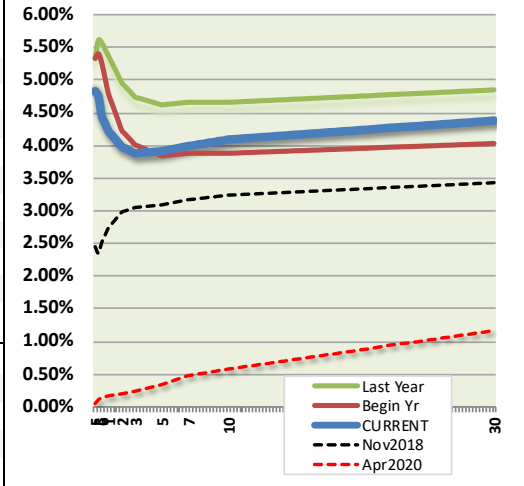


11 October 2024

| BENCHMARK INTEREST RATES AND YIELD CURVE | US Treasury Rates- | | | | CHANGES SINCE | | | YIELD CURVE ASSESSMENT |
|--|--------------------|---------|----------|----------|---------------|---------|-------------|--|
| | THIS WK | LAST MO | YR END | LAST YR | | | | |
| | 10/10/24 | 9/10/24 | 12/31/23 | 10/10/23 | This Yr | Last Yr | This Cycle* | |
| Prime | 8.00% | 8.50% | 8.50% | 8.50% | -0.50% | -0.50% | 4.75% |  |
| Fed Funds | 4.83% | 5.33% | 5.33% | 5.33% | -0.50% | -0.50% | 4.78% | |
| 3mo | 4.75% | 5.06% | 5.40% | 5.61% | -0.65% | -0.86% | 4.64% | |
| 6mo | 4.45% | 4.65% | 5.26% | 5.57% | -0.81% | -1.12% | 4.31% | |
| 1yr | 4.22% | 4.07% | 4.79% | 5.37% | -0.57% | -1.15% | 4.05% | |
| 2yr | 3.98% | 3.59% | 4.23% | 4.96% | -0.25% | -0.98% | 3.78% | |
| 3yr | 3.88% | 3.42% | 4.01% | 4.74% | -0.13% | -0.86% | 3.64% | |
| 5yr | 3.91% | 3.43% | 3.84% | 4.62% | 0.07% | -0.71% | 3.57% | |
| 7yr | 3.99% | 3.53% | 3.88% | 4.66% | 0.11% | -0.67% | 3.51% | |
| 10yr | 4.09% | 3.65% | 3.88% | 4.66% | 0.21% | -0.57% | 3.51% | |
| 30yr | 4.38% | 3.97% | 4.03% | 4.85% | 0.35% | -0.47% | 3.21% | |
| Slope of the Yield Curve- | | | | | | | | |
| 2yr-3mo | -0.77% | -1.47% | -1.17% | -0.65% | 0.40% | -0.12% | -1.40% | |
| 5yr-2yr | -0.07% | -0.16% | -0.39% | -0.34% | 0.32% | 0.27% | -0.18% | |
| 10yr-5yr | 0.18% | 0.22% | 0.04% | 0.04% | 0.14% | 0.14% | 0.03% | |
| 10yr-3mo | -0.66% | -1.41% | -1.52% | -0.95% | 0.86% | 0.29% | -1.55% | |

*Since Mar 2020

INFLATION ADVANCES ONCE AGAIN ON HIGHER FOOD COSTS; CORE PRICES UP

The Labor Department on Thursday said the consumer price index (CPI) — a broad measure of how much everyday goods like gasoline, groceries and rent cost — rose 0.2% in September from the prior month and was up 2.4% from a year ago.

So-called core prices, which exclude more volatile measurements of commodity-driven gasoline and food to better assess price growth trends, were up 0.3% on a monthly basis and 3.3% compared to a year ago.

High inflation has created severe financial pressures for most US households, which are forced to pay more for everyday necessities like food and rent. Price hikes are particularly devastating for lower-income Americans, because they tend to spend more of their already-stretched paycheck on necessities and therefore have less flexibility to save money.

Much of the increase in core inflation in September came from shelter prices rising 0.2% compared with August. Shelter prices are up 4.9% over the last year, and accounted for over 65% of the total 12-month increase in the core inflation index that excludes food and energy.

Other areas with notable price increases from a year ago include motor vehicle insurance (+16.3%), medical care (+3.3%), personal care (+2.5%) and apparel (+1.8%).

Key Economic Indicators for Banks, Thrifts & Credit Unions-

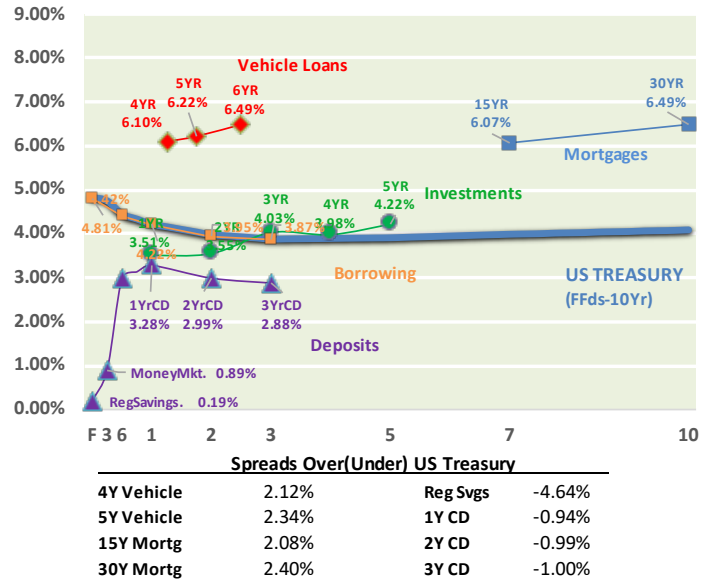
| | | LATEST | CURRENT | PREV |
|-----------------------|------------|-------------|---------|-------|
| GDP | QoQ | Q2-24 Final | 3.0% | 1.4% |
| GDP - YTD | Annl | Q2-24 Final | 2.2% | 1.4% |
| Consumer Spending | QoQ | Q2-24 Final | 2.8% | 1.5% |
| Consumer Spending YTD | Annl | Q2-24 Final | 2.2% | 1.5% |
| Unemployment Rate | Mo | September | 4.1% | 4.2% |
| Underemployment Rate | Mo | September | 7.7% | 7.9% |
| Participation Rate | Mo | September | 62.7% | 62.7% |
| Wholesale Inflation | YoY | September | 1.8% | 1.7% |
| Consumer Inflation | YoY | September | 2.4% | 2.5% |
| Core Inflation | YoY | September | 3.3% | 3.2% |
| Consumer Credit | Annual | August | 2.1% | 6.3% |
| Retail Sales | YoY | August | 2.9% | 2.9% |
| Vehicle Sales | Annl (Mil) | September | 16.3 | 15.6 |
| Home Sales | Annl (Mil) | August | 4,599 | 4,567 |
| Home Prices | YoY | July | 5.0% | 5.4% |

Key Consumer Market Data-

| | THIS WK | YR END | PCT CHANGES | |
|--------------|----------|----------|-------------|--------|
| | 10/10/24 | 12/31/23 | YTD | 12Mos |
| DJIA | 42,454 | 37,689 | 12.6% | 26.5% |
| S&P 500 | 5,780 | 4,769 | 21.2% | 33.7% |
| NASDAQ | 18,282 | 15,011 | 21.8% | 36.0% |
| Crude Oil | 75.85 | 71.77 | 5.7% | -14.0% |
| Avg Gasoline | 3.14 | 3.12 | 0.6% | -14.9% |
| Gold | 2,639 | 2,072 | 27.4% | 37.1% |

AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

| | THIS WK | CHANGE IN MARKET RATES SINCE | | | Rate Sen |
|-------------|----------|------------------------------|------------|----------|------------|
| | 10/10/24 | YTD | Nov18 High | 2020 Low | 2020Low |
| Classic CC | 13.34% | 0.24% | 1.65% | 2.30% | 48% |
| Platinum CC | 12.95% | 0.30% | 2.68% | 3.59% | 76% |
| 48mo Veh | 6.10% | -0.33% | 2.44% | 2.86% | 76% |
| 60mo Veh | 6.22% | -0.33% | 2.45% | 2.87% | 79% |
| 72mo Veh | 6.49% | -0.34% | 2.37% | 2.82% | 75% |
| HE LOC | 8.24% | -0.20% | 2.68% | 4.01% | 84% |
| 10yr HE | 7.48% | -0.11% | 1.96% | 2.38% | 67% |
| 15yr FRM | 6.07% | 0.29% | 1.49% | 2.75% | 78% |
| 30yr FRM | 6.49% | 0.11% | 1.43% | 2.78% | 79% |
| Sh Drafts | 0.12% | 0.03% | -0.02% | 0.00% | 0% |
| Reg Svgs | 0.19% | 0.00% | 0.00% | 0.04% | 1% |
| MMkt-10k | 0.89% | 0.01% | 0.41% | 0.57% | 12% |
| MMkt-50k | 1.21% | 0.03% | 0.56% | 0.76% | 16% |
| 6mo CD | 2.99% | 0.20% | 1.96% | 2.40% | 56% |
| 1yr CD | 3.28% | -0.08% | 1.77% | 2.43% | 60% |
| 2yr CD | 2.99% | -0.07% | 1.14% | 1.95% | 52% |
| 3yr CD | 2.88% | -0.05% | 0.82% | 1.71% | 47% |



STRATEGICALLY FOR CREDIT UNIONS

Consumers also experienced an increase in food prices, which increased 0.4% on a monthly basis and were up 2.3% from a year ago. The food at home index also rose 0.4% compared with a month ago, though its annual increase was notably smaller at 1.3%. Prices for food away from home were up 0.3% on a monthly basis and 3.9% from a year ago.

Energy prices declined 1.9% in September compared with August, and are down 6.8% compared with a year ago.

Wholesale inflation - as measured by the producer price index (PPI) - appears to confirm inflation is slowing with overall prices up just 1.8% in the 12 months ending in September. Yet, core wholesale inflation is up 3.3% over the past year.

Markets have increasingly taken the view the Fed will cut by 25 basis points rather than a larger 50 basis point cut. Futures outlook now see an 87% probability of a 25 basis point cut next month, with a 13% probability of the Fed holding rates steady. A week ago, markets saw a 32% chance of a 50 basis point cut and no chance of the Fed foregoing a rate cut — showing the impact of last week's jobs report and the latest inflation data.

The Fed will hold its next policy meeting on Nov. 6-7 on the heels of Election Day, which is Nov. 5.

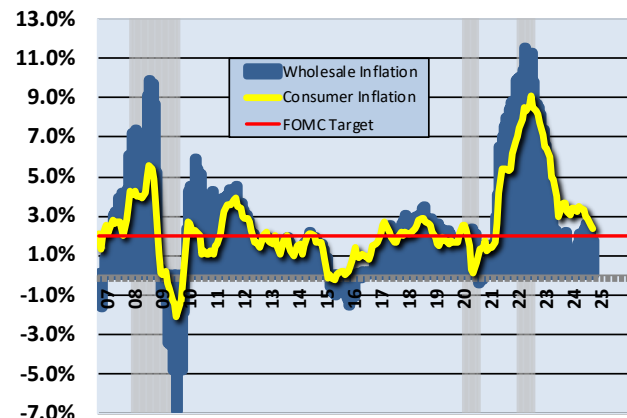
ECONOMIC RELEASES

| RELEASES THIS WEEK: | Current | Projected | Previous |
|--------------------------------|----------------------------------|-----------|----------|
| Consumer Credit (August, MoM) | \$8.9B | \$12.0B | \$25.45B |
| FOMC Minutes | Uncertain about future rate cuts | | |
| Consumer Inflation (Sep, YoY) | 2.4% | 2.3% | 2.5% |
| Wholesale Inflation (Sep, YoY) | 1.8% | 2.0% | 2.4% |

| RELEASES FOR UPCOMING WEEK: | Projected | Previous |
|-----------------------------|-----------|----------|
| Retail Sales (Sep, YoY) | 1.6% | 2.1% |

INFLATION PROFILE

WHOLESALE versus CONSUMER INFLATION, Monthly Year-over-Year





ECONOMIC CALENDAR

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

| | | | | | |
|--|---|--|--|---|-----------|
| SEPTEMBER 9 Consumer Credit 6.0% | 10 | 11 Consumer Inflation 2.5% | 12 Jobless Claims 230k Cont'd Claims 1.85M Wholesale Inflation 1.7% | 13 | 14 |
| 16 | 17 Retail Sales 2.1% | 18 FOMC 5.00% | 19 Jobless Claims 219k Cont'd Claims 1.83M Leading Indicators Existg Home Sales 3.86M | 20 | 21 |
| 23 | 24 Home Prices 4.9% Consumer Confidence 98.7 | 25 New Home Sales 716k | 26 Jobless Claims 218k Cont'd Claims 1.83M GDP (Q2, Final) 3.0% | 27 Personal Income Personal Spending | 28 |
| 30 | OCTOBER 1 Construction Spdg -0.1% | 2 | 3 Jobless Claims 225k Cont'd Claims 1.83M | 4 Unemployment 4.1% Nonfarm Payrolls 254k Private Payrolls 223k Participation Rate 62.7% | 5 |
| 7 Consumer Credit \$8.9B | 8 | 9 FOMC Minutes | 10 Jobless Claims 258k Cont'd Claims 1.86M Consumer Inflation 2.4% | 11 Wholesale Inflation 1.8% | 12 |
| 14 COLUMBUS DAY HOLIDAY | 15 | 16 | 17 Jobless Claims Cont'd Claims Retail Sales | 18 | 19 |
| 21 | 22 | 23 Existing Home Sales Fed Beige Book | 24 Jobless Claims Cont'd Claims | 25 | 26 |
| 28 | 29 Home Prices Consumer Confidence | 30 GDP (Q3) | 31 Jobless Claims Cont'd Claims | NOVEMBER 1 Unemployment Nonfarm Payrolls Private Payrolls Participation Rate | 2 |
| 4 Vehicle Sales | 5 | 6 | 7 Jobless Claims Cont'd Claims FOMC Announcement | 8 | 9 |

ECONOMIC FORECAST

September 2024
(Updated September 23, 2024)

| | 2023 | | | 2024 | | | | 2025 | | | |
|--|------|----|----|------|----|----|----|------|----|----|----|
| | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |

ECONOMIC OUTLOOK
Economic Growth-

| | | | | | | | | | | | |
|-----------------------------|------|------|------|------|------|------|------|------|------|------|------|
| GDP - (QoQ) | 2.1% | 4.9% | 3.2% | 1.4% | 3.0% | 2.4% | 1.2% | 1.2% | 1.3% | 1.4% | 1.3% |
| GDP - (YTD) | 2.2% | 3.1% | 3.1% | 1.4% | 2.2% | 2.3% | 2.0% | 1.2% | 1.3% | 1.3% | 1.3% |
| Consumer Spending - (QoC) | 0.8% | 3.1% | 3.0% | 1.5% | 2.9% | 3.1% | 2.2% | 2.0% | 1.1% | 1.2% | 1.2% |
| Consumer Spending - (YTD) | 4.1% | 4.6% | 4.2% | 1.5% | 2.2% | 2.5% | 2.4% | 2.0% | 1.6% | 1.4% | 1.4% |
| Government Spending - (QoC) | 3.3% | 5.8% | 4.2% | 1.8% | 2.7% | 7.0% | 1.0% | 0.5% | 0.5% | 0.5% | 0.4% |
| Government Spending - (YTD) | 4.1% | 4.6% | 4.5% | 1.8% | 2.3% | 3.8% | 3.1% | 0.5% | 0.5% | 0.5% | 0.5% |

Consumer Wealth-

| | | | | | | | | | | | |
|--------------------|-------|------|------|------|------|------|------|------|------|------|-------|
| Unemployment Rate | 3.6% | 3.7% | 3.8% | 3.8% | 4.0% | 4.2% | 4.4% | 4.5% | 4.6% | 4.7% | 4.8% |
| Consumer Inflation | 4.1% | 3.6% | 3.2% | 3.2% | 3.2% | 2.7% | 2.5% | 2.3% | 2.2% | 2.2% | 22.1% |
| Home Prices (YoY) | -0.2% | 2.5% | 5.4% | 5.5% | 6.3% | 5.0% | 4.8% | 4.6% | 4.5% | 4.3% | 4.2% |

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS
Home Sales-

| | | | | | | | | | | | |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total Home Sales (Mil) | 4.941 | 4.723 | 4.449 | 4.857 | 4.703 | 4.733 | 4.834 | 5.007 | 5.243 | 5.295 | 5.370 |
| Existing Home (Mil) | 4.250 | 4.020 | 3.797 | 4.190 | 4.047 | 4.000 | 4.085 | 4.245 | 4.453 | 4.501 | 4.563 |
| New Home Sales (Mil) | 0.691 | 0.703 | 0.652 | 0.667 | 0.656 | 0.733 | 0.749 | 0.762 | 0.790 | 0.794 | 0.807 |

