

27 December 2024

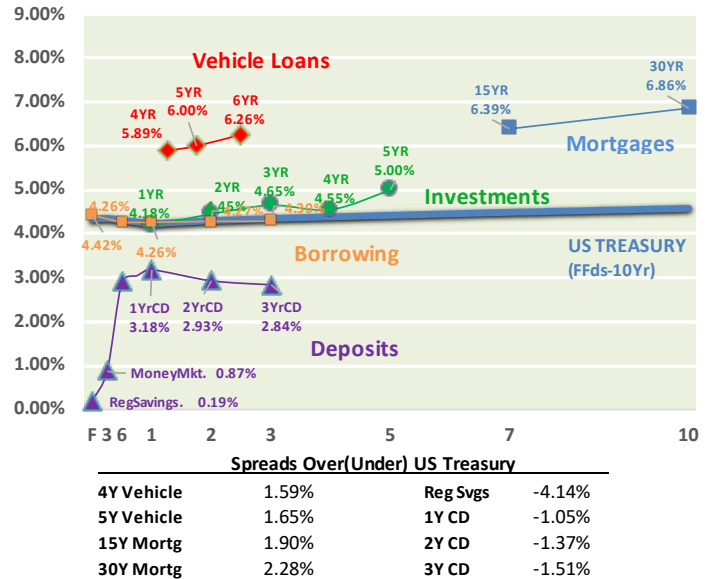
| BENCHMARK INTEREST RATES AND YIELD CURVE | US Treasury Rates- | | | | CHANGES SINCE | | | YIELD CURVE ASSESSMENT |
|--|--------------------|----------|----------|----------|---------------|---------|-------------|------------------------|
| | THIS WK | LAST MO | YR END | LAST YR | This Yr | Last Yr | This Cycle* | |
| | 12/26/24 | 11/26/24 | 12/31/23 | 12/26/23 | | | | |
| Prime | 7.50% | 7.75% | 8.50% | 8.50% | -1.00% | -1.00% | 4.25% | |
| Fed Funds | 4.33% | 4.58% | 5.33% | 5.33% | -1.00% | -1.00% | 4.28% | |
| 3mo | 4.35% | 4.61% | 5.40% | 5.44% | -1.05% | -1.09% | 4.24% | |
| 6mo | 4.31% | 4.45% | 5.26% | 5.31% | -0.95% | -1.00% | 4.17% | |
| 1yr | 4.23% | 4.37% | 4.79% | 4.82% | -0.56% | -0.59% | 4.06% | |
| 2yr | 4.30% | 4.21% | 4.23% | 4.31% | 0.07% | -0.01% | 4.10% | |
| 3yr | 4.35% | 4.21% | 4.01% | 4.04% | 0.34% | 0.31% | 4.11% | |
| 5yr | 4.42% | 4.17% | 3.84% | 3.87% | 0.58% | 0.55% | 4.08% | |
| 7yr | 4.49% | 4.24% | 3.88% | 3.92% | 0.61% | 0.57% | 4.01% | |
| 10yr | 4.58% | 4.30% | 3.88% | 3.90% | 0.70% | 0.68% | 4.00% | |
| 30yr | 4.76% | 4.48% | 4.03% | 4.05% | 0.73% | 0.71% | 3.59% | |
| Slope of the Yield Curve- | | | | | | | | |
| 2yr-3mo | -0.05% | -0.40% | -1.17% | -1.13% | 1.12% | 1.08% | -0.68% | |
| 5yr-2yr | 0.12% | -0.04% | -0.39% | -0.44% | 0.51% | 0.56% | 0.01% | |
| 10yr-5yr | 0.16% | 0.13% | 0.04% | 0.03% | 0.12% | 0.13% | 0.01% | |
| 10yr-3mo | 0.23% | -0.31% | -1.52% | -1.54% | 1.75% | 1.77% | -0.66% | |

