



29 March 2024

BENCHMARK INTEREST RATES AND YIELD CURVE

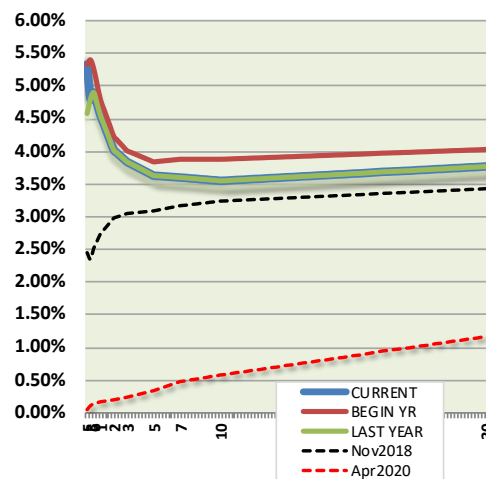
US Treasury Rates-

| | THIS WK | LAST MO | YR END | LAST YR | CHANGES SINCE | | |
|-----------|---------|---------|----------|---------|---------------|---------|-------------|
| | 3/28/24 | 2/28/24 | 12/31/23 | 3/28/23 | This Yr | Last Yr | This Cycle* |
| Prime | 8.50% | 8.50% | 8.50% | 7.75% | 0.00% | 0.75% | 5.25% |
| Fed Funds | 5.33% | 5.33% | 5.33% | 4.58% | 0.00% | 0.75% | 5.28% |
| 3mo | 4.80% | 4.88% | 5.40% | 4.80% | -0.60% | 0.00% | 4.69% |
| 6mo | 4.90% | 5.17% | 5.26% | 4.90% | -0.36% | 0.00% | 4.76% |
| 1yr | 4.55% | 5.02% | 4.79% | 4.55% | -0.24% | 0.00% | 4.38% |
| 2yr | 4.02% | 4.81% | 4.23% | 4.02% | -0.21% | 0.00% | 3.82% |
| 3yr | 3.84% | 4.51% | 4.01% | 3.84% | -0.17% | 0.00% | 3.60% |
| 5yr | 3.63% | 4.18% | 3.84% | 3.63% | -0.21% | 0.00% | 3.29% |
| 7yr | 3.60% | 4.07% | 3.88% | 3.60% | -0.28% | 0.00% | 3.12% |
| 10yr | 3.55% | 3.92% | 3.88% | 3.55% | -0.33% | 0.00% | 2.97% |
| 30yr | 3.77% | 3.93% | 4.03% | 3.77% | -0.26% | 0.00% | 2.60% |

Slope of the Yield Curve-

| | | | | | | | |
|----------|--------|--------|--------|--------|--------|-------|--------|
| 2yr-3mo | -0.78% | -0.07% | -1.17% | -0.78% | 0.39% | 0.00% | -1.41% |
| 5yr-2yr | -0.39% | -0.63% | -0.39% | -0.39% | 0.00% | 0.00% | -0.50% |
| 10yr-5yr | -0.08% | -0.26% | 0.04% | -0.08% | -0.12% | 0.00% | -0.23% |
| 10yr-3mo | -1.25% | -0.96% | -1.52% | -1.25% | 0.27% | 0.00% | -2.14% |

YIELD CURVE ASSESSMENT



*Since Mar 2020

ECONOMIC UPDATE AND ANALYSIS

FINAL Q4 GDP REVISED UPWARD ON HIGHER CONSUMER SPENDING

The third and final estimate for real gross domestic product (GDP) in the fourth quarter of 2023 was revised upwards, showing that the U.S. economy grew at an annual rate of 3.4%. Real GDP increased at an annual rate of 3.4% for the October-through-December period after rising 4.9% in the third quarter of 2023.

Economic growth is a crucial metric the Federal Reserve is monitoring as it weighs when it will begin dialing back interest rates. Fed officials have predicted at least three rate cuts this year, with interest rates expected to tick down to 4.6%, according to the central bank's forecasts in its Summary of Economic Projections (SEP). Market expectations are that the first rate cut will come in the summer, if not later in the year.

With the third estimate, upward revisions to consumer spending, nonresidential fixed investment, and state and local government spending were partly offset by downward revisions to private inventory investment and exports. Imports were revised down.

Real GDP increased 2.5 percent in 2023 (from the 2022 annual level to the 2023 annual level), compared with an increase of 1.9 percent in 2022.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

| | | LATEST | CURRENT | PREV |
|-----------------------|------------|----------|---------|-------|
| GDP | QoQ | Q4-23 | 3.4% | 4.9% |
| GDP - YTD | Annl | Q4-23 | 3.1% | 3.0% |
| Consumer Spending | QoQ | Q4-23 | 3.3% | 3.1% |
| Consumer Spending YTD | Annl | Q4-23 | 3.1% | 2.3% |
| Unemployment Rate | Mo | February | 3.9% | 3.7% |
| Underemployment Rate | Mo | February | 7.3% | 7.1% |
| Participation Rate | Mo | February | 62.5% | 62.5% |
| Wholesale Inflation | YoY | February | 1.6% | 1.0% |
| Consumer Inflation | YoY | February | 3.2% | 3.1% |
| Core Inflation | YoY | February | 3.8% | 3.9% |
| Consumer Credit | Annual | January | 4.7% | 0.2% |
| Retail Sales | YoY | February | 3.4% | 2.0% |
| Vehicle Sales | Annl (Mil) | February | 16.3 | 15.5 |
| Home Sales | Annl (Mil) | February | 5.041 | 4.664 |
| Home Prices | YoY | January | 6.0% | 5.5% |

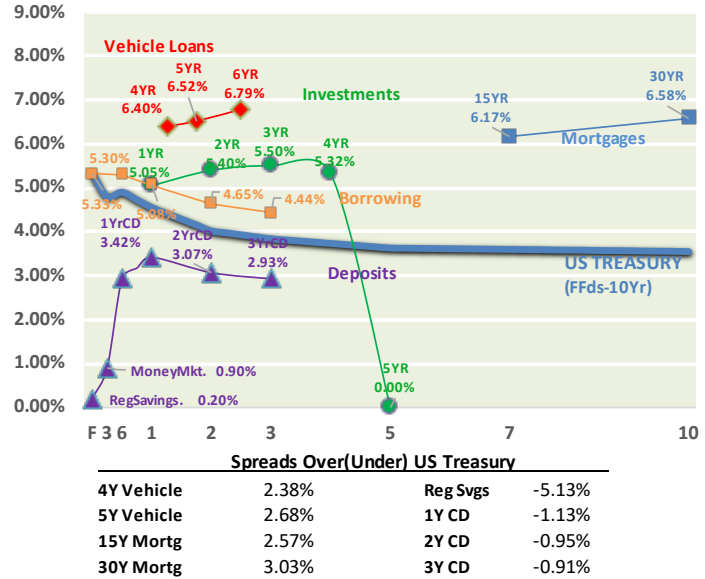
Key Consumer Market Data-

| | THIS WK | YR END | PCT CHANGES | |
|--------------|---------|----------|-------------|-------|
| | 3/28/24 | 12/31/23 | YTD | 12Mos |
| DJIA | 39,807 | 37,689 | 5.6% | 21.1% |
| S&P 500 | 5,254 | 4,769 | 10.2% | 29.7% |
| NASDAQ | 16,379 | 15,011 | 9.1% | 36.3% |
| Crude Oil | 81.35 | 71.77 | 13.3% | 0.9% |
| Avg Gasoline | 3.52 | 3.12 | 13.1% | 3.0% |
| Gold | 2,279 | 2,072 | 10.0% | 14.6% |



AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

| | THIS WK 3/28/24 | CHANGE IN MARKET RATES SINCE | | | Rate Sen |
|-------------|--------------------|------------------------------|------------|----------|----------|
| | | YTD | Nov18 High | 2020 Low | 2020Low |
| Classic CC | 13.31% | 0.21% | 1.62% | 2.27% | 43% |
| Platinum CC | 12.74% | 0.09% | 2.47% | 3.38% | 64% |
| 48mo Veh | 6.40% | -0.03% | 2.74% | 3.16% | 83% |
| 60mo Veh | 6.52% | -0.03% | 2.75% | 3.17% | 88% |
| 72mo Veh | 6.79% | -0.04% | 2.67% | 3.12% | 87% |
| HE LOC | 8.48% | 0.04% | 2.92% | 4.25% | 81% |
| 10yr HE | 7.58% | -0.01% | 2.06% | 2.48% | 75% |
| 15yr FRM | 6.17% | 0.39% | 1.59% | 2.85% | 91% |
| 30yr FRM | 6.58% | 0.20% | 1.52% | 2.87% | 97% |
| Sh Drafts | 0.10% | 0.01% | -0.04% | -0.02% | 0% |
| Reg Svgs | 0.20% | 0.01% | 0.01% | 0.05% | 1% |
| MMkt-10k | 0.90% | 0.02% | 0.42% | 0.58% | 11% |
| MMkt-50k | 1.21% | 0.03% | 0.56% | 0.76% | 14% |
| 6mo CD | 2.93% | 0.14% | 1.90% | 2.34% | 49% |
| 1yr CD | 3.42% | 0.06% | 1.91% | 2.57% | 59% |
| 2yr CD | 3.07% | 0.01% | 1.22% | 2.03% | 53% |
| 3yr CD | 2.93% | 0.00% | 0.87% | 1.76% | 49% |



STRATEGICALLY FOR CREDIT UNIONS

Economic growth is a crucial metric the Federal Reserve is monitoring as it weighs when it will begin dialing back interest rates. Fed officials have predicted at least three rate cuts this year, with interest rates expected to tick down to 4.6%, according to the central bank's forecast in its Summary of Economic Projections (SEP). Market expectations are that the first rate cut will come in the summer, if not later in the year.

According to a recent report, credit card balances surged past the \$1 trillion mark for the first time in the fourth quarter of 2023. While Americans charged on their cards, they also increased their unsecured personal loan balances in the fourth quarter. Personal origination balances topped \$245 billion, compared to \$222 billion the previous year.

U.S. consumers who continue to face relatively high-interest rates across a range of credit products will have to wait at least a bit longer for rate relief. When rates do begin falling, the effects throughout the credit industry will be real but will likely be slow to take root.

Paychecks may have experienced a nice boost in recent years, but when those additional dollars are going right back out the door to cover the rising cost of rent, food, gasoline, personal services, and a host of other expenditures, it's no surprise that consumers aren't more upbeat.

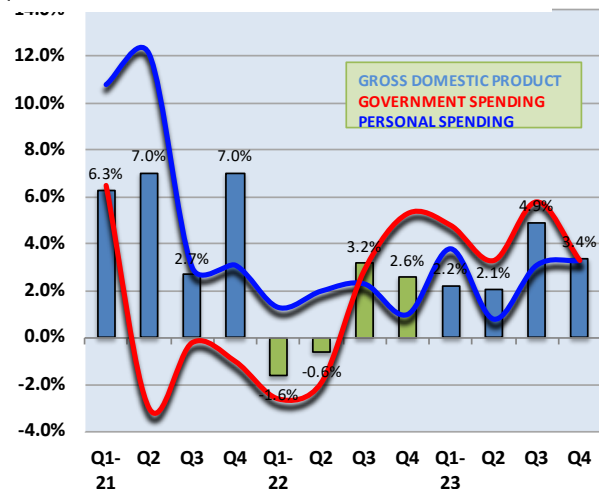
ECONOMIC RELEASES

| RELEASES THIS WEEK: | Current | Projected | Previous |
|----------------------------|---------|-----------|----------|
| New Home Sales (Feb, Annl) | 662k | 661k | 664k |
| Home Prices (Jan, YoY) | 6.0% | 6.0% | 5.5% |
| GDP (Q4, Final) | 3.4% | 3.4% | 4.9% |

| RELEASES FOR UPCOMING WEEK: | Projected | Previous |
|-----------------------------|-----------|----------|
| Unemployment (Mar) | 3.90% | 3.90% |

GROSS DOMESTIC PRODUCT

QUARTERLY CHANGE GDP COMPARED TO PERSONAL & GOVERNMENT SPENDING





ECONOMIC CALENDAR

| MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|---|--|---|--|--|-----------|
| FEBRUARY 26 New Home Sales 661k | 27 Home Prices 5.5% Consumer Conf 106.7 | 28 GDP (Q4, 2nd) 3.2% | 29 Jobless Claims 215k Cont'd Claims 1.9M Personal Income 1.0% Personal Spending 0.2% | MARCH 1 | 2 |
| 4 | 5 Vehicle Sales 15.8M | 6 FRB Beige Book | 7 Jobless Claims 217k Cont'd Claims 1.9M Consumer Credit 4.2% | 8 Unemployment 3.9% Nonfarm Payrolls 275k Private Payrolls 223k Participation Rate 6.5% | 9 |
| 11 | 12 Consumer Inflation 3.2% | 13 | 14 Jobless Claims 209k Cont'd Claims 1.81M Wholesale Inflation 1.6% Retail Sales 3.4% | 15 | 16 |
| 18 | 19 | 20 FOMC 5.50% | 21 Jobless Claims 212K Cont'd Claims 1.80M Existing Home Sales | 22 | 23 |
| 25 | 26 Home Prices 6.0% Consumer Confidence 104.7 | 27 | 28 Jobless Claims 210K Cont'd Claims 18.2M GDP (Q4, Final) 3.4% | 29 Personal Income +0.3% Personal Spending +0.8% | 30 |
| APRIL 1 Construction Spending | 2 | 3 | 4 Jobless Claims Cont'd Claims | 5 Unemployment Nonfarm Payrolls Private Payrolls Participation Rate | 6 |
| 8 | 9 | 10 Consumer Inflation FOMC Minutes | 11 Jobless Claims Cont'd Claims | 12 | 13 |
| 15 Retail Sales | 16 | 17 | 18 Jobless Claims Cont'd Claims | 19 | 20 |
| 22 | 23 New Home Sales | 24 | 25 Jobless Claims Cont'd Claims GDP (Q1) | 26 Personal Income Personal Spending | 27 |



