



31 October 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
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United States-

National Average	11.87%	9.53%	4.34%	4.46%	4.75%	4.52%	4.64%	6.36%	6.21%	5.97%	6.47%
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Mid-South-	11.50%	9.72%	4.39%	4.53%	4.83%	4.58%	4.74%	6.18%	6.13%	5.97%	6.47%
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Texas	11.65%	9.34%	4.19%	4.31%	4.60%	4.39%	4.50%	6.50%	5.78%	5.97%	6.47%
Oklahoma	11.01%	9.94%	5.04%	5.11%	5.36%	5.23%	5.28%	5.97%	5.97%	5.97%	6.47%
Louisiana	11.32%	9.33%	4.16%	4.35%	4.60%	4.34%	4.56%	6.31%	6.31%	5.97%	6.47%
Arkansas	10.75%	10.15%	4.42%	4.56%	4.87%	4.67%	4.90%	6.05%	5.98%	5.97%	6.47%
Missouri	12.78%	9.86%	4.13%	4.33%	4.73%	4.29%	4.46%	6.08%	6.59%	5.97%	6.47%

Mountain West-	11.93%	9.84%	4.74%	4.81%	5.04%	4.83%	4.90%	6.54%	6.59%	5.97%	6.47%
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Arizona	12.81%	10.08%	4.70%	4.77%	5.02%	4.84%	4.91%	6.73%	6.59%	5.97%	6.47%
New Mexico	11.92%	9.71%	3.80%	3.92%	4.16%	4.00%	4.14%	6.50%	6.39%	5.97%	6.47%
Utah	11.19%	9.75%	5.27%	5.35%	5.59%	5.31%	5.38%	6.50%	6.73%	5.97%	6.47%
Colorado	12.46%	9.59%	4.93%	4.99%	5.21%	4.98%	5.04%	6.37%	6.45%	5.97%	6.47%
Idaho	11.25%	10.08%	4.98%	5.01%	5.22%	5.01%	5.04%	6.58%	6.78%	5.97%	6.47%

West-	12.42%	9.22%	4.23%	4.35%	4.61%	4.41%	4.54%	6.51%	6.76%	5.97%	6.47%
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California	12.03%	9.42%	4.19%	4.31%	4.57%	4.36%	4.49%	6.57%	6.46%	5.97%	6.47%
Oregon	11.88%	10.71%	4.68%	4.75%	4.90%	4.82%	4.91%	6.63%	6.16%	5.97%	6.47%
Washington	11.30%	9.60%	4.61%	4.76%	4.93%	4.72%	4.85%	6.70%	6.56%	5.97%	6.47%
Hawaii	12.32%	6.42%	3.25%	3.39%	3.89%	3.55%	3.74%	6.01%	7.47%	5.97%	6.47%
Nevada	14.56%	9.94%	4.42%	4.52%	4.76%	4.58%	4.69%	6.62%	7.14%	5.97%	6.47%

Midwest-	12.05%	9.59%	4.30%	4.40%	4.69%	4.47%	4.56%	6.30%	6.19%	5.97%	6.47%
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Illinois	12.77%	9.57%	4.02%	4.15%	4.55%	4.29%	4.41%	6.34%	6.24%	5.97%	6.47%
Ohio	11.72%	9.79%	4.53%	4.59%	4.85%	4.67%	4.74%	6.23%	6.36%	5.97%	6.47%
Michigan	11.68%	9.25%	4.39%	4.52%	4.82%	4.47%	4.61%	6.27%	6.09%	5.97%	6.47%
Wisconsin	11.22%	9.46%	4.28%	4.41%	4.66%	4.40%	4.52%	6.36%	5.97%	5.97%	6.47%
Indiana	12.85%	9.87%	4.30%	4.34%	4.58%	4.51%	4.53%	6.29%	6.27%	5.97%	6.47%

