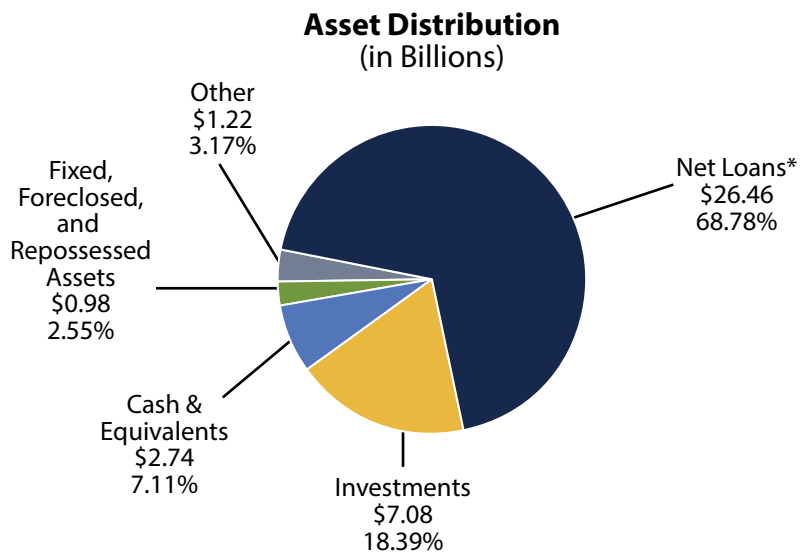




## Overall Trends

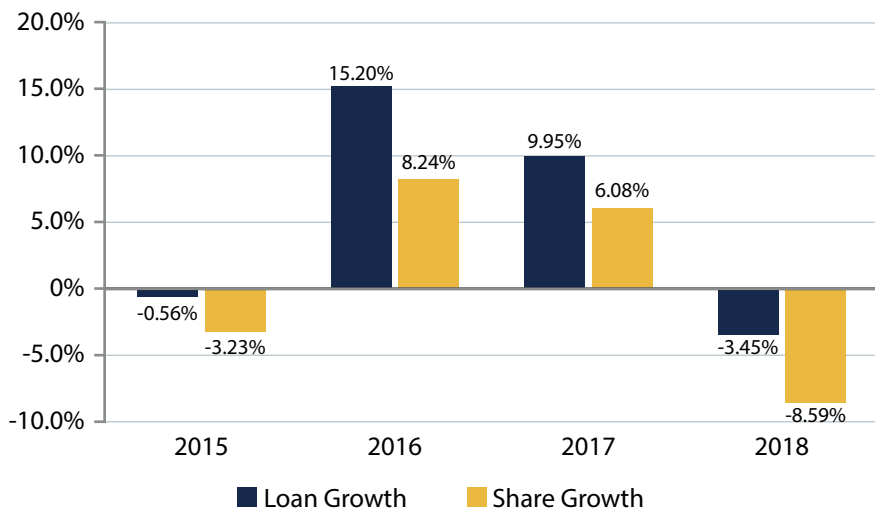


\*Net Loans equals Total Loans (\$26.8 billion) minus Allowance for Loan and Lease Losses (\$0.3 billion). Numbers may not add up due to rounding.

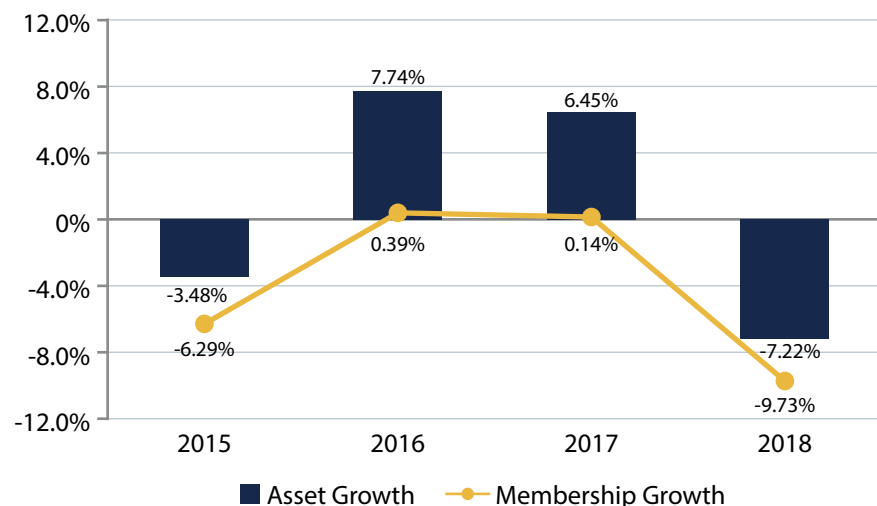
### Number of Insured Credit Unions by Type

	MDIs	LIDs	SCUs	FICUs
2015	626	2,297	4,594	6,021
2016	586	2,491	4,324	5,785
2017	563	2,542	4,096	5,573
2018	529	2,554	3,881	5,375

