



**31 July 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>11.41%</b>	<b>9.02%</b>	<b>3.47%</b>	<b>3.58%</b>	<b>3.88%</b>	<b>3.64%</b>	<b>3.75%</b>	<b>5.05%</b>	<b>5.35%</b>	<b>5.16%</b>	<b>5.65%</b>
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**Mid-South-**

<b>Mid-South-</b>	<b>11.15%</b>	<b>9.29%</b>	<b>3.48%</b>	<b>3.60%</b>	<b>3.89%</b>	<b>3.76%</b>	<b>3.91%</b>	<b>5.02%</b>	<b>5.30%</b>	<b>5.16%</b>	<b>5.65%</b>
Texas	11.36%	8.93%	3.35%	3.46%	3.75%	3.56%	3.66%	5.26%	5.09%	5.16%	5.65%
Oklahoma	10.39%	9.74%	3.67%	3.72%	3.97%	3.88%	3.94%	4.86%	4.86%	5.16%	5.65%
Louisiana	10.90%	9.11%	3.32%	3.51%	3.81%	3.53%	3.73%	5.14%	5.52%	5.16%	5.65%
Arkansas	10.60%	9.08%	3.74%	3.84%	4.03%	4.33%	4.53%	4.82%	5.21%	5.16%	5.65%
Missouri	12.51%	9.59%	3.30%	3.49%	3.90%	3.48%	3.69%	5.02%	5.80%	5.16%	5.65%

**Mountain West-**

<b>Mountain West-</b>	<b>11.70%</b>	<b>9.36%</b>	<b>3.55%</b>	<b>3.61%</b>	<b>3.86%</b>	<b>3.66%</b>	<b>3.74%</b>	<b>5.17%</b>	<b>5.59%</b>	<b>5.16%</b>	<b>5.65%</b>
Arizona	12.50%	9.84%	3.72%	3.80%	3.99%	3.83%	3.92%	5.55%	5.90%	5.16%	5.65%
New Mexico	12.19%	9.42%	3.14%	3.26%	3.50%	3.33%	3.47%	5.21%	5.68%	5.16%	5.65%
Utah	9.38%	8.96%	3.72%	3.74%	4.04%	3.75%	3.81%	5.24%	5.32%	5.16%	5.65%
Colorado	11.97%	9.11%	3.69%	3.72%	3.95%	3.74%	3.78%	5.00%	5.59%	5.16%	5.65%
Idaho	12.44%	9.45%	3.48%	3.53%	3.80%	3.66%	3.70%	4.87%	5.48%	5.16%	5.65%

**West-**

<b>West-</b>	<b>11.51%</b>	<b>8.62%</b>	<b>3.22%</b>	<b>3.33%</b>	<b>3.59%</b>	<b>3.39%</b>	<b>3.51%</b>	<b>5.19%</b>	<b>5.69%</b>	<b>5.16%</b>	<b>5.65%</b>
California	11.77%	9.06%	3.22%	3.33%	3.58%	3.40%	3.53%	5.34%	5.52%	5.16%	5.65%
Oregon	10.89%	9.82%	3.41%	3.49%	3.65%	3.54%	3.62%	5.32%	5.08%	5.16%	5.65%
Washington	10.72%	8.81%	3.25%	3.37%	3.54%	3.34%	3.47%	5.23%	5.75%	5.16%	5.65%
Hawaii	11.79%	6.05%	2.95%	3.09%	3.58%	3.25%	3.43%	4.79%	5.90%	5.16%	5.65%
Nevada	12.37%	9.34%	3.28%	3.37%	3.62%	3.41%	3.52%	5.28%	6.20%	5.16%	5.65%

