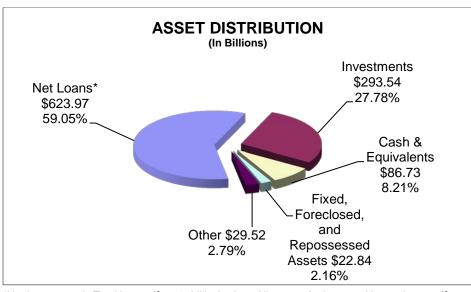
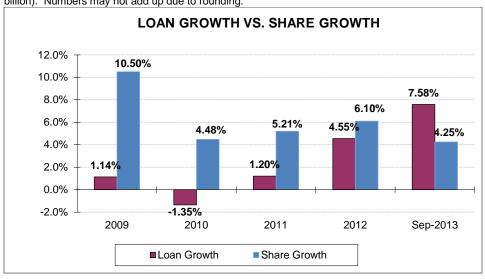
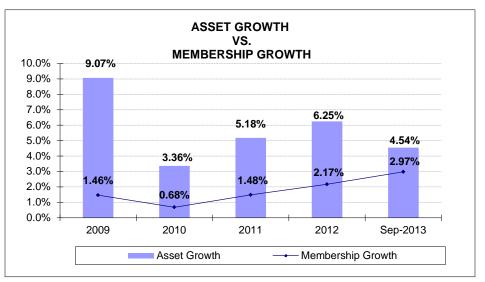
### **OVERALL TRENDS**



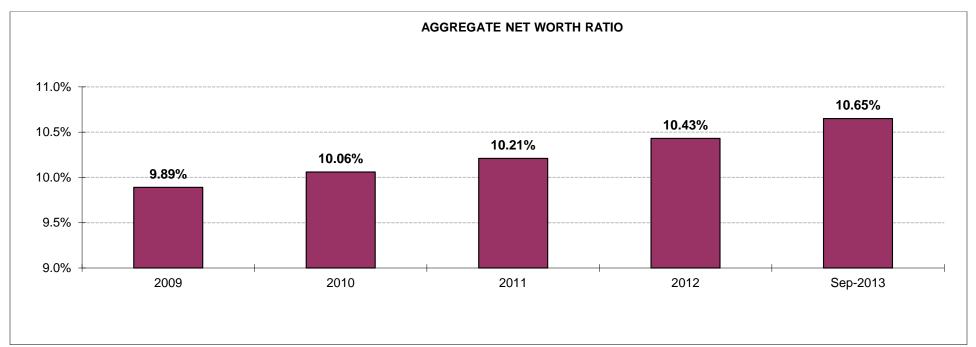
N	Number of Insured Credit Unions Reporting						
	Federal Charter	State Charter	Total				
2009	4,714	2,840	7,554				
2010	4,589	2,750	7,339				
2011	4,447	2,647	7,094				
2012	4,272	2,547	6,819				
Sep-2013	4,150	2,470	6,620				

\*Net Loans equals Total Loans (\$631.5 billion) minus Allowance for Loan and Lease Losses (\$7.5 billion). Numbers may not add up due to rounding.





## **NET WORTH**

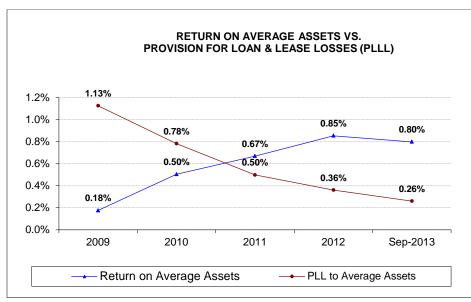


	December	September	%	
	2012	2013	Change	
	In Billions	In Billions	(Annualized)	
Total Net Worth	\$106.63	\$112.61	7.47%	
Secondary Capital*	\$0.16	\$0.17	0.21%	

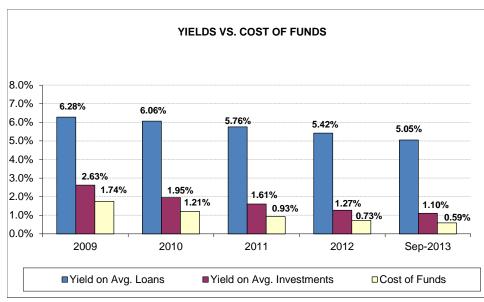
<sup>\*</sup>For low-income designated credit unions, net worth includes secondary capital. Numbers may not add up due to rounding.