Mortgage Originations-

| | | | | | | | | | | | |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Single Family Homes (Mils) | 1.239 | 1.165 | 1.034 | 0.967 | 1.082 | 1.204 | 1.379 | 1.393 | 1.568 | 1.523 | 1.485 |
| Purchase Apps (Mils) | 0.948 | 0.913 | 0.804 | 0.708 | 0.806 | 0.846 | 0.763 | 0.773 | 0.927 | 0.904 | 0.862 |
| Refinancing Apps (Mils) | 0.291 | 0.252 | 0.230 | 0.259 | 0.276 | 0.358 | 0.616 | 0.620 | 0.641 | 0.619 | 0.623 |
| Refi Apps Share | 23% | 22% | 22% | 27% | 26% | 30% | 45% | 45% | 41% | 41% | 42% |

Vehicle Sales-

| | | | | | | | | | | | |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
| Vehicle Sales (Mil) | 15.6 | 15.9 | 16.1 | 15.6 | 16.0 | 15.6 | 15.2 | 15.4 | 15.8 | 16.0 | 16.2 |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|

MARKET RATE OUTLOOK
Benchmark Rates-

| | | | | | | | | | | | |
|-----------|------|------|------|------|------|------|------|------|------|------|------|
| Prime | 8.2% | 8.5% | 8.5% | 8.5% | 8.5% | 8.0% | 7.5% | 7.3% | 7.0% | 6.8% | 6.5% |
| Fed Funds | 5.1% | 5.4% | 5.4% | 5.4% | 5.4% | 4.9% | 4.4% | 4.1% | 3.9% | 3.6% | 3.4% |
| 3yr UST | 4.6% | 4.5% | 3.9% | 4.6% | 4.1% | 3.6% | 3.5% | 3.5% | 3.4% | 3.4% | 3.4% |
| 7yr UST | 4.1% | 4.4% | 4.0% | 4.4% | 3.8% | 3.7% | 3.7% | 3.6% | 3.7% | 3.6% | 3.5% |
| 10yr UST | 3.6% | 4.2% | 4.4% | 4.2% | 4.4% | 4.0% | 3.8% | 3.8% | 3.8% | 3.8% | 3.8% |

Market Rates-

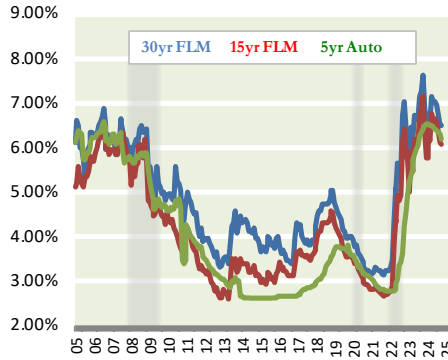
| | | | | | | | | | | | |
|--------------------------|------|------|------|------|------|------|------|------|------|------|------|
| 5yr Vehicle Loan Rate | 5.8% | 6.5% | 6.5% | 6.6% | 6.5% | 6.3% | 6.3% | 6.2% | 6.2% | 6.1% | 6.1% |
| 15yr First-lien Mortgage | 6.0% | 7.2% | 6.4% | 6.5% | 6.6% | 5.8% | 5.6% | 5.4% | 5.4% | 5.3% | 5.3% |
| 30yr First-lien Mortgage | 6.5% | 7.0% | 7.3% | 6.7% | 7.0% | 6.6% | 6.2% | 6.0% | 5.9% | 5.9% | 5.8% |
| Regular Savings Rate | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% |
| 1yr Term Certificate | 2.8% | 3.2% | 3.4% | 3.4% | 3.4% | 3.3% | 3.2% | 3.1% | 3.1% | 3.0% | 3.0% |



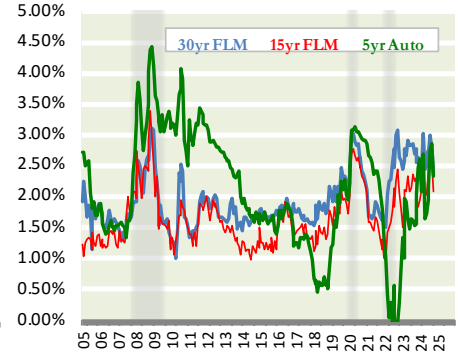
INDICATIVE PRICING SPREADS AND RELATIVE VALUE OF INVESTMENT OPTIONS

| | 30yr Mortgage | 15yr Mortgage | 5yr Vehicle |
|----------------|---------------|---------------|--------------|
| Current | 2.40% | 2.08% | 2.34% |
| Sep-24 | 2.79% | 2.54% | 2.85% |
| Aug-24 | 2.99% | 2.73% | 2.75% |
| Jul-24 | 2.99% | 2.73% | 2.75% |
| Jun-24 | 2.70% | 2.42% | 2.15% |
| May-24 | 2.74% | 2.40% | 1.95% |
| Apr-24 | 2.50% | 2.03% | 1.72% |
| Mar-24 | 2.45% | 2.05% | 1.64% |
| Feb-24 | 3.03% | 2.57% | 2.68% |
| Jan-24 | 2.43% | 2.10% | 2.07% |
| Dec-23 | 2.35% | 1.94% | 2.60% |
| Nov-23 | 2.63% | 1.84% | 2.46% |
| Oct-23 | 2.54% | 1.96% | 2.04% |

"A"-PAPER MARKET RATES

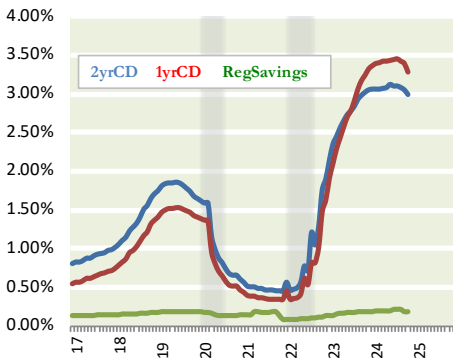


"A"-PAPER PRICING SPREADS

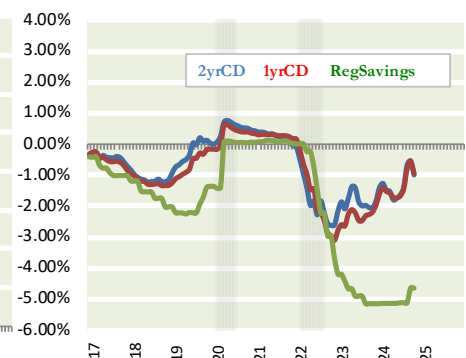


| | Reg Svgs | 1yr CD | 2yr CD |
|----------------|---------------|---------------|---------------|
| Current | -4.64% | -0.94% | -0.99% |
| Sep-24 | -4.64% | -0.54% | -0.54% |
| Aug-24 | -5.11% | -0.79% | -0.67% |
| Jul-24 | -5.11% | -1.45% | -1.40% |
| Jun-24 | -5.11% | -1.67% | -1.64% |
| May-24 | -5.13% | -1.73% | -1.74% |
| Apr-24 | -5.13% | -1.72% | -1.79% |
| Mar-24 | -5.13% | -1.57% | -1.52% |
| Feb-24 | -5.13% | -1.52% | -1.48% |
| Jan-24 | -5.13% | -1.40% | -1.26% |
| Dec-23 | -5.14% | -1.60% | -1.40% |
| Nov-23 | -5.14% | -1.96% | -1.83% |
| Oct-23 | -5.14% | -2.18% | -2.05% |