*Since Mar 2020

| ECONOMIC UPDATE AND ANALYSIS | AMERICAN CONSUMERS FEELING LESS CONFIDENT IN DECEMBER | | Key Economic Indicators for Banks, Thrifts & Credit Unions- | | | | |
|------------------------------|--|---------------------------|---|-------------|---------|-------------|--|
| | <p>The Conference Board reports that its consumer confidence index fell back in December to 104.7 from 112.8 in November. Analysts forecast a rise to a reading of 113.8. Consumers had been feeling increasingly confident in recent months, spending more in the run-up to the all-important holiday shopping season.</p> <p>The consumer confidence index measures both Americans' assessment of current economic conditions and their outlook for the next six months. The measure of Americans' short-term expectations for income, business and the job market tumbled more than a dozen points to 81.1. The Conference Board says a reading under 80 can signal a potential recession in the near future.</p> <p>The proportion of consumers expecting a recession over the next 12 months remained stable. The board reported Monday that consumers' view of current conditions ticked down just more than a point to a reading of 140.2.</p> <p>Consumers stepped up their spending at retail stores last month, contributing to a 0.7% rise in retail sales in November.</p> <p>Consumer spending accounts for nearly 70% of U.S. economic activity and is closely watched by economists for signs how the American consumer is feeling.</p> | | | LATEST | CURRENT | PREV | |
| | | | | | | | |
| | | GDP | QoQ | Q3-24 Final | 3.1% | 2.8% | |
| | | GDP - YTD | Annl | Q3-24 Final | 2.6% | 2.4% | |
| | | Consumer Spending | QoQ | Q3-24 Final | 3.7% | 3.5% | |
| | | Consumer Spending YTD | Annl | Q3-24 Final | 2.9% | 2.6% | |
| | | Unemployment Rate | Mo | November | 4.2% | 4.1% | |
| | | Underemployment Rate | Mo | November | 7.8% | 7.7% | |
| | | Participation Rate | Mo | November | 62.5% | 62.6% | |
| | | Wholesale Inflation | YoY | November | 3.0% | 2.6% | |
| | | Consumer Inflation | YoY | November | 2.7% | 2.6% | |
| | | Core Inflation | YoY | November | 3.3% | 3.8% | |
| | | Consumer Credit | Annual | October | 4.5% | 0.8% | |
| | | Retail Sales | YoY | November | 2.9% | 2.8% | |
| | | Vehicle Sales | Annl (Mil) | November | 17.0 | 16.4 | |
| | | Home Sales | Annl (Mil) | November | 4.760 | 4.698 | |
| | | Home Prices | YoY | September | 3.9% | 4.3% | |
| | | Key Consumer Market Data- | | | | PCT CHANGES | |
| | | THIS WK | YR END | | | | |
| | | 12/26/24 | 12/31/23 | YTD | 12Mos | | |
| | | DJIA | 43,325 | 37,689 | 15.0% | 14.0% | |
| | | S&P 500 | 6,037 | 4,769 | 26.6% | 25.0% | |
| | | NASDAQ | 20,020 | 15,011 | 33.4% | 31.1% | |
| | | Crude Oil | 69.62 | 71.77 | -3.0% | -1.0% | |
| | | Avg Gasoline | 3.02 | 3.12 | -3.2% | -3.0% | |
| | | Gold | 2,653 | 2,072 | 28.0% | 26.0% | |

AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

| | THIS WK | CHG IN MKT SINCE | | RATE SENSITIVITY | |
|-------------|----------|------------------|-----------|------------------|-------|
| | 12/26/24 | YTD | 2024 High | Bmk Decline | RS |
| Classic CC | 13.21% | 0.11% | -0.16% | -1.00% | 16% |
| Platinum CC | 12.70% | 0.05% | -0.32% | -1.00% | 32% |
| 48mo Veh | 5.89% | -0.54% | -0.32% | 0.66% | -48% |
| 60mo Veh | 6.00% | -0.55% | -0.33% | 0.88% | -38% |
| 72mo Veh | 6.26% | -0.57% | -0.34% | 0.92% | -37% |
| HE LOC | 7.88% | -0.56% | -0.57% | -1.00% | 57% |
| 10yr HE | 7.40% | -0.19% | -0.14% | -1.00% | 14% |
| 15yr FRM | 6.39% | 0.61% | -0.37% | -0.51% | 73% |
| 30yr FRM | 6.86% | 0.48% | -0.90% | -0.40% | 225% |
| Sh Drafts | 0.13% | 0.04% | 0.01% | -1.00% | -1% |
| Reg Svgs | 0.19% | 0.00% | 0.00% | -1.00% | 0% |
| MMkt-10k | 0.87% | -0.01% | -0.04% | -1.00% | 4% |
| MMkt-50k | 1.18% | 0.00% | -0.05% | -1.00% | 5% |
| 6mo CD | 2.91% | 0.12% | -0.12% | -0.37% | 32% |
| 1yr CD | 3.18% | -0.18% | -0.22% | 0.14% | -157% |
| 2yr CD | 2.93% | -0.13% | -0.13% | 0.66% | -20% |
| 3yr CD | 2.84% | -0.09% | -0.08% | 0.88% | -9% |



STRATEGICALLY SPEAKING

Consumers aren't necessarily feeling bad about the economy. What's important here is they feel worse than last month. But after several months of improvement, it's not surprising to have a one-month adjustment.

Consumers in the survey also note which factors they think are most impacting the economy. For the past few months, "consumers continue to point to elections, president, White House," she said. "And also there was a spike in the number noting tariffs."

Tariffs are something that almost no respondents mentioned in recent months. That could be partly why in December, inflation actually beat out politics on the list of influencers. Consumers are expecting that the impact on their costs will be higher. But even if prices aren't rising that fast anymore, everyone's still annoyed with the fact that most prices have stayed high.

And basically, the older you are, the less confident you became in this environment. That's significant because typically the 55-and-older crowd is more confident about the economy than less-financially stable younger people.

Now we're suddenly looking at a situation as an older person where income is starting to be cut by the Federal Reserve cutting interest rates. And now that those interest rates are falling, older people who rely on interest from retirement investments are most likely to bring that confidence number down.

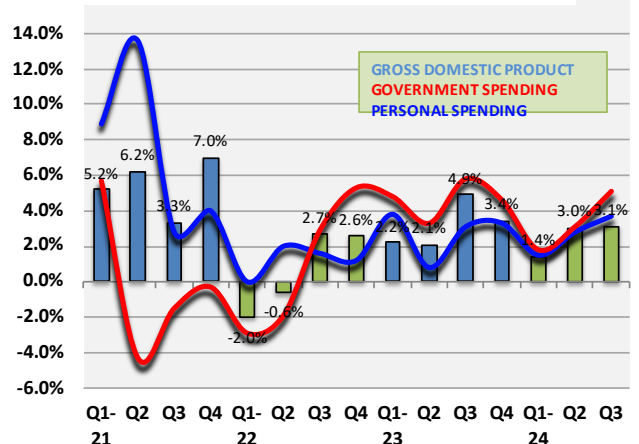
ECONOMIC RELEASES

| RELEASES THIS WEEK: | Current | Projected | Previous |
|-------------------------------------|---------|-----------|----------|
| New Home Sales (Nov, Annual) | 664k | 610k | 660k |
| Consumer Confidence (Dec, 100=1985) | 104.7 | 112.4 | 111.7 |

| RELEASES FOR UPCOMING WEEK: | Projected | Previous |
|-----------------------------|-----------|----------|
| Home Prices (Oct, YoY) | 4.4% | 4.6% |