ECONOMIC FORECAST

FEBRUARY 2024

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

ECONOMIC OUTLOOK

Economic Growth-

| | | | | | | | | | | | |
|-----------------------------|------|------|------|------|------|------|------|------|------|------|------|
| GDP - (QoQ) | 2.1% | 4.9% | 3.3% | 0.9% | 0.3% | 0.5% | 1.3% | 1.5% | 1.6% | 1.5% | 1.6% |
| GDP - (YTD) | 2.2% | 3.1% | 3.1% | 0.9% | 0.6% | 0.6% | 0.8% | 1.5% | 1.6% | 1.5% | 1.6% |
| Consumer Spending - (QoC) | 0.8% | 3.1% | 2.8% | 1.9% | 0.8% | 1.0% | 1.5% | 1.6% | 1.5% | 1.5% | 1.6% |
| Consumer Spending - (YTD) | 4.1% | 4.6% | 4.2% | 1.9% | 1.4% | 1.2% | 1.3% | 1.6% | 1.6% | 1.5% | 1.6% |
| Government Spending - (QoC) | 3.3% | 5.8% | 3.3% | 0.8% | 0.5% | 0.4% | 0.3% | 0.3% | 0.3% | 0.3% | 0.3% |
| Government Spending - (YTD) | 4.1% | 4.6% | 4.3% | 0.8% | 0.7% | 0.6% | 0.5% | 0.3% | 0.3% | 0.3% | 0.3% |

Consumer Wealth-

| | | | | | | | | | | | |
|--------------------|-------|------|------|------|------|------|------|------|------|------|------|
| Unemployment Rate | 3.6% | 3.7% | 3.8% | 3.8% | 4.0% | 4.2% | 4.4% | 4.5% | 4.6% | 4.6% | 4.7% |
| Consumer Inflation | 4.1% | 3.6% | 3.2% | 3.0% | 2.9% | 2.7% | 2.6% | 2.4% | 2.2% | 2.2% | 2.1% |
| Home Prices (YoY) | -0.2% | 2.5% | 5.4% | 5.5% | 5.7% | 6.0% | 6.0% | 6.2% | 6.3% | 6.5% | 6.5% |

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Home Sales-

| | | | | | | | | | | | |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total Home Sales (Mil) | 4.941 | 4.723 | 4.449 | 4.695 | 4.997 | 5.192 | 5.383 | 5.496 | 5.659 | 5.704 | 5.719 |
| Existing Home (Mil) | 4.250 | 4.020 | 3.797 | 3.974 | 4.237 | 4.424 | 4.609 | 4.714 | 4.860 | 4.900 | 4.907 |
| New Home Sales (Mil) | 0.691 | 0.703 | 0.652 | 0.721 | 0.760 | 0.768 | 0.774 | 0.782 | 0.799 | 0.804 | 0.812 |

Mortgage Originations-

| | | | | | | | | | | | |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Single Family Homes (Mils) | 1.239 | 1.165 | 1.034 | 1.003 | 1.254 | 1.419 | 1.387 | 1.258 | 1.524 | 1.517 | 1.455 |
| Purchase Apps (Mils) | 0.948 | 0.913 | 0.804 | 0.743 | 0.926 | 1.021 | 0.977 | 0.810 | 1.070 | 1.049 | 0.996 |
| Refinancing Apps (Mils) | 0.291 | 0.252 | 0.230 | 0.260 | 0.328 | 0.398 | 0.410 | 0.448 | 0.454 | 0.468 | 0.459 |
| Refi Apps Share | 23% | 22% | 22% | 26% | 26% | 28% | 30% | 36% | 30% | 31% | 32% |

Vehicle Sales-

| | | | | | | | | | | | |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
| Vehicle Sales (Mil) | 15.6 | 15.9 | 16.1 | 15.6 | 15.7 | 16.2 | 16.3 | 16.0 | 16.2 | 16.4 | 16.2 |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|

MARKET RATE OUTLOOK

Benchmark Rates-

| | | | | | | | | | | | |
|-----------|------|------|------|------|------|------|------|------|------|------|------|
| Prime | 8.2% | 8.5% | 8.5% | 8.5% | 8.5% | 8.3% | 8.3% | 8.0% | 8.0% | 7.8% | 7.8% |
| Fed Funds | 5.1% | 5.4% | 5.4% | 5.4% | 5.4% | 5.1% | 5.1% | 4.8% | 4.8% | 4.5% | 4.5% |
| 3yr UST | 4.6% | 4.5% | 3.9% | 4.4% | 4.3% | 4.0% | 4.0% | 3.9% | 3.8% | 3.7% | 3.6% |
| 7yr UST | 4.1% | 4.4% | 4.0% | 4.4% | 4.2% | 4.0% | 3.9% | 3.8% | 3.8% | 3.7% | 3.6% |
| 10yr UST | 3.6% | 4.2% | 4.4% | 4.2% | 4.1% | 3.9% | 3.8% | 3.8% | 3.8% | 3.7% | 3.7% |

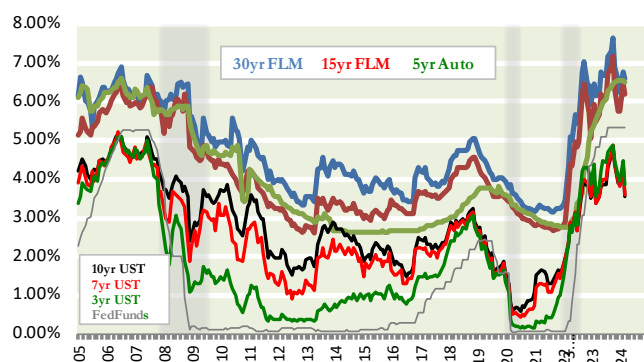
Market Rates-

| | | | | | | | | | | | |
|--------------------------|------|------|------|------|------|------|------|------|------|------|------|
| 5yr Vehicle Loan Rate | 5.8% | 6.5% | 6.5% | 6.6% | 6.6% | 6.5% | 6.5% | 6.4% | 6.3% | 6.3% | 6.2% |
| 15yr First-lien Mortgage | 6.0% | 7.2% | 6.4% | 6.5% | 6.4% | 6.1% | 5.8% | 5.7% | 5.7% | 5.6% | 5.2% |
| 30yr First-lien Mortgage | 6.5% | 7.0% | 7.3% | 6.9% | 6.6% | 6.3% | 6.1% | 5.9% | 5.8% | 5.7% | 5.5% |

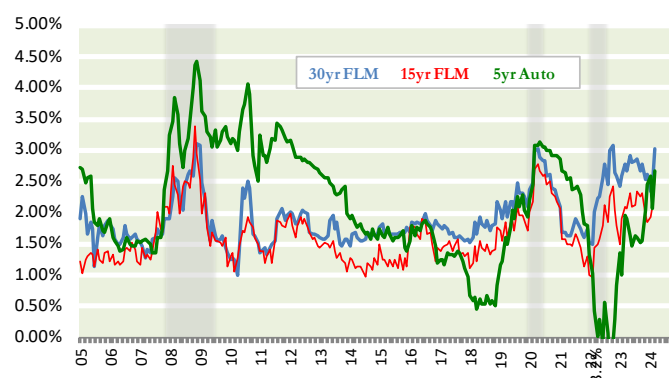
STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

