



17 October 2025

BENCHMARK INTEREST RATES AND YIELD CURVE

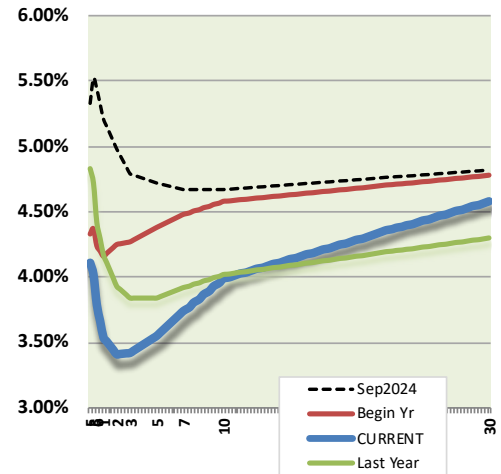
US Treasury Rates-

	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	10/16/25	9/16/25	12/31/24	10/16/24	This Yr	Last Yr	This Cycle*
Prime	7.25%	7.50%	7.50%	8.00%	-0.25%	-0.75%	-1.25%
Fed Funds	4.11%	4.33%	4.33%	4.83%	-0.22%	-0.72%	-1.22%
3mo	4.02%	4.02%	4.37%	4.72%	-0.35%	-0.70%	-1.50%
6mo	3.79%	3.83%	4.24%	4.42%	-0.45%	-0.63%	-1.65%
1yr	3.54%	3.68%	4.16%	4.17%	-0.62%	-0.63%	-1.67%
2yr	3.41%	3.60%	4.25%	3.93%	-0.84%	-0.52%	-1.57%
3yr	3.42%	3.61%	4.27%	3.84%	-0.85%	-0.42%	-1.37%
5yr	3.55%	3.74%	4.38%	3.84%	-0.83%	-0.29%	-1.17%
7yr	3.74%	3.93%	4.48%	3.92%	-0.74%	-0.18%	-0.93%
10yr	3.99%	4.16%	4.58%	4.02%	-0.59%	-0.03%	-0.68%
30yr	4.58%	4.73%	4.78%	4.30%	-0.20%	0.28%	-0.24%

Slope of the Yield Curve-

2yr-3mo	-0.61%	-0.42%	-0.12%	-0.79%	-0.49%	0.18%	-0.07%
5yr-2yr	0.14%	0.14%	0.13%	-0.09%	0.01%	0.23%	0.40%
10yr-5yr	0.44%	0.42%	0.20%	0.18%	0.24%	0.26%	0.49%
10yr-3mo	-0.03%	0.14%	0.21%	-0.70%	-0.24%	0.67%	0.82%

YIELD CURVE ASSESSMENT



*Since Sep 2024

ECONOMIC UPDATE AND ANALYSIS

NEARLY 1 in 5 HOMES SLASHED PRICES LAST MONTH DESPITE LOWER MORTGAGE RATES

Nearly 20% of home listings reduced their prices last month in what might be another sign that the housing market continues to slow. According to the September housing trends report, buyers still have the upper hand in the current market, especially as we approach the "best time to buy", but that power depends on where you live and how much you're willing to pay for a home.

Price reductions are more common at the lower end of the market, while higher-priced sellers are more likely to hold firm. That helps explain why median prices nationally and in many metropolitan areas look steady even as buyers at more affordable price points are seeing more room to negotiate.

Buyers had more homes to choose from in September: Active listings are up 17% over last year. Nationwide, homes for sale topped 1 million for the fifth consecutive month. Homes spent longer on the market for the 18th straight month, with the typical home taking 62 days to sell.

The national median list price remained steady at \$425,000, but dropped 3.6% in the West. The number of actively listed homes is up 17% compared to the same time last year, marking the 23rd consecutive month of year-on-year inventory gains.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

		LATEST	CURRENT	PREV
GDP	QoQ	Q2-25 Final	3.8%	-0.5%
GDP - YTD	Annl	Q2-25 Final	1.7%	-0.5%
Consumer Spending	QoQ	Q2-25 Final	2.5%	0.5%
Consumer Spending YTD	Annl	Q2-25 Final	1.5%	0.5%
Unemployment Rate	Mo	August	4.3%	4.2%
Underemployment Rate	Mo	August	8.1%	7.9%
Participation Rate	Mo	August	62.3%	62.2%
Wholesale Inflation	YoY	August	2.6%	3.1%
Consumer Inflation	YoY	August	2.9%	2.7%
Core Inflation	YoY	August	3.1%	3.1%
Consumer Credit	Annual	August	0.1%	4.3%
Retail Sales	YoY	August	3.8%	3.8%
Vehicle Sales	Annl (Mil)	August	16.8	16.9
Home Sales	Annl (Mil)	August	4.652	4.637
Home Prices (Natl Avg)	YoY	July	1.7%	1.9%

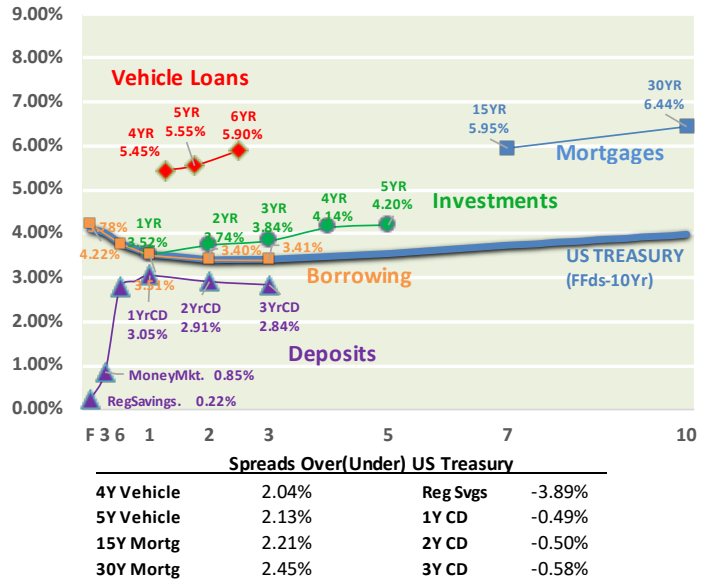
Key Consumer Market Data-

	THIS WK	YR END	PCT CHANGES	
	10/16/25	12/31/24	YTD	12Mos
DJIA	45,952	42,544	8.0%	6.3%
S&P 500	6,629	5,881	12.7%	12.9%
NASDAQ	22,562	19,310	16.8%	21.8%
Crude Oil	57.46	71.72	-19.9%	-17.2%
Avg Gasoline	3.06	3.13	-2.1%	-3.5%
Gold	4,303	2,641	62.9%	56.8%



AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

	THIS WK	CHG IN MKT SINCE		RATE SENSITIVITY	
	10/16/25	YTD	2024 High	Bmk Decline	RS
Classic CC	13.02%	-0.15%	-0.35%	-1.25%	28%
Platinum CC	12.46%	-0.21%	-0.56%	-1.25%	45%
48mo Veh	5.45%	-0.43%	-0.76%	0.01%	-7600%
60mo Veh	5.55%	-0.44%	-0.78%	-0.06%	1300%
72mo Veh	5.90%	-0.36%	-0.70%	0.01%	-4667%
HE LOC	7.41%	-0.44%	-1.04%	-1.25%	83%
10yr HE	7.17%	-0.23%	-0.37%	-1.25%	30%
15yr FRM	5.95%	-0.46%	-0.81%	-1.26%	64%
30yr FRM	6.44%	-0.44%	-1.32%	-0.99%	133%
Sh Drafts	0.22%	0.09%	0.10%	-1.22%	-8%
Reg Svgs	0.22%	0.03%	0.03%	-1.22%	-2%
MMkt-10k	0.85%	-0.02%	-0.06%	-1.22%	5%
MMkt-50k	1.15%	-0.02%	-0.08%	-1.22%	7%
6mo CD	2.79%	-0.11%	-0.24%	-0.89%	27%
1yr CD	3.05%	-0.12%	-0.35%	-0.55%	64%
2yr CD	2.91%	-0.02%	-0.15%	0.01%	-1500%
3yr CD	2.84%	0.00%	-0.08%	-0.04%	200%



STRATEGICALLY SPEAKING

The average rate on a 30-year U.S. mortgage ticked up for the second straight week, but they're still at their lowest in months. The average long-term mortgage rate rose this week to 6.44% from 6.34% last week, mortgage buyer Freddie Mac said Thursday (Oct. 2). A year ago, the rate averaged 6.12%.

Buyers had more homes to choose from in September: Active listings are up 17% over last year. Nationwide, homes for sale topped 1 million for the fifth consecutive month.

The United States is short between 3.2 million and 5.5 million homes, Freddie Mac puts the gap at roughly 3.8 million units, while the National Low Income Housing Coalition reports a shortage of more than 7 million affordable and accessible units. This gap between supply and demand is the very reason for rising home prices.

