## OVERALL TRENDS



| Number of Insured Credit Unions Reporting |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Federal Charter | State Charter | Total |
| 2009 | 4,714 | 2,840 | 7,554 |
| 2010 | 4,589 | 2,750 | 7,339 |
| 2011 | 4,447 | 2,647 | 7,094 |
| 2012 | 4,272 | 2,547 | 6,819 |
| Jun-2013 | 4,189 | 2,492 | 6,681 |

*Net Loans equals Total Loans (\$613.7 billion) minus Allowance for Loan and Lease Losses (\$7.7 billion). Numbers may not add up due to rounding.
LOAN GROWTH VS. SHARE GROWTH


June 30, 2013

## NET WORTH



June 30, 2013

## EARNINGS



| Ratio <br> \% of Average Assets) | December <br> $\mathbf{2 0 1 2}$ | June <br> $\mathbf{2 0 1 3}$ | Effect on <br> ROA |
| :--- | ---: | ---: | ---: |
| Net Interest Margin | $2.92 \%$ | $2.77 \%$ | -0.15 bp |
| + Fee \& Other Inc. | $1.43 \%$ | $1.39 \%$ | -0.04 bp |
| - Operating Expenses | $3.18 \%$ | $3.09 \%$ | 0.09 bp |
| - PLLL | $0.36 \%$ | $0.26 \%$ | 0.1 bp |
| + Non-Operating Income | $0.04 \%$ | $0.04 \%$ | 0 bp |
| $=$ ROA | $0.85 \%$ | $0.85 \%$ | 0 bp |

[^0]


June 30, 2013

## LOAN DISTRIBUTION

Numbers may not add up due to rounding.
Numbers may not add up due to rounding

| Loan Category | December-2012 <br> Balance <br> In Billions | \% of Total Loans <br> December-2012 | June <br> $\mathbf{2 0 1 3}$ <br> In Billions | \% of Total Loans <br> June <br> $\mathbf{2 0 1 3}$ | Growth <br> In Billions | Growth Rate <br> (Annualized) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Unsecured Credit Card | $\$ 39.52$ | $6.61 \%$ | $\$ 39.58$ | $6.45 \%$ | $\$ 0.06$ | $0.32 \%$ |
| All Other Unsecured | $\$ 26.86$ | $4.49 \%$ | $\$ 27.17$ | $4.43 \%$ | $\$ 0.31$ | $2.32 \%$ |
| New Vehicle | $\$ 63.29$ | $10.59 \%$ | $\$ 66.39$ | $10.82 \%$ | $\$ 3.10$ | $9.80 \%$ |
| Used Vehicle | $\$ 115.20$ | $19.28 \%$ | $\$ 121.28$ | $19.76 \%$ | $\$ 6.08$ | $10.55 \%$ |
| First Mortgage Real Estate | $\$ 246.24$ | $41.21 \%$ | $\$ 253.84$ | $41.36 \%$ | $\$ 7.61$ | $6.18 \%$ |
| Other Real Estate | $\$ 73.95$ | $12.38 \%$ | $\$ 71.15$ | $11.59 \%$ | $-\$ 2.80$ | $-7.58 \%$ |
| Leases Receivable \& All Other | $\$ 32.48$ | $5.44 \%$ | $\$ 34.26$ | $5.58 \%$ | $\$ 1.78$ | $10.98 \%$ |
| Total Loans | $\$ 597.53$ |  | $\$ 613.67$ |  | $\$ 16.14$ | $\mathbf{5 . 4 0 \%}$ |

Numbers may not add up due to rounding.

June 30, 2013
LOAN AND DELINQUENCY TRENDS



| Total Loan Charge- <br> Offs and Recoveries | December <br> $\mathbf{2 0 1 2}$ <br> In Billions | June <br> $\mathbf{2 0 1 3}$ <br> In Billions* | \% Change |
| :--- | ---: | ---: | ---: |

* Annualized

Numbers may not add up due to rounding.


June 30, 2013

## LOAN AND DELINQUENCY TRENDS (continued)



June 30, 2013

## INVESTMENT TRENDS

ASC 320 INVESTMENT CLASSIFICATION (In Billions)


TOTAL NON-ASC 320 INVESTMENT DISTRIBUTION
(In Billions)

Numbers may not add up due to rounding.
Numbers may not add up due to rounding.

| Maturity or Repricing Intervals for Investments and Cash on Deposit \& Equivalents | December 2012 <br> In Billions | \% of Total Investments December 2012 | June $2013$ <br> in Billions | \% of Total Investments June 2013 | Growth <br> in Billions | Growth Rate <br> (Annualized) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Less than 1 year | \$170.42 | 45.68\% | \$166.04 | 42.67\% | -\$4.38 | -5.14\% |
| 1 to 3 years | \$106.91 | 28.66\% | \$99.60 | 25.60\% | -\$7.32 | -13.69\% |
| 3 to 5 years | \$64.60 | 17.31\% | \$77.69 | 19.96\% | \$13.09 | 40.53\% |
| 5 to 10 years | \$24.69 | 6.62\% | \$37.73 | 9.70\% | \$13.05 | 105.68\% |
| Greater than 10 years | \$6.47 | 1.73\% | \$8.06 | 2.07\% | \$1.59 | 49.16\% |
| Total Investments* | \$373.08 |  | \$389.12 |  | \$16.03 | 8.59\% |