GROSS DOMESTIC PRODUCT

QUARTERLY CHANGE GDP COMPARED TO PERSONAL & GOVERNMENT SPENDING





ECONOMIC CALENDAR

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

| | | | | | |
|---|--|---|---|--|-----------|
| OCTOBER 25 | 26 Home Prices 3.9% Consumer Confidence | 27 GDP Q3 (2nd) 2.8% | 28 THANKSGIVING HOLIDAY | 29 | 30 |
| DECEMBER 2 | 3 | 4 Fed Beige Book | 5 Jobless Claims 224k Cont'd Claims 1.87M | 6 Unemployment 4.2% Non-farm Jobs 227k Private Payrolls 194k Participation Rate 62.5% | 7 |
| 9 | 10 | 11 Consumer Inflation 2.7% | 12 Jobless Claims 242k Cont'd Claims 1.89M Wholesale Inflation 3.0% | 13 | 14 |
| 16 | 17 Retail Sales +3.8% | 18 FOMC Announcement 4.50% | 19 Jobless Claims 220k Cont'd Claims 1.87M GDP (Q3, Final) +3.1% Existing Home Sales | 20 | 21 |
| 23 Consumer Confidence 104.7 | 24 New Home Sales 664k | 25 CHRISTMAS HOLIDAY | 26 Jobless Claims 219k Cont'd Claims 1.91M | 27 | 28 |
| 30 | 31 Home Prices | JANUARY 1 NEW YEAR'S HOLIDAY | 2 Jobless Claims Cont'd Claims | 3 Vehicle Sales | 4 |
| 6 | 7 | 8 FOMC Minutes Consumer Credit | 9 Jobless Claims Cont'd Claims | 10 Unemployment Non-farm Jobs Private Payrolls Participation Rate | 11 |
| 13 | 14 Wholesale Inflation | 15 Consumer Inflation | 16 Jobless Claims Cont'd Claims Retail Sales | 17 | 18 |
| 20 | 21 | 22 Consumer Confidence | 23 Jobless Claims Cont'd Claims | 24 Existing Home Sales | 25 |

ECONOMIC FORECAST

November 2024
(Updated November 27, 2024)

| | 2024 | | | | 2025 | | | | 2026 | | | |
|--|------|----|----|----|------|----|----|----|------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |

ECONOMIC OUTLOOK
Economic Growth-

| | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|-------|------|------|------|------|------|------|
| GDP - (QoQ) | 1.6% | 3.0% | 2.8% | 1.8% | 2.0% | 1.6% | 1.9% | 1.9% | 1.7% | 1.6% | 1.6% | 1.6% |
| GDP - (YTD) | 1.6% | 2.3% | 2.5% | 2.3% | 2.0% | 1.8% | 1.8% | 1.9% | 1.7% | 1.7% | 1.6% | 1.6% |
| Consumer Spndng (YTD) | 1.9% | 2.8% | 3.7% | 2.7% | 2.0% | 1.9% | 1.6% | 1.4% | 1.4% | 1.5% | 1.3% | 1.3% |
| Govt Spending (YTD) | 1.8% | 3.1% | 5.0% | 0.5% | 0.6% | -0.1% | 0.2% | 0.2% | 0.1% | 0.2% | 0.1% | 0.0% |
| | 1.8% | 2.5% | 3.3% | 2.6% | 0.6% | 0.3% | 0.2% | 0.2% | 0.1% | 0.2% | 0.1% | 0.1% |

Consumer Wealth-

| | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Unemployment | 3.8% | 4.0% | 4.2% | 4.2% | 4.3% | 4.4% | 4.6% | 4.6% | 4.7% | 4.7% | 4.7% | 4.6% |
| Cons Inflation | 3.2% | 3.2% | 2.6% | 2.6% | 2.4% | 2.4% | 2.3% | 2.2% | 2.1% | 2.1% | 2.1% | 2.0% |
| Home Prices | 6.3% | 6.3% | 5.0% | 4.0% | 3.5% | 3.4% | 3.0% | 3.0% | 2.8% | 2.8% | 3.0% | 3.1% |

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS
Home Sales (Mils)-

| | | | | | | | | | | | | |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Home Sales | 4.863 | 4.703 | 4.617 | 4.766 | 4.786 | 4.899 | 5.106 | 5.289 | 5.332 | 5.371 | 5.320 | 5.351 |
| Existing Homes | 4.200 | 4.047 | 3.893 | 4.033 | 4.028 | 4.137 | 4.331 | 4.502 | 4.536 | 4.570 | 4.523 | 4.546 |
| New Homes | 0.663 | 0.656 | 0.724 | 0.733 | 0.758 | 0.762 | 0.775 | 0.787 | 0.796 | 0.801 | 0.797 | 0.805 |

