U.S. CU Profile

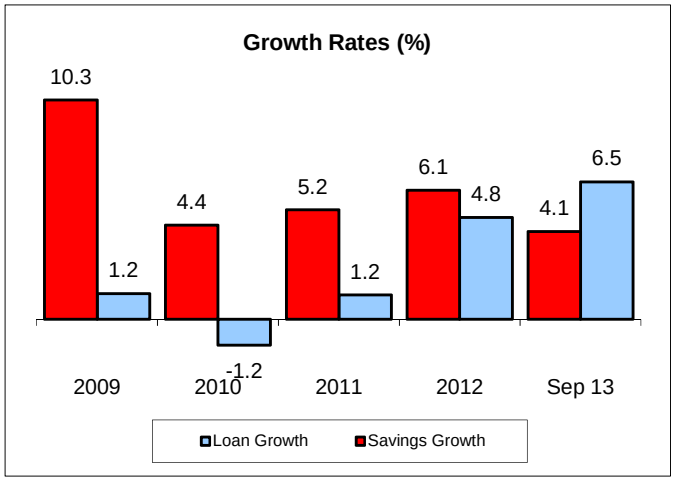
September 2013

Prepared by:
CUNA Economics & Statistics

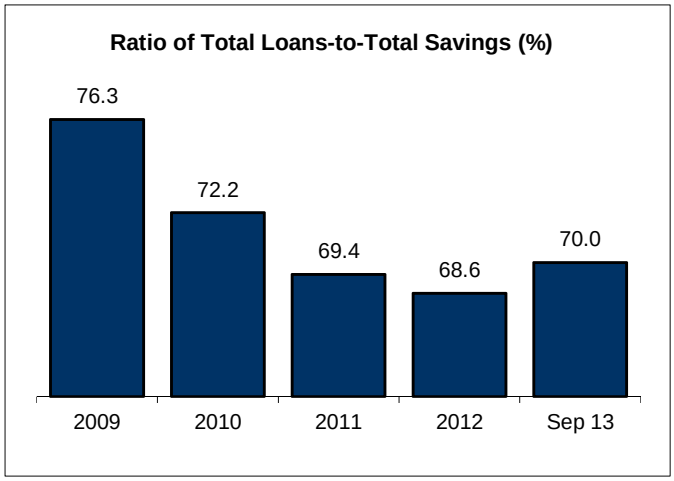
U.S. CU Profile

September 2013

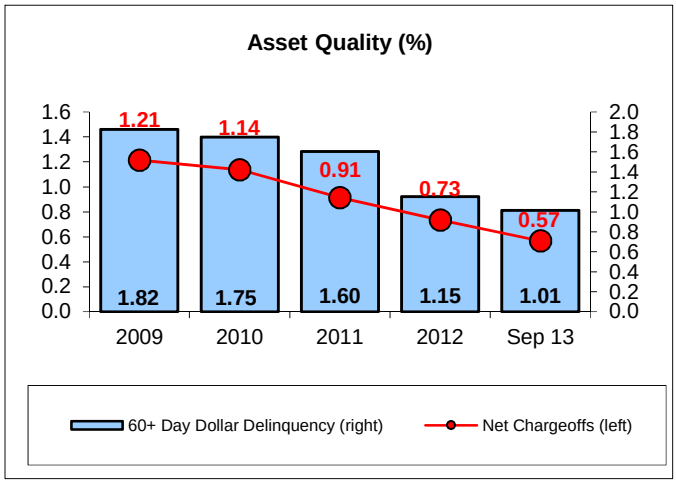
* Loan and Savings Growth Trends



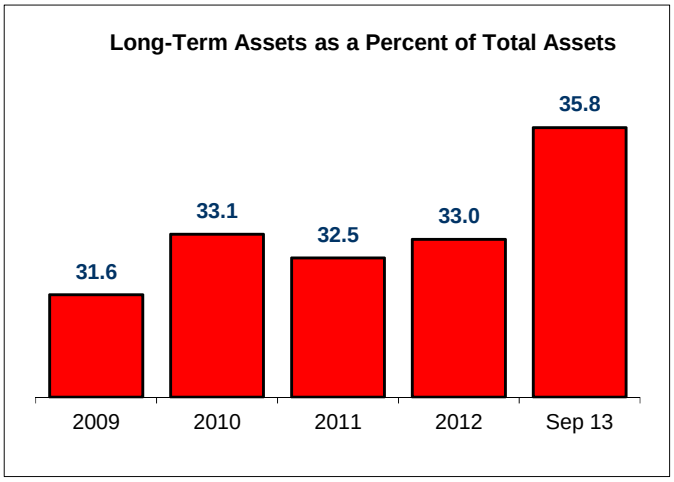
* Liquidity Risk Trends



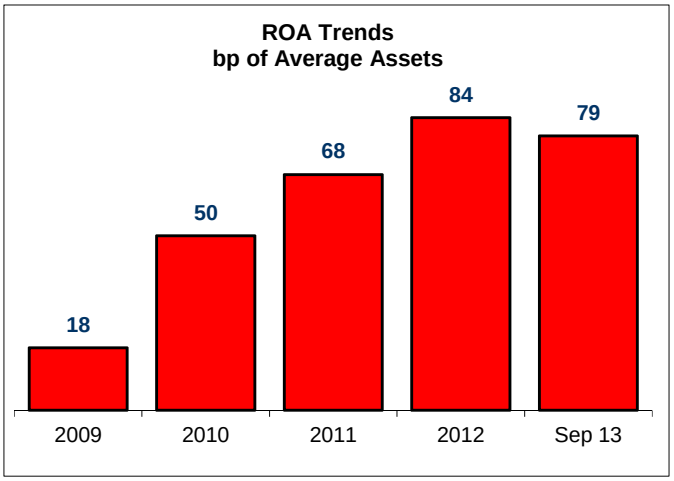
* Credit Risk Trends



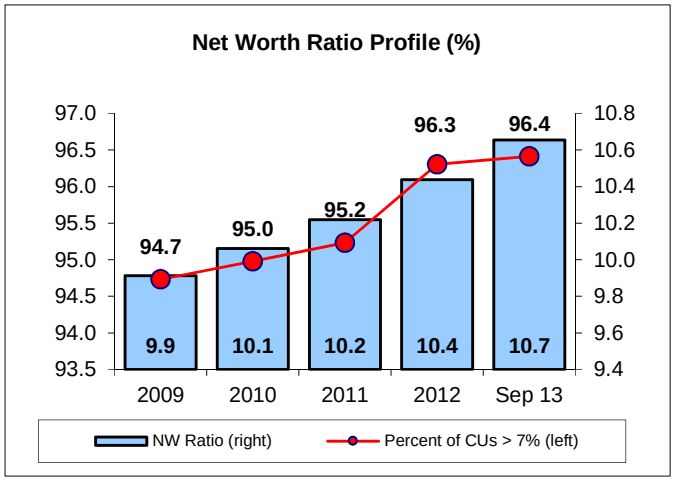
* Interest Rate Risk Trends



* Earnings Trends



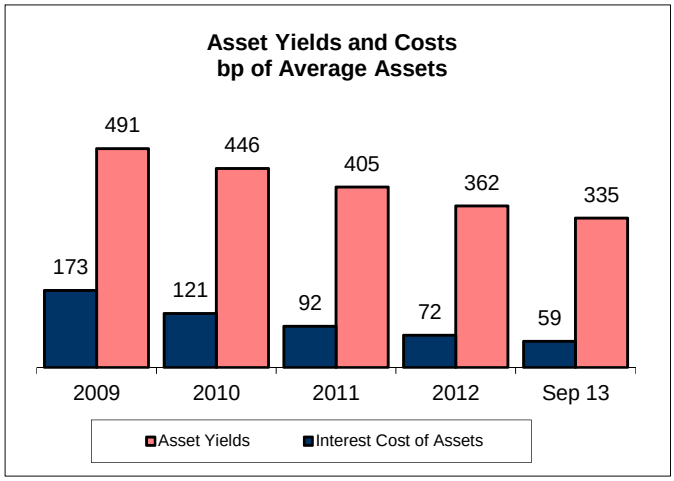
* Solvency Trends



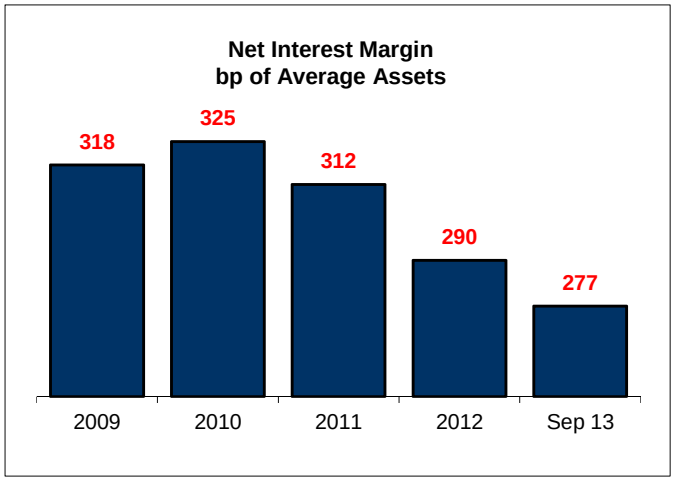
U.S. CU Profile

September 2013

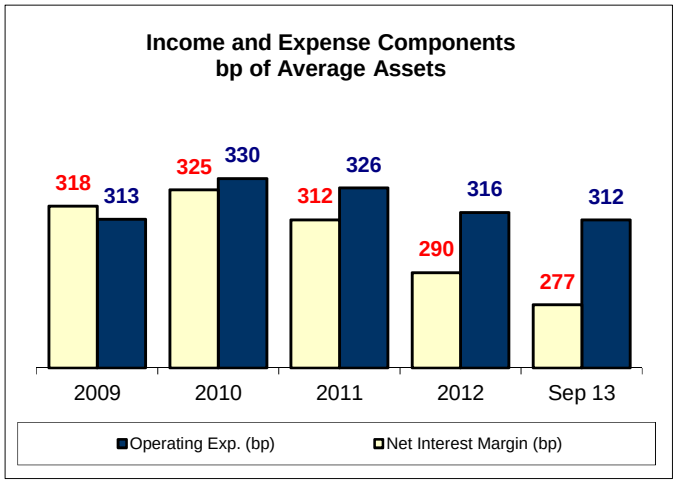
* Asset yields and funding costs



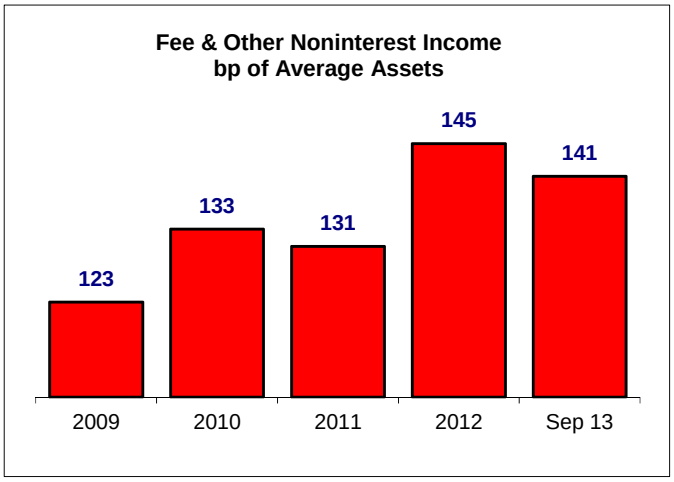
* Interest margins



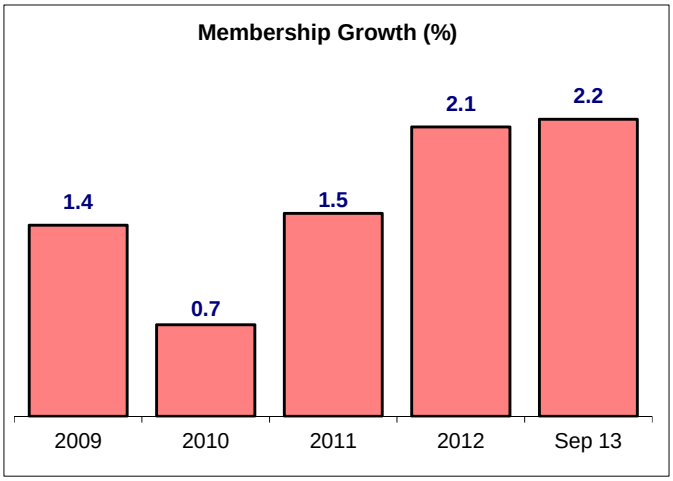
* Interest margins & overhead



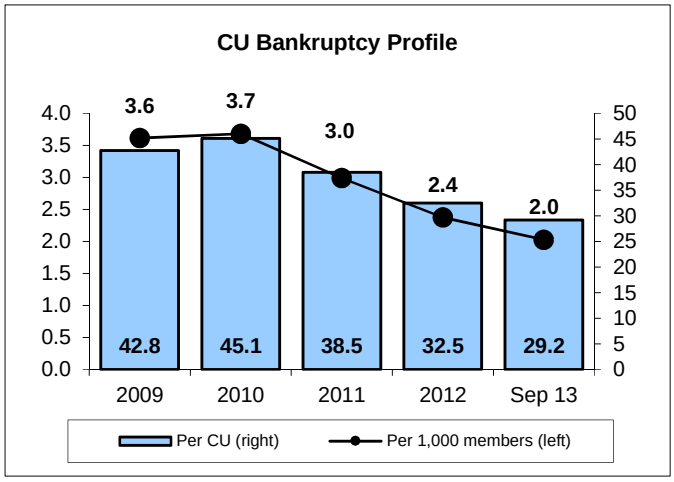
* Noninterest income



* Membership trends



* Borrower bankruptcies

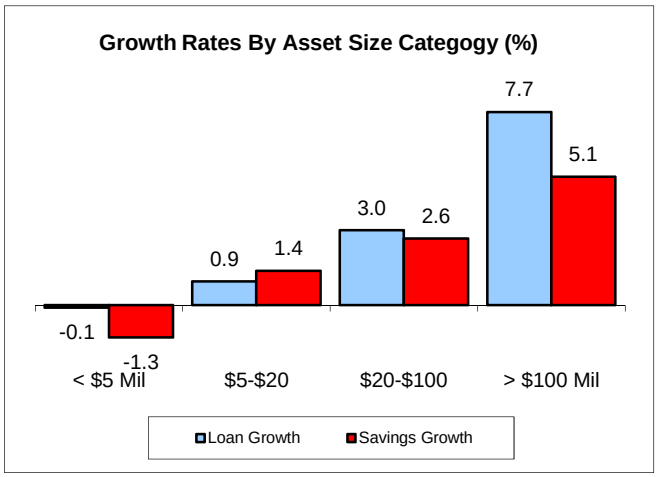


U.S. CU Profile

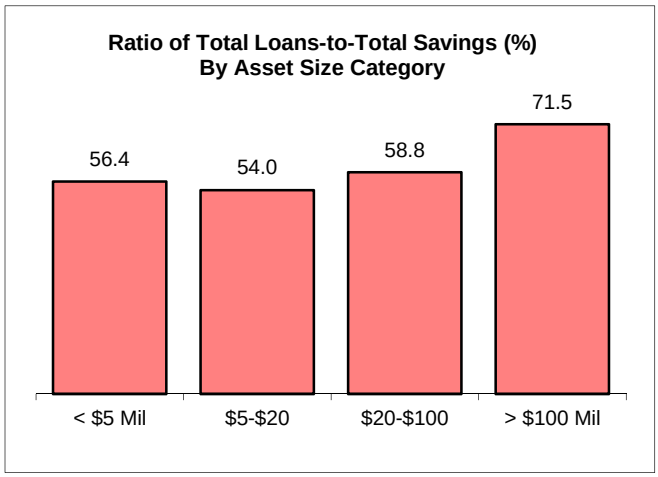
September 2013

Results By Asset Size

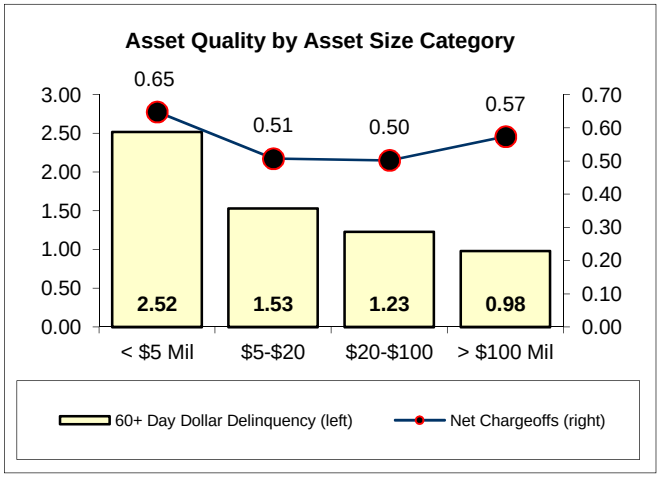