### Loan Growth vs. Share Growth



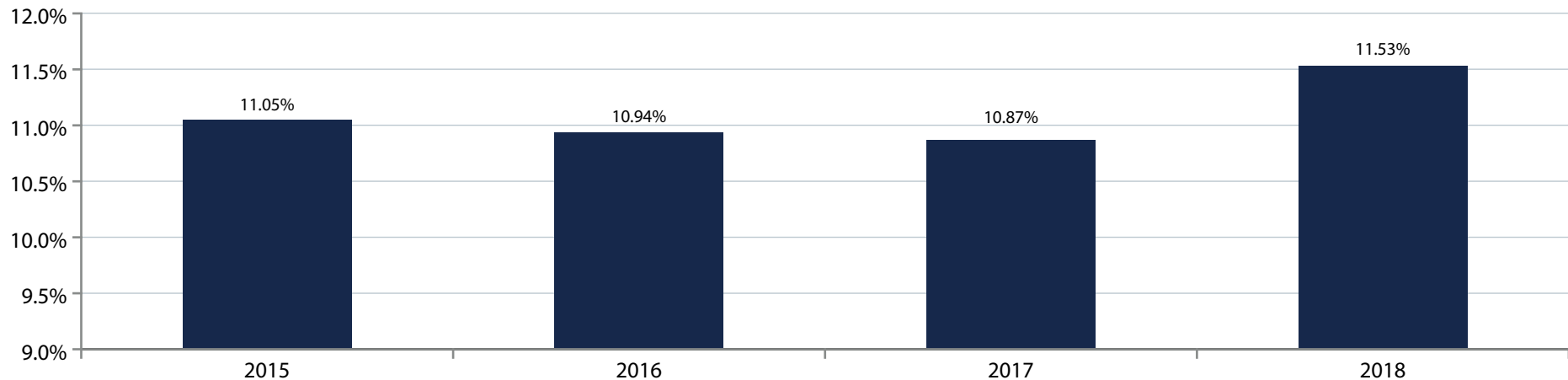
### Asset Growth vs. Membership Growth





## Net Worth

### Aggregate Net Worth Ratio



### Net Worth Change

	December 2017 in Billions	December 2018 in Billions	% Change (Annualized)
Total Net Worth	\$4.51	\$4.44	-1.61%
Secondary Capital*	\$0.12	\$0.14	16.48%

\*For low-income-designated credit unions, net worth includes secondary capital. Numbers may not add up due to rounding.

### Net Worth Ratios

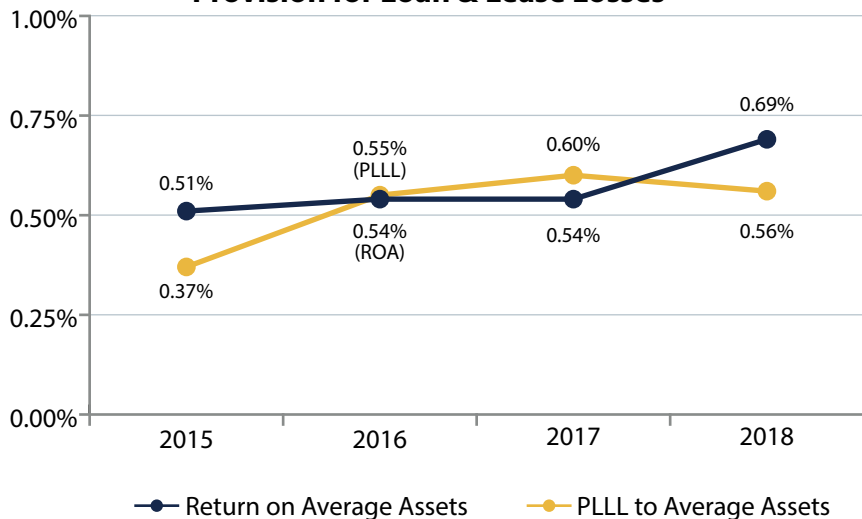
Number of Credit Unions	December 2017	% of Total	December 2018	% of Total
7% or above	540	95.91%	507	95.84%
6% to 6.99%	15	2.66%	12	2.27%
4% to 5.99%	7	1.24%	8	1.51%
2% to 3.99%	1	0.18%	2	0.38%
0% to < 2.00%	0	0.00%	0	0.00%
Less than 0%	0	0.00%	0	0.00%

Numbers may not add up due to rounding.

