

NCUA Q2-2019 <\$2M \$2-10M \$10-\$50M \$50-100M \$100-500M \$500M+ TOTAL <10M <\$50M <\$100M <\$500M

DEMOGRAPHICS

No. of Credit Unions	423	940	1,677	680	1,012	576	5,308	1,363	3,040	3,720	4,732
Avg Asset Size (\$Mil)	\$0.9	\$5.9	\$25.4	\$72.5	\$228.2	\$1,952.4	\$273.8	\$4.4	\$16.0	\$26.3	\$69.5
Pct of Credit Unions	8%	18%	32%	13%	19%	11%	100%	26%	57%	70%	89%
Pct of Industry Assets	0.0%	0.3%	3%	3%	15%	79%	100%	0%	3%	6%	21%

GROWTH RATES

Total Assets	-6.1%	-11.4%	-1.6%	-1.3%	-5.9%	13.3%	9.2%	-11.0%	-2.8%	-2.0%	-4.7%
Total Loans	-11.8%	-11.5%	-3.4%	-5.0%	-10.7%	7.9%	4.4%	-11.6%	-4.3%	-4.7%	-9.2%
Total Shares	-5.1%	-9.5%	-1.7%	-1.3%	-5.0%	11.9%	8.3%	-9.2%	-2.6%	-2.0%	-4.1%
Net Worth	-3.6%	-11.2%	-0.5%	-1.5%	-5.6%	12.6%	8.7%	-10.6%	-2.0%	-1.8%	-4.4%

BALANCE SHEET ALLOCATION

Net Worth Ratio	19.0%	15.9%	13.0%	12.0%	11.4%	11.1%	11.3%	16.1%	13.3%	12.7%	11.8%
Cash & Inv-to-Assets	52%	46%	43%	37%	28%	24%	25%	47%	44%	41%	32%
Loans-to-Total Assets	47%	52%	53%	58%	67%	72%	70%	52%	53%	56%	64%
Vehicle-to-Total Loans	59%	62%	49%	43%	40%	33%	35%	62%	50%	46%	41%
RELoans-to-Total Loans	1%	8%	32%	38%	44%	51%	50%	8%	29%	34%	42%
RELoans-to-Net Worth	4%	28%	130%	186%	261%	332%	308%	26%	115%	149%	225%
Indirect-to-Total Loans	0%	1%	5%	12%	19%	22%	21%	0%	4%	9%	17%
Loans-to-Shares	59%	62%	62%	67%	77%	86%	83%	62%	62%	64%	73%
Pct of Non-term-Shares	91%	85%	81%	78%	75%	70%	71%	85%	81%	80%	76%
ST Funding Ratio	40.5%	29.9%	23.8%	19.9%	15.0%	12.0%	13.1%	24.5%	22.2%	17.1%	13.1%
Net LT Assets Ratio	3.5%	7.8%	18.7%	24.0%	29.9%	34.7%	33.1%	17.4%	20.8%	27.2%	33.0%

LOAN QUALITY AND ADEQUACY OF RESERVES

Loan Delinquency Rate	3.36%	1.68%	0.94%	0.81%	0.68%	0.61%	0.63%	1.02%	0.91%	0.74%	0.64%
Net Charge-off Rate	0.99%	0.67%	0.46%	0.45%	0.47%	0.58%	0.56%	0.48%	0.47%	0.47%	0.56%
"Misery" Index	4.35%	2.35%	1.40%	1.26%	1.15%	1.19%	1.19%	1.51%	1.38%	1.21%	1.19%
RE Loan Delinquency	3.00%	2.18%	0.90%	0.75%	0.62%	0.49%	0.52%	2.19%	0.94%	0.83%	0.66%
Veh Loan Delinquency	2.83%	1.52%	0.85%	0.73%	0.61%	0.51%	0.55%	1.60%	0.96%	0.85%	0.68%
- Direct Delinquency	2.83%	1.52%	0.82%	0.70%	0.56%	0.47%	0.55%	1.60%	0.94%	0.84%	0.67%
- Indirect Delinquency	0.00%	1.37%	1.13%	0.81%	0.66%	0.53%	0.55%	1.37%	1.13%	0.89%	0.69%
Loss Allowance Ratio	2.78%	1.27%	0.90%	0.82%	0.82%	0.89%	0.88%	1.36%	0.95%	0.88%	0.84%
Current Loss Exposure	1.51%	0.83%	0.52%	0.49%	0.43%	0.36%	0.38%	0.87%	0.56%	0.52%	0.45%

EARNINGS:

Gross Asset Yield	4.11%	3.99%	3.77%	3.79%	3.82%	4.10%	4.03%	4.00%	3.80%	3.79%	3.81%
Cost of Funds	0.35%	0.42%	0.41%	0.46%	0.58%	0.94%	0.85%	0.41%	0.41%	0.43%	0.54%
Gross Margin	3.76%	3.57%	3.37%	3.33%	3.24%	3.15%	3.18%	3.58%	3.39%	3.36%	3.28%
Provision Expense	0.39%	0.34%	0.23%	0.27%	0.31%	0.47%	0.43%	0.35%	0.25%	0.26%	0.29%
Net Margin	3.37%	3.23%	3.13%	3.06%	2.93%	2.68%	2.75%	3.24%	3.14%	3.10%	2.98%
Non-Interest Income	0.52%	0.65%	1.01%	1.25%	1.39%	1.32%	1.32%	0.64%	0.97%	1.11%	1.31%
Non-Interest Expense	4.29%	3.65%	3.58%	3.68%	3.64%	3.03%	3.16%	3.69%	3.59%	3.64%	3.64%
Net Operating Exp	3.77%	3.00%	2.57%	2.44%	2.24%	1.71%	1.85%	3.05%	2.62%	2.53%	2.33%
Net Operating Return	-0.40%	0.23%	0.57%	0.63%	0.69%	0.97%	0.90%	0.19%	0.52%	0.57%	0.66%
Non-recurring Inc(Exp)	0.13%	0.07%	0.02%	0.01%	0.02%	0.04%	0.03%	0.07%	0.03%	0.02%	0.02%
Net Income (ROA)	-0.27%	0.30%	0.59%	0.64%	0.71%	1.01%	0.94%	0.26%	0.55%	0.59%	0.68%
Return on Net Worth	-0.7%	2.4%	4.7%	5.4%	6.5%	9.1%	8.4%	2.1%	4.4%	4.9%	6.0%

NCUA Q2-2019 <\$2M \$2-10M \$10-\$50M \$50-100M \$100-500M \$500M+ TOTAL <10M <\$50M <\$100M <\$500M

OPERATING EFFICIENCIES:

Loans & Shares-

Avg Loan Balance	\$4,579	\$7,480	\$8,648	\$10,300	\$13,310	\$16,604	\$15,457	\$7,305	\$8,488	\$9,445	\$12,313
Avg Loan Rate	7.04%	6.01%	5.40%	5.13%	4.77%	4.87%	4.88%	6.07%	5.48%	5.30%	4.91%
Avg Loan Yield, net	6.65%	5.67%	5.17%	4.87%	4.46%	4.40%	4.45%	5.73%	5.23%	5.04%	4.61%
Avg Share Balance	\$2,238	\$4,767	\$7,285	\$8,280	\$9,430	\$11,580	\$10,817	\$4,447	\$6,791	\$7,473	\$8,740
Avg Share Rate	0.44%	0.50%	0.47%	0.52%	0.67%	1.13%	1.02%	0.49%	0.47%	0.50%	0.62%
NM Deposit Ratio	1.9%	1.1%	1.0%	0.9%	1.1%	0.9%	1.0%	1.2%	1.0%	0.9%	1.1%

Net Operating Profitability-

Earning Asset/Funding	124%	118%	112%	109%	108%	109%	109%	118%	112%	111%	109%
Avg Revenue per FTE	\$48,115	\$109,745	\$163,984	\$177,942	\$195,786	\$290,899	\$260,141	\$101,300	\$152,928	\$164,932	\$185,808
Avg OpExpense per FTE	44,582	86,359	122,665	130,200	136,528	162,825	153,794	80,635	115,252	122,425	131,967
Avg Int & Prov per FTE	7,720	17,963	21,923	25,555	33,315	75,887	62,468	16,559	20,977	23,174	30,035
Avg OpReturn per FTE	(4,187)	5,423	19,396	22,187	25,944	52,186	43,879	4,106	16,699	19,332	23,806
Net OpExp-to-Total Exp	88%	82%	72%	66%	62%	56%	58%	83%	73%	70%	64%

Operating Revenue-

Non-Int Inc-to-Total Rev	11%	14%	21%	25%	27%	24%	25%	14%	20%	23%	26%
Net Interest Inc per FTE	35,016	76,432	107,299	108,330	110,172	144,081	133,614	70,757	100,854	104,441	108,319
Non-Int Inc per FTE	5,379	15,350	34,762	44,057	52,300	70,931	64,059	13,984	31,097	37,316	47,454

