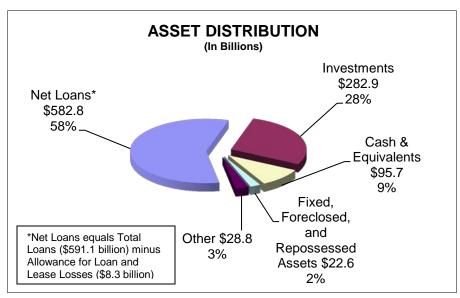
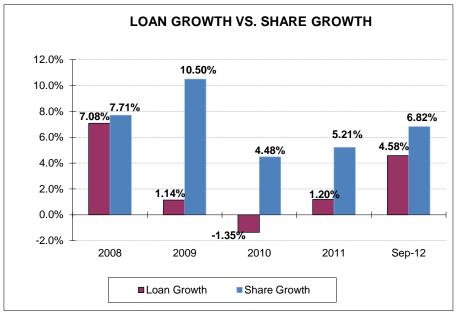
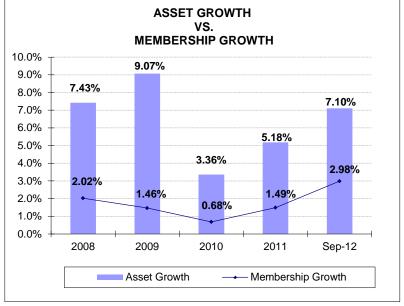
#### **OVERALL TRENDS**

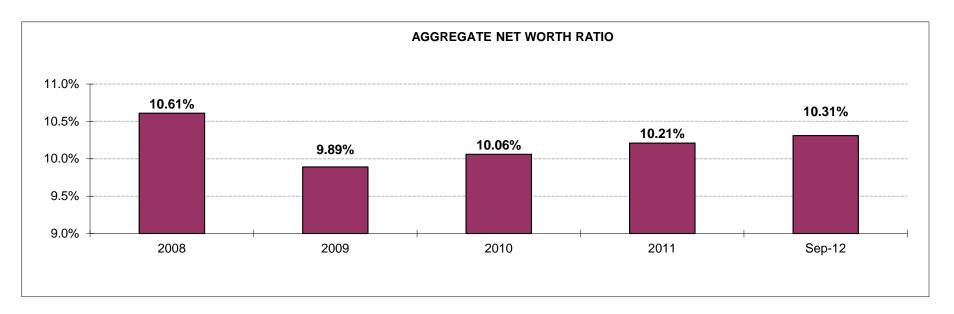


Number of Credit Unions Reporting						
	Federal Charter	State Charter	Total			
2008	4,847	2,959	7,806			
2009	4,714	2,840	7,554			
2010	4,589	2,750	7,339			
2011	4,447	2,647	7,094			
Sep-12	4,322	2,566	6,888			





# **NET WORTH**

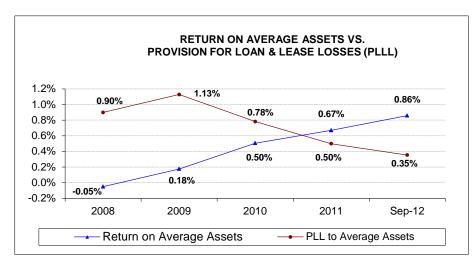


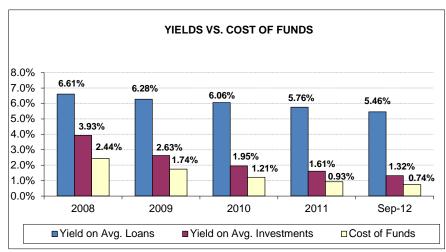
	December	September	%
	2011	2012	Change
	In Billions	In Billions	(Annualized)
Total Net Worth	\$98.25	\$104.50	8.48%
Secondary Capital*	\$0.167	\$0.163	-3.26%

 $<sup>{}^\</sup>star \mathsf{For}$  low-income designated credit unions, net worth includes secondary capital.

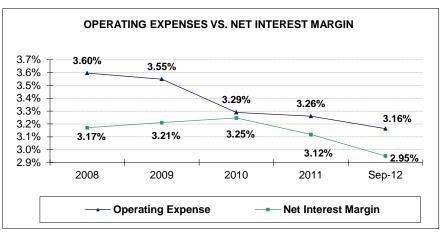
NET WORTH RATIOS							
Number of Credit Unions	December 2011	% of Total	September 2012	% of Total			
7% or above	6,777	95.53%	6,632	96.29%			
6% to 6.99%	184	2.59%	166	2.41%			
4% to 5.99%	88	1.24%	70	1.02%			
2% to 3.99%	31	0.44%	14	0.20%			
0% to < 2.00%	12	0.17%	3	0.04%			
Less than 0%	2	0.03%	3	0.04%			