**Midwest-**

<b>Midwest-</b>	<b>11.65%</b>	<b>7.25%</b>	<b>3.41%</b>	<b>3.50%</b>	<b>3.78%</b>	<b>3.55%</b>	<b>3.64%</b>	<b>4.95%</b>	<b>5.26%</b>	<b>5.16%</b>	<b>5.65%</b>
Illinois	12.45%	9.20%	3.18%	3.32%	3.70%	3.39%	3.53%	5.04%	5.36%	5.16%	5.65%
Ohio	11.48%	9.21%	3.65%	3.71%	3.94%	3.81%	3.87%	4.86%	5.34%	5.16%	5.65%
Michigan	11.42%	8.69%	3.30%	3.43%	3.74%	3.36%	3.49%	4.90%	5.20%	5.16%	5.65%
Wisconsin	10.48%	9.13%	3.42%	3.52%	3.73%	3.52%	3.61%	5.06%	4.94%	5.16%	5.65%
Indiana	12.44%	0.00%	3.48%	3.53%	3.80%	3.66%	3.70%	4.87%	5.48%	5.16%	5.65%

**South-**

<b>South-</b>	<b>11.53%</b>	<b>8.43%</b>	<b>3.33%</b>	<b>3.46%</b>	<b>3.75%</b>	<b>3.57%</b>	<b>3.68%</b>	<b>5.14%</b>	<b>5.62%</b>	<b>5.16%</b>	<b>5.65%</b>
Florida	11.81%	9.03%	3.47%	3.59%	3.76%	3.69%	3.79%	5.12%	5.39%	5.16%	5.65%
Georgia	12.63%	8.81%	3.21%	3.29%	3.62%	3.41%	3.48%	5.19%	5.92%	5.16%	5.65%
South Carolina	11.44%	9.78%	3.33%	3.42%	3.69%	3.70%	3.79%	5.26%	5.77%	5.16%	5.65%
Alabama	11.29%	4.67%	3.09%	3.33%	3.75%	3.23%	3.41%	5.14%	5.73%	5.16%	5.65%
North Carolina	10.47%	9.87%	3.57%	3.68%	3.92%	3.84%	3.95%	5.01%	5.29%	5.16%	5.65%

**Northeast-**

<b>Northeast-</b>	<b>11.74%</b>	<b>9.01%</b>	<b>3.40%</b>	<b>3.51%</b>	<b>3.92%</b>	<b>3.57%</b>	<b>3.71%</b>	<b>4.89%</b>	<b>5.00%</b>	<b>5.16%</b>	<b>5.65%</b>
New York	11.57%	9.61%	3.46%	3.55%	3.99%	3.53%	3.66%	4.82%	4.92%	5.16%	5.65%
Massachusetts	11.59%	9.63%	3.48%	3.57%	4.01%	3.55%	3.68%	4.84%	4.94%	5.16%	5.65%
Pennsylvania	11.63%	8.27%	3.47%	3.59%	3.92%	3.71%	3.84%	4.69%	4.68%	5.16%	5.65%
New Jersey	12.37%	8.81%	3.33%	3.47%	3.88%	3.66%	3.80%	5.01%	4.97%	5.16%	5.65%
Maryland	11.53%	8.74%	3.24%	3.39%	3.78%	3.42%	3.56%	5.08%	5.50%	5.16%	5.65%