Operating Expenses-

C&B Expense Ratio	2.11%	1.90%	1.71%	1.76%	1.83%	1.59%	1.63%	1.91%	1.74%	1.75%	1.80%
Pct of Total Op Exp	49%	52%	48%	48%	50%	52%	52%	52%	48%	48%	50%
Avg C&B per FTE	\$21,951	\$44,929	\$58,737	\$62,351	\$68,577	\$85,153	\$79,387	\$41,781	\$55,746	\$58,916	\$65,453
Occ & Ops Exp Ratio	1.29%	0.97%	0.95%	0.93%	0.93%	0.74%	0.79%	0.99%	0.96%	0.94%	0.94%
Pct of Total Op Exp	30%	27%	27%	25%	26%	25%	25%	27%	27%	26%	26%
Avg O&O per FTE	\$13,412	\$22,944	\$32,698	\$32,759	\$35,012	\$39,993	\$38,223	\$21,638	\$30,747	\$31,712	\$33,945
All Other Exp Ratio	0.31%	0.32%	0.43%	0.49%	0.42%	0.32%	0.34%	0.32%	0.42%	0.45%	0.43%
Pct of Total Op Exp	15%	18%	24%	27%	23%	21%	21%	18%	23%	25%	24%
Avg AOE per FTE	\$9,220	\$18,485	\$31,231	\$35,090	\$32,939	\$37,679	\$36,184	\$17,216	\$28,759	\$31,797	\$32,569

Average Margin per Account-

Avg Int Inc per per Loan	\$304	\$424	\$447	\$501	\$594	\$731	\$687	\$418	\$444	\$476	\$568
Avg Int Exp per Share	\$10	\$24	\$34	\$43	\$63	\$131	\$110	\$22	\$32	\$37	\$54
Avg Int Net Margin per	\$295	\$400	\$413	\$458	\$531	\$600	\$578	\$396	\$412	\$439	\$514

Staffing-

Full-time Equivalents	364	2,293	12,405	13,896	60,586	216,403	305,945	2,657	15,061	28,957	89,542
Pct PT Employees	78%	41%	16%	12%	8%	6%	8%	48%	22%	17%	11%
FTE-to-Ops (Staffing)	2.04	0.75	0.44	0.38	0.32	0.22	0.24	0.82	0.48	0.43	0.35

Membership Outreach-

Members-to-Potential	8.6%	7.7%	2.9%	2.7%	2.7%	3.1%	3.0%	7.8%	3.3%	3.0%	2.8%
Members-to-FTEs	368	403	404	370	340	400	387	398	403	387	355
Branches	414	971	2,463	1,782	5,135	10,246	21,011	1,385	3,848	5,630	10,765
Members per Branch	323	952	2,036	2,885	4,007	8,444	5,631	764	1,578	1,992	2,953

Historical Year-End	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
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DEMOGRAPHICS

No. of Credit Unions	7,554	7,339	7,094	6,819	6,554	6,273	6,021	5,785	5,573	5,375	5,308
Avg Asset Size (\$Mil)	\$117.1	\$124.6	\$135.6	\$149.8	\$162.0	\$178.9	\$200.0	\$223.4	\$247.4	\$256.5	\$273.8

GROWTH RATES

Total Assets	9.1%	3.4%	5.2%	6.2%	3.9%	5.7%	7.3%	7.3%	6.7%	5.4%	9.2%
Total Loans	1.1%	-1.4%	1.2%	4.6%	8.0%	10.4%	10.5%	10.4%	10.1%	9.0%	4.4%
Total Shares	10.5%	4.5%	5.2%	6.1%	3.7%	4.5%	6.9%	7.5%	6.1%	4.4%	8.3%
Net Worth	1.7%	5.1%	6.8%	8.5%	7.4%	7.5%	6.9%	7.1%	7.3%	8.7%	8.7%

BALANCE SHEET ALLOCATION

Net Worth Ratio	9.9%	10.1%	10.2%	10.4%	10.8%	11.0%	10.9%	10.9%	11.0%	11.3%	11.3%
Cash & Inv-to-Assets	32%	35%	37%	38%	35%	32%	31%	28%	26%	24%	25%
Loans-to-Total Assets	65%	62%	59%	58%	61%	63%	65%	67%	69%	72%	70%
Vehicle-to-Total Loans	30%	11%	29%	30%	31%	32%	33%	34%	35%	35%	35%
RELoans-to-Total Loans	54%	55%	55%	54%	53%	51%	50%	50%	49%	49%	50%
RELoans-to-Net Worth	354%	337%	319%	300%	296%	296%	302%	306%	313%	313%	308%
Indirect-to-Total Loans	13%	13%	12%	13%	14%	16%	17%	19%	20%	21%	21%
Loans-to-Shares	76%	72%	69%	68%	71%	75%	77%	80%	83%	86%	83%
Pct of Non-term-Shares	59%	62%	65%	67%	69%	71%	72%	73%	73%	72%	71%
ST Funding Ratio	16.8%	16.1%	17.3%	17.5%	14.9%	13.7%	13.5%	13.4%	12.4%	11.4%	13.1%
Net LT Assets Ratio	32%	33%	32%	33%	36%	34%	33%	33%	34%	34%	33%