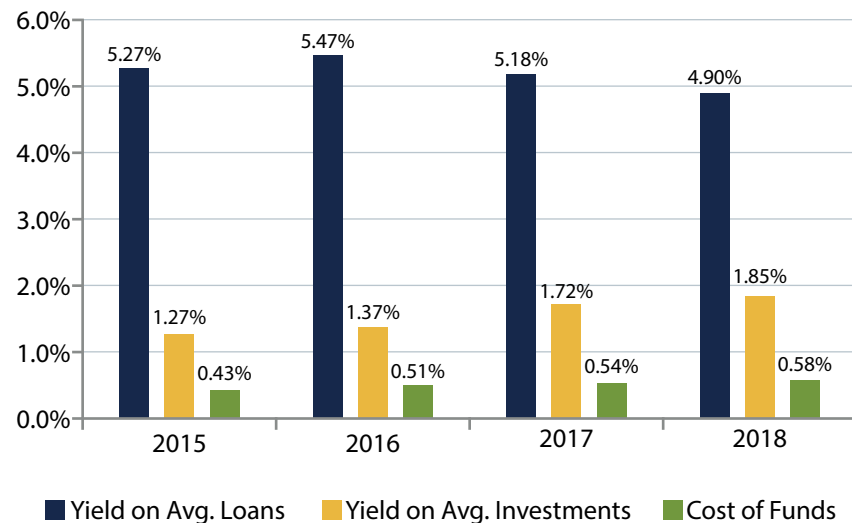


## Earnings

### Return on Average Assets vs. Provision for Loan & Lease Losses



### Yields vs. Costs of Funds

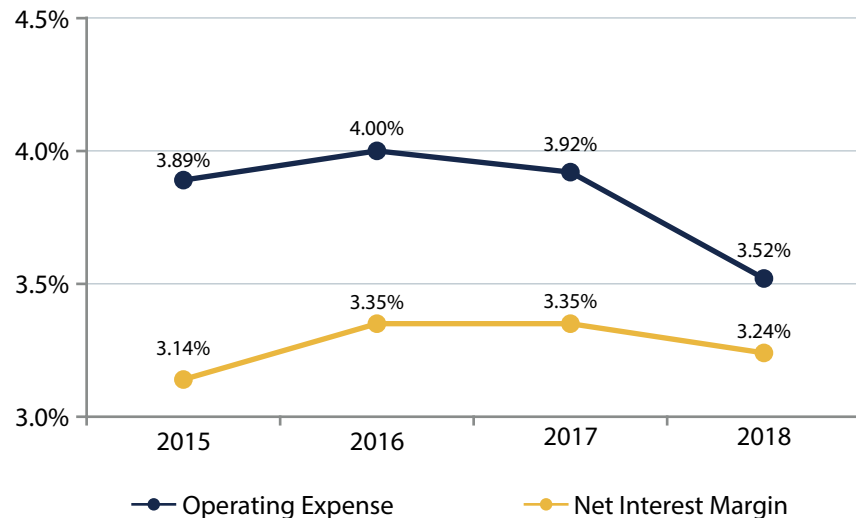


### Ratio of Average Assets

Ratio (% of Average Assets)	December 2017	December 2018	Effect on ROA
Net Interest Margin	3.35%	3.24%	-0.11 bp
+ Fee & Other Inc.	1.61%	1.46%	-0.15 bp
- Operating Expenses	3.92%	3.52%	0.40 bp
- PLLL	0.60%	0.56%	0.04 bp
+ Non-Operating Income	0.10%	0.07%	-0.03 bp
= ROA	0.54%	0.69%	0.15 bp

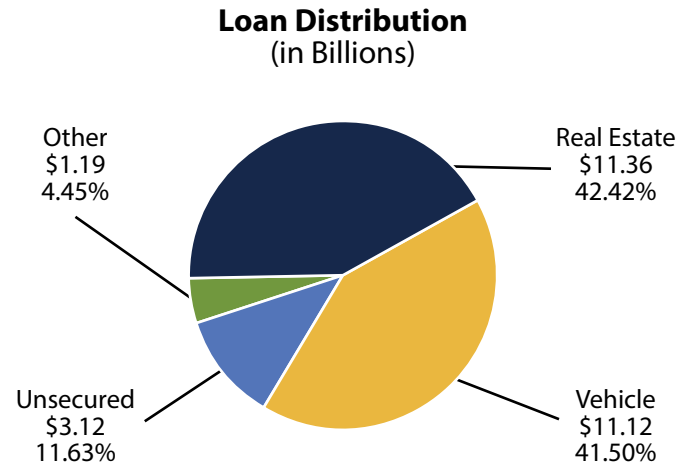
Numbers may not add up due to rounding.

### Operating Expenses vs. Net Interest Margin

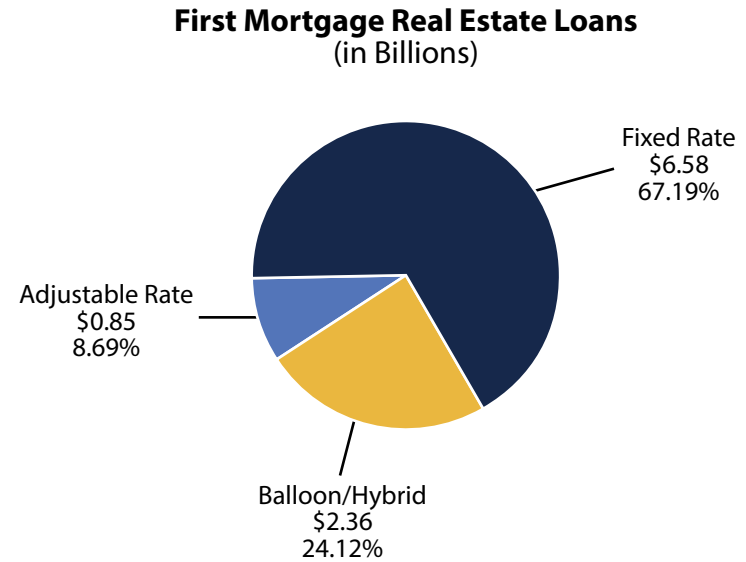




## Loan Distribution



Numbers may not add up due to rounding.



