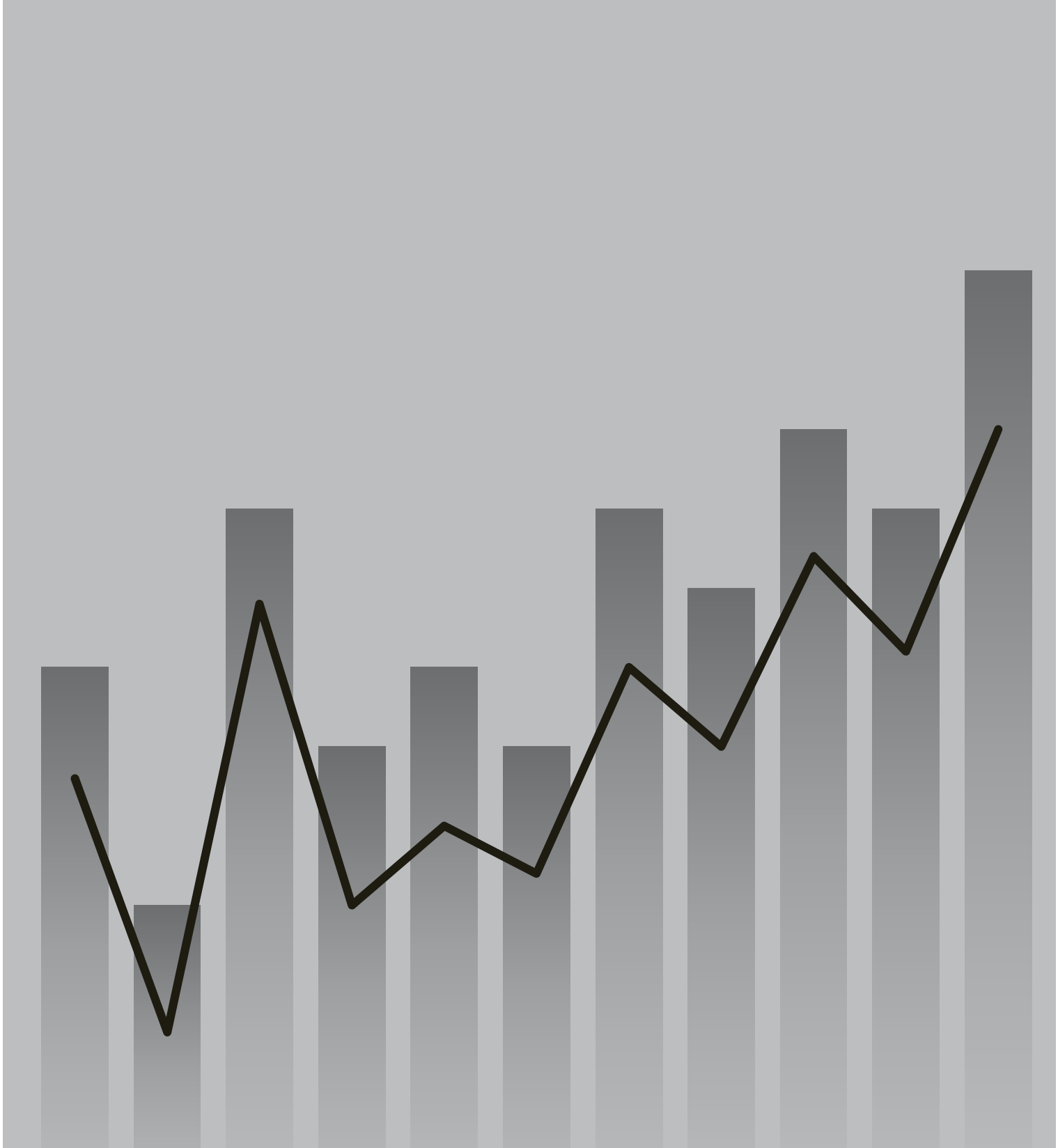


# U.S. Credit Union Profile

Mid-Year 2018



## Overview: National Trends

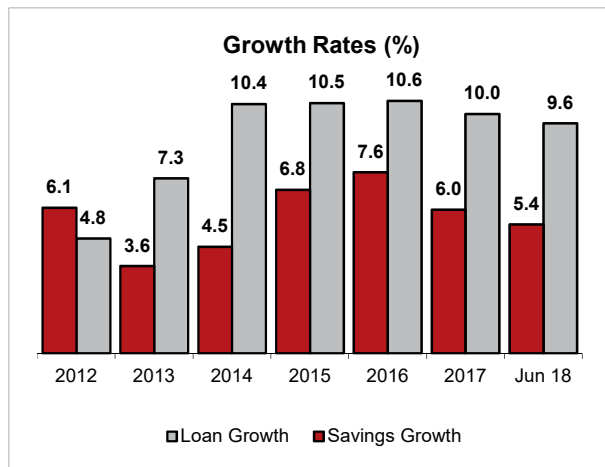
	U.S.	U.S. Credit Unions					
	Jun 18	2017	2016	2015	2014	2013	2012
<b>Demographic Information</b>							
Number of CUs	5,594	5,684	5,906	6,143	6,398	6,680	6,956
Assets per CU (\$ mil)	258.6	245.5	221.7	198.5	177.6	161.0	148.8
Median assets (\$ mil)	32.9	31.2	29.1	26.8	24.5	22.7	21.1
Total assets (\$ bil)	1,446	1,395	1,309	1,219	1,136	1,075	1,035
Total loans (\$ bil)	1,018	972	884	799	723	655	610
Total surplus funds (\$ bil)	370	366	372	372	366	378	386
Total savings (\$ bil)	1,222	1,174	1,107	1,029	963	922	890
Total memberships (thousands)	115,375	112,649	108,237	103,992	100,512	97,449	95,058
<b>Growth Rates (%)</b>							
Total assets	5.8	6.6	7.4	7.3	5.7	3.9	6.2
Total loans	9.6	10.0	10.6	10.5	10.4	7.3	4.8
Total surplus funds	-3.8	-1.7	0.0	1.6	-3.1	-2.1	8.3
Total savings	5.4	6.0	7.6	6.8	4.5	3.6	6.1
Total memberships	4.3	4.1	4.1	3.5	3.1	2.5	2.1
% CUs with increasing assets	66.8	70.0	73.8	73.9	65.6	63.7	75.5
<b>Earnings - Basis Pts.</b>							
Yield on total assets	368	353	340	336	336	336	362
Dividend/interest cost of assets	61	56	52	52	54	59	72
Net interest margin	306	297	287	285	283	278	290
Fee & other income	140	135	139	136	134	140	145
Operating expense	309	307	310	311	310	320	322
Loss Provisions	48	47	40	34	28	26	35
Net Income (ROA) with Stab Exp	90	77	76	75	80	72	78
Net Income (ROA) without Stab Exp	90	77	76	75	80	77	84
% CUs with positive ROA	84.9	82.4	80.6	79.2	77.7	73.3	74.5
<b>Capital Adequacy (%)</b>							
Net worth/assets	11.0	11.0	10.9	10.9	11.0	10.8	10.4
% CUs with NW > 7% of assets	97.6	97.7	97.6	97.6	97.7	97.1	96.3
<b>Asset Quality</b>							
Delinquencies (60+ day \$)/loans (%)	0.67	0.81	0.83	0.81	0.85	1.01	1.15
Net chargeoffs/average loans (%)	0.60	0.59	0.55	0.48	0.49	0.57	0.73
Total borrower-bankruptcies	197,564	171,336	160,694	166,474	169,396	185,432	225,987
Bankruptcies per CU	35.3	30.1	27.2	27.1	26.5	27.8	32.5
Bankruptcies per 1000 members	1.7	1.5	1.5	1.6	1.7	1.9	2.4
<b>Asset/Liability Management</b>							
Loans/savings	83.2	82.8	79.8	77.7	75.1	71.0	68.6
Loans/assets	70.4	69.7	67.5	65.6	63.7	60.9	59.0
Net Long-term assets/assets	33.1	32.9	33.0	32.8	33.7	36.0	33.0
Liquid assets/assets	12.2	12.5	13.5	13.5	13.7	14.9	17.5
Core deposits/shares & borrowings	51.0	50.1	49.4	48.7	46.9	45.2	43.6
<b>Productivity</b>							
Members/potential members (%)	4	4	4	5	5	5	6
Borrowers/members (%)	58	58	57	56	54	52	51
Members/FTE	386	385	385	384	385	384	385
Average shares/member (\$)	10,594	10,419	10,229	9,896	9,582	9,462	9,358
Average loan balance (\$)	15,298	14,883	14,275	13,770	13,261	12,870	12,690
Employees per million in assets	0.21	0.21	0.21	0.22	0.23	0.24	0.24
<b>Structure (%)</b>							
Fed CUs w/ single-sponsor	11.9	11.9	12.1	12.4	12.5	12.9	13.1
Fed CUs w/ community charter	17.9	18.0	17.7	17.5	17.4	16.9	16.5
Other Fed CUs	31.8	31.7	31.3	31.4	31.5	31.6	31.8
CUs state chartered	38.5	38.5	38.9	38.8	38.7	38.6	38.6