Mortgage Originations (Mils)

| | | | | | | | | | | | | |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Single Family | 1.076 | 1.203 | 1.343 | 1.426 | 1.357 | 1.511 | 1.590 | 1.550 | 1.534 | 1.729 | 1.683 | 1.565 |
| Purchase App | 0.773 | 0.880 | 0.924 | 0.779 | 0.768 | 0.934 | 0.970 | 0.926 | 0.896 | 1.087 | 1.062 | 0.964 |
| Refi Apps | 0.303 | 0.323 | 0.419 | 0.647 | 0.589 | 0.577 | 0.620 | 0.624 | 0.638 | 0.642 | 0.621 | 0.601 |
| Refi Share | 28% | 27% | 31% | 45% | 43% | 38% | 39% | 40% | 42% | 37% | 37% | 38% |

Vehicle Sales (Mils)-

| | | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Vehicle Sales | 15.6 | 16.0 | 16.3 | 16.0 | 15.9 | 16.1 | 16.4 | 16.3 | 16.2 | 16.5 | 16.7 | 16.8 |
|---------------|------|------|------|------|------|------|------|------|------|------|------|------|

MARKET RATE OUTLOOK
Benchmark Rates-

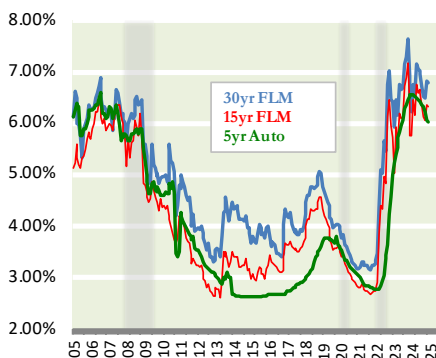
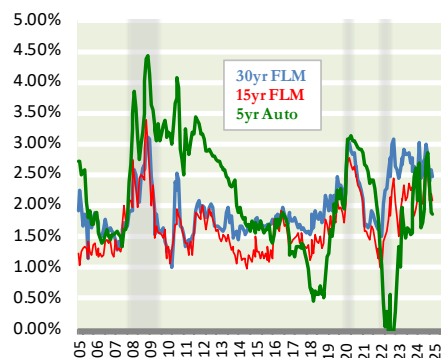
| | | | | | | | | | | | | |
|-----------|------|------|------|------|------|------|------|------|------|------|------|------|
| Prime | 8.5% | 8.5% | 8.0% | 7.3% | 7.3% | 7.0% | 7.0% | 6.8% | 6.8% | 6.8% | 6.8% | 6.8% |
| Fed Funds | 5.4% | 5.4% | 4.9% | 4.3% | 4.3% | 4.0% | 4.0% | 3.8% | 3.8% | 3.8% | 3.8% | 3.8% |
| 3yr UST | 4.6% | 4.1% | 4.0% | 4.2% | 4.2% | 4.1% | 4.1% | 4.0% | 4.0% | 4.0% | 4.0% | 4.1% |
| 7yr UST | 4.4% | 3.8% | 4.2% | 4.2% | 4.2% | 4.2% | 4.2% | 4.3% | 4.3% | 4.3% | 4.3% | 4.4% |
| 10yr UST | 4.2% | 4.4% | 3.9% | 4.5% | 4.5% | 4.3% | 4.4% | 4.4% | 4.5% | 4.5% | 4.5% | 4.5% |