Studies from the National Association of Home Builders show that federal, state and local regulations account for nearly 24% of the price of a new single-family home and more than 40% of the cost of new multifamily housing.

In each study, there's no question that housing costs are crushing families.

Additional information and other market-related reports can be viewed at www.Meridian-ally.com

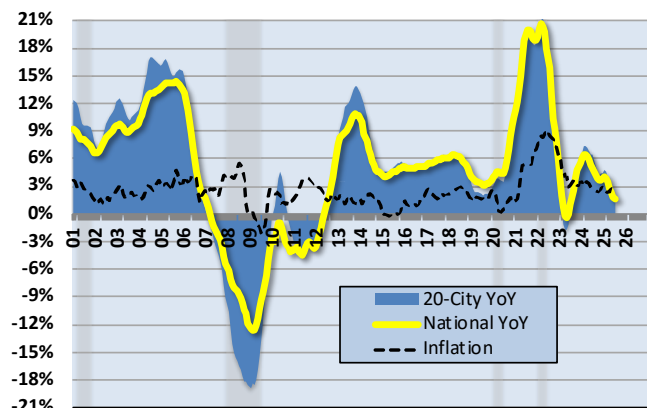
ECONOMIC RELEASES

RELEASES THIS WEEK:		Latest	Projected	Previous
Wed Oct15	FRB Beige Book	Adj outlook for rates , increase inflation		

RELEASES FOR UPCOMING WEEK:		Projected	Previous
Mon Oct20	Leading Indicators (Sep)	-0.3%	-0.5%
Thu Oct23	Existing Home Sales (Sep, YoY)	3.9M	4.0M
Fri Oct24	Consumer Inflation (Sep, YoY)	3.0%	2.9%
Fri - Oct24	New Home Sales	690k	800k

S&P CL CS HOME PRICE INDEX

NATL & 20-CITY METRO SURVEY AREAS, Year-over-Year





THE ECONOMY AND STRATEGIC ASSESSMENT

CURRENT PROFILE

Growth Outlook

Slower pace nationally with pockets of stronger demand and spending

Inflation

More members living paycheck -to-paycheck. This dilutes purchasing power and discretionary spending

Household Wealth

Boosted by improvement in capital market, home values and stable wage growth

IMPACT ON OUTLOOK

Growth

Local demand should be sufficient to satisfy pending loan and deposit growth

Inflation and Household Wealth

Expect pace of inflation to range between 2.3% to 2.9% .. Pace of home prices should slow ... Expect pockets of course correction in credit markets

Credit Risk and Liquidity

Two biggest concerns mounting delinquency & cash flow mismatch. Delinquency doubling for 3rd straight month.

IMPACT ON DEMAND

Growth and Liquidity

Volatility in core deposits remains thus creating unable share growth and potential mismatch between loan/share growth capacity

Credit Demand

Slight fluctuation between A- and C-quality loan applications. Pressure to compromise U/W should be avoided

Share Growth

Volatile core deposits and organic growth will determine permissible loan growth

ENTERPRISE RISK EXPOSURE AND STRATEGIC ASSESSMENT

ASSET & NET WORTH

Growth & Capitalization

Efforts should focus on net worth with growth tied to retaining a well-capitalized net worth (>7%)

Balance Sheet Allocation

Must have limited complexity but capable to adjust due to economic, risk pressure and reallocation

Liquidity

Monitor mismatch between loan and share growth .. Core deposit volatility continues in market ... Loan growth is dependent on share growth

RISK EXPOSURES

Enterprise Risk

To garner best balance between financial and member service, the focus must take into account all risk exposures

Interest Rate Risk

Retain risk-to-ST earnings no greater than -10% to -12% given +/-100bp shift and risk-to-LT earnings no greater than -30% given +/-300bp shift

Liquidity Risk

Retail surplus-to-assets no less than 9%; ST Funding no less than 12%

CREDIT MITIGATION

Credit Risk Exposure

High priority in 2025 ... 87% of new origination must be B+-quality or better ...

Allocation and Average Life

Prime quality must be no less than 92% of portfolio .. Average life must range between 2.7 and 3.1 years

Recommend risk classifications of A+ (730+), A (680-729), B (640-679), C (620-639)

Loss exposure of Sub-prime may not dilute net worth below 7%

INTEREST RATES, PRICING SPREADS AND STRATEGIC ASSESSMENT

MARKET RATES

Benchmarks

Downward pressure on most treasury benchmarks with greater volatility on the long-end of the curve

Market Rates

Consumer rates will not experience as great a downward pressure as benchmarks... potential to 25 to 30 bp decline in vehicle loan rates

Greater volatility in mortgage rates with range between 6% to 7%

No change in core deposit rates but lower term CD rates

PRICING SPREADS

Effect on Pricing Spreads

Any downward shift in asset rates will be slower than benchmarks therefore relative value of credit -risk asset should increase.

No exposure in core deposit rates will see increase in relative value of core shares ... Improved liquidity profile and downward pressure on term rates should narrow funding spreads and potentially minimize the impact and need of promotional term CDs.

Largest impact from downward pressure comes from overnight cash

ALLOCATION & RETURN

Risk Allocation Metrics

Surplus-to-Assets: >9%
ST Funds-to-Assets: >12%

Vehicle-to-Loans: >60%<75%
RE Loans-to-Loans: >25%<50%
RE Loans-to-Net Worth: <275%

Core-to-Shares: >75%
Term-to-Shares: <20%

"Misery" Index: <0.80%

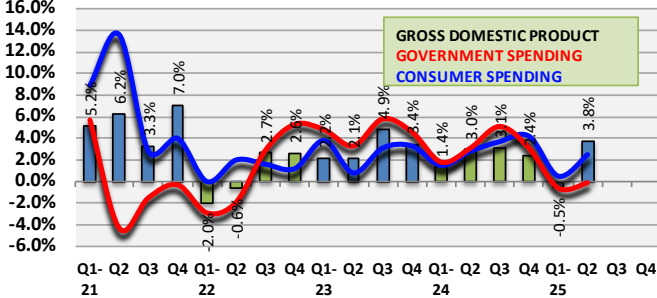
Outlook on Return

Marginal loan rates still higher than portfolio yields so even fewer originations might increase revenue



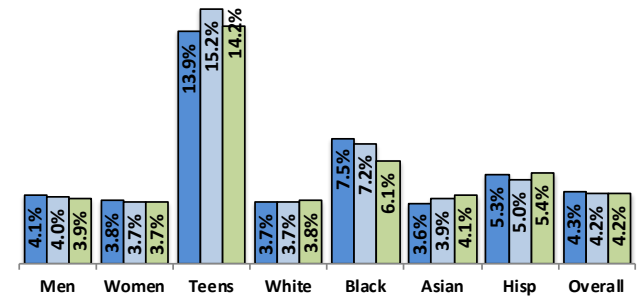
GROSS DOMESTIC PRODUCT

QUARTERLY CHANGE GDP COMPARED TO PERSONAL & GOVERNMENT SPENDING



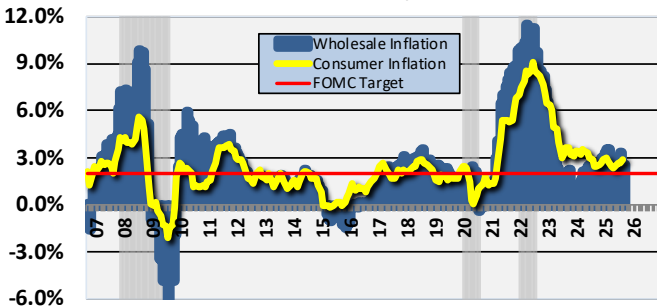
UNEMPLOYMENT BY DEMOGRAPHIC

CURRENT, LAST MONTH and ONE YEAR AGO



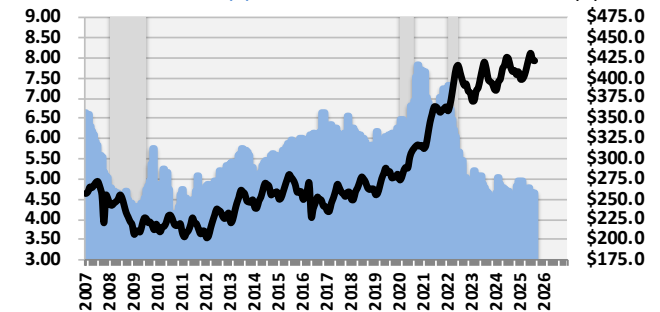
INFLATION PROFILE

WHOLESALE versus CONSUMER INFLATION, Monthly Year-over-Year



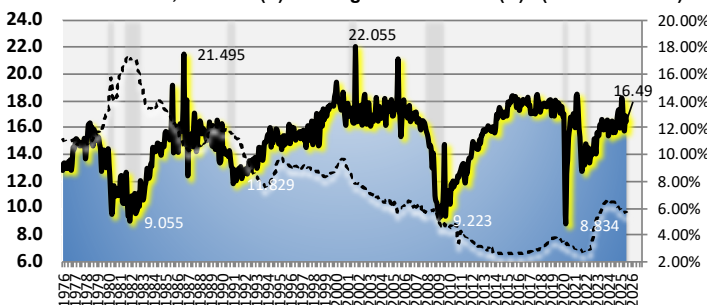
TOTAL HOME SALES

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



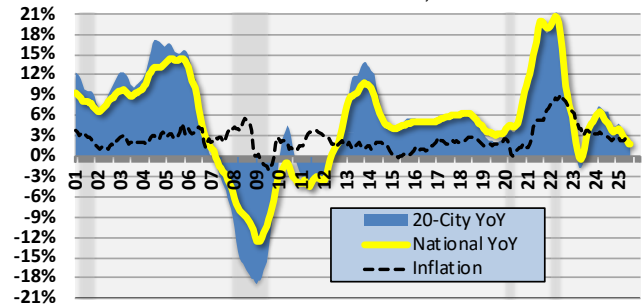
VEHICLE SALES

Annualized Sales, Millions (L) and Avg 5Yr Loan Rate (R) - (4Yr 1976 - 2004)