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.

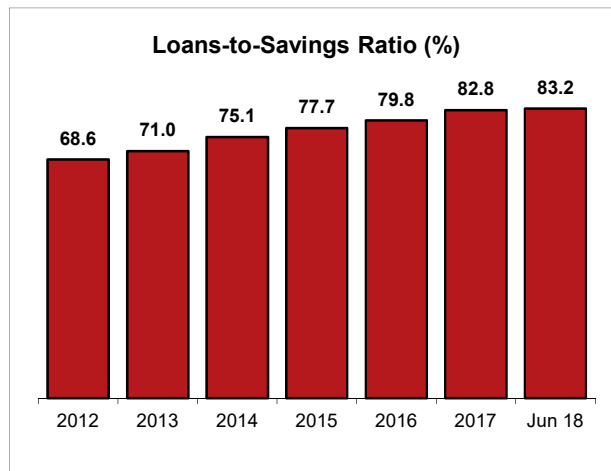
# U.S. Credit Union Profile

Mid-Year 2018

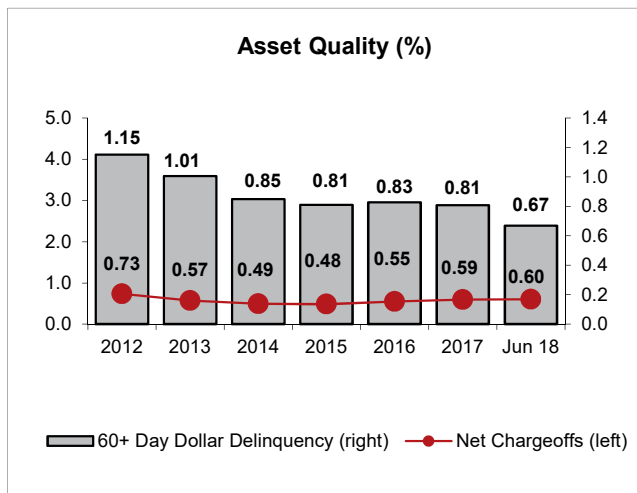
## Loan and Savings Growth Trends



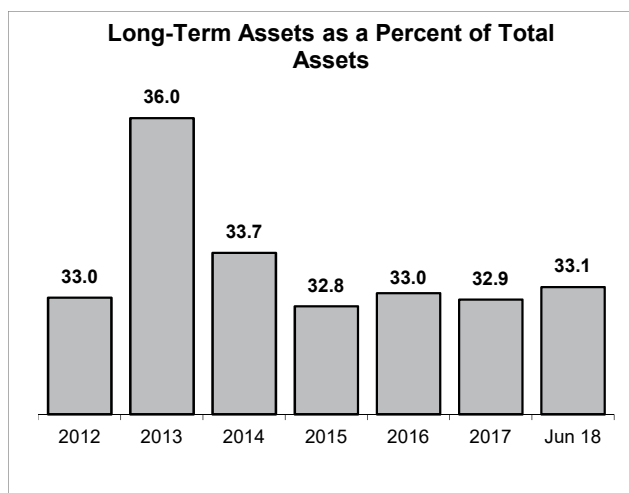
## Liquidity Trends



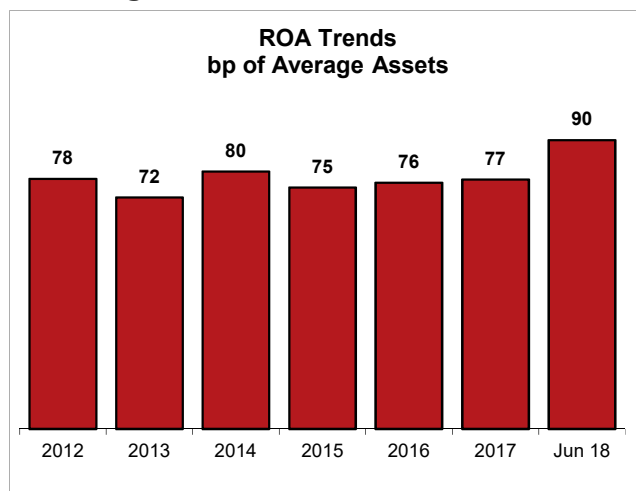
## Credit Risk Trends



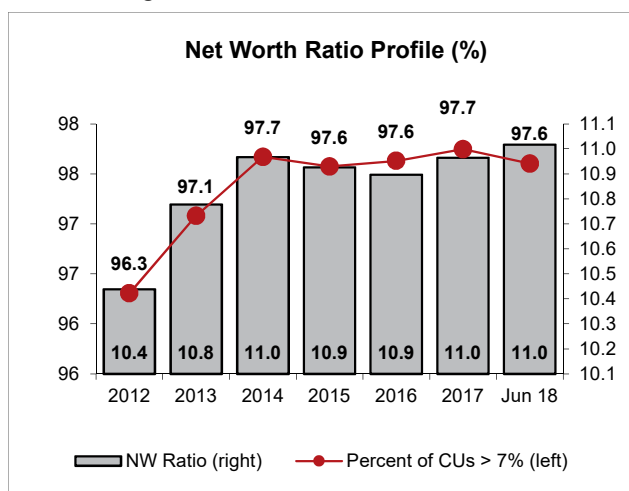
## Interest Rate Risk Trends



## Earnings Trends



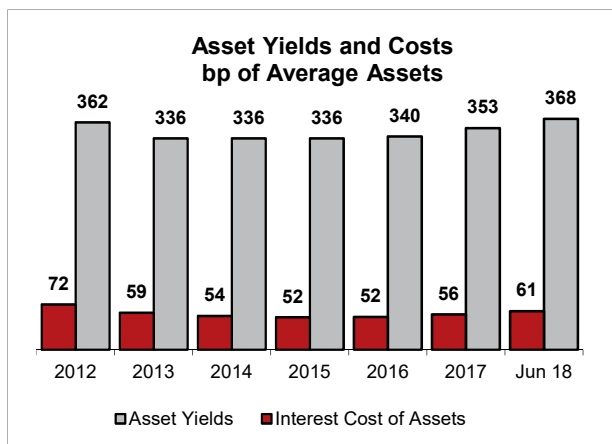
## Solvency Trends



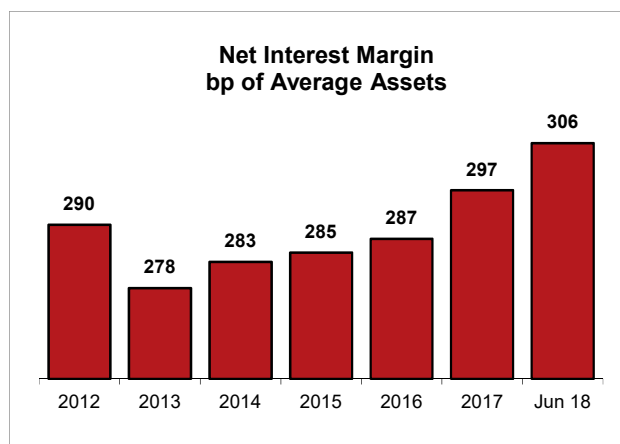
# U.S. Credit Union Profile

Mid-Year 2018

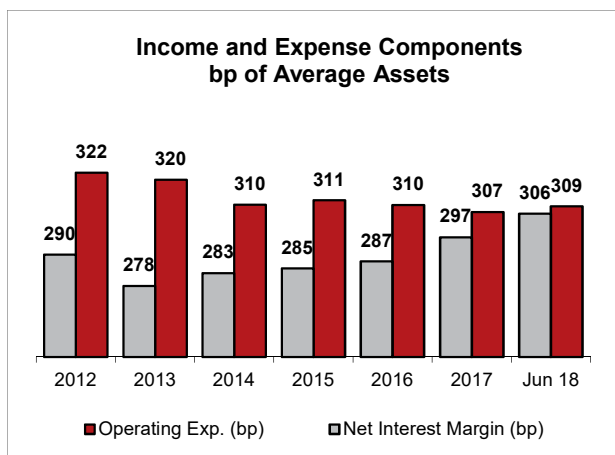
## Asset Yields and Funding Costs



## Interest Margins



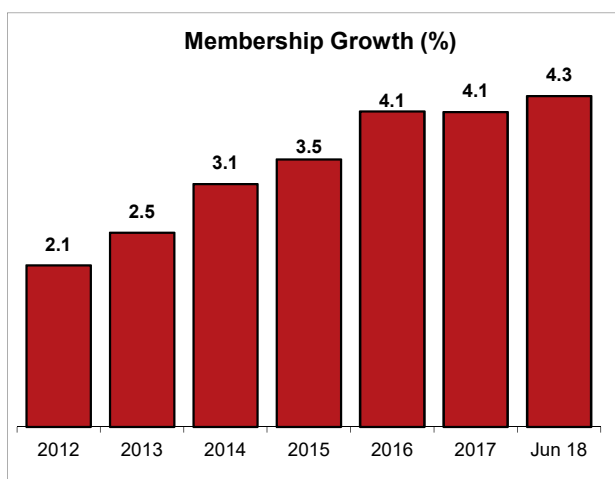
## Interest Margins & Overhead



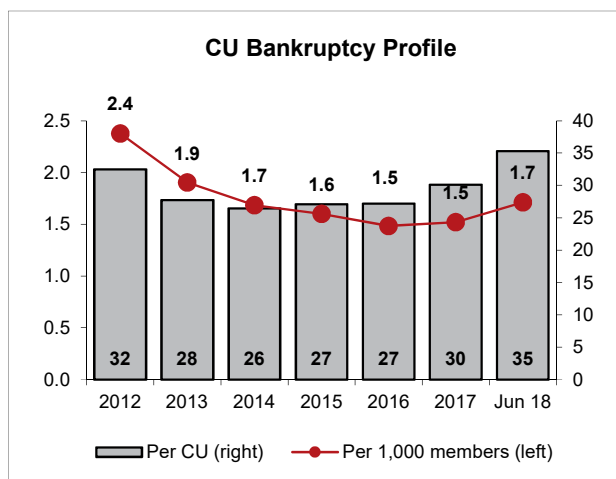
## Noninterest Income



## Membership Growth Trends



## Borrower Bankruptcies



## Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2018						
Demographic Information	Jun 18	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	5,594	2,204	1,049	727	709	354	246	305
Assets per CU (\$ mil)	258.6	7.5	32.4	71.9	159.6	357.1	707.9	3,048.9
Median assets (\$ mil)	32.9	6.4	31.2	70.0	151.0	348.0	687.1	1,700.6
Total assets (\$ bil)	1,446	17	34	52	113	126	174	930
Total loans (\$ bil)	1,018	8	18	30	73	86	124	679
Total surplus funds (\$ bil)	370	8	15	20	34	33	42	217
Total savings (\$ bil)	1,222	141	30	46	99	109	149	776
Total memberships (thousands)	115,375	2,587	3,885	5,553	10,934	11,519	14,338	66,558
<b>Growth Rates (%)</b>								
Total assets	5.8	0.5	1.8	2.8	3.6	4.7	6.3	7.2
Total loans	9.6	4.2	5.3	6.4	7.9	8.6	9.8	10.8
Total surplus funds	-3.8	-3.0	-2.1	-2.7	-5.0	-4.3	-3.4	-3.1
Total savings	5.4	0.2	1.5	2.4	3.3	4.5	5.5	6.9
Total memberships	4.3	-1.2	-0.4	0.4	1.7	3.8	4.4	6.8
<i>% CUs with increasing assets</i>	66.8	49.4	65.9	75.5	82.4	86.7	92.3	95.4
<b>Earnings - Basis Pts.</b>								
Yield on total assets	368	361	345	350	363	364	363	372
Dividend/interest cost of assets	61	33	31	34	39	45	50	72
