March 31, 2014

## OVERALL TRENDS


*Net Loans equals Total Loans (\$652.7 billion) minus Allowance for Loan and Lease Losses (\$7.1 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 |
| 2010 | 4,589 | 2,750 | 7,339 |
| 2011 | 4,447 | 2,647 | 7,094 |
| 2012 | 4,272 | 2,547 | 6,819 |
| 2013 | 4,105 | 2,449 | 6,554 |
| Mar-2014 | 4,062 | 2,429 | 6,491 |



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## NET WORTH



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## EARNINGS



| Ratio <br> (\% of Average Assets) | December <br> $\mathbf{2 0 1 3}$ | March <br> $\mathbf{2 0 1 4}$ | Effect on <br> ROA |
| :--- | ---: | ---: | :---: |
| Net Interest Margin | $2.80 \%$ | $2.80 \%$ | 0.00 bp |
| + Fee \& Other Inc. | $1.38 \%$ | $1.21 \%$ | -0.17 bp |
| - Operating Expenses | $3.16 \%$ | $3.03 \%$ | 0.13 bp |
| - PLLL | $0.26 \%$ | $0.25 \%$ | 0.01 bp |
| + Non-Operating Income | $0.03 \%$ | $0.04 \%$ | 0.01 bp |
| = ROA | $0.78 \%$ | $0.78 \%$ | 0.00 bp |

Numbers may not add up due to rounding



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## LOAN DISTRIBUTION

| LOAN DISTRIBUTION <br> (In Billions) |  |  | FIRST MOR <br> Adjustable Ra \$40.65 14.91\% <br> Balloon / Hybrid \$64.81 23.77\% | GAGE REAL ESTAT <br> (In Billions) | LOANS | ed Rate <br> 167.17 <br> 1.32\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Numbers may not add up due to rounding. Numbers may not add up due to rounding |  |  |  |  |  |  |
| Loan Category | December-2013 <br> Balance <br> In Billions | \% of Total Loans December-2013 | March $2014$ <br> In Billions | \% of Total Loans March 2014 | Growth <br> In Billions | Growth Rate (Annualized) |
| Unsecured Credit Card | \$42.59 | 6.60\% | \$41.53 | 6.36\% | -\$1.06 | -9.94\% |
| All Other Unsecured | \$29.29 | 4.54\% | \$28.69 | 4.40\% | -\$0.60 | -8.26\% |
| New Vehicle | \$71.37 | 11.06\% | \$73.52 | 11.26\% | \$2.15 | 12.05\% |
| Used Vehicle | \$127.35 | 19.74\% | \$130.15 | 19.94\% | \$2.80 | 8.80\% |
| First Mortgage Real Estate | \$268.52 | 41.62\% | \$272.62 | 41.77\% | \$4.10 | 6.11\% |
| Other Real Estate | \$70.35 | 10.90\% | \$69.83 | 10.70\% | -\$0.51 | -2.93\% |
| Leases Receivable \& All Other | \$35.75 | 5.54\% | \$36.34 | 5.57\% | \$0.59 | 6.64\% |
| Total Loans | \$645.22 |  | \$652.69 |  | \$7.47 | 4.63\% |

Numbers may not add up due to rounding.

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## LOAN AND DELINQUENCY TRENDS




| Total Loan Charge- <br> Offs and Recoveries | December <br> $\mathbf{2 0 1 3}$ <br> In Billions | March <br> $\mathbf{2 0 1 4}$ <br> In Billions* | \% Change |
| :--- | ---: | ---: | ---: |
| Total Loans Charged Off | $\$ 4.41$ | $\$ 4.15$ | $-5.74 \%$ |
| Total Loan Recoveries | $\$ 0.89$ | $\$ 0.90$ | $0.72 \%$ |
| Total Net Charge-Offs | $\$ 3.52$ | $\$ 3.26$ | $-7.38 \%$ |

* Annualized

Numbers may not add up due to rounding.


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## LOAN AND DELINQUENCY TRENDS (continued)



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## 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 | $\begin{array}{\|c} \text { December } \\ 2013 \\ \text { In Billions } \\ \hline \end{array}$ | \% of Total Investments December 2013 | March $2014$ <br> in Billions | \% of Total Investments March 2014 | Growth <br> in Billions | Growth Rate <br> (Annualized) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Less than 1 year | \$149.45 | 41.04\% | \$169.87 | 43.45\% | \$20.41 | 54.64\% |
| 1 to 3 years | \$89.27 | 24.51\% | \$89.20 | 22.82\% | -\$0.06 | -0.28\% |
| 3 to 5 years | \$79.01 | 21.69\% | \$84.27 | 21.56\% | \$5.26 | 26.65\% |
| 5 to 10 years | \$39.31 | 10.79\% | \$40.12 | 10.26\% | \$0.81 | 8.28\% |
| Greater than 10 years | \$7.15 | 1.96\% | \$7.45 | 1.91\% | \$0.31 | 17.22\% |
| Total Investments* | \$364.18 |  | \$390.92 |  | \$26.74 | 29.36\% |