Numbers may not add up due to rounding.

## Loan Growth

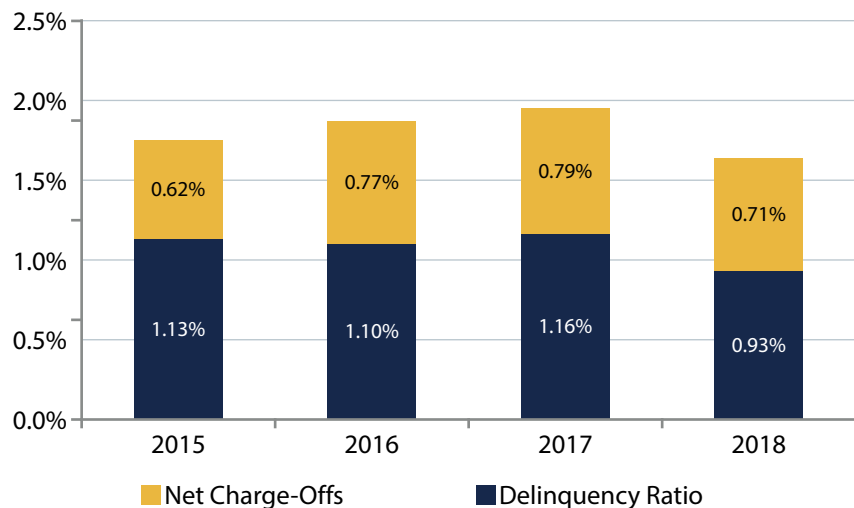
Loan Category	December 2017 in Billions	% of Total Loans December 2017	December 2018 in Billions	% of Total Loans December 2018	Growth in Billions	Growth Rate (Annualized)
Unsecured Credit Card	\$1.35	4.87%	\$1.01	3.77%	-\$0.34	-25.22%
All Other Unsecured	\$2.45	8.84%	\$2.11	7.86%	-\$0.35	-14.09%
New Vehicle	\$4.66	16.81%	\$4.99	18.64%	\$0.33	7.11%
Used Vehicle	\$5.92	21.35%	\$6.12	22.85%	\$0.20	3.36%
First Mortgage Real Estate	\$10.45	37.67%	\$9.79	36.56%	-\$0.66	-6.30%
Other Real Estate	\$1.79	6.47%	\$1.57	5.86%	-\$0.22	-12.44%
Leases Receivable & All Other	\$1.11	4.00%	\$1.19	4.45%	\$0.08	7.35%
<b>Total Loans</b>	<b>\$27.74</b>		<b>\$26.79</b>		<b>-\$0.96</b>	<b>-3.45%</b>

Numbers may not add up due to rounding.

