



**30 September 2022**

	Classic CCd	Unsec 36mo	New Veh 48mo	New Veh 60mo	New Veh 72mo	Used Veh 48mo	Used Veh 60mo	HE LOC	HE 10yr	FRM 15yr	FRM 30yr
<b>United States-</b>											
<b>National Average</b>	<b>11.48%</b>	<b>9.17%</b>	<b>3.78%</b>	<b>3.90%</b>	<b>4.16%</b>	<b>3.96%</b>	<b>4.07%</b>	<b>5.44%</b>	<b>5.63%</b>	<b>6.14%</b>	<b>6.75%</b>
<b>Mid-South-</b>											
Texas	11.40%	9.02%	3.63%	3.75%	4.05%	3.84%	3.94%	5.67%	5.35%	6.14%	6.75%
Oklahoma	10.46%	9.80%	4.05%	4.10%	4.34%	4.24%	4.28%	5.16%	5.16%	6.14%	6.75%
Louisiana	11.01%	9.12%	3.67%	3.86%	4.22%	3.88%	4.08%	5.67%	5.95%	6.14%	6.75%
Arkansas	10.49%	9.92%	3.89%	4.00%	4.27%	4.15%	4.38%	5.09%	5.46%	6.14%	6.75%
Missouri	12.57%	9.58%	3.50%	3.71%	4.10%	3.62%	3.81%	5.34%	6.07%	6.14%	6.75%
<b>Mountain West-</b>											
Arizona	12.57%	9.82%	4.02%	4.12%	4.28%	4.16%	4.25%	5.90%	6.16%	6.14%	6.75%
New Mexico	11.77%	9.56%	3.39%	3.50%	3.75%	3.57%	3.71%	5.62%	6.09%	6.14%	6.75%
Utah	9.70%	9.24%	4.22%	4.29%	4.57%	4.25%	4.32%	5.52%	5.85%	6.14%	6.75%
Colorado	12.93%	9.33%	4.07%	4.14%	4.34%	4.11%	4.17%	5.48%	5.95%	6.14%	6.75%
Idaho	10.85%	9.73%	4.27%	4.31%	4.52%	4.29%	4.33%	5.71%	6.16%	6.14%	6.75%
<b>West-</b>											
California	11.93%	9.18%	3.46%	3.59%	3.84%	3.63%	3.77%	5.63%	5.81%	6.14%	6.75%
Oregon	11.37%	10.02%	3.82%	3.86%	4.03%	3.98%	4.06%	5.76%	5.39%	6.14%	6.75%
Washington	10.90%	8.87%	3.67%	3.80%	3.97%	3.75%	3.88%	5.61%	5.86%	6.14%	6.75%
Hawaii	12.19%	6.13%	3.03%	3.17%	3.70%	3.33%	3.52%	4.97%	6.80%	6.14%	6.75%
Nevada	13.16%	9.61%	3.78%	3.87%	4.17%	3.91%	4.01%	5.64%	6.36%	6.14%	6.75%
<b>Midwest-</b>											
Illinois	12.63%	9.34%	3.50%	3.63%	4.00%	3.74%	3.87%	5.57%	5.65%	6.14%	6.75%
Ohio	11.60%	9.40%	4.56%	4.62%	4.80%	4.78%	4.82%	5.32%	5.69%	6.14%	6.75%
Michigan	11.45%	8.73%	3.60%	3.74%	4.06%	3.66%	3.80%	5.29%	5.36%	6.14%	6.75%
Wisconsin	11.14%	9.16%	3.69%	3.82%	4.05%	3.80%	3.91%	5.48%	5.23%	6.14%	6.75%
Indiana	12.49%	9.62%	3.69%	3.74%	4.02%	3.87%	3.90%	5.37%	5.73%	6.14%	6.75%
<b>South-</b>											
Florida	12.06%	9.13%	3.77%	3.88%	4.06%	4.00%	4.11%	5.67%	5.68%	6.14%	6.75%
Georgia	12.62%	9.16%	3.40%	3.49%	3.82%	3.61%	3.70%	5.54%	6.21%	6.14%	6.75%
South Carolina	11.58%	9.96%	3.63%	3.75%	3.93%	3.98%	4.07%	5.76%	6.10%	6.14%	6.75%
Alabama	11.56%	4.95%	3.31%	3.55%	3.97%	3.46%	3.69%	5.56%	6.10%	6.14%	6.75%
North Carolina	10.60%	9.92%	3.73%	3.86%	4.09%	4.02%	4.14%	5.27%	5.58%	6.14%	6.75%
<b>Northeast-</b>											
New York	11.70%	9.72%	3.90%	4.00%	4.27%	3.85%	3.96%	5.11%	5.03%	6.14%	6.75%
Massachusetts	11.72%	9.74%	3.92%	4.02%	4.29%	3.87%	3.98%	5.13%	5.05%	6.14%	6.75%
Pennsylvania	11.85%	8.41%	5.03%	5.12%	5.14%	5.53%	5.34%	5.04%	4.97%	6.14%	6.75%
New Jersey	12.23%	9.19%	3.65%	3.89%	4.18%	4.05%	4.21%	5.47%	5.43%	6.14%	6.75%
Maryland	11.75%	8.93%	3.54%	3.77%	4.08%	3.85%	4.00%	5.31%	5.74%	6.14%	6.75%