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

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## SHARE TRENDS



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

| Share Category | December 2013 <br> Balance <br> In Billions | \% of Total Shares December 2013 | March 2014 Balance In Billions | \% of Total Shares March 2014 | Growth <br> In Billions | Growth Rate <br> (Annualized) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Share Drafts | \$118.79 | 13.05\% | \$129.13 | 13.69\% | \$10.34 | 34.81\% |
| Regular Shares | \$297.78 | 32.72\% | \$315.97 | 33.50\% | \$18.19 | 24.43\% |
| Money Market Shares | \$212.33 | 23.33\% | \$217.35 | 23.05\% | \$5.02 | 9.46\% |
| Share Certificates | \$191.54 | 21.05\% | \$190.53 | 20.20\% | -\$1.01 | -2.10\% |
| IRA / KEOGH Accounts | \$78.43 | 8.62\% | \$78.13 | 8.28\% | -\$0.31 | -1.56\% |
| All Other Shares | \$8.25 | 0.91\% | \$8.59 | 0.91\% | \$0.34 | 16.56\% |
| Non-Member Deposits | \$2.98 | 0.33\% | \$3.42 | 0.36\% | \$0.44 | 59.65\% |
| Total Shares and Deposits | \$910.09 |  | \$943.12 |  | \$33.02 | 14.51\% |

Numbers may not add up due to rounding.

## ASSET-LIABILITY MANAGEMENT TRENDS



March 31, 2014
SUMMARY OF TRENDS BY ASSET GROUP

|  | Asset Group <br> Under \$10 million | Asset Group <br> \$10 million to \$100 million | Asset Group <br> \$100 million to \$500 million | Asset Group \$500 million and Greater |
| :---: | :---: | :---: | :---: | :---: |
| \# of Credit Unions | 2,101 | 2,899 | 1,046 | 445 |
| Total Assets | \$8.52 billion | \$107.23 billion | \$230.71 billion | \$751.47 billion |
| Average Assets/CU | \$4.06 million | \$36.99 million | \$220.57 million | \$1,688.70 million |
| Net Worth / Total Assets | 14.41\% | 11.46\% | 10.58\% | 10.46\% |
| Average Net Worth (non-dollar weighted) | 15.93\% | 11.90\% | 10.57\% | 10.61\% |
| Net Worth Growth* | -0.46\% | 2.59\% | 5.36\% | 9.56\% |
| Return on Average Assets (ROA) | -0.04\% | 0.30\% | 0.54\% | 0.93\% |
| Net Interest Margin/Average Assets | 3.32\% | 2.99\% | 2.97\% | 2.71\% |
| Fee \& Other Income/Average Assets | 0.63\% | 1.07\% | 1.33\% | 1.21\% |
| Operating Expense/Average Assets | 3.83\% | 3.60\% | 3.57\% | 2.78\% |
| Members / Full-Time Employees | 425.35 | 398.77 | 349.48 | 398.04 |
| Provision for Loan Loss/Average Assets | 0.23\% | 0.19\% | 0.21\% | 0.27\% |
| Loans / Shares | 53.68\% | 56.34\% | 66.14\% | 72.25\% |
| Delinquent Loans / Total Loans | 1.99\% | 1.10\% | 0.85\% | 0.75\% |
| \% of Real Estate Loans Delinquent > 59 Days | 1.90\% | 1.23\% | 0.97\% | 0.86\% |
| \% of Member Business Loans Delinquent > 59 Days | 1.00\% | 1.14\% | 1.18\% | 1.47\% |
| Net Charge-Offs/Average Loans | 0.58\% | 0.48\% | 0.47\% | 0.51\% |
| Share Growth* | 11.32\% | 13.82\% | 14.25\% | 15.53\% |
| Loan Growth* | -7.20\% | -2.41\% | 2.39\% | 6.84\% |
| Asset Growth* | 9.35\% | 12.50\% | 13.11\% | 14.66\% |
| Membership Growth* | -1.77\% | -0.06\% | 2.30\% | 6.04\% |
| Net Long-Term Assets / Total Assets | 10.66\% | 27.02\% | 36.14\% | 36.78\% |
| Cash + Short-Term Investments / Assets | 32.96\% | 23.10\% | 16.49\% | 14.97\% |
| Borrowings / Shares \& Net Worth | 0.08\% | 0.18\% | 1.00\% | 3.81\% |

*Note: The growth trends are based on the same federally insured credit unions reporting at 12/31/2013 and 03/31/2014, based on 03/31/2014 assets.