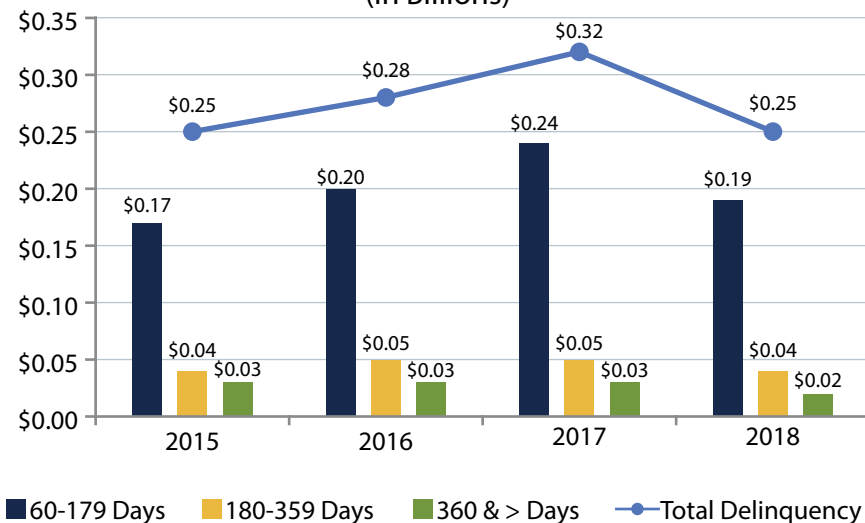


## Loan and Delinquency Trends

### Delinquency & Charge-Offs



### Delinquency (in Billions)

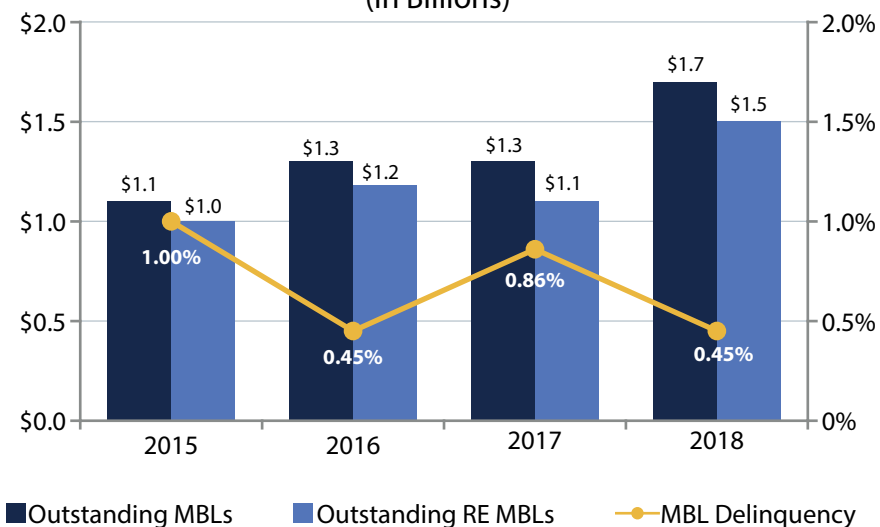


### Charge-Offs and Recoveries

Total Loan Charge-Offs and Recoveries	December 2017 in Billions	December 2018 in Billions*	% Change
Total Loans Charged Off	\$0.26	\$0.23	-9.14%
Total Loan Recoveries	\$0.05	\$0.04	-16.81%
Total Net Charge-Offs	\$0.21	\$0.19	-7.35%

\* Annualized  
Numbers may not add up due to rounding.

### Commercial/Member Business Loans & Delinquency (in Billions)

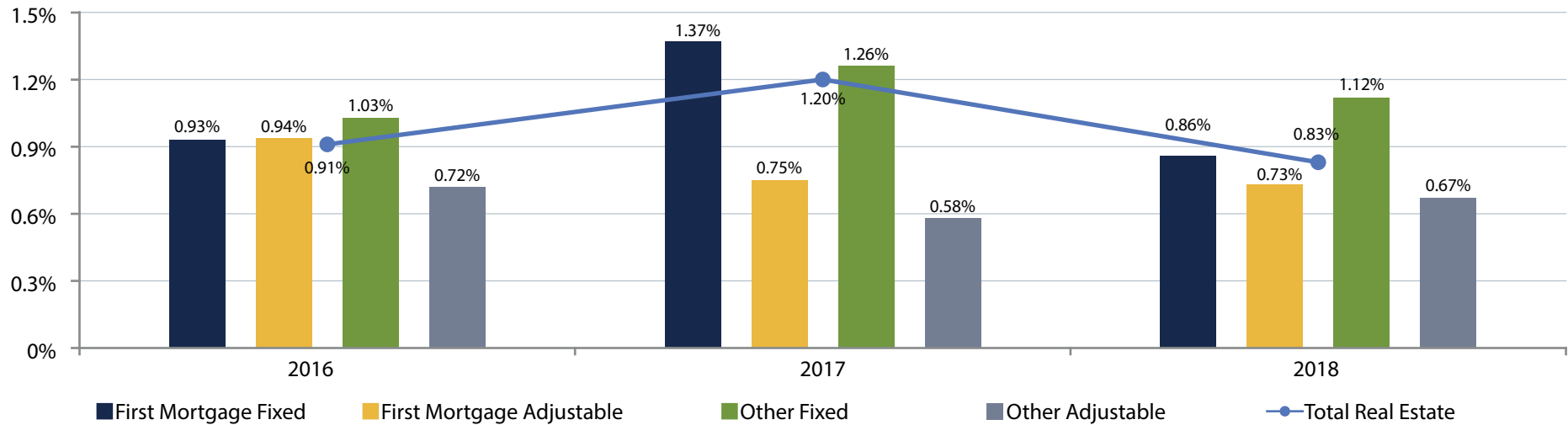


\* Reporting requirements for loans were changed with September 2017 cycle to accommodate the regulatory definition of commercial loans.