AVG DEPOSIT MARKET RATES



AVG PRICING SPREADS



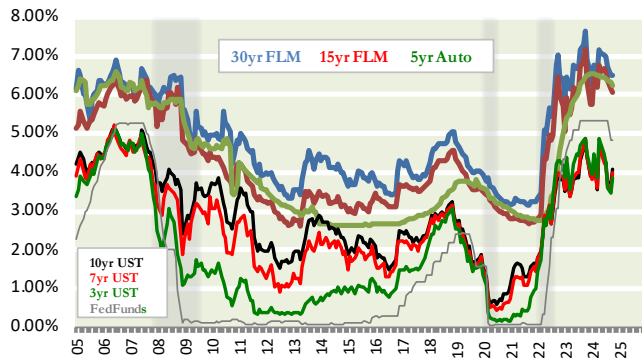
INDICATIVE INTEREST SPREADS AND MATCHED FUNDING VARIABLES

| | | 1yr | | | | | 5yr | | | | |
|---------------------|-------|--------|--------|--------|--------|--------|--------|---------|----------|----------|----------|
| | | Cash | Agy | Agy | Agy | Agy | Agy | New Veh | Used Veh | Mortgage | Mortgage |
| | | 4.83% | 3.51% | 3.55% | 4.03% | 3.98% | 4.22% | 6.22% | 6.37% | 6.07% | 6.49% |
| Share Draft | 0.12% | 4.71% | 3.39% | 3.43% | 3.91% | 3.86% | 4.10% | 6.10% | 6.25% | 5.95% | 6.37% |
| Regular Savings | 0.19% | 4.64% | 3.32% | 3.36% | 3.84% | 3.79% | 4.03% | 6.03% | 6.18% | 5.88% | 6.30% |
| Money Market | 0.89% | 3.94% | 2.62% | 2.66% | 3.14% | 3.09% | 3.33% | 5.33% | 5.48% | 5.18% | 5.60% |
| FHLB Overnight | 4.81% | 0.02% | -1.30% | -1.26% | -0.78% | -0.83% | -0.59% | 1.41% | 1.56% | 1.26% | 1.68% |
| Catalyst Settlement | 6.15% | -1.32% | -2.64% | -2.60% | -2.12% | -2.17% | -1.93% | 0.07% | 0.22% | -0.08% | 0.34% |
| 6mo Term CD | 3.04% | 1.79% | 0.47% | 0.51% | 0.99% | 0.94% | 1.18% | 3.18% | 3.33% | 3.03% | 3.45% |
| 6mo FHLB Term | 4.42% | 0.41% | -0.91% | -0.87% | -0.39% | -0.44% | -0.20% | 1.80% | 1.95% | 1.65% | 2.07% |
| 6mo Catalyst Term | 5.05% | -0.22% | -1.54% | -1.50% | -1.02% | -1.07% | -0.83% | 1.17% | 1.32% | 1.02% | 1.44% |
| 1yr Term CD | 3.42% | 0.09% | 0.13% | 0.61% | 0.56% | 0.80% | 2.80% | 2.95% | 2.65% | 3.07% | |
| 1yr FHLB Term | 4.22% | 0.61% | -0.71% | -0.67% | -0.19% | -0.24% | 0.00% | 2.00% | 2.15% | 1.85% | 2.27% |
| 2yr Term CD | 3.08% | 1.75% | 0.43% | 0.47% | 0.95% | 0.90% | 1.14% | 3.14% | 3.29% | 2.99% | 3.41% |
| 2yr FHLB Term | 3.95% | 0.88% | -0.44% | -0.40% | 0.08% | 0.03% | 0.27% | 2.27% | 2.42% | 2.12% | 2.54% |
| 3yr Term CD | 2.94% | 1.89% | 0.57% | 0.61% | 1.09% | 1.04% | 1.28% | 3.28% | 3.43% | 3.13% | 3.55% |
| 3yr FHLB Term | 3.87% | 0.96% | -0.36% | -0.32% | 0.16% | 0.11% | 0.35% | 2.35% | 2.50% | 2.20% | 2.62% |
| 7yr FHLB Term | 4.17% | 0.66% | -0.66% | -0.62% | -0.14% | -0.19% | 0.05% | 2.05% | 2.20% | 1.90% | 2.32% |
| 10yr FHLB Term | 4.38% | 0.45% | -0.87% | -0.83% | -0.35% | -0.40% | -0.16% | 1.84% | 1.99% | 1.69% | 2.11% |

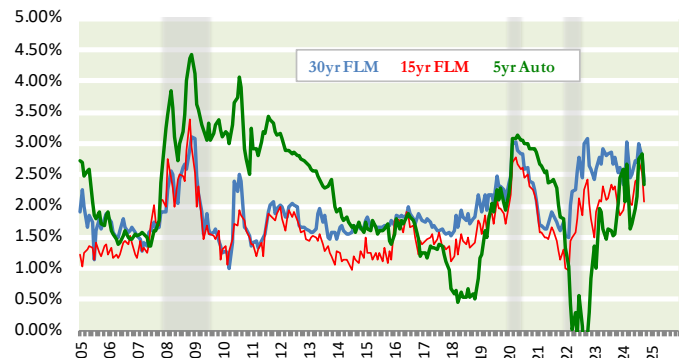
STRATEGIC ASSESSMENT OF INVESTMENT AND FUNDING OPTIONS, RELATIVE VALUE AND PRICING SPREADS

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 | 4.83% | - | - | - | - | - | - | - | - | - | - |
| 1yr Agy | 3.51% | 1 year | 4 years | 7.24% | 6.71% | 6.90% | 7.09% | 4.43% | 4.14% | 4.23% | 4.29% |
| 2yr Agy Callable | 3.55% | 2 years | 3 years | 8.45% | 7.75% | 8.00% | 8.25% | 4.85% | 4.41% | 4.87% | 4.99% |
| 3yr Agy Callable | 4.03% | 3 years | 2 years | 10.18% | 9.13% | 9.51% | 9.88% | 4.71% | 3.83% | - | - |
| 3yr Agy MBS | 3.99% | 3 years | 2 years | 10.24% | 9.19% | 9.57% | 9.94% | 4.83% | 3.95% | - | - |
| 4yr Agy Callable | 3.98% | 4 years | 1 year | 16.53% | 14.43% | 15.18% | 15.93% | - | - | - | - |
| 4yr Agy MBS | 4.20% | 4 years | 1 year | 15.65% | 13.55% | 14.30% | 15.05% | - | - | - | - |
| 5yr Agy Callable | 4.22% | 5 years | - | - | - | - | - | - | - | - | - |
| 5yr New Vehicle | 6.22% | 3 years | 2 years | 6.90% | 5.85% | - | - | - | - | - | - |
| 5yr Used Vehicle | 6.37% | 3 years | 2 years | 6.67% | 5.62% | - | - | - | - | - | - |
| 15yr Mortgage | 6.07% | 5 years | - | - | - | - | - | - | - | - | - |
| 30yr Mortgage | 6.49% | 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 | 0.12% | 1 year | 2 years | 4.35% | 5.75% | 6.04% | 7.78% |
| Regular Savings | 0.19% | 1 year | 2 years | 4.32% | 5.71% | 5.97% | 7.71% |
| Money Market | 0.89% | 1 year | 2 years | 3.97% | 5.36% | 5.27% | 7.01% |
| FHLB Overnight | 4.81% | 1 year | 2 years | 2.01% | 3.40% | 1.35% | 3.09% |
| Catalyst Settlement | 6.15% | 1 year | 2 years | 1.34% | 2.73% | 0.01% | 1.75% |
| 6mo Term CD | 3.04% | 6 mos | 2.5 yrs | 2.92% | 4.04% | 3.09% | 4.25% |
| 6mo FHLB Term | 4.42% | 6 mos | 2.5 yrs | 2.64% | 3.76% | 2.63% | 3.79% |
| 6mo Catalyst Term | 5.05% | 6 mos | 2.5 yrs | 2.52% | 3.63% | 2.42% | 3.58% |
| 1yr Term CD | 3.42% | 1 year | 2 years | 2.70% | 4.10% | 2.74% | 4.48% |
| 1yr FHLB Term | 4.22% | 1 year | 2 years | 2.30% | 3.70% | 1.94% | 3.68% |
| 2yr Term CD | 3.08% | 2 years | 1 year | 2.66% | 5.45% | - | - |
| 2yr FHLB Term | 3.95% | 2 years | 1 year | 0.92% | 3.71% | - | - |
| 3yr Term CD | 2.94% | 3 years | - | - | - | - | - |
| 3yr FHLB Term | 3.87% | 3 years | - | - | - | - | - |
| 7yr FHLB Term | 4.17% | - | - | - | - | - | - |
| 10yr FHLB Term | 4.38% | - | - | - | - | - | - |