**30 September 2022**

	Share Draft	Regular Savings	\$10K MMkt	\$50K MMkt	3MO CD	6MO CD	1YR CD	2YR CD	3YR CD	4YR CD
<b>United States-</b>										
<b>National Average</b>	<b>0.12%</b>	<b>0.12%</b>	<b>0.29%</b>	<b>0.40%</b>	<b>0.44%</b>	<b>0.67%</b>	<b>1.02%</b>	<b>1.29%</b>	<b>1.44%</b>	<b>1.55%</b>
<b>Mid-South-</b>										
Texas	0.15%	0.18%	0.31%	0.38%	0.68%	0.98%	1.45%	1.71%	1.92%	2.07%
Oklahoma	0.17%	0.17%	0.37%	0.52%	0.85%	1.06%	1.38%	1.63%	1.70%	1.71%
Louisiana	0.33%	0.17%	0.34%	0.44%	0.61%	1.03%	1.40%	1.68%	1.83%	2.40%
Arkansas	0.41%	0.11%	0.48%	0.60%	0.63%	0.74%	1.19%	1.49%	1.63%	1.81%
Missouri	0.27%	0.13%	0.27%	0.40%	0.43%	0.57%	0.96%	1.19%	1.18%	1.22%
<b>Mountain West-</b>										
Arizona	0.06%	0.10%	0.23%	0.30%	0.44%	0.68%	0.96%	1.13%	1.33%	1.38%
New Mexico	0.08%	0.14%	0.28%	0.37%	0.36%	0.62%	0.97%	1.29%	1.42%	1.46%
Utah	0.05%	0.12%	0.35%	0.48%	1.01%	1.14%	1.56%	2.28%	2.51%	2.60%
Colorado	0.24%	0.18%	0.24%	0.32%	0.51%	0.66%	0.89%	1.10%	1.25%	1.40%
Idaho	0.10%	0.08%	0.18%	0.26%	0.33%	0.55%	0.78%	1.08%	1.33%	1.31%
<b>West-</b>										
California	0.08%	0.09%	0.26%	0.36%	0.40%	0.63%	0.99%	1.24%	1.43%	1.52%
Oregon	0.04%	0.05%	0.14%	0.20%	0.16%	0.42%	0.58%	0.72%	0.91%	0.89%
Washington	0.15%	0.10%	0.20%	0.25%	0.29%	0.44%	0.67%	0.85%	1.08%	1.05%
Hawaii	0.12%	0.08%	0.17%	0.23%	0.29%	0.50%	0.82%	0.99%	1.01%	1.12%
Nevada	0.04%	0.16%	0.23%	0.28%	0.42%	0.59%	0.97%	1.28%	1.29%	1.37%
<b>Midwest-</b>										
Illinois	0.18%	0.19%	0.26%	0.38%	0.33%	0.55%	0.90%	1.11%	1.18%	1.25%
Ohio	0.18%	0.07%	0.36%	0.48%	0.50%	0.75%	1.01%	1.23%	1.39%	1.52%
Michigan	0.15%	0.08%	0.22%	0.32%	0.35%	0.62%	0.87%	1.06%	1.21%	1.42%
Wisconsin	0.27%	0.11%	0.33%	0.52%	0.35%	0.54%	1.00%	1.30%	1.51%	1.48%
Indiana	0.10%	0.13%	0.29%	0.44%	0.37%	0.63%	0.83%	1.02%	1.22%	1.37%
<b>South-</b>										
Florida	0.17%	0.11%	0.29%	0.36%	0.41%	0.68%	1.02%	1.32%	1.47%	1.59%
Georgia	0.12%	0.18%	0.28%	0.35%	0.40%	0.64%	0.95%	1.15%	1.22%	1.37%
South Carolina	0.11%	0.12%	0.34%	0.43%	0.30%	0.47%	0.74%	1.01%	1.11%	1.31%
Alabama	0.10%	0.20%	0.34%	0.42%	0.35%	0.55%	0.89%	1.21%	1.33%	1.54%
North Carolina	0.07%	0.13%	0.31%	0.36%	0.31%	0.50%	0.86%	1.06%	1.20%	1.41%
<b>Northeast-</b>										
New York	0.07%	0.07%	0.16%	0.23%	0.27%	0.47%	0.69%	1.12%	1.21%	1.38%
Massachusetts	0.09%	0.09%	0.18%	0.25%	0.29%	0.49%	0.71%	1.14%	1.23%	1.40%
Pennsylvania	0.08%	0.10%	0.31%	0.43%	0.46%	0.58%	1.00%	1.45%	1.59%	1.71%
New Jersey	0.10%	0.15%	0.30%	0.42%	0.47%	0.60%	1.05%	1.33%	1.44%	1.65%
Maryland	0.28%	0.12%	0.29%	0.37%	0.62%	0.82%	1.29%	1.55%	1.72%	1.91%



