

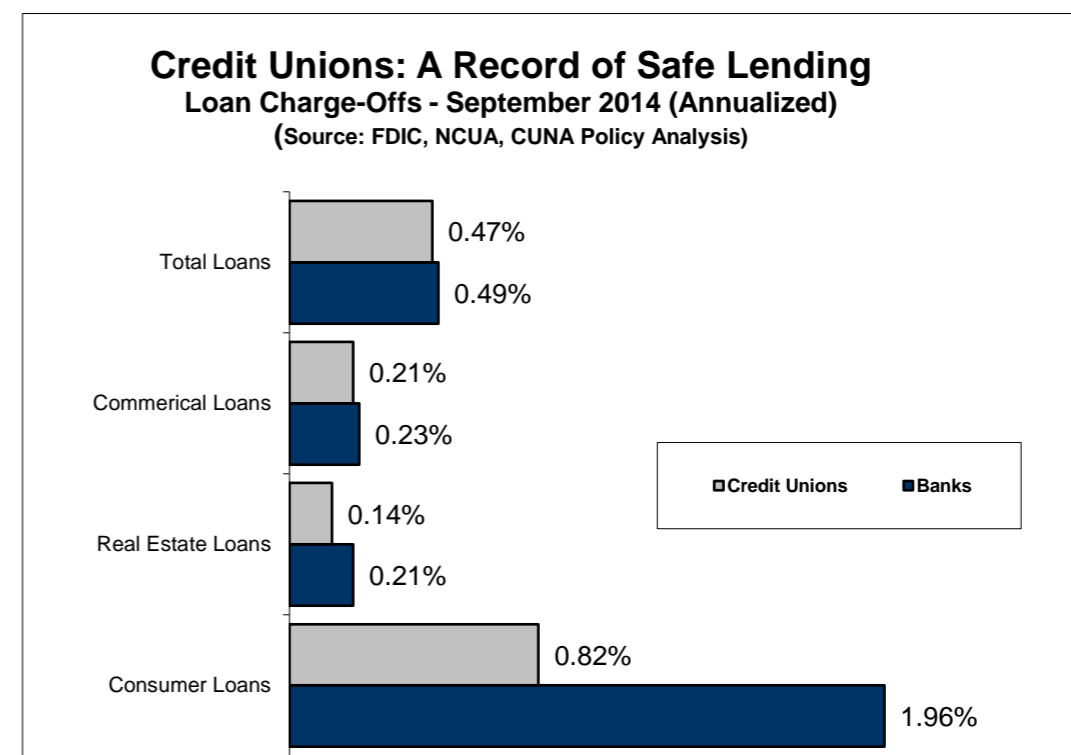
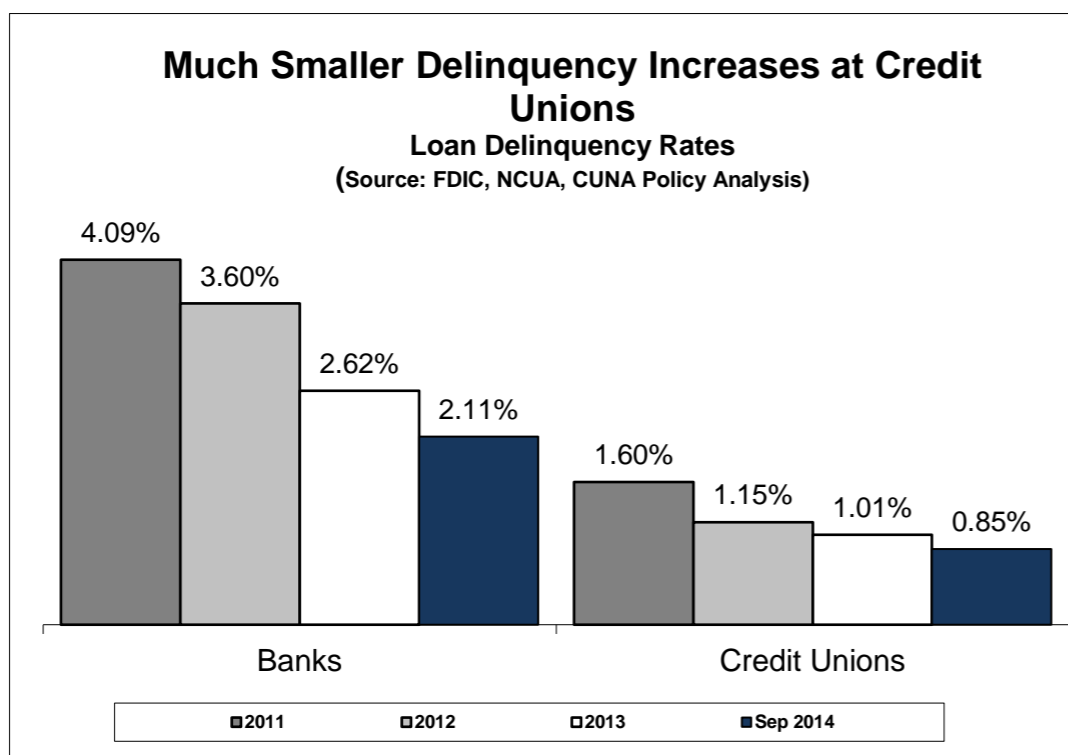