Net interest margin	306	329	314	317	324	318	313	300
Fee & other income	140	82	108	128	145	157	154	138
Operating expense	309	358	349	362	369	365	347	282
Loss Provisions	48	28	25	29	37	39	39	54
Net Income (ROA) with Stab Exp	90	25	47	54	62	72	82	102
Net Income (ROA) without Stab Exp	90	25	47	54	62	72	82	102
<i>% CUs with positive ROA</i>	84.9	72.1	87.9	93.0	94.8	98.6	98.0	99.7
<b>Capital Adequacy (%)</b>								
Net worth/assets	11.0	14.2	12.2	11.6	11.0	11.0	11.0	10.9
<i>% CUs with NW &gt; 7% of assets</i>	97.6	96.9	96.9	98.2	98.0	99.2	99.6	99.3
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.67	1.37	0.98	0.81	0.76	0.82	0.62	0.62
Net chargeoffs/average loans (%)	0.60	0.55	0.48	0.52	0.55	0.58	0.52	0.63
Total borrower-bankruptcies	197,564	3,610	6,030	12,164	19,218	21,048	26,908	108,586
Bankruptcies per CU	35.3	1.6	5.7	16.7	27.1	59.5	109.4	356.0
Bankruptcies per 1000 members	1.7	1.4	1.6	2.2	1.8	1.8	1.9	1.6
<b>Asset/Liability Management (%)</b>								
Loans/savings	83.2	57.6	59.6	65.1	73.9	78.9	83.1	87.5
Loans/assets	70.4	49.1	52.0	56.9	64.6	68.3	70.9	73.0
Net Long-term assets/assets	33.1	12.6	21.0	24.6	28.4	31.9	34.2	35.0
Liquid assets/assets	12.2	27.6	22.7	19.1	15.2	12.7	11.4	10.9
Core deposits/shares & borrowings	51.0	79.8	71.1	65.9	60.6	57.2	55.0	46.1
<b>Productivity</b>								
Members/potential members (%)	4	5	3	3	3	3	3	5
Borrowers/members (%)	58	41	49	53	54	54	57	61
Members/FTE	386	420	403	374	342	344	348	412
Average shares/member (\$)	10,594	5,457	7,618	8,233	9,051	9,502	10,361	11,658
Average loan balance (\$)	15,298	7,627	9,289	10,127	12,390	13,986	15,187	16,807
Employees per million in assets	0.21	0.37	0.28	0.28	0.28	0.26	0.24	0.17
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	11.9	23.2	8.0	3.9	2.5	2.0	2.8	2.3
Fed CUs w/ community charter	17.9	8.7	20.9	26.5	31.9	25.4	19.1	11.8
Other Fed CUs	31.8	36.6	34.4	29.6	23.1	23.4	21.5	30.8
CUs state chartered	38.5	31.4	36.7	40.0	42.5	49.2	56.5	55.1

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.

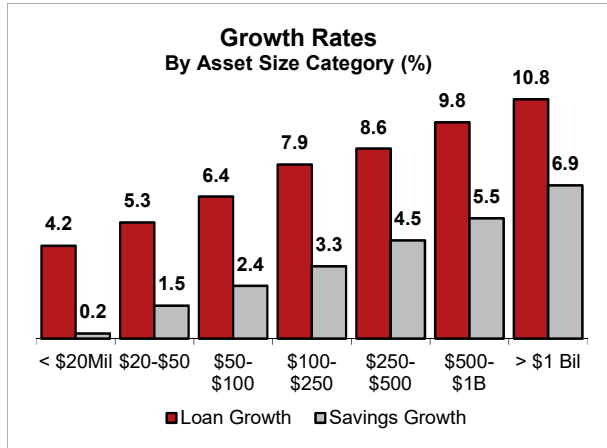
Source: NCUA and CUNA E&S.