#### **EARNINGS**

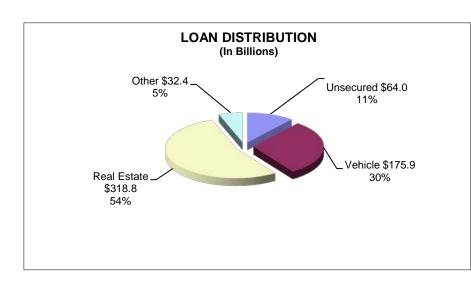


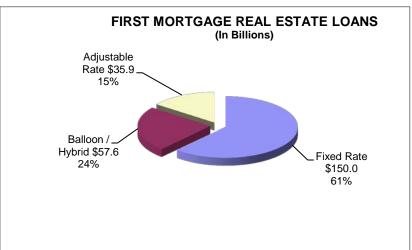


Ratio (% of Average Assets)	December 2011	September 2012	Effect on ROA
Net Interest Margin	3.12%	2.95%	-17 bp
+ Fee & Other Inc.	1.30%	1.39%	+9 bp
- Operating Expenses	3.26%	3.16%	+10 bp
- PLLL	0.50%	0.35%	+15 bp
+ Non-Operating Income	0.01%	0.03%	+2 bp
= ROA	0.67%	0.86%	+19 bp



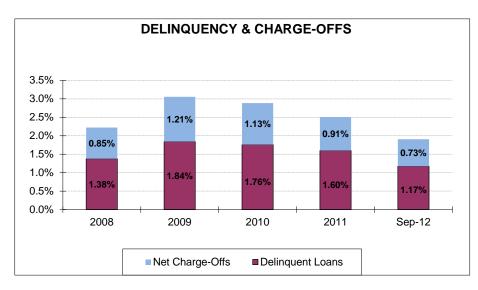
## **LOAN DISTRIBUTION**

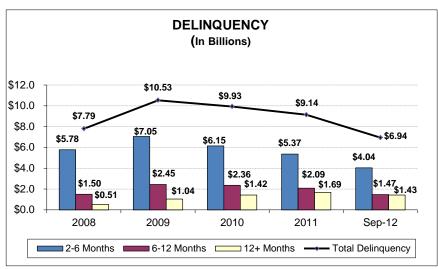




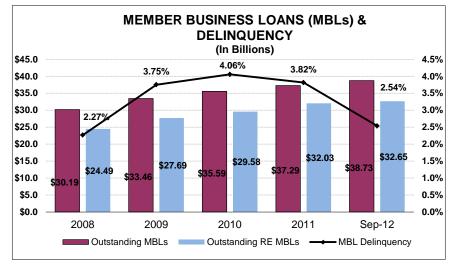
	December	% of Total	September	% of Total		
Loan Category	2011			Loans		Growth
	Balance	December	Balance	September	Growth	Rate
	In Billions	2011	In Billions	2012	In Billions	(Annualized)
Unsecured Credit Card	\$37.38	6.54%	\$37.83	6.40%	\$0.45	1.59%
All Other Unsecured	\$25.57	4.48%	\$26.15	4.42%	\$0.58	2.99%
New Vehicle	\$58.27	10.20%	\$61.95	10.48%	\$3.68	8.41%
Used Vehicle	\$106.76	18.68%	\$113.98	19.28%	\$7.22	9.02%
First Mortgage Real Estate	\$233.06	40.78%	\$243.43	41.18%	\$10.37	5.93%
Other Real Estate	\$79.96	13.99%	\$75.40	12.76%	-\$4.56	-7.59%
Leases Receivable & All Other	\$30.48	5.33%	\$32.38	5.48%	\$1.90	8.32%
Total Loans	\$571.48		\$591.12		\$19.64	4.58%

