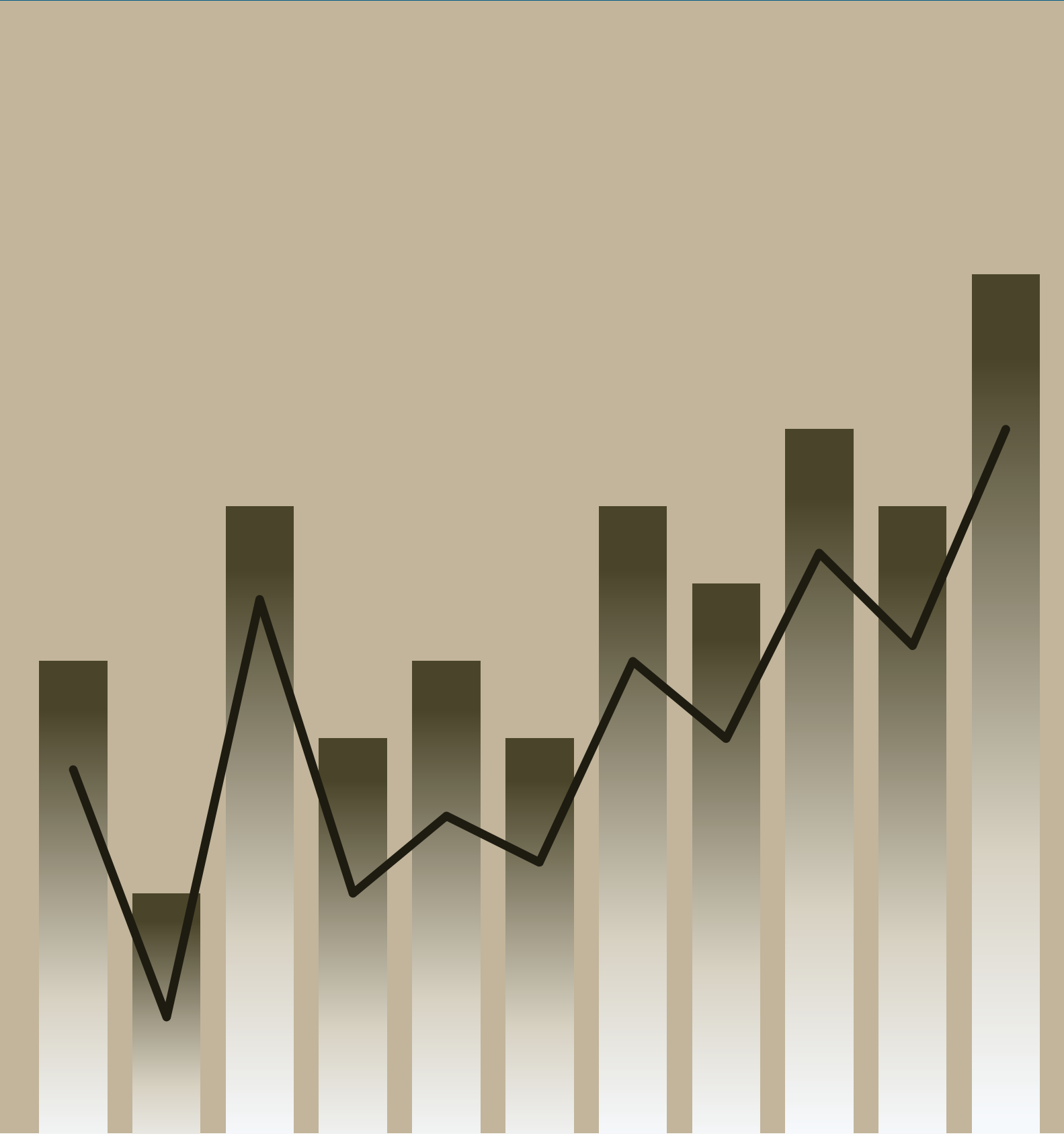


U.S. Credit Union Profile

Third Quarter 2017

CUNA Economics & Statistics



Executive Summary

Despite the impact of Hurricanes Irma and Harvey, the third quarter was the second straight quarter of U.S. GDP growth over 3.0%, and at 4.1% unemployment is now at the lowest level since 2001. With the economy heating up and inflation inching ever closer to the Fed's 2% target level, we expect the Federal Open Market Committee (FOMC) to begin raising rates at a faster clip in 2018. The rising rates could put a damper on economic growth, and there are a number of other downside risks as well—including a stock market correction, increasing protectionism and more natural disasters; however, most economists believe that economic fundamentals are strong and that the probability of a recession in the near future is very low. The robust economy is greatly benefiting credit unions, who are continuing to experience the fastest membership and loan growth in decades.

Recent Economic Developments

Economic Growth & Gross Domestic Product (GDP)

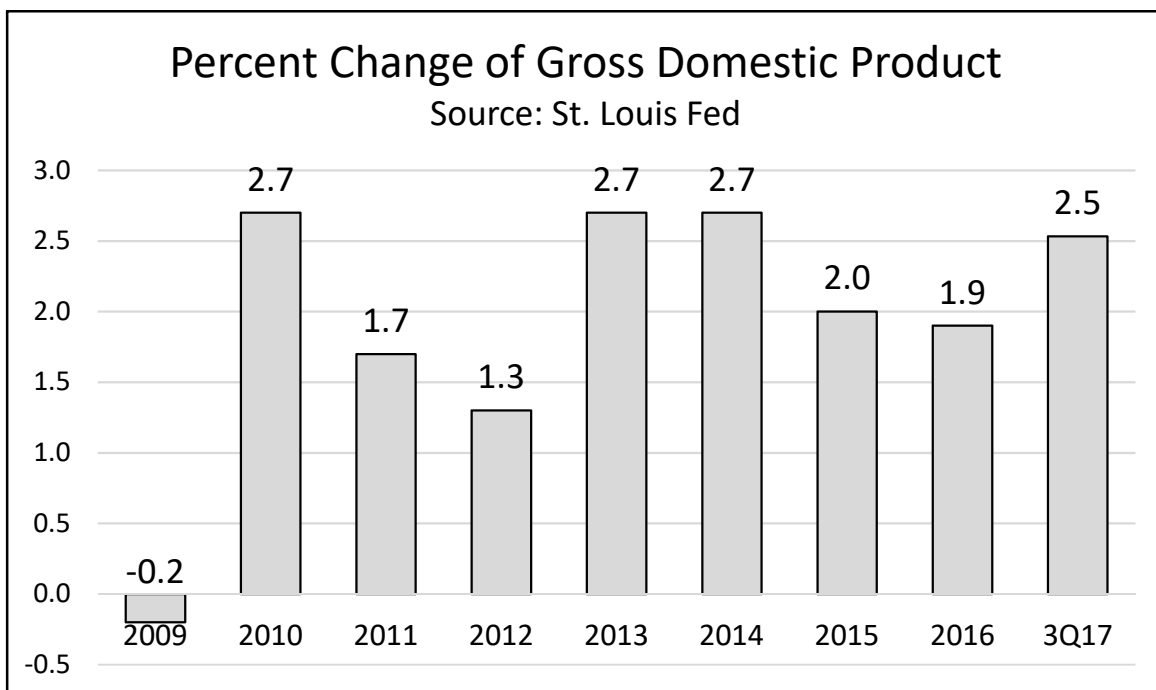
Despite several severe hurricanes and other extreme weather events, according to the Bureau of Economic Analysis (BEA) gross domestic product (GDP) expanded at a robust 3.3% annual rate in the third quarter, the fastest pace since the third quarter of 2014 and the first time since 2014 that the economy experienced growth of 3.0% or more for two straight quarters. This growth has mostly been driven by personal consumption and private domestic investment, which combined account for roughly 85% of GDP.

U.S. GDP Growth				
Annualized Quarterly Change (%)	4Q16	1Q17	2Q17	3Q17
Real Gross Domestic Product	1.8	1.2	3.1	3.3
Personal Consumption	2.9	1.9	3.3	2.3
Durable Goods	9.2	-0.1	7.6	8.1
Private Domestic Investment	8.5	-1.2	3.9	7.3
Residential	7.1	11.1	-7.3	-5.1
Exports	-3.8	7.3	3.5	2.2
Imports	8.1	4.3	1.5	-1.1
Government Expenditures	0.2	-0.6	-0.2	0.4

- Annual 2017 GDP growth is now on track to increase 2.5% for the year, slightly above CUNA economists' predictions of 2.3%. A recent survey of business economists by the National Association for Business Economists (NABE) shows that a strong majority of 84% anticipate individual tax cuts will be enacted before the end of 2018, and 82% expect corporate tax reform as well. However, economists expect a relatively modest 0.2-percentage-point positive impact from fiscal policy changes in 2019.
- In addition to tax reform, many economists expected a boost to growth from infrastructure spending; however, most now believe that an infrastructure bill is significantly less likely, at least

in the near future. Only 35% of NABE economists surveyed expect an infrastructure spending plan by the end of 2018, significantly below the 61% in the previous September survey.