* Highest relative value noted by highest differentials and volatility projections



| | <\$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 |
|---------------------------------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|--------------|------------------|------------------|-------------------|-------------------|
| Q2-2024 | | | | | | | | | | | |
| DEMOGRAPHICS | | | | | | | | | | | |
| Number of Credit Unions | 277 | 622 | 1,236 | 622 | 1,058 | 718 | 4,533 | 899 | 2,135 | 2,757 | 3,815 |
| Average Assets (\$Mil) | \$0.903 | \$5.7 | \$26.2 | \$72.1 | \$229.6 | \$2,748.0 | \$506.7 | \$4.2 | \$16.9 | \$29.4 | \$84.9 |
| Pct of Credit Unions | 6% | 14% | 27% | 14% | 23% | 16% | 100% | 20% | 47% | 61% | 84% |
| Pct of Industry Assets | 0.0% | 0.2% | 1% | 2% | 11% | 86% | 100% | 0% | 2% | 4% | 14% |
| GROWTH RATES (YTD) | | | | | | | | | | | |
| Total Assets | 3.8% | -8.8% | -6.8% | -3.0% | 1.1% | 4.3% | 3.7% | -8.0% | -6.9% | -4.8% | -0.4% |
| Total Loans | 1.5% | -10.8% | -9.1% | -5.7% | -2.1% | 2.6% | 1.9% | -10.1% | -9.2% | -7.2% | -3.3% |
| - Direct Loans | 1.7% | -10.7% | -9.1% | -5.2% | -0.7% | 4.3% | 3.5% | -10.0% | -9.2% | -7.0% | -2.2% |
| - Indirect Loans | - | -40.0% | -9.8% | -10.2% | -9.6% | -5.4% | -5.9% | -81.8% | -10.0% | -10.2% | -9.7% |
| - Real Estate Loans | -79% | -13.9% | -108.8% | -5.2% | 18.0% | 6.1% | 5.5% | -48.9% | -107.9% | -58.5% | 0.2% |
| Total Shares | 0.2% | -7.6% | -6.3% | -2.9% | 1.1% | 4.8% | 4.0% | -7.1% | -6.4% | -4.5% | -0.3% |
| - Checking & Savings | 0.3% | -11.3% | -10.1% | -6.7% | -3.4% | 1.7% | 0.5% | -10.5% | -10.1% | -8.3% | -4.8% |
| - Term CDs | 15.6% | 9.4% | 13.7% | 15.3% | 19.7% | 18.3% | 18.3% | 9.0% | 13.3% | 14.5% | 18.7% |
| Net Worth | 19.5% | -5.5% | -1.2% | 0.5% | 3.0% | 6.8% | 6.0% | -3.8% | -1.6% | -0.5% | 2.0% |
| BALANCE SHEET ALLOCATION | | | | | | | | | | | |
| Net Worth-to-Total Assets | 21.2% | 17.8% | 13.5% | 12.8% | 11.5% | 10.9% | 11.0% | 18.1% | 13.9% | 13.3% | 11.9% |
| Cash & Inv-to-Total Assets | 47.8% | 43.7% | 43.3% | 38.7% | 29.2% | 23.5% | 24.7% | 44.0% | 43.4% | 40.8% | 32.1% |
| Loans-to-Total Assets | 47.6% | 52.7% | 52.7% | 56.3% | 64.8% | 71.8% | 70.4% | 52.4% | 52.7% | 54.7% | 62.3% |
| Vehicle-to-Total Loans | 62.7% | 67.8% | 52.8% | 45.1% | 37.5% | 28.9% | 30.3% | 67.5% | 54.4% | 49.1% | 40.0% |
| REL-to-Total Loans | 0.6% | 6.6% | 28.5% | 38.7% | 47.6% | 55.8% | 54.3% | 6.3% | 26.2% | 33.3% | 44.4% |
| REL-to-Net Worth | 1.4% | 19.6% | 111.6% | 169.6% | 268.4% | 367.1% | 346.4% | 18.2% | 99.0% | 136.6% | 231.6% |
| Indirect-to-Total Loans | 0.1% | 0.1% | 3.6% | 9.4% | 15.6% | 17.1% | 16.7% | 0.1% | 3.3% | 6.8% | 13.7% |
| Loans-to-Total Shares | 61.5% | 64.6% | 61.2% | 65.0% | 74.7% | 86.0% | 84.0% | 64.4% | 61.5% | 63.5% | 71.9% |
| Chkg & Svgs-to-Total Shares | 92.7% | 82.4% | 73.2% | 68.4% | 59.1% | 46.6% | 48.8% | 83.1% | 74.2% | 71.0% | 62.1% |
| Nonterm-to-Total Shares | 92.7% | 83.9% | 78.9% | 76.6% | 71.2% | 64.9% | 66.1% | 84.5% | 79.4% | 77.9% | 72.9% |
| Term CDs-to-Total Shares | 5.0% | 12.4% | 15.5% | 16.8% | 22.3% | 28.6% | 27.4% | 11.9% | 15.1% | 16.1% | 20.7% |
| Liquidity Ratio | 26.5% | 13.2% | 9.7% | 9.2% | 8.7% | 8.3% | 8.4% | 14.1% | 10.1% | 9.6% | 9.0% |
| Short-term Funding Ratio | 42.7% | 31.6% | 25.1% | 21.0% | 15.3% | 12.0% | 12.7% | 25.8% | 23.2% | 17.3% | 12.8% |
| Short-term Cash Flow Ratio | 46.2% | 35.6% | 29.2% | 25.4% | 20.4% | 17.6% | 18.2% | 36.3% | 30.0% | 27.5% | 22.1% |
| Net Long-term Asset Ratio | 3.5% | 7.4% | 19.1% | 25.9% | 31.5% | 36.5% | 35.4% | 17.9% | 22.3% | 29.1% | 35.4% |
| LOAN QUALITY | | | | | | | | | | | |
| Loan Delinquency Ratio | 3.13% | 1.37% | 1.05% | 0.85% | 0.73% | 0.85% | 0.84% | 1.08% | 0.95% | 0.78% | 0.84% |
| Net Charge-off Ratio | 1.05% | 0.46% | 0.39% | 0.45% | 0.47% | 0.84% | 0.79% | 0.40% | 0.43% | 0.46% | 0.79% |
| "Misery" Index | 4.18% | 1.83% | 1.44% | 1.30% | 1.20% | 1.69% | 1.63% | 1.48% | 1.38% | 1.24% | 1.63% |
| Core Delinquency Rate | 3.00% | 1.28% | 0.98% | 0.75% | 0.69% | 0.76% | 0.76% | 1.37% | 1.01% | 0.86% | 0.72% |
| Core Net Charge-off Rate | 0.64% | 0.25% | 0.26% | 0.30% | 0.33% | 0.60% | 0.57% | 0.27% | 0.26% | 0.28% | 0.32% |
| Core "Misery" Index | 3.63% | 1.53% | 1.24% | 1.05% | 1.01% | 1.37% | 1.33% | 1.64% | 1.27% | 1.14% | 1.04% |
| RE Loan Delinquency | 18.14% | 1.00% | 0.85% | 0.60% | 0.56% | 0.61% | 0.61% | 1.10% | 0.86% | 0.69% | 0.58% |
| Vehicle Loan Delinquency | 2.86% | 1.29% | 1.01% | 0.83% | 0.81% | 0.82% | 0.83% | 1.38% | 1.06% | 0.94% | 0.84% |
| Direct Loans | 2.87% | 1.29% | 1.00% | 0.80% | 0.71% | 0.66% | 0.71% | 1.38% | 1.05% | 0.93% | 0.79% |
| Indirect Loans | 0.00% | 1.42% | 1.12% | 0.93% | 0.92% | 0.87% | 0.88% | 1.31% | 1.12% | 0.97% | 0.93% |
| Loss Allow as % of Loans | 2.85% | 1.21% | 0.92% | 0.83% | 0.82% | 1.34% | 1.27% | 1.31% | 0.96% | 0.88% | 0.83% |
| Current Loss Exposure | 1.44% | 0.62% | 0.50% | 0.50% | 0.46% | 0.51% | 0.50% | 0.67% | 0.52% | 0.51% | 0.47% |
| Coverage Ratio (Adequacy) | 2.0 | 1.9 | 1.8 | 1.6 | 1.8 | 2.6 | 2.5 | 2.0 | 1.8 | 1.7 | 1.8 |
| EARNINGS | | | | | | | | | | | |
| Gross Asset Yield | 4.92% | 4.70% | 4.35% | 4.33% | 4.58% | 5.00% | 4.93% | 4.72% | 4.39% | 4.36% | 4.53% |
| Cost of Funds | 0.51% | 0.81% | 0.84% | 0.95% | 1.33% | 1.99% | 1.88% | 0.79% | 0.84% | 0.90% | 1.22% |
| Gross Interest Margin | 4.41% | 3.90% | 3.50% | 3.38% | 3.26% | 3.01% | 3.05% | 3.93% | 3.55% | 3.46% | 3.31% |
| Provision Expense | 0.40% | 0.28% | 0.25% | 0.26% | 0.31% | 0.62% | 0.57% | 0.29% | 0.26% | 0.26% | 0.30% |
| Net Interest Margin | 4.01% | 3.61% | 3.25% | 3.12% | 2.94% | 2.39% | 2.48% | 3.64% | 3.29% | 3.20% | 3.01% |
| Non-Interest Income | 1.37% | 0.51% | 0.80% | 0.99% | 1.13% | 1.03% | 1.04% | 0.57% | 0.77% | 0.90% | 1.07% |
| Non-Interest Expense | 4.94% | 3.78% | 3.43% | 3.59% | 3.52% | 2.89% | 2.98% | 3.85% | 3.48% | 3.54% | 3.53% |
| Net Operating Expense | 3.57% | 3.27% | 2.63% | 2.60% | 2.39% | 1.86% | 1.95% | 3.29% | 2.70% | 2.64% | 2.45% |
| Net Operating Return | 0.44% | 0.35% | 0.62% | 0.53% | 0.56% | 0.53% | 0.54% | 0.35% | 0.59% | 0.55% | 0.56% |
| Non-recurring Inc(Exp) | 0.36% | 0.08% | 0.02% | 0.03% | 0.03% | 0.08% | 0.08% | 0.10% | 0.03% | 0.03% | 0.03% |
| Net Income | 0.81% | 0.43% | 0.64% | 0.55% | 0.59% | 0.62% | 0.61% | 0.45% | 0.62% | 0.58% | 0.59% |
| Return on Net Worth | 2.2% | 2.0% | 4.6% | 4.1% | 4.9% | 4.9% | 4.9% | 2.0% | 4.3% | 4.2% | 4.7% |