*** Loan and Savings growth**



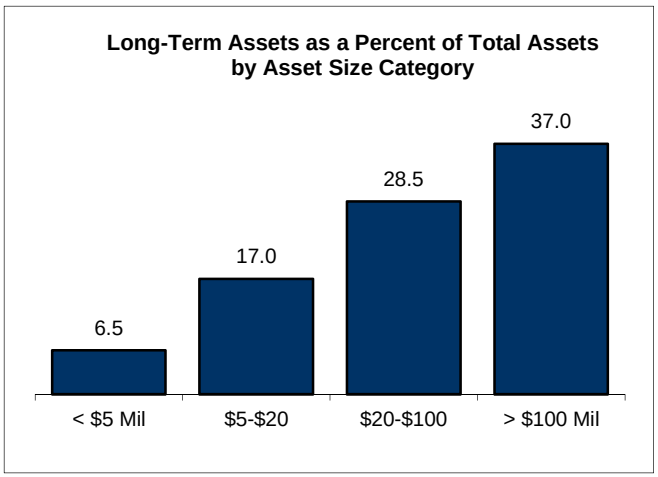
*** Liquidity Risk**



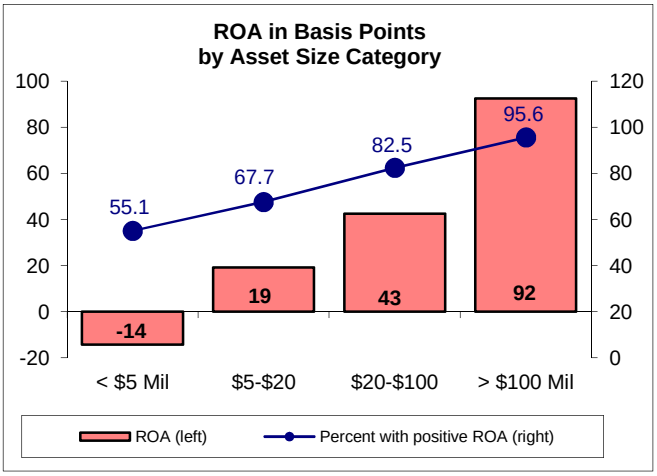
*** Credit Risk**



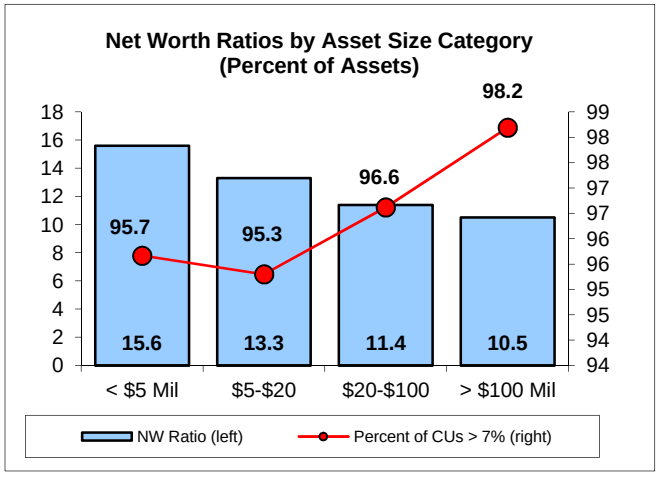
*** Interest Rate Risk**



*** Earnings**



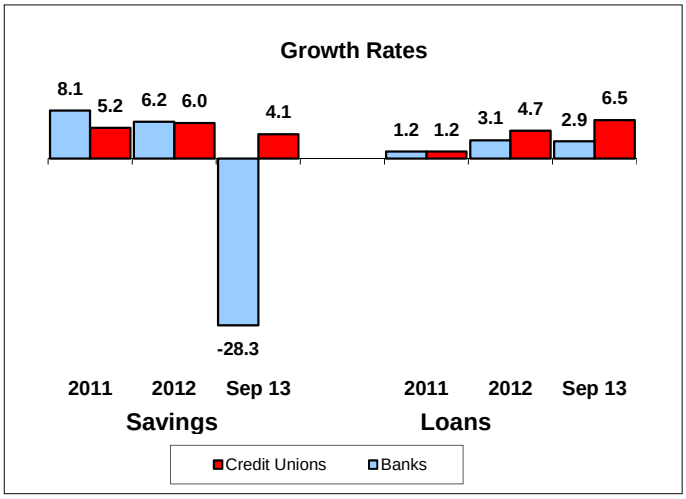
*** Solvency**



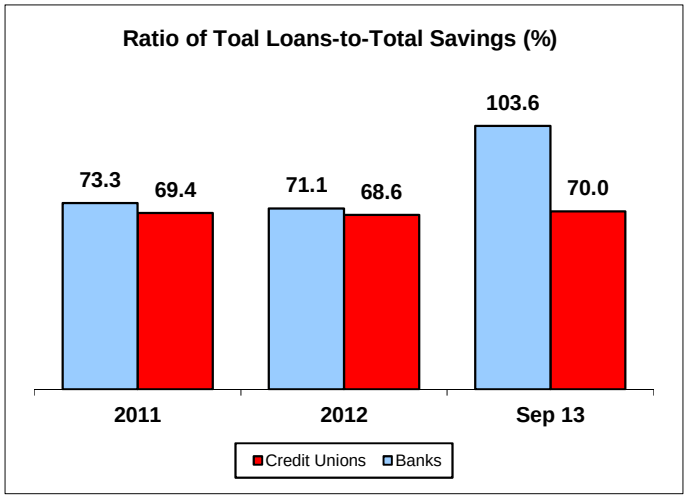
Credit Union vs Bank Profile

September 2013

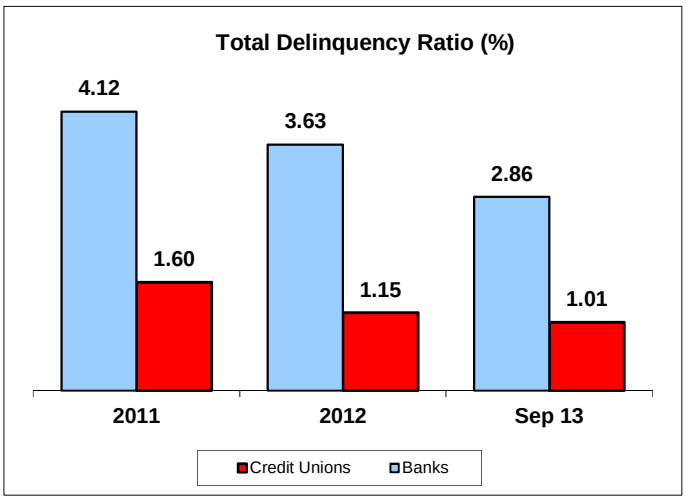
* Loan and Savings Growth Trends



* Liquidity Risk Trends



* Credit Risk Trends



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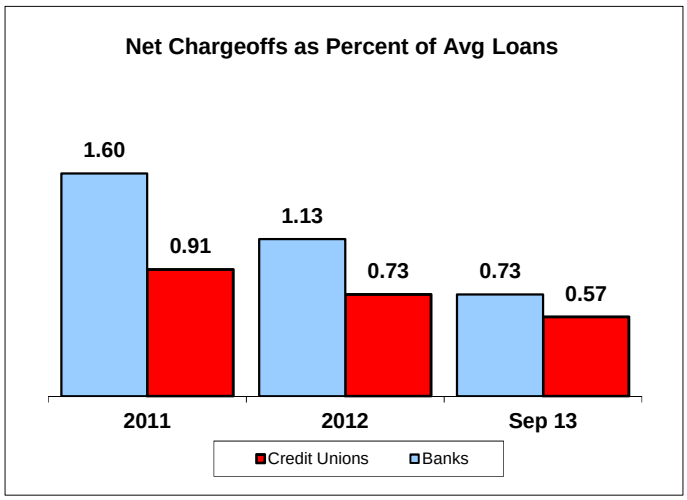
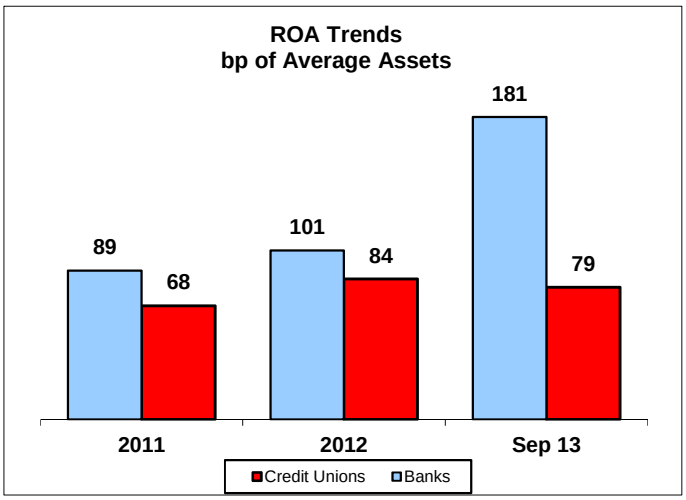
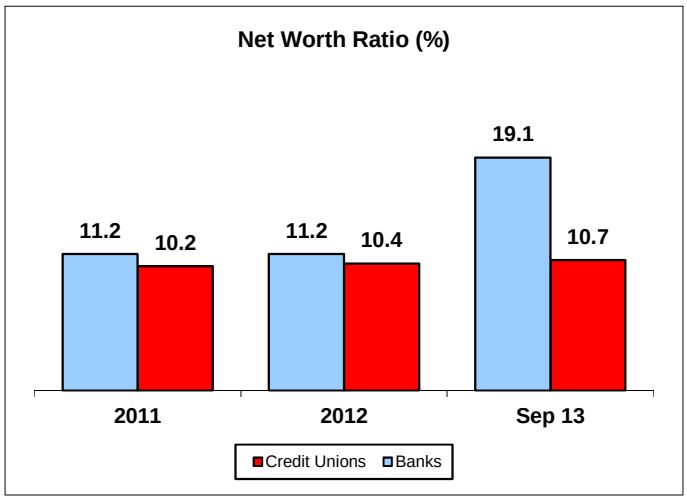


* Earnings Trends



* Solvency Trends



U.S. CU Profile

		US	U.S. Credit Unions					Asset Groups - Sep 13			
	Demographic Information	**Sep 13**	**Sep 13**	**2012**	**2011**	**2010**	**2009**	**< $5 Mil**	**$5-$20**	**$20-$100**	**> $100 Mil**
1	Number of CUs	6,749	6,749	6,956	7,236	7,486	7,708	1,431	1,786	2,041	1,491
2	Assets per CU ($ mil)	158.5	158.5	148.8	134.6	123.8	116.3	2.1	11.3	47.4	637.2
3	Median assets ($ mil)	22.4	22.4	21.1	19.2	17.6	16.5	1.9	10.7	41.7	266.4