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 | 5.33% | - | - | - | - | - | - | - | - | - | - |
| 1yr Agy | 5.05% | 1 year | 4 years | 6.96% | 6.45% | 6.89% | 7.08% | 4.65% | 5.41% | 4.62% | 5.73% |
| 2yr Agy Callable | 5.40% | 2 years | 3 years | 7.37% | 6.68% | 7.27% | 7.52% | 4.10% | 5.24% | 3.48% | 5.70% |
| 3yr Agy Callable | 5.50% | 3 years | 2 years | 8.20% | 7.18% | 8.05% | 8.43% | 2.50% | 4.78% | - | - |
| 3yr Agy MBS | 4.76% | 3 years | 2 years | 9.31% | 8.29% | 9.16% | 9.54% | 4.72% | 7.00% | - | - |
| 4yr Agy Callable | 5.32% | 4 years | 1 year | 11.62% | 9.57% | 11.32% | 12.07% | - | - | - | - |
| 4yr Agy MBS | 4.75% | 4 years | 1 year | 13.90% | 11.85% | 13.60% | 14.35% | - | - | - | - |
| 5yr Agy Callable | 5.63% | 5 years | - | - | - | - | - | - | - | - | - |
| 5yr New Vehicle | 6.52% | 3 years | 2 years | 6.67% | 5.65% | - | - | - | - | - | - |
| 5yr Used Vehicle | 6.67% | 3 years | 2 years | 6.45% | 5.42% | - | - | - | - | - | - |
| 15yr Mortgage | 6.17% | 5 years | - | - | - | - | - | - | - | - | - |
| 30yr Mortgage | 6.58% | 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 | 0.10% | 1 year | 2 years | 4.35% | 6.61% | 6.04% | 9.20% |
| Regular Savings | 0.20% | 1 year | 2 years | 4.30% | 6.56% | 5.94% | 9.10% |
| Money Market | 0.90% | 1 year | 2 years | 3.95% | 6.21% | 5.24% | 8.40% |
| FHLB Overnight | 5.33% | 1 year | 2 years | 1.73% | 4.00% | 0.81% | 3.97% |
| Catalyst Settlement | 6.65% | 1 year | 2 years | 1.07% | 3.34% | -0.26% | 2.65% |
| 6mo Term CD | 2.93% | 6 mos | 2.5 yrs | 2.93% | 4.74% | 3.12% | 5.22% |
| 6mo FHLB Term | 5.30% | 6 mos | 2.5 yrs | 2.46% | 4.27% | 2.33% | 4.43% |
| 6mo Catalyst Term | 5.88% | 6 mos | 2.5 yrs | 2.34% | 4.15% | 2.13% | 4.24% |
| 1yr Term CD | 3.42% | 1 year | 2 years | 2.69% | 4.95% | 2.72% | 5.88% |
| 1yr FHLB Term | 5.08% | 1 year | 2 years | 1.86% | 4.12% | 1.06% | 4.22% |
| 2yr Term CD | 3.07% | 2 years | 1 year | 2.65% | 7.18% | - | - |
| 2yr FHLB Term | 4.65% | 2 years | 1 year | -0.51% | 4.02% | - | - |
| 3yr Term CD | 2.93% | 3 years | - | - | - | - | - |
| 3yr FHLB Term | 4.44% | 3 years | - | - | - | - | - |

* Highest relative value noted by highest differentials and volatility projections