| Q2-2024 | <\$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 | 27% | 13% | 10% | 9% | 9% | 8% | 8% | 14% | 10% | 10% | 9% |
| Investments as Pct of Asset | 25% | 32% | 35% | 30% | 21% | 16% | 17% | 31% | 34% | 32% | 24% |
| Short-term Funding Ratio | 42.7% | 31.6% | 25.1% | 21.0% | 15.3% | 12.0% | 12.7% | 25.8% | 23.2% | 17.3% | 12.8% |
| Avg Cash & Investment Rat | 2.81% | 3.06% | 2.91% | 2.85% | 3.06% | 3.65% | 3.53% | 3.05% | 2.93% | 2.89% | 3.01% |
| Loan Portfolio | | | | | | | | | | | |
| Total Loan Growth-Annl | 1.5% | -10.8% | -9.1% | -5.7% | -2.1% | 2.6% | 1.9% | -10.1% | -9.2% | -7.2% | -3.3% |
| Consumer Loan Growth-Anr | 2.3% | -10.5% | 138.3% | -5.9% | -17.5% | -1.7% | -2.3% | -6.8% | 107.9% | 35.5% | -6.0% |
| Mortgage Loan Growth-Anr | -79.0% | -13.9% | -108.8% | -5.2% | 18.0% | 6.1% | 5.5% | -48.9% | -107.9% | -58.5% | 0.2% |
| Avg Loan Balance | \$6,861 | \$9,449 | \$4,051 | \$6,816 | \$11,506 | \$21,146 | \$18,222 | \$9,302 | \$4,597 | \$5,852 | \$10,239 |
| Avg Loan Rate | 7.24% | 6.26% | 5.79% | 5.68% | 5.64% | 5.72% | 5.72% | 6.32% | 5.84% | 5.75% | 5.66% |
| Avg Loan Yield, net | 6.40% | 5.73% | 5.31% | 5.23% | 5.16% | 4.87% | 4.91% | 5.77% | 5.36% | 5.28% | 5.19% |
| Credit Mitigation- | | | | | | | | | | | |
| Delinquency Rates- | | | | | | | | | | | |
| Credit Cards | 0.57% | 2.17% | 1.77% | 1.38% | 1.20% | 2.03% | 1.98% | 2.15% | 1.79% | 1.54% | 1.27% |
| New Vehicle Loans | 1.66% | 0.69% | 0.56% | 0.40% | 0.41% | 0.50% | 0.49% | 0.74% | 0.58% | 0.49% | 0.43% |
| Used Vehicle Loans | 3.54% | 1.68% | 1.27% | 1.04% | 0.99% | 1.00% | 1.01% | 0.09% | 0.10% | 0.11% | 0.20% |
| Total Vehicle Loans | 2.86% | 1.29% | 1.01% | 0.83% | 0.81% | 0.82% | 0.83% | 1.38% | 1.06% | 0.94% | 0.84% |
| Real Estate Loans | 18.14% | 1.00% | 0.85% | 0.60% | 0.56% | 0.61% | 0.61% | 1.10% | 0.86% | 0.69% | 0.58% |
| Total Loan Delinquency | 3.13% | 1.37% | 1.05% | 0.85% | 0.73% | 0.85% | 0.84% | 1.08% | 0.95% | 0.78% | 0.84% |
| Net Charge-off Rates- | | | | | | | | | | | |
| Credit Cards | -0.79% | 1.36% | 1.50% | 1.78% | 2.29% | 5.32% | 5.10% | 1.33% | 1.49% | 1.67% | 2.16% |
| New Vehicle Loans | 0.06% | 0.09% | 0.10% | 0.12% | 0.23% | 0.44% | 0.40% | 0.74% | 0.58% | 0.49% | 0.43% |
| Used Vehicle Loans | 1.00% | 0.36% | 0.46% | 0.61% | 0.74% | 1.11% | 1.03% | 1.79% | 1.33% | 1.18% | 1.04% |
| Total Vehicle Loans | 0.65% | 0.26% | 0.33% | 0.45% | 0.58% | 0.87% | 0.81% | 0.28% | 0.32% | 0.39% | 0.53% |
| Non-Comml RE Loans | 0.00% | -0.01% | 0.01% | 0.02% | 0.01% | 0.01% | 0.01% | -0.01% | 0.01% | 0.02% | 0.01% |
| Total Net Charge-offs | 1.05% | 0.46% | 0.39% | 0.45% | 0.47% | 0.84% | 0.79% | 0.40% | 0.43% | 0.46% | 0.79% |
| "Misery" Indices- | | | | | | | | | | | |
| Credit Cards | -0.22% | 3.53% | 3.27% | 3.16% | 3.49% | 7.35% | 7.08% | 3.47% | 3.28% | 3.21% | 3.43% |
| New Vehicle Loans | 1.72% | 0.78% | 0.66% | 0.52% | 0.64% | 0.94% | 0.89% | 1.49% | 1.17% | 0.98% | 0.87% |
| Used Vehicle Loans | 4.54% | 2.04% | 1.73% | 1.65% | 1.73% | 2.11% | 2.04% | 1.88% | 1.43% | 1.29% | 1.24% |
| Total Vehicle Loans | 3.51% | 1.55% | 1.34% | 1.28% | 1.39% | 1.69% | 1.64% | 1.66% | 1.38% | 1.33% | 1.37% |
| Non-Comml RE Loans | 18.14% | 0.99% | 0.86% | 0.62% | 0.57% | 0.62% | 0.62% | 1.09% | 0.87% | 0.70% | 0.59% |
| Total "Misery" Index | 4.18% | 1.83% | 1.44% | 1.30% | 1.20% | 1.69% | 1.63% | 1.48% | 1.38% | 1.24% | 1.63% |
| Fundng Portfolio | | | | | | | | | | | |
| Share Growth YTD-Annl | 0.3% | -9.3% | -7.3% | -3.3% | 1.3% | 5.7% | 4.8% | -8.7% | -7.4% | -5.2% | -0.3% |
| Chkg & Savings YTD-Annl | 0.3% | -11.3% | -10.1% | -6.7% | -3.4% | 1.7% | 0.5% | -10.5% | -10.1% | -8.3% | -4.8% |
| Term CDs Growth YTD | 15.6% | 9.4% | 13.7% | 15.3% | 19.7% | 18.3% | 18.3% | 9.0% | 13.3% | 14.5% | 18.7% |
| Total Funding Growth YTD | 0.3% | -9.5% | -7.6% | -3.6% | -2.7% | 3.9% | 2.8% | -8.9% | -7.8% | -5.5% | -3.4% |
| Avg Share Balance per Mbr | \$2,545 | \$5,321 | \$9,071 | \$10,530 | \$12,414 | \$14,110 | \$13,662 | \$4,977 | \$8,389 | \$9,459 | \$11,518 |
| Avg Share Balance | \$11,161 | \$14,616 | \$6,618 | \$10,488 | \$15,399 | \$24,582 | \$21,701 | \$14,335 | \$6,990 | \$8,583 | \$12,857 |
| Avg Share Rate | 0.65% | 0.99% | 0.98% | 1.10% | 1.53% | 2.39% | 2.24% | 0.97% | 0.98% | 1.04% | 1.41% |
| Core as Pct of Total Shares | 93% | 82% | 73% | 68% | 59% | 47% | 49% | 83% | 74% | 71% | 62% |
| Term CDs as Pct of Shares | 5% | 12% | 15% | 17% | 22% | 29% | 27% | 12% | 15% | 16% | 21% |
| Non-Member Deposit Ratio | 1.4% | 1.3% | 1.2% | 1.6% | 1.4% | 1.3% | 1.4% | 1.3% | 1.2% | 1.4% | 1.4% |
| Borrowings/Total Funding | 0.4% | 0.3% | 0.2% | 0.6% | 2.5% | 6.7% | 6.0% | 0.3% | 0.2% | 0.4% | 2.0% |
| Borrowings Growth YTD | 0.0% | -55.4% | -95.1% | -38.7% | -90.3% | -18.9% | -23.9% | -52.6% | -90.6% | -54.9% | -88.8% |
| Avg Borrowings Rate | 5.71% | 5.36% | 5.93% | 5.46% | 3.80% | 5.22% | 5.14% | 5.38% | 5.87% | 5.57% | 3.88% |