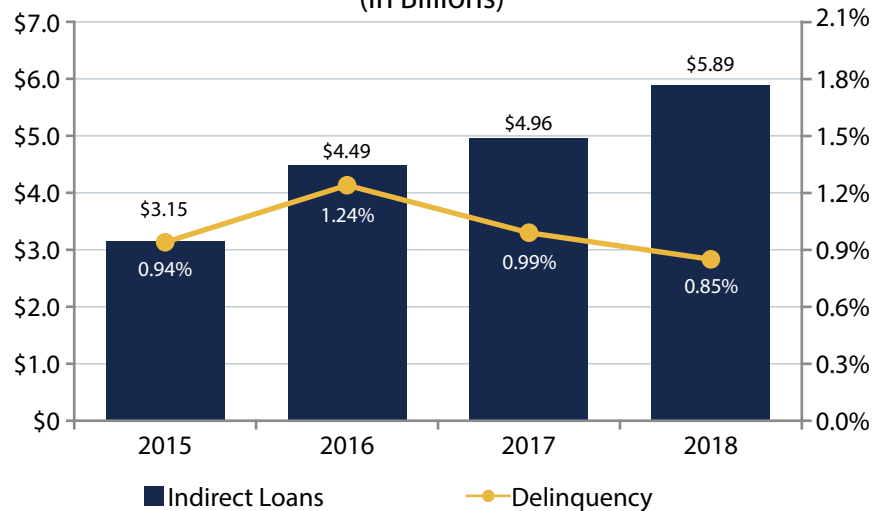


## Loan and Delinquency Trends (continued)

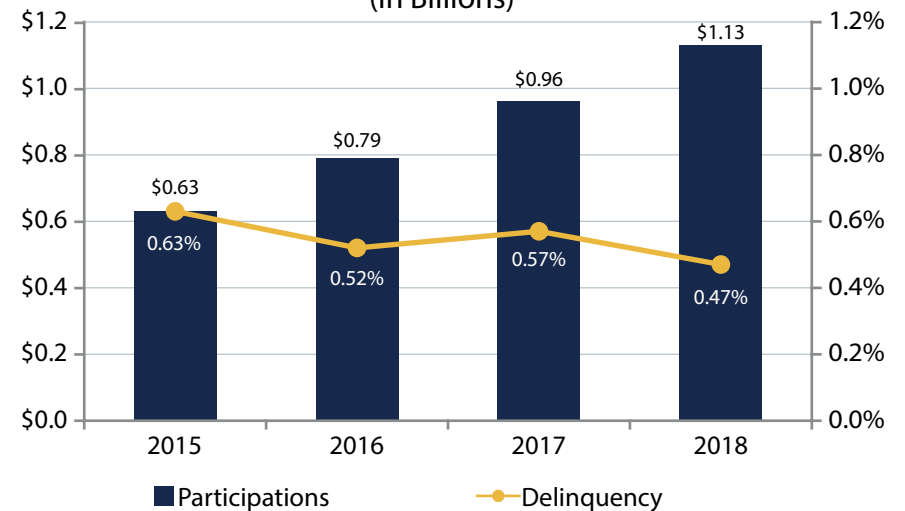
### Real Estate Delinquency



### Indirect Loans & Delinquency (in Billions)



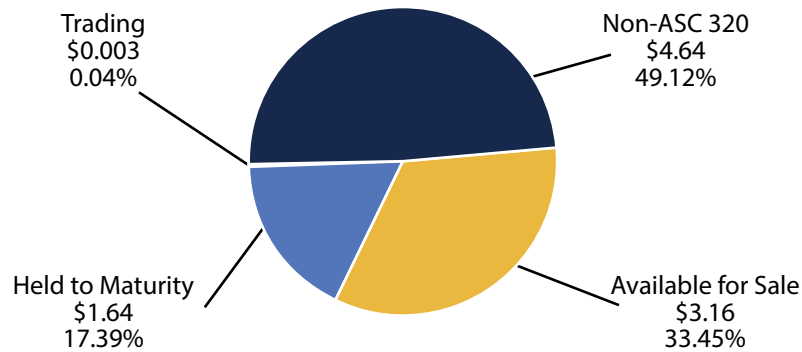
### Participation Loans & Delinquency (in Billions)





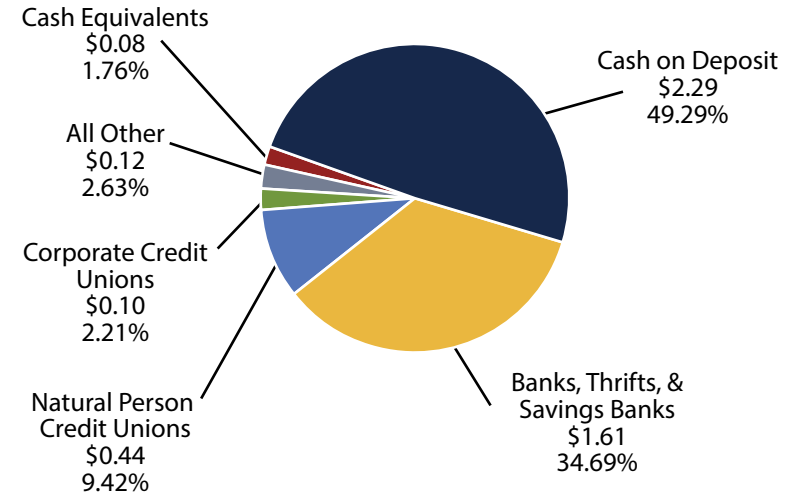
## Investment Trends - Accounting Standards Codification

**ASC 320 Investment Classification**  
(in Billions)



Numbers may not add up due to rounding.

