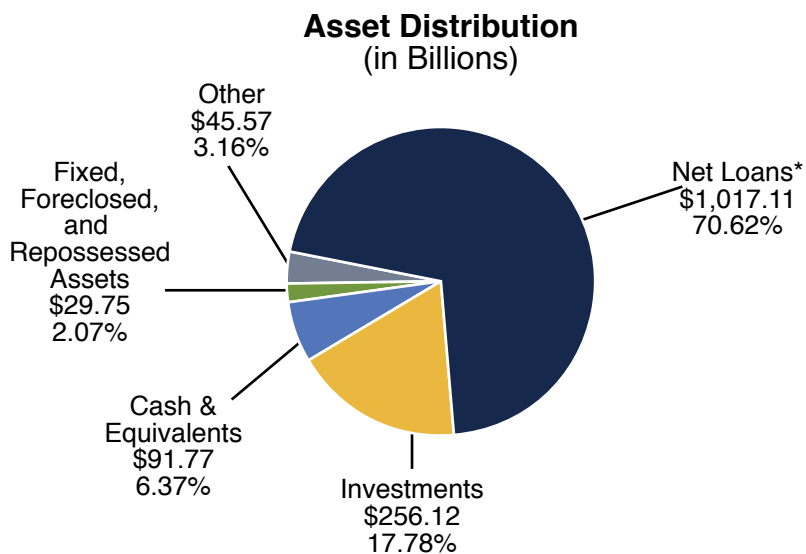




Overall Trends

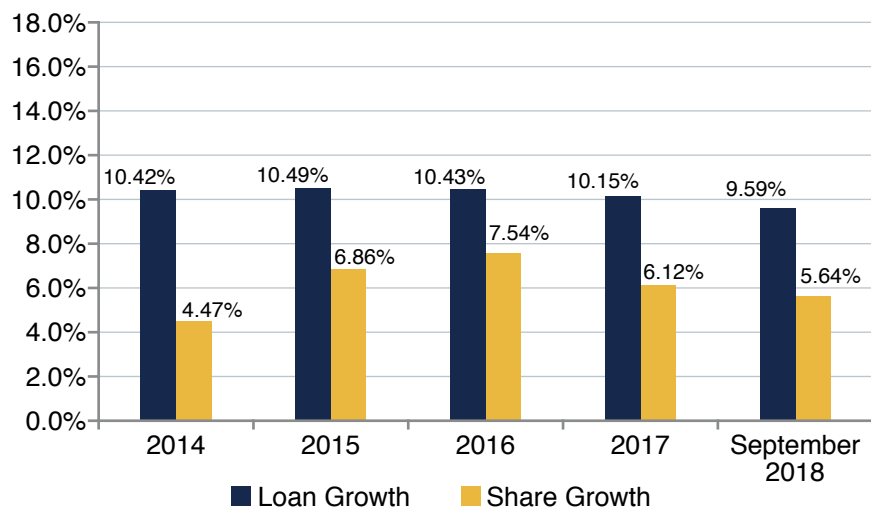


Number of Insured Credit Unions Reporting

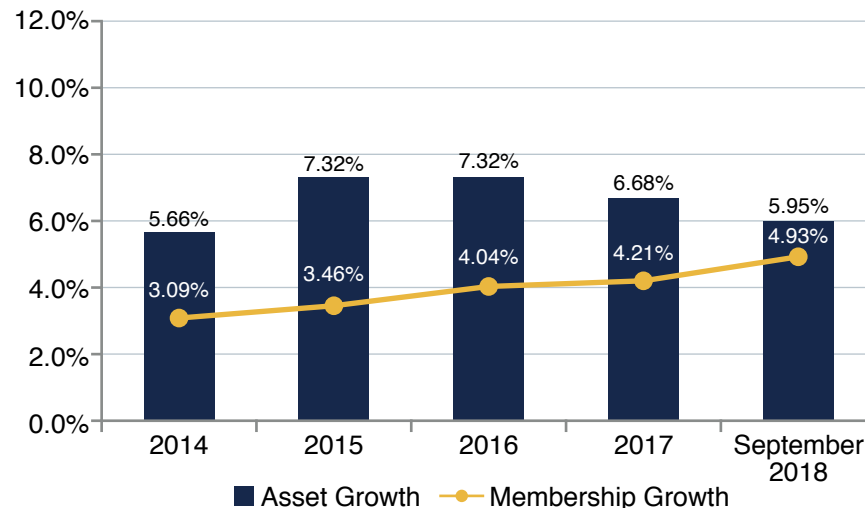
| | Federal Charter | State Charter | Total |
|----------------|-----------------|---------------|-------|
| 2014 | 3,927 | 2,346 | 6,273 |
| 2015 | 3,764 | 2,257 | 6,021 |
| 2016 | 3,608 | 2,177 | 5,785 |
| 2017 | 3,499 | 2,074 | 5,573 |
| September 2018 | 3,421 | 2,015 | 5,436 |

*Net Loans equals Total Loans (\$1,026.2 billion) minus Allowance for Loan and Lease Losses (\$9.1 billion). Numbers may not add up due to rounding.