# U.S. Credit Union Profile

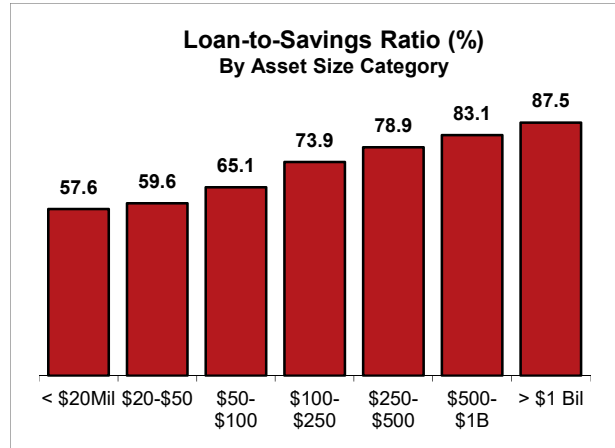
Mid-Year 2018

## Results By Asset Size

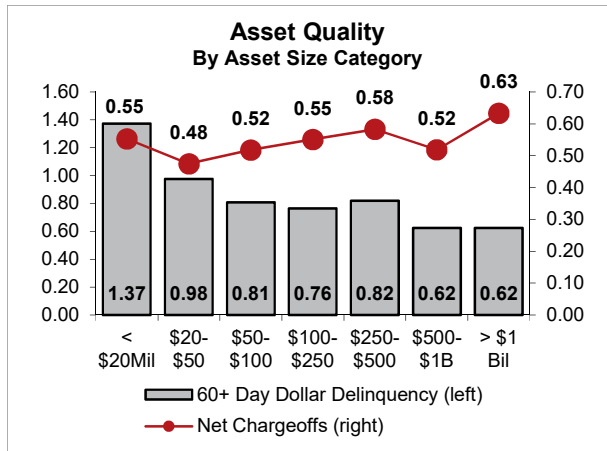
### Loan and Savings growth



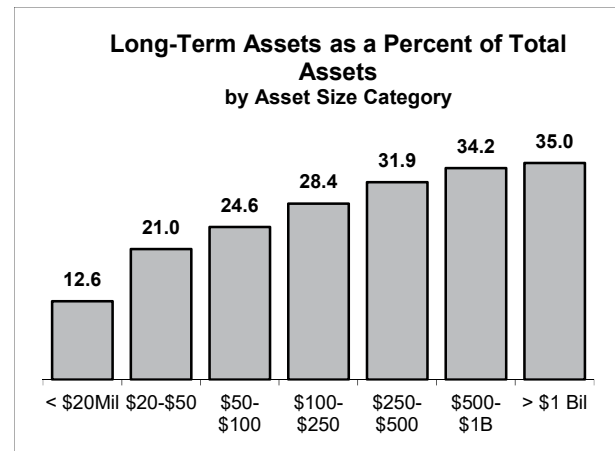
### Liquidity Risk Exposure



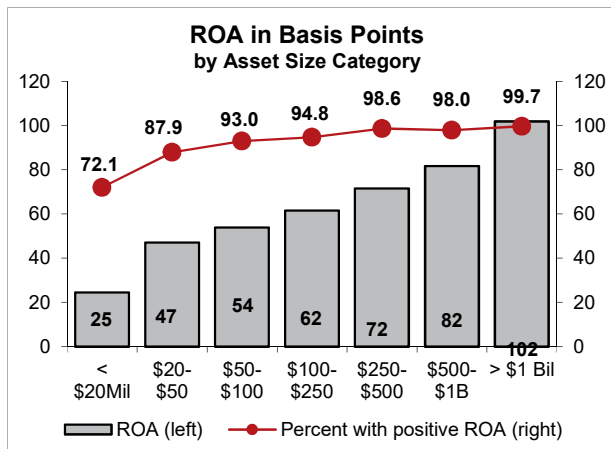
### Credit Risk Exposure



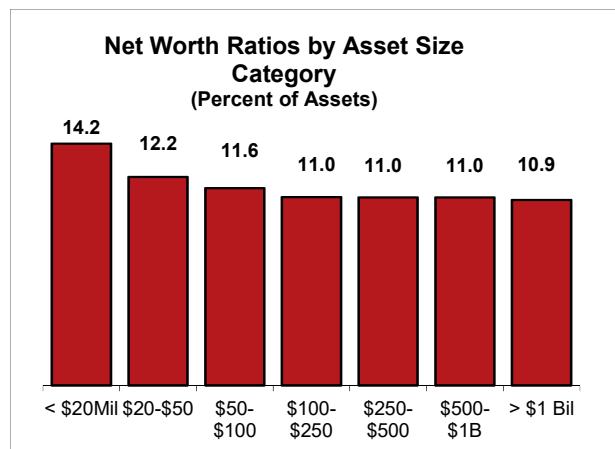
### Interest Rate Risk Exposure



### Earnings



### Solvency



### Portfolio: National Trends

	U.S.	U.S. Credit Unions					
	Jun 18	2017	2016	2015	2014	2013	2012
<b>Growth Rates</b>							
Credit cards	9.1%	9.1%	7.9%	6.1%	7.9%	7.7%	5.7%
Other unsecured loans	7.3%	8.5%	7.3%	8.5%	10.0%	9.1%	4.8%
New automobile	11.7%	13.1%	16.8%	16.0%	20.9%	12.7%	8.6%
Used automobile	9.9%	10.2%	12.4%	12.7%	12.9%	10.5%	7.9%
First mortgage	10.6%	10.1%	9.8%	10.3%	9.1%	8.7%	5.9%
HEL & 2nd Mtg	5.1%	7.0%	3.5%	3.5%	1.3%	-4.0%	-8.1%
Commercial loans*	-6.6%	-5.0%	14.4%	12.4%	12.4%	10.0%	6.5%
Share drafts	8.2%	9.5%	2.5%	14.5%	10.3%	6.6%	10.6%
Certificates	7.2%	6.2%	5.0%	0.4%	-1.3%	-3.2%	-3.1%
IRAs	-1.1%	-0.6%	1.9%	-0.3%	-2.0%	-0.8%	1.8%
Money market shares	1.9%	4.0%	7.5%	5.7%	3.1%	4.5%	7.5%
Regular shares	6.5%	7.0%	11.8%	9.6%	8.0%	8.1%	12.4%
<b>Portfolio \$ Distribution</b>							
Credit cards/total loans	5.7%	6.0%	6.0%	6.2%	6.4%	6.6%	6.5%
Other unsecured loans/total loans	4.1%	4.2%	4.3%	4.4%	4.5%	4.5%	4.4%
New automobile/total loans	13.8%	13.7%	13.3%	12.6%	12.0%	11.0%	10.5%
Used automobile/total loans	21.1%	20.8%	20.8%	20.5%	20.1%	19.6%	19.1%
First mortgage/total loans	40.8%	40.6%	40.6%	40.9%	41.0%	41.5%	41.0%
HEL & 2nd Mtg/total loans	8.3%	8.6%	8.8%	9.4%	10.1%	11.0%	12.3%
Commercial loans/total loans	6.8%	6.7%	7.8%	7.5%	7.4%	7.2%	7.1%
