## SEPTEMBER 30, 2012

## OVERALL TRENDS



| Number of Credit Unions Reporting |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Federal <br> Charter | State <br> 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 |



## SEPTEMBER 30, 2012

## NET WORTH



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

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

| NET WORTH RATIOS |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
| Number of <br> Credit Unions | December <br> $\mathbf{2 0 1 1}$ | \% of <br> Total | September <br> $\mathbf{2 0 1 2}$ | \% of <br> 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 | $0.04 \%$ |  |

## SEPTEMBER 30, 2012

## EARNINGS



| Ratio <br> (\% of Average Assets) | December <br> $\mathbf{2 0 1 1}$ | September <br> $\mathbf{2 0 1 2}$ | Effect on <br> 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 |




## SEPTEMBER 30, 2012

## LOAN DISTRIBUTION

| LOAN DISTRIBUTION (In Billions) | FIRST MORTGAGE REAL ESTATE LOANS <br> (In Billions) |
| :---: | :---: |


| Loan Category | December <br> $\mathbf{2 0 1 1}$ <br> Balance <br> In Billions | \% of Total <br> Loans <br> December <br> $\mathbf{2 0 1 1}$ | September <br> $\mathbf{2 0 1 2}$ <br> Balance <br> In Billions | \% of Total <br> Loans <br> September <br> $\mathbf{2 0 1 2}$ | Growth <br> In Billions | Growth <br> Rate <br> (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 | $\mathbf{\$ 5 7 1 . 4 8}$ |  | $\mathbf{\$ 5 9 1 . 1 2}$ |  | $\mathbf{\$ 1 9 . 6 4}$ | $\mathbf{4 . 5 8 \%}$ |

## SEPTEMBER 30, 2012

## LOAN AND DELINQUENCY TRENDS




| Total Loan Charge- <br> Offs and Recoveries | December <br> 2011 <br> In Billions | September <br> 2012* <br> In Billions | \% Change |
| :--- | ---: | ---: | ---: |
| Total Loans Charged <br> 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 |  |  |  |



SEPTEMBER 30, 2012

## LOAN AND DELINQUENCY TRENDS (continued)



## SEPTEMBER 30, 2012

## INVESTMENT TRENDS



| Maturity or Repricing Intervals for <br> Investments and Cash on Deposit <br> \& Equivalents | December <br> 2011 <br> n Billions | \% of Total <br> Investments <br> December <br> $\mathbf{2 0 1 1}$ | September <br> $\mathbf{2 0 1 2}$ <br> In Billions | \% of Total <br> Investments <br> September <br> $\mathbf{2 0 1 2}$ | Growth <br> (n Billions | Growth Rate <br> (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* | $\mathbf{\$ 3 4 4 . 1 4}$ |  | $\mathbf{\$ 3 7 1 . 0 0}$ |  | $\mathbf{\$ 2 6 . 8 6}$ | $10.41 \%$ |

[^0]
## SEPTEMBER 30, 2012

## SHARE TRENDS



| Share Category | December 2011 Balance In Billions | \% of Total Shares December 2011 | September 2012 Balance In Billions | \% of Total Shares September 2012 | Growth <br> In Billions | Growth Rate <br> (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\% |

## SEPTEMBER 30, 2012

## ASSET-LIABILITY MANAGEMENT TRENDS



## SEPTEMBER 30, 2012

SUMMARY OF TRENDS BY ASSET GROUP

|  | Asset Group <br> Under $\$ 10$ <br> million | Asset Group <br> $\$ 10$ million to <br> $\$ 100$ million | Asset Group <br> $\$ 100$ million to <br> $\$ 500$ million | Asset Group <br> $\$ 500$ million and <br> 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 | $14.47 \%$ | $11.42 \%$ | $10.41 \%$ |
| Net Worth / Total Assets | $15.94 \%$ | $11.91 \%$ | $10.42 \%$ | $10.03 \%$ |
| Average Net Worth (non-dollar weighted) | $0.13 \%$ | $3.82 \%$ | $7.08 \%$ | $10.24 \%$ |
| Net Worth Growth* | $0.02 \%$ | $0.40 \%$ | $0.68 \%$ | $1.78 \%$ |
| Return on Average Assets (ROA) | $3.49 \%$ | $3.24 \%$ | $3.14 \%$ | $2.84 \%$ |
| Net Interest Margin/Average Assets | $0.66 \%$ | $1.15 \%$ | $1.49 \%$ | $1.40 \%$ |
| Fee \& Other Income/Average Assets | $3.88 \%$ | $3.74 \%$ | $3.67 \%$ | $2.89 \%$ |
| Operating Expense/Average Assets | 411.36 | 399.93 | 348.80 | 403.86 |
| Members / Full-Time Employees | $0.28 \%$ | $0.27 \%$ | $0.31 \%$ | $0.38 \%$ |
| Provision for Loan Loss/Average Assets | $55.30 \%$ | $58.17 \%$ | $66.19 \%$ | $70.48 \%$ |
| Loans / Shares | $2.14 \%$ | $1.35 \%$ | $1.18 \%$ | $1.14 \%$ |
| Delinquent Loans / Total Loans | $1.89 \%$ | $1.57 \%$ | $1.47 \%$ | $1.42 \%$ |
| $\%$ of Real Estate Loans Delinquent $>2$ Months | $1.99 \%$ | $1.54 \%$ | $2.51 \%$ | $2.60 \%$ |
| \% of Member Business Loans Delinquent >2 Mos. | $0.65 \%$ | $0.59 \%$ | $0.66 \%$ | $0.78 \%$ |
| Net Charge-Offs/Average Loans | $4.36 \%$ | $5.98 \%$ | $6.56 \%$ | $8.02 \%$ |
| Share Growth* | $0.71 \%$ | $2.55 \%$ | $4.60 \%$ | $5.72 \%$ |
| Loan Growth* | $3.72 \%$ | $5.90 \%$ | $6.78 \%$ | $8.34 \%$ |
| Asset Growth* | $-1.38 \%$ | $0.82 \%$ | $2.58 \%$ | $5.54 \%$ |
| Membership Growth* | $9.95 \%$ | $24.57 \%$ | $33.10 \%$ | $34.61 \%$ |
| Net Long-Term Assets / Total Assets | $32.98 \%$ | $23.70 \%$ | $17.32 \%$ | $15.63 \%$ |
| Cash + Short-Term Investments / Assets | $0.07 \%$ | $0.21 \%$ | $1.00 \%$ | $3.72 \%$ |
| Borrowings / Shares \& Net Worth |  |  |  |  |

*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.


[^0]:    *Includes borrowing repurchase agreements placed in investments for positive arbitrage