Loan Growth vs. Share Growth



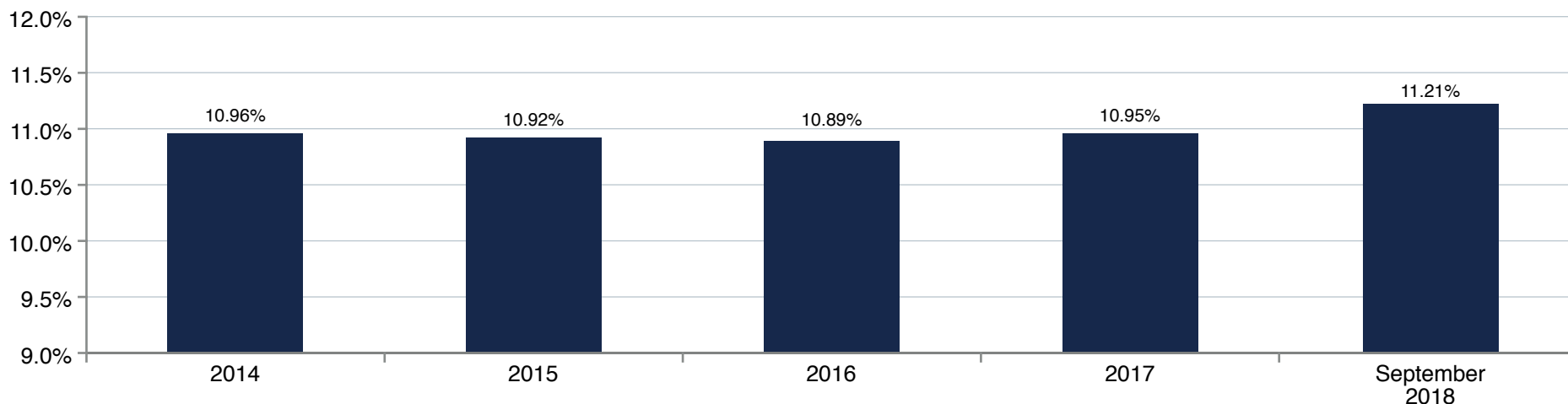
Asset Growth vs. Membership Growth





Net Worth

Aggregate Net Worth Ratio



Net Worth Change

| | December 2017 in Billions | September 2018 in Billions | % Change (Annualized) |
|--------------------|------------------------------|-------------------------------|--------------------------|
| Total Net Worth | \$151.09 | \$161.51 | 9.20% |
| Secondary Capital* | \$0.22 | \$0.26 | 22.90% |

*For low-income-designated credit unions, net worth includes secondary capital. Numbers may not add up due to rounding.

Net Worth Ratios

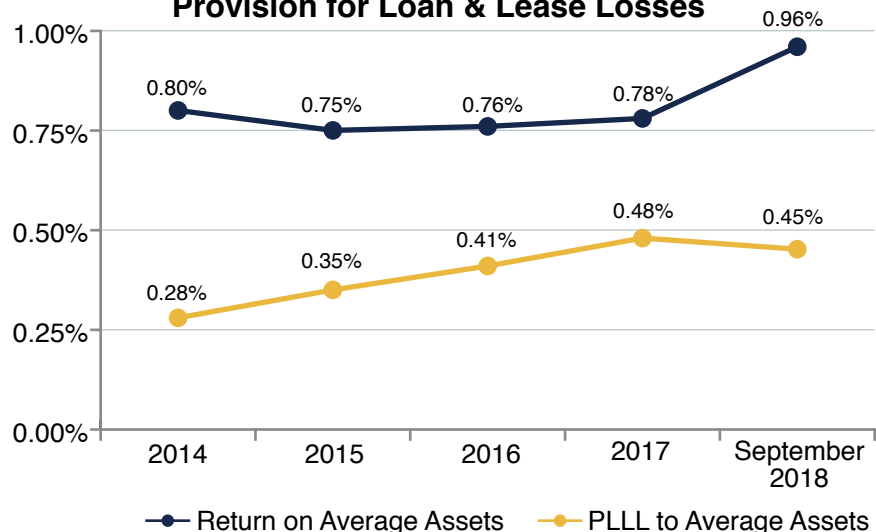
| Number of Credit Unions | December 2017 | % of Total | September 2018 | % of Total |
|-------------------------|---------------|------------|----------------|------------|
| 7% or above | 5,450 | 97.79% | 5,345 | 98.33% |
| 6% to 6.99% | 81 | 1.45% | 68 | 1.25% |
| 4% to 5.99% | 33 | 0.59% | 20 | 0.37% |
| 2% to 3.99% | 4 | 0.07% | 3 | 0.06% |
| 0% to < 2.00% | 2 | 0.04% | 0 | 0.00% |
| Less than 0% | 3 | 0.05% | 0 | 0.00% |

Numbers may not add up due to rounding.