Market Rates-

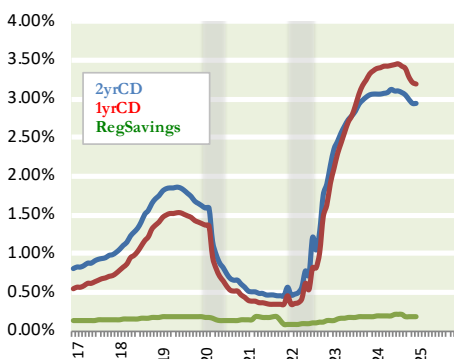
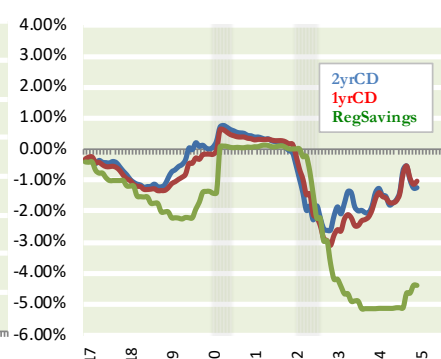
| | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|
| 5yr Veh Loan | 6.6% | 6.5% | 6.3% | 6.3% | 6.2% | 6.2% | 6.1% | 6.1% | 6.2% | 6.1% | 6.1% | 6.0% |
| 15yr 1st Mortg | 6.5% | 6.6% | 5.8% | 6.3% | 6.2% | 6.2% | 6.2% | 6.1% | 6.1% | 6.1% | 6.0% | 6.0% |
| 30yr 1st Mortg | 6.7% | 7.0% | 6.5% | 6.6% | 6.6% | 6.5% | 6.4% | 6.4% | 6.3% | 6.3% | 6.3% | 6.2% |
| Regular Svgs | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% |
| 1Yr Term CD | 3.4% | 3.4% | 3.3% | 3.2% | 3.1% | 3.1% | 3.0% | 3.0% | 3.1% | 3.0% | 3.0% | 2.9% |

INDICATIVE PRICING SPREADS AND RELATIVE VALUE OF INVESTMENT OPTIONS

| | 30yr Mortgage | 15yr Mortgage | 5yr Vehicle |
|----------------|---------------|---------------|--------------|
| Current | 2.48% | 2.09% | 1.87% |
| Nov-24 | 2.58% | 2.20% | 1.88% |
| Oct-24 | 2.40% | 2.08% | 2.34% |
| Sep-24 | 2.79% | 2.54% | 2.85% |
| Aug-24 | 2.99% | 2.73% | 2.75% |
| Jul-24 | 2.70% | 2.42% | 2.15% |
| Jun-24 | 2.74% | 2.40% | 1.95% |
| May-24 | 2.50% | 2.03% | 1.72% |
| Apr-24 | 2.45% | 2.05% | 1.64% |
| Mar-24 | 3.03% | 2.57% | 2.68% |
| Feb-24 | 2.43% | 2.10% | 2.07% |
| Jan-24 | 2.35% | 1.94% | 2.60% |
| Dec-23 | 2.63% | 1.84% | 2.46% |

AVG "A"-PAPER MARKET RATES

"A"-PAPER PRICING SPREADS


| | Reg Svgs | 1yr CD | 2yr CD |
|----------------|---------------|---------------|---------------|
| Current | -4.39% | -1.03% | -1.24% |
| Nov-24 | -4.39% | -1.13% | -1.25% |
| Oct-24 | -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% |

