | 0.9% | 1.2% | 1.2% | 1.3% | 1.2% | 1.0% | 0.9% | 1.0% | 1.1% |
| Borrowings/Total Funding | 0.1% | 0.3% | 0.2% | 0.6% | 1.8% | 5.8% | 5.2% | 0.3% | 0.2% | 0.4% | 1.4% |
| Borrowings Growth YTD | 0.0% | 0.0% | -85.3% | -46.7% | -33.1% | 21.1% | 18.4% | 0.0% | -77.1% | -55.0% | -34.9% |
| Avg Borrowings Rate | - | 4.30% | 6.43% | 5.09% | 4.82% | 4.55% | 4.57% | 5.83% | 6.37% | 5.43% | 4.87% |

| Q1-2023 | <\$2 Million | \$2-10 Million | \$10-50 <Million | \$50-100 Million | \$100-500 Million | \$500> Million | TOTAL | <\$10 Million | <\$50 Million | <\$100 Million | <\$500 Million |
|---|-------------------|-------------------|---------------------|---------------------|----------------------|-------------------|------------------|------------------|------------------|-------------------|-------------------|
| Net Operating Profitability- | | | | | | | | | | | |
| Earning Asset/Funding | 119% | 115% | 109% | 108% | 107% | 113% | 112% | 115% | 110% | 109% | 107% |
| Non-Int Inc-to-Total Revenue | 9% | 12% | 18% | 23% | 23% | 20% | 20% | 12% | 17% | 20% | 23% |
| Net Op Cash Flow (YTD-\$Mil) | \$ (4) | \$ (53) | \$ (485) | \$ (205) | \$ 1,055 | \$ 15,451 | \$ 15,760 | \$ (56) | \$ (541) | \$ (746) | \$ 308 |
| Average Loan Balance | 6,834 | 8,586 | 3,770 | 6,564 | 10,630 | 20,431 | 17,310 | 8,481 | 4,239 | 5,571 | 9,479 |
| Average Share Balance | 2,509 | 4,463 | 5,759 | 6,169 | 6,653 | 7,187 | 7,059 | 4,256 | 5,565 | 5,884 | 6,434 |
| Net Operating Return per FTE | | | | | | | | | | | |
| Interest Income per FTE | \$50,483 | \$101,269 | \$155,241 | \$165,572 | \$178,572 | \$281,076 | \$258,673 | \$95,088 | \$145,033 | \$155,700 | \$172,178 |
| Avg Int & Prov per FTE | \$8,326 | \$16,079 | \$28,658 | \$29,768 | \$40,491 | \$106,926 | \$92,547 | \$15,135 | \$26,364 | \$28,132 | \$37,035 |
| Net Interest Income per FTE | \$42,158 | \$85,190 | \$126,582 | \$135,804 | \$138,082 | \$174,150 | \$166,126 | \$79,953 | \$118,670 | \$127,568 | \$135,142 |
| Non-Interest Income per FTE | \$5,293 | \$13,540 | \$34,481 | \$48,139 | \$54,630 | \$70,082 | \$66,059 | \$12,536 | \$30,757 | \$39,784 | \$50,480 |
| Avg Operating Exp per FTE | \$48,712 | \$95,346 | \$142,916 | \$153,042 | \$159,684 | \$192,146 | \$184,578 | \$89,670 | \$133,881 | \$143,832 | \$155,252 |
| Net Operating Exp per FTE | \$43,420 | \$81,805 | \$108,435 | \$104,904 | \$105,053 | \$122,064 | \$118,519 | \$77,133 | \$103,124 | \$104,048 | \$104,772 |
| Avg Net Op Return per FTE | \$ (1,262) | \$ 3,385 | \$ 18,147 | \$ 30,900 | \$ 33,029 | \$ 52,086 | \$ 47,607 | \$ 2,819 | \$ 15,546 | \$ 23,520 | \$ 30,370 |
| Revenue/Operating Expense Assessment | | | | | | | | | | | |
| Revenue- | | | | | | | | | | | |
| Avg Revenue per FTE | \$55,776 | \$114,810 | \$189,722 | \$213,711 | \$233,203 | \$351,158 | \$324,732 | \$107,625 | \$175,791 | \$195,483 | \$222,657 |
| - Total Revenue Ratio | 4.16% | 4.31% | 4.23% | 4.59% | 4.88% | 5.16% | 5.10% | 4.30% | 4.24% | 4.43% | 4.76% |