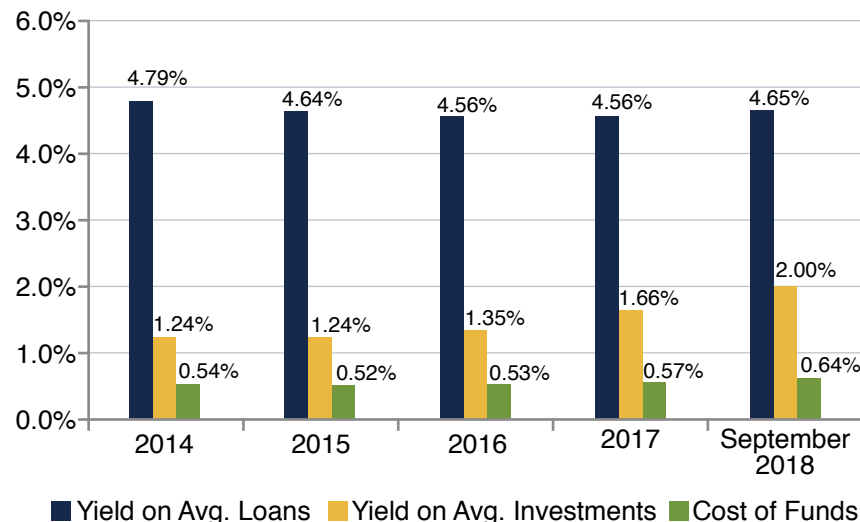


Earnings

Return on Average Assets vs. Provision for Loan & Lease Losses



Yields vs. Cost of Funds

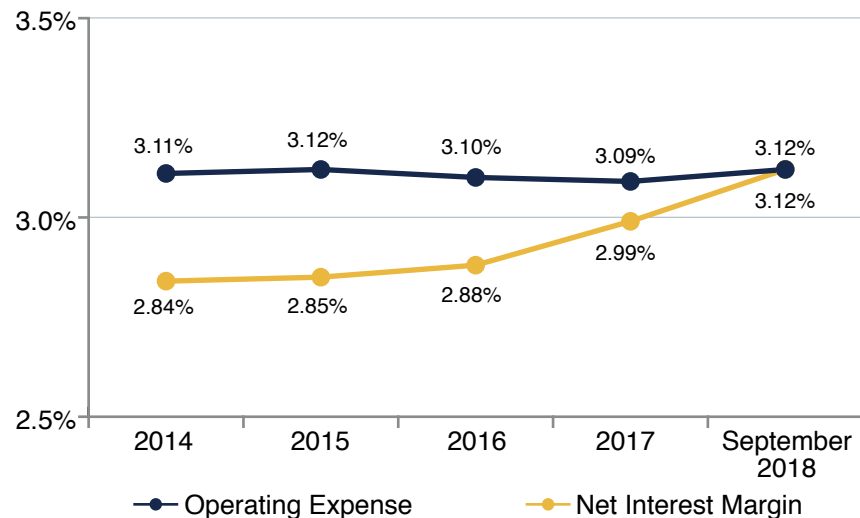


Ratio of Average Assets

| Ratio (% of Average Assets) | December 2017 | September 2018 | Effect on ROA |
|-----------------------------|---------------|----------------|---------------|
| Net Interest Margin | 2.99% | 3.12% | 0.13 bp |
| + Fee & Other Inc. | 1.33% | 1.38% | 0.05 bp |
| - Operating Expenses | 3.09% | 3.12% | -0.03 bp |
| - PLLL | 0.48% | 0.45% | 0.03 bp |
| + Non-Operating Income | 0.03% | 0.03% | 0.00 bp |
| = ROA | 0.78% | 0.96% | 0.18 bp |

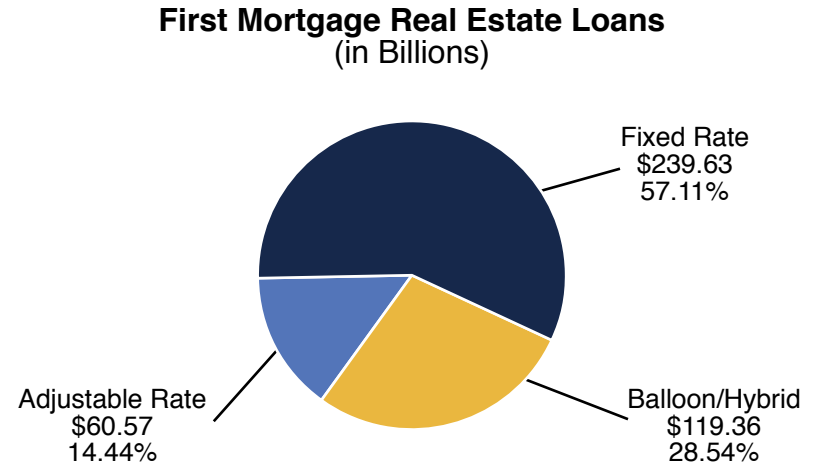
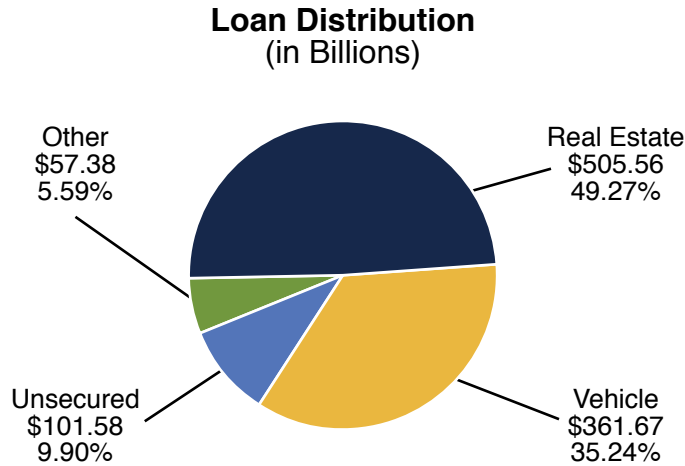
Numbers may not add up due to rounding.

Operating Expenses vs. Net Interest Margin





Loan Distribution



Numbers may not add up due to rounding.

Numbers may not add up due to rounding.