LOAN QUALITY & ADEQUACY OF RESERVES

Loan Delinquency Rate	1.64%	1.76%	1.60%	1.16%	1.01%	0.85%	0.81%	0.83%	0.81%	0.71%	0.63%
Net Charge-off Rate	1.21%	1.13%	0.91%	0.73%	0.57%	0.50%	0.48%	0.55%	0.60%	0.58%	0.56%
"Misery" Index	2.85%	2.89%	2.51%	1.89%	1.58%	1.35%	1.29%	1.38%	1.41%	1.29%	1.19%
RE Loan Delinquency	2.00%	2.10%	2.00%	1.38%	1.15%	0.89%	0.75%	0.63%	0.61%	0.54%	0.52%
Veh Loan Delinquency	-	-	-	-	0.69%	0.67%	0.68%	0.72%	0.70%	0.66%	0.55%
Direct Delinquency	-	-	-	-	0.60%	0.60%	0.64%	0.67%	0.67%	0.64%	0.55%
Indirect Delinquency	1.47%	1.17%	0.97%	0.77%	0.79%	0.74%	0.72%	0.76%	0.72%	0.67%	0.55%
Loss Allowance Ratio	1.51%	1.67%	1.55%	1.36%	1.13%	0.98%	0.94%	0.90%	0.92%	0.89%	0.88%
Current Loss Exposure	1.52%	1.62%	1.40%	1.05%	0.83%	0.62%	0.53%	0.47%	0.46%	0.48%	0.38%

EARNINGS:

Gross Asset Yield	4.95%	4.46%	4.04%	3.65%	3.39%	3.38%	3.37%	3.41%	3.55%	3.82%	4.03%
Cost of Funds	1.74%	1.21%	0.93%	0.73%	0.59%	0.54%	0.52%	0.53%	0.57%	0.69%	0.85%
Gross Margin	3.21%	3.25%	3.12%	2.92%	2.80%	2.84%	2.85%	2.88%	2.99%	3.13%	3.18%
Provision Expense	1.13%	0.78%	0.50%	0.36%	0.26%	0.28%	0.35%	0.41%	0.48%	0.46%	0.43%
Net Margin	2.08%	2.46%	2.62%	2.56%	2.53%	2.56%	2.50%	2.48%	2.51%	2.66%	2.75%
Non-Interest Income	1.36%	1.33%	1.30%	1.43%	1.38%	1.31%	1.34%	1.37%	1.33%	1.38%	1.32%
Non-Interest Expense	3.18%	3.07%	3.06%	3.10%	3.10%	3.11%	3.12%	3.10%	3.08%	3.14%	3.16%
Net Operating Exp	1.83%	1.74%	1.76%	1.67%	1.72%	1.80%	1.77%	1.73%	1.75%	1.77%	1.85%
Net Operating Return	0.25%	0.72%	0.86%	0.89%	0.82%	0.76%	0.73%	0.74%	0.76%	0.90%	0.90%
Non-recurring Inc(Exp)	-0.08%	-0.22%	-0.19%	-0.04%	-0.04%	0.04%	0.02%	0.02%	0.02%	0.02%	0.03%
Net Income (ROA)	0.18%	0.50%	0.67%	0.85%	0.78%	0.80%	0.75%	0.76%	0.78%	0.92%	0.94%
Return on Net Worth	1.7%	5.1%	6.6%	8.3%	7.3%	7.3%	6.8%	7.0%	7.1%	7.9%	8.4%

Historical Year-End	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
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COST EFFICIENCIES:

Loans & Shares-

Avg Loan Balance	\$12,487	\$12,483	\$12,565	\$12,565	\$12,795	\$13,203	\$13,707	\$14,246	\$14,807	\$15,300	\$15,457
Avg Loan Rate	6.28%	6.06%	5.76%	5.42%	5.01%	4.79%	4.64%	4.56%	4.56%	4.70%	4.88%
Avg Loan Yield, net	4.60%	4.82%	4.94%	4.81%	4.57%	4.33%	4.10%	3.95%	3.85%	4.24%	4.45%
Avg Share Balance	\$8,375	\$8,691	\$9,011	\$9,353	\$9,454	\$9,580	\$9,891	\$10,225	\$10,415	\$10,499	\$10,817
Avg Share Rate	2.06%	1.41%	1.08%	0.85%	0.69%	0.63%	0.61%	0.62%	0.67%	0.82%	1.02%
NM Deposit Ratio	0.3%	0.3%	0.3%	0.3%	0.3%	0.5%	0.7%	0.8%	0.9%	1.0%	1.0%

Net Operating Profitability-

Earning Asset/Funding	108%	108%	109%	109%	109%	109%	109%	108%	108%	109%	109%
Avg Revenue per FTE	\$227,759	\$221,213	\$212,014	\$206,435	\$198,240	\$199,065	\$205,357	\$215,151	\$225,888	\$245,043	\$260,141
Avg OpExpense per FTE	117,796	125,757	128,910	127,522	130,183	130,299	135,060	138,715	141,497	147,338	153,794
Avg OpReturn per FTE	109,963	95,456	83,104	78,913	68,057	68,766	70,297	76,437	84,391	97,705	43,879
Net OpExp-to-Total Exp	57%	57%	58%	54%	55%	58%	57%	56%	57%	56%	60%

Operating Revenue-

Non-Int Inc-to-Total Rev	21%	23%	24%	28%	29%	28%	29%	29%	27%	27%	25%
Net Interest Inc per FTE	75,040	94,195	104,006	104,001	105,298	108,628	108,963	111,460	115,842	125,665	133,614
Non-Int Inc per FTE	48,954	50,843	51,456	58,162	57,297	55,527	58,568	61,643	61,570	65,038	64,059

Operating Expenses-

C&B Expense Ratio	1.61%	1.56%	1.54%	1.56%	1.56%	1.56%	1.58%	1.58%	1.58%	1.60%	1.63%
Pct of Total Op Exp	51%	51%	50%	50%	51%	50%	51%	51%	51%	51%	52%
Avg C&B per FTE	\$58,264	\$59,466	\$61,304	\$63,493	\$65,040	\$66,286	\$68,882	\$70,992	\$72,887	\$75,425	\$79,387
Occ & Ops Exp Ratio	0.87%	0.83%	0.81%	0.81%	0.80%	0.81%	0.80%	0.79%	0.77%	0.79%	0.79%
Pct of Total Op Exp	27%	27%	27%	26%	26%	26%	26%	25%	25%	25%	25%
Avg O&O per FTE	\$31,403	\$31,673	\$32,254	\$32,739	\$33,137	\$34,226	\$34,697	\$35,356	\$35,717	\$37,234	\$38,223
All Other Exp Ratio	0.70%	0.69%	0.70%	0.74%	0.73%	0.74%	0.74%	0.74%	0.74%	0.74%	0.34%
Pct of Total Op Exp	22%	22%	23%	24%	24%	24%	24%	24%	24%	23%	21%
Avg AOE per FTE	\$25,273	\$26,233	\$27,857	\$29,849	\$30,526	\$31,548	\$32,177	\$33,383	\$34,022	\$34,678	\$36,184

Average Margin per Account-

Avg Int Inc per per Loan	\$574	\$602	\$620	\$604	\$585	\$572	\$562	\$562	\$571	\$649	\$687
Avg Int Exp per Share	\$173	\$123	\$97	\$79	\$65	\$61	\$61	\$64	\$70	\$86	\$110
Avg Return	\$402	\$479	\$523	\$525	\$519	\$511	\$502	\$498	\$501	\$563	\$578

Staffing-

Full-time Equivalents	234,915	235,312	236,282	244,232	250,570	257,263	267,023	277,354	288,889	300,183	305,945
Pct PT Employees	12%	12%	12%	12%	12%	11%	10%	9%	9%	8%	8%
FTE-to-Ops (Staffing)	0.36	0.36	0.35	0.34	0.33	0.30	0.28	0.27	0.26	0.24	0.24

Membership Outreach-

Members-to-Potential	6.6%	6.1%	6.0%	5.8%	5.6%	5.4%	5.0%	4.3%	4.0%	3.4%	3.0%
Members-to-FTEs	383	385	389	384	384	386	384	385	385	387	387
Branches	21,365	21,449	21,458	20,576	20,622	20,662	20,659	20,691	20,713	20,983	21,011
Members per Branch	4,207	4,219	4,279	4,562	4,668	4,803	4,970	5,163	4,394	5,537	5,631