4	Total assets ($ mil)	1,069,941	1,069,941	1,034,868	974,186	926,610	896,824	3,037	20,110	96,769	950,026
5	Total loans ($ mil)	642,155	642,155	610,290	582,288	575,664	582,791	1,436	9,365	50,018	581,336
6	Total surplus funds ($ mil)	385,279	385,279	386,283	356,551	317,415	282,027	1,572	10,252	42,982	330,472
7	Total savings ($ mil)	917,802	917,802	889,579	838,505	797,303	763,341	2,548	17,337	85,043	812,875
8	Total members (thousands)	97,147	97,147	95,058	93,108	91,760	91,157	801	3,346	12,154	80,846
	Growth Rates										
9	Total assets	4.3	4.3	6.2	5.1	3.3	8.6	-1.4	1.3	2.5	5.3
10	Total loans	6.5	6.5	4.8	1.2	-1.2	1.2	-0.1	0.9	3.0	7.7
11	Total surplus funds	0.4	0.4	8.3	12.3	12.5	29.4	-2.5	1.6	1.9	1.0
12	Total savings	4.1	4.1	6.1	5.2	4.4	10.3	-1.3	1.4	2.6	5.1
13	Total members	2.2	2.2	2.1	1.5	0.7	1.4	-2.1	-1.4	-0.1	3.7
14	*% CUs with increasing assets*	65.8	65.8	75.5	71.3	67.5	80.8	45.7	59.4	71.4	85.2
	Earnings - Basis Pts.										
15	Yield on total assets	335	335	362	405	446	491	379	344	341	334
16	Dividend/interest cost of assets	59	59	72	92	121	173	40	33	39	61