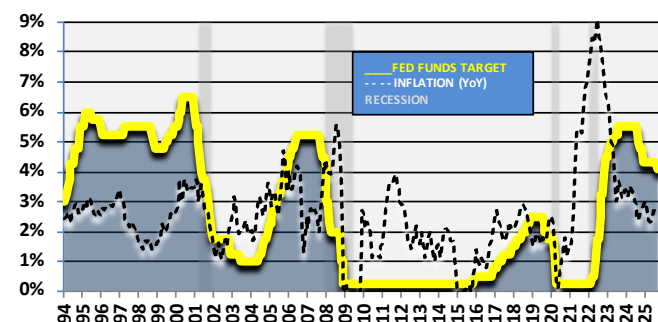
S&P CL CASE-SHILLER HOME PRICE INDEX

NATL & 20-CITY METROPOLITAN SURVEY AREAS, Year-over-Year



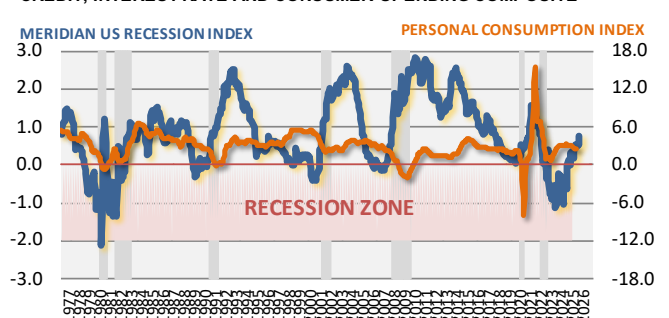
US FEDERAL FUNDS RATE

HISTORICAL FEDERAL FUNDS RATE



MERIDIAN US RECESSION INDEX™

CREDIT, INTEREST RATE AND CONSUMER SPENDING COMPOSITE





ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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SEPTEMBER 22	23 Existing Home Sales	24	25 Jobless Claims 218k Cont'd Claims 1.93M GDP (Q2) Final 3.8%	26 Personal Income +0.4% Personal Expense -.6%	27
29	30 Home Prices +2.3%	OCTOBER 1	2 Jobless Claims Cont'd Claims	3 Unemployment Non-farm Payrolls Private Payrolls Participation Rate	4
6	7 Consumer Credit +\$360M	8 FOMC Minutes	9 Jobless Claims Cont'd Claims	10	11
13 COLUMBUS DAY HOLIDAY	14	15 FRB Beige Book	16 Jobless Claims Cont'd Claims Retail Sales	17	18
20 Leading Indicators	21	22	23 Jobless Claims Cont'd Claims Existing Home Sales	24 New Home Sales Consumer Inflation	25
27	28 Home Prices Consumer Confidence	29 FOMC Announcement	30 Jobless Claims Cont'd Claims GDP (Q3-1st)	31 Personal Income Personal Spending	November 1
3 Construction Spdg	4 Household Debt	5	6 Jobless Claims Cont'd Claims	7 Unemployment Non-farm Payrolls Private Payrolls Participation Rate	8
10	11 VETERAN'S DAY HOLIDAY	12	13 Jobless Claims Cont'd Claims Consumer Inflation	14 Wholesale Inflation Retail Sales	15
17	18	19 FOMC Minutes	20 Jobless Claims Cont'd Claims Leading Indicators	21	22

ECONOMIC FORECAST

August 2025
(Updated August 20, 2025)

	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%	3.1%	2.4%	-0.5%	3.3%	2.0%	1.4%	1.2%	1.4%	1.5%	1.8%
GDP - (YTD)	1.6%	2.3%	2.6%	2.5%	-0.5%	1.4%	1.6%	1.6%	1.2%	1.3%	1.4%	1.6%
Consumer Spding (YTD)	1.9%	2.8%	3.7%	4.0%	0.5%	1.6%	1.8%	1.3%	1.1%	1.0%	1.7%	2.3%
	1.9%	2.4%	2.8%	3.1%	0.5%	1.1%	1.3%	1.3%	1.1%	1.1%	1.3%	1.7%
Govt Spending (YTD)	1.8%	3.1%	5.1%	3.1%	-0.7%	-0.5%	-0.6%	-1.0%	0.0%	0.1%	0.0%	-0.1%
	1.8%	2.5%	3.3%	3.3%	-0.7%	-0.6%	-0.6%	-0.7%	0.0%	0.1%	0.0%	0.0%

Consumer Wealth-

Unemployment	3.8%	4.0%	4.2%	4.2%	4.1%	4.1%	4.3%	4.4%	4.5%	4.6%	4.5%	4.4%
Cons Inflation	3.2%	3.2%	2.6%	2.7%	2.7%	2.7%	3.0%	3.2%	3.2%	3.4%	3.0%	2.6%
Home Prices	6.3%	6.3%	5.0%	4.0%	3.5%	2.4%	2.3%	2.3%	2.0%	2.0%	1.8%	1.7%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Home Sales (Mils)-

Home Sales	4.863	4.740	4.605	4.842	4.781	4.642	4.855	5.019	5.114	5.155	5.211	5.269
Existing Homes	4.200	4.047	3.893	4.163	4.127	3.990	4.160	4.300	4.365	4.397	4.450	4.500
New Homes	0.663	0.693	0.712	0.679	0.654	0.652	0.695	0.719	0.749	0.758	0.761	0.769

Mortgage Originations (Mils)

Single Family	1.076	1.203	1.343	1.427	1.068	1.533	1.512	1.486	1.515	1.619	1.608	1.498
Purchase App	0.773	0.880	0.924	0.780	0.690	0.924	0.950	0.895	0.855	0.957	0.977	0.863
Refi Apps	0.303	0.323	0.419	0.647	0.378	0.609	0.562	0.591	0.660	0.662	0.631	0.635
Refi Share	28%	27%	31%	45%	35%	40%	37%	40%	44%	41%	39%	42%

Vehicle Sales (Mils)-

Vehicle Sales	15.6	16.0	16.3	17.0	18.0	15.8	15.7	15.6	15.8	16.2	16.5	16.8
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MARKET RATE OUTLOOK

Benchmark Rates-

Prime	8.5%	8.5%	8.0%	7.3%	7.3%	7.3%	7.0%	7.0%	6.8%	6.8%	6.8%	6.8%
Fed Funds	5.4%	5.4%	4.9%	4.3%	4.3%	4.3%	4.0%	4.0%	3.9%	3.9%	3.9%	3.9%
3yr UST	4.6%	4.1%	4.0%	4.2%	3.9%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%
7yr UST	4.4%	3.8%	4.2%	4.2%	4.2%	4.0%	3.9%	3.9%	3.8%	3.8%	3.8%	3.8%
10yr UST	4.2%	4.4%	3.9%	4.3%	4.5%	4.4%	4.4%	4.3%	4.3%	4.3%	4.3%	4.3%

Market Rates-

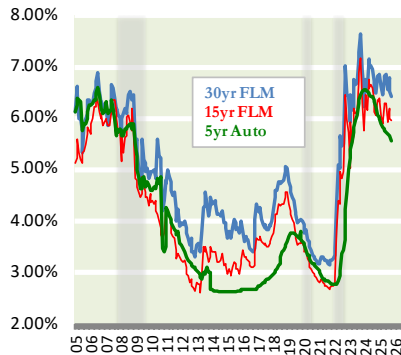
5yr Veh Loan	6.6%	6.5%	6.3%	6.3%	5.9%	5.7%	5.7%	5.6%	5.6%	5.6%	5.6%	5.6%
15yr 1st Mortg	6.5%	6.6%	5.8%	6.3%	5.9%	6.0%	6.0%	5.9%	5.9%	5.9%	5.8%	5.8%
30yr 1st Mortg	6.7%	7.0%	6.5%	6.6%	6.8%	6.8%	6.7%	6.6%	6.5%	6.5%	6.5%	6.5%
Regular Svgs	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
1Yr Term CD	3.4%	3.4%	3.3%	3.2%	3.1%	3.1%	3.0%	3.0%	3.0%	3.0%	2.9%	2.9%