**30 September 2022**

**RATE SENSITIVITY AND PRICING SPREAD ANALYSIS**

	Nadir 2022	Dec 2021	Current Avg Rate	MARKET RATE		PRICING SPREAD		RATE SENSITIVITY		Yield Curve	
				YTD Change	Cyclical Change	Begin Year	Current Spread	Chg in Benchmk	Rate Sensitivity	Current Benchmark	
<b>Loan Rates-</b>											
48Mo Vehicle Loan	2.67%	2.68%	3.78%	1.10%	1.11%	1.95%	-0.44%	4.07%	<b>27%</b>	Prime	5.50%
60Mo Vehicle Loan	2.77%	2.78%	3.90%	1.12%	1.13%	1.81%	-0.35%	4.03%	<b>28%</b>	FFds	3.08%
15Yr FR Mortgage	2.66%	2.74%	6.14%	3.40%	3.48%	1.30%	2.17%	3.46%	<b>101%</b>	1m	2.79%
30Yr FR Mortgage	3.15%	3.27%	6.75%	3.48%	3.60%	1.75%	2.92%	3.23%	<b>111%</b>	3m	3.33%
										6m	3.92%
										12m	4.05%
										2yr	4.22%
										3yr	4.25%
										4yr	4.16%
										5yr	4.06%
										7yr	3.97%
										10yr	3.83%
										30yr	3.79%
<b>Share Rates-</b>											
Share Draft	0.09%	0.09%	0.12%	0.03%	0.03%	0.01%	-2.96%	3.00%	<b>1%</b>		
Regular Savings	0.09%	0.09%	0.12%	0.03%	0.03%	0.01%	-2.96%	3.00%	<b>1%</b>		
Money Mkt Shares	0.15%	0.22%	0.40%	0.18%	0.25%	0.14%	-2.68%	3.00%	<b>8%</b>		
6Mo Certificate	0.24%	0.24%	0.67%	0.43%	0.43%	0.05%	-3.25%	3.87%	<b>11%</b>		
1Yr Certificate	0.35%	0.35%	1.02%	0.67%	0.67%	-0.04%	-3.03%	4.00%	<b>17%</b>		
2Yr Certificate	0.46%	0.46%	1.29%	0.83%	0.83%	-0.27%	-2.93%	4.07%	<b>20%</b>		
3Yr Certificate	0.57%	0.57%	1.44%	0.87%	0.87%	-0.40%	-2.81%	4.03%	<b>22%</b>		