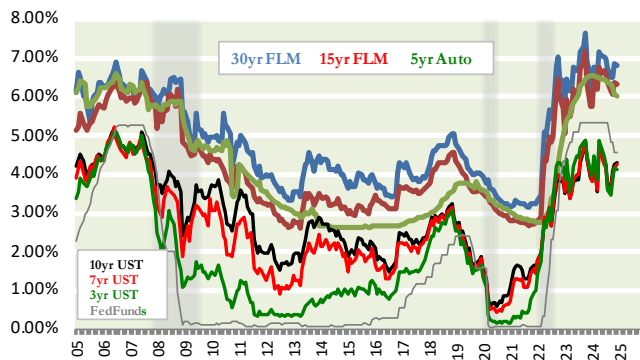
AVG DEPOSIT MARKET RATES

AVG DEPOSIT PRICING SPREADS

INDICATIVE INTEREST SPREADS AND MATCHED FUNDING VARIABLES

| | | 1yr | | | | | 5yr | | | | |
|----------------------------|--------------|---------------|--------|--------------|--------------|--------|--------|--------------|--------------|--------------|--------------|
| | | Cash | Agy | Agy | Agy | Agy | Agy | New Veh | Used Veh | Mortgage | Mortgage |
| | | 4.33% | 4.18% | 4.45% | 4.65% | 4.55% | 5.00% | 6.00% | 6.15% | 6.39% | 6.86% |
| Share Draft | 0.13% | 4.20% | 4.05% | 4.32% | 4.52% | 4.42% | 4.87% | 5.87% | 6.02% | 6.26% | 6.73% |
| Regular Savings | 0.19% | 4.14% | 3.99% | 4.26% | 4.46% | 4.36% | 4.81% | 5.81% | 5.96% | 6.20% | 6.67% |
| Money Market | 0.87% | 3.46% | 3.31% | 3.58% | 3.78% | 3.68% | 4.13% | 5.13% | 5.28% | 5.52% | 5.99% |
| FHLB Overnight | 4.42% | -0.09% | -0.24% | 0.03% | 0.23% | 0.13% | 0.58% | 1.58% | 1.73% | 1.97% | 2.44% |
| Catalyst Settlement | 5.50% | -1.17% | -1.32% | -1.05% | -0.85% | -0.95% | -0.50% | 0.50% | 0.65% | 0.89% | 1.36% |
| 6mo Term CD | 3.04% | 1.29% | 1.14% | 1.41% | 1.61% | 1.51% | 1.96% | 2.96% | 3.11% | 3.35% | 3.82% |
| 6mo FHLB Term | 4.26% | 0.07% | -0.08% | 0.19% | 0.39% | 0.29% | 0.74% | 1.74% | 1.89% | 2.13% | 2.60% |
| 6mo Catalyst Term | 4.85% | -0.52% | -0.67% | -0.40% | -0.20% | -0.30% | 0.15% | 1.15% | 1.30% | 1.54% | 2.01% |
| 1yr Term CD | 3.42% | 0.76% | 0.91% | 1.03% | 1.23% | 1.13% | 1.58% | 2.58% | 2.73% | 2.97% | 3.44% |
| 1yr FHLB Term | 4.26% | -0.08% | 0.07% | 0.19% | 0.39% | 0.29% | 0.74% | 1.74% | 1.89% | 2.13% | 2.60% |
| 2yr Term CD | 3.08% | 1.25% | 1.10% | 1.37% | 1.57% | 1.47% | 1.92% | 2.92% | 3.07% | 3.31% | 3.78% |
| 2yr FHLB Term | 4.27% | 0.06% | -0.09% | 0.18% | 0.38% | 0.28% | 0.73% | 1.73% | 1.88% | 2.12% | 2.59% |
| 3yr Term CD | 2.94% | 1.39% | 1.24% | 1.51% | 1.71% | 1.61% | 2.06% | 3.06% | 3.21% | 3.45% | 3.92% |
| 3yr FHLB Term | 4.30% | 0.03% | -0.12% | 0.15% | 0.35% | 0.25% | 0.70% | 1.70% | 1.85% | 2.09% | 2.56% |
| 7yr FHLB Term | 4.58% | -0.25% | -0.40% | -0.13% | 0.07% | -0.03% | 0.42% | 1.42% | 1.57% | 1.81% | 2.28% |
| 10yr FHLB Term | 4.73% | -0.40% | -0.55% | -0.28% | -0.08% | -0.18% | 0.27% | 1.27% | 1.42% | 1.66% | 2.13% |

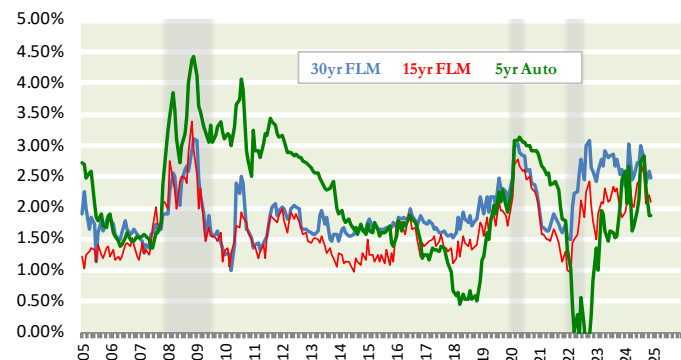
STRATEGIC ASSESSMENT OF INVESTMENT AND FUNDING OPTIONS, RELATIVE VALUE AND PRICING SPREADS