**Total Non-ASC 320 Investment Distribution**  
(in Billions)



Numbers may not add up due to rounding.

## Maturity

Maturity or Repricing Intervals for Investments and Cash on Deposit & Equivalents	December 2017 in Billions	% of Total Investments December 2017	December 2018 in Billions	% of Total Investments December 2018	Growth in Billions	Growth Rate (Annualized)
Less than 1 year	\$5.12	45.67%	\$4.35	46.05%	-\$0.77	-15.08%
1 to 3 years	\$2.94	26.23%	\$2.49	26.41%	-\$0.45	-15.16%
3 to 5 years	\$2.26	20.16%	\$1.87	19.76%	-\$0.39	-17.44%
5 to 10 years	\$0.74	6.61%	\$0.59	6.28%	-\$0.15	-20.03%
Greater than 10 years	\$0.15	1.33%	\$0.14	1.51%	-\$0.01	-4.85%
<b>Total Investments*</b>	<b>\$11.21</b>		<b>\$9.44</b>		<b>-\$1.77</b>	<b>-15.77%</b>

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

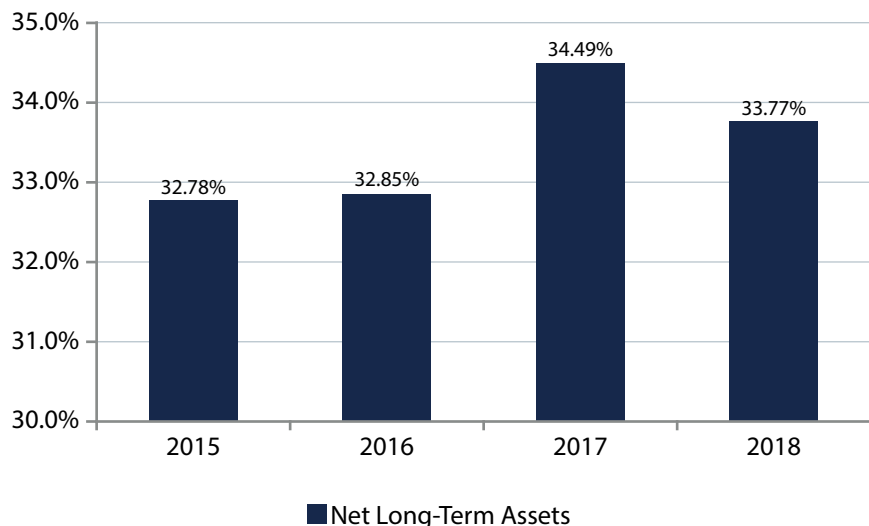




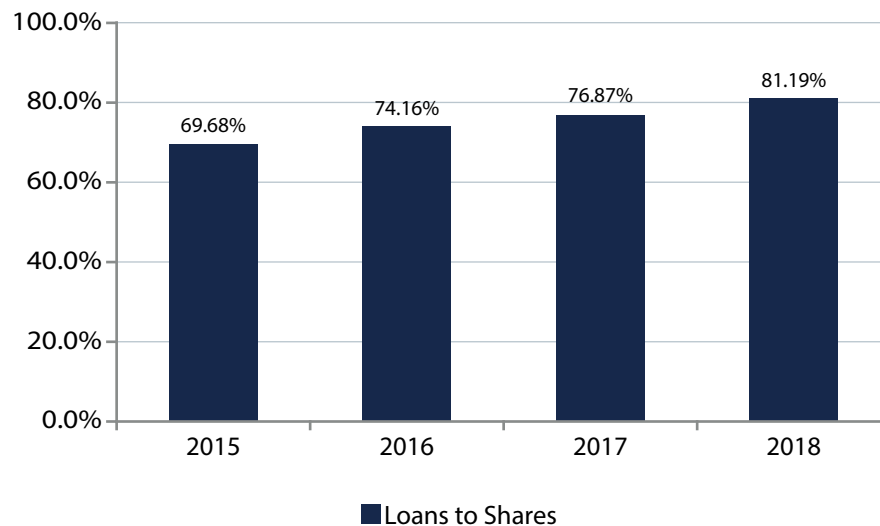


## Asset-Liability Management Trends

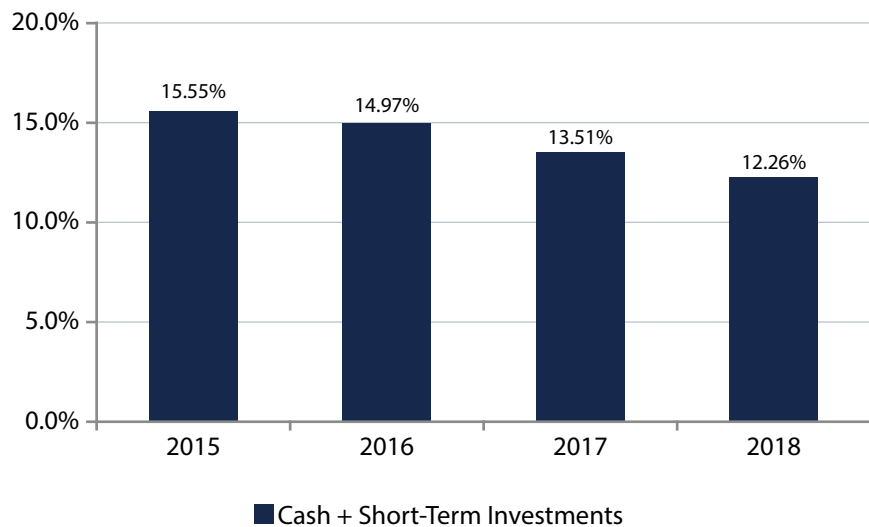
### Net Long-Term Assets / Total Assets



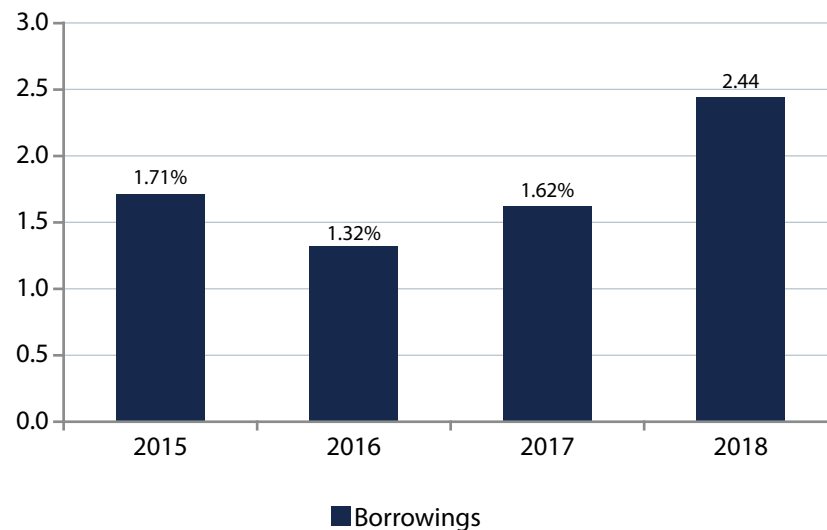
### Total Loans / Total Shares



### Cash + Short-Term Investments / Assets



### Borrowings / Total Shares & Net Worth





# NCUA FINANCIAL TRENDS IN MINORITY DEPOSITORY INSTITUTIONS – DEC. 31, 2018

## Summary of Trends by Asset Group

	MDIs December 31, 2017	MDIs December 31, 2018	LIDs December 31, 2018	SCUs December 31, 2018	FICUs December 31, 2018
