

| OVERALL T | RENDS |
|-----------|-------|
|-----------|-------|

| Number of Insured Credit Unions Reporting | | | | | | | |
|---|-----------------|---------------|-------|--|--|--|--|
| | Federal Charter | State Charter | Total | | | | |
| 2009 | 4,714 | 2,840 | 7,554 | | | | |
| 2010 | 4,589 | 2,750 | 7,339 | | | | |
| 2011 | 4,447 | 2,647 | 7,094 | | | | |
| 2012 | 4,272 | 2,547 | 6,819 | | | | |
| Sep-2013 | 4,150 | 2,470 | 6,620 | | | | |

*Net Loans equals Total Loans (\$631.5 billion) minus Allowance for Loan and Lease Losses (\$7.5 billion). Numbers may not add up due to rounding.





NET WORTH







| December | September | Effect on |
|----------|---|--|
| 2012 | 2013 | ROA |
| 2.92% | 2.79% | -0.13 bp |
| 1.43% | 1.38% | -0.05 bp |
| 3.18% | 3.15% | 0.03 bp |
| 0.36% | 0.26% | 0.10 bp |
| 0.04% | 0.04% | 0.00 bp |
| 0.85% | 0.80% | -0.05 bp |
| | 2012 2.92% 1.43% 3.18% 0.36% 0.04% | 201220132.92%2.79%1.43%1.38%3.18%3.15%0.36%0.26%0.04%0.04% |







LOAN DISTRIBUTION

Numbers may not add up due to rounding.

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| | December-2012 | % of Total Loans | September | % of Total Loans | | |
|-------------------------------|---------------|------------------|-------------|------------------|-------------|--------------|
| Loan Category | Balance | December-2012 | 2013 | September | Growth | Growth Rate |
| | In Billions | | In Billions | 2013 | In Billions | (Annualized) |
| Unsecured Credit Card | \$39.52 | 6.61% | \$40.71 | 6.45% | \$1.19 | 4.02% |
| All Other Unsecured | \$26.86 | 4.49% | \$28.25 | 4.47% | \$1.40 | 6.94% |
| New Vehicle | \$63.29 | 10.59% | \$69.01 | 10.93% | \$5.72 | 12.05% |
| Used Vehicle | \$115.20 | 19.28% | \$124.99 | 19.79% | \$9.79 | 11.33% |
| First Mortgage Real Estate | \$246.24 | 41.21% | \$262.28 | 41.53% | \$16.05 | 8.69% |
| Other Real Estate | \$73.95 | 12.38% | \$70.85 | 11.22% | -\$3.10 | -5.59% |
| Leases Receivable & All Other | \$32.47 | 5.43% | \$35.40 | 5.61% | \$2.93 | 12.01% |
| Total Loans | \$597.52 | | \$631.50 | | \$33.97 | 7.58% |

LOAN AND DELINQUENCY TRENDS



Numbers may not add up due to rounding.

\$5.0

\$0.0

2009

Outstanding MBLs

2010

2011

Outstanding RE MBLs

2012

0.5% 0.0%

Sep-2013

LOAN AND DELINQUENCY TRENDS (continued)



INVESTMENT TRENDS



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| Maturity or Repricing Intervals for Investments and Cash on Deposit & Equivalents | December 2012 In Billions | % of Total Investments December 2012 | September 2013 in Billions | % of Total Investments September 2013 | Growth in Billions | Growth Rate (Annualized) |
|---|---------------------------------|---|----------------------------------|--|------------------------------|------------------------------------|
| Less than 1 year | \$170.45 | 45.69% | \$152.63 | 40.99% | -\$17.82 | -13.94% |
| 1 to 3 years | \$106.92 | 28.66% | \$94.08 | 25.26% | -\$12.83 | -16.01% |
| 3 to 5 years | \$64.59 | 17.31% | \$79.49 | 21.35% | \$14.90 | 30.75% |
| 5 to 10 years | \$24.68 | 6.62% | \$39.19 | 10.52% | \$14.51 | 78.37% |
| Greater than 10 years | \$6.45 | 1.73% | \$6.99 | 1.88% | \$0.54 | 11.23% |
| Total Investments* | \$373.09 | | \$372.39 | | -\$0.70 | -0.25% |

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

SHARE TRENDS



Numbers may not add up due to rounding.