	Net interest margin	**277**	**277**	**290**	**312**	**325**	**318**	**339**	**311**	**302**	**273**
17	Fee & other income *	141	141	145	131	133	123	58	86	119	144
18	Operating expense	312	312	316	326	330	313	387	364	364	306
19	Loss Provisions	26	26	35	50	78	111	30	20	22	26
20	**Net Income (ROA) with Stab Exp**	**79**	**79**	**84**	**68**	**50**	**18**	**-19**	**13**	**36**	**85**
	Net Income (ROA) without Stab Exp	86	86	91	86	61	15	-14	19	43	92
21	*% CUs with positive ROA*	75.7	75.7	77.4	76.3	64.1	61.6	55.1	67.7	82.5	95.6
	Capital adequacy										
22	Net worth/assets	10.7	10.7	10.4	10.2	10.1	9.9	15.6	13.3	11.4	10.5
23	*% CUs with NW > 7% of assets*	96.4	96.4	96.3	95.2	95.0	94.7	95.7	95.3	96.6	98.2
	Asset quality										
24	Delinquencies (60+ day $)/loans (%)	1.01	1.01	1.15	1.60	1.75	1.82	2.52	1.53	1.23	0.98
25	Net chargeoffs/average loans	0.57	0.57	0.73	0.91	1.14	1.21	0.65	0.51	0.50	0.57
26	Total borrower-bankruptcies	196,900	196,900	225,987	278,429	337,957	329,656	948	5,273	19,976	170,703
27	Bankruptcies per CU	29.2	29.2	32.5	38.5	45.1	42.8	0.7	3.0	9.8	114.5
28	Bankruptcies per 1000 members	2.0	2.0	2.4	3.0	3.7	3.6	1.2	1.6	1.6	2.1
	Asset/Liability Management										