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 | 4.33% | - | - | - | - | - | - | - | - | - | - |
| 1yr Agy | 4.18% | 1 year | 4 years | 7.53% | 6.94% | 6.46% | 6.64% | 5.58% | 4.67% | 4.42% | 4.89% |
| 2yr Agy Callable | 4.45% | 2 years | 3 years | 8.47% | 7.68% | 7.03% | 7.28% | 6.01% | 4.65% | 4.12% | 5.05% |
| 3yr Agy Callable | 4.65% | 3 years | 2 years | 10.18% | 9.00% | 8.03% | 8.40% | 6.97% | 4.25% | - | - |
| 3yr Agy MBS | 4.34% | 3 years | 2 years | 10.64% | 9.47% | 8.49% | 8.87% | 7.90% | 5.18% | - | - |
| 4yr Agy Callable | 4.55% | 4 years | 1 year | 16.10% | 13.75% | 11.80% | 12.55% | - | - | - | - |
| 4yr Agy MBS | 5.23% | 4 years | 1 year | 13.38% | 11.03% | 9.08% | 9.83% | - | - | - | - |
| 5yr Agy Callable | 5.00% | 5 years | - | - | - | - | - | - | - | - | - |
| 5yr New Vehicle | 6.00% | 3 years | 2 years | 8.15% | 6.98% | - | - | - | - | - | - |
| 5yr Used Vehicle | 6.15% | 3 years | 2 years | 7.93% | 6.75% | - | - | - | - | - | - |
| 15yr Mortgage | 6.39% | 5 years | - | - | - | - | - | - | - | - | - |
| 30yr Mortgage | 6.86% | 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 | 0.13% | 1 year | 2 years | 4.35% | 6.39% | 6.03% | 8.41% |
| Regular Savings | 0.19% | 1 year | 2 years | 4.32% | 6.36% | 5.97% | 8.35% |
| Money Market | 0.87% | 1 year | 2 years | 3.98% | 6.02% | 5.29% | 7.67% |
| FHLB Overnight | 4.42% | 1 year | 2 years | 2.20% | 4.24% | 1.74% | 4.12% |
| Catalyst Settlement | 5.50% | 1 year | 2 years | 1.66% | 3.70% | 0.33% | 3.04% |
| 6mo Term CD | 3.04% | 6 mos | 2.5 yrs | 2.92% | 4.55% | 3.09% | 4.68% |
| 6mo FHLB Term | 4.26% | 6 mos | 2.5 yrs | 2.68% | 4.31% | 2.69% | 4.27% |
| 6mo Catalyst Term | 4.85% | 6 mos | 2.5 yrs | 2.56% | 4.19% | 2.49% | 4.08% |
| 1yr Term CD | 3.42% | 1 year | 2 years | 2.70% | 4.74% | 2.74% | 5.12% |
| 1yr FHLB Term | 4.26% | 1 year | 2 years | 2.28% | 4.32% | 1.90% | 4.28% |
| 2yr Term CD | 3.08% | 2 years | 1 year | 2.66% | 6.74% | - | - |
| 2yr FHLB Term | 4.27% | 2 years | 1 year | 0.28% | 4.36% | - | - |
| 3yr Term CD | 2.94% | 3 years | - | - | - | - | - |
| 3yr FHLB Term | 4.30% | 3 years | - | - | - | - | - |
| 7yr FHLB Term | 4.58% | - | - | - | - | - | - |
| 10yr FHLB Term | 4.73% | - | - | - | - | - | - |

* 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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Market Analysis

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 FT | \$ 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% |