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| | | % of Total | | % of Total | | |
|---------------------------|---------------|------------|----------------|------------|-------------|--------------|
| Share Category | December 2012 | Shares | September 2013 | Shares | | |
| | Balance | December | Balance | September | Growth | Growth Rate |
| | In Billions | 2012 | In Billions | 2013 | In Billions | (Annualized) |
| Share Drafts | \$111.42 | 12.69% | \$117.01 | 12.92% | \$5.59 | 6.69% |
| Regular Shares | \$275.29 | 31.36% | \$295.41 | 32.61% | \$20.11 | 9.74% |
| Money Market Shares | \$203.25 | 23.15% | \$210.61 | 23.25% | \$7.36 | 4.83% |
| Share Certificates | \$197.88 | 22.54% | \$192.17 | 21.21% | -\$5.71 | -3.85% |
| IRA / KEOGH Accounts | \$79.07 | 9.01% | \$79.13 | 8.73% | \$0.06 | 0.10% |
| All Other Shares | \$8.72 | 0.99% | \$8.79 | 0.97% | \$0.07 | 1.11% |
| Non-Member Deposits | \$2.27 | 0.26% | \$2.80 | 0.31% | \$0.53 | 30.97% |
| Total Shares and Deposits | \$877.90 | | \$905.92 | | \$28.01 | 4.25% |





TOTAL LOANS / TOTAL SHARES



CASH + SHORT-TERM INVESTMENTS / ASSETS BORROV



BORROWINGS / TOTAL SHARES & NET WORTH



SUMMARY OF TRENDS BY ASSET GROUP

| | Asset Group | Asset Group | Asset Group | Asset Group |
|---|----------------|------------------|------------------|--------------------|
| | Under \$10 | \$10 million to | \$100 million to | \$500 million and |
| | million | \$100 million | \$500 million | Greater |
| # of Credit Unions | 2,213 | 2,947 | 1,038 | 422 |
| Total Assets | \$8.93 billion | \$108.52 billion | \$231.00 billion | \$708.16 billion |
| Average Assets/CU | \$4.03 million | \$36.82 million | \$222.54 million | \$1,678.09 million |
| Net Worth / Total Assets | 14.50% | 11.59% | 10.65% | 10.46% |
| Average Net Worth (non-dollar weighted) | 15.95% | 12.03% | 10.63% | 10.64% |
| Net Worth Growth* | -0.38% | 3.27% | 6.52% | 9.75% |
| Return on Average Assets (ROA) | -0.03% | 0.34% | 0.60% | 0.95% |
| Net Interest Margin/Average Assets | 3.34% | 3.07% | 2.99% | 2.68% |
| Fee & Other Income/Average Assets | 0.67% | 1.15% | 1.51% | 1.39% |
| Operating Expense/Average Assets | 3.80% | 3.68% | 3.69% | 2.89% |
| Members / Full-Time Employees | 430.94 | 401.22 | 348.77 | 398.29 |
| Provision for Loan Loss/Average Assets | 0.26% | 0.22% | 0.25% | 0.27% |
| Loans / Shares | 54.88% | 58.14% | 67.72% | 72.40% |
| Delinquent Loans / Total Loans | 2.05% | 1.25% | 1.04% | 0.97% |
| % of Real Estate Loans Delinquent > 59 Days | 2.01% | 1.44% | 1.26% | 1.19% |
| % of Member Business Loans Delinquent > 59 Days | 1.14% | 1.24% | 1.58% | 2.02% |
| Net Charge-Offs/Average Loans | 0.59% | 0.49% | 0.55% | 0.58% |
| Share Growth* | 1.51% | 3.22% | 4.58% | 5.42% |
| Loan Growth* | 0.51% | 3.49% | 7.41% | 9.37% |
| Asset Growth* | 1.25% | 3.15% | 4.70% | 5.85% |
| Membership Growth* | -2.15% | -0.02% | 3.01% | 5.45% |
| Net Long-Term Assets / Total Assets | 10.55% | 27.07% | 36.48% | 37.10% |
| Cash + Short-Term Investments / Assets | 32.28% | 21.94% | 14.67% | 14.11% |
| Borrowings / Shares & Net Worth | 0.10% | 0.22% | 1.17% | 3.94% |

*Note: The growth trends are based on the same federally insured credit unions reporting at 12/31/2012 and 09/30/2013, based on 09/30/2013 assets.