


| CATALYST Strategic Solutions |  |  |  |  |  |  |  |  | NCU | $\begin{aligned} & \text { Peer } \\ & \text { Natio } \end{aligned}$ | atistics al Data |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  | September 30, 2021 |  |
| Loan Quality | $\begin{gathered} \text { Peer } \\ <2 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \text { Peer } \\ 2-5 \mathrm{~mm} \end{gathered}$ | Peer $5-10 \mathrm{~mm}$ | $\begin{gathered} \text { Peer } \\ 10-20 \mathrm{~mm} \end{gathered}$ | Peer $20-50 \mathrm{~mm}$ | Peer $50-100 \mathrm{~mm}$ | $\begin{gathered} \hline \text { Peer } \\ 100-200 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \text { Peer } \\ 200-500 \mathrm{~mm} \end{gathered}$ | Peer $500 \mathrm{~mm}-1 \mathrm{~B}$ | Peer GT 1 Billion | Peer ALL FICUs |
| Delinquent Loans / Net Loans | 2.82\% | 1.51\% | 0.32\% | 0.30\% | 0.63\% | 0.41\% | 0.38\% | 0.40\% | 0.41\% | 0.44\% | 0.43\% |
| Delinquent Loans / Total Capital | 5.6\% | 3.8\% | 1.7\% | 1.4\% | 2.4\% | 1.9\% | 2.0\% | 2.3\% | 2.4\% | 2.6\% | 2.5\% |
| Delinquent Loans + OREO / Net Loans + OREO | 2.9\% | 1.6\% | 0.4\% | 0.3\% | 0.7\% | 0.5\% | 0.4\% | 0.4\% | 0.5\% | 0.5\% | 0.5\% |
| Delinquent Loans $>6 \mathrm{mo} /$ Delinquent Loans | 46.9\% | 40.3\% | 32.4\% | 35.2\% | 32.2\% | 30.0\% | 33.0\% | 36.2\% | $31.6 \%$ | 35.0\% | $34.4 \%$ |
| Allowance for Loan Losses/Net Loans | 3.33\% | 1.62\% | 0.96\% | 0.74\% | 0.80\% | 0.68\% | 0.77\% | 0.74\% | 0.80\% | 0.88\% | 0.85\% |
| Loans 2 to less than 6 months Delinquent (\$000s) | \$5 | \$14 | \$23 | \$35 | \$68 | \$138 | \$254 | \$505 | \$1,202 | \$5,591 | \$630 |
| Loans 6 to less than 12 months Delinquent ( $\$ 000 \mathrm{~s}$ ) | \$2 | \$5 | \$7 | \$11 | \$17 | \$27 | \$62 | \$128 | \$230 | \$1,401 | \$153 |
| Loans 12 months and over Delinquent (\$000s) | \$2 | \$4 | \$4 | \$8 | \$15 | \$32 | \$63 | \$158 | \$326 | \$1,605 | \$178 |
| Total Delinquent Loans (\$000s) | \$10 | \$23 | \$35 | \$53 | \$100 | \$197 | \$380 | \$792 | \$1,758 | \$8,597 | \$961 |
| Delinquency by Category |  |  |  |  |  |  |  |  |  |  |  |
| Unsecured Credit Card | 0.00\% | 0.08\% | 0.09\% | 0.12\% | 0.25\% | 0.21\% | 0.18\% | 0.20\% | 0.25\% | 0.35\% | 0.31\% |
| STS Loans | 1.63\% | 2.49\% | 1.37\% | 1.60\% | 1.67\% | 1.36\% | 1.47\% | 0.90\% | 2.70\% | 3.33\% | 2.66\% |
| Non-Federally Guaranteed Student Loans | 0.00\% | 0.00\% | 0.45\% | 0.10\% | 1.11\% | 0.38\% | 0.58\% | 0.75\% | 1.36\% | 0.66\% | 0.73\% |
| New Vehicle Loans | 1.60\% | 0.91\% | 0.26\% | 0.21\% | 0.34\% | 0.25\% | 0.18\% | 0.22\% | 0.26\% | 0.26\% | 0.25\% |
| Used Vehicle Loans | 2.70\% | 1.63\% | 0.40\% | 0.44\% | 0.65\% | 0.47\% | 0.42\% | 0.41\% | 0.41\% | 0.38\% | 0.40\% |
| 1st Mortgage Fixed | 0.00\% | 1.20\% | 1.42\% | 0.76\% | 0.66\% | 0.37\% | 0.41\% | 0.33\% | 0.28\% | 0.26\% | 0.28\% |
| 1st Mortgage Adj | 0.00\% | 2.07\% | 0.63\% | 2.09\% | 0.84\% | 0.79\% | 0.72\% | 0.46\% | 0.47\% | 0.78\% | 0.72\% |
