Overall Trends

Asset Distribution (in Billions)

- Net Loans*: $1,056.98 (69.53%)
- Investments: $261.21 (17.18%)
- Cash & Equivalents: $120.23 (7.91%)
- Fixed, Foreclosed, and Repossessed Assets: $31.53 (2.07%)
- Other: $50.32 (3.31%)

*Net Loans equals Total Loans ($1,066.4 billion) minus Allowance for Loan and Lease Losses ($9.4 billion). Numbers may not add up due to rounding.

Number of Insured Credit Unions Reporting

<table>
<thead>
<tr>
<th></th>
<th>Federal Charter</th>
<th>State Charter</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>3,764</td>
<td>2,257</td>
<td>6,021</td>
</tr>
<tr>
<td>2016</td>
<td>3,608</td>
<td>2,177</td>
<td>5,785</td>
</tr>
<tr>
<td>2017</td>
<td>3,499</td>
<td>2,074</td>
<td>5,573</td>
</tr>
<tr>
<td>2018</td>
<td>3,376</td>
<td>1,999</td>
<td>5,375</td>
</tr>
<tr>
<td>June 2019</td>
<td>3,335</td>
<td>1,973</td>
<td>5,308</td>
</tr>
</tbody>
</table>

Loan Growth vs. Share Growth

Asset Growth vs. Membership Growth

- Loan Growth
- Share Growth
- Asset Growth
- Membership Growth
## Net Worth

### Aggregate Net Worth Ratio

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Worth Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>10.92%</td>
</tr>
<tr>
<td>2016</td>
<td>10.89%</td>
</tr>
<tr>
<td>2017</td>
<td>10.95%</td>
</tr>
<tr>
<td>2018</td>
<td>11.30%</td>
</tr>
<tr>
<td>June 2019</td>
<td>11.27%</td>
</tr>
</tbody>
</table>

### Net Worth Change

<table>
<thead>
<tr>
<th></th>
<th>December 2018 in Billions</th>
<th>June 2019 in Billions</th>
<th>% Change (Annualized)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Net Worth</td>
<td>$164.26</td>
<td>$171.41</td>
<td>9.59%</td>
</tr>
<tr>
<td>Secondary Capital*</td>
<td>$0.26</td>
<td>$0.29</td>
<td>21.07%</td>
</tr>
</tbody>
</table>

*For low-income-designated credit unions, net worth includes secondary capital.

Numbers may not add up due to rounding.

### Net Worth Ratios

<table>
<thead>
<tr>
<th>Number of Credit Unions</th>
<th>December 2018</th>
<th>% of Total</th>
<th>June 2019</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>7% or above</td>
<td>5,295</td>
<td>98.51%</td>
<td>5,224</td>
<td>98.42%</td>
</tr>
<tr>
<td>6% to 6.99%</td>
<td>50</td>
<td>0.93%</td>
<td>53</td>
<td>1.00%</td>
</tr>
<tr>
<td>4% to 5.99%</td>
<td>24</td>
<td>0.45%</td>
<td>24</td>
<td>0.45%</td>
</tr>
<tr>
<td>2% to 3.99%</td>
<td>3</td>
<td>0.06%</td>
<td>4</td>
<td>0.08%</td>
</tr>
<tr>
<td>0% to &lt; 2.00%</td>
<td>2</td>
<td>0.04%</td>
<td>2</td>
<td>0.04%</td>
</tr>
<tr>
<td>Less than 0%</td>
<td>1</td>
<td>0.02%</td>
<td>1</td>
<td>0.02%</td>
</tr>
</tbody>
</table>

Numbers may not add up due to rounding.
Earnings

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

Ratio of Average Assets

<table>
<thead>
<tr>
<th>Ratio (% of Average Assets)</th>
<th>December 2018</th>
<th>June 2019</th>
<th>Effect on ROA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Interest Margin</td>
<td>3.13%</td>
<td>3.18%</td>
<td>0.05 bp</td>
</tr>
<tr>
<td>+ Fee &amp; Other Inc.</td>
<td>1.38%</td>
<td>1.32%</td>
<td>-0.06 bp</td>
</tr>
<tr>
<td>- Operating Expenses</td>
<td>3.14%</td>
<td>3.16%</td>
<td>-0.02 bp</td>
</tr>
<tr>
<td>- PLLL</td>
<td>0.46%</td>
<td>0.43%</td>
<td>0.03 bp</td>
</tr>
<tr>
<td>+ Non-Operating Income</td>
<td>0.02%</td>
<td>0.06%</td>
<td>0.04 bp</td>
</tr>
<tr>
<td>= ROA</td>
<td>0.92%</td>
<td>0.97%</td>
<td>0.05 bp</td>
</tr>
</tbody>
</table>

Numbers may not add up due to rounding.

Yields vs. Cost of Funds

Operating Expenses vs. Net Interest Margin
Loan Distribution

Loan Distribution (in Billions)

- Real Estate: $528.50 (49.56%)
- Vehicle: $370.49 (34.74%)
- Unsecured: $106.82 (10.02%)
- Other: $60.58 (5.68%)

First Mortgage Real Estate Loans (in Billions)

- Fixed Rate: $248.17 (56.65%)
- Adjustable Rate: $60.86 (13.89%)
- Balloon/Hybrid: $129.08 (29.46%)

Loan Growth

<table>
<thead>
<tr>
<th>Loan Category</th>
<th>December 2018 in Billions</th>
<th>% of Total Loans December 2018</th>
<th>June 2019 in Billions</th>
<th>% of Total Loans June 2019</th>
<th>Growth in Billions</th>
<th>Growth Rate (Annualized)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unsecured Credit Card</td>
<td>$61.84</td>
<td>5.93%</td>
<td>$62.41</td>
<td>5.85%</td>
<td>$0.57</td>
<td>1.85%</td>
</tr>
<tr>
<td>All Other Unsecured</td>
<td>$43.57</td>
<td>4.18%</td>
<td>$44.41</td>
<td>4.16%</td>
<td>$0.83</td>
<td>3.82%</td>
</tr>
<tr>
<td>New Vehicle</td>
<td>$147.22</td>
<td>14.11%</td>
<td>$146.49</td>
<td>13.74%</td>
<td>-$0.72</td>
<td>-0.98%</td>
</tr>
<tr>
<td>Used Vehicle</td>
<td>$218.70</td>
<td>20.96%</td>
<td>$223.99</td>
<td>21.00%</td>
<td>$5.29</td>
<td>4.84%</td>
</tr>
<tr>
<td>First Mortgage Real Estate</td>
<td>$426.41</td>
<td>40.86%</td>
<td>$438.11</td>
<td>41.08%</td>
<td>$11.70</td>
<td>5.49%</td>
</tr>
<tr>
<td>Other Real Estate</td>
<td>$88.12</td>
<td>8.44%</td>
<td>$90.39</td>
<td>8.48%</td>
<td>$2.27</td>
<td>5.15%</td>
</tr>
<tr>
<td>Leases Receivable &amp; All Other</td>
<td>$57.73</td>
<td>5.53%</td>
<td>$60.58</td>
<td>5.68%</td>
<td>$2.85</td>
<td>9.87%</td>
</tr>
<tr>
<td>Total Loans</td>
<td><strong>$1,043.59</strong></td>
<td></td>
<td><strong>$1,066.39</strong></td>
<td></td>
<td><strong>$22.79</strong></td>
<td><strong>4.37%</strong></td>
</tr>
</tbody>
</table>

Numbers may not add up due to rounding.
Loan and Delinquency Trends

**Delinquency & Charge-Offs**

- **2015**: 0.81% Net Charge-Offs, 0.81% Delinquency Ratio
- **2016**: 0.83% Net Charge-Offs, 0.83% Delinquency Ratio
- **2017**: 0.81% Net Charge-Offs, 0.81% Delinquency Ratio
- **2018**: 0.71% Net Charge-Offs, 0.58% Delinquency Ratio
- **June 2019**: 0.63% Net Charge-Offs, 0.56% Delinquency Ratio

**Charge-Offs and Recoveries**

<table>
<thead>
<tr>
<th>Total Loan Charge-Offs and Recoveries</th>
<th>December 2018 in Billions</th>
<th>June 2019 in Billions*</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Loans Charged Off</td>
<td>$7.04</td>
<td>$7.25</td>
<td>3.07%</td>
</tr>
<tr>
<td>Total Loan Recoveries</td>
<td>$1.28</td>
<td>$1.38</td>
<td>8.30%</td>
</tr>
<tr>
<td>Total Net Charge-Offs</td>
<td>$5.76</td>
<td>$5.87</td>
<td>1.92%</td>
</tr>
</tbody>
</table>

* Annualized
Numbers may not add up due to rounding.

**Delinquency (in Billions)**

- **2015**: $4.55 Total Delinquency
- **2016**: $5.17 Total Delinquency
- **2017**: $5.57 Total Delinquency
- **2018**: $5.66 Total Delinquency
- **June 2019**: $5.01 Total Delinquency

**Commercial/Member Business Loans & Delinquency (in Billions)**

- **2015**: $55 Outstanding MBLs, 1.09% MBL Delinquency
- **2016**: $47 Outstanding MBLs, 1.60% MBL Delinquency
- **2017**: $55 Outstanding MBLs, 1.56% MBL Delinquency
- **2018**: $55 Outstanding MBLs, 0.66% MBL Delinquency
- **June 2019**: $68 Outstanding MBLs, 0.68% MBL Delinquency

* 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**

- **First Mortgage Fixed**: 0.52% (2017), 0.61% (2018), 0.48% (2019)
- **First Mortgage Adjustable**: 0.88% (2017), 0.74% (2018), 0.84% (2019)
- **Other Fixed**: 0.48% (2017), 0.47% (2018), 0.41% (2019)
- **Other Adjustable**: 0.52% (2017), 0.49% (2018), 0.52% (2019)
- **Total Real Estate**: 0.61% (2017), 0.52% (2018), 0.43% (2019)

**Indirect Loans & Delinquency**

- **2015**: $136.58, 0.72%
- **2016**: $165.17, 0.77%
- **2017**: $194.00, 0.72%
- **2018**: $221.46, 0.67%
- **June 2019**: $225.53, 0.55%

**Participation Loans & Delinquency**

- **2015**: $23.96, 0.67%
- **2016**: $29.19, 0.76%
- **2017**: $34.58, 0.87%
- **2018**: $38.33, 0.70%
- **June 2019**: $39.38, 0.70%
**Investment Trends - Accounting Standards Codification**

### Investment Classification (in Billions)

- **ASC 320 Available for Sale**
  - $116.80
  - 34.90%

- **ASC 320 Held to Maturity**
  - $29.71
  - 8.85%

- **Equity Securities**
  - $2.36
  - 0.64%

- **Trading Debt Securities**
  - $0.87
  - 0.25%

- **Debt Securities**
  - $56.88
  - 17.00%

- **Held to Maturity Debt Securities**
  - $7.50
  - 2.26%

- **Available for Sale Debt Securities**
  - $56.88
  - 17.00%

- **Other Investments**
  - $156.38
  - 45.80%

- **ACE 320 Trading**
  - $0.87
  - 0.25%

*Credit Unions adopting ASU 2016-01

Numbers may not add up due to rounding.

### Other Investments Distribution (in Billions)

- **Cash on Deposit**
  - $104.37
  - 66.74%

- **Banks, Thrifts, & Savings Banks**
  - $28.80
  - 18.42%

- **Natural Person Credit Unions**
  - $8.19
  - 5.24%

- **Corporate Credit Unions**
  - $3.00
  - 1.92%

- **All Other**
  - $6.82
  - 4.36%

- **Cash Equivalents**
  - $5.20
  - 3.33%

- **Trading Debt Securities**
  - $0.28
  - 0.07%

Numbers may not add up due to rounding.

### Maturity

<table>
<thead>
<tr>
<th>Maturity or Repricing Intervals for Investments and Cash on Deposit &amp; Equivalents</th>
<th>December 2018 in Billions</th>
<th>% of Total Investments December 2018</th>
<th>June 2019 in Billions</th>
<th>% of Total Investments June 2019</th>
<th>Growth in Billions</th>
<th>Growth Rate (Annualized)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than 1 year</td>
<td>$154.07</td>
<td>46.00%</td>
<td>$187.75</td>
<td>50.64%</td>
<td>$33.69</td>
<td>43.73%</td>
</tr>
<tr>
<td>1 to 3 years</td>
<td>$86.18</td>
<td>25.73%</td>
<td>$91.59</td>
<td>24.70%</td>
<td>$5.41</td>
<td>12.56%</td>
</tr>
<tr>
<td>3 to 5 years</td>
<td>$59.26</td>
<td>17.69%</td>
<td>$57.29</td>
<td>15.45%</td>
<td>-$1.96</td>
<td>-6.63%</td>
</tr>
<tr>
<td>5 to 10 years</td>
<td>$31.54</td>
<td>9.42%</td>
<td>$29.96</td>
<td>8.08%</td>
<td>-$1.58</td>
<td>-10.05%</td>
</tr>
<tr>
<td>Greater than 10 years</td>
<td>$3.91</td>
<td>1.17%</td>
<td>$4.19</td>
<td>1.13%</td>
<td>$0.28</td>
<td>14.31%</td>
</tr>
<tr>
<td>Total Investments*</td>
<td>$334.95</td>
<td></td>
<td>$370.78</td>
<td></td>
<td>$35.83</td>
<td>21.40%</td>
</tr>
</tbody>
</table>

*Includes borrowing repurchase agreements placed in investments for positive arbitrage

Numbers may not add up due to rounding.
### Share Trends

#### Share Distribution (in Billions)
- **Regular Shares**: $458.45, 35.82%
- **Money Market Shares**: $264.01, 20.63%
- **Share Certificates**: $264.93, 20.70%
- **Share Drafts**: $189.06, 14.77%
- **Non-Member Deposits**: $12.20, 0.95%
- **IRA/KEOGH Accounts**: $79.50, 6.21%
- **Other Shares**: $11.64, 0.91%

#### Savings Maturities (in Billions)
- **Less than 1 year**: $1,123.57, 87.79%
- **1 to 3 years**: $113.91, 8.90%
- **Greater than 3 years**: $42.30, 3.31%

Numbers may not add up due to rounding.

### Shares

<table>
<thead>
<tr>
<th>Share Category</th>
<th>December 2018 Balance in Billions</th>
<th>% of Total Shares December 2018</th>
<th>June 2019 Balance in Billions</th>
<th>% of Total Shares June 2019</th>
<th>Growth in Billions</th>
<th>Growth Rate (Annualized)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share Drafts</td>
<td>$190.04</td>
<td>15.58%</td>
<td>$189.06</td>
<td>14.77%</td>
<td>-$0.98</td>
<td>-1.03%</td>
</tr>
<tr>
<td>Regular Shares</td>
<td>$429.63</td>
<td>35.22%</td>
<td>$458.45</td>
<td>35.82%</td>
<td>$28.82</td>
<td>13.41%</td>
</tr>
<tr>
<td>Money Market Shares</td>
<td>$261.91</td>
<td>21.47%</td>
<td>$264.01</td>
<td>20.63%</td>
<td>$2.09</td>
<td>1.60%</td>
</tr>
<tr>
<td>Share Certificates</td>
<td>$238.16</td>
<td>19.53%</td>
<td>$264.93</td>
<td>20.70%</td>
<td>$26.77</td>
<td>22.48%</td>
</tr>
<tr>
<td>IRA / KEOGH Accounts</td>
<td>$77.55</td>
<td>6.36%</td>
<td>$79.50</td>
<td>6.21%</td>
<td>$1.95</td>
<td>5.02%</td>
</tr>
<tr>
<td>All Other Shares</td>
<td>$10.56</td>
<td>0.87%</td>
<td>$11.64</td>
<td>0.91%</td>
<td>$1.08</td>
<td>20.47%</td>
</tr>
<tr>
<td>Non-Member Deposits</td>
<td>$11.88</td>
<td>0.97%</td>
<td>$12.20</td>
<td>0.95%</td>
<td>$0.32</td>
<td>5.47%</td>
</tr>
<tr>
<td>Total Shares and Deposits</td>
<td>$1,219.73</td>
<td></td>
<td>$1,279.78</td>
<td></td>
<td>$60.05</td>
<td>9.85%</td>
</tr>
</tbody>
</table>