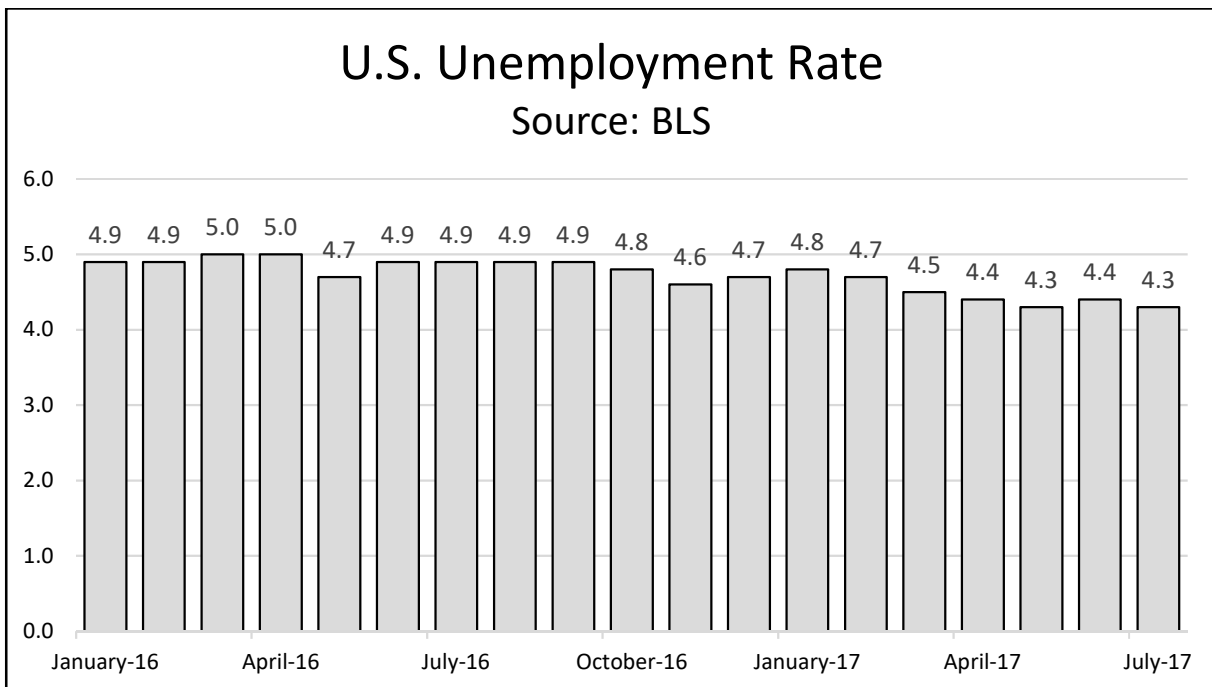
- CUNA economists expect the strong economic growth to continue into 2018, with annual GDP increasing by another 2.5%. With an expanding economy, high consumer confidence and low unemployment, credit unions should continue to see strong loan and membership growth over the next year or more, falling only gradually with increasing interest rates. We expect loan growth to end 2017 at around 10.5% and taper off slightly to 9.5% in 2018. Membership growth will follow a similar trend, ending 2017 at around 4.4% and 2018 at around 3.5%.



Employment and the Labor Market

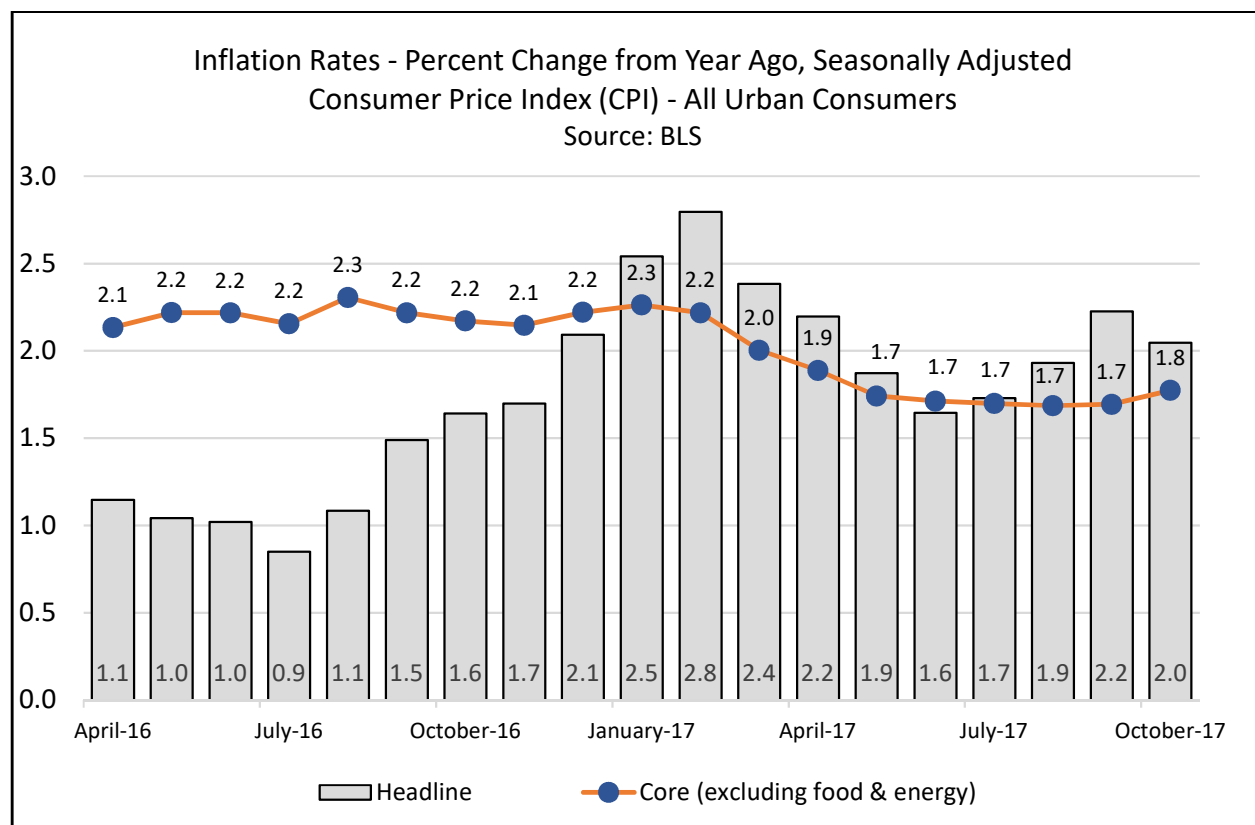
- Hurricanes Harvey and Irma caused the first monthly decline in nonfarm employment in seven years, as the U.S. lost 33,000 jobs in September. In fact, the Labor Department estimates that one in thirteen workers had a job in counties affected by severe storms in September. Nonetheless, the unemployment rate still declined to 4.2%, and most of the job losses were temporary. Indeed, the biggest sector to lose jobs was leisure and hospitality, which lost 111,000 jobs. Other sectors continued to experience growth, including education and health services (+27,000 jobs), transportation and warehousing (+22,000 jobs) and professional and business services (+13,000 jobs).

- As of October, the unemployment rate continued to fall to just 4.1%, the lowest rate since February 2001 and well below the Congressional Budget Office's (CBO) estimated natural rate of unemployment of 4.75%. Most economists now believe that the economy is at or very near full employment, meaning that the remaining unemployed are simply between jobs—such as graduates looking for their first job—or are unable to find work due to inevitable mismatches between workers' job skills and employers' needs. Some level of unemployment is natural for an economy, and if it were to fall too far wages would need to rise substantially, which would significantly increase inflation.
- Since unemployment is so low, economic theory suggests that firms will raise wages in order to compete for relatively scarce talent; therefore, it remains a bit of a mystery as to why wages have remained relatively stagnant. Demographics might be part of the story: it could be that older workers with higher wages are retiring and leaving the workforce, while younger workers with lower salaries are entering. Another explanation is that on-line retailing has kept profit margins very tight, allowing little space for wage increases despite tight labor markets. Whatever the reason, according to the BLS, over-the-month percentage change in real (inflation-adjusted) average hourly earnings fell 0.1% in September, and this follows a drop of 0.3% in August. However, real earnings are up 0.4% for the year, indicating relatively modest increases in wages. CUNA economists expect wage growth to speed up in 2018 given the tight labor market.



Prices and Inflation

- The BLS Consumer Price Index (CPI) shows that, after declining between January and July, core inflation has remained steady and rose slightly in October. From a year ago, core inflation has increased 1.8%. Headline inflation has increased 2.0%, so both measures of inflation are very near or at the Fed's target of 2.0%.
- Nonetheless, the FOMC's preferred measure of inflation—the personal consumption expenditures (PCE) index—is up just 1.6% year-over-year, still below the Fed's target rate of 2.0%. CUNA economists expect CPI to increase slightly to around 2.0% for 2017 and 2.3% for 2018, as economic growth proceeds and continued low unemployment puts upward pressure on wages.



Housing

- According to the National Association of Realtors (NAR), after three straight monthly declines, existing home sales rose 0.7% in September to a seasonally adjusted annual rate of 5.39 million. However, September's sales pace is 1.5% below the same time last year and is the second

slowest over the past year. Sales would have likely been higher if not for Hurricanes Harvey and Irma, which caused temporary but notable declines in sales in Texas and South Florida.

- According to the U.S. Census Bureau and U.S. Department of Housing and Urban Development, housing starts decreased 4.7% in September, the lowest level in a year. Residential construction has been hampered by a combination of land and labor shortages, and rising costs of building materials.
- Total housing inventory rose 1.6% at the end of September to 1.9 million existing homes available for sale. However, this is 6.4% lower than a year ago and has fallen year-over-year for 28 consecutive months. The low inventory combined with high demand is driving up home prices: the median existing-home price for all housing types in September was \$245,000, up 4.2% from September 2016. This is the 67th straight month of year-over-year increases in existing home prices. (Source: NAR).
- Mortgage rates are still low by historical standards but are likely to increase over the next year as the FOMC continues raising interest rates. With inflation nearing 2%, low unemployment and a growing economy, the pace of rate increases is likely to pick up in 2018. CUNA economists expect credit union mortgage growth to continue in the near future as home buyers lock in low rates, but the speed of growth is likely to decrease as rates rise, particularly for second mortgages. The demand for first mortgages remains high and nearly two-thirds of renters believe that now is a good time to buy a home, so the high consumer demand is likely to help drive mortgage growth despite rising rates (NAR).