| Q3-2023 | <\$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 | 282 | 656 | 1,297 | 642 | 1,058 | 710 | 4,645 | 938 | 2,235 | 2,877 | 3,935 |
| Average Assets (\$Mil) | \$0.917 | \$5.7 | \$26.3 | \$72.7 | \$228.7 | \$2,679.8 | \$480.0 | \$4.3 | \$17.1 | \$29.5 | \$83.0 |
| Pct of Credit Unions | 6% | 14% | 28% | 14% | 23% | 15% | 100% | 20% | 48% | 62% | 85% |
| Pct of Industry Assets | 0.0% | 0.2% | 2% | 2% | 11% | 85% | 100% | 0% | 2% | 4% | 15% |
| GROWTH RATES (YTD) | | | | | | | | | | | |
| Total Assets | -3.8% | -2.2% | -6.2% | -3.4% | -0.5% | 4.8% | 3.8% | -2.3% | -5.8% | -4.5% | -1.6% |
| Total Loans | 5.8% | 10.3% | 4.0% | 2.1% | 4.8% | 7.8% | 7.4% | 10.0% | 4.6% | 3.2% | 4.4% |
| - Direct Loans | 5.8% | 10.3% | 3.9% | 2.5% | 4.1% | 9.0% | 8.3% | 10.0% | 4.6% | 3.4% | 4.0% |
| - Indirect Loans | - | -15.7% | 6.6% | -1.5% | 8.3% | 2.5% | 3.0% | 0.0% | 6.5% | 0.1% | 7.3% |
| Total Shares | -4.2% | -3.4% | -6.5% | -4.3% | -1.9% | 2.4% | 1.6% | -3.5% | -6.2% | -5.1% | -2.7% |
| - Checking & Savings | -5.7% | -6.8% | -11.7% | -8.8% | -9.7% | -9.4% | -9.5% | -6.7% | -11.1% | -9.9% | -9.8% |
| Net Worth | 3.3% | 6.4% | 1.5% | 6.4% | 5.8% | 7.6% | 7.3% | 6.2% | 2.1% | 4.4% | 5.4% |
| BALANCE SHEET ALLOCATION | | | | | | | | | | | |
| Net Worth-to-Total Assets | 19.5% | 17.1% | 12.9% | 12.5% | 11.3% | 10.9% | 11.0% | 17.3% | 13.3% | 12.9% | 11.7% |
| Cash & Inv-to-Total Assets | 48.4% | 44.6% | 43.4% | 38.8% | 28.4% | 22.9% | 24.2% | 44.9% | 43.5% | 40.9% | 31.6% |
| Loans-to-Total Assets | 46.4% | 52.0% | 52.5% | 56.4% | 65.7% | 72.8% | 71.3% | 51.7% | 52.4% | 54.6% | 62.8% |
| Vehicle-to-Total Loans | 62.8% | 68.0% | 52.6% | 45.3% | 38.9% | 30.1% | 31.5% | 67.7% | 54.2% | 49.1% | 41.2% |
| REL-to-Total Loans | 1.0% | 15.7% | 28.3% | 41.7% | 45.6% | 54.5% | 53.0% | 14.9% | 26.9% | 35.3% | 43.3% |
| REL-to-Net Worth | 2.3% | 47.8% | 115.3% | 188.6% | 265.6% | 363.6% | 343.2% | 44.5% | 105.7% | 150.0% | 232.6% |
| Indirect-to-Total Loans | 0.2% | 0.1% | 3.8% | 9.8% | 16.4% | 18.1% | 17.6% | 0.1% | 3.4% | 7.1% | 14.3% |
| Loans-to-Total Shares | 58.7% | 63.3% | 60.6% | 64.7% | 75.4% | 87.0% | 84.8% | 63.0% | 60.8% | 63.0% | 72.2% |
| Chkg & Svgs-to-Total Shares | 92.8% | 83.9% | 75.6% | 70.7% | 61.9% | 49.1% | 51.5% | 84.4% | 76.5% | 73.3% | 64.9% |
| Nonterm-to-Total Shares | 93.0% | 85.3% | 81.6% | 79.4% | 74.7% | 68.4% | 69.6% | 85.8% | 82.0% | 80.6% | 76.2% |
| Term CDs-to-Total Shares | 4.5% | 10.7% | 12.7% | 14.1% | 18.7% | 24.8% | 23.7% | 10.3% | 12.4% | 13.3% | 17.3% |
| Liquidity Ratio | 27.1% | 12.2% | 8.2% | 7.6% | 6.7% | 6.6% | 6.7% | 13.2% | 8.7% | 8.1% | 7.0% |
| Short-term Funding Ratio | 42.1% | 29.6% | 22.6% | 18.3% | 12.7% | 10.3% | 11.0% | 23.3% | 20.6% | 14.8% | 11.0% |
| Short-term Cash Flow Ratio | 45.5% | 33.6% | 26.8% | 22.8% | 18.0% | 16.1% | 16.7% | 34.4% | 27.6% | 25.0% | 19.8% |
| Net Long-term Asset Ratio | 4.4% | 8.2% | 20.8% | 28.0% | 33.7% | 38.8% | 37.7% | 19.6% | 24.2% | 31.2% | 37.6% |
| LOAN QUALITY | | | | | | | | | | | |
| Loan Delinquency Ratio | 2.94% | 1.31% | 0.85% | 0.77% | 0.63% | 0.73% | 0.72% | 0.89% | 0.82% | 0.67% | 0.72% |
| Net Charge-off Ratio | 0.68% | 0.39% | 0.36% | 0.36% | 0.35% | 0.59% | 0.56% | 0.36% | 0.36% | 0.35% | 0.56% |
| "Misery" Index | 3.62% | 1.70% | 1.21% | 1.13% | 0.98% | 1.32% | 1.28% | 1.26% | 1.18% | 1.03% | 1.28% |
| Core Delinquency Rate | 2.88% | 1.18% | 0.88% | 0.70% | 0.60% | 0.64% | 0.67% | 1.25% | 0.91% | 0.79% | 0.64% |
| Core Net Charge-off Rate | 0.36% | 0.19% | 0.23% | 0.23% | 0.24% | 0.40% | 0.38% | 0.20% | 0.23% | 0.23% | 0.24% |
| Core "Misery" Index | 3.25% | 1.36% | 1.10% | 0.93% | 0.85% | 1.04% | 1.05% | 1.45% | 1.14% | 1.02% | 0.88% |
| RE Loan Delinquency | 0.72% | 0.86% | 0.72% | 0.59% | 0.46% | 0.43% | 0.49% | 0.86% | 0.73% | 0.64% | 0.49% |
| Vehicle Loan Delinquency | 2.93% | 1.23% | 0.92% | 0.76% | 0.73% | 0.79% | 0.78% | 1.32% | 0.97% | 0.86% | 0.77% |
| Direct Loans | 2.94% | 1.23% | 0.88% | 0.67% | 0.48% | 0.66% | 0.61% | 1.32% | 0.94% | 0.81% | 0.60% |
| Indirect Loans | 0.00% | 0.98% | 1.35% | 1.05% | 1.00% | 0.83% | 0.85% | 0.86% | 1.35% | 1.11% | 1.01% |
| Loss Allow as % of Loans | 2.58% | 1.14% | 0.86% | 0.80% | 0.75% | 1.26% | 1.19% | 1.22% | 0.90% | 0.84% | 0.77% |
| Current Loss Exposure | 1.24% | 0.57% | 0.45% | 0.52% | 0.39% | 0.41% | 0.41% | 0.61% | 0.47% | 0.50% | 0.42% |
| Coverage Ratio (Adequacy) | 2.1 | 2.0 | 1.9 | 1.5 | 1.9 | 3.1 | 2.9 | 2.0 | 1.9 | 1.7 | 1.9 |
| EARNINGS | | | | | | | | | | | |
| Gross Asset Yield | 4.17% | 4.14% | 3.73% | 3.76% | 3.99% | 4.41% | 4.34% | 4.14% | 3.78% | 3.77% | 3.93% |
| Cost of Funds | 0.37% | 0.54% | 0.52% | 0.57% | 0.84% | 1.41% | 1.31% | 0.53% | 0.52% | 0.55% | 0.77% |
| Gross Interest Margin | 3.80% | 3.59% | 3.21% | 3.19% | 3.15% | 3.00% | 3.02% | 3.61% | 3.25% | 3.22% | 3.17% |
| Provision Expense | 0.39% | 0.19% | 0.18% | 0.19% | 0.24% | 0.49% | 0.45% | 0.21% | 0.18% | 0.18% | 0.22% |
| Net Interest Margin | 3.41% | 3.40% | 3.03% | 3.00% | 2.91% | 2.51% | 2.57% | 3.40% | 3.07% | 3.03% | 2.94% |
| Non-Interest Income | 0.36% | 0.65% | 0.83% | 1.04% | 1.18% | 1.05% | 1.06% | 0.63% | 0.81% | 0.93% | 1.12% |
| Non-Interest Expense | 4.13% | 3.63% | 3.28% | 3.35% | 3.40% | 2.85% | 2.93% | 3.66% | 3.32% | 3.34% | 3.39% |
| Net Operating Expense | 3.77% | 2.97% | 2.45% | 2.31% | 2.22% | 1.80% | 1.87% | 3.03% | 2.51% | 2.40% | 2.27% |
| Net Operating Return | -0.36% | 0.42% | 0.59% | 0.69% | 0.68% | 0.71% | 0.71% | 0.37% | 0.56% | 0.63% | 0.67% |
| Non-recurring Inc(Exp). | 0.65% | 0.05% | 0.07% | 0.08% | 0.04% | 0.04% | 0.04% | 0.09% | 0.07% | 0.07% | 0.05% |
| Net Income. | 0.29% | 0.48% | 0.66% | 0.76% | 0.72% | 0.75% | 0.74% | 0.46% | 0.64% | 0.70% | 0.72% |
| Return on Net Worth. | -1.9% | 2.6% | 4.7% | 5.7% | 6.2% | 6.6% | 6.5% | 2.2% | 4.4% | 5.1% | 5.9% |



| Q3-2023 | <\$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% | 12% | 8% | 8% | 7% | 7% | 7% | 13% | 9% | 8% | 7% |
| Investments as Pct of Asset | 26% | 34% | 36% | 32% | 22% | 17% | 18% | 34% | 36% | 34% | 25% |
| Short-term Funding Ratio | 42.1% | 29.6% | 22.6% | 18.3% | 12.7% | 10.3% | 11.0% | 23.3% | 20.6% | 14.8% | 11.0% |
| Avg Cash & Investment Rat | 2.06% | 2.39% | 2.22% | 2.28% | 2.42% | 2.97% | 2.85% | 2.36% | 2.24% | 2.26% | 2.37% |