South-	12.15%	8.89%	4.09%	4.23%	4.50%	4.34%	4.48%	6.34%	6.44%	5.97%	6.47%
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Florida	12.06%	9.31%	4.24%	4.37%	4.61%	4.47%	4.62%	6.41%	6.08%	5.97%	6.47%
Georgia	13.22%	9.40%	3.94%	4.04%	4.31%	4.17%	4.27%	6.45%	6.72%	5.97%	6.47%
South Carolina	12.13%	10.22%	4.19%	4.31%	4.52%	4.52%	4.63%	6.45%	6.87%	5.97%	6.47%
Alabama	12.01%	5.29%	3.72%	3.94%	4.32%	3.88%	4.10%	6.18%	6.58%	5.97%	6.47%
North Carolina	11.31%	10.22%	4.38%	4.49%	4.75%	4.68%	4.80%	6.20%	5.93%	5.97%	6.47%

Northeast-	12.17%	9.49%	4.31%	4.44%	4.84%	4.50%	4.63%	6.12%	5.75%	5.97%	6.47%
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New York	11.99%	9.93%	4.33%	4.43%	4.87%	4.44%	4.54%	6.02%	5.61%	5.97%	6.47%
Massachusetts	12.01%	9.95%	4.35%	4.45%	4.89%	4.46%	4.56%	6.04%	5.63%	5.97%	6.47%
Pennsylvania	12.06%	9.08%	4.32%	4.47%	4.82%	4.52%	4.67%	5.79%	5.58%	5.97%	6.47%
New Jersey	12.61%	9.28%	4.20%	4.33%	4.72%	4.54%	4.65%	6.38%	5.87%	5.97%	6.47%
Maryland	12.16%	9.20%	4.35%	4.51%	4.92%	4.56%	4.73%	6.39%	6.07%	5.97%	6.47%



31 October 2022

	Share Draft	Regular Savings	\$10K MMkt	\$50K MMkt	3MO CD	6MO CD	1YR CD	2YR CD	3YR CD	4YR CD
United States-										
National Average	0.14%	0.14%	0.42%	0.56%	0.66%	0.98%	1.48%	1.76%	1.90%	2.00%
Mid-South-										
Texas	0.22%	0.24%	0.40%	0.50%	1.03%	1.31%	1.90%	2.16%	2.33%	2.51%
Oklahoma	0.17%	0.20%	0.44%	0.62%	1.12%	1.36%	1.83%	2.01%	1.94%	1.94%
Louisiana	0.33%	0.20%	0.41%	0.53%	0.93%	1.27%	1.87%	2.03%	2.26%	2.78%
Arkansas	0.48%	0.15%	0.66%	0.79%	0.97%	1.09%	1.56%	1.88%	1.97%	2.03%
Missouri	0.32%	0.16%	0.37%	0.53%	0.62%	0.84%	1.41%	1.71%	1.83%	1.82%
Mountain West-										
Arizona	0.06%	0.13%	0.33%	0.43%	0.61%	1.09%	1.48%	1.62%	1.81%	1.91%
New Mexico	0.11%	0.16%	0.48%	0.62%	0.44%	1.02%	1.57%	1.80%	1.94%	1.95%
Utah	0.05%	0.11%	0.79%	1.04%	1.33%	2.01%	2.58%	3.09%	3.28%	3.44%
Colorado	0.22%	0.20%	0.41%	0.51%	0.83%	1.12%	1.47%	1.77%	1.92%	2.06%
Idaho	0.10%	0.09%	0.30%	0.45%	0.72%	0.76%	1.13%	1.47%	1.68%	1.80%
West-										
California	0.16%	0.12%	0.35%	0.48%	0.61%	0.94%	1.38%	1.74%	1.82%	1.93%
Oregon	0.21%	0.07%	0.22%	0.30%	0.48%	0.65%	0.96%	1.17%	1.36%	1.31%
Washington	0.26%	0.10%	0.34%	0.41%	0.47%	0.71%	1.12%	1.28%	1.43%	1.50%
Hawaii	0.13%	0.09%	0.21%	0.28%	0.46%	0.98%	1.32%	1.56%	1.57%	1.73%
Nevada	0.19%	0.25%	0.41%	0.50%	0.66%	0.94%	1.43%	1.79%	1.92%	2.04%
Midwest-										
Illinois	0.25%	0.26%	0.39%	0.55%	0.51%	0.81%	1.24%	1.51%	1.64%	1.71%
Ohio	0.23%	0.09%	0.54%	0.68%	0.82%	1.12%	1.46%	1.72%	1.92%	2.03%
Michigan	0.18%	0.09%	0.31%	0.43%	0.48%	0.94%	1.23%	1.44%	1.64%	1.84%
Wisconsin	0.28%	0.12%	0.44%	0.68%	0.52%	0.71%	1.31%	1.60%	1.84%	1.81%
Indiana	0.14%	0.16%	0.38%	0.55%	0.48%	0.83%	1.17%	1.33%	1.55%	1.66%
South-										
Florida	0.24%	0.15%	0.38%	0.49%	0.54%	0.90%	1.38%	1.75%	1.95%	2.09%
Georgia	0.19%	0.22%	0.39%	0.52%	0.67%	0.91%	1.30%	1.61%	1.58%	1.75%
South Carolina	0.13%	0.11%	0.50%	0.63%	0.44%	0.67%	1.19%	1.45%	1.60%	1.85%
Alabama	0.11%	0.21%	0.41%	0.53%	0.55%	0.76%	1.18%	1.62%	1.62%	1.82%
North Carolina	0.12%	0.17%	0.48%	0.58%	0.62%	0.81%	1.40%	1.62%	1.71%	2.00%
Northeast-										
New York	0.10%	0.19%	0.25%	0.42%	0.61%	0.81%	1.05%	1.53%	1.51%	1.66%
Massachusetts	0.12%	0.21%	0.27%	0.44%	0.63%	0.83%	1.07%	1.55%	1.53%	1.68%
Pennsylvania	0.15%	0.11%	0.40%	0.54%	0.78%	0.90%	1.53%	2.01%	2.19%	2.23%
New Jersey	0.15%	0.19%	0.43%	0.57%	0.65%	0.84%	1.39%	1.78%	1.90%	2.08%
Maryland	0.24%	0.16%	0.44%	0.55%	0.84%	1.11%	1.82%	2.14%	2.34%	2.39%