Financial Markets & Interest Rates

- With inflation nearing the Fed's target level, low unemployment, and a growing economy, all signs point to the Federal Open Market Committee (FOMC) increasing rates by another 25 basis points in December. CUNA economists expect inflation to continue to pick up steam and top 2.0% in 2018, leading to an acceleration of rate hikes next year. We expect three more 25-basis-point increases by the FOMC in 2018, with the federal funds rate reaching 2.25% – 2.50% by the end of 2018.
- Combined with low interest rates, strong economic growth at home and abroad has led to continued record highs in the stock market. However, there are a number of downside risks to the economy. According to the results of the NABE economist survey, the top three downside risks are trade protectionism, a substantial stock market decline, and higher interest rates. Many economists believe that the stock market is due for a correction, and the median estimate of the impact of a sustained 10% correction in stock prices is a decline of 0.22 percentage points on real GDP growth over the course of the year. We note that this is larger than the entire estimated annual benefit to GDP growth of the proposed tax reform bill (0.20 percentage points). Regarding protectionism, the Wall Street Journal Economic Forecasting Survey shows that 89.1% of surveyed economists believe that if the U.S. withdrew from NAFTA it would have a

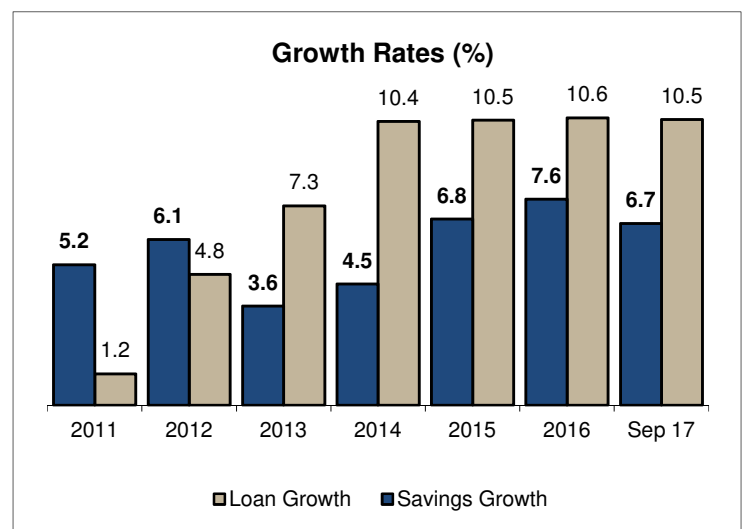
negative effect on economic growth, and 7.3% believe it could be significant enough to lead to another recession (0.0% believe it would increase economic growth).

- On the upside, only 7.0% of NABE panelists believe the current economic expansion will end before 2019. The Wall Street Journal survey of economists put the average probability of recession at 16.1% as of September. CUNA economists believe that the U.S. economy has strong fundamentals and is likely to continue to expand at least through 2018—barring any unforeseen events. Similar to 2017, we expect annual GDP to increase about 2.5% next year. Credit unions should continue to benefit from a strong economy, with solid membership and loan growth through 2018.

U.S. CREDIT UNION KEY DEVELOPMENTS

The strong economy was obvious in U.S. credit union operating results during the quarter. Growth in membership, loans, and earnings all continued steadily.

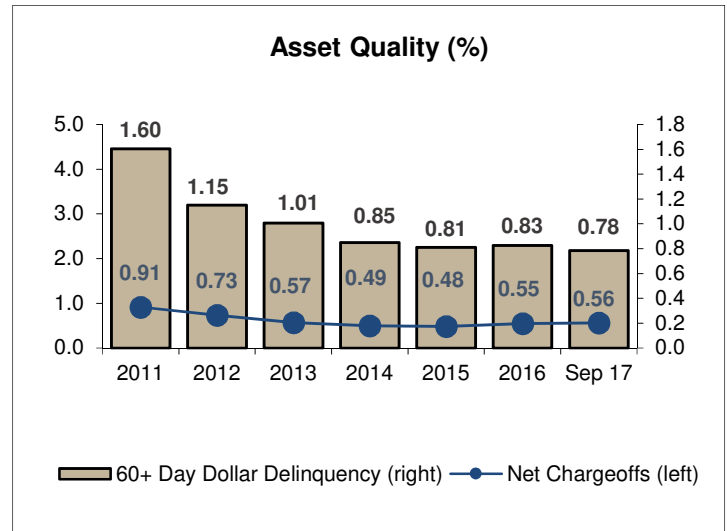
- U.S. credit unions report a 1.3% increase in total memberships in the third quarter of 2017 – matching the second quarter rate of growth. Memberships in U.S. credit unions increased by 4.0% in the year ending September 2017, just shy of the 4.1% full-year 2016 advance. U.S. credit unions now report a total of 111.9 million memberships.
- U.S. credit union loan portfolios grew by 2.7% in the third quarter - a strong 10.8% annualized pace. That is slightly below both the 3.2% second-quarter gain and the 2.9% year-ago result, driven by a 14.2% decrease in member business loans. Other unsecured loans led the way with a three-month, 4.4% gain (17.6% annualized). Overall, year-over-year loan growth came in at 10.5%.
- All things considered, holiday spending and hence credit union loan growth should come in at or near post-recession highs. Increases in fourth quarter credit card balances will almost certainly eclipse the 4.9% gain reported in the final quarter of 2016.



U.S. Credit Union Profile

Third Quarter 2017

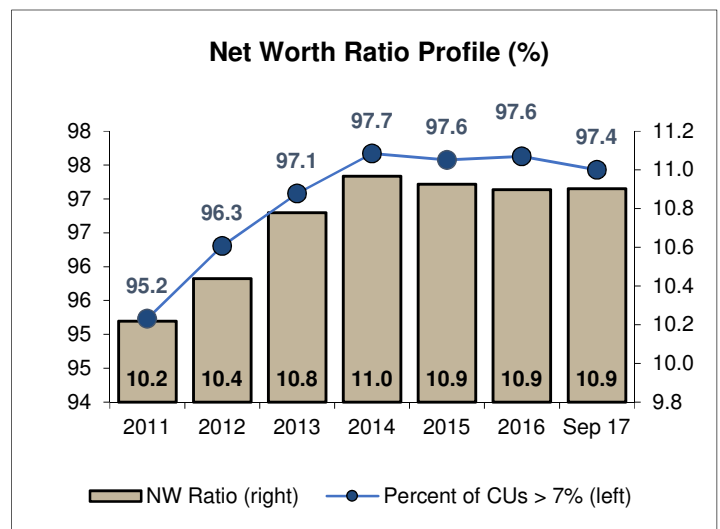
- Asset quality held steady near cyclical highs in the third quarter. Delinquency rates inched up modestly - from 0.75% at mid-year 2017 to 0.79% at the end of September 2017. The U.S. credit union net charge-off rate settled in at 0.55% - down a bit from the 0.56% annualized rate in the second quarter. Expectations for continued labor market improvement, higher wages, and fast loan growth signal the possibility of further near-term improvement in these metrics.



- Savings balances declined marginally as higher market interest rates and a booming stock market had more members shopping for higher yields. With savings “growth” trailing loan growth – and by a wide margin – the state’s aggregate credit union loan-to-savings ratio increased noticeably, from 79.6% to 81.3% in the three months ending September 2017. Look to this quarter’s “Special Focus” for more discussion and insight on this issue.

- Loan growth continues to help buoy earnings results in the state. U.S. credit unions reported annualized ROA (net income as a percentage of average assets) totaling 0.81% in the third quarter. That was in line with the same result in the second quarter and slightly higher than the 0.79% posted in the third quarter of 2016.

- The modest decline in savings balances during the quarter translated to very weak asset growth. That, combined with strong earnings, caused the U.S. credit union capital ratio to increase slightly from 10.8% at the start of the quarter to 10.9% by the end of September 2017. Overall, 97.4% of all U.S. credit unions are well-capitalized, with net worth ratios above the 7.0% regulatory threshold level.