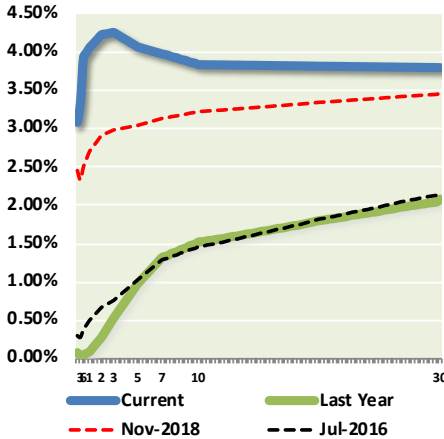
**12 MONTH NATIONAL MARKET RATE HISTORY & PRICING SPREADS**

	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22
Fed Funds	0.08%	0.08%	0.08%	0.08%	0.08%	0.08%	0.33%	0.83%	0.83%	1.58%	2.32%	5.50%	5.50%
1yr UST	0.09%	0.15%	0.24%	0.39%	0.78%	1.01%	1.63%	2.10%	2.08%	2.80%	2.98%	3.50%	4.05%
2yr UST	0.28%	0.48%	0.52%	0.73%	1.19%	1.44%	2.28%	2.70%	2.53%	2.92%	2.89%	3.45%	4.22%
3yr UST	0.53%	0.75%	0.81%	0.97%	1.39%	1.62%	2.45%	2.87%	2.71%	2.99%	2.83%	3.46%	4.25%
7yr UST	1.32%	1.44%	1.36%	1.44%	1.75%	1.81%	2.40%	2.94%	2.87%	3.04%	2.70%	3.25%	3.97%
10yr UST	1.52%	1.55%	1.43%	1.52%	1.79%	1.83%	2.32%	2.89%	2.85%	2.98%	2.67%	3.15%	3.83%
5yr Vehicle	2.81%	2.80%	2.79%	2.78%	2.77%	2.77%	2.77%	2.89%	2.96%	3.12%	3.58%	3.72%	3.90%
15yr FLM	2.67%	2.72%	2.74%	2.74%	2.91%	3.10%	3.95%	4.54%	4.54%	4.69%	5.16%	5.35%	6.14%
30yr FLM	3.18%	3.25%	3.25%	3.27%	3.47%	3.68%	4.63%	5.17%	5.39%	5.39%	5.65%	6.00%	6.75%
Reg Savings	0.19%	0.14%	0.09%	0.09%	0.09%	0.09%	0.09%	0.10%	0.10%	0.10%	0.11%	0.11%	0.12%
MoneyMkt	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.23%	0.30%	0.26%	0.11%	0.34%	0.40%
1yr CD	0.35%	0.35%	0.35%	0.46%	0.35%	0.36%	0.37%	0.42%	0.62%	0.54%	0.82%	0.82%	1.02%
2yr CD	0.46%	0.46%	0.46%	0.57%	0.47%	0.48%	0.50%	0.57%	0.78%	0.72%	1.21%	1.05%	1.29%
<b>Pricing Spreads-</b>													
Veh Loan	2.28%	2.05%	1.98%	1.81%	1.38%	1.15%	0.32%	0.02%	0.25%	0.13%	0.75%	0.26%	-0.35%
15yr FLM	1.35%	1.28%	1.38%	1.30%	1.16%	1.29%	1.55%	1.60%	1.67%	1.65%	2.46%	2.10%	2.17%
30yr FLM	1.66%	1.70%	1.82%	1.75%	1.68%	1.85%	2.31%	2.28%	2.54%	2.41%	2.98%	2.85%	2.92%
Reg Svgs	0.11%	0.06%	0.01%	0.01%	0.01%	0.01%	-0.24%	-0.73%	-0.73%	-1.48%	-2.21%	-5.39%	-5.38%
MMkt	0.14%	0.14%	0.14%	0.14%	0.14%	0.14%	-0.11%	-0.60%	-0.53%	-1.32%	-2.21%	-5.16%	-5.10%
1yrCD	0.26%	0.20%	0.11%	0.07%	-0.43%	-0.65%	-1.26%	-1.68%	-1.46%	-2.26%	-2.16%	-2.68%	-3.03%
2yrCD	0.18%	-0.02%	-0.06%	-0.16%	-0.72%	-0.96%	-1.78%	-2.13%	-1.75%	-2.20%	-1.68%	-2.40%	-2.93%