#### LOAN AND DELINQUENCY TRENDS

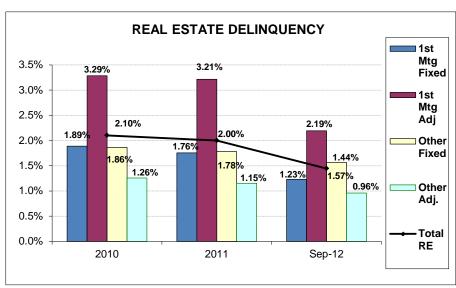


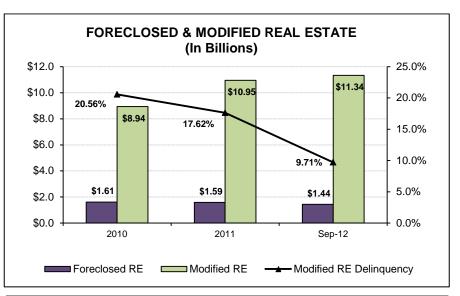


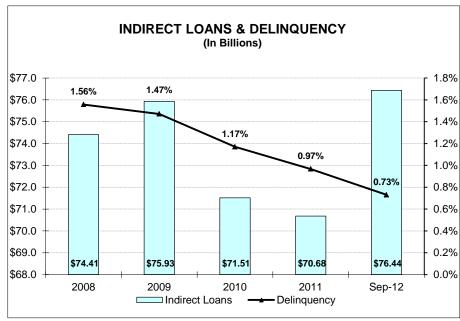
Total Loan Charge- Offs and Recoveries	December 2011 In Billions	September 2012* In Billions	% Change
Total Loans Charged Off	\$6.01	\$5.11	-14.94%
Total Loan Recoveries	\$0.83	\$0.87	4.88%
Total Net Charge-Offs	\$5.18	\$4.24	-18.10%
* Annualized			•

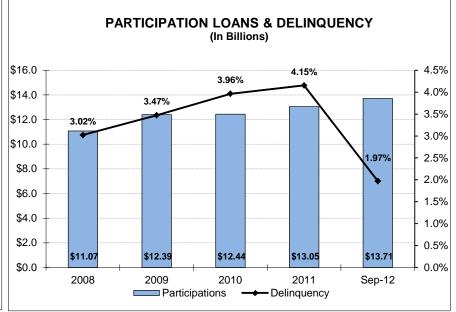


# **LOAN AND DELINQUENCY TRENDS (continued)**

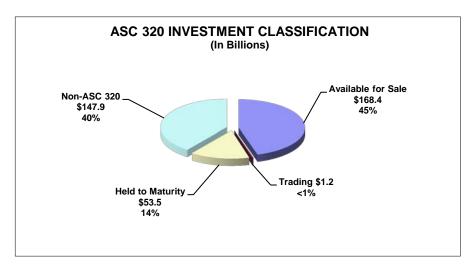


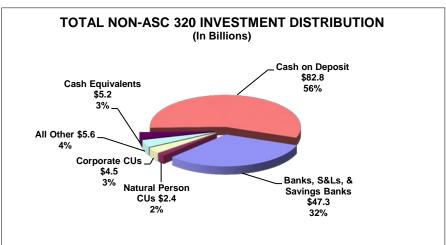






#### **INVESTMENT TRENDS**

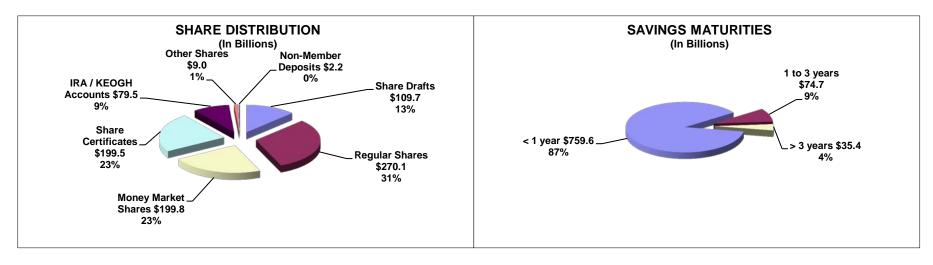




Maturity or Repricing Intervals for Investments and Cash on Deposit & Equivalents	December 2011 In Billions	% of Total Investments December 2011	September 2012 In Billions	% of Total Investments September 2012	<b>Growth</b> in Billions	Growth Rate (Annualized)
Less than 1 year	\$158.41	46.03%	\$165.23	44.54%	\$6.82	5.74%
1 to 3 years	\$105.98	30.80%	\$110.95	29.90%	\$4.97	6.25%
3 to 5 years	\$54.44	15.82%	\$63.53	17.12%	\$9.09	22.26%
5 to 10 years	\$19.35	5.62%	\$25.21	6.80%	\$5.86	40.43%
Greater than 10 years	\$5.96	1.73%	\$6.08	1.64%	\$0.12	2.62%
Total Investments*	\$344.14		\$371.00		\$26.86	10.41%

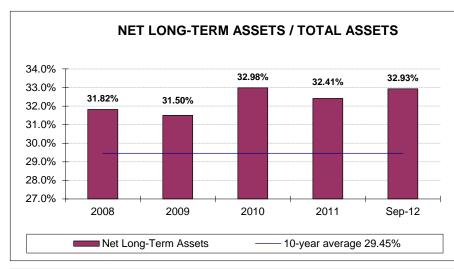
<sup>\*</sup>Includes borrowing repurchase agreements placed in investments for positive arbitrage