Number of Credit Unions	563	529	2,554	3,881	5,375
Total Assets	\$41.47 billion	\$38.47 billion	\$542.39 billion	\$100.19 billion	\$1,453.43 billion
Average Assets/CU	\$73.65 million	\$72.73 million	\$212.37 million	\$25.82 million	\$270.41 million
Net Worth / Total Assets	10.87%	11.53%	11.21%	12.65%	11.30%
Net Worth Growth	5.77%	-1.61%	19.11%	0.12%	8.76%
Return on Average Assets (ROA)	0.54%	0.69%	0.95%	0.53%	0.92%
Net Interest Margin/Average Assets	3.35%	3.24%	3.40%	3.23%	3.13%
Fee & Other Income/Average Assets	1.61%	1.46%	1.71%	1.17%	1.38%
Operating Expense/Average Assets	3.92%	3.52%	3.72%	3.59%	3.14%
Members / Full-Time Employees	374.65	366.86	357.86	390.09	387.02
Provision for Loan Loss/Average Assets	0.60%	0.56%	0.47%	0.31%	0.46%
Loans / Shares	76.87%	81.19%	87.55%	65.14%	85.56%
Delinquent Loans / Total Loans	1.16%	0.93%	0.72%	1.04%	0.71%
Percent of Real Estate Loans Delinquent > 60 Days	1.20%	0.83%	0.56%	0.93%	0.54%
Percent of Commercial Loans Delinquent > 60 Days	0.86%	0.45%	0.60%	0.65%	0.65%
Net Charge-Offs/Average Loans	0.79%	0.71%	0.56%	0.51%	0.58%
Share Growth	6.08%	-8.59%	15.34%	-3.88%	5.20%
Loan Growth	9.95%	-3.45%	19.06%	0.52%	9.01%
Asset Growth	6.45%	-7.22%	16.00%	-3.33%	5.41%
Membership Growth	0.14%	-9.73%	12.01%	-4.83%	4.38%
Net Long-Term Assets / Total Assets	34.49%	33.77%	32.45%	21.79%	33.91%
Cash + Short-Term Investments / Assets	13.51%	12.26%	10.69%	20.50%	11.36%
Borrowings / Shares & Net Worth	1.62%	2.44%	3.55%	0.40%	4.24%