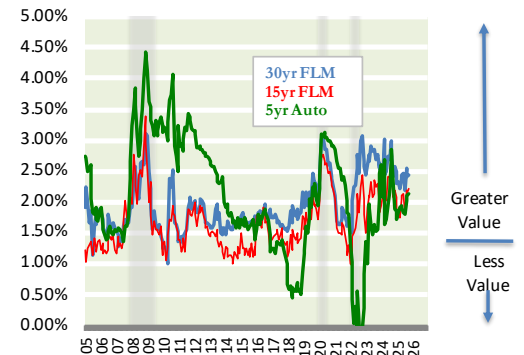
INDICATIVE PRICING SPREADS AND RELATIVE VALUE OF INVESTMENT OPTIONS

From: To:	30yr FLM 10Yr UST	15yr FLM 7Yr UST	5yr Vehicle 2Yr UST
Current	2.45%	2.21%	2.13%
Sep-25	2.41%	2.14%	2.10%
Aug-25	2.55%	2.19%	2.01%
Jul-25	2.18%	1.80%	1.79%
Jun-25	2.47%	2.13%	1.83%
May-25	2.44%	2.10%	1.91%
Apr-25	2.37%	2.06%	1.95%
Mar-25	2.23%	1.76%	1.91%
Feb-25	2.32%	1.87%	1.84%
Jan-25	2.29%	1.89%	1.71%
Dec-24	2.48%	2.09%	1.87%
Nov-24	2.58%	2.20%	1.88%
Oct-24	2.40%	2.08%	2.34%

AVG "A"-PAPER MARKET RATES

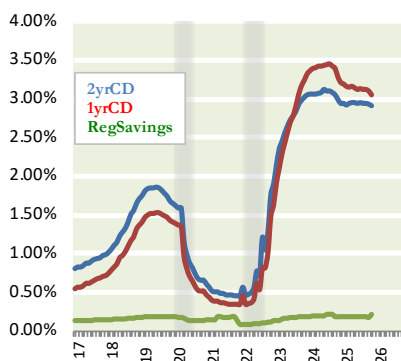


"A"-PAPER PRICING SPREADS

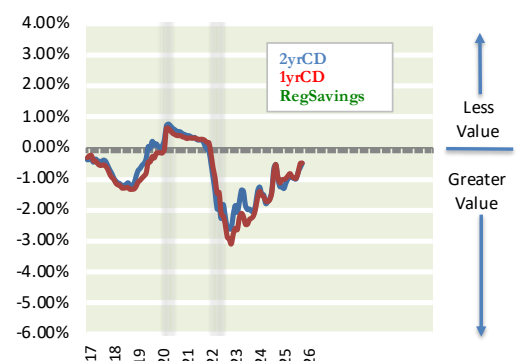


From: To:	RegSvgs FFds	1yr CD 1Yr UST	2yr CD 2Yr UST
Current	-3.89%	-0.49%	-0.50%
Sep-25	-3.90%	-0.51%	-0.64%
Aug-25	-4.14%	-0.80%	-0.78%
Jul-25	-4.14%	-0.98%	-1.00%
Jun-25	-4.14%	-0.97%	-0.99%
May-25	-4.14%	-0.93%	-0.96%
Apr-25	-4.14%	-0.83%	-0.89%
Mar-25	-4.14%	-0.90%	-1.00%
Feb-25	-4.14%	-0.98%	-1.13%
Jan-25	-4.14%	-1.02%	-1.31%
Dec-24	-4.39%	-1.03%	-1.24%
Nov-24	-4.39%	-1.13%	-1.25%
Oct-24	-4.64%	-0.94%	-0.99%

AVG DEPOSIT MARKET RATES



AVG DEPOSIT PRICING SPREADS



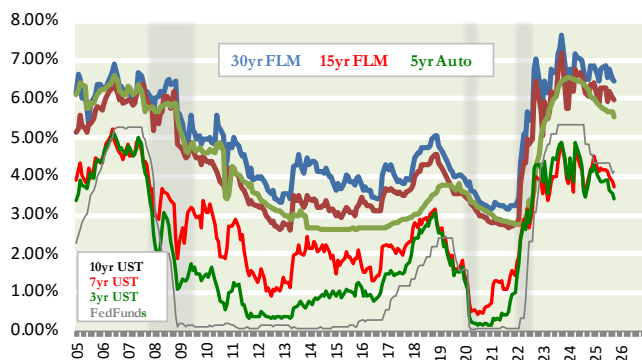
INDICATIVE INTEREST SPREADS AND MATCHED FUNDING MATRICES

		Cash	1yr Agy	2yr Agy	3yr Agy	4yr Agy	5yr Agy	5yr New Veh	5yr Used Veh	15yr Mortgage	30yr Mortgage
		4.11%	3.52%	3.74%	3.84%	4.14%	4.20%	5.55%	5.70%	5.95%	6.44%
Share Draft	0.22%	3.89%	3.30%	3.52%	3.62%	3.92%	3.98%	5.33%	5.48%	5.73%	6.22%
Regular Savings	0.22%	3.89%	3.30%	3.52%	3.62%	3.92%	3.98%	5.33%	5.48%	5.73%	6.22%
Money Market	0.85%	3.26%	2.67%	2.89%	2.99%	3.29%	3.35%	4.70%	4.85%	5.10%	5.59%
FHLB Overnight	4.10%	0.01%	-0.58%	-0.36%	-0.26%	0.04%	0.10%	1.45%	1.60%	1.85%	2.34%
Catalyst Settlement	5.25%	-1.14%	-1.73%	-1.51%	-1.41%	-1.11%	-1.05%	0.30%	0.45%	0.70%	1.19%
6mo Term CD	2.79%	1.32%	0.73%	0.95%	1.05%	1.35%	1.41%	2.76%	2.91%	3.16%	3.65%
6mo FHLB Term	3.79%	0.32%	-0.27%	-0.05%	0.05%	0.35%	0.41%	1.76%	1.91%	2.16%	2.65%
6mo Catalyst Term	4.33%	-0.22%	-0.81%	-0.59%	-0.49%	-0.19%	-0.13%	1.22%	1.37%	1.62%	2.11%
1yr Term CD	3.05%	1.06%	0.47%	0.69%	0.79%	1.09%	1.15%	2.50%	2.65%	2.90%	3.39%
1yr FHLB Term	3.61%	0.50%	-0.09%	0.13%	0.23%	0.53%	0.59%	1.94%	2.09%	2.34%	2.83%
2yr Term CD	2.91%	1.20%	0.61%	0.83%	0.93%	1.23%	1.29%	2.64%	2.79%	3.04%	3.53%
2yr FHLB Term	3.50%	0.61%	0.02%	0.24%	0.34%	0.64%	0.70%	2.05%	2.20%	2.45%	2.94%
3yr Term CD	2.84%	1.27%	0.68%	0.90%	1.00%	1.30%	1.36%	2.71%	2.86%	3.11%	3.60%
3yr FHLB Term	3.53%	0.58%	-0.01%	0.21%	0.31%	0.61%	0.67%	2.02%	2.17%	2.42%	2.91%
7yr FHLB Term	3.95%	0.16%	-0.43%	-0.21%	-0.11%	0.19%	0.25%	1.60%	1.75%	2.00%	2.49%
10yr FHLB Term	4.29%	-0.18%	-0.77%	-0.55%	-0.45%	-0.15%	-0.09%	1.26%	1.41%	1.66%	2.15%

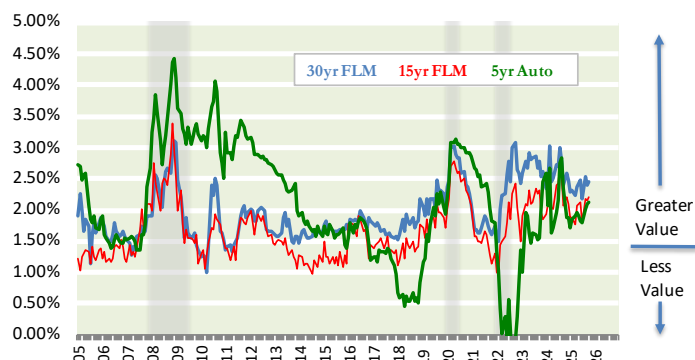
STRATEGIC ASSESSMENT OF INVESTMENT AND FUNDING OPTIONS, RELATIVE VALUE AND PRICING SPREADS