U.S. Credit Union Profile

Third Quarter 2017

Overview: National Trends

	U.S.	U.S. Credit Unions					
	Sep 17	2016	2015	2014	2013	2012	2011
Demographic Information							
Number of CUs	5,757	5,906	6,143	6,398	6,680	6,956	7,236
Assets per CU (\$ mil)	239.7	221.7	198.5	177.6	161.0	148.8	134.6
Median assets (\$ mil)	30.6	29.1	26.8	24.5	22.7	21.1	19.2
Total assets (\$ bil)	1,380	1,309	1,219	1,136	1,075	1,035	974
Total loans (\$ bil)	953	884	799	723	655	610	582
Total surplus funds (\$ bil)	373	372	372	366	378	386	357
Total savings (\$ bil)	1,165	1,107	1,029	963	922	890	839
Total memberships (thousands)	111,858	108,237	103,992	100,512	97,449	95,058	93,108
Growth Rates (%)							
Total assets	6.7	7.4	7.3	5.7	3.9	6.2	5.1
Total loans	10.5	10.6	10.5	10.4	7.3	4.8	1.2
Total surplus funds	-2.1	0.0	1.6	-3.1	-2.1	8.3	12.3
Total savings	6.7	7.6	6.8	4.5	3.6	6.1	5.2
Total memberships	4.0	4.1	3.5	3.1	2.5	2.1	1.5
% CUs with increasing assets	71.7	73.8	73.9	65.6	63.7	75.5	71.3
Earnings - Basis Pts.							
Yield on total assets	349	340	336	336	336	362	405
Dividend/interest cost of assets	54	52	52	54	59	72	92
Net interest margin	295	287	285	283	278	290	312
Fee & other income *	133	139	136	134	140	145	131
Operating expense	305	310	311	310	314	322	344
Loss Provisions	46	40	34	28	26	35	50
Net Income (ROA) with Stab Exp	78	76	75	80	77	78	50
Net Income (ROA) without Stab Exp	78	76	75	80	83	84	68
% CUs with positive ROA	81.0	80.6	79.2	77.7	75.7	74.5	69.4
Capital Adequacy (%)							
Net worth/assets	10.9	10.9	10.9	11.0	10.8	10.4	10.2
% CUs with NW > 7% of assets	97.4	97.6	97.6	97.7	97.1	96.3	95.2
Asset Quality							
Delinquencies (60+ day \$)/loans (%)	0.78	0.83	0.81	0.85	1.01	1.15	1.60
Net chargeoffs/average loans (%)	0.56	0.55	0.48	0.49	0.57	0.73	0.91
Total borrower-bankruptcies	180,977	160,694	166,474	169,396	185,432	225,987	278,429
Bankruptcies per CU	31.4	27.2	27.1	26.5	27.8	32.5	38.5
Bankruptcies per 1000 members	1.6	1.5	1.6	1.7	1.9	2.4	3.0
Asset/Liability Management							
Loans/savings	81.8	79.8	77.7	75.1	71.0	68.6	69.4
Loans/assets	69.0	67.5	65.6	63.7	60.9	59.0	59.8
Net Long-term assets/assets	32.6	33.0	32.8	33.7	36.0	33.0	32.5
Liquid assets/assets	13.0	13.5	13.5	13.7	14.9	17.5	17.3
Core deposits/shares & borrowings	50.0	49.4	48.7	46.9	45.2	43.6	41.3
Productivity							
Members/potential members (%)	4	4	5	5	5	6	6
Borrowers/members (%)	58	57	56	54	52	51	50
Members/FTE	386	385	384	385	384	385	388
Average shares/member (\$)	10,414	10,229	9,896	9,582	9,462	9,358	9,006
Average loan balance (\$)	14,796	14,275	13,770	13,261	12,870	12,690	12,576
Employees per million in assets	0.21	0.21	0.22	0.23	0.24	0.24	0.25
Structure (%)							
Fed CUs w/ single-sponsor	11.8	12.1	12.4	12.5	12.9	13.1	13.4
Fed CUs w/ community charter	17.8	17.7	17.5	17.4	16.9	16.5	16.1
Other Fed CUs	31.7	31.3	31.4	31.5	31.6	31.8	32.0
CUs state chartered	38.6	38.9	38.8	38.7	38.6	38.6	38.6

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Source: NCUA and CUNA E&S.

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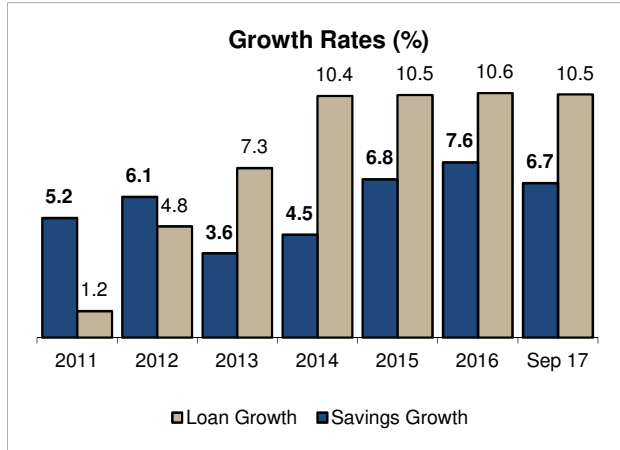
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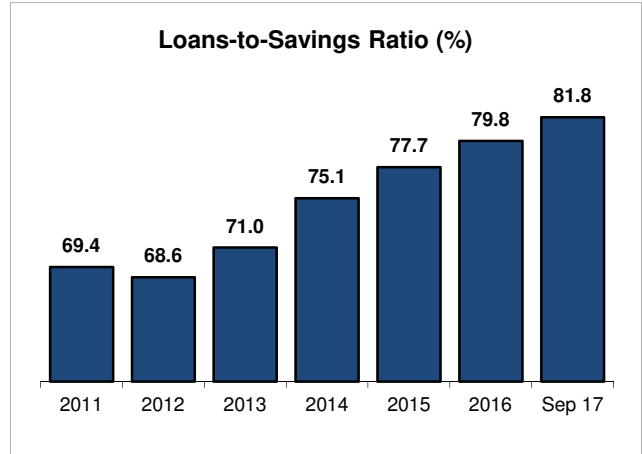
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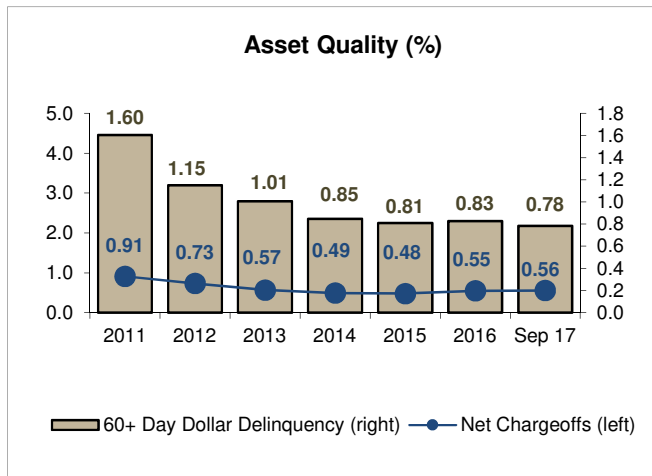
Loan and Savings Growth Trends