31 October 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
Loan Rates-											
48Mo Vehicle Loan	2.67%	2.68%	4.34%	1.66%	1.67%	1.95%	-0.17%	4.36%	38%	Prime	6.25%
60Mo Vehicle Loan	2.77%	2.78%	4.46%	1.68%	1.69%	1.81%	0.01%	4.23%	40%	FFDs	3.08%
15Yr FR Mortgage	2.66%	2.74%	5.97%	3.23%	3.31%	1.30%	1.79%	3.67%	90%	1m	3.73%
30Yr FR Mortgage	3.15%	3.27%	6.47%	3.20%	3.32%	1.75%	2.37%	3.50%	95%	3m	4.22%
										6m	4.57%
										12m	4.66%
Share Rates-											
Share Draft	0.09%	0.09%	0.14%	0.05%	0.05%	0.01%	-2.94%	3.00%	2%	2yr	4.51%
Regular Savings	0.09%	0.09%	0.14%	0.05%	0.05%	0.01%	-2.94%	3.00%	2%	3yr	4.45%
Money Mkt Shares	0.15%	0.22%	0.56%	0.34%	0.41%	0.14%	-2.52%	3.00%	14%	4yr	4.27%
										5yr	4.27%
										7yr	4.18%
										10yr	4.10%
										30yr	4.22%
6Mo Certificate	0.24%	0.24%	0.98%	0.74%	0.74%	0.05%	-3.59%	4.52%	16%		
1Yr Certificate	0.35%	0.35%	1.48%	1.13%	1.13%	-0.04%	-3.18%	4.61%	25%		
2Yr Certificate	0.46%	0.46%	1.76%	1.30%	1.30%	-0.27%	-2.75%	4.36%	30%		
3Yr Certificate	0.57%	0.57%	1.90%	1.33%	1.33%	-0.40%	-2.55%	4.23%	31%		