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	4.11%	-	-	-	-	-	-	-	-	-	-
1yr Agy	3.52%	1 year	4 years	7.17%	6.56%	6.06%	6.25%	5.24%	4.35%	5.46%	4.00%
2yr Agy Callable	3.74%	2 years	3 years	8.24%	7.42%	6.76%	7.01%	5.88%	4.54%	6.95%	4.04%
3yr Agy Callable	3.84%	3 years	2 years	10.34%	9.12%	8.12%	8.49%	7.72%	5.04%	-	-
3yr Agy MBS	4.81%	3 years	2 years	8.89%	7.66%	6.66%	7.04%	4.81%	2.13%	-	-
4yr Agy Callable	4.14%	4 years	1 year	15.64%	13.19%	11.19%	11.94%	-	-	-	-
4yr Agy MBS	4.81%	4 years	1 year	12.96%	10.51%	8.51%	9.26%	-	-	-	-
5yr Agy Callable	4.20%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	5.55%	3 years	2 years	7.78%	6.55%	-	-	-	-	-	-
5yr Used Vehicle	5.70%	3 years	2 years	7.55%	6.33%	-	-	-	-	-	-
15yr Mortgage	5.95%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.44%	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	0.22%	1 year	2 years	4.15%	5.01%	5.60%	6.58%
Regular Savings	0.22%	1 year	2 years	4.15%	5.01%	5.60%	6.58%
Money Market	0.85%	1 year	2 years	3.84%	4.69%	4.97%	5.95%
FHLB Overnight	4.22%	1 year	2 years	2.15%	3.01%	1.60%	2.58%
Catalyst Settlement	5.25%	1 year	2 years	1.64%	2.49%	0.29%	1.55%
6mo Term CD	2.79%	6 mos	2.5 yrs	2.85%	3.53%	2.95%	3.60%
6mo FHLB Term	3.78%	6 mos	2.5 yrs	2.65%	3.34%	2.62%	3.27%
6mo Catalyst Term	4.34%	6 mos	2.5 yrs	2.54%	3.22%	2.43%	3.09%
1yr Term CD	3.05%	1 year	2 years	2.74%	3.59%	2.77%	3.75%
1yr FHLB Term	3.51%	1 year	2 years	2.51%	3.36%	2.31%	3.29%
2yr Term CD	2.91%	2 years	1 year	2.70%	4.41%	-	-
2yr FHLB Term	3.40%	2 years	1 year	1.72%	3.43%	-	-
3yr Term CD	2.84%	3 years	-	-	-	-	-
3yr FHLB Term	3.41%	3 years	-	-	-	-	-
7yr FHLB Term	3.83%	-	-	-	-	-	-
10yr FHLB Term	4.13%	-	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections

17 October 2025

INDICATIVE PRICING AND RATE SHOCKS OF LOANS AND DEPOSITS

	PORT WAC	MARKET RATE	CPR	WAM	WAL*	MARKET PRICE	PRICE SHIFTS		RATE SHOCKS	
							-300	+300	-300	+300
30-Year FLM Mon	7.00%	6.44%	8%	285	8.0	103.12	110.45	86.28	7.1%	-16.3%
	6.44%	6.44%	8%	280	7.9	100.00	109.81	84.20	9.8%	-15.8%
	6.00%	6.44%	8%	275	7.7	97.62	109.00	83.74	11.7%	-14.2%
	5.00%	6.44%	8%	265	7.4	92.43	106.68	84.70	15.4%	-8.4%
	4.00%	6.44%	6%	224	7.3	87.12	103.07	84.97	18.3%	-2.5%
	3.00%	6.44%	5%	210	7.1	81.97	97.36	85.07	18.8%	3.8%
15-Year FLM Mon	7.00%	5.95%	8%	166	5.5	104.61	110.75	91.39	5.9%	-12.6%
	6.00%	5.95%	8%	150	5.0	100.20	109.09	89.06	8.9%	-11.1%
	5.95%	5.95%	8%	160	5.3	100.00	108.58	87.67	8.6%	-12.3%
	5.00%	5.95%	8%	131	4.5	96.49	106.47	89.03	10.3%	-7.7%
	4.00%	5.95%	6%	120	4.4	92.87	103.94	88.49	11.9%	-4.7%
	3.00%	5.95%	5%	113	4.2	89.50	100.19	88.11	11.9%	-1.6%
Vehicle Loans	7.00%	5.80%	15%	40	1.5	101.65	106.20	98.10	4.5%	-3.5%
	6.00%	5.80%	15%	40	1.5	100.27	104.52	96.25	4.2%	-4.0%
	5.55%	5.80%	15%	41	1.5	100.00	104.33	95.94	4.3%	-4.1%
	5.00%	5.80%	12%	40	1.5	98.87	102.95	94.09	4.1%	-4.8%
	4.00%	5.80%	10%	43	1.6	97.25	101.41	91.55	4.3%	-5.9%
	3.00%	5.80%	8%	45	1.7	95.48	99.63	88.96	4.3%	-6.8%

*Based on WAM and Estimated CPR

	PORT WAC	MARKET RATE**	WAM	WAL***	MARKET PRICE	PRICE SHIFTS		RATE SHOCKS	
						-300	+300	-300	+300
Regular Savings	1.50%	0.22%	0.08	3.5	104.46	100.45	106.57	-3.8%	2.0%
	1.00%	0.22%	0.08	3.5	102.72	99.76	103.95	-2.9%	1.2%
	0.50%	0.22%	0.08	3.5	100.98	99.93	103.42	-1.0%	2.4%
	0.25%	0.22%	0.08	3.5	100.10	99.93	101.33	-0.2%	1.2%
	0.22%	0.22%	0.08	3.5	100.00	99.93	101.33	-0.1%	1.3%
	0.10%	0.22%	0.08	3.5	99.58	99.76	100.45	0.2%	0.9%
	0.05%	0.22%	0.08	3.5	99.41	99.76	99.93	0.4%	0.5%
Money Market	2.00%	0.85%	0.08	1.5	101.71	103.19	98.32	1.5%	-3.3%
	1.50%	0.85%	0.08	1.5	100.97	102.44	97.38	1.5%	-3.6%
	1.00%	0.85%	0.08	1.5	100.22	101.69	96.76	1.5%	-3.5%
	0.85%	0.85%	0.08	1.5	100.00	101.69	94.33	1.7%	-5.7%
	0.50%	0.85%	0.08	1.5	99.48	99.99	97.26	0.5%	-2.2%
	0.25%	0.85%	0.08	1.5	99.11	99.99	96.45	0.9%	-2.7%
	0.10%	0.85%	0.08	1.5	98.88	99.90	96.13	1.0%	-2.8%
Term Certificates	4.00%	3.05%	1.0	1.0	100.93	103.95	98.02	3.0%	-2.9%
	3.50%	3.05%	1.0	1.0	100.44	103.45	97.53	3.0%	-2.9%
	3.05%	3.05%	1.0	1.0	100.00	103.00	95.21	3.0%	-4.8%
	3.00%	3.05%	1.0	1.0	99.95	102.95	97.05	3.0%	-2.9%
	2.50%	3.05%	1.0	1.0	99.46	102.45	96.56	3.0%	-2.9%
	2.00%	3.05%	1.0	1.0	98.97	101.95	96.08	3.0%	-2.9%
	1.50%	3.05%	1.0	1.0	98.48	101.45	95.60	3.0%	-2.9%
	1.00%	3.05%	1.0	1.0	97.98	100.95	95.11	3.0%	-2.9%