Loan Portfolio

| | | | | | | | | | | | |
|-------------------------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|---------|
| Total Loan Growth-Annl | 5.8% | 10.3% | 4.0% | 2.1% | 4.8% | 7.8% | 7.4% | 10.0% | 4.6% | 3.2% | 4.4% |
| Consumer Loan Growth-An | 5.4% | -4.0% | 4.3% | -2.7% | 6.7% | 5.7% | 5.6% | -3.4% | 3.3% | 0.2% | 5.0% |
| Mortgage Loan Growth-An | 62.9% | 218.1% | 3.3% | 9.4% | 2.6% | 9.6% | 8.9% | 218.2% | 8.3% | 9.0% | 3.7% |
| Avg Loan Balance | \$6,833 | \$9,127 | \$4,005 | \$6,751 | \$11,058 | \$20,911 | \$17,824 | \$8,990 | \$4,501 | \$5,790 | \$9,860 |
| Avg Loan Rate | 6.81% | 5.97% | 5.35% | 5.13% | 5.05% | 5.13% | 5.13% | 6.02% | 5.42% | 5.25% | 5.10% |
| Avg Loan Yield, net | 5.95% | 5.58% | 5.00% | 4.79% | 4.68% | 4.45% | 4.49% | 5.60% | 5.06% | 4.91% | 4.73% |

Credit Mitigation-

Delinquency Rates-

| | | | | | | | | | | | |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Credit Cards | 0.00% | 2.44% | 1.68% | 1.28% | 1.10% | 1.96% | 1.90% | 2.40% | 1.71% | 1.45% | 1.17% |
| New Vehicle Loans | 2.27% | 0.60% | 0.46% | 0.36% | 0.34% | 0.43% | 0.42% | 0.69% | 0.49% | 0.42% | 0.36% |
| Used Vehicle Loans | 3.32% | 1.63% | 1.18% | 0.95% | 0.91% | 0.98% | 0.98% | 0.06% | 0.09% | 0.09% | 0.12% |
| Total Vehicle Loans | 1.23% | 0.92% | 0.76% | 0.73% | 0.79% | 0.78% | 0.78% | 0.97% | 0.86% | 0.77% | 0.00% |
| Real Estate Loans | 0.72% | 0.86% | 0.72% | 0.59% | 0.46% | 0.43% | 0.49% | 0.86% | 0.73% | 0.64% | 0.49% |
| Total Loan Delinquency | 2.94% | 1.31% | 0.85% | 0.77% | 0.63% | 0.73% | 0.72% | 0.89% | 0.82% | 0.67% | 0.72% |

Net Charge-off Rates-

| | | | | | | | | | | | |
|-----------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Credit Cards | -0.87% | 1.49% | 1.44% | 1.45% | 1.73% | 3.72% | 3.57% | 1.45% | 1.44% | 1.45% | 1.67% |
| New Vehicle Loans | 0.11% | 0.06% | 0.09% | 0.10% | 0.13% | 0.24% | 0.22% | 0.69% | 0.49% | 0.43% | 0.36% |
| Used Vehicle Loans | 0.51% | 0.28% | 0.37% | 0.48% | 0.55% | 0.71% | 0.67% | 1.72% | 1.25% | 1.09% | 0.96% |
| Total Vehicle Loans | 0.37% | 0.20% | 0.27% | 0.36% | 0.41% | 0.54% | 0.51% | 0.21% | 0.26% | 0.31% | 0.38% |
| Non-Comm RE Loans | 0.06% | 0.05% | 0.04% | 0.01% | 0.01% | 0.00% | 0.00% | 0.05% | 0.04% | 0.02% | 0.01% |
| Total Net Charge-offs | 0.39% | 0.36% | 0.36% | 0.35% | 0.59% | 0.56% | 0.36% | 0.36% | 0.35% | 0.56% | 0.00% |

"Misery" Indices-

| | | | | | | | | | | | |
|----------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Credit Cards | -0.87% | 3.93% | 3.12% | 2.73% | 2.83% | 5.68% | 5.47% | 3.86% | 3.15% | 2.90% | 2.84% |
| New Vehicle Loans | 2.38% | 0.66% | 0.55% | 0.46% | 0.47% | 0.67% | 0.64% | 1.38% | 0.98% | 0.85% | 0.73% |
| Used Vehicle Loans | 3.83% | 1.91% | 1.55% | 1.43% | 1.46% | 1.69% | 1.65% | 1.79% | 1.33% | 1.18% | 1.08% |
| Total Vehicle Loans | 1.60% | 1.12% | 1.03% | 1.09% | 1.20% | 1.32% | 1.29% | 1.18% | 1.12% | 1.08% | 0.38% |
| Non-Comm RE Loans | 0.78% | 0.91% | 0.76% | 0.60% | 0.47% | 0.43% | 0.49% | 0.91% | 0.77% | 0.66% | 0.50% |
| Total "Misery" Index | 3.33% | 1.67% | 1.21% | 1.12% | 1.22% | 1.29% | 1.08% | 1.25% | 1.18% | 1.23% | 0.72% |

Fundng Portfolio

| | | | | | | | | | | | |
|-----------------------------|----------|----------|---------|----------|----------|----------|----------|----------|---------|---------|----------|
| Share Growth YTD-Annl | -5.2% | -4.1% | -7.4% | -4.8% | -2.1% | 2.8% | 1.9% | -4.2% | -7.1% | -5.9% | -3.1% |
| Chkg & Savings YTD-Annl | -5.7% | -6.8% | -11.7% | -8.8% | -9.7% | -9.4% | -9.5% | -6.7% | -11.1% | -9.9% | -9.8% |
| Avg Share Balance per Mbr | \$2,459 | \$5,499 | \$9,069 | \$10,416 | \$12,173 | \$13,996 | \$13,511 | \$5,106 | \$8,417 | \$9,417 | \$11,317 |
| Avg Share Balance | \$11,633 | \$14,425 | \$6,609 | \$10,429 | \$14,666 | \$24,034 | \$21,030 | \$14,212 | \$6,982 | \$8,544 | \$12,376 |
| Avg Share Rate | 0.47% | 0.66% | 0.60% | 0.65% | 0.96% | 1.67% | 1.55% | 0.65% | 0.61% | 0.63% | 0.87% |
| Core as Pct of Total Shares | 93% | 84% | 76% | 71% | 62% | 49% | 51% | 84% | 77% | 73% | 65% |
| Term CDs as Pct of Shares | 5% | 11% | 13% | 14% | 19% | 25% | 24% | 10% | 12% | 13% | 17% |
| Non-Member Deposit Ratio | 1.5% | 1.2% | 1.2% | 1.4% | 1.4% | 1.4% | 1.4% | 1.3% | 1.2% | 1.3% | 1.4% |
| Borrowings/Total Funding | 0.2% | 0.5% | 0.4% | 0.8% | 2.7% | 7.2% | 6.5% | 0.4% | 0.4% | 0.6% | 2.1% |
| Borrowings Growth YTD | 88.9% | 67.4% | 56.6% | 24.3% | 45.6% | 40.9% | 41.1% | 68.1% | 57.7% | 33.4% | 44.7% |
| Avg Borrowings Rate | - | 4.58% | 6.32% | 4.57% | 4.70% | 4.78% | 4.77% | 4.57% | 6.15% | 5.04% | 4.73% |