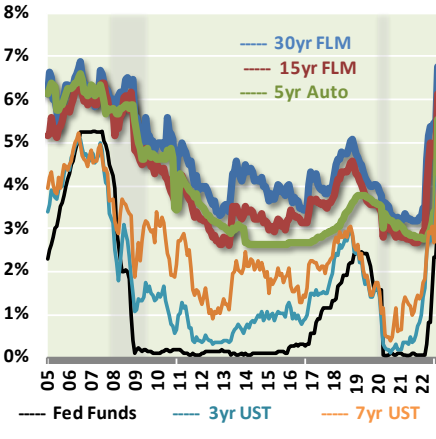


**HISTORICAL NATIONAL MARKET RATES AND RELATIVE PRICING SPREADS**

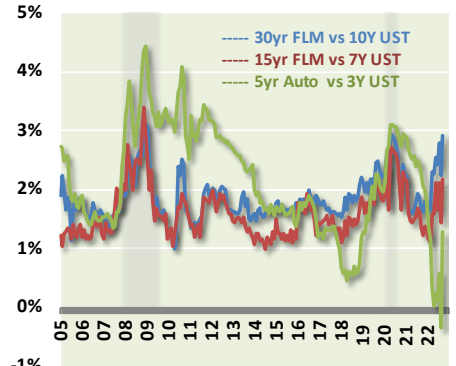
Historical Yield Curve



Historical Market Rates



Historical Pricing Spreads



	Dec-10	Dec-11	Dec-12	Dec-13	Dec-14	Dec-15	Dec-16	Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	Aug-22
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**Benchmark and Market Rates-**

FedFunds	0.13%	0.04%	0.09%	0.07%	0.06%	0.20%	0.55%	1.33%	2.40%	1.55%	0.09%	0.08%	3.08%
1yr UST	0.29%	0.12%	0.16%	0.13%	0.25%	0.65%	0.85%	1.76%	2.63%	1.59%	0.10%	0.39%	4.05%
2yr UST	0.61%	0.25%	0.25%	0.38%	0.67%	1.06%	1.20%	1.89%	2.48%	1.58%	0.13%	0.73%	4.22%
3yr UST	1.02%	0.36%	0.36%	0.78%	1.10%	1.31%	1.47%	1.98%	2.46%	1.62%	0.17%	0.97%	4.25%
7yr UST	2.71%	1.35%	1.18%	2.45%	1.97%	2.09%	2.25%	2.33%	2.59%	1.83%	0.65%	1.44%	3.97%
10yr UST	3.30%	1.89%	1.78%	3.04%	2.17%	2.27%	2.45%	2.40%	2.69%	1.92%	0.93%	1.52%	3.83%
3yr Agy Call	1.46%	0.79%	0.69%	1.13%	1.53%	1.81%	2.00%	2.35%	2.67%	1.80%	0.21%	1.11%	5.00%
3yr Agy MBS	2.17%	1.60%	1.26%	1.54%	1.83%	2.21%	2.34%	2.55%	3.00%	1.85%	0.68%	1.25%	4.45%
5yr Vehicle	3.49%	3.54%	3.06%	2.68%	2.68%	2.66%	2.68%	2.94%	3.64%	3.59%	3.08%	2.78%	3.90%
15yr FLM	4.20%	3.24%	2.65%	3.52%	3.31%	3.52%	3.68%	3.68%	4.48%	3.57%	2.84%	2.74%	6.14%
30yr FLM	4.81%	3.95%	3.35%	4.48%	4.07%	4.17%	4.33%	4.17%	4.93%	4.01%	3.17%	3.27%	6.75%
Reg Svgs	0.40%	0.30%	0.20%	0.20%	0.14%	0.14%	0.14%	0.15%	0.18%	0.19%	0.15%	0.09%	0.12%
1yr CD	1.30%	1.00%	0.80%	0.80%	0.45%	0.50%	0.55%	0.75%	1.41%	1.40%	0.44%	0.46%	1.02%
2yr CD	1.53%	1.23%	1.03%	1.03%	0.68%	0.75%	0.81%	1.02%	1.75%	1.64%	0.57%	0.57%	1.29%

**Pricing Spreads-**

3yr Agy Call	0.44%	0.43%	0.33%	0.35%	0.43%	0.50%	0.53%	0.37%	0.21%	0.18%	0.04%	0.14%	0.75%
3yr Agy MBS	1.15%	1.24%	0.90%	0.76%	0.73%	0.90%	0.87%	0.57%	0.54%	0.23%	0.51%	0.28%	0.20%
5yr Vehicle	2.47%	3.18%	2.70%	1.90%	1.58%	1.35%	1.21%	0.96%	1.18%	1.97%	2.91%	1.81%	-0.35%
15yr FLM	1.49%	1.89%	1.47%	1.07%	1.34%	1.43%	1.43%	1.35%	1.89%	1.74%	2.19%	1.30%	2.17%
30yr FLM	1.51%	2.06%	1.57%	1.44%	1.90%	1.90%	1.88%	1.77%	2.24%	2.09%	2.24%	1.75%	2.92%
Reg Svgs	0.27%	0.26%	0.11%	0.13%	0.08%	-0.06%	-0.41%	-1.18%	-2.22%	-1.36%	0.06%	0.01%	-2.96%
1yr CD	1.01%	0.88%	0.64%	0.67%	0.20%	-0.15%	-0.30%	-1.01%	-1.22%	-0.19%	0.34%	0.07%	-3.03%
2yr CD	0.92%	0.98%	0.78%	0.65%	0.01%	-0.31%	-0.39%	-0.87%	-0.73%	0.06%	0.44%	-0.16%	-2.93%