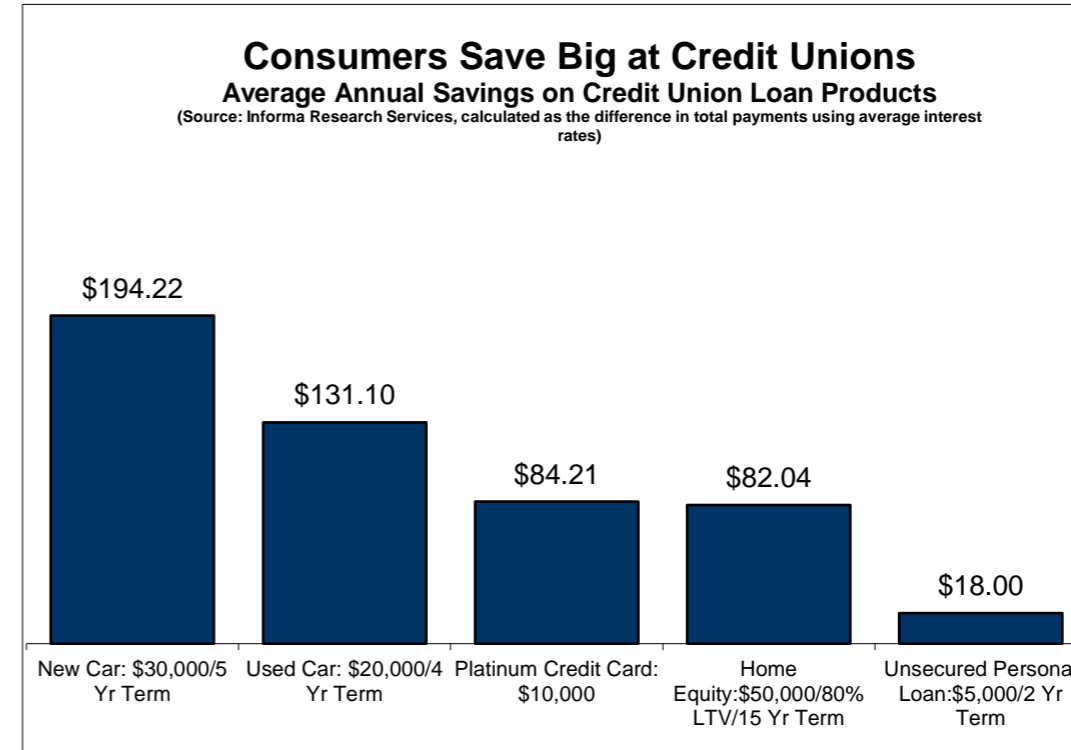
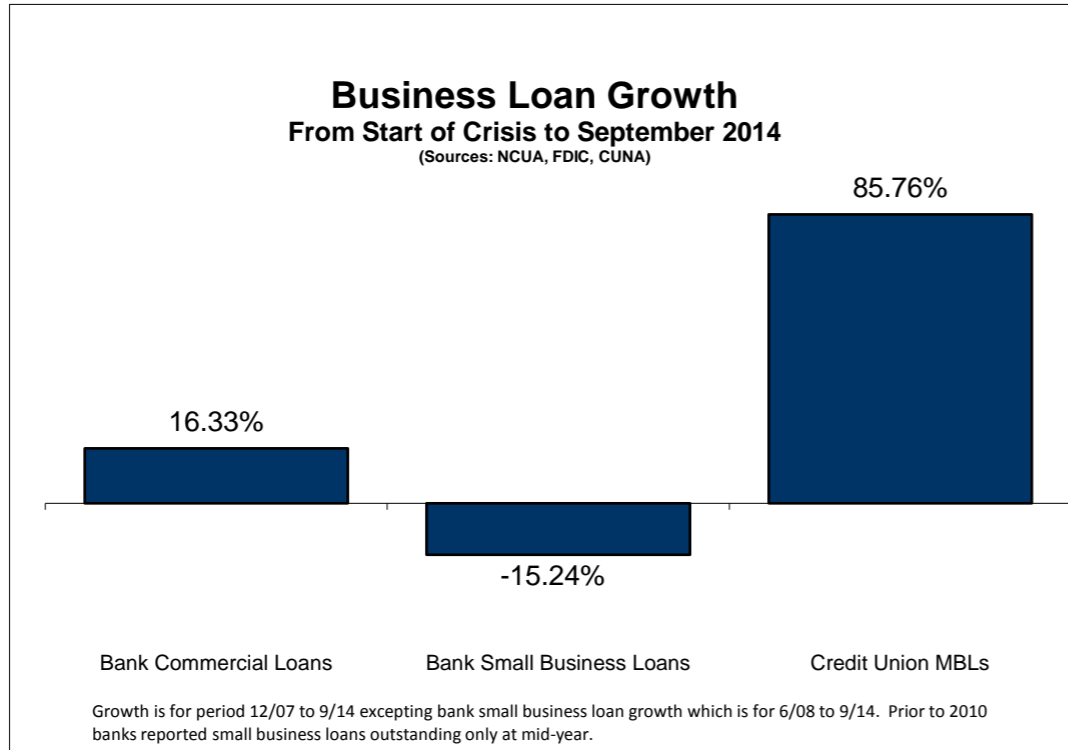
U.S. Credit Union Overview