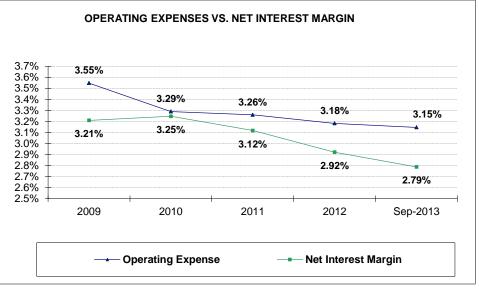
NET WORTH RATIOS							
Number of Credit Unions	December 2012	% of Total	September 2013	% of Total			
7% or above	6,587	96.60%	6,397	96.63%			
6% to 6.99%	154	2.26%	162	2.45%			
4% to 5.99%	57	0.84%	45	0.68%			
2% to 3.99%	14	0.21%	13	0.20%			
0% to < 2.00%	6	0.09%	3	0.05%			
Less than 0%	1	0.01%	0	0.00%			

### **EARNINGS**

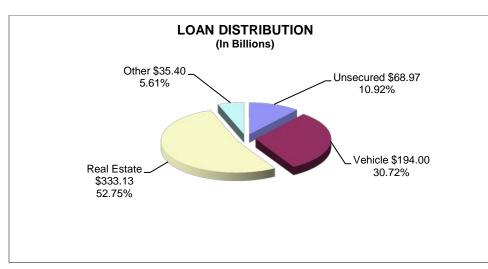


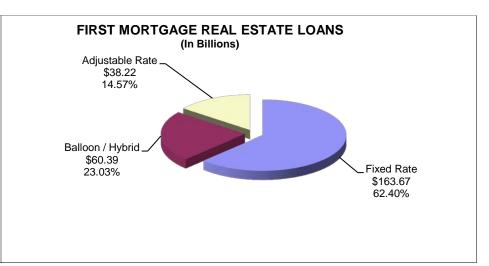
Ratio	December	September	Effect on	
(% of Average Assets)	2012	2013	ROA	
Net Interest Margin	2.92%	2.79%	-0.13 bp	
+ Fee & Other Inc.	1.43%	1.38%	-0.05 bp	
- Operating Expenses	3.18%	3.15%	0.03 bp	
- PLLL	0.36%	0.26%	0.10 bp	
+ Non-Operating Income	0.04%	0.04%	0.00 bp	
= ROA	0.85%	0.80%	-0.05 bp	





## LOAN DISTRIBUTION



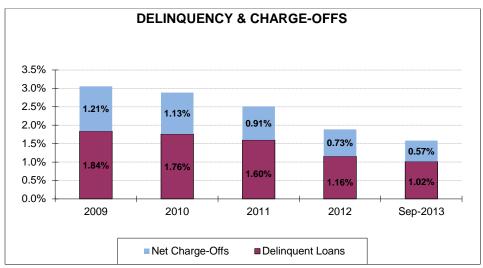


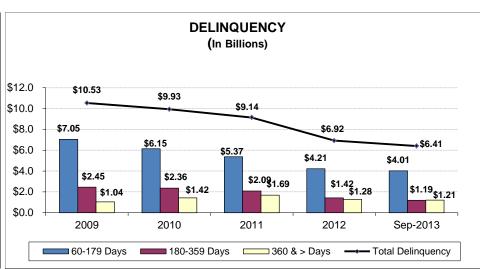
Numbers may not add up due to rounding.