Loan Growth

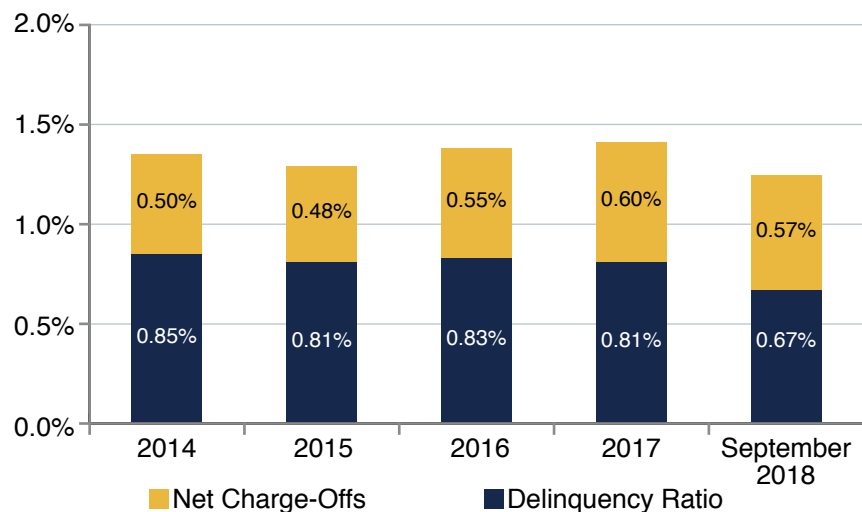
| Loan Category | December 2017 in Billions | % of Total Loans December 2017 | September 2018 in Billions | % of Total Loans September 2018 | Growth in Billions | Growth Rate (Annualized) |
|-------------------------------|---------------------------|--------------------------------|----------------------------|---------------------------------|--------------------|--------------------------|
| Unsecured Credit Card | \$57.51 | 6.01% | \$59.37 | 5.78% | \$1.85 | 4.29% |
| All Other Unsecured | \$40.74 | 4.26% | \$42.22 | 4.11% | \$1.47 | 4.82% |
| New Vehicle | \$132.09 | 13.80% | \$144.27 | 14.06% | \$12.17 | 12.29% |
| Used Vehicle | \$200.45 | 20.94% | \$217.41 | 21.19% | \$16.96 | 11.28% |
| First Mortgage Real Estate | \$391.33 | 40.88% | \$419.56 | 40.88% | \$28.23 | 9.62% |
| Other Real Estate | \$81.63 | 8.53% | \$86.00 | 8.38% | \$4.37 | 7.14% |
| Leases Receivable & All Other | \$53.55 | 5.59% | \$57.38 | 5.59% | \$3.83 | 9.53% |
| Total Loans | \$957.31 | | \$1,026.19 | | \$68.89 | 9.59% |

Numbers may not add up due to rounding.

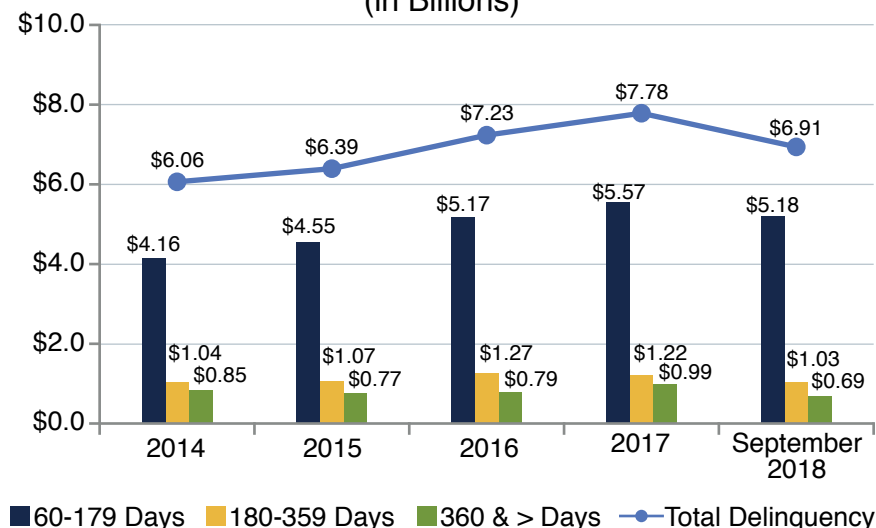


Loan and Delinquency Trends

Delinquency & Charge-Offs



Delinquency (in Billions)

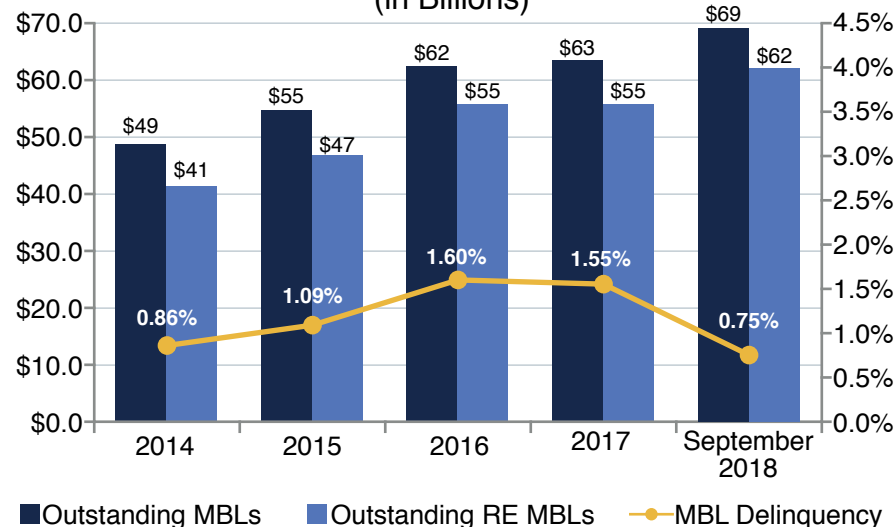


Charge-Offs and Recoveries

| Total Loan Charge-Offs and Recoveries | December 2017 in Billions | September 2018 in Billions* | % Change |
|---------------------------------------|---------------------------|-----------------------------|----------|
| Total Loans Charged Off | \$6.59 | \$6.90 | 4.64% |
| Total Loan Recoveries | \$1.15 | \$1.28 | 11.43% |
| Total Net Charge-Offs | \$5.44 | \$5.62 | 3.21% |

* Annualized
Numbers may not add up due to rounding.