29	Loans/savings	70.0	70.0	68.6	69.4	72.2	76.3	56.4	54.0	58.8	71.5
30	Loans/assets	60.0	60.0	59.0	59.8	62.1	65.0	47.3	46.6	51.7	61.2
31	Net Long-term assets/assets	35.8	35.8	33.0	32.5	33.1	31.6	6.5	17.0	28.5	37.0
32	Liquid assets/assets	15.2	15.2	17.5	17.3	16.2	16.9	36.0	28.2	21.1	14.3
33	Core deposits/shares & borrowings	45.0	45.0	43.6	41.3	38.9	36.9	82.3	72.3	57.8	43.0
	Productivity										
34	Members/potential members	6	6	6	6	6	7	11	8	4	6
35	Borrowers/members	51	51	51	50	50	51	33	39	44	53
36	Members/FTE	386	386	385	388	386	381	413	443	395	382
37	Average shares/member ($)	9,448	9,448	9,358	9,006	8,689	8,374	3,179	5,181	6,997	10,055
38	Average loan balance ($)	12,881	12,881	12,690	12,576	12,562	12,617	5,475	7,268	9,285	13,546
39	Employees per million in assets	0.24	0.24	0.24	0.25	0.26	0.27	0.64	0.38	0.32	0.22
	Structure										
40	Fed CUs w/ single-sponsor	12.9	12.9	13.1	13.4	13.6	13.8	27.7	16.7	6.6	2.7
41	Fed CUs w/ community charter	16.8	16.8	16.5	16.1	15.5	15.2	5.0	12.6	23.2	24.5
42	Other Fed CUs	31.7	31.7	31.8	32.0	32.2	32.1	34.2	35.8	30.9	25.6
43	CUs state chartered	38.6	38.6	38.6	38.6	38.8	38.9	33.1	34.8	39.3	47.1