Trusted Insight, Effective Solutions

RESOURCES

Business & Industry Consulting

Market Analysis

Strategic Solutions

Financial Investments

Risk Management

Regulatory Expert

Q3-2023

<\$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 | 120% | 118% | 111% | 109% | 108% | 114% | 113% | 118% | 111% | 110% | 109% |
| Non-Int Inc-to-Total Revenue | 8% | 14% | 18% | 22% | 23% | 19% | 20% | 13% | 18% | 20% | 22% |
| Net Op Cash Flow (YTD-\$Mil) | \$ (13) | \$ (237) | \$ (2,273) | \$ (1,935) | \$ (8,896) | \$ (44,015) | \$ (57,369) | \$ (250) | \$ (2,523) | \$ (4,459) | \$ (13,355) |
| Average Loan Balance | 6,833 | 9,127 | 4,005 | 6,751 | 11,058 | 20,911 | 17,824 | 8,990 | 4,501 | 5,790 | 9,860 |
| Average Share Balance | 2,279 | 4,343 | 5,595 | 5,963 | 6,440 | 6,954 | 6,834 | 4,111 | 5,400 | 5,697 | 6,230 |

Net Operating Return per FTE

| | | | | | | | | | | | |
|-----------------------------|------------|----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|-----------|
| Interest Income per FTE | \$50,971 | \$85,550 | \$165,750 | \$173,910 | \$189,657 | \$299,090 | \$274,992 | \$81,910 | \$148,513 | \$161,402 | \$181,663 |
| Avg Interest Exp per FTE | \$4,556 | \$11,260 | \$23,231 | \$26,368 | \$40,038 | \$95,559 | \$83,216 | \$10,555 | \$20,625 | \$23,539 | \$35,370 |
| Gross Interest Inc per FTE | \$46,415 | \$74,289 | \$142,519 | \$147,542 | \$149,619 | \$203,531 | \$191,775 | \$71,356 | \$127,888 | \$137,862 | \$146,293 |
| Provisions per FTE | \$4,724 | \$4,022 | \$7,789 | \$8,746 | \$11,342 | \$33,335 | \$28,622 | \$4,096 | \$7,030 | \$7,900 | \$10,369 |
| Net Interest Income per FTE | \$41,691 | \$70,268 | \$134,730 | \$138,796 | \$138,277 | \$170,195 | \$163,153 | \$67,260 | \$120,858 | \$129,962 | \$135,924 |
| Non-Interest Income per FTE | \$4,351 | \$13,527 | \$36,692 | \$48,167 | \$56,058 | \$71,362 | \$67,300 | \$12,561 | \$31,731 | \$40,072 | \$51,536 |
| Avg Operating Exp per FTE | \$50,474 | \$75,021 | \$145,415 | \$155,204 | \$161,798 | \$193,287 | \$185,727 | \$72,437 | \$130,410 | \$142,993 | \$156,478 |
| Net Operating Exp per FTE | \$46,123 | \$61,493 | \$108,722 | \$107,037 | \$105,739 | \$121,924 | \$118,427 | \$59,876 | \$98,679 | \$102,921 | \$104,942 |
| Avg Net Op Return per FTE | \$ (4,432) | \$ 8,774 | \$ 26,008 | \$ 31,759 | \$ 32,537 | \$ 48,271 | \$ 44,726 | \$ 7,384 | \$ 22,179 | \$ 27,041 | \$ 30,982 |

Revenue/Operating Expense Assessment

Revenue-

| | | | | | | | | | | | |
|-----------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|-----------|
| Avg Revenue per FTE | \$55,322 | \$99,077 | \$202,442 | \$222,076 | \$245,715 | \$370,452 | \$342,292 | \$94,472 | \$180,244 | \$201,474 | \$233,199 |
| - Total Revenue Ratio | 4.52% | 4.79% | 4.56% | 4.80% | 5.17% | 5.46% | 5.40% | 4.77% | 4.58% | 4.70% | 5.05% |

Operating Expenses-

| | | | | | | | | | | | |
|-----------------------------|----------|----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|----------|-----------|
| Avg Revenue per FTE | \$59,754 | \$90,303 | \$176,434 | \$190,318 | \$213,178 | \$322,181 | \$297,566 | \$87,087 | \$158,065 | ##### | \$202,217 |
| - Total Revenue Ratio | 4.89% | 4.37% | 3.97% | 4.11% | 4.49% | 4.75% | 4.69% | 4.40% | 4.02% | 4.07% | 4.38% |
| Avg Comp & Benefits per FTE | \$24,242 | \$38,753 | \$67,221 | \$72,446 | \$80,441 | \$101,826 | \$96,643 | \$37,226 | \$61,054 | \$66,836 | \$76,592 |
| - C & B Exp Ratio | 1.98% | 1.87% | 1.51% | 1.57% | 1.69% | 1.50% | 1.52% | 1.88% | 1.55% | 1.56% | 1.66% |
| - Pct of Total Op Expense | 48% | 52% | 46% | 47% | 50% | 53% | 52% | 51% | 47% | 47% | 49% |
| - FTE-to-Ops (Staff Eff) | 1.76 | 0.85 | 0.34 | 0.30 | 0.25 | 0.16 | 0.18 | 0.90 | 0.39 | 0.34 | 0.27 |
| - Full-time Equivalents | 215 | 1,824 | 7,875 | 10,215 | 51,019 | 275,543 | 346,688 | 2,038 | 9,913 | 20,127 | 71,146 |
| - Pct Part-time Employee | 79% | 62% | 15% | 9% | 7% | 4% | 6% | 64% | 28% | 19% | 11% |
| Avg Occ & Ops Exp per FTE | \$15,540 | \$19,962 | \$39,283 | \$40,204 | \$40,639 | \$45,859 | \$44,621 | \$19,496 | \$35,215 | \$37,747 | \$39,821 |
| - Occup & Ops Exp Ratio | 1.27% | 0.97% | 0.88% | 0.87% | 0.86% | 0.68% | 0.70% | 0.99% | 0.90% | 0.88% | 0.86% |
| - Pct of Total Op Expense | 31% | 27% | 27% | 26% | 25% | 24% | 24% | 27% | 27% | 26% | 25% |
| Avg All Other Exp per FTE | \$10,692 | \$16,306 | \$38,910 | \$42,554 | \$40,717 | \$45,602 | \$44,463 | \$15,715 | \$34,141 | \$38,411 | \$40,065 |
| - All Other Expense Ratio | 0.87% | 0.79% | 0.88% | 0.92% | 0.86% | 0.67% | 0.70% | 0.79% | 0.87% | 0.90% | 0.87% |
| - Pct of Total Op Expense | 21% | 22% | 27% | 27% | 25% | 24% | 24% | 22% | 26% | 27% | 26% |