Commercial/Member Business Loans & Delinquency (in Billions)

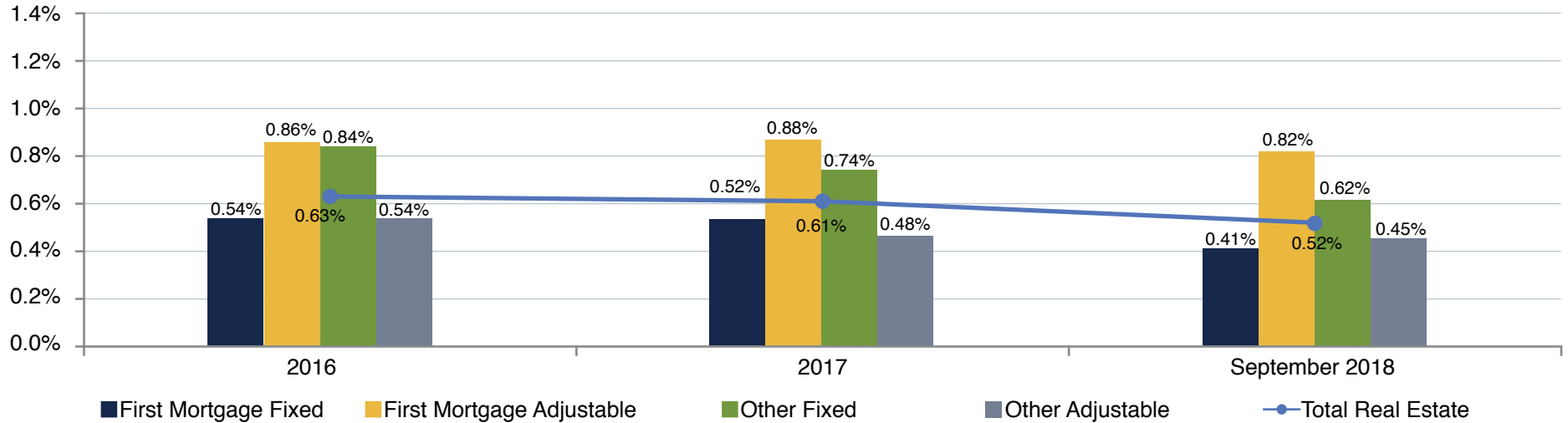


* Reporting requirements for loans were changed with September 2017 cycle to accommodate the regulatory definition of commercial loans.

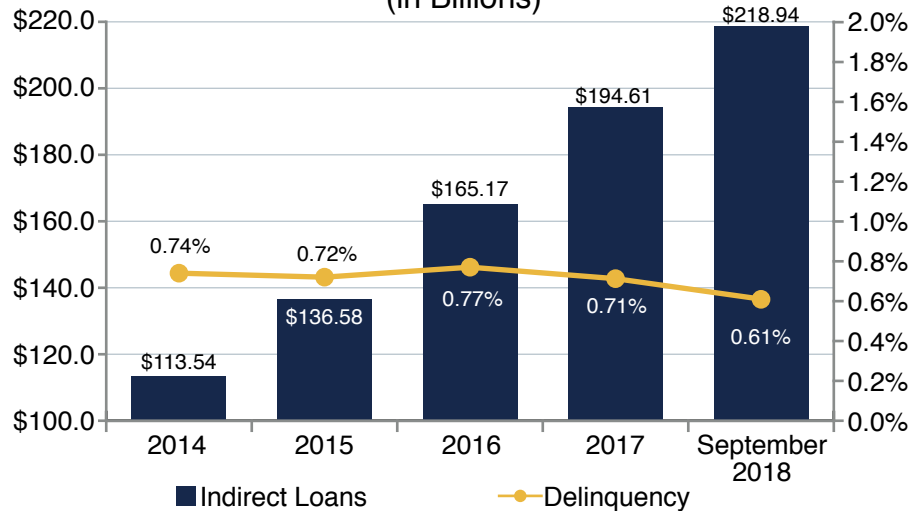


Loan and Delinquency Trends (continued)

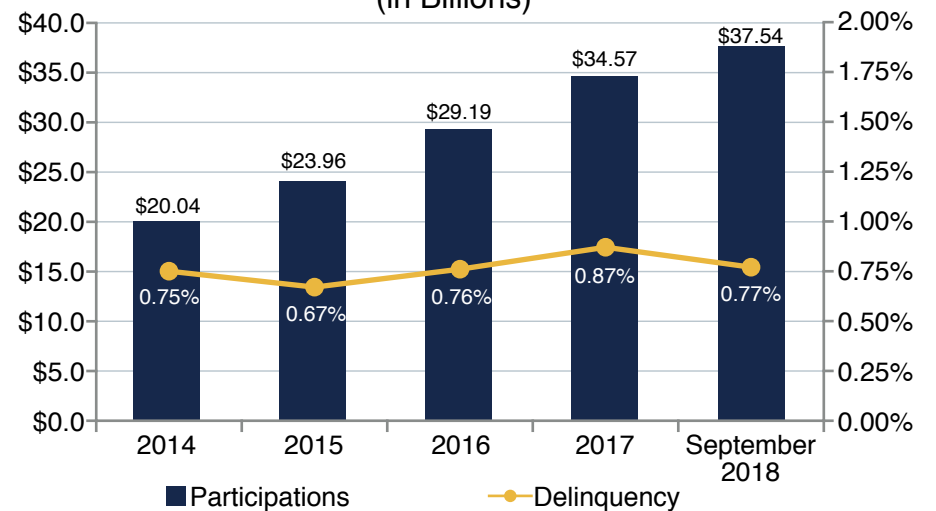
Real Estate Delinquency



Indirect Loans & Delinquency (in Billions)