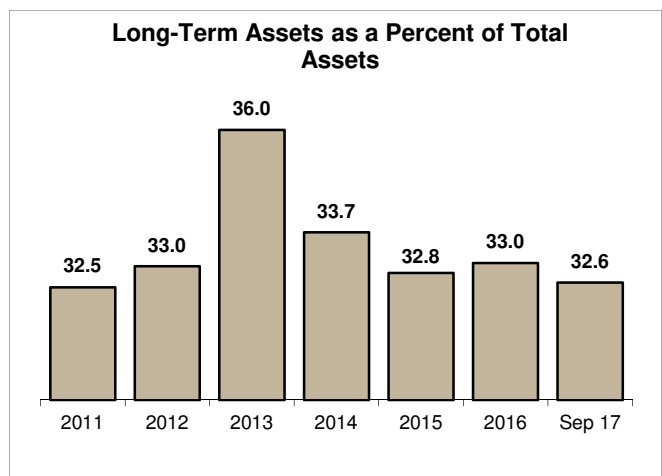
Liquidity Trends



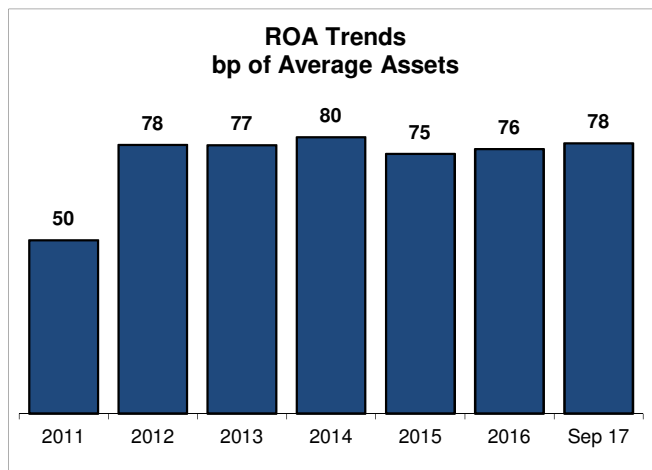
Credit Risk Trends



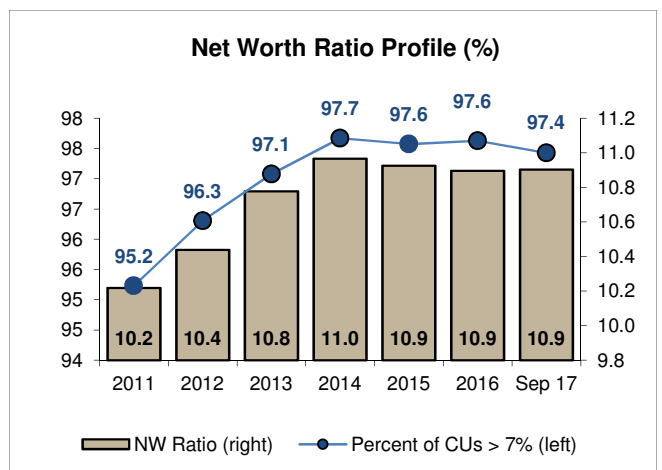
Interest Rate Risk Trends



Earnings Trends



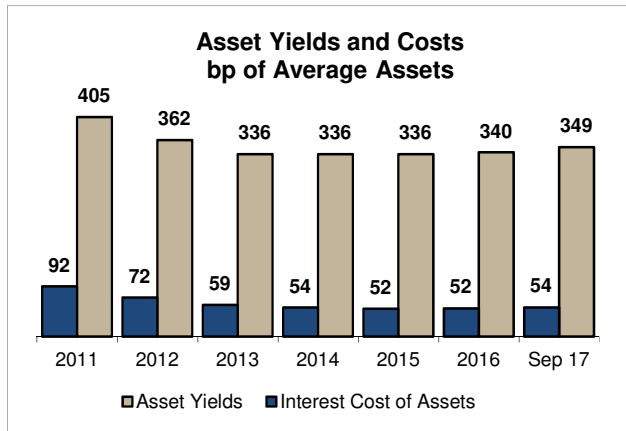
Solvency Trends



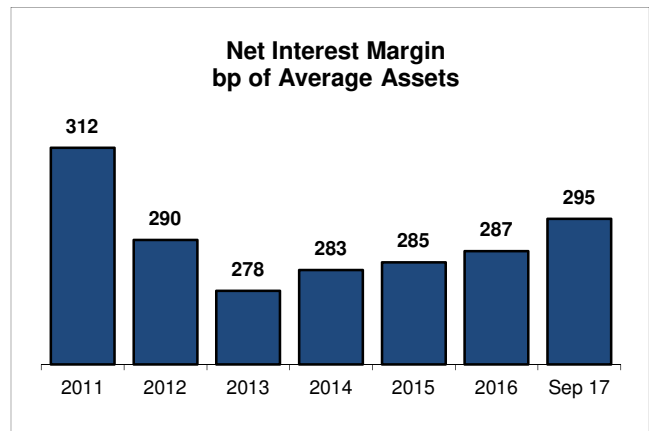
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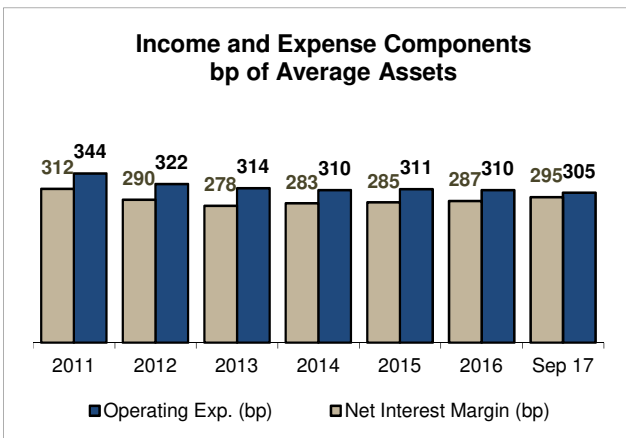
Asset Yields and Funding Costs



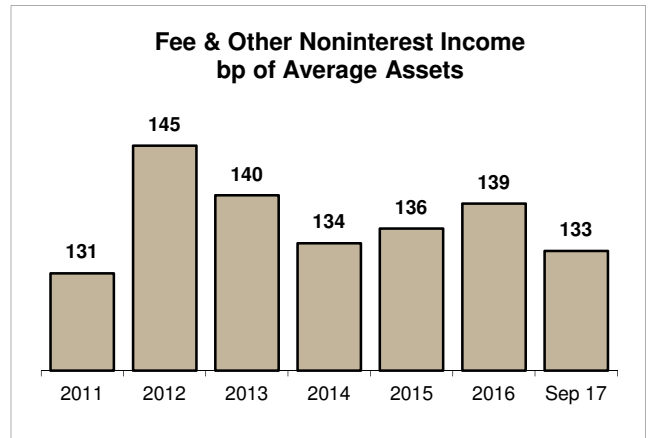
Interest Margins



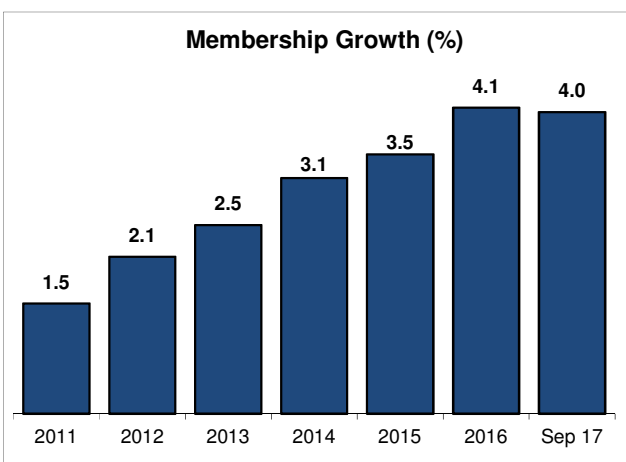
Interest Margins & Overhead



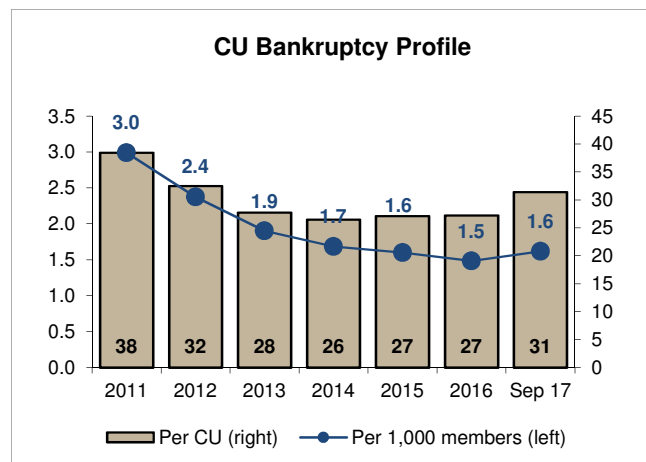
Noninterest Income



Membership Growth Trends



Borrower Bankruptcies



Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2017						
Demographic Information	Sep 17	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	5,757	2,344	1,078	744	715	337	252	287
Assets per CU (\$ mil)	239.7	7.5	32.2	71.7	160.2	356.7	703.6	3,004.6
Median assets (\$ mil)	30.6	6.3	30.7	70.4	152.4	344.8	684.9	1,689.7
Total assets (\$ bil)	1,380	18	35	53	115	120	177	862
Total loans (\$ bil)	953	9	18	30	73	80	126	617
Total surplus funds (\$ bil)	373	9	16	21	35	34	43	215
Total savings (\$ bil)	1,165	150	30	47	100	104	151	717
Total memberships (thousands)	111,858	2,815	4,114	5,804	11,210	11,167	14,827	61,920
Growth Rates (%)								
Total assets	6.7	1.4	2.8	3.3	4.3	5.6	6.7	8.5
Total loans	10.5	3.1	5.2	6.2	8.1	8.8	11.0	12.2
Total surplus funds	-2.1	-0.4	-0.2	-0.9	-3.0	-1.8	-4.6	-0.8
Total savings	6.7	1.4	2.7	3.3	4.2	5.3	6.4	8.7
Total memberships	4.0	-1.5	-0.1	0.4	1.3	3.2	4.0	6.8
% CUs with increasing assets	71.7	55.2	70.9	82.0	88.1	92.0	92.5	99.3
Earnings - Basis Pts.								
Yield on total assets	349	345	331	338	348	347	350	351
Dividend/interest cost of assets	54	30	29	31	36	40	44	64
Net interest margin	295	315	302	308	312	307	306	288
Fee & other income *	133	82	106	122	140	148	148	130
Operating expense	305	354	347	361	365	356	345	275
Loss Provisions	46	26	27	33	41	39	44	50
Net Income (ROA) with Stab Exp	78	18	34	36	47	60	66	93
Net Income (ROA) without Stab Exp	78	18	34	36	47	60	66	93
% CUs with positive ROA	81.0	68.7	82.7	88.2	91.5	96.1	97.2	99.7
Capital Adequacy (%)								
Net worth/assets	10.9	14.0	12.1	11.4	10.9	10.9	11.0	10.7
% CUs with NW > 7% of assets	97.4	96.5	97.0	98.3	97.9	99.1	99.6	99.3
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.78	1.51	1.09	1.02	0.94	0.77	0.75	0.74
Net chargeoffs/average loans (%)	0.56	0.55	0.52	0.55	0.53	0.54	0.56	0.56
Total borrower-bankruptcies	180,977	3,266	5,137	8,686	17,856	21,328	28,033	96,672
Bankruptcies per CU	31.4	1.4	4.8	11.7	25.0	63.3	111.2	336.8
Bankruptcies per 1000 members	1.6	1.2	1.2	1.5	1.6	1.9	1.9	1.6
Asset/Liability Management (%)								
Loans/savings	81.8	56.9	59.3	64.7	73.4	76.6	83.1	86.0
Loans/assets	69.0	48.6	51.7	56.7	64.1	66.2	70.9	71.6
Net Long-term assets/assets	32.6	13.4	21.5	25.3	29.0	32.1	33.5	34.2
Liquid assets/assets	13.0	27.9	22.9	19.3	15.6	13.3	11.6	11.8
Core deposits/shares & borrowings	50.0	79.1	69.1	64.2	58.6	56.4	53.1	45.0
Productivity								
Members/potential members (%)	4	5	3	3	3	4	3	5
Borrowers/members (%)	58	41	48	52	53	54	57	61
Members/FTE	386	422	411	371	342	350	346	414
Average shares/member (\$)	10,414	5,333	7,370	8,056	8,928	9,310	10,202	11,587
Average loan balance (\$)	14,796	7,445	9,141	10,105	12,323	13,322	14,783	16,308
Employees per million in assets	0.21	0.38	0.29	0.29	0.29	0.27	0.24	0.17
Structure (%)								
Fed CUs w/ single-sponsor	11.8	22.6	8.0	3.6	2.5	2.1	2.8	2.4
Fed CUs w/ community charter	17.8	9.1	21.0	26.2	31.3	27.3	18.7	10.1
Other Fed CUs	31.7	36.6	33.5	29.0	23.4	23.1	22.2	31.4
CUs state chartered	38.6	31.7	37.6	41.1	42.8	47.5	56.3	56.1

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 5300 Call Report file.

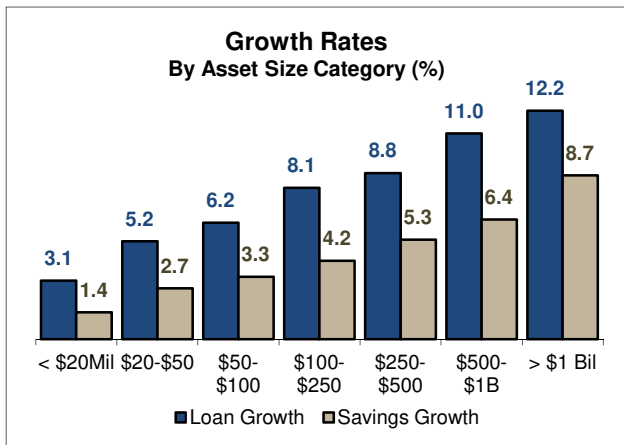
Source: NCUA and CUNA E&S.