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Strategic Solutions

Financial Investments

Risk Management

Regulatory Expert

| Q2-2024 | <\$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 | 123% | 118% | 112% | 110% | 108% | 114% | 113% | 119% | 112% | 111% | 109% |
| Non-Int Inc-to-Total Revenue | 22% | 10% | 16% | 19% | 20% | 17% | 17% | 11% | 15% | 17% | 19% |
| Net Op Cash Flow (YTD-\$Mill) | (\$1) | (\$34) | (\$244) | \$74 | \$3,071 | \$27,707 | \$30,583 | (\$35) | (\$278) | (\$204) | \$2,867 |
| Average Loan Balance | \$6,861 | \$9,449 | \$4,051 | \$6,816 | \$11,506 | \$21,146 | \$18,222 | \$9,302 | \$4,597 | \$5,852 | \$10,239 |
| Average Share Balance | \$2,369 | \$4,204 | \$5,574 | \$5,990 | \$6,495 | \$6,940 | \$6,835 | \$4,008 | \$5,366 | \$5,697 | \$6,276 |
| Loan Yield (ROA) | 3.47% | 3.32% | 3.07% | 3.22% | 3.68% | 4.12% | 4.04% | 3.33% | 3.10% | 3.16% | 3.55% |
| Investment Yield (ROA) | 1.45% | 1.38% | 1.28% | 1.11% | 0.90% | 0.87% | 0.89% | 1.39% | 1.29% | 1.19% | 0.97% |
| Shares/Funding | 99.6% | 99.7% | 99.8% | 99.4% | 97.5% | 93.3% | 94.0% | 99.7% | 99.8% | 99.6% | 98.0% |

Net Operating Return per FTE

| | | | | | | | | | | | |
|----------------------------------|-----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|-----------------|
| Interest Income per FTE | \$54,343 | \$80,361 | \$188,833 | \$198,731 | \$217,970 | \$350,517 | \$321,548 | \$77,854 | \$162,777 | \$180,689 | \$207,546 |
| Avg Interest Exp per FTE | \$5,612 | \$13,773 | \$36,634 | \$43,644 | \$63,118 | \$139,308 | \$122,419 | \$12,987 | \$31,082 | \$37,340 | \$55,910 |
| Gross Interest Inc per FTE | \$48,731 | \$66,588 | \$152,199 | \$155,088 | \$154,852 | \$211,209 | \$199,129 | \$64,867 | \$131,695 | \$143,349 | \$151,635 |
| Provisions per FTE | \$4,454 | \$4,844 | \$11,035 | \$11,855 | \$14,837 | \$43,298 | \$37,302 | \$4,807 | \$9,573 | \$10,710 | \$13,683 |
| Net Interest Income per FTE | \$44,276 | \$61,743 | \$141,164 | \$143,233 | \$140,014 | \$167,911 | \$161,827 | \$60,060 | \$122,122 | \$132,639 | \$137,952 |
| Non-Interest Income per FTE | \$15,145 | \$8,739 | \$34,685 | \$45,633 | \$53,882 | \$72,189 | \$67,533 | \$9,356 | \$28,738 | \$37,155 | \$49,205 |
| Avg Operating Exp per FTE | \$54,521 | \$64,545 | \$149,091 | \$164,709 | \$167,448 | \$202,721 | \$194,394 | \$63,579 | \$129,015 | \$146,797 | \$161,674 |
| Net Operating Exp per FTE | \$39,376 | \$55,806 | \$114,406 | \$119,076 | \$113,566 | \$130,531 | \$126,861 | \$54,223 | \$100,276 | \$109,642 | \$112,469 |
| Avg Net Op Return per FTE | \$ 4,900 | \$5,937 | \$26,758 | \$24,156 | \$26,448 | \$37,380 | \$34,966 | \$5,837 | \$21,846 | \$22,997 | \$25,483 |

Revenue/Operating Expense Assessment

Revenue-

| | | | | | | | | | | | |
|-----------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|-----------|
| Avg Revenue per FTE | \$69,488 | \$89,100 | \$223,519 | \$244,364 | \$271,852 | \$422,706 | \$389,080 | \$87,210 | \$191,516 | \$217,844 | \$256,751 |
| - Total Revenue Ratio | 6.29% | 5.22% | 5.15% | 5.33% | 5.72% | 6.03% | 5.97% | 5.29% | 5.16% | 5.25% | 5.60% |

Operating Expenses-

| | | | | | | | | | | | |
|-----------------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|-----------|
| Avg Revenue per FTE | \$64,588 | \$83,163 | \$196,761 | \$220,208 | \$245,404 | \$385,326 | \$354,114 | \$81,373 | \$169,669 | \$194,847 | \$231,267 |
| - Total Revenue Ratio | 5.85% | 4.87% | 4.53% | 4.80% | 5.16% | 5.50% | 5.43% | 4.93% | 4.57% | 4.70% | 5.04% |
| Avg Comp & Benefits per FTE | \$24,944 | \$32,961 | \$69,924 | \$76,326 | \$83,883 | \$107,846 | \$102,129 | \$32,189 | \$61,064 | \$68,667 | \$79,628 |
| - C & B Exp Ratio | 2.26% | 1.93% | 1.61% | 1.66% | 1.76% | 1.54% | 1.57% | 1.95% | 1.65% | 1.66% | 1.74% |
| - Pct of Total Op Expense | 46% | 51% | 47% | 46% | 50% | 53% | 53% | 51% | 47% | 47% | 49% |
| - FTE-to-Ops (Staff Eff) | 1.85 | 1.03 | 0.35 | 0.30 | 0.25 | 0.16 | 0.18 | 1.08 | 0.42 | 0.35 | 0.28 |
| - Full-time Equivalents | 225 | 2,106 | 7,594 | 9,853 | 50,952 | 278,398 | 349,127 | 2,330 | 9,924 | 19,777 | 70,729 |
| - Pct Part-time Employee | 78% | 70% | 15% | 9% | 7% | 4% | 6% | 71% | 32% | 21% | 11% |
| Avg Occ & Ops Exp per FTE | \$16,927 | \$17,098 | \$39,874 | \$42,182 | \$41,569 | \$48,025 | \$46,533 | \$17,082 | \$34,522 | \$38,338 | \$40,665 |
| - Occup & Ops Exp Ratio | 1.53% | 1.00% | 0.92% | 0.92% | 0.87% | 0.68% | 0.71% | 1.04% | 0.93% | 0.92% | 0.89% |
| - Pct of Total Op Expense | 31% | 26% | 27% | 26% | 25% | 24% | 24% | 27% | 27% | 26% | 25% |
| Avg All Other Exp per FTE | \$12,650 | \$14,486 | \$39,294 | \$46,201 | \$41,996 | \$46,850 | \$45,732 | \$14,309 | \$33,428 | \$39,792 | \$41,380 |
| - All Other Expense Ratio | 1.15% | 0.85% | 0.90% | 1.01% | 0.88% | 0.67% | 0.70% | 0.87% | 0.90% | 0.96% | 0.90% |
| - Pct of Total Op Expense | 23% | 22% | 26% | 28% | 25% | 23% | 24% | 23% | 26% | 27% | 26% |