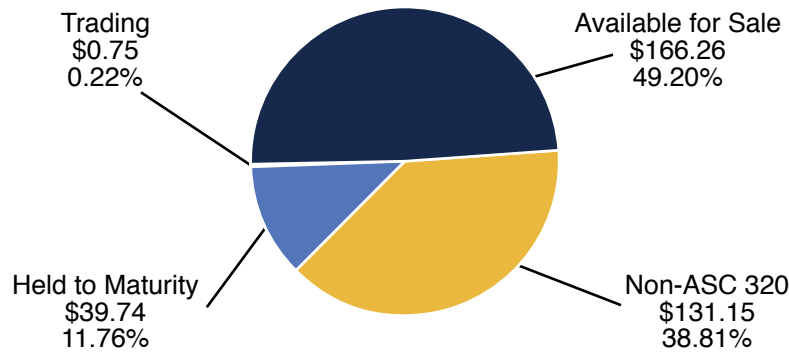
Participation Loans & Delinquency (in Billions)





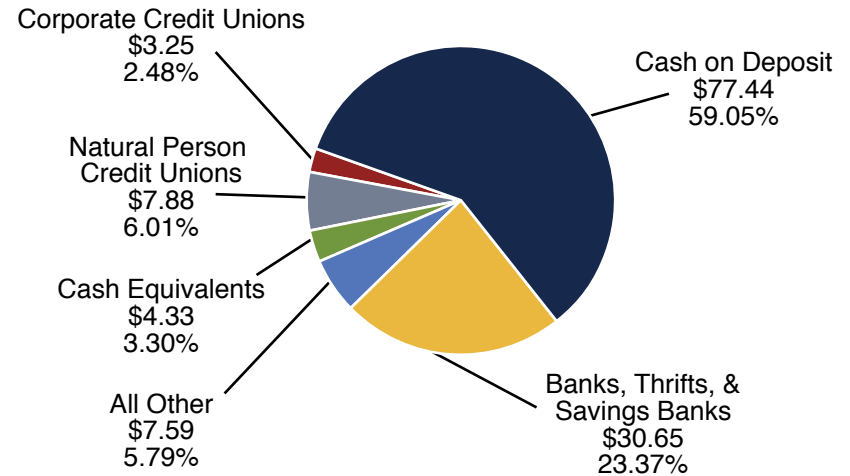
Investment Trends - Accounting Standards Codification

ASC 320 Investment Classification
(in Billions)



Numbers may not add up due to rounding.

Total Non-ASC 320 Investment Distribution
(in Billions)



Numbers may not add up due to rounding.

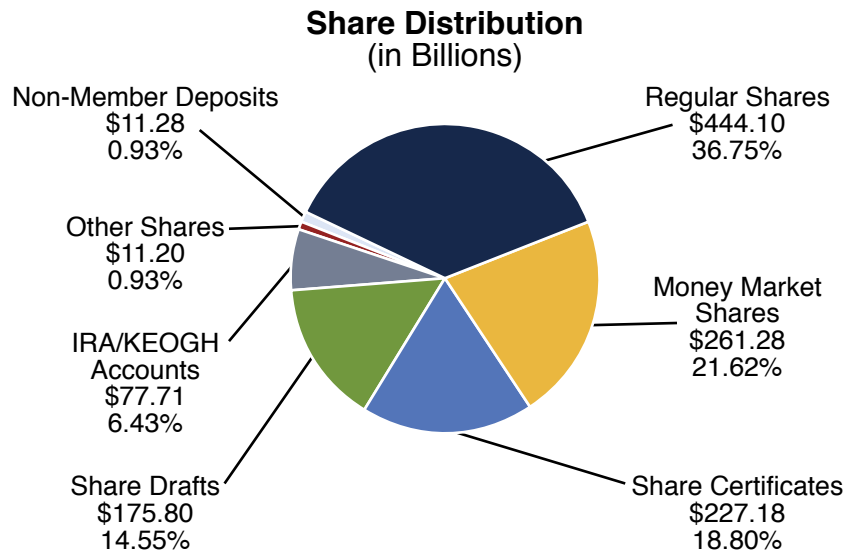
Maturity

| Maturity or Repricing Intervals for Investments and Cash on Deposit & Equivalents | December 2017 in Billions | % of Total Investments December 2017 | September 2018 in Billions | % of Total Investments September 2018 | Growth in Billions | Growth Rate (Annualized) |
|---|---------------------------|--------------------------------------|----------------------------|---------------------------------------|--------------------|--------------------------|
| Less than 1 year | \$160.94 | 45.97% | \$153.97 | 45.57% | -\$6.97 | -5.77% |
| 1 to 3 years | \$86.38 | 24.68% | \$86.70 | 25.66% | \$0.31 | 0.48% |
| 3 to 5 years | \$67.24 | 19.21% | \$61.58 | 18.22% | -\$5.66 | -11.22% |
| 5 to 10 years | \$31.47 | 8.99% | \$31.95 | 9.46% | \$0.48 | 2.04% |
| Greater than 10 years | \$4.04 | 1.16% | \$3.69 | 1.09% | -\$0.35 | -11.55% |
| Total Investments* | \$350.08 | | \$337.89 | | -\$12.18 | -4.64% |

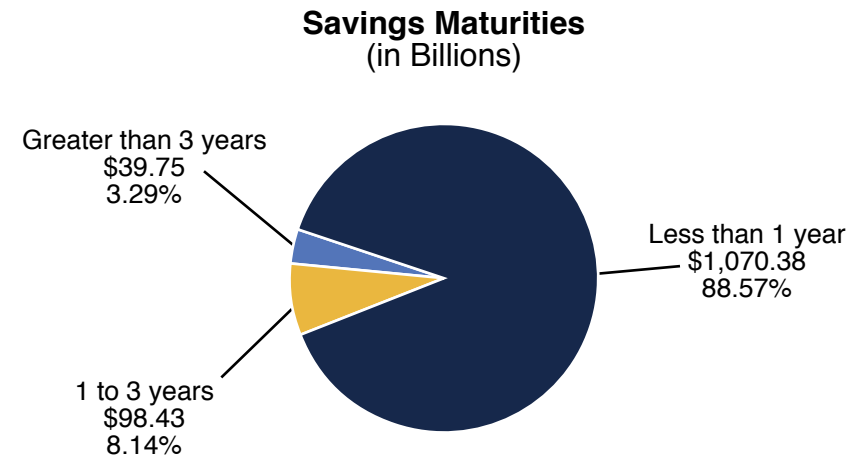
*Includes borrowing repurchase agreements placed in investments for positive arbitrage
Numbers may not add up due to rounding.



Share Trends



Numbers may not add up due to rounding.



Numbers may not add up due to rounding.

Shares

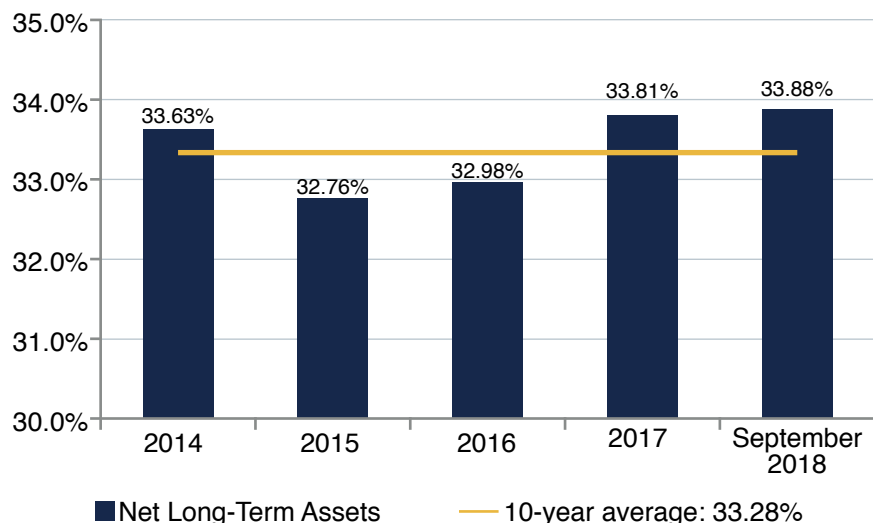
| Share Category | December 2017 Balance in Billions | % of Total Shares December 2017 | September 2018 Balance in Billions | % of Total Shares September 2018 | Growth in Billions | Growth Rate (Annualized) |
|----------------------------------|-----------------------------------|---------------------------------|------------------------------------|----------------------------------|--------------------|--------------------------|
| Share Drafts | \$168.46 | 14.53% | \$175.80 | 14.55% | \$7.34 | 5.81% |
| Regular Shares | \$421.58 | 36.36% | \$444.10 | 36.75% | \$22.52 | 7.12% |
| Money Market Shares | \$259.61 | 22.39% | \$261.28 | 21.62% | \$1.67 | 0.86% |
| Share Certificates | \$212.10 | 18.29% | \$227.18 | 18.80% | \$15.07 | 9.48% |
| IRA / KEOGH Accounts | \$77.72 | 6.70% | \$77.71 | 6.43% | \$0.00 | -0.01% |
| All Other Shares | \$9.75 | 0.84% | \$11.20 | 0.93% | \$1.45 | 19.81% |
| Non-Member Deposits | \$10.25 | 0.88% | \$11.28 | 0.93% | \$1.04 | 13.50% |
| Total Shares and Deposits | \$1,159.47 | | \$1,208.55 | | \$49.08 | 5.64% |

Numbers may not add up due to rounding.