U.S. Credit Union Profile

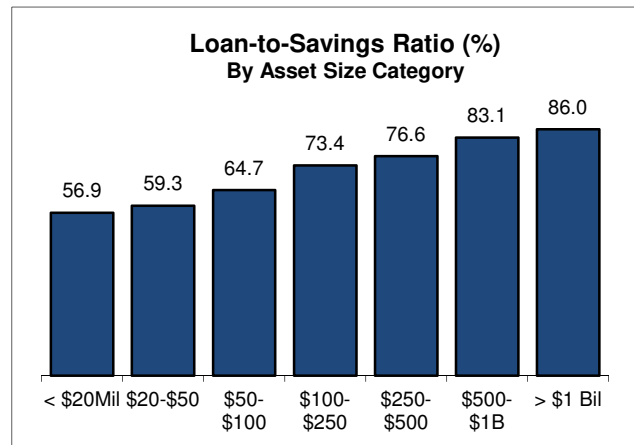
Third Quarter 2017

Results By Asset Size

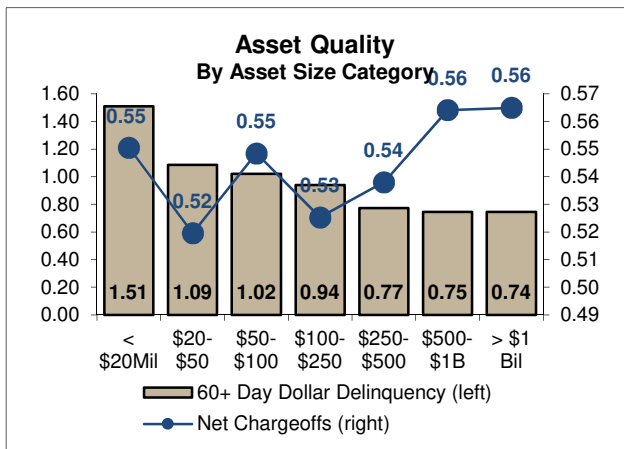
Loan and Savings growth



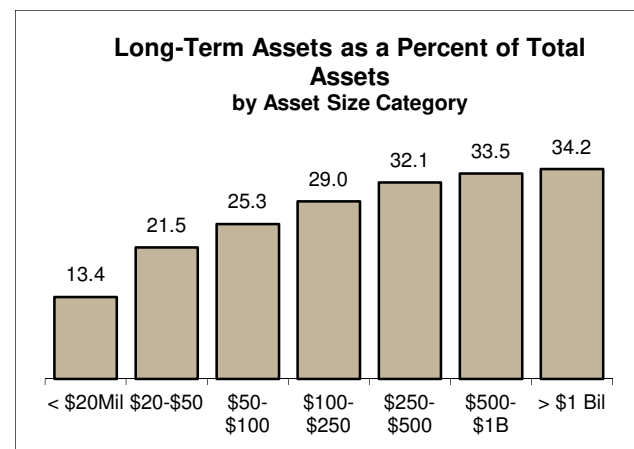
Liquidity Risk Exposure



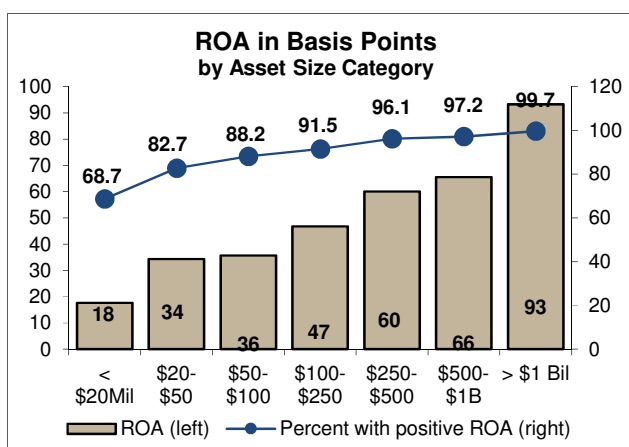
Credit Risk Exposure



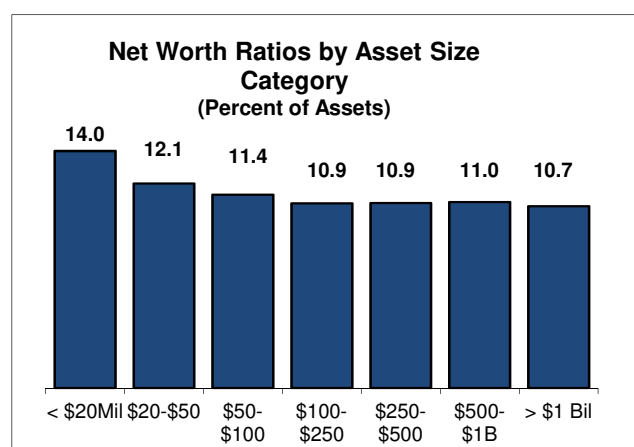
Interest Rate Risk Exposure



Earnings



Solvency



U.S. Credit Union Profile

Third Quarter 2017

Portfolio: National Trends

	U.S.	U.S. Credit Unions					
	Sep 17	2016	2015	2014	2013	2012	2011
Growth Rates							
Credit cards	8.9%	7.9%	6.1%	7.9%	7.7%	5.7%	3.9%
Other unsecured loans	8.5%	7.3%	8.5%	10.0%	9.1%	4.8%	0.4%
New automobile	14.3%	16.8%	16.0%	20.9%	12.7%	8.6%	-7.4%
Used automobile	11.2%	12.4%	12.7%	12.9%	10.5%	7.9%	5.1%
First mortgage	10.6%	9.8%	10.3%	9.1%	8.7%	5.9%	4.2%
HEL & 2nd Mtg	5.7%	3.5%	3.5%	1.3%	-4.0%	-8.1%	-7.1%
Member business loans*	-3.1%	14.4%	12.4%	12.4%	10.0%	6.5%	5.1%
Share drafts	8.9%	2.5%	14.5%	10.3%	6.6%	10.6%	11.9%
Certificates	5.3%	5.0%	0.4%	-1.3%	-3.2%	-3.1%	-4.5%
IRAs	-0.1%	1.9%	-0.3%	-2.0%	-0.8%	1.8%	1.6%
Money market shares	5.8%	7.5%	5.7%	3.1%	4.5%	7.5%	7.6%
Regular shares	8.3%	11.8%	9.6%	8.0%	8.1%	12.4%	11.0%
Portfolio \$ Distribution							
Credit cards/total loans	5.8%	6.0%	6.2%	6.4%	6.6%	6.5%	6.5%
Other unsecured loans/total loans	4.2%	4.3%	4.4%	4.5%	4.5%	4.4%	4.4%
New automobile/total loans	13.6%	13.3%	12.6%	12.0%	11.0%	10.5%	10.1%
Used automobile/total loans	21.0%	20.8%	20.5%	20.1%	19.6%	19.1%	18.5%
First mortgage/total loans	40.6%	40.6%	40.9%	41.0%	41.5%	41.0%	40.5%
HEL & 2nd Mtg/total loans	8.6%	8.8%	9.4%	10.1%	11.0%	12.3%	14.0%
Member business loans/total loans	6.7%	7.8%	7.5%	7.4%	7.2%	7.1%	7.0%
Share drafts/total savings	14.4%	14.1%	14.8%	13.8%	13.1%	12.7%	12.2%
Certificates/total savings	18.1%	18.2%	18.7%	19.9%	21.0%	22.5%	24.6%
IRAs/total savings	6.8%	7.1%	7.5%	8.1%	8.6%	9.0%	9.4%
Money market shares/total savings	22.4%	22.8%	22.8%	23.0%	23.3%	23.1%	22.8%
Regular shares/total savings	36.5%	36.0%	34.7%	33.8%	32.7%	31.4%	29.6%
Percent of CUs Offering							
Credit cards	60.8%	60.1%	58.8%	57.6%	56.3%	54.9%	53.4%
Other unsecured loans	99.2%	98.6%	98.3%	98.2%	98.2%	98.1%	98.0%
New automobile	95.5%	95.5%	95.3%	95.1%	94.9%	94.7%	94.7%
Used automobile	96.8%	96.8%	96.5%	96.4%	96.2%	96.0%	95.8%
First mortgage	67.7%	66.9%	65.8%	64.9%	63.5%	62.3%	61.1%
HEL & 2nd Mtg	69.6%	69.8%	69.6%	69.4%	68.5%	68.2%	67.7%
Member business loans	34.4%	37.8%	36.8%	35.8%	34.0%	32.6%	31.0%
Share drafts	79.6%	79.2%	78.6%	78.0%	77.1%	76.4%	75.6%
Certificates	80.7%	80.3%	79.6%	79.1%	78.6%	78.3%	77.9%
IRAs	68.2%	67.9%	67.1%	66.7%	66.2%	66.0%	65.5%
Money market shares	50.4%	49.8%	48.8%	48.0%	47.1%	46.1%	45.1%
Number of Loans as a Percent of Members in Offering CUs							
Credit cards	18.8%	18.9%	18.7%	18.4%	17.9%	17.4%	17.1%
Other unsecured loans	12.0%	12.4%	12.2%	12.1%	11.8%	11.3%	10.9%
New automobile	5.7%	5.5%	5.0%	4.6%	4.2%	4.2%	4.4%
Used automobile	14.6%	14.1%	13.5%	13.0%	12.5%	11.9%	11.6%
First mortgage	2.4%	2.4%	2.4%	2.3%	2.2%	2.2%	2.1%
HEL & 2nd Mtg	2.1%	2.1%	2.2%	2.2%	2.3%	2.4%	2.6%
Member business loans	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%
Share drafts	56.6%	56.0%	55.7%	54.8%	53.4%	52.2%	50.3%
Certificates	7.7%	7.8%	8.1%	8.8%	9.4%	10.3%	11.2%
IRAs	4.4%	4.6%	4.8%	5.2%	5.4%	5.7%	6.2%
Money market shares	7.0%	7.1%	7.4%	7.6%	7.8%	8.1%	8.7%

Current period flow statistics are trailing four quarters.