**Swap rate for comparable duration of Regular Savings and Money Market

***Estimated life based on historical assessment of transaction accounts



Q2-2025	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
DEMOGRAPHICS											
Number of Credit Unions	254	576	1,178	581	1,042	739	4,370	830	2,008	2,589	3,631
Average Assets (\$Mil)	\$0.896	\$5.6	\$26.6	\$72.9	\$229.5	\$2,791.3	\$544.4	\$4.2	\$17.3	\$29.8	\$87.1
Pct of Credit Unions	6%	13%	27%	13%	24%	17%	100%	19%	46%	59%	83%
Pct of Industry Assets	0.0%	0.1%	1%	2%	10%	87%	100%	0%	1%	3%	13%
GROWTH RATES (YTD)											
Total Assets	-1.9%	-7.3%	-3.2%	-6.4%	0.5%	7.3%	6.2%	-7.0%	-3.6%	-5.1%	-0.9%
Total Loans	-13.9%	-11.8%	-6.6%	-11.4%	-2.8%	5.6%	4.4%	-12.0%	-7.2%	-9.6%	-4.2%
- Direct Loans	-13.9%	-12.0%	-6.2%	-10.6%	-1.8%	6.2%	5.0%	-12.0%	-6.8%	-8.9%	-3.5%
- Indirect Loans	-	201.1%	-17.5%	-19.8%	-8.1%	2.3%	1.2%	33.3%	-17.2%	-19.2%	-9.3%
- Real Estate Loans	-53%	-13.1%	-3.4%	-10.8%	0.9%	8.3%	7.4%	-10.7%	-3.6%	-8.4%	-0.6%
Total Shares	-2.9%	-5.8%	-2.1%	-5.9%	0.4%	6.4%	5.4%	-5.6%	-2.5%	-4.4%	-0.8%
- Checking & Savings	-5.1%	-7.7%	-2.5%	-7.2%	0.6%	-100.1%	6.4%	-7.4%	-3.0%	-5.3%	-1.1%
- Term CDs	30.0%	-0.6%	0.1%	-1.2%	1.9%	6.2%	5.7%	-0.4%	0.1%	-0.7%	1.4%
Net Worth	0.8%	-9.0%	0.4%	-4.0%	2.4%	7.6%	6.5%	-8.3%	-0.7%	-2.5%	1.1%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	21.6%	18.3%	14.1%	13.3%	11.8%	11.0%	11.2%	18.6%	14.5%	13.9%	12.3%
Cash & Inv-to-Total Assets	51.8%	46.0%	44.0%	39.4%	29.5%	22.0%	23.3%	46.3%	44.2%	41.6%	32.4%
Loans-to-Total Assets	44.6%	51.2%	50.8%	54.3%	63.4%	72.2%	70.7%	50.7%	50.8%	52.8%	60.8%
Vehicle-to-Total Loans	61.8%	67.1%	52.1%	43.9%	35.9%	27.5%	28.8%	66.8%	53.5%	48.1%	38.5%
REL-to-Total Loans	0.7%	6.7%	29.4%	40.1%	49.5%	57.5%	56.2%	6.3%	27.1%	34.4%	46.3%
REL-to-Net Worth	1.5%	18.5%	106.0%	163.3%	265.5%	376.0%	354.6%	17.2%	94.7%	130.9%	228.5%
Indirect-to-Total Loans	0.0%	0.2%	3.3%	8.6%	14.7%	16.3%	15.9%	0.2%	3.0%	6.2%	12.9%
Loans-to-Total Shares	58.0%	63.1%	59.5%	63.1%	72.9%	85.2%	83.1%	62.8%	59.9%	61.6%	70.2%
Chkg & Svgs-to-Total Shares	91.3%	81.0%	72.4%	66.9%	57.8%	21.9%	47.7%	81.7%	73.3%	69.7%	60.7%
Nonterm-to-Total Shares	91.3%	82.4%	77.9%	75.3%	69.9%	40.5%	65.2%	83.0%	78.4%	76.7%	71.5%
Term CDs-to-Total Shares	5.3%	13.7%	16.8%	18.6%	23.9%	29.5%	28.5%	13.2%	16.4%	17.6%	22.4%
Liquidity Ratio	28.2%	15.2%	10.6%	9.5%	9.0%	7.0%	7.1%	16.0%	11.1%	10.2%	9.3%
Short-term Funding Ratio	45.8%	34.1%	27.1%	22.5%	16.5%	11.4%	12.3%	27.8%	24.8%	18.6%	12.4%
Short-term Cash Flow Ratio	49.0%	37.9%	31.0%	26.7%	21.4%	16.9%	17.8%	38.6%	31.8%	29.0%	23.3%
Net Long-term Asset Ratio	3.2%	7.3%	19.7%	25.6%	31.7%	35.6%	34.8%	18.5%	22.4%	29.4%	34.7%
LOAN QUALITY											
Loan Delinquency Ratio	3.11%	1.74%	1.14%	0.92%	0.82%	0.91%	0.91%	1.20%	1.04%	0.87%	0.90%
Net Charge-off Ratio	0.90%	0.63%	0.42%	0.43%	0.47%	0.83%	0.79%	0.44%	0.43%	0.46%	0.79%
"Misery" Index	4.01%	2.37%	1.56%	1.35%	1.29%	1.74%	1.70%	1.64%	1.47%	1.33%	1.69%
Core Delinquency Rate	2.98%	1.49%	1.08%	0.87%	0.74%	0.83%	0.83%	1.57%	1.12%	0.97%	0.79%
Core Net Charge-off Rate	0.74%	0.43%	0.29%	0.31%	0.34%	0.61%	0.58%	0.44%	0.30%	0.31%	0.34%
Core "Misery" Index	3.72%	1.92%	1.36%	1.18%	1.08%	1.44%	1.41%	2.01%	1.42%	1.28%	1.12%
RE Loan Delinquency	0.64%	1.78%	0.99%	0.79%	0.66%	0.74%	0.74%	1.77%	1.01%	0.86%	0.69%
Vehicle Loan Delinquency	3.02%	1.44%	1.09%	0.90%	0.81%	0.79%	0.82%	1.52%	1.14%	1.02%	0.86%
Direct Loans	3.02%	1.45%	1.08%	0.86%	0.74%	0.53%	0.70%	1.53%	1.14%	1.01%	0.84%
Indirect Loans	0.00%	0.43%	1.25%	1.04%	0.89%	0.87%	0.87%	0.43%	1.24%	1.08%	0.91%
Loss Allow as % of Loans	2.86%	1.81%	0.97%	0.86%	0.87%	1.37%	1.31%	1.87%	1.06%	0.95%	0.88%
Current Loss Exposure	1.27%	0.72%	0.58%	0.53%	0.54%	0.59%	0.50%	0.76%	0.60%	0.56%	0.55%
Coverage Ratio (Adequacy)	2.2	2.5	1.7	1.6	1.6	2.3	2.6	2.5	1.8	1.7	1.6
EARNINGS											
Gross Asset Yield	4.90%	4.97%	4.65%	4.55%	4.81%	5.22%	5.16%	4.96%	4.68%	4.61%	4.76%
Cost of Funds	0.62%	0.87%	0.90%	0.99%	1.33%	1.93%	1.84%	0.86%	0.90%	0.94%	1.24%
Gross Interest Margin	4.28%	4.09%	3.75%	3.57%	3.48%	3.29%	3.32%	4.10%	3.79%	3.67%	3.53%
Provision Expense	0.17%	0.74%	0.24%	0.26%	0.33%	0.62%	0.58%	0.70%	0.29%	0.27%	0.32%
Net Interest Margin	4.10%	3.35%	3.51%	3.30%	3.15%	2.66%	2.74%	3.40%	3.50%	3.39%	3.21%
Non-Interest Income	0.31%	0.54%	0.78%	0.93%	1.13%	1.03%	1.03%	0.52%	0.75%	0.85%	1.06%
Non-Interest Expense	4.71%	4.12%	3.59%	3.54%	3.61%	3.01%	3.09%	4.15%	3.65%	3.59%	3.61%
Net Operating Expense	4.40%	3.58%	2.81%	2.60%	2.48%	1.99%	2.06%	3.63%	2.89%	2.73%	2.54%
Net Operating Return	-0.30%	-0.23%	0.70%	0.70%	0.67%	0.68%	0.68%	-0.23%	0.61%	0.66%	0.67%
Non-recurring Inc(Exp)	0.57%	0.11%	0.05%	0.03%	0.04%	0.04%	0.04%	0.14%	0.06%	0.05%	0.04%
Net Income	0.27%	-0.12%	0.75%	0.73%	0.71%	0.72%	0.72%	-0.09%	0.67%	0.70%	0.71%
Return on Net Worth	-1.4%	-1.2%	5.0%	5.3%	5.7%	6.2%	6.0%	-1.2%	4.2%	4.8%	5.4%



Q2-2025	<\$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
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PORTFOLIO ANALYTICS

Cash and Investments

Cash & CE as Pct of Assets	28%	15%	11%	9%	9%	7%	7%	16%	11%	10%	9%
Investments as Pct of Asset	26%	32%	34%	31%	21%	16%	17%	32%	34%	32%	24%
Short-term Funding Ratio	45.8%	34.1%	27.1%	22.5%	16.5%	11.4%	12.3%	27.8%	24.8%	18.6%	12.4%
Avg Cash & Investment Rat	2.79%	3.16%	3.29%	3.20%	3.33%	3.70%	3.64%	3.13%	3.28%	3.23%	3.30%

Loan Portfolio

Total Loan Growth-Annl	-13.9%	-11.8%	-6.6%	-11.4%	-2.8%	5.6%	4.4%	-12.0%	-7.2%	-9.6%	-4.2%
Consumer Loan Growth-An	-13.6%	-11.7%	-7.9%	-11.8%	-6.2%	2.0%	0.7%	-12.0%	-8.5%	-10.2%	-7.2%
Mortgage Loan Growth-An	-53.5%	-13.1%	-3.4%	-10.8%	0.9%	8.3%	7.4%	-10.7%	-3.6%	-8.4%	-0.6%
Avg Loan Balance	\$6,811	\$9,299	\$4,161	\$6,780	\$11,601	\$21,742	\$19,909	\$9,154	\$4,670	\$5,875	\$10,356
Avg Loan Rate	7.41%	6.74%	6.20%	5.96%	5.96%	6.03%	6.03%	6.78%	6.26%	6.09%	5.98%
Avg Loan Yield, net	7.03%	5.31%	5.73%	5.47%	5.44%	5.17%	5.21%	5.41%	5.70%	5.57%	5.47%