Membership Outreach-

| | | | | | | | | | | | |
|------------------------------|-------|-------|--------|--------|-------|--------|--------|-------|--------|--------|-------|
| Members-to-Potential | 11.3% | 5.9% | 2.9% | 2.3% | 1.9% | 3.1% | 2.9% | 6.3% | 3.1% | 2.6% | 2.1% |
| Members-to-FTEs | 339 | 256 | 405 | 375 | 333 | 419 | 404 | 264 | 372 | 373 | 344 |
| Borrower-to-Members | 22.8% | 36.4% | 137.1% | 100.4% | 80.6% | 57.4% | 63.0% | 34.5% | 112.3% | 102.6% | 80.9% |
| Branches | 281 | 666 | 1,729 | 1,435 | 4,673 | 12,529 | 21,312 | 947 | 2,675 | 4,110 | 8,783 |
| Members per Branch | 271 | 810 | 1,780 | 2,572 | 3,632 | 9,312 | 6,617 | 650 | 1,380 | 1,796 | 2,773 |
| Avg Accts per Member | 1.0 | 1.1 | 1.5 | 1.5 | 1.6 | 1.7 | 1.7 | 1.0 | 1.4 | 1.4 | 1.5 |
| Avg Loans per Member | 0.2 | 0.4 | 1.4 | 1.0 | 0.8 | 0.6 | 0.6 | 0.3 | 1.2 | 1.1 | 0.9 |
| Avg 1 Loan for every XX.X | 4.4 | 2.7 | 0.7 | 1.0 | 1.2 | 1.7 | 1.6 | 2.9 | 0.8 | 0.9 | 1.1 |
| Avg Savings per Member | 1.1 | 1.3 | 1.6 | 1.8 | 1.9 | 2.0 | 2.0 | 1.2 | 1.6 | 1.7 | 1.8 |
| Avg 1 Savings for every XX.X | 0.9 | 0.8 | 0.6 | 0.6 | 0.5 | 0.5 | 0.5 | 0.8 | 0.6 | 0.6 | 0.5 |

| Q2-2024 | <\$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 | 1.37% | 0.51% | 0.80% | 0.99% | 1.13% | 1.03% | 1.04% | 0.57% | 0.77% | 0.90% | 1.07% |
| Compensation & Benefits | 2.26% | 1.93% | 1.61% | 1.66% | 1.76% | 1.54% | 1.57% | 1.95% | 1.65% | 1.66% | 1.74% |
| Travel & Conference | 0.05% | 0.03% | 0.03% | 0.04% | 0.04% | 0.02% | 0.02% | 0.03% | 0.03% | 0.03% | 0.04% |
| Office Occupancy | 0.24% | 0.16% | 0.20% | 0.22% | 0.22% | 0.17% | 0.17% | 0.17% | 0.20% | 0.21% | 0.22% |
| Office Operations | 1.29% | 0.84% | 0.72% | 0.70% | 0.66% | 0.52% | 0.54% | 0.87% | 0.73% | 0.72% | 0.67% |
| Educational & Promo | 0.03% | 0.03% | 0.07% | 0.09% | 0.11% | 0.11% | 0.11% | 0.03% | 0.07% | 0.08% | 0.10% |
| Loan Servicing | 0.16% | 0.13% | 0.19% | 0.23% | 0.24% | 0.19% | 0.19% | 0.13% | 0.18% | 0.21% | 0.23% |
| Professional & Outside Sv | 0.48% | 0.47% | 0.48% | 0.50% | 0.40% | 0.24% | 0.27% | 0.47% | 0.48% | 0.49% | 0.42% |
| Member Insurance | 0.04% | 0.01% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.01% | 0.00% | 0.00% | 0.00% |
| Operating Fees | 0.06% | 0.03% | 0.02% | 0.02% | 0.02% | 0.01% | 0.01% | 0.03% | 0.02% | 0.02% | 0.02% |
| Miscellaneous | 0.32% | 0.15% | 0.10% | 0.13% | 0.07% | 0.10% | 0.10% | 0.16% | 0.11% | 0.12% | 0.09% |
| Total Ops Expense | 4.94% | 3.78% | 3.43% | 3.59% | 3.52% | 2.89% | 2.98% | 3.85% | 3.48% | 3.54% | 3.53% |
| Net Operating Expense | 3.57% | 3.27% | 2.63% | 2.60% | 2.39% | 1.86% | 1.95% | 3.29% | 2.70% | 2.64% | 2.45% |

| NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT | | | | | | | | | | | |
|---|-----------------|-----------------|------------------|------------------|------------------|------------------|------------------|-----------------|------------------|------------------|------------------|
| Fee Income | \$15,145 | \$8,739 | \$34,685 | \$45,633 | \$53,882 | \$72,189 | \$67,533 | \$9,356 | \$28,738 | \$37,155 | \$49,205 |
| Compensation & Benefits | \$24,944 | \$32,961 | \$69,924 | \$76,326 | \$83,883 | \$107,846 | \$102,129 | \$32,189 | \$61,064 | \$68,667 | \$79,628 |
| Travel & Conference | \$535 | \$475 | \$1,290 | \$1,624 | \$1,727 | \$1,451 | \$1,485 | \$481 | \$1,100 | \$1,361 | \$1,625 |
| Office Occupancy | \$2,673 | \$2,755 | \$8,638 | \$10,028 | \$10,363 | \$11,616 | \$11,268 | \$2,747 | \$7,255 | \$8,637 | \$9,880 |
| Office Operations | \$14,254 | \$14,343 | \$31,235 | \$32,154 | \$31,206 | \$36,408 | \$35,265 | \$14,335 | \$27,267 | \$29,702 | \$30,785 |
| Educational & Promo | \$356 | \$522 | \$3,055 | \$3,958 | \$5,260 | \$7,694 | \$7,085 | \$506 | \$2,457 | \$3,205 | \$4,685 |
| Loan Servicing | \$1,782 | \$2,185 | \$8,243 | \$10,657 | \$11,540 | \$13,139 | \$12,660 | \$2,146 | \$6,812 | \$8,728 | \$10,754 |
| Professional & Outside Sv | \$5,345 | \$7,979 | \$21,043 | \$22,877 | \$19,038 | \$16,889 | \$17,404 | \$7,725 | \$17,916 | \$20,388 | \$19,415 |
| Member Insurance | \$445 | \$190 | \$158 | \$81 | \$114 | \$59 | \$67 | \$215 | \$171 | \$126 | \$117 |
| Operating Fees | \$624 | \$570 | \$974 | \$913 | \$773 | \$624 | \$661 | \$575 | \$881 | \$897 | \$808 |
| Miscellaneous | \$3,563 | \$2,565 | \$4,530 | \$6,090 | \$3,545 | \$6,994 | \$6,370 | \$2,661 | \$4,091 | \$5,087 | \$3,976 |
| Total Ops Expense | \$54,521 | \$64,545 | \$149,091 | \$164,709 | \$167,448 | \$202,721 | \$194,394 | \$63,579 | \$129,015 | \$146,797 | \$161,674 |
| Net Operating Expense | \$39,376 | \$55,806 | \$114,406 | \$119,076 | \$113,566 | \$130,531 | \$126,861 | \$54,223 | \$100,276 | \$109,642 | \$112,469 |

| ALL ALLOCATION OF OPERATING EXPENSES | | | | | | | | | | | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Compensation & Benefits | 45.8% | 51.1% | 46.9% | 46.3% | 50.1% | 53.2% | 52.5% | 50.6% | 47.3% | 46.8% | 49.3% |
| Travel & Conference | 1.0% | 0.7% | 0.9% | 1.0% | 1.0% | 0.7% | 0.8% | 0.8% | 0.9% | 0.9% | 1.0% |
| Office Occupancy | 4.9% | 4.3% | 5.8% | 6.1% | 6.2% | 5.7% | 5.8% | 4.3% | 5.6% | 5.9% | 6.1% |
| Office Operations | 26.1% | 22.2% | 21.0% | 19.5% | 18.6% | 18.0% | 18.1% | 22.5% | 21.1% | 20.2% | 19.0% |
| Educational & Promo | 0.7% | 0.8% | 2.0% | 2.4% | 3.1% | 3.8% | 3.6% | 0.8% | 1.9% | 2.2% | 2.9% |
| Loan Servicing | 3.3% | 3.4% | 5.5% | 6.5% | 6.9% | 6.5% | 6.5% | 3.4% | 5.3% | 5.9% | 6.7% |
| Professional & Outside Sv | 9.8% | 12.4% | 14.1% | 13.9% | 11.4% | 8.3% | 9.0% | 12.2% | 13.9% | 13.9% | 12.0% |
| Member Insurance | 0.8% | 0.3% | 0.1% | 0.0% | 0.1% | 0.0% | 0.0% | 0.3% | 0.1% | 0.1% | 0.1% |
| Operating Fees | 1.1% | 0.9% | 0.7% | 0.6% | 0.5% | 0.3% | 0.3% | 0.9% | 0.7% | 0.6% | 0.5% |
| Miscellaneous | 6.5% | 4.0% | 3.0% | 3.7% | 2.1% | 3.4% | 3.3% | 4.2% | 3.2% | 3.5% | 2.5% |
| Total Ops Expense | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |