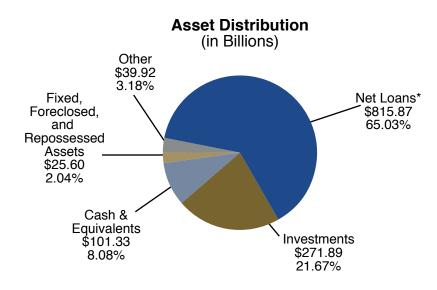
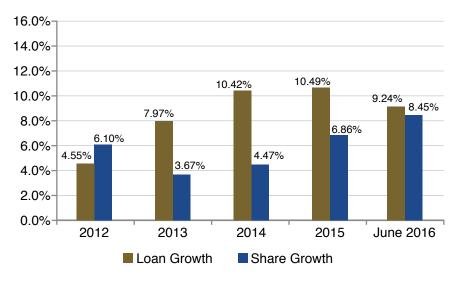
### **Overall Trends**



\*Net Loans equals Total Loans (\$823.4 billion) minus Allowance for Loan and Lease Losses (\$7.5 billion). Numbers may not add up due to rounding.

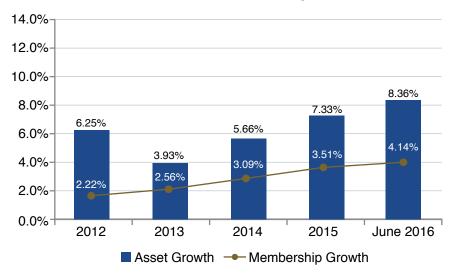


#### Loan Growth vs. Share Growth

Number of Insured Credit Unions Reporting

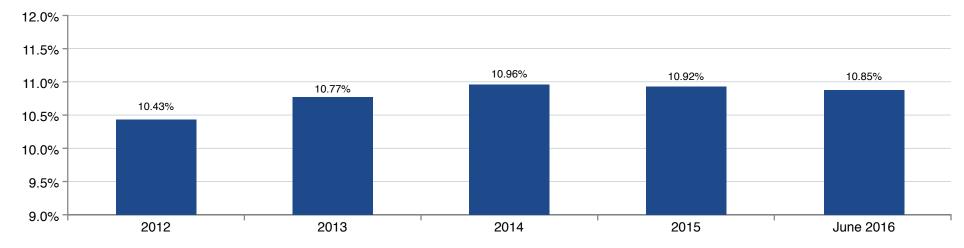
	Federal Charter	State Charter	Total
2012	4,272	2,547	6,819
2013	4,105	2,449	6,554
2014	3,927	2,346	6,273
2015	3,764	2,257	6,021
June 2016	3,679	2,208	5,887

#### Asset Growth vs. Membership Growth





# **Net Worth**



#### **Aggregate Net Worth Ratio**

### Net Worth Change

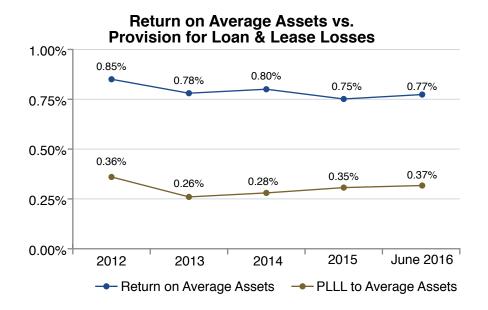
	December 2015 In Billions	June 2016 In Billions	% Change (Annualized)
Total Net Worth	\$131.56	\$136.21	7.07%
Secondary Capital*	\$0.18	\$0.17	-8.49%

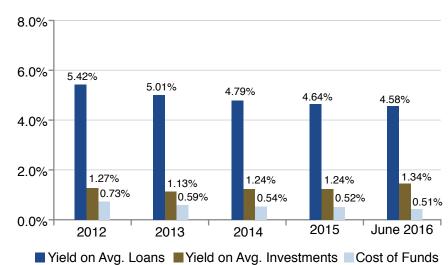
\*For low-income-designated credit unions, net worth includes secondary capital. Numbers may not add up due to rounding.

#### **Net Worth Ratios**

Number of Credit Unions	December 2015	% of Total	June 2016	% of Total
7% or above	5,895	97.91%	5,759	97.83%
6% to 6.99%	91	1.51%	93	1.58%
4% to 5.99%	24	0.40%	27	0.46%
2% to 3.99%	5	0.08%	6	0.10%
0% to < 2.00%	5	0.08%	2	0.03%
Less than 0%	1	0.02%	0	0.00%