Numbers may not add up due to rounding

Transcio may not add up add to realiamg.	rumbolo may not add up add to rounding					
	December-2012	% of Total Loans	September	% of Total Loans		
Loan Category	Balance	December-2012	2013	September	Growth	Growth Rate
	In Billions		In Billions	2013	In Billions	(Annualized)
Unsecured Credit Card	\$39.52	6.61%	\$40.71	6.45%	\$1.19	4.02%
All Other Unsecured	\$26.86	4.49%	\$28.25	4.47%	\$1.40	6.94%
New Vehicle	\$63.29	10.59%	\$69.01	10.93%	\$5.72	12.05%
Used Vehicle	\$115.20	19.28%	\$124.99	19.79%	\$9.79	11.33%
First Mortgage Real Estate	\$246.24	41.21%	\$262.28	41.53%	\$16.05	8.69%
Other Real Estate	\$73.95	12.38%	\$70.85	11.22%	-\$3.10	-5.59%
Leases Receivable & All Other	\$32.47	5.43%	\$35.40	5.61%	\$2.93	12.01%
Total Loans	\$597.52		\$631.50		\$33.97	7.58%

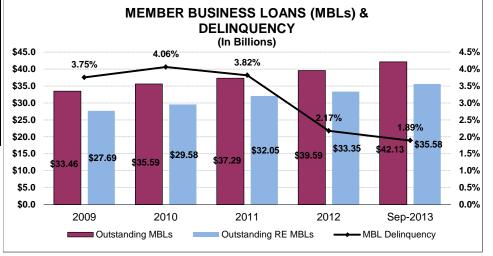
#### LOAN AND DELINQUENCY TRENDS



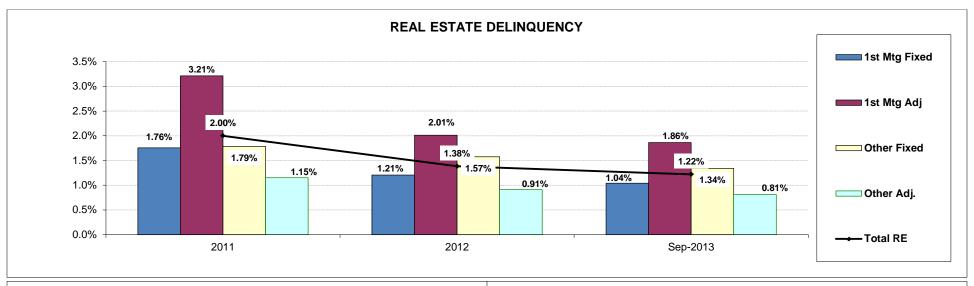


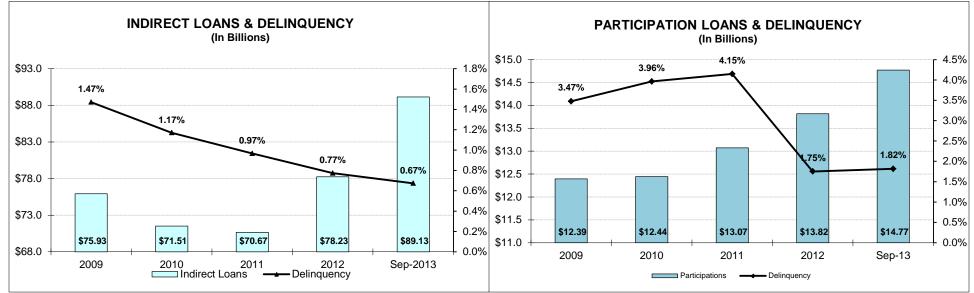
Total Loan Charge- Offs and Recoveries	December 2012 In Billions	September 2013 In Billions*	% Change
Total Loans Charged Off	\$5.13	\$4.39	-14.41%
Total Loan Recoveries	\$0.86	\$0.91	6.04%
Total Net Charge-Offs	\$4.26	\$3.47	-18.54%