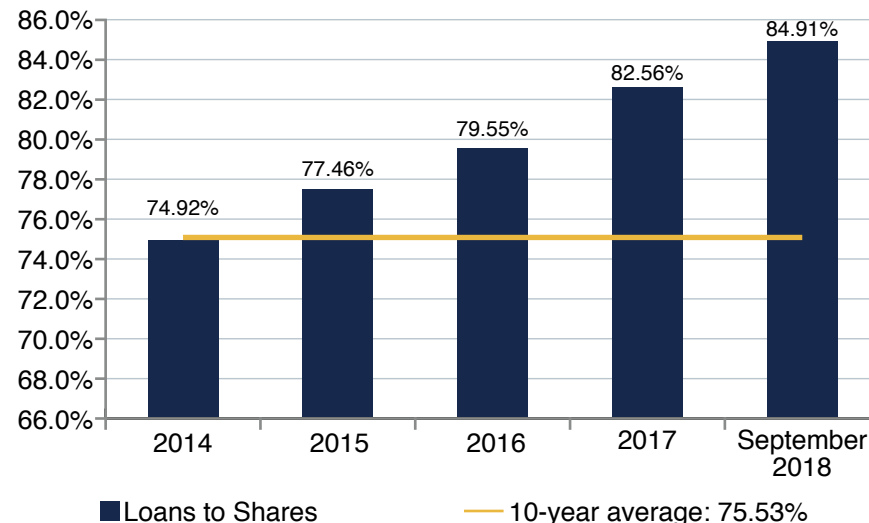


Asset-Liability Management Trends

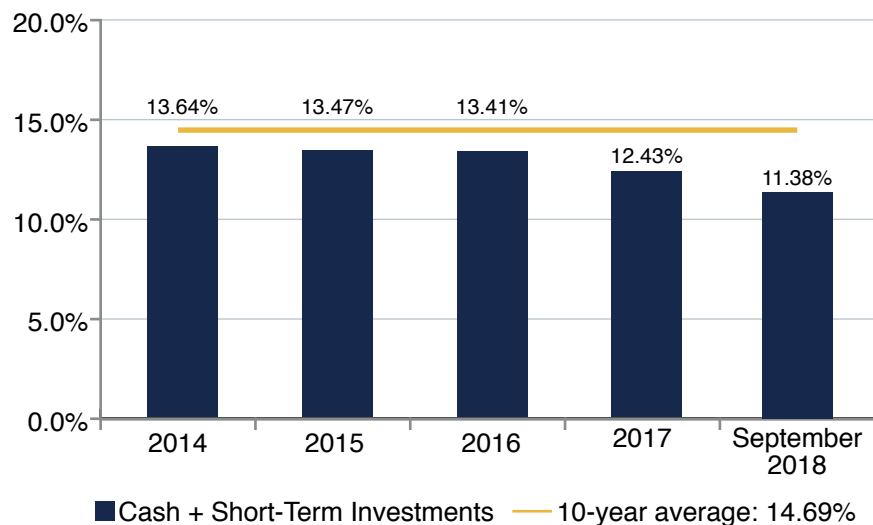
Net Long-Term Assets / Total Assets



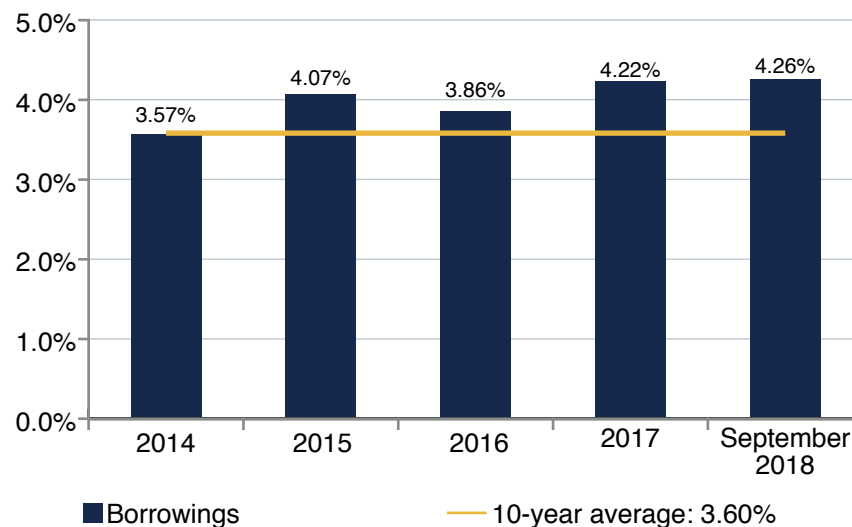
Total Loans / Total Shares



Cash + Short-Term Investments / Assets



Borrowings / Total Shares & Net Worth





Summary of Trends by Asset Group

| | Asset Group Under \$10 million | Asset Group \$10 million to \$100 million | Asset Group \$100 million to \$500 million | Asset Group \$500 million and Greater |
|---|--------------------------------------|---|--|---|
| Number of Credit Unions | 1,447 | 2,415 | 1,031 | 543 |
| Total Assets | \$6.04 billion | \$93.07 billion | \$231.94 billion | \$1.11 trillion |
| Average Assets/CU | \$4.17 million | \$38.54 million | \$224.96 million | \$2.04 billion |
| Net Worth / Total Assets | 15.83% | 12.26% | 11.25% | 11.09% |
| Average Net Worth (non-dollar weighted) | 17.12% | 12.71% | 11.36% | 11.18% |
| Net Worth Growth* | 2.74% | 5.07% | 7.06% | 10.12% |
| Return on Average Assets (ROA)* | 0.31% | 0.59% | 0.73% | 1.05% |
| Net Interest Margin/Average Assets | 3.54% | 3.25% | 3.29% | 3.07% |
| Fee & Other Income/Average Assets | 0.74% | 1.21% | 1.52% | 1.38% |
| Operating Expense/Average Assets | 3.73% | 3.62% | 3.73% | 2.95% |
| Members / Full-Time Employees | 400.19 | 391.55 | 343.50 | 401.37 |
| Provision for Loan Loss/Average Assets | 0.36% | 0.29% | 0.39% | 0.48% |
| Loans / Shares | 60.80% | 64.20% | 78.69% | 88.21% |
| Delinquent Loans / Total Loans | 1.78% | 0.95% | 0.80% | 0.63% |
| % of Real Estate Loans Delinquent > 59 Days | 1.69% | 0.89% | 0.63% | 0.49% |
| % of Member Business Loans Delinquent > 59 Days | 2.26% | 0.99% | 1.40% | 0.62% |
| Net Charge-Offs/Average Loans | 0.66% | 0.50% | 0.56% | 0.57% |
| Share Growth* | -0.34% | 2.09% | 3.93% | 6.98% |
| Loan Growth* | 3.42% | 6.30% | 8.85% | 10.54% |
| Asset Growth* | 0.22% | 2.59% | 4.44% | 7.12% |
| Membership Growth* | -2.38% | 0.32% | 3.05% | 6.78% |
| Net Long-Term Assets / Total Assets | 8.35% | 22.73% | 31.34% | 35.48% |
| Cash + Short-Term Investments / Assets | 29.33% | 20.26% | 12.92% | 10.22% |
| Borrowings / Shares & Net Worth | 0.18% | 0.38% | 1.67% | 5.19% |

*Note: These items are based on the same federally insured credit unions reporting at 12/31/2017 and 09/30/2018, based on 09/30/2018 assets.