Share drafts/total savings	14.9%	14.6%	14.1%	14.8%	13.8%	13.1%	12.7%
Certificates/total savings	18.2%	18.3%	18.2%	18.7%	19.9%	21.0%	22.5%
IRAs/total savings	6.4%	6.7%	7.1%	7.5%	8.1%	8.6%	9.0%
Money market shares/total savings	21.7%	22.4%	22.8%	22.8%	23.0%	23.3%	23.1%
Regular shares/total savings	37.0%	36.4%	36.0%	34.7%	33.8%	32.7%	31.4%
<b>Percent of CUs Offering</b>							
Credit cards	61.3%	61.2%	60.1%	58.8%	57.6%	56.3%	54.9%
Other unsecured loans	99.2%	99.4%	98.6%	98.3%	98.2%	98.2%	98.1%
New automobile	95.7%	95.6%	95.5%	95.3%	95.1%	94.9%	94.7%
Used automobile	96.9%	96.9%	96.8%	96.5%	96.4%	96.2%	96.0%
First mortgage	68.3%	67.9%	66.9%	65.8%	64.9%	63.5%	62.3%
HEL & 2nd Mtg	69.6%	69.8%	69.8%	69.6%	69.4%	68.5%	68.2%
Commercial loans	34.0%	34.2%	37.8%	36.8%	35.8%	34.0%	32.6%
Share drafts	79.8%	79.8%	79.2%	78.6%	78.0%	77.1%	76.4%
Certificates	81.1%	80.9%	80.3%	79.6%	79.1%	78.6%	78.3%
IRAs	68.4%	68.3%	67.9%	67.1%	66.7%	66.2%	66.0%
Money market shares	51.3%	50.8%	49.8%	48.8%	48.0%	47.1%	46.1%
<b>Number of Loans as a Percent of Members in Offering CUs</b>							
Credit cards	18.7%	18.9%	18.9%	18.7%	18.4%	17.9%	17.4%
Other unsecured loans	11.6%	12.2%	12.4%	12.2%	12.1%	11.8%	11.3%
New automobile	6.0%	5.8%	5.5%	5.0%	4.6%	4.2%	4.2%
Used automobile	14.9%	14.6%	14.1%	13.5%	13.0%	12.5%	11.9%
First mortgage	2.5%	2.4%	2.4%	2.4%	2.3%	2.2%	2.2%
HEL & 2nd Mtg	2.1%	2.1%	2.1%	2.2%	2.2%	2.3%	2.4%
Commercial loans	0.2%	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%
Share drafts	57.0%	56.8%	56.0%	55.7%	54.8%	53.4%	52.2%
Certificates	7.7%	7.7%	7.8%	8.1%	8.8%	9.4%	10.3%
IRAs	4.2%	4.3%	4.6%	4.8%	5.2%	5.4%	5.7%
Money market shares	6.9%	6.9%	7.1%	7.4%	7.6%	7.8%	8.1%