| Other RE Fixed | 4.00\% | 1.30\% | 2.55\% | 0.99\% | 0.79\% | 0.61\% | 0.55\% | 0.63\% | 0.45\% | 0.53\% | 0.54\% |
| Other RE Adj | 0.00\% | 1.43\% | 0.48\% | 0.47\% | 0.64\% | 0.77\% | 0.47\% | 0.38\% | 0.40\% | 0.53\% | 0.50\% |
| Leases Receivable | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.03\% | 0.09\% | 0.09\% | 0.18\% | 0.16\% |
| All Other Loans | 13.82\% | 6.10\% | 2.87\% | 1.42\% | 1.77\% | 1.67\% | 1.03\% | 1.28\% | 1.65\% | 1.66\% | 1.58\% |
| Indirect Loans | $0.00 \%$ | 0.00\% | 0.25\% | 0.73\% | 0.97\% | 0.54\% | 0.55\% | 0.45\% | 0.43\% | 0.36\% | 0.38\% |
| Total 1st Mortgage Loans | 0.00\% | 1.35\% | 1.35\% | 1.03\% | 0.70\% | 0.45\% | 0.47\% | 0.36\% | 0.32\% | 0.38\% | 0.38\% |
| MBL Delinquency Rate | 0.00\% | 0.00\% | 0.00\% | 1.66\% | 0.00\% | 0.25\% | 0.28\% | 0.41\% | 0.21\% | 0.29\% | 0.28\% |
| MBL Delinquency as \% of Total RE Loans | 0.00\% | 0.00\% | 0.00\% | 0.01\% | 0.00\% | 0.01\% | 0.03\% | 0.06\% | 0.04\% | 0.05\% | 0.05\% |
| YTD Annualized |  |  |  |  |  |  |  |  |  |  |  |
| Net Charge-Offs / Average Loans (Annualized) | 0.24\% | 0.30\% | 0.07\% | 0.09\% | 0.16\% | 0.14\% | 0.15\% | 0.17\% | 0.21\% | 0.22\% | 0.21\% |
| Recoveries / Charge-Offs | 38.41\% | 41.96\% | 43.41\% | 40.14\% | 40.35\% | 41.53\% | 41.62\% | 44.45\% | 39.78\% | 37.53\% | 38.67\% |
| Expected Charge-Offs / Net Loans | 0.68\% | 0.56\% | 0.11\% | 0.15\% | 0.24\% | 0.19\% | 0.20\% | 0.23\% | 0.22\% | 0.22\% | 0.22\% |
| Provision for Loan Losses/Net Charge-Offs | 108.2\% | 66.9\% | 264.7\% | 232.5\% | 73.4\% | 92.5\% | 101.6\% | 65.7\% | 68.9\% | 47.2\% | 55.4\% |
| Prov. for Loan Losses/Expected Charge-Offs | 39.6\% | 36.1\% | 173.0\% | 137.3\% | 51.0\% | 66.5\% | 73.3\% | 48.6\% | 64.5\% | 47.8\% | 52.4\% |
| Bankruptcies / Net Loans | 0.20\% | 0.43\% | 0.11\% | 0.18\% | 0.29\% | 0.26\% | 0.27\% | 0.32\% | 0.31\% | 0.28\% | 0.29\% |
| Total Amount of Loans Charged-Off (\$000s) | \$2 | \$9 | \$17 | \$26 | \$55 | \$117 | \$237 | \$581 | \$1,491 | \$6,763 | \$737 |
| Total Amount of Recoveries (\$000s) | \$1 | \$4 | \$7 | \$10 | \$22 | \$49 | \$99 | \$258 | \$593 | \$2,538 | \$285 |
| Net Charge Offs (\$000s) | \$1 | \$5 | \$9 | \$16 | \$33 | \$69 | \$138 | \$323 | \$898 | \$4,225 | \$452 |
| Net Charge-Offs by Category |  |  |  |  |  |  |  |  |  |  |  |
| Unsecured Credit Card Loans | 0.01\% | 0.05\% | 0.04\% | 0.07\% | 0.20\% | 0.27\% | 0.32\% | 0.39\% | 0.52\% | 0.85\% | 0.70\% |
| STS Loans | 5.01\% | 1.49\% | 2.35\% | 1.66\% | 2.08\% | -1.52\% | 1.51\% | 3.18\% | 7.79\% | 5.57\% | 4.45\% |
| Non-Federally Guaranteed Student Loans | 0.00\% | 0.00\% | 0.00\% | -0.01\% | 0.06\% | 0.25\% | 0.14\% | 0.24\% | 0.78\% | 0.28\% | 0.33\% |
| New Vehicle Loans | -0.07\% | 0.09\% | 0.03\% | 0.04\% | 0.06\% | 0.08\% | 0.09\% | 0.13\% | 0.18\% | 0.21\% | 0.18\% |
| Used Vehicle Loans | 0.24\% | 0.19\% | 0.09\% | 0.09\% | 0.22\% | 0.20\% | 0.21\% | 0.21\% | 0.27\% | 0.26\% | 0.25\% |
| Total 1st Mortgage RE Loans/LOC | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.01\% | 0.00\% | 0.01\% | 0.01\% | 0.01\% | 0.00\% | 0.00\% |