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA FOIA file.

Source: NCUA and CUNA E&S.

U.S. CU Profile

		US	U.S. Credit Unions					Asset Groups - Sep 13			
	Growth Rates	**Sep 13**	**Sep 13**	**2012**	**2011**	**2010**	**2009**	**< $5 Mil**	**$5-$20**	**$20-$100**	**> $100 Mil**
1	Credit cards	7.6%	7.6%	5.7%	3.9%	3.1%	6.4%	-5.3%	1.7%	2.6%	8.4%
2	Other unsecured loans	8.0%	8.0%	4.8%	0.4%	-0.3%	1.0%	1.3%	2.9%	5.4%	9.7%
3	New automobile	11.3%	11.3%	8.6%	-7.4%	-16.5%	-7.9%	0.5%	1.6%	3.8%	13.2%
4	Used automobile	9.6%	9.6%	7.9%	5.1%	3.4%	3.9%	-0.6%	0.7%	4.0%	11.5%
5	First mortgage	7.7%	7.7%	5.9%	4.2%	2.7%	4.3%	4.1%	5.5%	4.7%	8.7%
6	HEL & 2nd Mtg	-6.1%	-6.1%	-8.1%	-7.1%	-6.4%	-4.5%	-11.5%	-9.9%	-6.1%	-5.4%
7	Member business loans	9.2%	9.2%	6.5%	5.1%	6.2%	10.0%	-14.2%	15.9%	10.8%	10.0%
8	Share drafts	6.7%	6.7%	10.6%	11.9%	5.9%	15.4%	4.6%	4.7%	5.8%	7.5%
9	Certificates	-3.7%	-3.7%	-3.1%	-4.5%	-5.6%	-0.3%	-6.8%	-8.3%	-7.0%	-2.7%
10	IRAs	-0.5%	-0.5%	1.8%	1.6%	4.0%	13.3%	-8.6%	-3.0%	-0.9%	0.2%
11	Money market shares	5.4%	5.4%	7.5%	7.6%	10.7%	23.2%	-0.3%	2.6%	3.1%	6.0%
12	Regular shares	9.4%	9.4%	12.4%	11.0%	10.3%	11.7%	-0.5%	3.8%	6.9%	11.1%
	Portfolio $ Distribution										
13	Credit cards/total loans	6.4%	6.4%	6.5%	6.5%	6.3%	6.1%	1.2%	3.8%	5.0%	6.6%
14	Other unsecured loans/total loans	4.4%	4.4%	4.4%	4.4%	4.5%	4.4%	23.0%	14.0%	7.4%	4.0%
15	New automobile/total loans	10.8%	10.8%	10.5%	10.1%	11.0%	13.1%	21.4%	16.5%	11.1%	10.7%
16	Used automobile/total loans	19.7%	19.7%	19.1%	18.5%	17.8%	17.0%	37.6%	32.3%	26.7%	18.8%
17	First mortgage/total loans	41.5%	41.5%	41.0%	40.5%	39.4%	37.9%	3.5%	16.0%	29.8%	43.0%
18	HEL & 2nd Mtg/total loans	11.2%	11.2%	12.3%	14.0%	15.3%	16.1%	2.6%	8.6%	12.1%	11.2%
19	Member business loans/total loans	7.2%	7.2%	7.1%	7.0%	6.7%	6.2%	0.4%	1.3%	3.6%	7.6%
20	Share drafts/total savings	12.9%	12.9%	12.7%	12.2%	11.5%	11.3%	3.2%	9.4%	13.4%	13.0%
21	Certificates/total savings	21.2%	21.2%	22.5%	24.6%	27.1%	30.0%	11.6%	15.0%	19.2%	21.6%
22	IRAs/total savings	8.7%	8.7%	9.0%	9.4%	9.7%	9.7%	1.9%	5.0%	7.8%	8.9%
23	Money market shares/total savings	23.2%	23.2%	23.1%	22.8%	22.3%	21.0%	1.5%	5.7%	13.5%	24.7%
24	Regular shares/total savings	32.6%	32.6%	31.4%	29.6%	28.1%	26.6%	79.2%	62.9%	44.5%	30.6%
	Percent of CUs Offering										
25	Credit cards	55.9%	55.9%	54.9%	53.4%	52.2%	51.5%	7.0%	44.0%	78.5%	86.0%
26	Other unsecured loans	98.0%	98.0%	98.1%	98.0%	98.0%	97.9%	92.8%	98.7%	99.8%	99.9%
27	New automobile	94.8%	94.8%	94.7%	94.7%	94.7%	94.7%	77.5%	98.7%	100.0%	99.7%
28	Used automobile	96.1%	96.1%	96.0%	95.8%	95.7%	95.6%	83.8%	98.9%	99.9%	99.5%
29	First mortgage	63.3%	63.3%	62.3%	61.1%	60.0%	59.0%	9.4%	47.9%	87.8%	99.7%
30	HEL & 2nd Mtg	68.5%	68.5%	68.2%	67.7%	67.1%	66.7%	12.1%	60.6%	92.4%	99.3%
31	Member business loans	33.5%	33.5%	32.6%	31.0%	30.2%	28.6%	1.7%	12.3%	39.4%	81.5%
32	Share drafts	76.9%	76.9%	76.4%	75.6%	74.9%	74.2%	22.1%	78.6%	97.6%	99.3%
33	Certificates	78.6%	78.6%	78.3%	77.9%	77.6%	77.3%	36.9%	77.0%	94.5%	98.9%
34	IRAs	66.4%	66.4%	66.0%	65.5%	65.3%	64.7%	13.7%	54.8%	89.9%	98.6%
35	Money market shares	46.9%	46.9%	46.1%	45.1%	44.5%	43.7%	4.1%	24.2%	65.0%	90.2%
	Penetration										
36	Credit cards	17.6%	17.6%	17.4%	17.1%	17.1%	17.0%	11.7%	11.8%	13.4%	18.3%
37	Other unsecured loans	11.4%	11.4%	11.3%	10.9%	11.0%	11.0%	17.7%	14.4%	11.6%	11.2%
38	New automobile	4.2%	4.2%	4.2%	4.4%	5.0%	5.9%	2.9%	3.0%	2.9%	4.4%
39	Used automobile	12.3%	12.3%	11.9%	11.6%	11.4%	11.2%	9.1%	10.4%	11.6%	12.5%
40	First mortgage	2.2%	2.2%	2.2%	2.1%	2.0%	1.9%	1.0%	1.3%	1.8%	2.3%
41	HEL & 2nd Mtg	2.3%	2.3%	2.4%	2.6%	2.8%	3.0%	1.3%	1.3%	1.7%	2.4%
42	Member business loans	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.5%	0.5%	0.4%	0.3%
43	Share drafts	53.1%	53.1%	52.2%	50.3%	49.0%	47.6%	21.0%	31.0%	42.0%	55.6%
44	Certificates	9.6%	9.6%	10.3%	11.2%	12.3%	13.4%	6.3%	6.1%	7.6%	10.0%
45	IRAs	5.5%	5.5%	5.7%	6.2%	6.1%	6.1%	2.3%	2.9%	3.9%	5.8%
46	Money market shares	7.9%	7.9%	8.1%	8.7%	8.8%	8.7%	4.5%	4.3%	4.5%	8.3%