Current period flow statistics are trailing four quarters.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.

### Portfolio Detail: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2018						
Growth Rates	Jun 18	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Credit cards	9.1%	-0.5%	-0.1%	0.7%	3.3%	3.0%	4.4%	11.3%
Other unsecured loans	7.3%	2.7%	3.2%	4.0%	4.0%	5.3%	12.4%	8.9%
New automobile	11.7%	8.2%	9.3%	12.2%	15.1%	13.6%	14.8%	11.3%
Used automobile	9.9%	5.7%	6.7%	8.3%	9.3%	10.8%	9.0%	11.3%
First mortgage	10.6%	2.7%	5.6%	4.9%	8.2%	7.8%	10.9%	11.7%
HEL & 2nd Mtg	5.1%	-2.1%	-0.3%	3.6%	2.7%	8.0%	7.6%	5.4%
Commercial loans*	-6.6%	-15.9%	-20.2%	-12.2%	-10.3%	-9.4%	-0.5%	-6.4%
Share drafts	8.2%	6.9%	7.2%	6.6%	7.7%	8.3%	9.1%	9.1%
Certificates	7.2%	-4.9%	-4.3%	-1.9%	0.4%	4.2%	5.6%	9.9%
IRAs	-1.1%	-7.9%	-4.2%	-4.0%	-3.6%	-2.0%	-2.0%	0.3%
Money market shares	1.9%	-3.4%	-2.1%	-1.5%	-0.6%	-0.2%	1.0%	3.1%
Regular shares	6.5%	0.6%	2.6%	3.9%	5.0%	5.5%	6.7%	8.5%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.7%	2.7%	4.0%	4.0%	3.8%	4.1%	4.2%	6.6%
Other unsecured loans/total loans	4.1%	15.8%	8.5%	6.5%	5.0%	4.4%	4.2%	3.5%
New automobile/total loans	13.8%	20.3%	14.6%	13.5%	12.4%	12.8%	13.7%	14.0%
Used automobile/total loans	21.1%	35.5%	30.2%	28.8%	27.1%	25.6%	23.8%	18.7%
First mortgage/total loans	40.8%	10.8%	25.2%	29.2%	33.7%	36.1%	38.9%	43.8%
HEL & 2nd Mtg/total loans	8.3%	5.6%	9.3%	9.5%	9.3%	9.9%	8.6%	8.0%
Commercial loans/total loans	6.8%	0.7%	1.8%	3.9%	5.7%	7.5%	8.4%	6.9%
Share drafts/total savings	14.9%	10.1%	15.4%	17.9%	18.8%	19.6%	19.6%	12.7%
Certificates/total savings	18.2%	10.8%	12.2%	13.8%	15.4%	16.6%	16.9%	19.6%
IRAs/total savings	6.4%	3.1%	5.5%	6.1%	6.2%	5.9%	6.0%	6.7%
Money market shares/total savings	21.7%	4.0%	9.2%	12.4%	15.6%	17.5%	19.7%	24.8%
Regular shares/total savings	37.0%	69.7%	55.6%	48.2%	42.0%	38.2%	36.2%	34.4%
<b>Percent of CUs Offering</b>								
Credit cards	61.3%	25.5%	74.8%	85.0%	87.7%	92.1%	93.1%	94.4%
Other unsecured loans	99.2%	98.2%	100.0%	99.7%	100.0%	100.0%	100.0%	100.0%
New automobile	95.7%	89.3%	99.8%	99.7%	100.0%	100.0%	99.6%	100.0%
Used automobile	96.9%	92.3%	99.8%	99.9%	99.9%	99.4%	100.0%	99.7%
First mortgage	68.3%	28.9%	84.2%	95.5%	99.3%	100.0%	100.0%	99.7%
HEL & 2nd Mtg	69.6%	32.8%	84.4%	94.5%	98.3%	99.4%	100.0%	100.0%
Commercial loans	34.0%	5.2%	23.5%	42.1%	67.8%	78.0%	83.7%	89.5%
Share drafts	79.8%	51.1%	96.4%	99.2%	99.4%	100.0%	100.0%	99.0%
Certificates	81.1%	57.4%	92.7%	97.1%	98.6%	99.4%	99.2%	98.7%
IRAs	68.4%	31.8%	82.6%	92.0%	97.7%	98.6%	99.6%	99.3%
Money market shares	51.3%	13.5%	53.6%	74.6%	88.2%	91.0%	92.7%	95.1%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.7%	13.0%	13.4%	13.8%	15.0%	15.2%	16.9%	20.9%
Other unsecured loans	11.6%	17.1%	13.5%	12.1%	11.3%	11.1%	11.4%	11.5%
New automobile	6.0%	3.7%	4.2%	5.2%	4.3%	4.6%	5.7%	6.8%
Used automobile	14.9%	11.6%	13.8%	15.7%	15.7%	15.4%	15.9%	14.5%
First mortgage	2.5%	1.3%	1.9%	2.4%	2.6%	2.5%	2.3%	2.5%
HEL & 2nd Mtg	2.1%	1.2%	1.5%	1.6%	2.0%	2.0%	2.0%	2.2%
Commercial loans	0.2%	0.7%	0.5%	0.4%	0.3%	0.3%	0.3%	0.2%
Share drafts	57.0%	33.1%	42.7%	48.1%	53.1%	55.1%	58.4%	60.3%
Certificates	7.7%	4.8%	5.1%	5.6%	6.3%	6.4%	6.7%	8.7%
IRAs	4.2%	2.4%	2.9%	3.3%	3.6%	3.6%	3.8%	4.7%
Money market shares	6.9%	3.8%	3.6%	3.8%	4.5%	5.4%	5.9%	8.0%

Current period flow statistics are trailing four quarters.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.