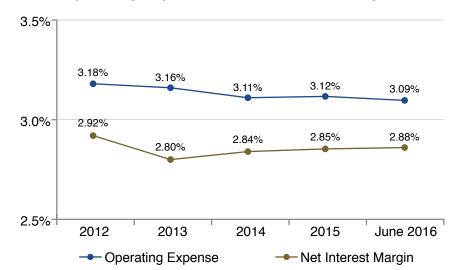
# Earnings





#### Yields vs. Cost of Funds

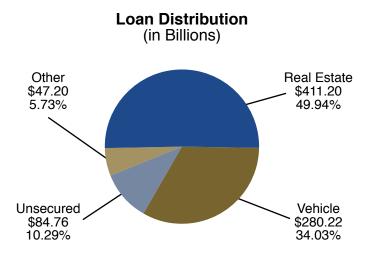
#### **Operating Expenses vs. Net Interest Margin**

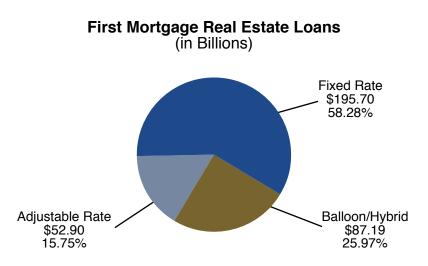


**Ratio of Average Assets** 

Ratio (% of Average Assets)	December 2015	June 2016	Effect on ROA
Net Interest Margin	2.85%	2.88%	0.03 bp
+ Fee & Other Inc.	1.33%	1.31%	-0.02 bp
- Operating Expenses	3.12%	3.09%	0.03 bp
- PLLL	0.35%	0.37%	-0.02 bp
+ Non-Operating Income	0.03%	0.04%	0.01 bp
= ROA	0.75%	0.77%	0.02 bp

### **Loan Distribution**





Numbers may not add up due to rounding.

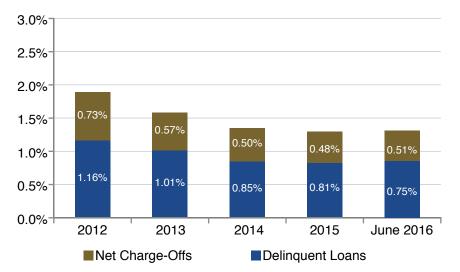
Numbers may not add up due to rounding.

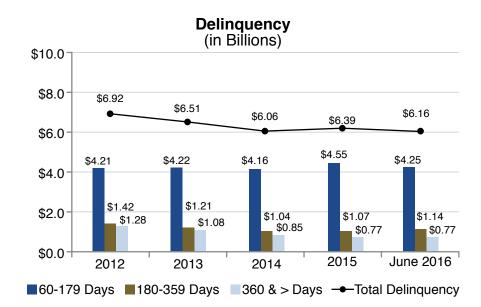
Loan Growth

Loan Category	December 2015 in Billions	% of Total Loans December 2015	June 2016 in Billions	% of Total Loans June 2016	Growth in Billions	Growth Rate (Annualized)
Unsecured Credit Card	\$48.80	6.20%	\$49.09	5.96%	\$0.28	1.15%
All Other Unsecured	\$34.98	4.44%	\$35.68	4.33%	\$0.69	3.96%
New Vehicle	\$100.08	12.72%	\$107.26	13.03%	\$7.18	14.35%
Used Vehicle	\$161.96	20.58%	\$172.96	21.01%	\$11.00	13.58%
First Mortgage Real Estate	\$322.36	40.96%	\$335.80	40.78%	\$13.44	8.34%
Other Real Estate	\$74.41	9.45%	\$75.40	9.16%	\$0.99	2.66%
Leases Receivable & All Other	\$44.42	5.64%	\$47.20	5.73%	\$2.78	12.53%
Total Loans	\$787.03		\$823.39		\$36.36	9.24%

### Loan and Delinquency Trends

#### **Delinquency & Charge-Offs**



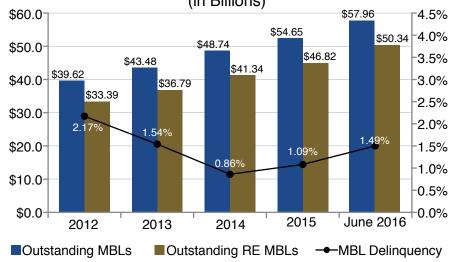


### **Charge-Offs and Recoveries**

Total Loan Charge-Offs and Recoveries	December 2015 In Billions	June 2016 In Billions*	% Change
Total Loans Charged Off	\$4.57	\$5.14	12.41%
Total Loan Recoveries	\$0.94	\$1.04	11.30%
Total Net Charge-Offs	\$3.63	\$4.10	12.69%