*** Current period flow statistics are trailing four quarters.**

Source: NCUA and CUNA E&S.

CUNA Credit Union National Association

U.S. CU Profile - Quarterly Results

		US	U.S. Credit Unions				
	Demographic Information	**Sep 13**	**Sep 13**	**Jun 13**	**Mar 13**	**Dec 12**	**Sep 12**
1	Number CUs	6,749	6,749	6,814	6,889	6,951	7,025
	Growth Rates (Quarterly % Change)						
2	**Total loans**	3.2	3.2	2.4	0.5	1.1	1.7
3	Credit cards	2.9	2.9	2.6	-2.2	4.5	2.7
4	Other unsecured loans	4.1	4.1	3.6	-2.0	2.8	3.4
5	New automobile	4.3	4.3	2.9	2.1	2.2	3.5
6	Used automobile	3.3	3.3	3.9	1.6	1.1	2.8
7	First mortgage	3.7	3.7	2.2	1.0	1.2	1.4
8	HEL & 2nd Mtg	-0.2	-0.2	-1.1	-2.5	-2.0	-1.3
9	Member business loans	2.7	2.7	2.5	1.9	2.3	1.6
10	**Total savings**	-0.2	-0.2	0.1	3.8	1.0	0.3
11	Share drafts	-1.7	-1.7	-1.8	9.0	1.8	-0.1
12	Certificates	-0.9	-0.9	-0.9	-0.7	-0.8	-0.8
13	IRAs	0.2	0.2	0.2	0.1	-0.5	0.7
14	Money market shares	1.0	1.0	0.5	2.4	1.8	1.0
15	Regular shares	0.0	0.0	1.1	6.9	1.9	0.7
16	**Total members**	1.1	1.1	0.8	0.9	0.1	1.0
	Earnings (basis points)						
17	Yield on total assets	337	337	331	338	352	360
18	Dividend/interest cost of assets	57	57	58	61	69	69
	Net interest margin	**280**	**280**	**273**	**277**	**283**	**290**
19	Fee & other income *	138	138	144	140	159	149
20	Operating expense	322	322	308	307	321	323
21	Loss Provisions	26	26	24	27	36	32
22	Net Income (ROA) *	69	69	84	83	84	84
21	*% CUs with positive ROA **	72	72	72	70	74	73
	Capital adequacy (%)						
22	Net worth/assets	10.6	10.6	10.5	10.3	10.4	10.3
23	*% CUs with NW > 7% of assets*	96.4	96.4	95.7	95.0	96.3	95.8
	Asset quality (%)						
24	**Loan delinquency rate - Total loans**	1.02	1.02	1.04	1.02	1.16	1.18
25	Total Consumer	0.79	0.79	0.75	0.76	0.90	0.86
26	Credit Cards	0.89	0.89	0.83	0.87	0.97	0.95
27	All Other Consumer	0.77	0.77	0.73	0.74	0.89	0.84
28	Total Mortgages	1.22	1.22	1.30	1.25	1.39	1.45
29	First Mortgages	1.28	1.28	1.36	1.30	1.44	1.52
30	All Other Mortgages	1.03	1.03	1.07	1.08	1.20	1.23
31	Total MBLs	2.07	2.07	0.32	1.85	1.95	2.33
32	Ag MBLs	0.80	0.80	0.62	0.60	0.53	0.70
33	All Other MBLs	2.14	2.14	0.31	1.92	2.03	2.42
34	**Net chargeoffs/average loans**	0.54	0.54	0.55	0.61	0.73	0.70
35	Total Consumer	0.85	0.85	0.83	0.91	0.99	0.91
36	Credit Cards	1.93	1.93	1.97	2.15	2.18	2.17
37	All Other Consumer	0.68	0.68	0.65	0.71	0.79	0.70
38	Total Mortgages	0.26	0.26	0.30	0.36	0.50	0.52
39	First Mortgages	0.20	0.20	0.22	0.25	0.36	0.38
40	All Other Mortgages	0.46	0.46	0.60	0.75	0.96	0.97
41	Total MBLs	1.03	1.03	-0.30	-0.08	0.93	0.70
42	Ag MBLs	0.08	0.08	0.03	0.03	0.13	-0.01
43	All Other MBLs	1.08	1.08	-0.32	-0.09	0.98	0.74
	Asset/Liability Management						
44	Loans/savings	69.6	69.6	67.4	65.9	68.0	67.9