# U.S. Credit Union Profile

Mid-Year 2018

## U.S. CU Profile - Quarterly Trends

	U.S.	U.S. Credit Unions			
	Jun 18	Mar 18	Dec 17	Sep 17	Jun 17
<b>Demographic Information</b>					
Number CUs	5,594	5,643	5,684	5,757	5,811
<b>Growth Rates (Quarterly % Change)</b>					
Total loans	3.2	1.6	2.3	2.7	3.2
Credit cards	2.2	-1.4	5.1	3.1	2.9
Other unsecured loans	3.0	-2.2	2.5	4.4	3.3
New automobile	3.6	1.9	3.2	2.9	4.0
Used automobile	3.5	2.7	1.4	2.5	3.6
First mortgage	3.0	2.2	2.3	2.9	2.6
HEL & 2nd Mtg	2.3	-0.4	2.2	1.3	2.9
Commercial loans*	3.6	3.1	2.2	-14.2	5.0
Total savings	0.4	3.9	0.9	0.6	0.6
Share drafts	-0.6	7.3	2.3	-0.3	-0.1
Certificates	1.9	1.7	1.7	1.9	1.4
IRAs	0.1	-0.2	-0.7	0.0	0.3
Money market shares	-0.5	1.7	0.5	0.5	0.3
Regular shares	0.4	5.6	0.6	0.3	0.7
Total memberships	1.3	1.4	0.9	1.3	1.3
<b>Earnings (Basis Points)</b>					
Yield on total assets	372	363	364	360	347
Dividend/interest cost of assets	63	60	62	56	54
Fee & other income	137	142	139	137	135
Operating expense	310	308	314	306	304
Loss Provisions	47	48	52	52	44
Net Income (ROA)	89	90	73	81	81
% CUs with positive ROA	85	83	82	81	80
<b>Capital Adequacy (%)</b>					
Net worth/assets	11.0	10.9	11.0	10.9	10.8
% CUs with NW > 7% of assets	97.6	97.3	97.7	97.4	96.9
<b>Asset Quality (%)</b>					
Loan delinquency rate - Total loans	0.67	0.66	0.81	0.79	0.75
Total Consumer	0.83	0.87	1.01	1.01	0.94
Credit Cards	1.15	1.24	1.29	1.23	1.08
All Other Consumer	0.79	0.82	0.97	0.98	0.92
Total Mortgages	0.51	0.44	0.61	0.56	0.56
First Mortgages	0.52	0.43	0.62	0.57	0.56
All Other Mortgages	0.48	0.47	0.56	0.55	0.55
Total Commercial Loans	1.42	1.53	1.60	1.93	1.64
Commercial Ag Loans	1.67	1.64	1.07	1.17	1.15
All Other Commercial Loans	1.40	1.53	1.62	1.97	1.67
Net chargeoffs/average loans	0.61	0.60	0.70	0.55	0.56
Total Consumer	1.18	1.17	1.36	1.07	1.08
Credit Cards	2.95	2.86	2.77	2.54	2.58
All Other Consumer	0.95	0.95	1.18	0.87	0.88
Total Mortgages	0.03	0.02	0.02	0.02	0.02
First Mortgages	0.03	0.02	0.02	0.02	0.02
All Other Mortgages	0.02	0.01	0.00	0.02	0.02
Total Commercial Loans	1.45	0.41	2.03	0.59	0.49
Commercial Ag Loans	0.22	-0.01	0.05	-0.01	0.08
All Other Commercial Loans	1.51	0.43	2.13	0.62	0.51
<b>Asset/Liability Management</b>					
Loans/savings	82.9	80.7	82.5	81.3	79.6

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.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.

# U.S. Credit Union Profile

Mid-Year 2018

## U.S. Bank Comparisons

	Credit Unions				Banks			
Demographic Information	Jun 18	2017	2016	3 Yr Avg	Jun 18	2017	2016	3 Yr Avg
Number of Institutions	5,591	5,682	5,903	5,725	5,550	5,664	5,912	5,709
Assets per Institution (\$ mil)	259	246	222	242	3,174	3,075	2,838	3,029
Total assets (\$ mil)	1,446,361	1,395,322	1,309,138	1,383,607	17,615,459	17,413,996	16,780,076	17,269,844
Total loans (\$ mil)	1,017,569	972,365	883,761	957,898	9,900,851	9,719,857	9,305,313	9,642,007
Total surplus funds (\$ mil)	369,682	365,637	372,138	369,152	5,943,274	5,977,584	5,769,872	5,896,910
Total savings (\$ mil)	1,222,322	1,173,715	1,107,119	1,167,718	13,515,217	13,397,353	12,894,600	13,269,056
Avg number of branches (1)	4	4	3	4	16	16	16	16
<b>12 Month Growth Rates (%)</b>								
Total assets	5.8	6.6	7.4	6.6	2.7	3.8	5.1	3.9
Total loans	9.6	10.0	10.6	10.1	4.1	4.5	5.3	4.6
Real estate loans	9.6	9.5	8.6	9.3	3.0	3.7	5.2	4.0
Commercial loans*	-6.6	-5.0	14.4	0.9	4.7	4.0	5.1	4.6
Total consumer	12.7	13.3	12.2	12.8	5.4	5.6	6.1	5.7
Consumer credit card	9.1	9.1	7.9	8.7	7.4	8.2	5.7	7.1
Other consumer	13.3	14.0	13.0	13.4	3.4	2.9	6.5	4.3
Total surplus funds	-3.8	-1.7	0.0	-1.9	1.0	3.6	5.4	3.3
Total savings	5.4	6.0	7.6	6.3	2.7	3.9	5.8	4.1
<b>YTD Earnings Annualized (BP)</b>								
Yield on Total Assets	368	353	340	353	364	337	317	339
Dividend/Interest cost of assets	61	56	52	57	59	43	33	45
Net Interest Margin	306	297	287	297	305	293	283	294
Fee and other income (2)	140	135	139	138	156	151	157	155
Operating expense	309	307	310	309	299	318	306	307
Loss provisions	48	47	40	45	28	30	29	29
Net income	90	77	76	81	133	97	105	112
<b>Capital Adequacy (%)</b>								
Net worth/assets	11.0	11.0	10.9	11.0	11.2	11.2	11.1	11.2
<b>Asset Quality (%)</b>								
Delinquencies/loans (3)	0.67	0.81	0.83	0.77	1.07	1.20	1.43	1.23
Real estate loans	0.51	0.61	0.63	0.59	1.46	1.66	1.95	1.69
Consumer loans	1.40	1.58	1.49	1.49	0.78	0.90	1.27	0.98
Total consumer	0.73	0.91	0.93	0.86	0.88	0.97	0.92	0.92
Consumer credit card	1.15	1.29	1.14	1.19	1.27	1.37	1.27	1.30
Other consumer	0.67	0.85	0.89	0.80	0.49	0.54	0.56	0.53
Net chargeoffs/avg loans	0.60	0.59	0.55	0.58	0.49	0.50	0.48	0.49
Real estate loans	0.02	0.02	0.05	0.03	0.01	0.03	0.06	0.03
Commercial loans	0.73	0.49	0.48	0.57	0.27	0.38	0.45	0.37
Total consumer	1.22	1.25	1.14	1.20	2.39	2.21	1.95	2.18
Consumer credit card	2.88	2.55	2.20	2.54	3.86	3.47	3.08	3.47
Other consumer	0.97	1.04	0.96	0.99	0.86	0.90	0.79	0.85
<b>Asset Liability Management (%)</b>								
Loans/savings	83.2	82.8	79.8	82.0	73.3	72.6	72.2	72.7
Loans/assets	70.4	69.7	67.5	69.2	55.5	55.1	54.7	55.1
Core deposits/total deposits	51.9	51.0	50.2	51.0	38.0	37.7	37.2	37.6
<b>Productivity</b>								
Employees per million assets	0.21	0.21	0.21	0.21	0.12	0.12	0.12	0.12