12 MONTH NATIONAL MARKET RATE HISTORY & PRICING SPREADS

	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22
Fed Funds	0.08%	0.08%	0.08%	0.08%	0.08%	0.33%	0.83%	0.83%	1.58%	2.32%	2.33%	3.08%	3.08%
1yr UST	0.15%	0.24%	0.39%	0.78%	1.01%	1.63%	2.10%	2.08%	2.80%	2.98%	3.50%	4.05%	4.66%
2yr UST	0.48%	0.52%	0.73%	1.19%	1.44%	2.28%	2.70%	2.53%	2.92%	2.89%	3.45%	4.22%	4.51%
3yr UST	0.75%	0.81%	0.97%	1.39%	1.62%	2.45%	2.87%	2.71%	2.99%	2.83%	3.46%	4.25%	4.45%
7yr UST	1.44%	1.36%	1.44%	1.75%	1.81%	2.40%	2.94%	2.87%	3.04%	2.70%	3.25%	3.97%	4.10%
10yr UST	1.55%	1.43%	1.52%	1.79%	1.83%	2.32%	2.89%	2.85%	2.98%	2.67%	3.15%	3.83%	4.44%
5yr Vehicle	2.80%	2.79%	2.78%	2.77%	2.77%	2.77%	2.89%	2.96%	3.12%	3.58%	3.72%	3.90%	4.46%
15yr FLM	2.72%	2.74%	2.74%	2.91%	3.10%	3.95%	4.54%	4.54%	4.69%	5.16%	5.35%	6.14%	5.97%
30yr FLM	3.25%	3.25%	3.27%	3.47%	3.68%	4.63%	5.17%	5.39%	5.39%	5.65%	6.00%	6.75%	6.47%
Reg Savings	0.14%	0.09%	0.09%	0.09%	0.09%	0.09%	0.10%	0.10%	0.10%	0.11%	0.11%	0.12%	0.12%
MoneyMkt	0.22%	0.22%	0.22%	0.22%	0.22%	0.22%	0.23%	0.30%	0.26%	0.11%	0.34%	0.40%	0.56%
1yr CD	0.35%	0.35%	0.46%	0.35%	0.36%	0.37%	0.42%	0.62%	0.54%	0.82%	0.82%	1.02%	1.48%
2yr CD	0.46%	0.46%	0.57%	0.47%	0.48%	0.50%	0.57%	0.78%	0.72%	1.21%	1.05%	1.29%	1.76%

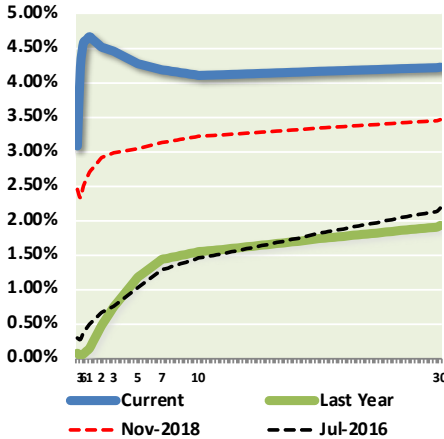
Pricing Spreads-

Veh Loan	2.05%	1.98%	1.81%	1.38%	1.15%	0.32%	0.02%	0.25%	0.13%	0.75%	0.26%	-0.35%	0.01%
15yr FLM	1.28%	1.38%	1.30%	1.16%	1.29%	1.55%	1.60%	1.67%	1.65%	2.46%	2.10%	2.17%	1.87%
30yr FLM	1.70%	1.82%	1.75%	1.68%	1.85%	2.31%	2.28%	2.54%	2.41%	2.98%	2.85%	2.92%	2.03%
Reg Svgs	0.06%	0.01%	0.01%	0.01%	0.01%	-0.24%	-0.73%	-0.73%	-1.48%	-2.21%	-5.39%	-5.38%	-2.96%
MMkt	0.14%	0.14%	0.14%	0.14%	0.14%	-0.11%	-0.60%	-0.53%	-1.32%	-2.21%	-5.16%	-5.10%	-2.52%
1yrCD	0.20%	0.11%	0.07%	-0.43%	-0.65%	-1.26%	-1.68%	-1.46%	-2.26%	-2.16%	-2.68%	-3.03%	-3.18%
2yrCD	-0.02%	-0.06%	-0.16%	-0.72%	-0.96%	-1.78%	-2.13%	-1.75%	-2.20%	-1.68%	-2.40%	-2.93%	-2.75%