Numbers may not add up due to rounding.
Asset-Liability Management Trends

**Net Long-Term Assets / Total Assets**
- 10-year average: 33.44%

- 2015: 32.76%
- 2016: 32.98%
- 2017: 33.82%
- 2018: 33.94%
- June 2019: 33.06%

**Cash + Short-Term Investments / Assets**
- 10-year average: 14.31%

- 2015: 13.47%
- 2016: 13.40%
- 2017: 12.43%
- 2018: 11.35%
- June 2019: 13.05%

**Total Loans / Total Shares**
- 10-year average: 76.32%

- 2015: 77.46%
- 2016: 79.55%
- 2017: 82.56%
- 2018: 85.56%
- June 2019: 83.33%

**Borrowings / Total Shares & Net Worth**
- 10-year average: 3.52%

- 2015: 4.07%
- 2016: 3.86%
- 2017: 4.22%
- 2018: 4.24%
- June 2019: 3.59%
## Summary of Trends by Asset Group

| Asset Group | Number of Credit Unions | Total Assets | Average Assets/CU | Net Worth / Total Assets | Average Net Worth (non-dollar weighted) | Net Worth Growth* | Return on Average Assets (ROA)* | Net Interest Margin/Average Assets | Fee & Other Income/Average Assets | Operating Expense/Average Assets | Members / Full-Time Employees | Provision for Loan Loss/Average Assets | Loans / Shares | Delinquent Loans / Total Loans | % of Real Estate Loans Delinquent > 59 Days | % of Member Business Loans Delinquent > 59 Days | Net Charge-Offs/Average Loans | Share Growth* | Loan Growth* | Asset Growth* | Membership Growth* | Net Long-Term Assets / Total Assets | Cash + Short-Term Investments / Assets | Borrowings / Shares & Net Worth |
|-------------|-------------------------|--------------|------------------|--------------------------|----------------------------------------|------------------|-------------------------------|----------------------------------|----------------------------------|-------------------------------|-------------------------------|----------------------------------------|-----------------|--------------------------|-----------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Under $10 million | 1,363 | $5.64 billion | $4.14 million | 16.06% | 17.40% | 2.08% | 0.34% | 3.70% | 0.66% | 3.81% | 398.27 | 0.36% | 62.06% | 1.77% | 2.19% | 1.03% | 0.71% | 1.59% | 1.19% | 1.73% | -1.33% | 7.48% | 30.57% | 0.16% |
| $10 million to $100 million | 2,357 | $91.31 billion | $38.74 million | 12.44% | 12.93% | 5.42% | 0.64% | 3.40% | 1.16% | 3.70% | 386.27 | 0.26% | 64.44% | 0.86% | 0.81% | 0.96% | 0.46% | 5.16% | 2.94% | 5.36% | -0.02% | 21.58% | 21.68% | 0.30% |
| $100 million to $500 million | 1,012 | $224.13 billion | $221.48 million | 11.37% | 11.49% | 6.97% | 0.76% | 3.35% | 1.44% | 3.76% | 339.59 | 0.32% | 77.42% | 0.68% | 0.62% | 1.02% | 0.48% | 7.37% | 3.74% | 7.48% | 1.60% | 29.85% | 14.97% | 1.26% |
| $500 million and Greater | 576 | $1.20 trillion | $2.08 billion | 11.14% | 11.23% | 9.94% | 1.04% | 3.13% | 1.31% | 3.01% | 399.82 | 0.47% | 86.06% | 0.61% | 0.49% | 0.62% | 0.58% | 11.41% | 5.19% | 10.51% | 5.40% | 34.65% | 11.95% | 4.32% |

*Note: These items are based on the same federally insured credit unions reporting at 12/31/2018 and 06/30/2019, based on 06/30/2019 assets.