<sup>\*</sup> Annualized

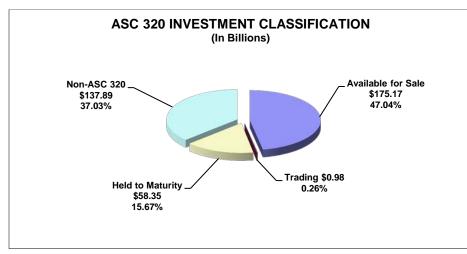


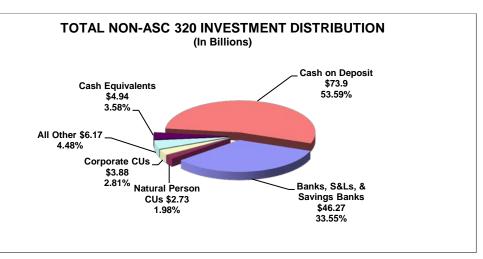
# **LOAN AND DELINQUENCY TRENDS (continued)**





### **INVESTMENT TRENDS**



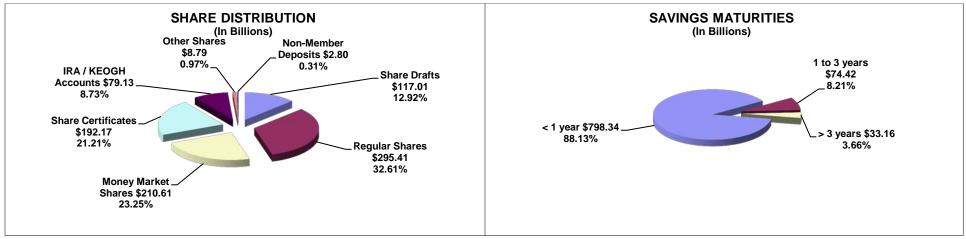


Numbers may not add up due to rounding.

Maturity or Repricing Intervals for Investments and Cash on Deposit & Equivalents	December 2012 In Billions	% of Total Investments December 2012	September 2013 in Billions	% of Total Investments September 2013	<b>Growth</b> in Billions	Growth Rate (Annualized)
Less than 1 year	\$170.45	45.69%	\$152.63	40.99%	-\$17.82	-13.94%
1 to 3 years	\$106.92	28.66%	\$94.08	25.26%	-\$12.83	-16.01%
3 to 5 years	\$64.59	17.31%	\$79.49	21.35%	\$14.90	30.75%
5 to 10 years	\$24.68	6.62%	\$39.19	10.52%	\$14.51	78.37%
Greater than 10 years	\$6.45	1.73%	\$6.99	1.88%	\$0.54	11.23%
Total Investments*	\$373.09		\$372.39		-\$0.70	-0.25%

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

### **SHARE TRENDS**

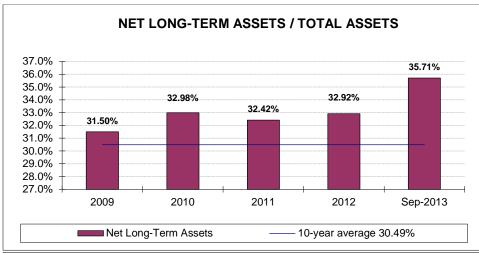


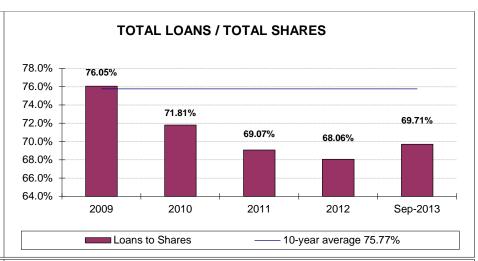
Numbers may not add up due to rounding.