Member-Owned, Not-For-Profit, Financial Cooperatives

As of September 2014. Sources: NCUA, CUNA.



| | |
|-------------------------------|---------------|
| Number of U.S. Credit Unions: | 6,477 |
| Consumer Member-Owners: | 100.1 million |
| Assets: | 1,122 billion |
| Loans: | \$706 billion |
| Consumer Savings: | \$951 billion |
| Capital to Assets: | 10.9% |



Credit Union Member Business Lending Overview

As of September 2014. Sources: FDIC, NCUA, CUNA.



National Overview

| | |
|-----------------------------------|------------------|
| Number of CUs with MBLs | 2,302 |
| Total CU MBLs outstanding | \$51,905,192,908 |
| Average size of CU MBLs | \$204,609 |
| MBLs: % of Assets at offering CUs | 5% |

12 Month Loan Growth:

| | |
|--------------------|-----|
| Credit union MBLs* | 13% |
|--------------------|-----|

*MBLs are among the fastest-growing segments of CU loan portfolios

Delaware

| | |
|-----------------------------------|--------------|
| Number of CUs with MBLs | 7 |
| Total CU MBLs outstanding | \$31,516,138 |
| Average size of CU MBLs | \$115,022 |
| MBLs: % of Assets at offering CUs | 2% |

CU Business Lending: Safe & Sound Business Loan Asset Quality Comparisons

Net Chargeoffs

| | Credit Union MBLs | Commercial Bank Commercial & Industrial Loans |
|----------------|----------------------|---|
| 1997 | 0.18% | 0.28% |
| 1998 | 0.08% | 0.43% |
| 1999 | 0.12% | 0.57% |
| 2000 | 0.05% | 0.01% |
| 2001 | 0.10% | 1.43% |
| 2002 | 0.09% | 1.76% |
| 2003 | 0.08% | 1.26% |
| 2004 | 0.10% | 0.50% |
| 2005 | 0.05% | 0.27% |
| 2006 | 0.08% | 0.30% |
| 2007 | 0.09% | 0.52% |
| 2008 | 0.35% | 1.01% |
| 2009 | 0.62% | 2.62% |
| 2010 | 0.79% | 1.75% |
| 2011 | 0.92% | 0.89% |
| 2012 | 0.79% | 0.51% |
| 2013 | 0.52% | 0.32% |
| <u>Q3 2014</u> | <u>0.21%</u> | <u>0.23%</u> |
| Avg. since '97 | 0.29% | 0.81% |

Source: FDIC, NCUA, and CUNA E&S.

Average Asset Size of MBL CUs Those Near Cap Tend to be Larger CUs

Excludes Grandfathered and Non Federally Insured and/or Low Income Designated CUs

| MBLs as a % of Assets | Number of CUs | Average Asset Size | Unused Capacity Under Current Cap | Unused Capacity If Cap = 27.5% |
|-----------------------|---------------|--------------------|-----------------------------------|--------------------------------|
| >0.0% to 5.0% | 1,034 | \$490,405,707 | \$53,265,310,037 | \$130,594,933,924 |
| 5.0% to 7.5% | 181 | \$477,223,438 | \$5,453,299,121 | \$18,625,859,079 |
| 7.5% to 10.0% | 146 | \$587,823,200 | \$2,998,167,082 | \$16,086,050,634 |
| 10.0% to 12.5% | 99 | \$567,424,415 | \$608,887,952 | \$9,175,578,062 |
| 12.5%+ | 20 | \$815,679,923 | | \$2,119,173,704 |

Source: NCUA, and CUNA E&S.

Many credit unions have not entered the MBL arena because the 12.25% cap prevents them from earning sufficient income to cover start-up and ongoing program costs.

Removing MBL 12.25% cap:

* Will produce an estimated \$13.7 billion in new MBLs in the first year

New MBLs in the first year in your state:

* Will produce an estimated 149,000 new jobs using CEA job multiplier

Number of new jobs in your state:

No cost to taxpayers