*Break in series beginning 3Q17 due to call report changes.

Source: NCUA and CUNA E&S.

Portfolio Detail: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2017						
	Sep 17	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Growth Rates								
Credit cards	8.9%	1.2%	0.2%	1.0%	2.5%	2.5%	5.1%	11.4%
Other unsecured loans	8.5%	4.0%	4.3%	3.9%	4.7%	5.1%	12.8%	10.8%
New automobile	14.3%	6.0%	8.6%	11.9%	14.8%	14.7%	15.8%	15.1%
Used automobile	11.2%	4.5%	7.0%	8.1%	9.3%	10.6%	10.0%	13.6%
First mortgage	10.6%	0.9%	4.6%	5.0%	7.9%	7.7%	13.2%	11.7%
HEL & 2nd Mtg	5.7%	-2.7%	1.4%	4.4%	4.2%	8.2%	4.9%	7.0%
Member business loans	-3.1%	-7.2%	-15.9%	-8.8%	-5.2%	-5.5%	1.1%	-2.5%
Share drafts	8.9%	6.6%	6.5%	7.2%	7.8%	7.7%	7.5%	11.6%
Certificates	5.3%	-3.9%	-3.6%	-2.9%	-0.8%	1.5%	3.3%	8.4%
IRAs	-0.1%	-4.4%	-2.9%	-2.7%	-1.5%	-1.2%	-1.2%	1.3%
Money market shares	5.8%	0.7%	0.2%	1.7%	2.2%	3.1%	5.0%	7.3%
Regular shares	8.3%	2.0%	4.5%	5.5%	6.3%	7.9%	9.3%	10.6%
Portfolio \$ Distribution								
Credit cards/total loans	5.8%	3.0%	4.2%	4.2%	3.8%	4.4%	4.4%	6.7%
Other unsecured loans/total loans	4.2%	16.3%	8.8%	6.8%	5.1%	4.6%	4.1%	3.7%
New automobile/total loans	13.6%	19.5%	14.1%	12.8%	11.7%	12.7%	13.2%	13.9%
Used automobile/total loans	21.0%	34.6%	30.0%	28.3%	26.3%	25.6%	23.9%	18.4%
First mortgage/total loans	40.6%	11.7%	25.1%	29.7%	34.4%	36.0%	38.5%	43.7%
HEL & 2nd Mtg/total loans	8.6%	6.1%	9.7%	9.8%	9.7%	10.0%	8.6%	8.2%
Member business loans/total loans	6.7%	0.9%	1.7%	4.0%	6.2%	7.0%	8.4%	6.7%
Share drafts/total savings	14.4%	9.7%	14.6%	17.0%	18.2%	18.8%	18.7%	12.2%
Certificates/total savings	18.1%	11.2%	13.1%	14.4%	16.1%	16.7%	17.3%	19.4%
IRAs/total savings	6.8%	3.4%	5.9%	6.5%	6.6%	6.4%	6.2%	7.1%
Money market shares/total savings	22.4%	4.1%	9.8%	13.2%	16.4%	18.0%	21.1%	25.7%
Regular shares/total savings	36.5%	69.4%	54.5%	47.2%	40.7%	38.1%	35.2%	33.8%
Percent of CUs Offering								
Credit cards	60.8%	26.4%	75.2%	85.8%	86.4%	92.3%	91.7%	94.1%
Other unsecured loans	99.2%	98.1%	100.0%	99.7%	100.0%	100.0%	100.0%	100.0%
New automobile	95.5%	89.0%	99.9%	99.9%	100.0%	100.0%	100.0%	100.0%
Used automobile	96.8%	92.4%	99.8%	99.9%	99.7%	100.0%	99.6%	99.7%
First mortgage	67.7%	29.9%	83.5%	95.8%	99.3%	100.0%	100.0%	99.7%
HEL & 2nd Mtg	69.6%	34.0%	85.6%	94.9%	98.3%	99.7%	100.0%	100.0%
Member business loans	34.4%	5.7%	25.6%	45.6%	68.4%	80.7%	83.3%	90.2%
Share drafts	79.6%	52.0%	96.8%	99.2%	99.4%	100.0%	100.0%	99.0%
Certificates	80.7%	57.4%	92.9%	97.2%	98.6%	99.4%	99.2%	98.6%
IRAs	68.2%	32.7%	83.6%	92.9%	97.8%	98.5%	99.6%	99.3%
Money market shares	50.4%	13.5%	54.8%	74.9%	87.8%	90.5%	93.3%	94.4%
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	18.8%	13.0%	13.5%	13.8%	14.9%	15.6%	17.6%	21.2%
Other unsecured loans	12.0%	17.1%	13.5%	12.4%	11.4%	11.3%	11.7%	11.9%
New automobile	5.7%	3.6%	3.6%	4.5%	4.2%	4.4%	5.3%	6.7%
Used automobile	14.6%	11.2%	13.3%	14.7%	15.2%	15.1%	15.8%	14.4%
First mortgage	2.4%	1.3%	1.9%	2.3%	2.6%	2.4%	2.4%	2.5%
HEL & 2nd Mtg	2.1%	1.2%	1.5%	1.6%	2.0%	2.0%	2.1%	2.2%
Member business loans	0.2%	0.7%	0.5%	0.4%	0.4%	0.3%	0.3%	0.2%
Share drafts	56.6%	32.7%	41.8%	47.7%	52.1%	54.8%	58.2%	60.4%
Certificates	7.7%	5.0%	5.4%	5.8%	6.5%	6.5%	6.9%	8.8%
IRAs	4.4%	2.5%	3.0%	3.4%	3.7%	3.8%	4.0%	4.9%
Money market shares	7.0%	3.8%	3.6%	4.0%	4.6%	5.4%	6.1%	8.3%

* Current period flow statistics are trailing four quarters.

Source: NCUA and CUNA E&S.

U.S. Credit Union Profile

Third Quarter 2017

U.S. CU Profile - Quarterly Trends

	U.S.	U.S. Credit Unions			
	Sep 17	Jun 17	Mar 17	Dec 16	Sep 16
Demographic Information					
Number CUs	5,757	5,811	5,857	5,906	5,966
Growth Rates (Quarterly % Change)					
Total loans	2.7	3.2	2.0	2.7	2.9
Credit cards	3.1	2.9	-1.9	4.9	2.4
Other unsecured loans	4.4	3.3	-1.3	2.4	2.9
New automobile	2.9	4.0	2.9	4.3	4.7
Used automobile	2.5	3.6	2.9	2.2	3.0
First mortgage	2.9	2.6	2.3	2.8	2.6
HEL & 2nd Mtg	1.3	2.9	1.0	0.9	1.3
Member business loans*	-14.2	5.0	3.7	4.2	3.4
Total savings	0.6	0.6	4.4	1.5	1.8
Share drafts	-0.3	-0.1	8.3	1.6	-1.9
Certificates	1.9	1.4	1.4	0.8	1.2
IRAs	0.0	0.3	0.2	-0.3	0.9
Money market shares	0.5	0.3	3.0	2.2	1.5
Regular shares	0.3	0.7	6.0	1.7	3.8
Total memberships	1.3	1.3	1.2	0.8	1.4
Earnings (Basis Points)					
Yield on total assets	360	347	341	342	341
Dividend/interest cost of assets	56	54	52	55	52
Fee & other income *	137	135	128	143	143
Operating expense	306	304	304	311	311
Loss Provisions	52	44	42	47	41
Net Income (ROA) *	81	81	71	72	79
% CUs with positive ROA *	81	80	77	81	80
Capital Adequacy (%)					
Net worth/assets	10.9	10.8	10.7	10.9	10.8
% CUs with NW > 7% of assets	97.4	96.9	96.8	97.6	97.4
Asset Quality (%)					
Loan delinquency rate - Total loans	0.79	0.75	0.69	0.83	0.77
Total Consumer	1.01	0.94	0.91	1.03	0.91
Credit Cards	1.23	1.08	1.09	1.14	1.04
All Other Consumer	0.98	0.92	0.89	1.01	0.90
Total Mortgages	0.56	0.56	0.46	0.63	0.63
First Mortgages	0.57	0.56	0.44	0.63	0.63
All Other Mortgages	0.55	0.55	0.55	0.65	0.62
Total MBLs	1.93	1.64	1.53	1.51	1.49
Ag MBLs	1.17	1.15	0.81	0.78	0.98
All Other MBLs	1.97	1.67	1.57	1.54	1.52
Net chargeoffs/average loans	0.55	0.56	0.58	0.60	0.58
Total Consumer	1.07	1.08	1.12	1.14	1.11
Credit Cards	2.54	2.58	2.56	2.45	2.17
All Other Consumer	0.87	0.88	0.92	0.97	0.97
Total Mortgages	0.02	0.02	0.03	0.05	0.05
First Mortgages	0.02	0.02	0.03	0.04	0.04
All Other Mortgages	0.02	0.02	0.04	0.10	0.06
Total MBLs	0.59	0.49	0.23	1.83	1.58
Ag MBLs	-0.01	0.08	0.01	0.07	0.07
All Other MBLs	0.62	0.51	0.24	1.91	1.66
Asset/Liability Management					
Loans/savings	81.3	79.6	77.6	79.5	78.5

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 5300 Call Report file.