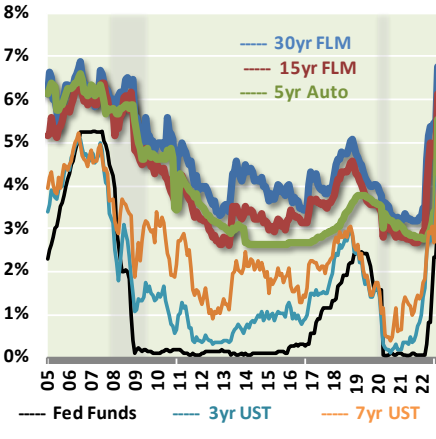


HISTORICAL NATIONAL MARKET RATES AND RELATIVE PRICING SPREADS

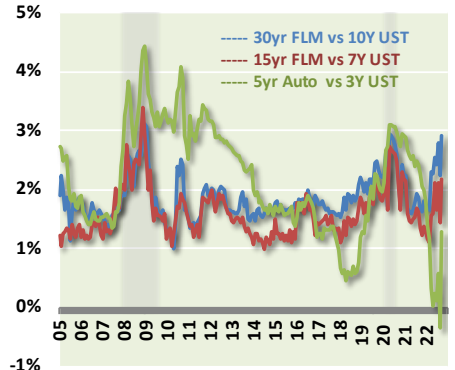
Historical Yield Curve



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%	4.66%
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%	4.51%
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%	4.45%
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%	4.10%
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%	4.44%
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%	5.50%
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%	4.85%
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%	4.46%
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%	5.97%
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%	6.47%
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%	1.48%
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%	1.76%

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%	1.05%
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%	0.40%
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%	0.01%
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%	1.87%
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%	2.03%
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%	-3.18%
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%	-2.75%

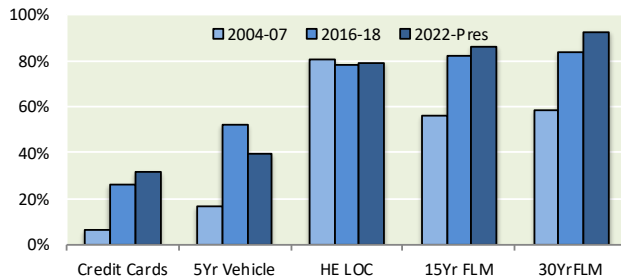


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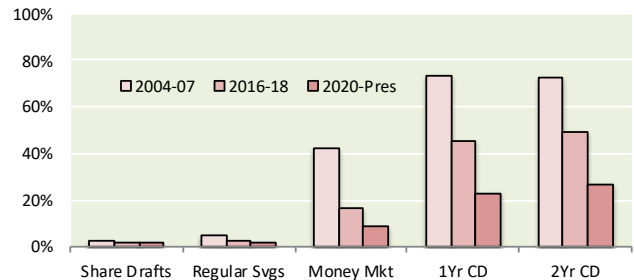
CYCLICAL NATIONAL LOAN & SHARE RATE SENSITIVITY

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	
Rising Rate Environments:											
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	32%	39%	79%	86%	92%	2%	2%	9%	23%	27%
Falling Rate Environments:											
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%

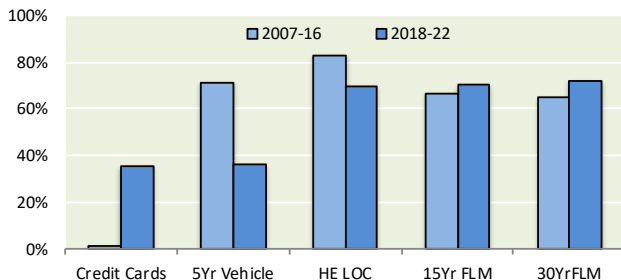
RATE SENSITIVITY OF EARNINGS ASSETS OVER PAST RISING RATE CYCLES



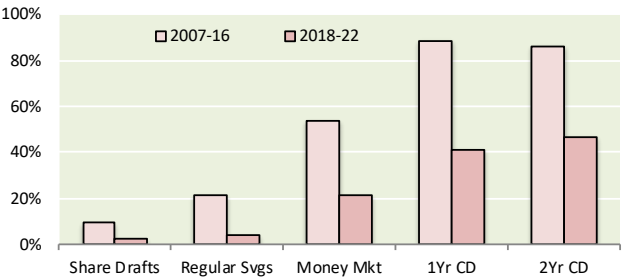
RATE SENSITIVITY OF FUNDING OVER PAST RISING RATE CYCLES



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