Earnings & net chargeoffs are annualized quarterly results not seasonally adjusted. Growth rates are not annualized. Delinquency rates are 60+ day dollar delinquencies. Net chargeoffs are dollar chargeoffs net of recoveries. Totals include only credit unions that are released on the NCUA FOIA file.

Source: NCUA and CUNA E&S.

CUNA Credit Union National Association

Credit Union vs Bank Profile

U.S.

	Credit Unions				Banks			
Demographic Information	**Sep 13**	**2012**	**2011**	**3 Yr Avg**	**Sep 13**	**2012**	**2011**	**3 Yr Avg**
Number of Institutions	6,749	6,952	7,234	6,978	6,885	7,081	7,354	7,107
Assets per Institution ($ mil)	159	149	135	147	1,234	2,040	1,888	1,720
Total assets ($ mil)	1,069,941	1,034,389	974,184	1,026,171	8,492,698	14,447,260	13,880,602	12,273,520
Total loans ($ mil)	642,155	609,944	582,287	611,462	7,800,400	7,693,464	7,464,790	7,652,885
Total surplus funds ($ mil)	385,279	386,163	356,549	375,997	5,095,554	4,943,369	4,603,881	4,880,935
Total savings ($ mil)	917,802	889,154	838,503	881,820	7,530,895	10,814,600	10,181,370	9,508,955
Avg number of branches (1)	3	3	3	3	14	14	14	14
12 Month Growth Rates								
Total assets	4.3	6.2	5.1	5.2	-40.3	4.1	4.2	-10.7
Total loans	6.5	4.7	1.2	4.1	2.9	3.1	1.2	2.4
Real estate loans	4.5	2.2	1.0	2.6	-0.9	-0.8	-3.3	-1.7
Commercial loans	9.2	6.3	5.1	6.9	8.0	12.0	13.4	11.2
Total consumer	8.8	8.1	0.6	5.8	2.8	1.5	-0.8	1.2
Consumer credit card	7.6	5.7	3.9	5.7	1.4	1.2	-2.0	0.2
Other consumer	9.0	8.5	0.0	5.8	4.3	1.9	0.7	2.3
Total surplus funds	0.4	8.3	12.3	7.0	5.4	7.3	11.8	8.2
Total savings	4.1	6.0	5.2	5.1	-28.3	6.2	8.1	-4.7
YTD Earnings annualized(BP)								
Yield on Total Assets	335	362	405	367	557	347	378	427
Dividend/Interest cost of assets	59	72	92	74	65	47	63	58
Net interest margin	**276**	**290**	**313**	**293**	**492**	**300**	**315**	**369**
Fee and other income (2)	141	145	131	139	310	184	176	223
Operating expense	312	322	344	326	581	341	345	422
Loss provisions	26	35	50	37	40	41	57	46
Net income	**79**	**84**	**68**	**77**	**181**	**101**	**89**	**123**
Capital Adequacy								
Net worth/assets	10.7	10.4	10.2	10.4	19.1	11.2	11.2	13.8
Asset Quality								
Delinquencies/loans (3)	1.01	1.15	1.60	1.26	2.86	3.63	4.12	3.54
Real estate loans	1.22	1.39	2.02	1.54	4.77	6.00	6.42	5.73
Consumer loans	1.80	1.68	2.85	2.11	0.72	0.87	1.29	0.96
Total consumer	0.60	0.74	0.79	0.71	1.04	1.16	1.41	1.21
Consumer credit card	0.89	0.97	1.15	1.00	1.21	1.41	1.68	1.43
Other consumer	0.54	0.70	0.72	0.65	0.87	0.89	1.12	0.96
Net chargeoffs/avg loans	0.57	0.73	0.91	0.74	0.73	1.13	1.60	1.15
Real estate loans	0.30	0.53	0.62	0.49	0.78	1.02	1.32	1.04
Commercial loans	0.35	0.78	0.99	0.71	0.55	0.51	0.89	0.65
Total consumer	0.94	1.00	1.30	1.08	3.17	2.50	3.62	3.10
Consumer credit card	1.99	2.26	3.03	2.43	4.62	3.84	5.80	4.75
Other consumer	0.74	0.74	0.96	0.81	1.33	1.01	1.37	1.23
Asset Liability Management								
Loans/savings	70.0	68.6	69.4	69.3	103.6	71.1	73.3	82.7
Loans/assets	60.0	59.0	59.8	59.6	90.2	52.1	52.4	64.9
Core deposits/total deposits	45.6	44.1	41.8	43.8	45.6	31.5	28.5	35.2
Productivity								
Employees per million assets	0.24	0.24	0.25	0.24	0.24	0.15	0.15	0.18

Source: FDIC, NCUA and CUNA E&S

CUNA Credit Union National Association