**31 July 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>0.11%</b>	<b>0.11%</b>	<b>0.25%</b>	<b>0.34%</b>	<b>0.34%</b>	<b>0.53%</b>	<b>0.82%</b>	<b>1.05%</b>	<b>1.21%</b>	<b>1.32%</b>
<b>Mid-South-</b>										
Texas	0.14%	0.18%	0.27%	0.34%	0.55%	0.81%	1.17%	1.41%	1.61%	1.73%
Oklahoma	0.16%	0.16%	0.29%	0.41%	0.68%	0.85%	1.15%	1.38%	1.47%	1.57%
Louisiana	0.32%	0.17%	0.31%	0.41%	0.52%	0.82%	1.08%	1.35%	1.52%	2.01%
Arkansas	0.20%	0.11%	0.36%	0.47%	0.40%	0.63%	0.96%	1.18%	1.34%	1.44%
Missouri	0.25%	0.12%	0.22%	0.33%	0.33%	0.44%	0.74%	0.94%	1.02%	1.08%
<b>Mountain West-</b>										
Arizona	0.06%	0.10%	0.21%	0.28%	0.35%	0.57%	0.81%	0.98%	1.15%	1.21%
New Mexico	0.08%	0.13%	0.23%	0.32%	0.26%	0.49%	0.79%	1.08%	1.23%	1.28%
Utah	0.07%	0.11%	0.27%	0.36%	0.56%	0.74%	1.14%	1.53%	1.80%	2.03%
Colorado	0.12%	0.10%	0.22%	0.30%	0.38%	0.55%	0.75%	0.93%	1.06%	1.22%
Idaho	0.09%	0.12%	0.27%	0.39%	0.29%	0.47%	0.66%	0.84%	1.03%	1.17%
<b>West-</b>										
California	0.08%	0.09%	0.22%	0.31%	0.31%	0.47%	0.78%	0.98%	1.13%	1.27%
Oregon	0.04%	0.05%	0.12%	0.18%	0.12%	0.28%	0.44%	0.56%	0.69%	0.79%
Washington	0.14%	0.09%	0.16%	0.21%	0.23%	0.32%	0.50%	0.64%	0.76%	0.83%
Hawaii	0.11%	0.08%	0.17%	0.23%	0.28%	0.36%	0.62%	0.80%	0.88%	0.92%
Nevada	0.04%	0.15%	0.18%	0.23%	0.30%	0.43%	0.72%	0.97%	1.12%	1.19%
<b>Midwest-</b>										
Illinois	0.17%	0.17%	0.22%	0.33%	0.25%	0.42%	0.67%	0.87%	1.00%	1.09%
Ohio	0.15%	0.07%	0.27%	0.37%	0.40%	0.60%	0.82%	1.02%	1.18%	1.31%
Michigan	0.15%	0.08%	0.20%	0.27%	0.29%	0.49%	0.69%	0.90%	1.04%	1.21%
Wisconsin	0.28%	0.11%	0.26%	0.42%	0.31%	0.49%	0.87%	1.11%	1.33%	1.33%
Indiana	0.09%	0.12%	0.27%	0.39%	0.29%	0.47%	0.66%	0.84%	1.03%	1.17%
<b>South-</b>										
Florida	0.17%	0.11%	0.21%	0.30%	0.30%	0.55%	0.77%	1.04%	1.22%	1.38%
Georgia	0.11%	0.13%	0.24%	0.32%	0.31%	0.53%	0.79%	0.96%	1.04%	1.17%
South Carolina	0.10%	0.12%	0.29%	0.36%	0.23%	0.39%	0.62%	0.81%	0.92%	1.13%
Alabama	0.11%	0.20%	0.32%	0.39%	0.30%	0.46%	0.75%	0.99%	1.12%	1.32%
North Carolina	0.07%	0.12%	0.27%	0.31%	0.27%	0.41%	0.73%	0.89%	1.06%	1.24%
<b>Northeast-</b>										
New York	0.05%	0.07%	0.14%	0.23%	0.20%	0.34%	0.56%	0.84%	1.01%	1.09%
Massachusetts	0.07%	0.09%	0.16%	0.25%	0.22%	0.36%	0.58%	0.86%	1.03%	1.11%
Pennsylvania	0.08%	0.09%	0.23%	0.32%	0.32%	0.44%	0.74%	1.11%	1.28%	1.39%
New Jersey	0.09%	0.12%	0.20%	0.30%	0.29%	0.42%	0.74%	1.02%	1.16%	1.26%
Maryland	0.22%	0.11%	0.25%	0.33%	0.44%	0.60%	0.95%	1.18%	1.38%	1.56%