Membership Outreach-

| | | | | | | | | | | | |
|------------------------|-------|-------|--------|-------|-------|--------|--------|-------|--------|--------|-------|
| Members-to-Potential | 7.0% | 5.4% | 2.9% | 2.3% | 2.1% | 3.2% | 3.0% | 5.6% | 3.1% | 2.6% | 2.2% |
| Members-to-FTEs | 387 | 306 | 414 | 382 | 340 | 413 | 400 | 315 | 394 | 388 | 353 |
| Borrower-to-Members | 21.2% | 38.1% | 137.2% | 99.9% | 83.0% | 58.2% | 64.3% | 35.8% | 113.8% | 102.5% | 82.9% |
| Branches | 287 | 702 | 1,810 | 1,498 | 4,671 | 12,323 | 21,289 | 989 | 2,799 | 4,296 | 8,967 |
| Members per Branch | 289 | 796 | 1,801 | 2,606 | 3,711 | 9,226 | 6,521 | 649 | 1,394 | 1,816 | 2,803 |
| Avg Accts per Member | 1.0 | 1.1 | 1.5 | 1.5 | 1.6 | 1.7 | 1.6 | 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 | 0.4 | 1.2 | 1.1 | 0.9 |
| Avg Savings per Member | 1.1 | 1.3 | 1.6 | 1.7 | 1.9 | 2.0 | 2.0 | 1.2 | 1.6 | 1.7 | 1.8 |

Q3-2023

<\$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 | 0.36% | 0.65% | 0.83% | 1.04% | 1.18% | 1.05% | 1.06% | 0.63% | 0.81% | 0.93% | 1.12% |
| Compensation & Benefits | 1.98% | 1.87% | 1.51% | 1.57% | 1.69% | 1.50% | 1.52% | 1.88% | 1.55% | 1.56% | 1.66% |
| Travel & Conference | 0.02% | 0.02% | 0.03% | 0.03% | 0.04% | 0.02% | 0.02% | 0.02% | 0.03% | 0.03% | 0.03% |
| Office Occupancy | 0.20% | 0.16% | 0.19% | 0.21% | 0.22% | 0.17% | 0.17% | 0.16% | 0.19% | 0.20% | 0.21% |
| Office Operations | 1.07% | 0.81% | 0.69% | 0.66% | 0.64% | 0.51% | 0.53% | 0.82% | 0.70% | 0.68% | 0.65% |
| Educational & Promo | 0.02% | 0.03% | 0.07% | 0.08% | 0.11% | 0.11% | 0.11% | 0.03% | 0.06% | 0.07% | 0.10% |
| Loan Servicing | 0.15% | 0.13% | 0.18% | 0.23% | 0.24% | 0.19% | 0.20% | 0.13% | 0.18% | 0.21% | 0.23% |
| Professional & Outside Sv | 0.41% | 0.44% | 0.47% | 0.48% | 0.38% | 0.23% | 0.26% | 0.44% | 0.46% | 0.47% | 0.41% |
| 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 | 0.05% | 0.03% | 0.02% | 0.02% | 0.02% | 0.01% | 0.01% | 0.03% | 0.02% | 0.02% | 0.02% |
| Miscellaneous | 0.20% | 0.12% | 0.10% | 0.07% | 0.07% | 0.10% | 0.10% | 0.13% | 0.11% | 0.09% | 0.07% |
| Total Ops Expense | 4.13% | 3.63% | 3.28% | 3.35% | 3.40% | 2.85% | 2.93% | 3.66% | 3.32% | 3.34% | 3.39% |
| Net Operating Expense | 3.77% | 2.97% | 2.45% | 2.31% | 2.22% | 1.80% | 1.87% | 3.03% | 2.51% | 2.40% | 2.27% |

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT

| | | | | | | | | | | | |
|------------------------------|-----------------|-----------------|------------------|------------------|------------------|------------------|------------------|-----------------|------------------|------------------|------------------|
| Fee Income | \$4,351 | \$13,527 | \$36,692 | \$48,167 | \$56,058 | \$71,362 | \$67,300 | \$12,561 | \$31,731 | \$40,072 | \$51,536 |
| Compensation & Benefits | \$24,242 | \$38,753 | \$67,221 | \$72,446 | \$80,441 | \$101,826 | \$96,643 | \$37,226 | \$61,054 | \$66,836 | \$76,592 |
| Travel & Conference | \$186 | \$512 | \$1,355 | \$1,566 | \$1,699 | \$1,481 | \$1,503 | \$478 | \$1,174 | \$1,373 | \$1,607 |
| Office Occupancy | \$2,486 | \$3,290 | \$8,635 | \$9,790 | \$10,297 | \$11,299 | \$10,999 | \$3,206 | \$7,519 | \$8,672 | \$9,837 |
| Office Operations | \$13,054 | \$16,671 | \$30,647 | \$30,414 | \$30,342 | \$34,560 | \$33,622 | \$16,290 | \$27,696 | \$29,075 | \$29,984 |
| Educational & Promo | \$249 | \$658 | \$2,946 | \$3,916 | \$5,122 | \$7,675 | \$7,041 | \$615 | \$2,467 | \$3,202 | \$4,579 |
| Loan Servicing | \$1,865 | \$2,705 | \$8,128 | \$10,704 | \$11,525 | \$13,080 | \$12,603 | \$2,617 | \$6,995 | \$8,877 | \$10,776 |
| Professional & Outside Sv | \$4,973 | \$9,067 | \$20,725 | \$22,191 | \$18,216 | \$15,881 | \$16,479 | \$8,636 | \$18,240 | \$20,245 | \$18,790 |
| Member Insurance | \$311 | \$219 | \$152 | \$91 | \$78 | \$58 | \$65 | \$229 | \$168 | \$129 | \$93 |
| Operating Fees | \$622 | \$658 | \$948 | \$809 | \$732 | \$561 | \$602 | \$654 | \$888 | \$848 | \$765 |
| Miscellaneous | \$2,486 | \$2,486 | \$4,656 | \$3,276 | \$3,345 | \$6,866 | \$6,170 | \$2,486 | \$4,210 | \$3,736 | \$3,456 |
| Total Ops Expense | \$50,474 | \$75,021 | \$145,415 | \$155,204 | \$161,798 | \$193,287 | \$185,727 | \$72,437 | \$130,410 | \$142,993 | \$156,478 |
| Net Operating Expense | \$46,123 | \$61,493 | \$108,722 | \$107,037 | \$105,739 | \$121,924 | \$118,427 | \$59,876 | \$98,679 | \$102,921 | \$104,942 |