\* Annualized

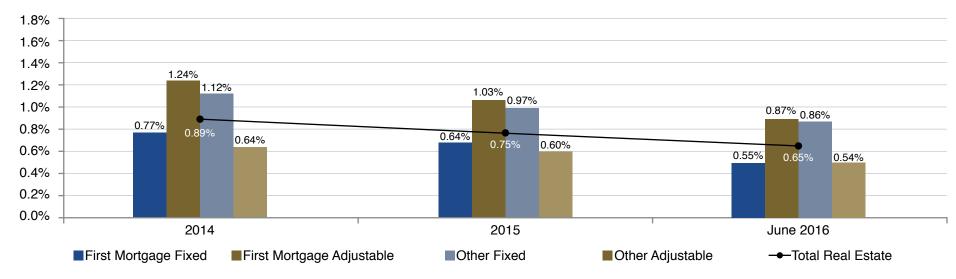
Member Business Loans & Delinquency (in Billions)

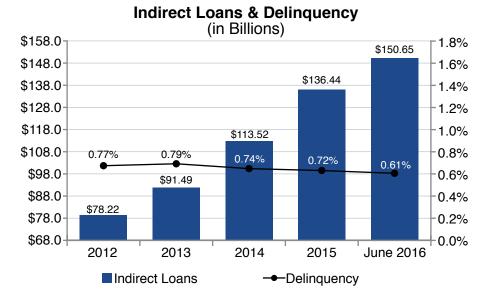


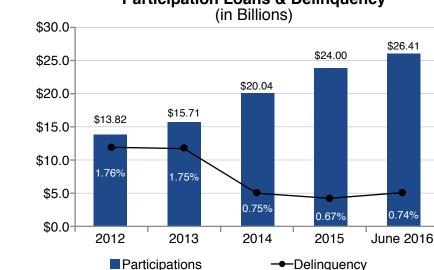


# Loan and Delinquency Trends (continued)

### **Real Estate Delinguency**







**Participation Loans & Delinquency** 

4.5%

4.0%

3.5%

3.0%

2.5%

2.0%

-1.5%

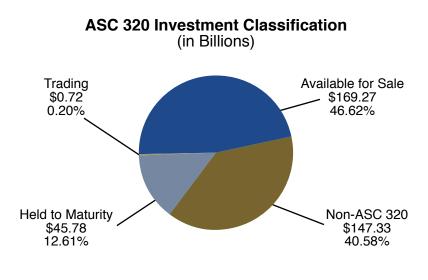
-1.0%

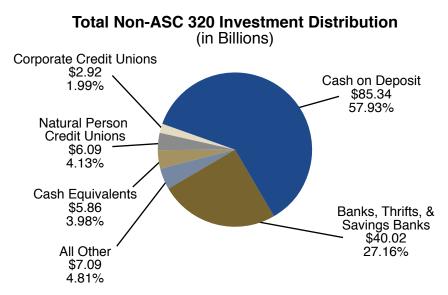
0.5%

0.0%

### **Investment Trends - Accounting Standards Codification**







Numbers may not add up due to rounding.

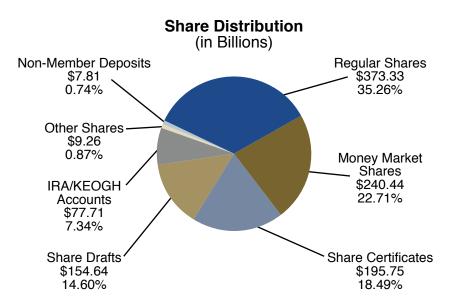
Numbers may not add up due to rounding.

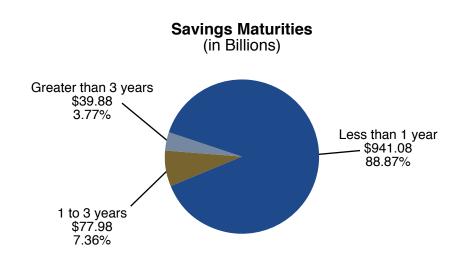
	ıritv	7
111		٧/-

Maturity or Repricing Intervals for Investments and Cash on Deposit & Equivalents	December 2015 in Billions	% of Total Investments December 2015	June 2016 in Billions	% of Total Investments March 2016	Growth in Billions	Growth Rate (Annualized)
Less than 1 year	\$152.35	42.62%	\$165.19	45.49%	\$12.83	16.84%
1 to 3 years	\$101.70	28.45%	\$103.74	28.57%	\$2.04	4.01%
3 to 5 years	\$71.22	19.92%	\$65.40	18.01%	-\$5.82	-16.34%
5 to 10 years	\$27.75	7.76%	\$24.89	6.85%	-\$2.86	-20.60%
Greater than 10 years	\$4.46	1.25%	\$3.89	1.07%	-\$0.57	-25.56%
Total Investments*	\$357.48		\$363.10		\$5.62	3.15%

\*Includes borrowing repurchase agreements placed in investments for positive arbitage 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.