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

June 30, 2013

## SHARE TRENDS


Numbers may not add up due to rounding. Numbers may not add up due to rounding.

| Share Category | December 2012 Balance In Billions | \% of Total Shares December 2012 | June 2013 <br> Balance <br> In Billions | \% of Total Shares June 2013 | Growth <br> In Billions | Growth Rate <br> (Annualized) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Share Drafts | \$111.42 | 12.69\% | \$119.14 | 13.10\% | \$7.72 | 13.86\% |
| Regular Shares | \$275.12 | 31.34\% | \$295.97 | 32.54\% | \$20.85 | 15.16\% |
| Money Market Shares | \$203.42 | 23.17\% | \$208.98 | 22.98\% | \$5.56 | 5.47\% |
| Share Certificates | \$197.88 | 22.54\% | \$194.30 | 21.36\% | -\$3.58 | -3.61\% |
| IRA / KEOGH Accounts | \$79.07 | 9.01\% | \$79.13 | 8.70\% | \$0.06 | 0.16\% |
| All Other Shares | \$8.72 | 0.99\% | \$9.37 | 1.03\% | \$0.65 | 14.95\% |
| Non-Member Deposits | \$2.27 | 0.26\% | \$2.56 | 0.28\% | \$0.29 | 25.10\% |
| Total Shares and Deposits | \$877.90 |  | \$909.47 |  | \$31.56 | 7.19\% |

[^1]
## ASSET-LIABILITY MANAGEMENT TRENDS



June 30, 2013
SUMMARY OF TRENDS BY ASSET GROUP

|  | Asset Group <br> Under \$10 million | Asset Group <br> $\$ 10$ million to \$100 million | Asset Group \$100 million to \$500 million | Asset Group \$500 million and Greater |
| :---: | :---: | :---: | :---: | :---: |
| \# of Credit Unions | 2,236 | 2,981 | 1,042 | 422 |
| Total Assets | \$8.98 billion | \$109.72 billion | \$232.36 billion | \$704.97 billion |
| Average Assets/CU | \$4.01 million | \$36.81 million | \$223 million | \$1670.54 million |
| Net Worth / Total Assets | 14.40\% | 11.42\% | 10.47\% | 10.32\% |
| Average Net Worth (non-dollar weighted) | 15.77\% | 11.85\% | 10.46\% | 10.47\% |
| Net Worth Growth* | -0.57\% | 3.24\% | 6.96\% | 10.40\% |
| Return on Average Assets (ROA) | 0.03\% | 0.34\% | 0.62\% | 1.01\% |
| Net Interest Margin/Average Assets | 3.42\% | 3.04\% | 2.96\% | 2.66\% |
| Fee \& Other Income/Average Assets | 0.64\% | 1.12\% | 1.49\% | 1.41\% |
| Operating Expense/Average Assets | 3.77\% | 3.63\% | 3.64\% | 2.83\% |
| Members / Full-Time Employees | 430.48 | 402.29 | 347.05 | 396.01 |
| Provision for Loan Loss/Average Assets | 0.29\% | 0.21\% | 0.24\% | 0.27\% |
| Loans / Shares | 53.54\% | 56.70\% | 65.44\% | 70.07\% |
| Delinquent Loans / Total Loans | 2.04\% | 1.24\% | 1.05\% | 0.99\% |
| \% of Real Estate Loans Delinquent > 2 Months | 2.00\% | 1.48\% | 1.31\% | 1.27\% |
| \% of Member Business Loans Delinquent > 2 Mos. | 1.31\% | 1.20\% | 1.89\% | 2.28\% |
| Net Charge-Offs/Average Loans | 0.63\% | 0.49\% | 0.54\% | 0.61\% |
| Share Growth* | 4.90\% | 6.74\% | 7.96\% | 7.96\% |
| Loan Growth* | -1.71\% | 1.84\% | 5.52\% | 6.61\% |
| Asset Growth* | 4.13\% | 6.28\% | 7.51\% | 7.43\% |
| Membership Growth* | -2.46\% | 0.92\% | 2.95\% | 4.94\% |
| Net Long-Term Assets / Total Assets | 10.07\% | 26.00\% | 35.17\% | 36.59\% |
| Cash + Short-Term Investments / Assets | 33.64\% | 23.70\% | 16.63\% | 15.08\% |
| Borrowings / Shares \& Net Worth | 0.09\% | 0.18\% | 0.94\% | 3.54\% |

*Note: The growth trends are based on the same federally insured credit unions reporting at 12/31/2012 and 06/30/2013, based on 06/30/2013 assets.


[^0]:    Numbers may not add up due to rounding

[^1]:    Numbers may not add up due to rounding.