Credit Mitigation-

Delinquency Rates-

Credit Cards	0.00%	3.04%	1.78%	1.43%	1.20%	1.98%	1.93%	2.99%	1.83%	1.59%	1.28%
New Vehicle Loans	2.07%	0.84%	0.62%	0.53%	0.41%	0.50%	0.51%	0.91%	0.66%	0.59%	0.46%
Used Vehicle Loans	3.57%	1.83%	1.35%	1.08%	0.97%	0.95%	0.98%	0.08%	0.12%	0.15%	0.23%
Total Vehicle Loans	3.02%	1.44%	1.09%	0.90%	0.81%	0.79%	0.82%	1.52%	1.14%	1.02%	0.86%
Real Estate Loans	0.64%	1.78%	0.99%	0.79%	0.66%	0.74%	0.74%	1.77%	1.01%	0.86%	0.69%
Total Loan Delinquency	3.11%	1.74%	1.14%	0.92%	0.82%	0.91%	0.91%	1.20%	1.04%	0.87%	0.90%

Net Charge-off Rates-

Credit Cards	-1.32%	2.05%	1.56%	1.95%	2.28%	5.38%	5.17%	1.99%	1.58%	1.80%	2.18%
New Vehicle Loans	0.24%	0.07%	0.13%	0.17%	0.26%	0.50%	0.46%	0.90%	0.66%	0.60%	0.46%
Used Vehicle Loans	1.06%	0.66%	0.54%	0.62%	0.81%	1.18%	1.11%	1.93%	1.42%	1.24%	1.04%
Total Vehicle Loans	0.76%	0.43%	0.39%	0.48%	0.65%	0.94%	0.89%	0.45%	0.40%	0.44%	0.59%
Non-Comm RE Loans	0.00%	0.16%	0.00%	0.01%	0.01%	0.01%	0.01%	0.16%	0.00%	0.01%	0.01%
Total Net Charge-offs	0.90%	0.63%	0.42%	0.43%	0.47%	0.83%	0.79%	0.44%	0.43%	0.46%	0.79%

"Misery" Indices-

Credit Cards	-1.32%	5.09%	3.34%	3.38%	3.48%	7.36%	7.10%	4.99%	3.41%	3.39%	3.46%
New Vehicle Loans	2.31%	0.91%	0.75%	0.70%	0.67%	1.00%	0.97%	1.81%	1.31%	1.19%	0.92%
Used Vehicle Loans	4.63%	2.49%	1.89%	1.70%	1.78%	2.13%	2.09%	2.01%	1.54%	1.39%	1.27%
Total Vehicle Loans	3.78%	1.87%	1.48%	1.38%	1.46%	1.73%	1.71%	1.97%	1.54%	1.46%	1.46%
Non-Comm RE Loans	0.64%	1.94%	0.99%	0.80%	0.67%	0.75%	0.75%	1.93%	1.01%	0.87%	0.70%
Total "Misery" Index	4.01%	2.37%	1.56%	1.35%	1.29%	1.74%	1.70%	1.64%	1.47%	1.33%	1.69%

Fundng Portfolio

Share Growth YTD-Annl	-3.7%	-7.1%	-2.5%	-6.9%	0.5%	7.6%	6.4%	-6.9%	-2.9%	-5.1%	-0.9%
Chkg & Savings YTD-Annl	-5.1%	-7.7%	-2.5%	-7.2%	0.6%	-100.1%	6.4%	-7.4%	-3.0%	-5.3%	-1.1%
Term CDs Growth YTD	30.0%	-0.6%	0.1%	-1.2%	1.9%	6.2%	5.7%	-0.4%	0.1%	-0.7%	1.4%
Total Funding Growth YTD	-3.1%	-7.4%	-2.5%	-7.0%	-0.3%	6.6%	5.5%	-7.1%	-3.0%	-5.2%	-1.5%
Avg Share Balance per Mbr	\$2,528	\$5,234	\$9,222	\$10,959	\$12,860	\$14,469	\$14,063	\$4,906	\$8,513	\$9,712	\$11,928
Avg Share Balance	\$11,743	\$14,730	\$6,988	\$10,751	\$15,906	\$25,526	\$23,944	\$14,499	\$7,349	\$8,907	\$13,373
Avg Share Rate	0.80%	1.08%	1.06%	1.14%	1.53%	2.28%	2.16%	1.06%	1.06%	1.10%	1.43%
Core as Pct of Total Shares	91%	81%	72%	67%	58%	22%	48%	82%	73%	70%	61%
Term CDs as Pct of Shares	5%	14%	17%	19%	24%	30%	29%	13%	16%	18%	22%
Non-Member Deposit Ratio	2.5%	1.5%	1.0%	1.2%	1.2%	1.2%	1.2%	1.6%	1.0%	1.1%	1.2%
Borrowings/Total Funding	0.5%	0.2%	0.2%	0.3%	1.5%	4.7%	4.3%	0.2%	0.2%	0.3%	1.2%
Borrowings Growth YTD	250.0%	-88.9%	-25.9%	-44.2%	-40.0%	-11.9%	-13.1%	-74.5%	-33.1%	-40.9%	-40.0%
Avg Borrowings Rate	3.08%	2.86%	3.96%	4.38%	4.61%	5.23%	5.21%	2.88%	3.82%	4.21%	4.59%



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Q2-2025	<\$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	125%	120%	111%	109%	107%	111%	111%	120%	112%	110%	108%
Non-Int Inc-to-Total Revenue	6%	10%	14%	17%	19%	16%	17%	10%	14%	16%	18%
Net Op Cash Flow (YTD-\$Mil)	\$4	\$7	\$210	\$93	\$2,602	\$23,809	\$26,726	\$11	\$221	\$314	\$2,916
Average Loan Balance	\$6,811	\$9,299	\$4,161	\$6,780	\$11,601	\$21,742	\$19,909	\$9,154	\$4,670	\$5,875	\$10,356
Average Share Balance	\$2,409	\$4,108	\$5,352	\$6,193	\$6,698	\$7,076	\$6,980	\$3,934	\$5,175	\$5,692	\$6,425
Loan Yield (ROA)	3.41%	3.49%	3.18%	3.28%	3.81%	4.37%	4.28%	3.49%	3.21%	3.25%	3.67%
Investment Yield (ROA)	1.49%	1.48%	1.47%	1.27%	1.00%	0.85%	0.88%	1.48%	1.47%	1.36%	1.09%
Shares/Funding	99.5%	99.8%	99.8%	99.7%	98.5%	95.3%	95.7%	99.8%	99.8%	99.7%	98.8%
Net Operating Return per FTE											
Interest Income per FTE	\$58,182	\$114,807	\$202,581	\$216,539	\$232,152	\$368,864	\$341,261	\$108,068	\$185,334	\$201,100	\$223,900
Avg Interest Exp per FTE	\$7,377	\$20,211	\$39,191	\$46,843	\$64,199	\$136,458	\$121,551	\$18,683	\$35,449	\$41,206	\$58,089
Gross Interest Inc per FTE	\$50,805	\$94,596	\$163,389	\$169,696	\$167,953	\$232,406	\$219,710	\$89,385	\$149,885	\$159,894	\$165,811
Provisions per FTE	\$2,078	\$17,123	\$10,488	\$12,595	\$15,878	\$44,117	\$38,537	\$15,332	\$11,372	\$11,990	\$14,845
Net Interest Income per FTE	\$48,727	\$77,474	\$152,901	\$157,101	\$152,075	\$188,289	\$181,174	\$74,053	\$138,513	\$147,904	\$150,966
Non-Interest Income per FTE	\$3,740	\$12,421	\$33,947	\$44,413	\$54,584	\$72,463	\$68,190	\$11,388	\$29,831	\$37,198	\$49,964
Avg Operating Exp per FTE	\$56,000	\$95,158	\$156,351	\$168,237	\$174,377	\$212,737	\$204,559	\$90,498	\$144,334	\$156,411	\$169,603
Net Operating Exp per FTE	\$52,260	\$82,737	\$122,404	\$123,825	\$119,793	\$140,274	\$136,369	\$79,110	\$114,504	\$119,213	\$119,639
Avg Net Op Return per FTE	\$ (3,532)	-\$5,263	\$30,497	\$33,276	\$32,282	\$48,016	\$44,805	-\$5,057	\$24,009	\$28,691	\$31,327
Revenue/Operating Expense Assessment											
Revenue-											
Avg Revenue per FTE	\$61,922	\$127,228	\$236,528	\$260,951	\$286,736	\$441,327	\$409,451	\$119,456	\$215,165	\$238,298	\$273,864
- Total Revenue Ratio	5.21%	5.50%	5.43%	5.49%	5.94%	6.25%	6.19%	5.48%	5.44%	5.46%	5.83%
Operating Expenses-											
Avg Revenue per FTE	\$65,455	\$132,491	\$206,030	\$227,675	\$254,454	\$393,312	\$364,646	\$124,513	\$191,155	\$209,606	\$242,536
- Total Revenue Ratio	5.51%	5.73%	4.73%	4.79%	5.27%	5.57%	5.51%	5.72%	4.83%	4.81%	5.16%
Avg Comp & Benefits per FTE	\$25,974	\$48,561	\$72,587	\$79,103	\$86,784	\$113,322	\$107,602	\$45,873	\$67,712	\$73,467	\$83,245
- C & B Exp Ratio	2.19%	2.10%	1.67%	1.66%	1.80%	1.60%	1.63%	2.11%	1.71%	1.68%	1.77%
- Pct of Total Op Expense	46%	51%	46%	47%	50%	53%	53%	51%	47%	47%	49%
- FTE-to-Ops (Staff Eff)	1.86	0.78	0.36	0.30	0.26	0.16	0.17	0.84	0.40	0.34	0.27
- Full-time Equivalents	193	1,425	7,247	9,052	49,502	286,740	354,157	1,618	8,864	17,916	67,418
- Pct Part-time Employee	79%	52%	16%	9%	7%	4%	5%	56%	25%	17%	10%
Avg Occ & Ops Exp per FTE	\$17,662	\$26,386	\$42,227	\$43,971	\$43,473	\$50,269	\$48,894	\$25,348	\$39,147	\$41,584	\$42,971
- Occup & Ops Exp Ratio	1.49%	1.14%	0.97%	0.92%	0.90%	0.71%	0.74%	1.16%	0.99%	0.95%	0.91%
- Pct of Total Op Expense	32%	28%	27%	26%	25%	24%	24%	28%	27%	27%	25%
Avg All Other Exp per FTE	\$12,364	\$20,211	\$41,537	\$45,164	\$44,119	\$49,146	\$48,063	\$19,277	\$37,475	\$41,360	\$43,386
- All Other Expense Ratio	1.04%	0.87%	0.95%	0.95%	0.91%	0.70%	0.73%	0.88%	0.95%	0.95%	0.92%
- Pct of Total Op Expense	22%	21%	27%	27%	25%	23%	23%	21%	26%	26%	26%
Membership Outreach-											
Members-to-Potential	2.1%	5.0%	2.6%	2.0%	1.9%	3.1%	2.8%	4.3%	2.8%	2.4%	2.0%
Members-to-FTEs	358	351	400	368	327	421	406	352	391	379	341
Borrower-to-Members	21.5%	35.5%	132.0%	101.9%	80.9%	56.7%	61.9%	33.7%	109.2%	101.9%	80.9%
Branches											
Members per Branch											
Avg Accts per Member	1.0	1.1	1.5	1.5	1.6	1.7	1.7	1.1	1.4	1.5	1.5
Avg Loans per Member	0.2	0.4	1.3	1.0	0.8	0.6	0.6	0.3	1.2	1.1	0.9
Avg 1 Loan for every XX.X	4.6	2.8	0.8	1.0	1.2	1.8	1.7	3.0	0.9	0.9	1.1
Avg Savings per Member	1.1	1.3	1.7	1.8	1.9	2.0	2.0	1.2	1.6	1.7	1.9
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