| Operating Expenses- | | | | | | | | | | | |
| Avg Comp & Benefits per FTE | \$22,392 | \$48,801 | \$66,481 | \$72,221 | \$80,220 | \$102,293 | \$97,045 | \$45,587 | \$62,936 | \$67,758 | \$76,736 |
| - C & B Exp Ratio | 1.67% | 1.83% | 1.48% | 1.55% | 1.68% | 1.50% | 1.53% | 1.82% | 1.52% | 1.54% | 1.64% |
| - Pct of Total Op Expense | 46% | 51% | 47% | 47% | 50% | 53% | 53% | 51% | 47% | 47% | 49% |
| - FTE-to-Ops (Staff Eff) | 1.68 | 0.71 | 0.35 | 0.30 | 0.25 | 0.16 | 0.18 | 0.76 | 0.39 | 0.34 | 0.27 |
| - Full-time Equivalents | 197 | 1,418 | 7,900 | 10,280 | 51,005 | 273,326 | 344,124 | 1,615 | 9,515 | 19,794 | 70,799 |
| - Pct Part-time Employee | 80% | 46% | 16% | 9% | 7% | 4% | 6% | 51% | 23% | 16% | 9% |
| Avg Occ & Ops Exp per FTE | \$15,471 | \$25,388 | \$39,018 | \$39,224 | \$40,036 | \$45,543 | \$44,297 | \$24,181 | \$36,500 | \$37,915 | \$39,443 |
| - Occup & Ops Exp Ratio | 1.15% | 0.95% | 0.87% | 0.84% | 0.84% | 0.67% | 0.70% | 0.97% | 0.88% | 0.86% | 0.84% |
| - Pct of Total Op Expense | 32% | 27% | 27% | 26% | 25% | 24% | 24% | 27% | 27% | 26% | 25% |
| Avg All Other Exp per FTE | \$10,850 | \$21,157 | \$37,418 | \$41,597 | \$39,428 | \$44,311 | \$43,236 | \$19,902 | \$34,446 | \$38,160 | \$39,073 |
| - All Other Expense Ratio | 0.81% | 0.79% | 0.83% | 0.89% | 0.82% | 0.65% | 0.68% | 0.79% | 0.83% | 0.86% | 0.84% |
| - Pct of Total Op Expense | 22% | 22% | 26% | 27% | 25% | 23% | 23% | 22% | 26% | 27% | 25% |
| Membership Outreach- | | | | | | | | | | | |
| Members-to-Potential | 5.9% | 6.0% | 3.0% | 1.5% | 2.2% | 3.2% | 2.9% | 6.0% | 3.2% | 2.1% | 2.2% |
| Members-to-FTEs | 398 | 395 | 417 | 381 | 339 | 408 | 397 | 395 | 414 | 397 | 355 |
| Borrower-to-Members | 21.5% | 37.8% | 138.4% | 101.4% | 83.8% | 58.4% | 64.8% | 35.7% | 114.7% | 103.3% | 83.6% |
| Branches | 292 | 696 | 1,837 | 1,511 | 4,718 | 12,222 | 21,275 | 988 | 2,825 | 4,335 | 9,053 |
| Members per Branch | 268 | 805 | 1,795 | 2,594 | 3,667 | 9,121 | 6,422 | 646 | 1,393 | 1,812 | 2,778 |

| Q1-2023 | <\$2 Million | \$2-10 Million | \$10-50 <Million | \$50-100 Million | \$100-500 Million | \$500> Million | TOTAL | <\$10 Million | <\$50 Million | <\$100 Million | <\$500 Million |
|---------------------------------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|--------------|------------------|------------------|-------------------|-------------------|
| NET INFRASTRUCTURE COST: | | | | | | | | | | | |
| Fee Income | 0.39% | 0.51% | 0.77% | 1.03% | 1.14% | 1.03% | 1.04% | 0.50% | 0.74% | 0.90% | 1.08% |
| Compensation & Benefits | 1.67% | 1.83% | 1.48% | 1.55% | 1.68% | 1.50% | 1.53% | 1.82% | 1.52% | 1.54% | 1.64% |
| Travel & Conference | 0.01% | 0.02% | 0.02% | 0.03% | 0.03% | 0.02% | 0.02% | 0.02% | 0.02% | 0.03% | 0.03% |
| Office Occupancy | 0.24% | 0.17% | 0.19% | 0.21% | 0.22% | 0.17% | 0.17% | 0.17% | 0.19% | 0.20% | 0.21% |
| Office Operations | 0.91% | 0.78% | 0.68% | 0.63% | 0.62% | 0.50% | 0.52% | 0.79% | 0.69% | 0.66% | 0.63% |