*Break in series beginning 3Q17 due to call report changes

Source: NCUA and CUNA E&S.

U.S. Credit Union Profile

Third Quarter 2017

U.S. Bank Comparisons

	Credit Unions				Banks			
Demographic Information	Sep 17	2016	2015	3 Yr Avg	Sep 17	2016	2015	3 Yr Avg
Number of Institutions	5,755	5,903	6,138	5,932	5,736	5,912	6,180	5,943
Assets per Institution (\$ mil)	240	222	199	220	3,005	2,838	2,584	2,809
Total assets (\$ mil)	1,379,995	1,309,138	1,219,213	1,302,782	17,238,074	16,780,076	15,967,757	16,661,969
Total loans (\$ mil)	952,603	883,761	799,268	878,544	9,554,337	9,305,313	8,839,504	9,233,051
Total surplus funds (\$ mil)	372,759	372,138	372,170	372,356	5,925,569	5,769,872	5,475,856	5,723,766
Total savings (\$ mil)	1,164,889	1,107,119	1,029,082	1,100,363	13,216,061	12,894,600	12,189,721	12,766,794
Avg number of branches (1)	4	3	3	3	16	16	15	16
12 Month Growth Rates (%)								
Total assets	6.7	7.4	7.3	7.1	2.8	5.1	2.7	3.5
Total loans	10.5	10.6	10.5	10.5	3.5	5.3	6.4	5.0
Real estate loans	9.7	8.6	8.9	9.1	3.5	5.2	4.9	4.5
Commercial loans*	-3.1	14.4	12.4	7.9	2.4	5.1	7.4	4.9
Total consumer	13.9	12.2	12.1	12.7	3.7	6.1	5.6	5.2
Consumer credit card	8.9	7.9	6.1	7.6	4.4	5.7	5.3	5.1
Other consumer	14.6	13.0	13.1	13.6	3.1	6.5	6.0	5.2
Total surplus funds	-2.1	0.0	1.6	-0.2	2.0	5.4	-0.4	2.3
Total savings	6.7	7.6	6.8	7.0	3.3	5.8	3.6	4.2
YTD Earnings Annualized (BP)								
Yield on Total Assets	349	340	336	342	333	317	306	319
Dividend/Interest cost of assets	54	52	52	53	41	33	30	35
Net Interest Margin	295	287	285	289	292	283	276	284
Fee and other income (2)	133	139	136	136	153	157	164	158
Operating expense	305	310	311	309	306	306	312	308
Loss provisions	46	40	34	40	30	29	24	28
Net income	78	76	75	76	110	105	105	107
Capital Adequacy (%)								
Net worth/assets	10.9	10.9	10.9	10.9	11.3	11.1	11.2	11.2
Asset Quality (%)								
Delinquencies/loans (3)	0.78	0.83	0.81	0.81	1.21	1.43	1.57	1.40
Real estate loans	0.56	0.63	0.75	0.65	1.63	1.95	2.48	2.02
Consumer loans	1.91	1.49	1.06	1.49	1.00	1.27	0.78	1.01
Total consumer	0.86	0.93	0.83	0.87	0.94	0.92	0.85	0.90
Consumer credit card	1.23	1.14	1.00	1.12	1.34	1.27	1.15	1.25
Other consumer	0.80	0.89	0.81	0.83	0.54	0.56	0.54	0.55
Net chargeoffs/avg loans	0.56	0.55	0.48	0.53	0.48	0.48	0.44	0.47
Real estate loans	0.03	0.05	0.09	0.06	0.03	0.06	0.13	0.07
Commercial loans	0.21	0.48	0.14	0.28	0.35	0.45	0.26	0.36
Total consumer	1.22	1.14	1.02	1.12	2.20	1.95	1.77	1.97
Consumer credit card	2.52	2.20	1.97	2.23	3.51	3.08	2.83	3.14
Other consumer	1.01	0.96	0.85	0.94	0.89	0.79	0.69	0.79
Asset Liability Management (%)								
Loans/savings	81.8	79.8	77.7	79.8	72.3	72.2	72.5	72.3
Loans/assets	69.0	67.5	65.6	67.4	54.7	54.7	54.6	54.7
Core deposits/total deposits	50.9	50.2	49.5	50.2	37.7	37.2	34.4	36.4
Productivity								
Employees per million assets	0.21	0.21	0.22	0.22	0.12	0.12	0.13	0.12

Source: FDIC, NCUA and CUNA E&S

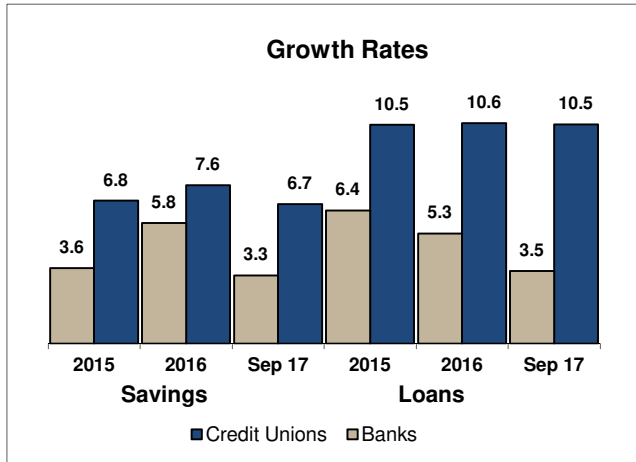
*Break in series beginning 3Q17 due to call report changes.

U.S. Credit Union Profile

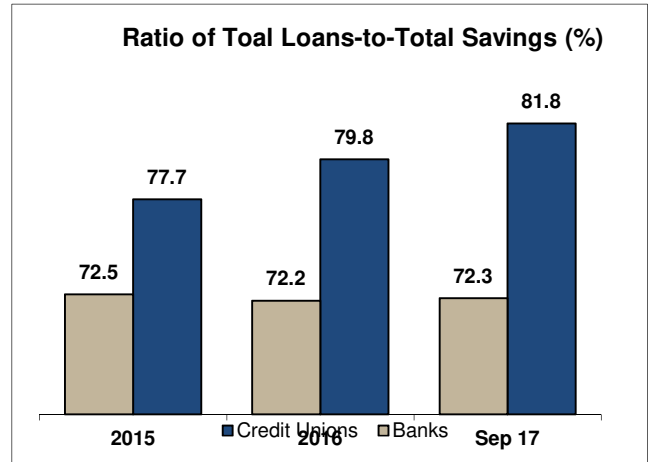
Third Quarter 2017

Credit Union and Bank Comparisons

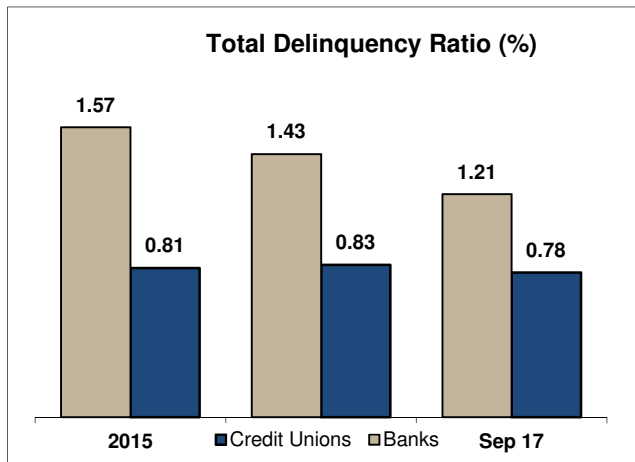
Loan and Savings Growth Trends



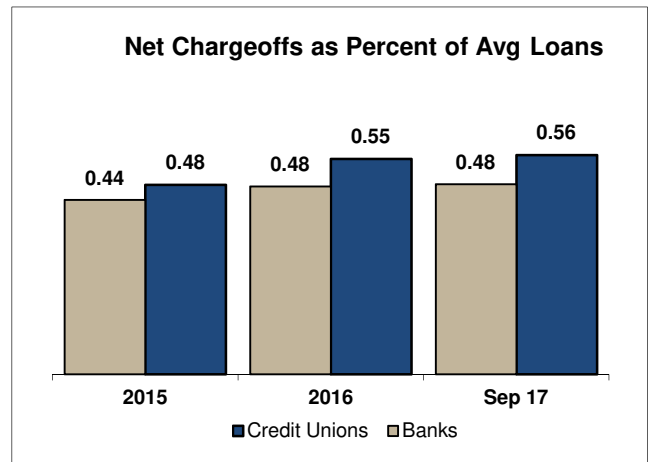
Liquidity Risk Trends



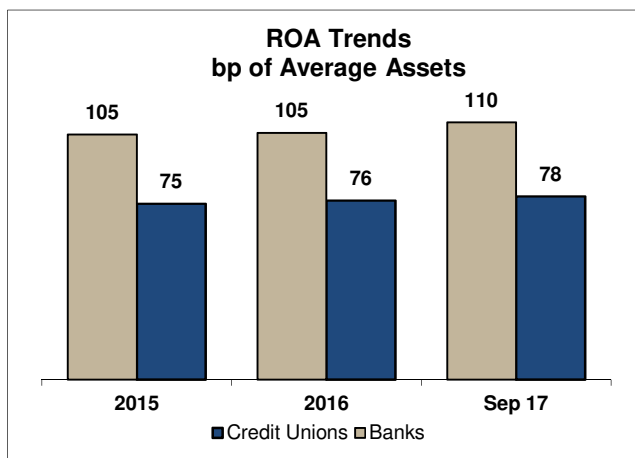
Credit Risk Trends



Credit Risk Trends



Earnings Trends



Solvency Trends