| Total Other RE Loans/ LOC | 0.00\% | 0.36\% | 0.02\% | 0.07\% | -0.01\% | 0.00\% | -0.01\% | -0.01\% | -0.02\% | -0.04\% | -0.03\% |
| Leases Receivable | 0.00\% | 8.21\% | 0.00\% | 0.15\% | 10.69\% | 4.43\% | 0.15\% | 0.67\% | 0.67\% | 0.11\% | 0.15\% |
| All Other Loans | 1.89\% | 2.11\% | 1.18\% | 0.98\% | 1.22\% | -2.40\% | -1.02\% | -0.25\% | -0.20\% | -0.16\% | -0.20\% |
| Indirect Loans | 0.00\% | 0.00\% | 0.80\% | 0.11\% | 0.22\% | 0.19\% | 0.21\% | 0.18\% | 0.21\% | 0.20\% | 0.20\% |
| Number of Credit Unions in Each Peer Group: | 342 | 320 | 425 | 572 | 921 | 703 | 585 | 533 | 294 | 401 | 5,096 |



| Concentration Risk (\% of Net Worth) | $\begin{gathered} \text { Peer } \\ <2 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \hline \text { Peer } \\ 2-5 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \text { Peer } \\ 5-10 \mathrm{~mm} \\ \hline \end{gathered}$ | $\begin{gathered} \text { Peer } \\ 10-20 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \text { Peer } \\ 20-50 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \text { Peer } \\ 50-100 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \hline \text { Peer } \\ 100-200 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \hline \text { Peer } \\ 200-500 \mathrm{~mm} \end{gathered}$ | $\begin{gathered} \text { Peer } \\ 500 \mathrm{~mm}-1 \mathrm{~B} \end{gathered}$ | Peer GT 1 Billion | Peer ALL FICUs |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits in Commercial Banks, S\&Ls, Savings Banks | 7.16\% | 10.13\% | 11.63\% | 11.39\% | 28.55\% | 16.11\% | 8.52\% | 3.55\% | 1.00\% | 0.20\% | 2.37\% |
| Credit Unions - Deposits in and Loans to | 0.92\% | 2.32\% | 2.52\% | 3.32\% | 6.37\% | 3.61\% | 1.92\% | 0.93\% | 0.36\% | 0.05\% | 0.57\% |
| Total Investments in Corporate Credit Unions* | 57.57\% | 71.11\% | 47.80\% | 54.49\% | 111.03\% | 92.93\% | 73.02\% | 50.82\% | 26.87\% | 6.97\% | 22.86\% |
| Marketable Securities | 12.44\% | 55.11\% | 50.72\% | 62.30\% | 144.46\% | 131.66\% | 138.90\% | 165.00\% | 171.24\% | 197.34\% | 182.45\% |
| All Other Investments | 131.73\% | 148.59\% | 237.41\% | 254.26\% | 245.77\% | 195.99\% | 158.87\% | 130.22\% | 104.54\% | 112.09\% | 123.38\% |
| Total Investments | 335.17\% | 360.29\% | 382.00\% | 407.72\% | 567.05\% | 462.23\% | 402.69\% | 370.17\% | 323.67\% | 330.13\% | 347.73\% |
| Unsecured Loans | 56.82\% | 53.20\% | 38.23\% | 41.54\% | 44.26\% | 39.99\% | 41.25\% | 43.46\% | 45.09\% | 46.98\% | 45.73\% |
| Vehicle Loans | 129.67\% | 170.36\% | 281.87\% | 219.48\% | 187.45\% | 181.49\% | 202.50\% | 221.56\% | 215.61\% | 193.42\% | 199.09\% |
| New Vehicle Loans | 44.51\% | 64.93\% | 92.33\% | 79.77\% | 63.91\% | 56.43\% | 60.97\% | 68.52\% | 67.28\% | 71.93\% | 69.94\% |
| Used Vehicle Loans | 85.16\% | 105.43\% | 189.55\% | 139.71\% | 123.54\% | 125.06\% | 141.53\% | 153.04\% | 148.33\% | 121.49\% | 129.15\% |