**31 July 2022**

**RATE SENSIVITY AND PRICING SPREAD ANALYSIS**

	Nadir 2022	Dec 2021	Current Avg Rate	MARKET RATE		PRICING SPREAD		RATE SENSITIVITY		Yield Curve	
				YTD Change	Cyclical Change	Begin Year	Current Spread	Chg in Benchmk	Rate Sensitivity	Current Benchmark	
<b>Loan Rates-</b>											
48Mo Vehicle Loan	2.67%	2.68%	3.47%	0.79%	0.80%	1.95%	0.58%	2.74%	<b>29%</b>	Prime	4.75%
60Mo Vehicle Loan	2.77%	2.78%	3.58%	0.80%	0.81%	1.81%	0.75%	2.61%	<b>31%</b>	FFds	2.32%
15Yr FR Mortgage	2.66%	2.74%	5.16%	2.42%	2.50%	1.30%	2.46%	2.19%	<b>114%</b>	1m	2.22%
30Yr FR Mortgage	3.15%	3.27%	5.65%	2.38%	2.50%	1.75%	2.98%	2.07%	<b>121%</b>	3m	2.41%
										6m	2.91%
										12m	2.98%
										2yr	2.89%
										3yr	2.83%
										4yr	2.77%
										5yr	2.70%
										7yr	2.70%
										10yr	2.67%
										30yr	3.00%
<b>Share Rates-</b>											
Share Draft	0.09%	0.09%	0.11%	0.02%	0.02%	0.01%	-2.21%	2.24%	<b>1%</b>		
Regular Savings	0.09%	0.09%	0.11%	0.02%	0.02%	0.01%	-2.21%	2.24%	<b>1%</b>		
Money Mkt Shares	0.15%	0.22%	0.34%	0.12%	0.19%	0.14%	-1.98%	2.24%	<b>8%</b>		
6Mo Certificate	0.24%	0.24%	0.53%	0.29%	0.29%	0.05%	-2.38%	2.86%	<b>10%</b>		
1Yr Certificate	0.35%	0.35%	0.82%	0.47%	0.47%	-0.04%	-2.16%	2.93%	<b>16%</b>		
2Yr Certificate	0.46%	0.46%	1.05%	0.59%	0.59%	-0.27%	-1.84%	2.74%	<b>22%</b>		
3Yr Certificate	0.57%	0.57%	1.21%	0.64%	0.64%	-0.40%	-1.62%	2.61%	<b>25%</b>		

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

	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22
Fed Funds	0.10%	0.10%	0.08%	0.08%	0.08%	0.08%	0.08%	0.08%	0.33%	0.83%	0.83%	1.58%	2.32%
1yr UST	0.07%	0.07%	0.09%	0.15%	0.24%	0.39%	0.78%	1.01%	1.63%	2.10%	2.08%	2.80%	2.98%
2yr UST	0.19%	0.20%	0.28%	0.48%	0.52%	0.73%	1.19%	1.44%	2.28%	2.70%	2.53%	2.92%	2.89%
3yr UST	0.35%	0.40%	0.53%	0.75%	0.81%	0.97%	1.39%	1.62%	2.45%	2.87%	2.71%	2.99%	2.83%
7yr UST	1.00%	1.08%	1.32%	1.44%	1.36%	1.44%	1.75%	1.81%	2.40%	2.94%	2.87%	3.04%	2.70%
10yr UST	1.24%	1.30%	1.52%	1.55%	1.43%	1.52%	1.79%	1.83%	2.32%	2.89%	2.85%	2.98%	2.67%
5yr Vehicle	2.83%	2.83%	2.81%	2.80%	2.79%	2.78%	2.77%	2.77%	2.77%	2.89%	2.96%	3.12%	3.58%
15yr FLM	2.70%	2.69%	2.67%	2.72%	2.74%	2.74%	2.91%	3.10%	3.95%	4.54%	4.54%	4.69%	5.16%
30yr FLM	3.17%	3.16%	3.18%	3.25%	3.25%	3.27%	3.47%	3.68%	4.63%	5.17%	5.39%	5.39%	5.65%
Reg Savings	0.18%	0.19%	0.19%	0.14%	0.09%	0.09%	0.09%	0.09%	0.09%	0.10%	0.10%	0.10%	0.11%
MoneyMkt	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.23%	0.30%	0.26%	0.11%
1yr CD	0.35%	0.35%	0.35%	0.35%	0.35%	0.46%	0.35%	0.36%	0.37%	0.42%	0.62%	0.54%	0.82%
2yr CD	0.47%	0.47%	0.46%	0.46%	0.46%	0.57%	0.47%	0.48%	0.50%	0.57%	0.78%	0.72%	1.21%