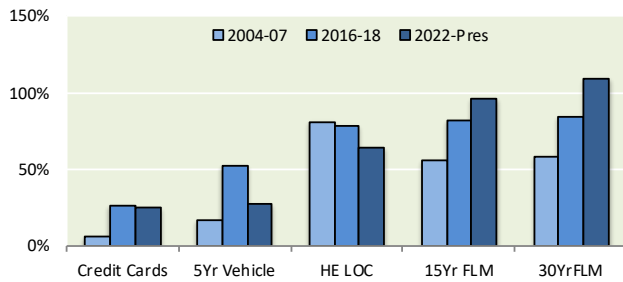


**30 September 2022**

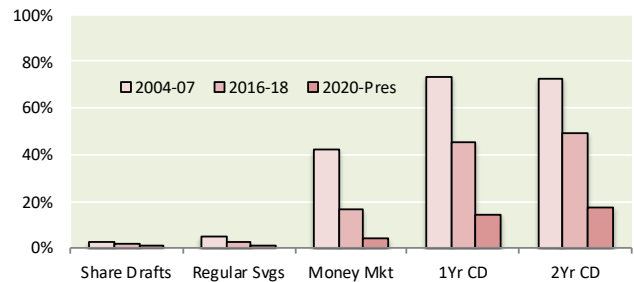
**CYCLICAL NATIONAL LOAN & SHARE RATE SENSITIVITY**

CYCLE		EARNING ASSETS					FUNDING OBLIGATIONS				
		Credit Cards	5Yr Vehicle	HEquity LOC	15Yr FLM	30Yr FLM	Share Drafts	Regular Savings	Money Market	1Yr CD	2Yr CD
<b>Rising Rate Environments:</b>											
2004-07	Rising	7%	16%	81%	56%	58%	2%	5%	42%	73%	73%
2016-18	Rising	26%	52%	78%	82%	84%	1%	2%	17%	45%	49%
2020-Pres	Rising	25%	27%	64%	96%	108%	1%	1%	4%	14%	17%
<b>Falling Rate Environments:</b>											
2007-16	Falling	1%	71%	83%	67%	65%	10%	21%	54%	88%	86%
2018-20	Falling	35%	36%	70%	70%	72%	2%	4%	22%	41%	47%

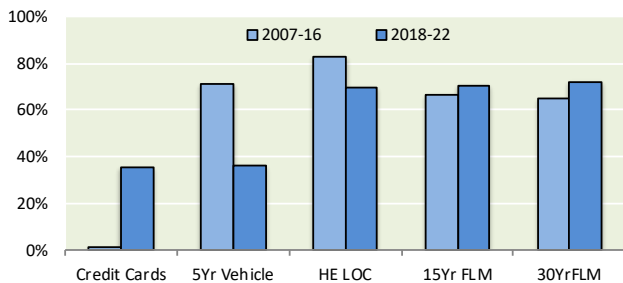
**RATE SENSITIVITY OF EARNINGS ASSETS OVER PAST RISING RATE CYCLES**



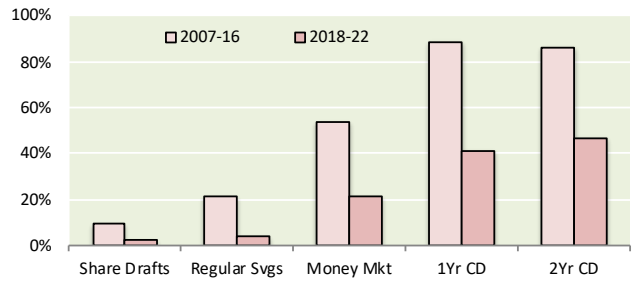
**RATE SENSITIVITY OF FUNDING OVER PAST RISING RATE CYCLES**



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



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



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

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

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

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