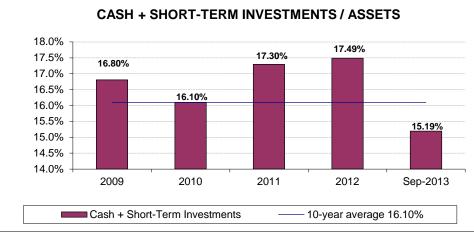
Numbers may not add up due to rounding.

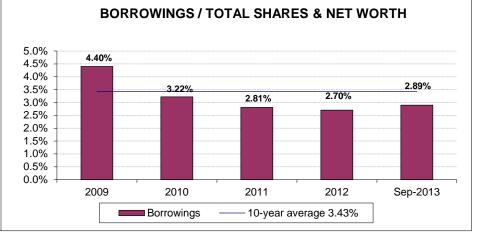
		% of Total		% of Total		
Share Category	December 2012	Shares	September 2013	Shares		
	Balance	December	Balance	September	Growth	Growth Rate
	In Billions	2012	In Billions	2013	In Billions	(Annualized)
Share Drafts	\$111.42	12.69%	\$117.01	12.92%	\$5.59	6.69%
Regular Shares	\$275.29	31.36%	\$295.41	32.61%	\$20.11	9.74%
Money Market Shares	\$203.25	23.15%	\$210.61	23.25%	\$7.36	4.83%
Share Certificates	\$197.88	22.54%	\$192.17	21.21%	-\$5.71	-3.85%
IRA / KEOGH Accounts	\$79.07	9.01%	\$79.13	8.73%	\$0.06	0.10%
All Other Shares	\$8.72	0.99%	\$8.79	0.97%	\$0.07	1.11%
Non-Member Deposits	\$2.27	0.26%	\$2.80	0.31%	\$0.53	30.97%
Total Shares and Deposits	\$877.90		\$905.92		\$28.01	4.25%

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









## **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	2,213	2,947	1,038	422
Total Assets	\$8.93 billion	\$108.52 billion	\$231.00 billion	\$708.16 billion
Average Assets/CU	\$4.03 million	\$36.82 million	\$222.54 million	\$1,678.09 million
Net Worth / Total Assets	14.50%	11.59%	10.65%	10.46%
Average Net Worth (non-dollar weighted)	15.95%	12.03%	10.63%	10.64%
Net Worth Growth*	-0.38%	3.27%	6.52%	9.75%
Return on Average Assets (ROA)	-0.03%	0.34%	0.60%	0.95%
Net Interest Margin/Average Assets	3.34%	3.07%	2.99%	2.68%
Fee & Other Income/Average Assets	0.67%	1.15%	1.51%	1.39%
Operating Expense/Average Assets	3.80%	3.68%	3.69%	2.89%
Members / Full-Time Employees	430.94	401.22	348.77	398.29
Provision for Loan Loss/Average Assets	0.26%	0.22%	0.25%	0.27%
Loans / Shares	54.88%	58.14%	67.72%	72.40%
Delinquent Loans / Total Loans	2.05%	1.25%	1.04%	0.97%
% of Real Estate Loans Delinquent > 59 Days	2.01%	1.44%	1.26%	1.19%
% of Member Business Loans Delinquent > 59 Days	1.14%	1.24%	1.58%	2.02%
Net Charge-Offs/Average Loans	0.59%	0.49%	0.55%	0.58%
Share Growth*	1.51%	3.22%	4.58%	5.42%
Loan Growth*	0.51%	3.49%	7.41%	9.37%
Asset Growth*	1.25%	3.15%	4.70%	5.85%
Membership Growth*	-2.15%	-0.02%	3.01%	5.45%
Net Long-Term Assets / Total Assets	10.55%	27.07%	36.48%	37.10%
Cash + Short-Term Investments / Assets	32.28%	21.94%	14.67%	14.11%
Borrowings / Shares & Net Worth	0.10%	0.22%	1.17%	3.94%

<sup>\*</sup>Note: The growth trends are based on the same federally insured credit unions reporting at 12/31/2012 and 09/30/2013, based on 09/30/2013 assets.