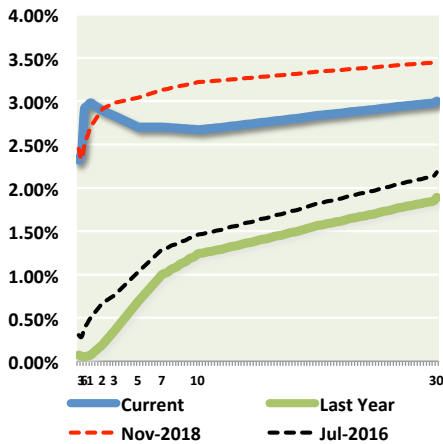
**Pricing Spreads-**

Veh Loan	2.48%	2.43%	2.28%	2.05%	1.98%	1.81%	1.38%	1.15%	0.32%	0.02%	0.25%	0.13%	0.75%
15yr FLM	1.70%	1.61%	1.35%	1.28%	1.38%	1.30%	1.16%	1.29%	1.55%	1.60%	1.67%	1.65%	2.46%
30yr FLM	1.93%	1.86%	1.66%	1.70%	1.82%	1.75%	1.68%	1.85%	2.31%	2.28%	2.54%	2.41%	2.98%
Reg Svgs	0.08%	0.09%	0.11%	0.06%	0.01%	0.01%	0.01%	0.01%	-0.24%	-0.73%	-0.73%	-1.48%	-2.21%
MMkt	0.12%	0.12%	0.14%	0.14%	0.14%	0.14%	0.14%	0.14%	-0.11%	-0.60%	-0.53%	-1.32%	-2.21%
1yrCD	0.28%	0.28%	0.26%	0.20%	0.11%	0.07%	-0.43%	-0.65%	-1.26%	-1.68%	-1.46%	-2.26%	-2.16%
2yrCD	0.28%	0.27%	0.18%	-0.02%	-0.06%	-0.16%	-0.72%	-0.96%	-1.78%	-2.13%	-1.75%	-2.20%	-1.68%

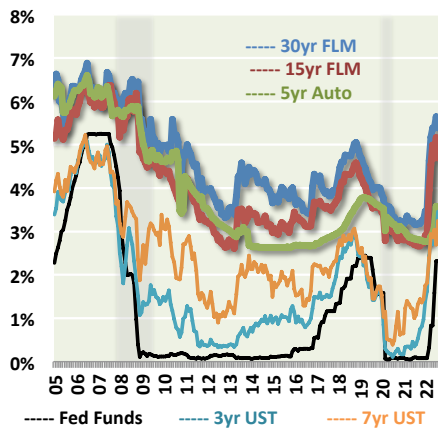


HISTORICAL NATIONAL MARKET RATES AND RELATIVE PRICING SPREADS

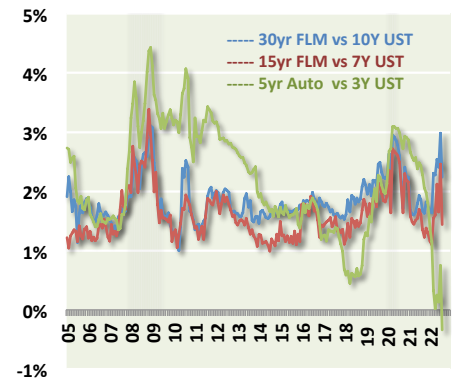
Historical Yield Curve



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	Aug-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%	2.32%
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%	2.98%
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%	2.89%
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%	2.83%
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%	2.70%
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%	2.67%
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%	4.35%
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%	3.78%
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%	3.58%
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%	5.16%
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%	5.65%
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%	0.11%
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%	0.82%
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%	1.21%