Q2-2025	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
NET INFRASTRUCTURE COST:											
Fee Income	0.31%	0.54%	0.78%	0.93%	1.13%	1.03%	1.03%	0.52%	0.75%	0.85%	1.06%
Compensation & Benefits	2.19%	2.10%	1.67%	1.66%	1.80%	1.60%	1.63%	2.11%	1.71%	1.68%	1.77%
Travel & Conference	0.04%	0.02%	0.03%	0.04%	0.04%	0.02%	0.02%	0.03%	0.03%	0.03%	0.04%
Office Occupancy	0.26%	0.16%	0.20%	0.22%	0.23%	0.17%	0.18%	0.17%	0.20%	0.21%	0.22%
Office Operations	1.22%	0.98%	0.77%	0.70%	0.67%	0.54%	0.56%	0.99%	0.79%	0.74%	0.69%
Educational & Promo	0.03%	0.03%	0.08%	0.09%	0.11%	0.12%	0.12%	0.03%	0.07%	0.08%	0.11%
Loan Servicing	0.17%	0.13%	0.19%	0.22%	0.25%	0.19%	0.20%	0.14%	0.18%	0.21%	0.24%
Professional & Outside Sv	0.52%	0.51%	0.53%	0.50%	0.42%	0.25%	0.28%	0.51%	0.52%	0.51%	0.45%
Member Insurance	0.03%	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%	0.03%	0.02%	0.02%	0.01%	0.01%	0.03%	0.03%	0.02%	0.02%
Miscellaneous	0.17%	0.13%	0.10%	0.07%	0.08%	0.10%	0.10%	0.14%	0.10%	0.09%	0.08%
Total Ops Expense	4.71%	4.12%	3.59%	3.54%	3.61%	3.01%	3.09%	4.15%	3.65%	3.59%	3.61%
Net Operating Expense	4.40%	3.58%	2.81%	2.60%	2.48%	1.99%	2.06%	3.63%	2.89%	2.73%	2.54%

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT											
Fee Income	\$3,740	\$12,421	\$33,947	\$44,413	\$54,584	\$72,463	\$68,190	\$11,388	\$29,831	\$37,198	\$49,964
Compensation & Benefits	\$25,974	\$48,561	\$72,587	\$79,103	\$86,784	\$113,322	\$107,602	\$45,873	\$67,712	\$73,467	\$83,245
Travel & Conference	\$519	\$561	\$1,380	\$1,768	\$1,778	\$1,548	\$1,581	\$556	\$1,230	\$1,501	\$1,704
Office Occupancy	\$3,117	\$3,789	\$8,832	\$10,606	\$10,909	\$12,039	\$11,746	\$3,709	\$7,897	\$9,266	\$10,472
Office Operations	\$14,545	\$22,596	\$33,395	\$33,365	\$32,564	\$38,230	\$37,147	\$21,638	\$31,250	\$32,318	\$32,499
Educational & Promo	\$416	\$702	\$3,312	\$4,419	\$5,495	\$8,300	\$7,675	\$668	\$2,829	\$3,633	\$5,000
Loan Servicing	\$2,078	\$3,088	\$8,280	\$10,606	\$11,838	\$13,650	\$13,158	\$2,968	\$7,310	\$8,975	\$11,077
Professional & Outside Sv	\$6,234	\$11,789	\$22,908	\$23,863	\$20,484	\$17,884	\$18,472	\$11,128	\$20,758	\$22,327	\$20,974
Member Insurance	\$312	\$281	\$138	\$88	\$81	\$56	\$68	\$284	\$165	\$126	\$93
Operating Fees	\$727	\$702	\$1,104	\$884	\$808	\$642	\$683	\$705	\$1,031	\$957	\$848
Miscellaneous	\$2,078	\$3,088	\$4,416	\$3,535	\$3,636	\$7,066	\$6,427	\$2,968	\$4,152	\$3,840	\$3,690
Total Ops Expense	\$56,000	\$95,158	\$156,351	\$168,237	\$174,377	\$212,737	\$204,559	\$90,498	\$144,334	\$156,411	\$169,603
Net Operating Expense	\$52,260	\$82,737	\$122,404	\$123,825	\$119,793	\$140,274	\$136,369	\$79,110	\$114,504	\$119,213	\$119,639

ALL ALLOCATION OF OPERATING EXPENSES											
Compensation & Benefits	46.4%	51.0%	46.4%	47.0%	49.8%	53.3%	52.6%	50.7%	46.9%	47.0%	49.1%
Travel & Conference	0.9%	0.6%	0.9%	1.1%	1.0%	0.7%	0.8%	0.6%	0.9%	1.0%	1.0%
Office Occupancy	5.6%	4.0%	5.6%	6.3%	6.3%	5.7%	5.7%	4.1%	5.5%	5.9%	6.2%
Office Operations	26.0%	23.7%	21.4%	19.8%	18.7%	18.0%	18.2%	23.9%	21.7%	20.7%	19.2%
Educational & Promo	0.7%	0.7%	2.1%	2.6%	3.2%	3.9%	3.8%	0.7%	2.0%	2.3%	2.9%
Loan Servicing	3.7%	3.2%	5.3%	6.3%	6.8%	6.4%	6.4%	3.3%	5.1%	5.7%	6.5%
Professional & Outside Sv	11.1%	12.4%	14.7%	14.2%	11.7%	8.4%	9.0%	12.3%	14.4%	14.3%	12.4%
Member Insurance	0.6%	0.3%	0.1%	0.1%	0.0%	0.0%	0.0%	0.3%	0.1%	0.1%	0.1%
Operating Fees	1.3%	0.7%	0.7%	0.5%	0.5%	0.3%	0.3%	0.8%	0.7%	0.6%	0.5%
Miscellaneous	3.7%	3.2%	2.8%	2.1%	2.1%	3.3%	3.1%	3.3%	2.9%	2.5%	2.2%
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%