| Educational & Promo | 0.02% | 0.03% | 0.06% | 0.08% | 0.10% | 0.11% | 0.11% | 0.03% | 0.06% | 0.07% | 0.09% |
| Loan Servicing | 0.21% | 0.12% | 0.17% | 0.23% | 0.23% | 0.19% | 0.19% | 0.12% | 0.17% | 0.20% | 0.22% |
| Professional & Outside Sv | 0.30% | 0.41% | 0.44% | 0.46% | 0.37% | 0.23% | 0.25% | 0.41% | 0.43% | 0.45% | 0.39% |
| Member Insurance | 0.02% | 0.01% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.01% | 0.00% | 0.00% | 0.00% |
| Operating Fees | 0.07% | 0.03% | 0.02% | 0.01% | 0.01% | 0.01% | 0.01% | 0.03% | 0.02% | 0.02% | 0.01% |
| Miscellaneous | 0.17% | 0.17% | 0.12% | 0.07% | 0.07% | 0.10% | 0.09% | 0.17% | 0.12% | 0.09% | 0.08% |
| Total Ops Expense | 3.63% | 3.58% | 3.19% | 3.29% | 3.34% | 2.83% | 2.90% | 3.58% | 3.23% | 3.26% | 3.32% |
| Net Operating Expense | 3.24% | 3.07% | 2.42% | 2.25% | 2.20% | 1.80% | 1.86% | 3.08% | 2.49% | 2.36% | 2.24% |

| NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT | | | | | | | | | | | |
|---|-----------------|-----------------|------------------|------------------|------------------|------------------|------------------|-----------------|------------------|------------------|------------------|
| Fee Income | \$5,293 | \$13,540 | \$34,481 | \$48,139 | \$54,630 | \$70,082 | \$66,059 | \$12,536 | \$30,757 | \$39,784 | \$50,480 |
| Compensation & Benefits | \$22,392 | \$48,801 | \$66,481 | \$72,221 | \$80,220 | \$102,293 | \$97,045 | \$45,587 | \$62,936 | \$67,758 | \$76,736 |
| Travel & Conference | \$142 | \$564 | \$1,114 | \$1,479 | \$1,616 | \$1,386 | \$1,413 | \$513 | \$1,012 | \$1,254 | \$1,515 |
| Office Occupancy | \$3,257 | \$4,513 | \$8,587 | \$9,845 | \$10,399 | \$11,377 | \$11,088 | \$4,360 | \$7,870 | \$8,896 | \$9,979 |
| Office Operations | \$12,214 | \$20,874 | \$30,430 | \$29,379 | \$29,637 | \$34,166 | \$33,209 | \$19,820 | \$28,630 | \$29,019 | \$29,464 |
| Educational & Promo | \$244 | \$846 | \$2,684 | \$3,852 | \$4,854 | \$7,480 | \$6,841 | \$773 | \$2,359 | \$3,135 | \$4,374 |
| Loan Servicing | \$2,850 | \$3,103 | \$7,696 | \$10,584 | \$10,972 | \$12,653 | \$12,185 | \$3,072 | \$6,912 | \$8,819 | \$10,370 |
| Professional & Outside Sv | \$4,071 | \$11,001 | \$19,595 | \$21,635 | \$17,802 | \$15,508 | \$16,100 | \$10,158 | \$17,994 | \$19,885 | \$18,385 |
| Member Insurance | \$305 | \$282 | \$152 | \$78 | \$67 | \$60 | \$65 | \$285 | \$174 | \$124 | \$83 |
| Operating Fees | \$997 | \$846 | \$861 | \$662 | \$667 | \$563 | \$589 | \$865 | \$861 | \$758 | \$692 |
| Miscellaneous | \$2,239 | \$4,513 | \$5,316 | \$3,308 | \$3,451 | \$6,660 | \$6,042 | \$4,237 | \$5,133 | \$4,185 | \$3,656 |
| Total Ops Expense | \$48,712 | \$95,346 | \$142,916 | \$153,042 | \$159,684 | \$192,146 | \$184,578 | \$89,670 | \$133,881 | \$143,832 | \$155,252 |
| Net Operating Expense | \$43,420 | \$81,805 | \$108,435 | \$104,904 | \$105,053 | \$122,064 | \$118,519 | \$77,133 | \$103,124 | \$104,048 | \$104,772 |