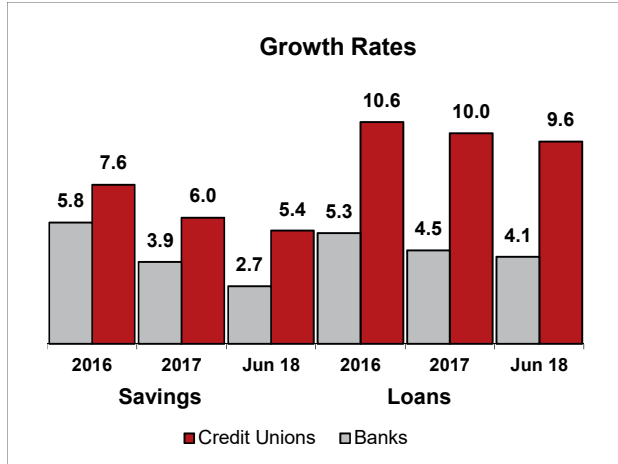
\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.  
Source: FDIC, NCUA and CUNA E&S

# U.S. Credit Union Profile

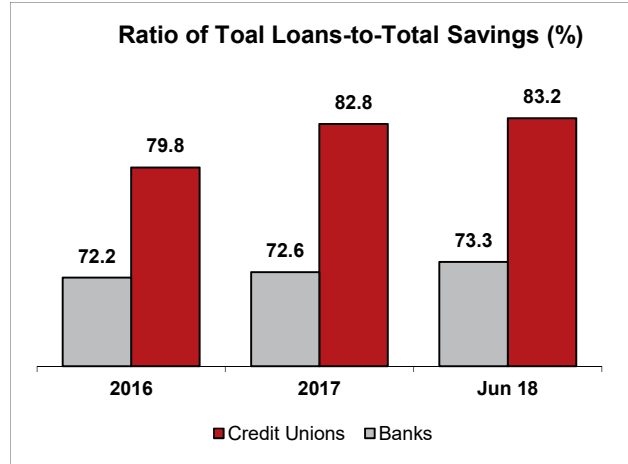
Mid-Year 2018

## Credit Union and Bank Comparisons

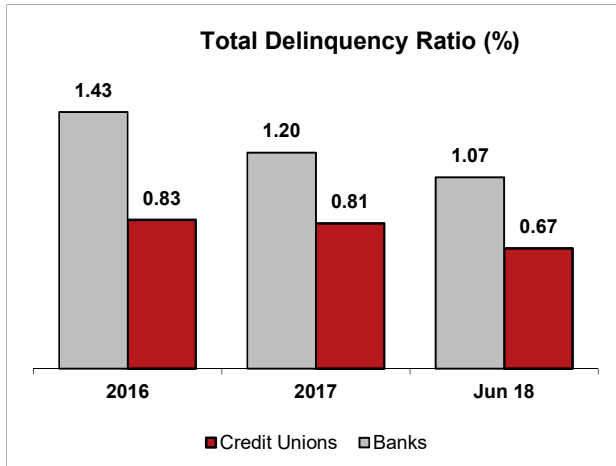
### Loan and Savings Growth Trends



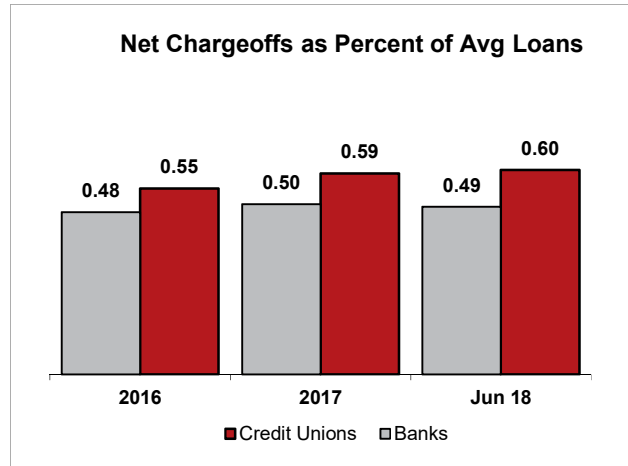
### Liquidity Risk Trends



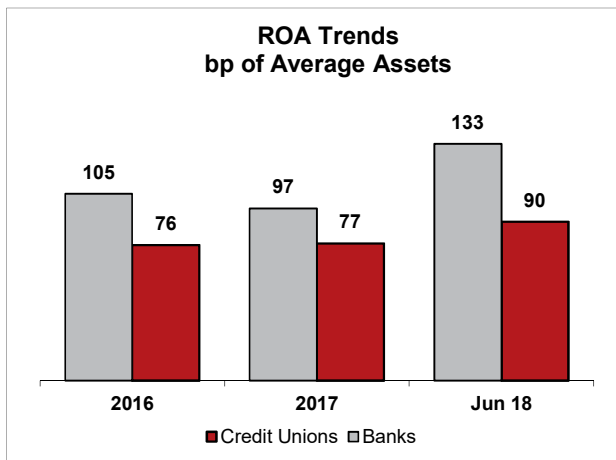
### Credit Risk Trends



### Credit Risk Trends



### Earnings Trends



### Solvency Trends