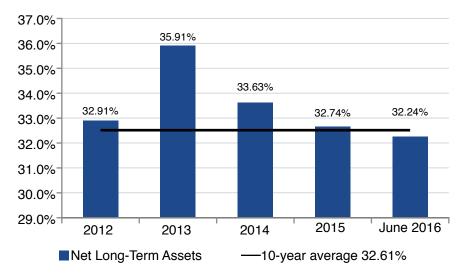
Shares

Share Category	December 2015 Balance in Billions	% of Total Shares December 2015	June 2016 Balance in Billions	% of Total Shares June 2016	Growth in Billions	Growth Rate (Annualized)
Share Drafts	\$150.44	14.81%	\$154.64	14.60%	\$4.20	5.59%
Regular Shares	\$351.98	34.64%	\$373.33	35.26%	\$21.35	12.13%
Money Market Shares	\$231.77	22.81%	\$240.44	22.71%	\$8.67	7.48%
Share Certificates	\$190.11	18.71%	\$195.75	18.49%	\$5.64	5.94%
IRA / KEOGH Accounts	\$76.58	7.54%	\$77.71	7.34%	\$1.13	2.94%
All Other Shares	\$8.46	0.83%	\$9.26	0.87%	\$0.79	18.75%
Non-Member Deposits	\$6.66	0.66%	\$7.81	0.74%	\$1.15	34.42%
Total Shares and Deposits	\$1,016.00		\$1,058.93		\$42.93	8.45%

### **Asset-Liability Management Trends**



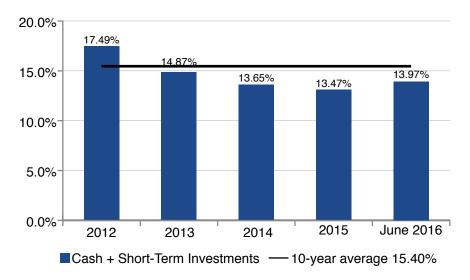
#### Net Long-Term Assets / Total Assets



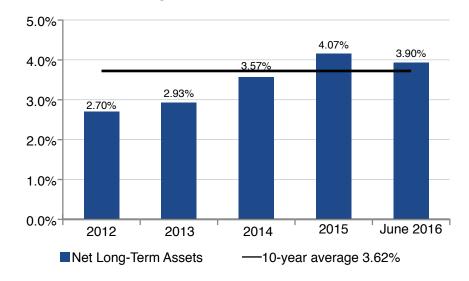
#### 77.76% 77.46% 78.0% 76.0%-74 92% 74.0% 72.0% 70.89% 70.0%-68.06% 68.0%-66.0%-64.0%-62.0% 2015 June 2016 2012 2014 2013 Loans to Shares -10-year average 75.27%

**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
# of Credit Unions	1,723	2,622	1,048	494
Total Assets	\$7.13 billion	\$98.60 billion	\$231.82 billion	\$917.07 billion
Average Assets/CU	\$4.14 million	\$37.60 million	\$221.20 million	\$1,856.41 million
Net Worth / Total Assets	14.99%	11.83%	10.91%	10.70%
Average Net Worth (non-dollar weighted)	16.21%	12.25%	10.94%	10.89%
Net Worth Growth*	0.45%	3.58%	6.06%	8.63%
Return on Average Assets (ROA)*	0.09%	0.37%	0.54%	0.88%
Net Interest Margin/Average Assets	3.28%	3.04%	3.05%	2.82%
Fee & Other Income/Average Assets	0.65%	1.12%	1.41%	1.31%
Operating Expense/Average Assets	3.65%	3.59%	3.65%	2.89%
Members / Full-Time Employees	407.00	392.49	345.69	395.94
Provision for Loan Loss/Average Assets	0.26%	0.24%	0.31%	0.40%
Loans / Shares	56.26%	60.12%	72.35%	81.34%
Delinquent Loans / Total Loans	1.78%	1.05%	0.82%	0.70%
% of Real Estate Loans Delinquent > 59 Days	1.75%	1.05%	0.81%	0.59%
% of Member Business Loans Delinquent > 59 Days	0.33%	0.81%	1.09%	1.61%
Net Charge-Offs/Average Loans	0.61%	0.47%	0.46%	0.52%
Share Growth*	3.77%	5.21%	7.19%	10.11%
Loan Growth*	0.63%	4.38%	7.84%	10.70%
Asset Growth*	3.28%	5.10%	7.13%	9.93%
Membership Growth*	-1.33%	0.44%	2.94%	6.44%
Net Long-Term Assets / Total Assets	10.12%	23.46%	31.46%	33.55%
Cash + Short-Term Investments / Assets	30.35%	21.47%	15.08%	12.76%
Borrowings / Shares & Net Worth	0.11%	0.27%	1.32%	5.01%

\*Note: These items are based on the same federally insured credit unions reporting at 12/31/2015 and 06/30/2016, based on 06/30/2016 assets.