| Total Real Estate | 2.04\% | 11.18\% | 214.39\% | 181.82\% | 133.44\% | 235.03\% | 258.97\% | 281.48\% | 313.40\% | 333.53\% | 312.22\% |
| 1st Mortgage | 1.57\% | 8.78\% | 197.09\% | 162.31\% | 103.16\% | 189.99\% | 213.47\% | 233.98\% | 268.38\% | 290.84\% | 269.24\% |
| 1st Mortgage Fxd | 1.57\% | 6.41\% | 6.82\% | 16.46\% | 71.30\% | 90.83\% | 119.90\% | 166.60\% | 215.44\% | 240.36\% | 211.47\% |
| 1st Mortgage Adj | 0.00\% | 1.30\% | 0.68\% | 4.17\% | 18.74\% | 22.90\% | 32.57\% | 52.43\% | 54.88\% | 65.47\% | 57.76\% |
| 2nd Mortgage | 0.26\% | 2.47\% | 4.37\% | 7.59\% | 27.06\% | 28.05\% | 34.74\% | 44.06\% | 46.74\% | 45.09\% | 42.98\% |
| Closed-End Fxd | 0.26\% | 1.46\% | 2.41\% | 3.71\% | 11.79\% | 10.26\% | 13.31\% | 15.91\% | 15.09\% | 10.46\% | 11.54\% |
| Closed-End Adj | 0.00\% | 0.04\% | 0.14\% | 0.40\% | 0.80\% | 1.76\% | 1.26\% | 1.61\% | 1.88\% | 1.45\% | 1.48\% |
| Open-End Adj | 0.00\% | 0.85\% | 1.50\% | 2.84\% | 12.86\% | 15.06\% | 18.97\% | 25.88\% | 28.54\% | 31.82\% | 28.72\% |
| Open-End Fxd | 0.00\% | 0.13\% | 0.32\% | 0.64\% | 1.61\% | 0.98\% | 1.20\% | 0.66\% | 1.23\% | 1.36\% | 1.25\% |
| Other RE Loans | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| Leases Receivable | 0.14\% | 0.11\% | 0.21\% | 0.00\% | 0.02\% | 0.03\% | 1.26\% | 1.09\% | 1.03\% | 3.58\% | 2.68\% |
| All Other Loans/Lines of Credit to Members | 21.10\% | 23.19\% | 19.16\% | 22.34\% | 30.27\% | 27.20\% | 39.62\% | 33.52\% | 29.10\% | 27.92\% | 29.14\% |
| Total Loans | 210.82\% | 258.48\% | 554.38\% | 466.34\% | 396.73\% | 489.01\% | 547.43\% | 585.14\% | 609.16\% | 613.21\% | 595.41\% |
| Indirect Loans | 0.00\% | 0.06\% | 0.73\% | 2.51\% | 15.57\% | 35.96\% | 55.60\% | 98.50\% | 131.73\% | 150.04\% | 128.71\% |
| Percent of Vehicle Loans | 0.00\% | 0.04\% | 0.26\% | 1.15\% | 8.31\% | 19.81\% | 27.46\% | 44.46\% | 61.09\% | 77.57\% | 64.65\% |
| Business Loans | 0.29\% | 1.29\% | 1.03\% | 1.11\% | 5.81\% | 14.18\% | 24.05\% | 42.03\% | 67.04\% | 63.88\% | 55.97\% |
| Participation Loans | 0.30\% | 0.73\% | 1.07\% | 2.42\% | 11.06\% | 16.44\% | 24.41\% | 32.10\% | 32.37\% | 22.17\% | 23.58\% |
| Total Mortgage Exposure** | 2.45\% | 11.36\% | 215.34\% | 183.28\% | 144.77\% | 259.33\% | 311.67\% | 370.24\% | 427.14\% | 461.35\% | 422.51\% |
| Total Real Estate | 2.04\% | 11.18\% | 214.39\% | 181.82\% | 133.44\% | 235.03\% | 258.97\% | 281.48\% | 313.40\% | 333.53\% | 312.22\% |
| RE Business Loans | 0.05\% | 0.69\% | 0.06\% | 0.23\% | 2.14\% | 5.31\% | 10.73\% | 23.24\% | 46.77\% | 54.83\% | 44.78\% |
| Mortgage-Backed Investments | 0.41\% | 0.18\% | 0.95\% | 1.46\% | 11.33\% | 24.30\% | 52.70\% | 88.76\% | 113.74\% | 127.81\% | 110.29\% |
| Federal Agency Securities (Mtg Backed) | 0.41\% | 0.18\% | 0.95\% | 1.46\% | 11.33\% | 24.26\% | 52.42\% | 88.39\% | 112.61\% | 122.79\% | 106.75\% |
| Total Other Mortgage Backed Securities | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.05\% | 0.28\% | 0.37\% | 1.13\% | 5.03\% | 3.54\% |



September 30, 2021