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%	1.52%
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%	0.95%
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%	0.75%
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%	2.46%
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%	2.98%
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%	-2.21%
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%	-2.16%
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%	-1.68%

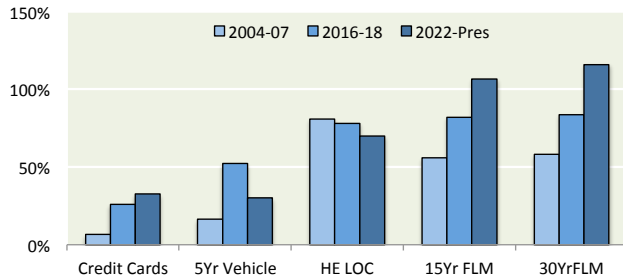


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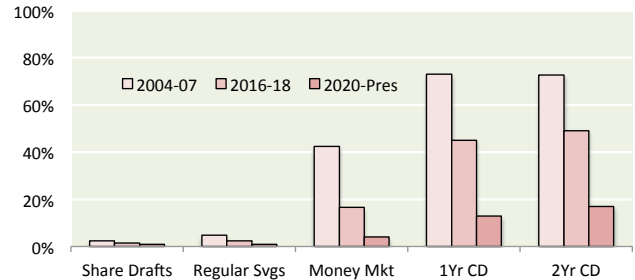
**CYCLICAL NATIONAL LOAN & SHARE RATE SENSITIVITY**

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
<b>Rising Rate Environments:</b>											
2004-07	Rising	7%	16%	81%	56%	58%	2%	5%	42%	73%	73%
2016-18	Rising	26%	52%	78%	82%	84%	1%	2%	17%	45%	49%
2020-Pres	Rising	33%	30%	70%	106%	116%	1%	1%	4%	13%	17%
<b>Falling Rate Environments:</b>											
2007-16	Falling	1%	71%	83%	67%	65%	10%	21%	54%	88%	86%
2018-20	Falling	35%	36%	70%	70%	72%	2%	4%	22%	41%	47%

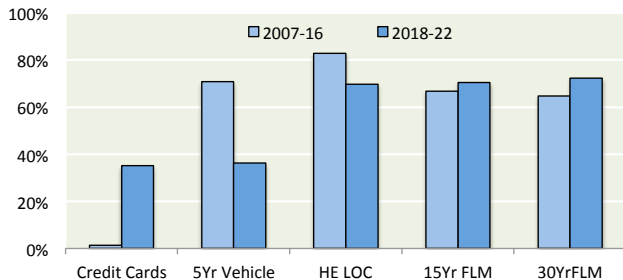
**RATE SENSITIVITY OF EARNINGS ASSETS OVER PAST RISING RATE CYCLES**



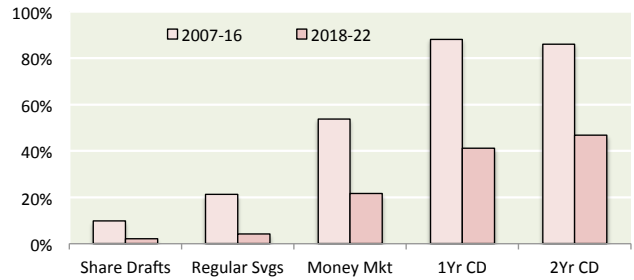
**RATE SENSITIVITY OF FUNDING OVER PAST RISING RATE CYCLES**



**RATE SENSITIVITY OF EARNINGS ASSETS OVER PAST FALLING RATE CYCLES**



**RATE SENSITIVITY OF FUNDING OVER PAST FALLING RATE CYCLES**



Strategic Value is **GREAT**ER:  
... when sensitivity is highest during rising rates

Strategic Value is **LEAS**T:  
... when sensitivity is lowest during rising rates

Strategic Value is **GREAT**ER:  
... when sensitivity is highest during falling rates

Strategic Value is **LEAS**T:  
... when sensitivity is lowest during falling rates