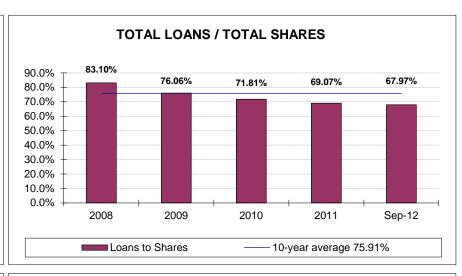
## **SHARE TRENDS**

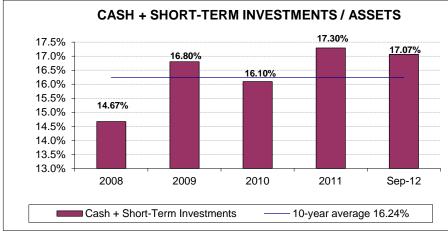


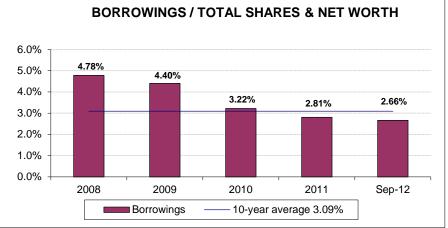
Share Category	December 2011	% of Total Shares	September	% of Total Shares		
	Balance	December	2012 Balance	September	Growth	<b>Growth Rate</b>
	In Billions	2011	In Billions	2012	In Billions	(Annualized)
Share Drafts	\$100.65	12.16%	\$109.67	12.61%	\$9.02	11.96%
Regular Shares	\$244.97	29.61%	\$270.06	31.05%	\$25.09	13.66%
Money Market Shares	\$189.14	22.86%	\$199.82	22.98%	\$10.68	7.53%
Share Certificates	\$204.09	24.67%	\$199.51	22.94%	\$(4.58)	-3.00%
IRA / KEOGH Accounts	\$77.64	9.38%	\$79.47	9.14%	\$1.83	3.14%
All Other Shares	\$8.71	1.05%	\$8.99	1.03%	\$0.28	4.23%
Non-Member Deposits	\$2.21	0.27%	\$2.21	0.25%	\$0.00	0.00%
Total Shares and Deposits	\$827.41		\$869.73		\$42.32	6.82%

#### **ASSET-LIABILITY MANAGEMENT TRENDS**









SEPTEMBER 30, 2012
SUMMARY OF TRENDS BY ASSET GROUP

	Asset Group	Asset Group	Asset Group	Asset Group
	Under \$10	\$10 million to	\$100 million to	\$500 million and
	million	\$100 million	\$500 million	Greater
# of Credit Unions	2,402	3,054	1,029	403
Total Assets	\$9.60 billion	\$111.59 billion	\$228.71 billion	\$663.01 billion
Average Assets/CU	\$3.99 million	\$36.54 million	\$222.27 million	\$1,645.20 million
Net Worth / Total Assets	14.47%	11.42%	10.41%	10.03%
Average Net Worth (non-dollar weighted)	15.94%	11.91%	10.42%	10.24%
Net Worth Growth*	0.13%	3.82%	7.08%	10.78%
Return on Average Assets (ROA)	0.02%	0.40%	0.68%	1.01%
Net Interest Margin/Average Assets	3.49%	3.24%	3.14%	2.84%
Fee & Other Income/Average Assets	0.66%	1.15%	1.49%	1.40%
Operating Expense/Average Assets	3.88%	3.74%	3.67%	2.89%
Members / Full-Time Employees	411.36	399.93	348.80	403.86
Provision for Loan Loss/Average Assets	0.28%	0.27%	0.31%	0.38%
Loans / Shares	55.30%	58.17%	66.19%	70.48%
Delinquent Loans / Total Loans	2.14%	1.35%	1.18%	1.14%
% of Real Estate Loans Delinquent > 2 Months	1.89%	1.57%	1.47%	1.42%
% of Member Business Loans Delinquent > 2 Mos.	1.99%	1.54%	2.51%	2.60%
Net Charge-Offs/Average Loans	0.65%	0.59%	0.66%	0.78%
Share Growth*	4.36%	5.98%	6.56%	8.02%
Loan Growth*	0.71%	2.55%	4.60%	5.72%
Asset Growth*	3.72%	5.90%	6.78%	8.34%
Membership Growth*	-1.38%	0.82%	2.58%	5.54%
Net Long-Term Assets / Total Assets	9.95%	24.57%	33.10%	34.61%
Cash + Short-Term Investments / Assets	32.98%	23.70%	17.32%	15.63%
Borrowings / Shares & Net Worth	0.07%	0.21%	1.00%	3.72%

\*Note: The growth trends are based on the same federally insured credit unions reporting at 12/31/11 and 9/30/12, based on 9/30/12 assets.