



Credit Union Performance Trends

Q3 FY 2025

December 2025

**forvis
mazars**

“Credit unions continue to demonstrate resilience in a dynamic economic environment, with steady loan growth and prudent reserve building. As we navigate rising delinquencies and evolving risk profiles, it’s essential to maintain disciplined loan pricing, proactively manage asset quality, and swiftly adapt to changes in funding costs. By embracing forward-looking risk management and leveraging actionable data, credit unions can position themselves for sustained financial health and confidently serve their members’ needs.”



Chad Garber

National Credit Union Industry Leader

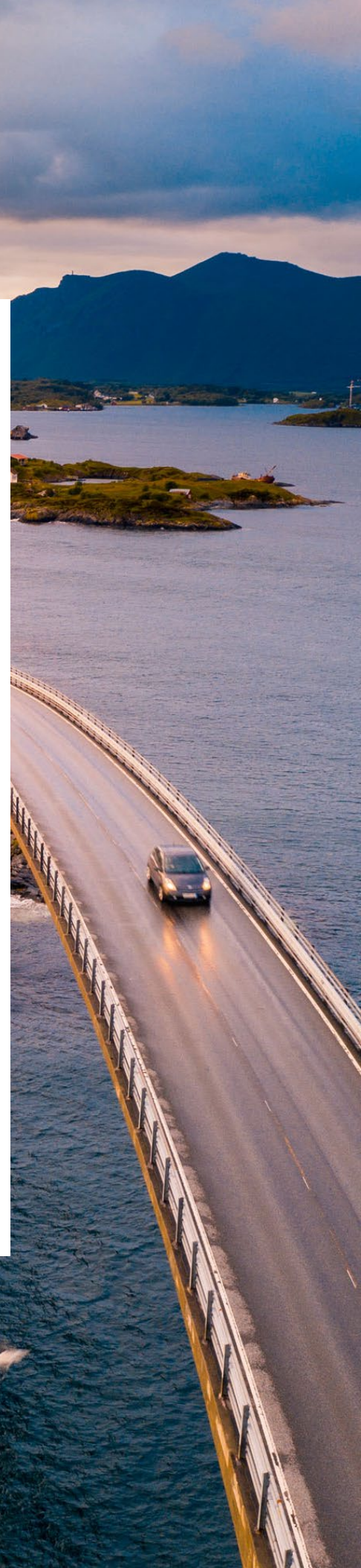


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Executive Summary



In this performance trends report, professionals from Forvis Mazars highlight a variety of trends that may affect credit unions. We have observed that commercial lending remains strong overall, but there are factors that could create challenges moving forward.

Some data trends we've seen that are affecting credit unions include:

- Annualized loan growth in the U.S. credit union system of 4.6% through the third quarter of 2025, led by loans and lines of credit (LOCs) for one- to four-family portfolios (first liens and junior liens) and commercial loans.
- Credit unions with total assets below \$10 billion loan portfolios continue to mostly consist of one- to four-family loans (first liens and junior liens). Commercial loans, secured by real estate and by non-real estate, have increased by \$42 billion from year-end 2022 to the third quarter of 2025.
- A dramatic rise in loan yields and leveling off of funding costs.
- Asset quality metrics show mixed results, with 60-plus days delinquent loans increasing quarter-over-quarter, net charge-off (NCO) levels declining, and reserve levels slightly increasing.

Scope

This report explores the National Credit Union Administration (NCUA) call report data from Form 5300 filers to help credit union executives identify significant trends that have developed in recent years. The data is presented in a last-four-quarters-and-last-four-years format to better help readers identify trends. In addition to our analysis of the trends, the report provides recommendations for credit union executives to consider, along with an in-depth Appendix that houses asset size-specific benchmarking data to help see how credit unions stand against their peers. We also present ways we can support your [credit union](#) with our assurance and consulting services, including [loan reviews](#) and loan and capital stress testing.

Lending Data Analysis



Loan Growth Analysis

As of September 30, 2025, there were \$1.718 trillion in loans outstanding at a total of 4,418 credit unions. This was an increase of \$57.9 billion from year-end 2024 and \$100.2 billion from the end of 2023. The following table shows the breakdown of loan growth and average loan portfolio size for credit unions of various asset size ranges.

Asset Size	# of CUs	Average Total Loans	9/30/25 Total Loans	YE 2024 Total Loans	2024 - 9/30/25 Annualized Growth	YE 2023 Total Loans	2023 - 2024 Annualized Growth
< \$500 Million	3,671	\$54.5MM	\$200.1B	\$203.0B	-2.0%	\$211.9B	-4.2%
\$500 Million to \$2 Billion	490	\$708.8MM	\$347.3B	\$346.8B	0.2%	\$350.0B	-0.9%
\$2 Billion to \$10 Billion	236	\$3.1B	\$727.8B	\$691.6B	7.0%	\$648.7B	6.6%
< \$10 Billion	4,397	\$290.0MM	\$1,275.2B	\$1,241.4B	3.6%	\$1,210.6B	2.5%
> \$10 Billion	21	\$21.1B	\$442.9B	\$418.9B	7.7%	\$407.3B	2.8%
All Credit Unions	4,418	\$388.9MM	\$1,718.1B	\$1,660.2B	4.6%	\$1,617.9B	2.6%

Among credit unions with assets less than \$10 billion, loans outstanding grew by \$23.6 billion, or 1.9% in the third quarter of 2025. The loans and LOCs secured by one- to four-family portfolios (first and junior liens) grew by \$16.9 billion, or 3.1%. Commercial loans secured by real estate grew by \$4.8 billion, or 3.3%. New and used vehicle loans reversed their trend of declining balances and increased by \$0.2 billion, or 0.1% during the third quarter.

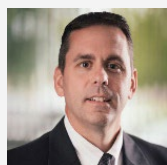
Loan Portfolio Composition Analysis

Given the growth trends for credit unions under \$10 billion, the portfolio mix has shifted over the last few years. Total one- to four-family real estate (RE) loans now make up 44.8% of the loan portfolios, up from 41.8% in 2023. Also, commercial loans (and lines of credit) secured by real estate (CRE) loans now make up 11.6% of total loans, up from 9.5% at YE 2022. At the same time, vehicle loans have decreased to 30.2% of total loans, down from 34.6% at YE 2022. Credit cards remained relatively steady at 3.1% compared to 3.2% in 2022, and other secured non-RE loans decreased to 4.4% from 5.0% in 2022.

Total Assets < \$10 Billion

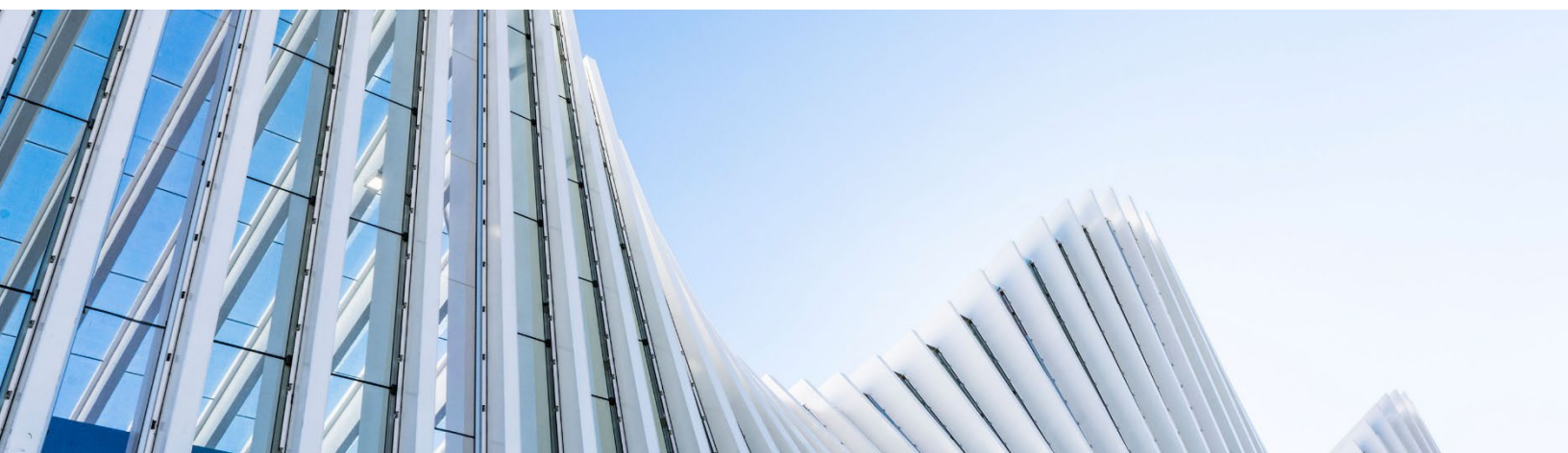
Loan Balances (\$Billions)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	\$40.3	\$39.5	\$39.4	\$39.9	\$36.6	\$39.2	\$40.3	\$39.9
Payday Alternative Loans (PAL)	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1
Non-Fed. Guar. Student Loans	\$3.5	\$3.6	\$3.4	\$3.4	\$3.6	\$3.6	\$3.5	\$3.4
Other Unsecured Loans	\$50.3	\$49.2	\$48.6	\$49.1	\$45.8	\$50.0	\$50.3	\$49.1
New Vehicle Loans	\$126.7	\$125.1	\$124.1	\$124.3	\$138.9	\$136.8	\$126.7	\$124.3
Used Vehicle Loans	\$258.8	\$259.4	\$261.0	\$261.1	\$259.1	\$263.9	\$258.8	\$261.1
Leases Receivable	\$5.4	\$5.4	\$5.2	\$5.2	\$5.6	\$5.7	\$5.4	\$5.2
Other Loans & LOC Sec Non RE	\$57.5	\$56.7	\$56.4	\$56.4	\$58.1	\$59.6	\$57.5	\$56.4
Loans & LOC 1-4 Fam. (1st Lien)	\$426.6	\$428.8	\$426.5	\$437.0	\$396.3	\$412.7	\$426.6	\$437.0
Loans & LOC 1-4 Fam. (Jr Lien)	\$121.6	\$124.7	\$128.2	\$134.7	\$84.8	\$103.6	\$121.6	\$134.7
Other RE Loans & LOC	\$2.0	\$2.1	\$2.1	\$2.4	\$1.9	\$2.0	\$2.0	\$2.4
Comm"l Loans/LOC (RE Sec.)	\$136.6	\$140.3	\$143.6	\$148.4	\$109.1	\$122.4	\$136.6	\$148.4
Comm"l Loans/LOC (Non RE Sec.)	\$12.1	\$12.0	\$12.4	\$12.8	\$10.1	\$11.1	\$12.1	\$12.8
Total Loans	\$1,241.4	\$1,246.8	\$1,251.6	\$1,275.2	\$1,149.8	\$1,210.6	\$1,241.4	\$1,275.2

“Performing loan portfolio and capital stress testing is important for credit unions. Conducting them on at least an annual basis ensures that you have adequate capital in scenarios with increased NCOs and reduced earnings.”



Matt Wainscott

Senior Manager, Loan Portfolio & Capital Stress Testing



Loan Yields vs. Funding Costs

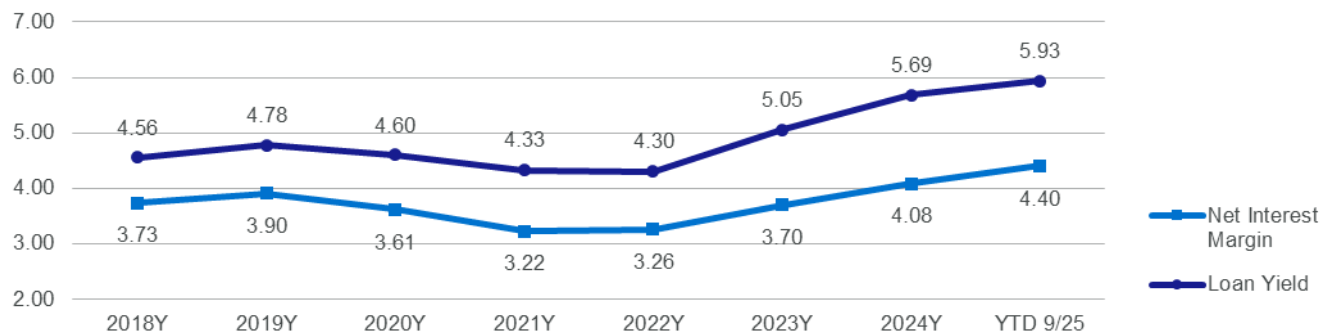
Since the Federal Reserve’s Federal Open Market Committee (FOMC) began raising the federal funds rate (fed funds rate) in early 2022, credit unions less than \$10 billion saw a dramatic rise in both loan yields and funding costs. Loan yields continued to increase in the third quarter of 2025, while the cost of funding decreased for the first time since 2021 during the first quarter of 2025 and remained relatively unchanged through the third quarter of 2025. The fed funds rate matched its lowest point in history from March 2020 to March 2022; since that time, loan yields have increased 176 basis points from 4.30% to 6.06% in the third quarter of 2025. The FOMC has lowered rates five times since September 2024 (150 basis points in total), and we have seen an increase in loan prepayments as well as an increase in loan growth as reflected by the annualized loan growth rate of 7.5% in the third quarter of 2025.

The cost of funding for credit unions under \$10 billion tends to lag the changes to loan yields during times of both rate increases and decreases. The cost of funding bottomed out at the end of 2021 at 0.45% and increased to 2.07%, or 162 basis points, as of the end of 2024. In the third quarter of 2025, the cost of funding measured 1.99% as compared to 1.97% in the second quarter of 2025.

The loan yield/cost of funds spread decreased from a peak of 3.88% at the end of 2021 to 3.50% at the end of the first quarter of 2024. In the last four quarters, the spread has increased and now sits at 4.07% as of the end of the third quarter of 2025 (measured 3.95% for YTD September 2025). This increase was due to the cost of funds plateauing while loan yields continue to increase as maturities are replaced with new loans at higher rates.

Total Assets <\$10 Billion								
Margin / Yields / Rates	2018Y	2019Y	2020Y	2021Y	2022Y	2023Y	2024Y	YTD 9/25
Net Interest Margin (NIM)	3.73	3.90	3.61	3.22	3.26	3.70	4.08	4.40
Loan Yield / COF Spread	3.85	3.84	3.86	3.88	3.77	3.56	3.62	3.95
Loan Yield	4.56	4.78	4.60	4.33	4.30	5.05	5.69	5.93
COF (Int. Exp / Avg IB Liab)	0.71	0.93	0.73	0.45	0.53	1.49	2.07	1.98

NIM & Loan Yield (%)



Asset Quality Ratio Analysis

Asset quality metrics continue to remain relatively steady, although some weaknesses can be seen. For credit unions with total assets below \$10 billion, loans 60-plus days delinquent to total loans increased from 0.51% at year-end 2022 to 0.80% through the third quarter of 2025. This ratio increased slightly from 0.78% as of the second quarter of 2025. In addition, NCOs to average loans have increased from 0.24% at year-end 2022 to 0.58% through the nine-month period ending September 30, 2025. During the same period, provision expense to average assets increased by 26 basis points to 0.45% of average assets, while the allowance for credit losses to loans increased by 40 basis points to 1.06%. Although delinquency remains moderate, the increase in charge offs indicates underlying weaknesses in portfolios. The lower levels of charge offs in 2022 are likely due to pandemic circumstances and are beginning to return to normal levels.

Total Assets <\$10 Billion								
Asset Quality Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
60+ Days Delinq. Loans / Loans	0.82	0.68	0.78	0.80	0.51	0.71	0.82	0.80
OREO / Assets	0.04	0.04	0.04	0.04	0.03	0.03	0.04	0.04
Nonperforming Assets / Assets	0.62	0.51	0.58	0.61	0.38	0.53	0.62	0.61
ACL / Loans	1.04	1.04	1.05	1.06	0.66	0.98	1.04	1.06
Delinquent Loans / Reserves	78.7	65.4	74.1	75.2	78.1	71.8	78.7	75.2
Provision Expense / Avg Assets	0.58	0.44	0.46	0.47	0.19	0.34	0.47	0.45
NCOs / Average Loans	0.63	0.62	0.56	0.56	0.24	0.44	0.59	0.58
# Companies Reporting NCOs	3,414	3,294	3,219	3,227	3,848	3,956	3,907	3,700
NCO Coverage Ratio (ACL / NCOs)	1.67	1.68	1.88	1.92	2.94	2.30	1.78	1.87



Loan Portfolio Composition

In addition to asset quality, changes within the composition of loan portfolios are important to monitor as higher-risk portfolios such as CRE loans can increase the potential for delinquency or problem loans. While credit cards and auto loans are the typical drivers for delinquency, it is important to monitor CRE loans as that portfolio continues to increase. Concentrations within CRE loans can lead to over-concentration in certain industries, geographic regions, or borrower types, reducing diversification and increasing exposure to sector-specific downturns. With credit unions traditionally focusing on consumer lending, a shift into commercial lending may stretch underwriting and risk management capabilities, potentially leading to weaker loan quality.

For credit unions with total assets below \$10 billion, commercial loans and lines of credit have increased by \$42 billion from year-end 2022 through the third quarter of 2025, now representing 12.6% of total loans.

Total Assets < \$10 Billion								
Loan Balances (\$Billions)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
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Payday Alternative Loans (PAL)	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1
Non-Fed. Guar. Student Loans	\$3.5	\$3.6	\$3.4	\$3.4	\$3.6	\$3.6	\$3.5	\$3.4
Other Unsecured Loans	\$50.3	\$49.2	\$48.6	\$49.1	\$45.8	\$50.0	\$50.3	\$49.1
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Total Loans	\$1,241.4	\$1,246.8	\$1,251.6	\$1,275.2	\$1,149.8	\$1,210.6	\$1,241.4	\$1,275.2

Loan Portfolio Mix	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	3.2	3.2	3.1	3.1	3.2	3.2	3.2	3.1
Payday Alternative Loans (PAL)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-Fed. Guar. Student Loans	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Other Unsecured Loans	4.0	3.9	3.9	3.9	4.0	4.1	4.0	3.9
New Vehicle Loans	10.2	10.0	9.9	9.7	12.1	11.3	10.2	9.7
Used Vehicle Loans	20.8	20.8	20.9	20.5	22.5	21.8	20.8	20.5
Leases Receivable	0.4	0.4	0.4	0.4	0.5	0.5	0.4	0.4
Other Loans & LOC Sec Non RE	4.6	4.5	4.5	4.4	5.0	4.9	4.6	4.4
Loans & LOC 1-4 Fam. (1st Lien)	34.4	34.4	34.1	34.3	34.5	34.1	34.4	34.3
Loans & LOC 1-4 Fam. (Jr Lien)	9.8	10.0	10.2	10.6	7.4	8.6	9.8	10.6
Other RE Loans & LOC	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Comm'l Loans/LOC (RE Sec.)	11.0	11.3	11.5	11.6	9.5	10.1	11.0	11.6
Comm'l Loans/LOC (Non RE Sec.)	1.0	1.0	1.0	1.0	0.9	0.9	1.0	1.0

“As credit unions grow their Member Business Loan portfolios, new risks and challenges inevitably arise. Our loan review practice works closely with institutions to uncover potential issues early and deliver actionable insights that support strong portfolio performance and sound risk management.”



Brad Snider
Managing Director, Loan Review

Conclusion & Recommendations



Conclusion

Over the past six quarters for all credit unions, the NCO coverage ratio—defined as the Allowance for Credit Losses (ACL) to NCOs—has continued to grow across the credit union system. This improvement is primarily driven by a steady increase in the ACL to total loans ratio, reflecting reserve building with the adoption of more forward-looking loss estimation methodologies under CECL based specifically on continued strain on the consumer portfolios asset quality.

- ACL to total loans has risen from 1.27% in Q2 2024 to 1.32% in Q3 2025, indicating that credit unions are increasing reserves relative to their loan portfolios.
- NCO coverage ratio increased from 1.64 in Q2 2024 to 1.84 in Q3 2025, marking over 20 basis points of additional coverage during the period.

This upward trend in coverage is warranted, although NCOs to average loans have declined slightly over the same period from 0.78% in Q2 2024 to 0.72% in Q3 2025. The three-year trend shows continued elevation in NCOs, which suggests the most recent charge-off levels are expected to continue versus returning to 2021 and 2022 levels. Importantly, the rationale for maintaining higher coverage is supported by the continued rise in 60-plus day delinquency rates. After a dip in Q1 2025, delinquency rates have resumed their upward trajectory, reaching 0.94% in Q3 2025. Some key takeaways include:

1. Credit unions are prudently increasing reserves, resulting in higher NCO coverage ratio;
2. Actual NCOs have declined for four consecutive quarters, but rising delinquencies point to possible future losses; and
3. The current approach to credit loss provisioning appears appropriate given the evolving risk landscape.

Conclusion & Recommendations

Recent interest rate cuts by the Federal Reserve have led to an improved environment for most credit union net interest margins. The cost of funding has decreased from its peak and should continue to decline further throughout the remainder of 2025 and into 2026. The speed of the decline will depend on how quickly credit unions can decrease their rates and the time it takes for certificates to mature. The impact of the Fed cuts had an immediate effect on loans indexed to Prime and SOFR; loan pools such as commercial and industrial (C&I) lines of credit saw a 100-basis point decrease in yield. CRE offering rates are currently averaging around 6.5% and are typically indexed to the five-year treasury rates, which have been narrowing due to competition.

In this dynamic rate environment, it is crucial to understand the value of the complete customer relationship and how to help mitigate and monitor risks. New commercial loan rates should only be quoted after factoring in the profitability of the members' existing loans and deposits. Management should consider member cost of funds in their analysis of loan pricing, including comparing members with high-cost deposits to borrowers who have low- or no-cost deposits. A disciplined loan pricing model will indicate how competitive each new loan request is. Monitoring local and national economic factors related to occupancy, rental rates, and project absorption can help mitigate potential risks for these projects and reduce asset quality issues.

Asset quality metrics continue to show some deterioration with increasing early-stage delinquencies, nonaccrual, and noncurrent loans. Delinquencies and nonperforming loans remain elevated, requiring close monitoring by credit unions. In addition, the increase in commercial lending increases risks and requires more robust monitoring. Early risk detection and continued portfolio monitoring are crucial components of risk management. Credit unions should closely monitor early-stage delinquencies, nonaccrual, and noncurrent loans. Proactive management of delinquencies and nonperforming loans is essential to maintaining financial stability, alongside closely monitoring local and national economic factors related to occupancy, rental rates, and project absorption.

“Delays in identifying risk can be costly. Early identification of problem loans and proactive problem loan management will provide credit unions more options to prevent credit losses.”



Ryan Swope
National Practice Leader, Loan Review



Recommendations

The following three recommendations are designed to help credit unions navigate the current economic landscape and maintain robust financial health:



Maintain Disciplined Loan Pricing

Incorporating member profitability, funding costs, and credit risk into the credit unions pricing decision to ensure rates reflect the full relationship value.



Monitor & Manage Asset Quality

Credit unions should continue to monitor early-stage delinquencies and adjust ACL levels as needed, ensuring that reserve coverage remains aligned with emerging portfolio risks and regulatory expectations. Under Accounting Standards Codification (ASC) 326 (CECL), institutions are required to reserve for the expected lifetime losses on their loan portfolios—not just incurred losses. This means the ACL should reflect management’s estimate of all losses expected over the contractual life of loans, considering historical experience, current conditions, and reasonable and supportable forecasts. Given the continued rise in 60-plus day delinquencies after a Q1 2025 dip, and the ongoing elevated levels in the NCO to average loans ratio, it is prudent for credit unions to maintain a forward-looking approach to reserving. This includes:

- Factoring in both quantitative trends (delinquency, charge offs) and qualitative factors (economic outlook, portfolio composition).
- Ensuring the ACL is sufficient to absorb potential losses as credit risk evolves, especially in segments showing early signs of stress.



Focus on Cost of Funding

As the cost of funding begins to decline, it is important for credit unions to quickly adjust their rates and manage the maturation of share certificate specials. This will help improve net interest margins in a dynamic rate environment.



How Forvis Mazars Can Help Your Credit Union



Credit unions must make sure accounting and business decisions comply with regulations, while providing a positive rate of return and additional services for their members. Forvis Mazars understands. Learn more about how our assurance and consulting services can assist below.

Assurance

Provide transparency to your stakeholders. Gain clarity on your business.

- **Automated Clearing House (ACH) Audits**
- **[Employee Benefit Plan Audits](#)**
- **Financial Statement Audits**
- **Supervisory Committee Audits**

[Learn More](#)

Consulting

- **[CFO & Business Consulting:](#)**

For questions on the following services, please reach out to [Tom Hauck](#).

- Turnkey Outsourced Solution for Asset/Liability Management (ALM) & Interest Rate Risk (IRR) Management
 - Budgeting, Deposit Decay & Beta Analysis, Liquidity Risk & Stress Testing, Loan Prepayment Analysis, etc.
- IRR, Liquidity & ACL Assessments
- CECL AdvisorPRO® – Outsourced ACL Modeling
- Loan Portfolio & Capital Stress Testing
- **[Cybersecurity Risk Assessment & Ransomware:](#)** Protect your business from cyberthreats with innovative strategies designed to deliver impact.
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- **Forms 990 & 990-T Preparation**
- **State Tax Preparation**

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- **[Internal Audit & Internal Control Assistance:](#)** Transformative internal audit and compliance for effective risk management.
- **[Loan Review:](#)** Deepen your understanding of your credit union's credit risk.
- **[M&A Advisory:](#)** Unlock your full potential in a high-stakes landscape.
- **[Model Validation:](#)** Perform independent model validations.
- **[ProBank Education Services:](#)** Drive your financial regulatory education to the next level.
- **[Regulatory Consulting:](#)** Comprehensive global compliance and regulatory management solutions.
 - Compliance Reviews, Outsourcing, Mentoring, & Training
 - Bank Secrecy Act & Anti-Money
 - Laundering Evaluations
 - Fair Lending Assessments

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Want to Dive Deeper Into This Report?

Schedule time for a complimentary meeting with one of our authors to discuss this report further and learn more about how Forvis Mazars can help your credit union.

In addition, we're offering to give you a complimentary customized report with your own credit union metrics to see how you're performing against similar credit union sizes!

[Schedule Today](#)

Appendix

This appendix contains data from S&P Global Market Intelligence and is organized by total asset size to allow you to locate specific data with ease. **Click the buttons below** to jump to specific risks and trends; clicking the “home” icon in the corner will bring you back to this page.

Total Assets
< \$500 Million

Total Assets
\$500 Million–\$2 Billion

Total Assets
\$2 Billion–\$10 Billion

Total Assets
< \$10 Billion

Total Assets
> \$10 Billion

Total Assets
All Credit Unions



Appendix

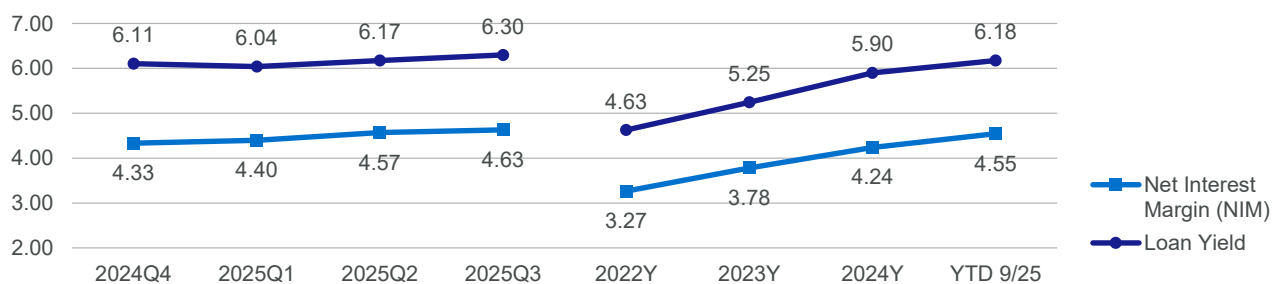


Total Assets < \$500 Million

Balance Sheet Highlights	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Loan Growth (Annualized)	-7.7	-11.6	3.0	2.9	9.6	3.0	-4.2	-2.0
Share & Dep. Growth (Annualized)	-3.8	0.5	-2.7	-1.7	-2.3	-3.5	-2.0	-1.3
Loans / Assets	57.7	55.5	55.8	56.2	52.8	58.2	57.7	56.2
Loans / Deposits	67.6	64.9	65.5	66.4	60.4	67.9	67.6	66.4

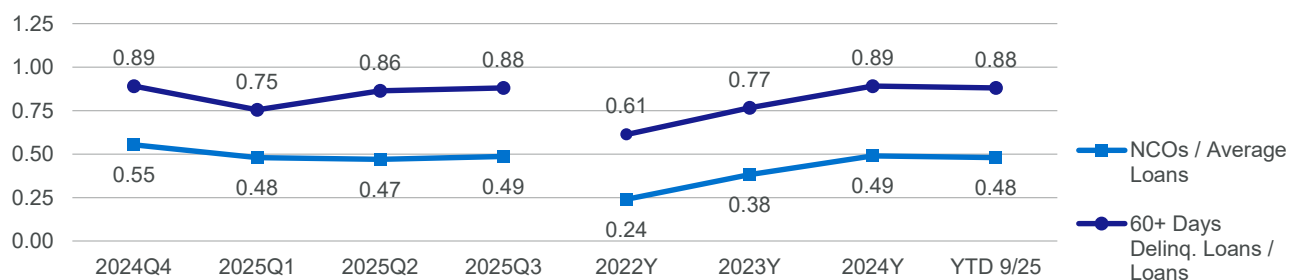
Margin / Yields / Rates	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Net Interest Margin (NIM)	4.33	4.40	4.57	4.63	3.27	3.78	4.24	4.55
Loan Yield / COF Spread	4.57	4.61	4.76	4.88	4.29	4.29	4.46	4.75
Loan Yield	6.11	6.04	6.17	6.30	4.63	5.25	5.90	6.18
COF (Int. Exp / Avg IB Liab)	1.54	1.43	1.41	1.42	0.34	0.95	1.44	1.42

Net Interest Margin (NIM) & Loan Yield (%)



Asset Quality Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
60+ Days Delinq. Loans / Loans	0.89	0.75	0.86	0.88	0.61	0.77	0.89	0.88
OREO / Assets	0.04	0.04	0.04	0.05	0.03	0.04	0.04	0.05
Nonperforming Assets / Assets	0.59	0.50	0.57	0.59	0.40	0.52	0.59	0.59
ACL / Loans	0.87	0.88	0.88	0.90	0.63	0.83	0.87	0.90
Delinquent Loans / Reserves	102.3	86.0	97.8	98.3	96.4	92.0	102.3	98.3
Provision Expense / Avg Assets	0.41	0.32	0.34	0.37	0.15	0.26	0.33	0.33
NCOs / Average Loans	0.55	0.48	0.47	0.49	0.24	0.38	0.49	0.48
# Companies Reporting NCOs	2,700	2,571	2,501	2,513	3,167	3,255	3,189	2,977
NCO Coverage Ratio (ACL / NCOs)	1.57	1.83	1.89	1.85	2.86	2.23	1.79	1.90

Delinquent Loans / Total Loans & NCOs / Average Loans (%)



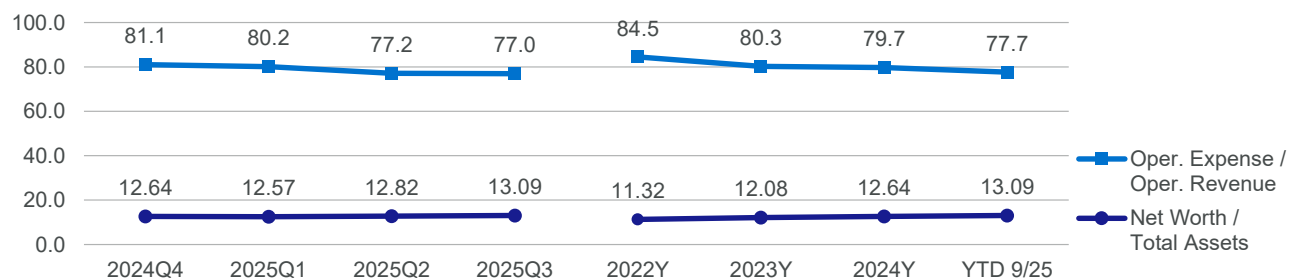
Appendix



Total Assets < \$500 Million

Profitability Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
ROAA	0.55	0.64	0.79	0.82	0.44	0.60	0.62	0.77
ROAE	4.44	4.95	6.26	6.42	4.14	5.29	5.04	6.06
Oper. Expense / Oper. Revenue	81.1	80.2	77.2	77.0	84.5	80.3	79.7	77.7

Operating Expense / Operating Revenue & Net Worth / Total Assets (%)



Capital Adequacy Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Total Capital / Total Assets	12.77	12.71	12.98	13.29	11.17	12.09	12.77	13.29
Net Worth / Total Assets	12.64	12.57	12.82	13.09	11.32	12.08	12.64	13.09
Classified Assets / Capital	3.41	3.33	3.33	3.28	2.82	3.41	3.41	3.28
Classified Assets / Net Worth	3.33	3.33	3.31	3.28	2.70	3.30	3.33	3.28
Solvency Evaluation	114.1	114.1	114.4	114.8	112.2	113.3	114.1	114.8
Member Growth / Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Member Growth (Annualized)	-8.0	-10.5	-2.2	-0.8	-3.8	-1.7	-4.6	-4.5
Members / FTE	359.6	357.3	354.2	355.2	378.6	370.1	359.6	355.2
Members / Potential Members	19.6	19.2	19.0	18.8	22.4	20.9	19.6	18.8
Total # of Companies	3,811	3,754	3,709	3,671	4,144	3,977	3,811	3,671
Loan Balances (\$Billions)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	\$5.9	\$5.5	\$5.5	\$5.5	\$5.9	\$6.1	\$5.9	\$5.5
Payday Alternative Loans (PAL)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Non-Fed. Guar. Student Loans	\$0.7	\$0.6	\$0.6	\$0.6	\$0.7	\$0.7	\$0.7	\$0.6
Other Unsecured Loans	\$10.3	\$9.8	\$9.7	\$9.8	\$10.2	\$10.7	\$10.3	\$9.8
New Vehicle Loans	\$24.7	\$23.7	\$23.7	\$23.5	\$27.0	\$28.0	\$24.7	\$23.5
Used Vehicle Loans	\$54.5	\$52.7	\$52.9	\$52.7	\$57.4	\$58.5	\$54.5	\$52.7
Leases Receivable	\$0.3	\$0.3	\$0.3	\$0.3	\$0.2	\$0.2	\$0.3	\$0.3
Other Loans & LOC Sec Non RE	\$12.1	\$11.6	\$11.5	\$11.4	\$12.5	\$12.8	\$12.1	\$11.4
Loans & LOC 1-4 Fam. (1st Lien)	\$59.7	\$58.5	\$58.6	\$59.2	\$62.9	\$62.3	\$59.7	\$59.2
Loans & LOC 1-4 Fam. (Jr Lien)	\$20.4	\$20.4	\$21.1	\$22.0	\$15.1	\$18.4	\$20.4	\$22.0
Other RE Loans and LOC	\$0.7	\$0.7	\$0.7	\$0.7	\$0.9	\$0.8	\$0.7	\$0.7
Comm'l Loans/LOC (RE Sec.)	\$11.5	\$11.2	\$11.6	\$11.9	\$10.6	\$11.1	\$11.5	\$11.9
Comm'l Loans/LOC (Non RE Sec.)	\$2.3	\$2.1	\$2.3	\$2.3	\$2.1	\$2.2	\$2.3	\$2.3
Total Loans	\$203.0	\$197.1	\$198.6	\$200.1	\$205.7	\$211.9	\$203.0	\$200.1

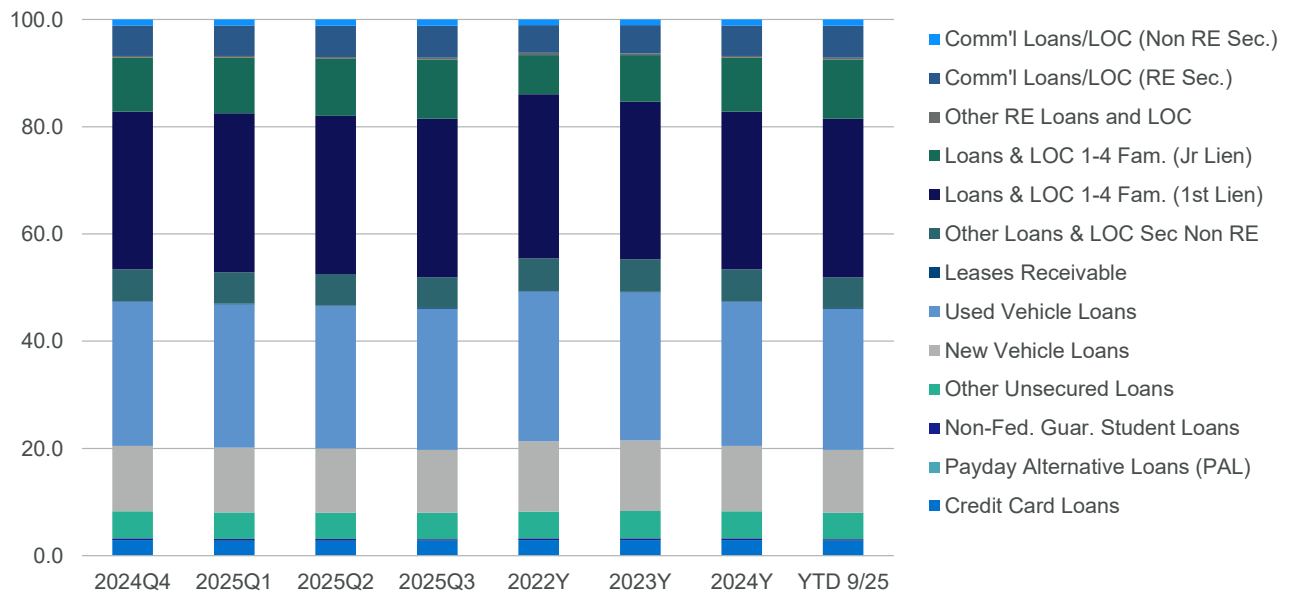
Appendix



Total Assets < \$500 Million

Loan Mix (% of Total)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	2.9	2.8	2.8	2.8	2.9	2.9	2.9	2.8
Payday Alternative Loans (PAL)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-Fed. Guar. Student Loans	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Other Unsecured Loans	5.1	4.9	4.9	4.9	5.0	5.1	5.1	4.9
New Vehicle Loans	12.2	12.0	11.9	11.7	13.1	13.2	12.2	11.7
Used Vehicle Loans	26.8	26.7	26.6	26.3	27.9	27.6	26.8	26.3
Leases Receivable	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other Loans & LOC Sec Non RE	5.9	5.9	5.8	5.7	6.1	6.0	5.9	5.7
Loans & LOC 1-4 Fam. (1st Lien)	29.4	29.7	29.5	29.6	30.6	29.4	29.4	29.6
Loans & LOC 1-4 Fam. (Jr Lien)	10.0	10.3	10.6	11.0	7.4	8.7	10.0	11.0
Other RE Loans and LOC	0.3	0.4	0.4	0.4	0.4	0.4	0.3	0.4
Comm'l Loans/LOC (RE Sec.)	5.7	5.7	5.8	6.0	5.1	5.2	5.7	6.0
Comm'l Loans/LOC (Non RE Sec.)	1.1	1.1	1.2	1.2	1.0	1.1	1.1	1.2

Loan Mix (%)



Appendix



Total Assets < \$500 Million

Annualized Loan Growth	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	-2.5%	-23.8%	0.5%	0.3%	2.4%	3.2%	-4.2%	-7.7%
Payday Alternative Loans (PAL)	50.0%	-89.7%	20.7%	23.0%	24.0%	14.5%	6.9%	-18.3%
Non-Fed. Guar. Student Loans	-12.6%	-16.7%	-4.5%	2.7%	3.1%	-2.7%	-5.5%	-6.2%
Other Unsecured Loans	-2.0%	-21.2%	-0.5%	2.7%	5.9%	4.9%	-4.2%	-6.4%
New Vehicle Loans	-13.4%	-16.2%	-0.2%	-3.9%	18.3%	3.8%	-11.6%	-6.7%
Used Vehicle Loans	-13.6%	-13.0%	1.0%	-1.4%	11.8%	1.8%	-6.8%	-4.5%
Leases Receivable	-4.5%	-4.4%	0.0%	21.3%	-4.8%	9.5%	5.4%	5.5%
Other Loans & LOC Sec Non RE	-12.9%	-16.6%	-1.0%	-4.0%	5.8%	1.9%	-5.7%	-7.1%
Loans & LOC 1-4 Fam. (1st Lien)	-6.5%	-8.5%	0.7%	4.4%	4.6%	-0.9%	-4.2%	-1.2%
Loans & LOC 1-4 Fam. (Jr Lien)	5.4%	-1.1%	15.2%	17.3%	20.3%	21.4%	11.2%	10.7%
Other RE Loans and LOC	-31.4%	5.5%	12.7%	8.6%	-0.8%	-13.4%	-9.3%	9.1%
Comm'l Loans/LOC (RE Sec.)	3.9%	-9.6%	12.4%	10.9%	9.1%	4.9%	3.6%	4.5%
Comm'l Loans/LOC (Non RE Sec.)	-7.3%	-19.7%	27.8%	3.6%	12.6%	3.8%	1.2%	3.5%
Total Loans	-7.7%	-11.6%	3.0%	2.9%	9.6%	3.0%	-4.2%	-2.0%

Indirect Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
# Indirect Loans	5,362,989	4,974,268	5,006,517	5,007,350	5,048,656	5,618,577	5,362,989	5,007,350
Indirect Loans (\$Billions)	\$31.1	\$29.5	\$29.6	\$29.3	\$32.6	\$34.1	\$31.1	\$29.3
% of Total Loans	15.3%	15.0%	14.9%	14.7%	15.9%	16.1%	15.3%	14.7%
Indirect Loan Growth - Annualized	-13.1%	-20.3%	0.8%	-3.8%	23.6%	4.6%	-8.9%	-7.7%

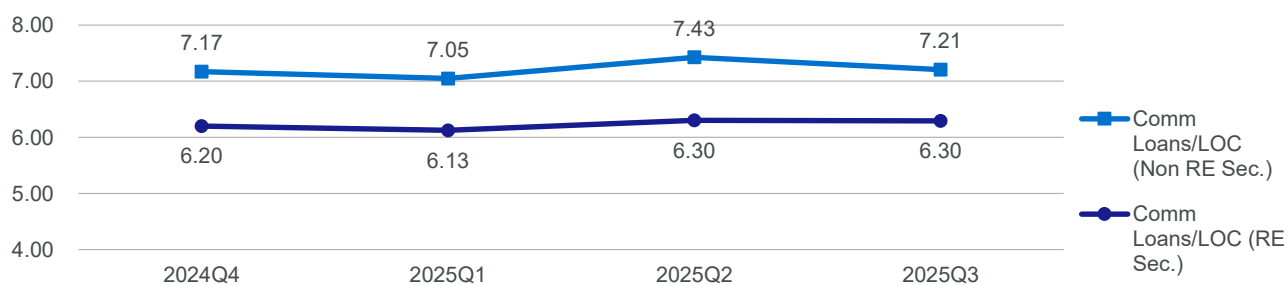
Appendix



Total Assets < \$500 Million

Commercial Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Commercial Loans to Members (\$Billions)								
Construction & Development	\$0.2	\$0.2	\$0.2	\$0.3	\$0.2	\$0.2	\$0.2	\$0.3
Secured by Farmland	\$0.7	\$0.7	\$0.7	\$0.7	\$0.6	\$0.7	\$0.7	\$0.7
Secured by Multifamily	\$1.5	\$1.4	\$1.5	\$1.5	\$1.4	\$1.4	\$1.5	\$1.5
Secured by OO CRE	\$2.3	\$2.3	\$2.3	\$2.4	\$2.2	\$2.2	\$2.3	\$2.4
Secured by Non OO CRE	\$2.3	\$2.3	\$2.3	\$2.4	\$2.0	\$2.2	\$2.3	\$2.4
Total CRE Secured	\$7.0	\$6.8	\$7.0	\$7.2	\$6.4	\$6.8	\$7.0	\$7.2
Ag. Production & Other Farm	\$0.6	\$0.5	\$0.6	\$0.6	\$0.5	\$0.5	\$0.6	\$0.6
Commercial & Industrial	\$1.3	\$1.3	\$1.3	\$1.3	\$1.2	\$1.3	\$1.3	\$1.3
Unsecured Commercial	\$0.1	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.1	\$0.0
Unsecured Rev LOC (Commercial)	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1
Total Commercial Loans	\$9.0	\$8.7	\$9.0	\$9.2	\$8.2	\$8.6	\$9.0	\$9.2
# of Commercial Loans	49,588	47,885	48,953	49,651	48,018	48,811	49,588	49,651
Commercial Loans to NonMembers (\$Billions)								
Total Commercial Loans	\$4.8	\$4.7	\$4.9	\$5.0	\$4.5	\$4.7	\$4.8	\$5.0
# of Commercial Loans	16,642	16,216	16,255	16,342	15,857	16,460	16,642	16,342
Total Commercial Loans - Members & NonMembers (\$Billions)								
Total Commercial Loans	\$13.8	\$13.4	\$13.9	\$14.2	\$12.7	\$13.3	\$13.8	\$14.2
# of Total Commercial Loans	66,230	64,101	65,208	65,993	63,875	65,271	66,230	65,993
Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)								
To Members (\$)	\$0.8	\$0.8	\$0.9	\$0.7	\$3.7	\$2.7	\$2.7	\$2.4
To Members (#)	3,718	4,461	4,425	3,650	20,539	17,389	15,336	12,569
To NonMembers (\$)	\$0.3	\$0.3	\$0.3	\$0.3	\$1.4	\$0.6	\$0.7	\$0.9
To NonMembers (#)	671	725	766	603	4,519	2,162	2,414	2,123
Commercial Loan Interest Rates (Quarterly Rates Only)								
Comm Loans/LOC (RE Sec.)	6.20	6.13	6.30	6.30				
Comm Loans/LOC (Non RE Sec.)	7.17	7.05	7.43	7.21				

Commercial Loan Interest Rates (%)

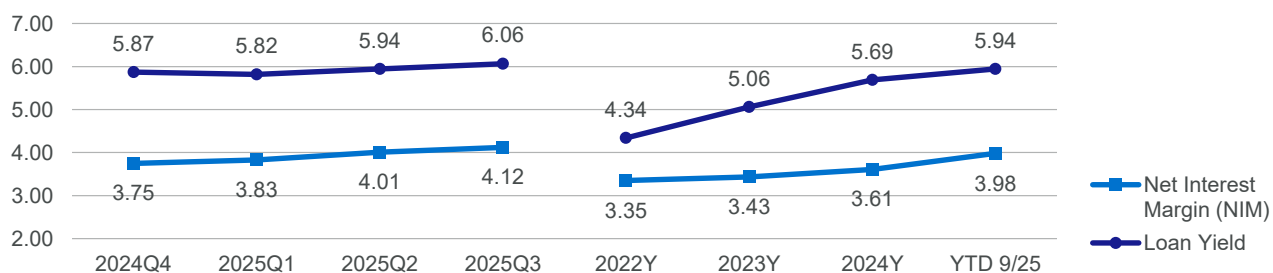




Total Assets \$500 Million–\$2 Billion

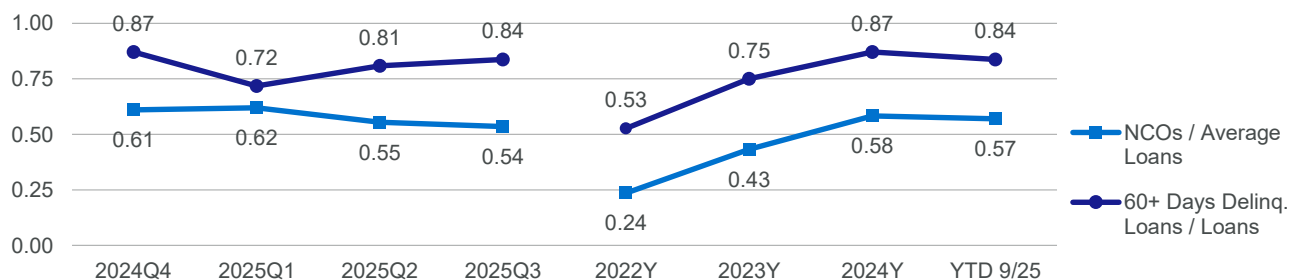
Balance Sheet Highlights	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Loan Growth (Annualized)	1.3	-1.3	3.7	-1.7	10.6	1.4	-0.9	0.2
Share & Dep. Growth (Annualized)	4.6	9.8	-3.0	-6.0	-2.5	-1.5	1.0	0.2
Loans / Assets	73.2	71.6	72.5	73.6	72.9	73.5	73.2	73.6
Loans / Deposits	85.9	83.6	85.3	85.8	85.5	87.9	85.9	85.8
Margin / Yields / Rates	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Net Interest Margin (NIM)	3.75	3.83	4.01	4.12	3.35	3.43	3.61	3.98
Loan Yield / COF Spread	3.88	3.97	4.12	4.23	3.85	3.67	3.76	4.11
Loan Yield	5.87	5.82	5.94	6.06	4.34	5.06	5.69	5.94
COF (Int. Exp / Avg IB Liab)	1.99	1.84	1.82	1.83	0.49	1.39	1.93	1.83

Net Interest Margin (NIM) & Loan Yield (%)



Asset Quality Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
60+ Days Delinq. Loans / Loans	0.87	0.72	0.81	0.84	0.53	0.75	0.87	0.84
OREO / Assets	0.04	0.05	0.05	0.05	0.03	0.04	0.04	0.05
Nonperforming Assets / Assets	0.67	0.55	0.62	0.64	0.41	0.58	0.67	0.64
ACL / Loans	1.01	0.98	1.00	1.01	0.63	0.96	1.01	1.01
Delinquent Loans / Reserves	86.5	73.1	81.2	83.0	83.6	78.6	86.5	83.0
Provision Expense / Avg Assets	0.58	0.42	0.47	0.45	0.18	0.33	0.46	0.44
NCOs / Average Loans	0.61	0.62	0.55	0.54	0.24	0.43	0.58	0.57
# Companies Reporting NCOs	487	492	486	480	475	483	490	487
NCO Coverage Ratio (ACL / NCOs)	1.66	1.59	1.81	1.90	2.91	2.26	1.75	1.81

Delinquent Loans / Total Loans & NCOs / Average Loans (%)



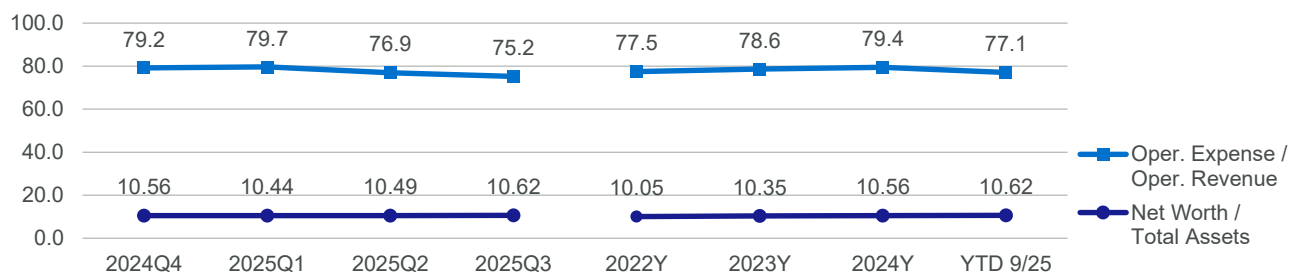
Appendix



Total Assets \$500 Million–\$2 Billion

Profitability Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
ROAA	0.45	0.52	0.67	0.75	0.77	0.56	0.50	0.67
ROAE	5.12	5.38	7.14	8.12	8.91	6.85	5.80	7.22
Oper. Expense / Oper. Revenue	79.2	79.7	76.9	75.2	77.5	78.6	79.4	77.1

Operating Expense / Operating Revenue & Net Worth / Total Assets (%)



Capital Adequacy Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Total Capital / Total Assets	9.99	9.98	10.20	10.50	8.93	9.46	9.99	10.50
Net Worth / Total Assets	10.56	10.44	10.49	10.62	10.05	10.35	10.56	10.62
Classified Assets / Capital	6.35	5.95	6.08	6.13	4.63	6.53	6.35	6.13
Classified Assets / Net Worth	5.80	5.71	5.74	5.83	3.79	5.66	5.80	5.83
Solvency Evaluation	111.0	111.0	111.2	111.6	109.9	110.5	111.0	111.6

Member Growth / Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Member Growth (Annualized)	0.0	1.5	-2.2	-4.6	-2.4	-1.0	-1.4	-1.7
Members / FTE	340.1	341.2	340.8	343.2	347.4	341.0	340.1	343.2
Members / Potential Members	4.8	4.9	4.8	4.7	5.7	5.2	4.8	4.7
Total # of Companies	491	498	496	490	487	486	491	490

Loan Balances (\$Billions)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	\$10.6	\$10.3	\$10.4	\$10.3	\$10.4	\$10.7	\$10.6	\$10.3
Payday Alternative Loans (PAL)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Non-Fed. Guar. Student Loans	\$1.1	\$1.2	\$1.0	\$1.0	\$1.2	\$1.2	\$1.1	\$1.0
Other Unsecured Loans	\$14.3	\$13.3	\$13.4	\$13.5	\$13.8	\$14.2	\$14.3	\$13.5
New Vehicle Loans	\$32.6	\$32.5	\$32.5	\$32.3	\$38.4	\$36.9	\$32.6	\$32.3
Used Vehicle Loans	\$72.4	\$73.1	\$72.9	\$71.5	\$80.5	\$78.4	\$72.4	\$71.5
Leases Receivable	\$1.2	\$0.9	\$0.8	\$0.6	\$0.8	\$0.9	\$1.2	\$0.6
Other Loans & LOC Sec Non RE	\$15.7	\$16.1	\$15.2	\$15.1	\$16.9	\$17.2	\$15.7	\$15.1
Loans & LOC 1-4 Fam. (1st Lien)	\$115.8	\$114.2	\$115.8	\$115.5	\$115.0	\$115.0	\$115.8	\$115.5
Loans & LOC 1-4 Fam. (Jr Lien)	\$34.3	\$34.9	\$36.2	\$36.6	\$25.8	\$30.4	\$34.3	\$36.6
Other RE Loans and LOC	\$1.0	\$1.0	\$1.0	\$1.0	\$0.7	\$0.8	\$1.0	\$1.0
Comm'l Loans/LOC (RE Sec.)	\$43.2	\$43.6	\$44.3	\$44.5	\$37.7	\$40.1	\$43.2	\$44.5
Comm'l Loans/LOC (Non RE Sec.)	\$4.6	\$4.6	\$4.7	\$4.8	\$4.0	\$4.3	\$4.6	\$4.8
Total Loans	\$346.8	\$345.6	\$348.8	\$347.3	\$345.1	\$350.0	\$346.8	\$347.3

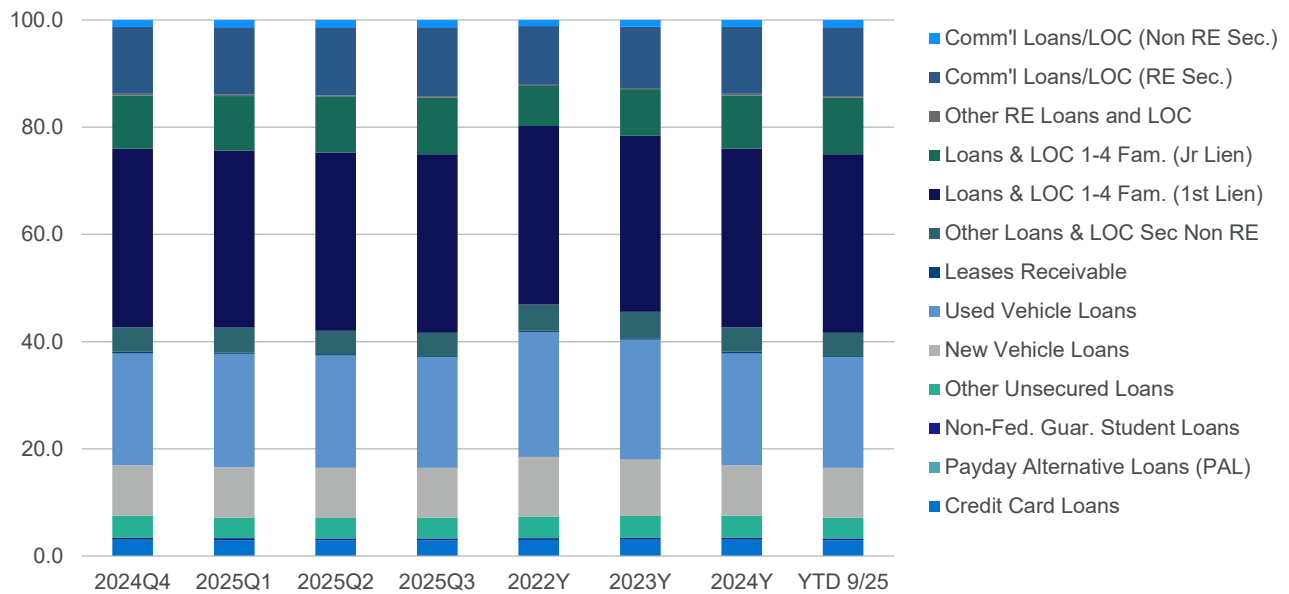
Appendix



Total Assets \$500 Million–\$2 Billion

Loan Mix (% of Total)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	3.1	3.0	3.0	3.0	3.0	3.1	3.1	3.0
Payday Alternative Loans (PAL)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-Fed. Guar. Student Loans	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Other Unsecured Loans	4.1	3.9	3.8	3.9	4.0	4.0	4.1	3.9
New Vehicle Loans	9.4	9.4	9.3	9.3	11.1	10.5	9.4	9.3
Used Vehicle Loans	20.9	21.2	20.9	20.6	23.3	22.4	20.9	20.6
Leases Receivable	0.3	0.3	0.2	0.2	0.2	0.2	0.3	0.2
Other Loans & LOC Sec Non RE	4.5	4.6	4.4	4.3	4.9	4.9	4.5	4.3
Loans & LOC 1-4 Fam. (1st Lien)	33.4	33.0	33.2	33.3	33.3	32.9	33.4	33.3
Loans & LOC 1-4 Fam. (Jr Lien)	9.9	10.1	10.4	10.6	7.5	8.7	9.9	10.6
Other RE Loans and LOC	0.3	0.3	0.3	0.3	0.2	0.2	0.3	0.3
Comm'l Loans/LOC (RE Sec.)	12.5	12.6	12.7	12.8	10.9	11.5	12.5	12.8
Comm'l Loans/LOC (Non RE Sec.)	1.3	1.3	1.4	1.4	1.2	1.2	1.3	1.4

Loan Mix (%)



Appendix



Total Assets \$500 Million–\$2 Billion

Annualized Loan Growth	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	6.2%	-13.4%	2.8%	-2.1%	5.8%	3.5%	-0.9%	-4.3%
Payday Alternative Loans (PAL)	24.1%	-22.7%	60.9%	25.3%	73.5%	18.8%	15.6%	20.7%
Non-Fed. Guar. Student Loans	-10.1%	11.5%	-40.0%	-3.9%	-0.5%	-2.1%	-2.7%	-11.1%
Other Unsecured Loans	27.7%	-26.5%	2.0%	3.2%	18.2%	3.0%	0.7%	-7.2%
New Vehicle Loans	-12.0%	-1.3%	0.5%	-3.5%	15.7%	-4.1%	-11.5%	-1.4%
Used Vehicle Loans	-6.9%	4.1%	-1.2%	-7.4%	11.0%	-2.6%	-7.6%	-1.5%
Leases Receivable	117.7%	-94.1%	-17.0%	-101.7%	-16.0%	3.3%	33.0%	-60.5%
Other Loans & LOC Sec Non RE	-10.1%	7.7%	-20.0%	-4.4%	8.6%	2.1%	-8.6%	-5.6%
Loans & LOC 1-4 Fam. (1st Lien)	1.4%	-5.4%	5.5%	-1.0%	5.5%	0.0%	0.7%	-0.3%
Loans & LOC 1-4 Fam. (Jr Lien)	14.9%	7.3%	14.3%	4.9%	27.3%	17.7%	13.0%	9.0%
Other RE Loans and LOC	33.0%	2.6%	-1.1%	33.3%	-22.3%	15.5%	20.1%	11.6%
Comm'l Loans/LOC (RE Sec.)	6.2%	3.0%	6.5%	2.1%	14.3%	6.4%	7.8%	3.9%
Comm'l Loans/LOC (Non RE Sec.)	9.7%	3.1%	13.2%	1.3%	4.0%	6.8%	6.5%	5.9%
Total Loans	1.3%	-1.3%	3.7%	-1.7%	10.6%	1.4%	-0.9%	0.2%

Indirect Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
# Indirect Loans	4,241,739	4,288,449	4,207,078	4,074,713	4,442,613	4,234,537	4,241,739	4,074,713
Indirect Loans (\$Billions)	\$74.9	\$75.1	\$74.1	\$74.2	\$83.7	\$82.9	\$74.9	\$74.2
% of Total Loans	21.6%	21.7%	21.2%	21.4%	24.2%	23.7%	21.6%	21.4%
Indirect Loan Growth - Annualized	-4.0%	1.5%	-5.5%	0.6%	19.5%	-1.0%	-9.6%	-1.1%

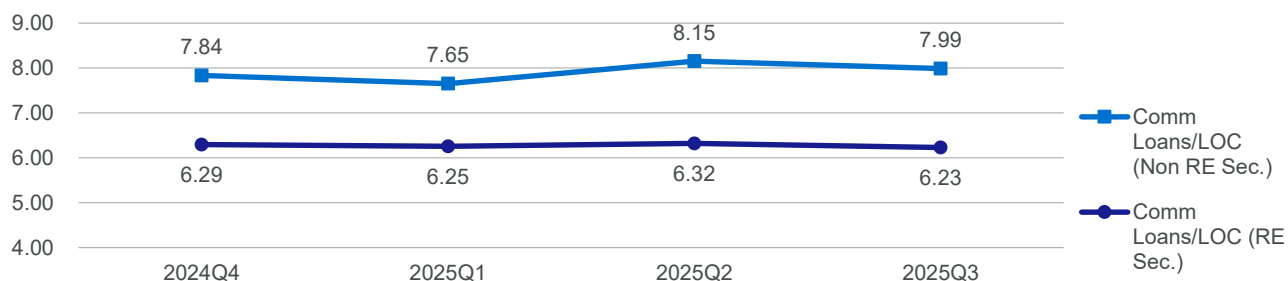
Appendix



Total Assets \$500 Million–\$2 Billion

Commercial Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Commercial Loans to Members (\$Billions)								
Construction & Development	\$2.1	\$1.8	\$1.8	\$1.9	\$1.7	\$1.9	\$2.1	\$1.9
Secured by Farmland	\$1.7	\$1.7	\$1.7	\$1.7	\$1.4	\$1.6	\$1.7	\$1.7
Secured by Multifamily	\$9.5	\$9.7	\$9.9	\$10.1	\$7.3	\$8.4	\$9.5	\$10.1
Secured by OO CRE	\$8.4	\$8.5	\$8.7	\$8.9	\$7.5	\$7.9	\$8.4	\$8.9
Secured by Non OO CRE	\$13.9	\$13.9	\$14.2	\$13.9	\$13.0	\$13.2	\$13.9	\$13.9
Total CRE Secured	\$35.6	\$35.6	\$36.2	\$36.5	\$31.0	\$33.0	\$35.6	\$36.5
Ag. Production & Other Farm	\$0.5	\$0.5	\$0.6	\$0.6	\$0.4	\$0.5	\$0.5	\$0.6
Commercial & Industrial	\$2.6	\$2.6	\$2.7	\$2.6	\$2.3	\$2.5	\$2.6	\$2.6
Unsecured Commercial	\$0.2	\$0.2	\$0.2	\$0.2	\$0.3	\$0.2	\$0.2	\$0.2
Unsecured Rev LOC (Commercial)	\$0.2	\$0.2	\$0.2	\$0.2	\$0.1	\$0.2	\$0.2	\$0.2
Total Commercial Loans	\$39.1	\$39.1	\$39.8	\$40.1	\$34.1	\$36.4	\$39.1	\$40.1
# of Commercial Loans	102,851	100,843	102,049	101,148	97,275	100,153	102,851	101,148
Commercial Loans to NonMembers (\$Billions)								
Total Commercial Loans	\$8.7	\$9.1	\$9.2	\$9.2	\$7.6	\$8.0	\$8.7	\$9.2
# of Commercial Loans	12,204	12,841	12,900	13,018	10,673	11,192	12,204	13,018
Total Commercial Loans - Members & NonMembers (\$Billions)								
Total Commercial Loans	\$47.8	\$48.2	\$49.0	\$49.3	\$41.7	\$44.4	\$47.8	\$49.3
# of Total Commercial Loans	115,055	113,684	114,949	114,166	107,948	111,345	115,055	114,166
Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)								
To Members (\$)	\$2.9	\$2.7	\$3.1	\$3.0	\$15.8	\$9.1	\$9.8	\$8.5
To Members (#)	5,884	6,969	6,856	6,150	33,246	25,849	24,074	19,771
To NonMembers (\$)	\$0.5	\$0.5	\$0.4	\$0.5	\$2.8	\$1.1	\$1.5	\$1.4
To NonMembers (#)	(222)	599	580	553	2,859	1,199	1,737	1,678
Commercial Loan Interest Rates (Quarterly Rates Only)								
Comm Loans/LOC (RE Sec.)	6.29	6.25	6.32	6.23				
Comm Loans/LOC (Non RE Sec.)	7.84	7.65	8.15	7.99				

Commercial Loan Interest Rates (%)

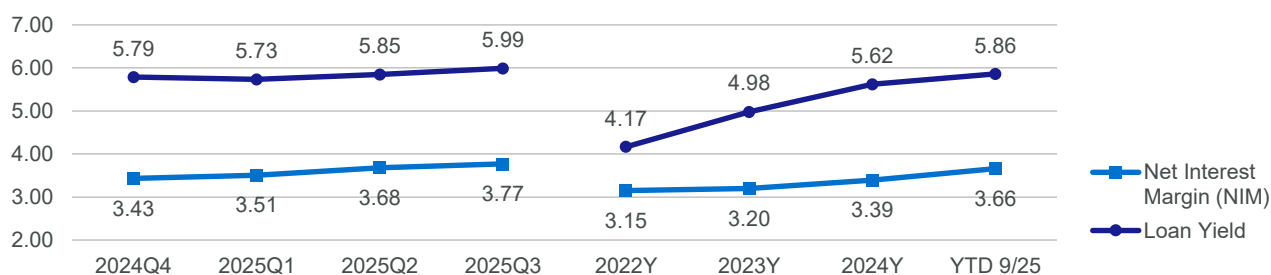




Total Assets \$2.0 Billion–\$10.0 Billion

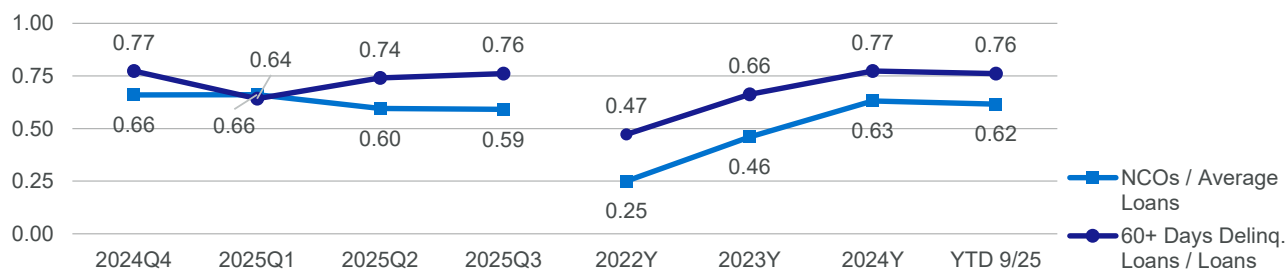
Balance Sheet Highlights	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Loan Growth (Annualized)	10.1	7.2	0.1	13.4	24.8	8.3	6.6	7.0
Share & Dep. Growth (Annualized)	12.3	15.9	-6.6	10.7	6.5	4.4	8.8	6.7
Loans / Assets	75.8	74.5	75.7	76.0	75.1	76.4	75.8	76.0
Loans / Deposits	89.7	89.0	90.2	90.7	89.3	91.6	89.7	90.7
Margin / Yields / Rates	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Net Interest Margin (NIM)	3.43	3.51	3.68	3.77	3.15	3.20	3.39	3.66
Loan Yield / COF Spread	3.36	3.51	3.62	3.75	3.54	3.23	3.27	3.63
Loan Yield	5.79	5.73	5.85	5.99	4.17	4.98	5.62	5.86
COF (Int. Exp / Avg IB Liab)	2.43	2.23	2.23	2.25	0.63	1.75	2.35	2.23

Net Interest Margin (NIM) & Loan Yield (%)



Asset Quality Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
60+ Days Delinq. Loans / Loans	0.77	0.64	0.74	0.76	0.47	0.66	0.77	0.76
OREO / Assets	0.04	0.04	0.04	0.04	0.02	0.03	0.04	0.04
Nonperforming Assets / Assets	0.60	0.50	0.57	0.59	0.36	0.51	0.60	0.59
ACL / Loans	1.11	1.12	1.13	1.14	0.68	1.05	1.11	1.14
Delinquent Loans / Reserves	69.7	57.5	65.8	66.9	69.4	63.3	69.7	66.9
Provision Expense / Avg Assets	0.63	0.49	0.50	0.52	0.20	0.38	0.52	0.50
NCOs / Average Loans	0.66	0.66	0.60	0.59	0.25	0.46	0.63	0.62
# Companies Reporting NCOs	227	231	232	234	206	218	228	236
NCO Coverage Ratio (ACL / NCOs)	1.69	1.70	1.90	1.94	3.00	2.35	1.80	1.89

Delinquent Loans / Total Loans & NCOs / Average Loans (%)



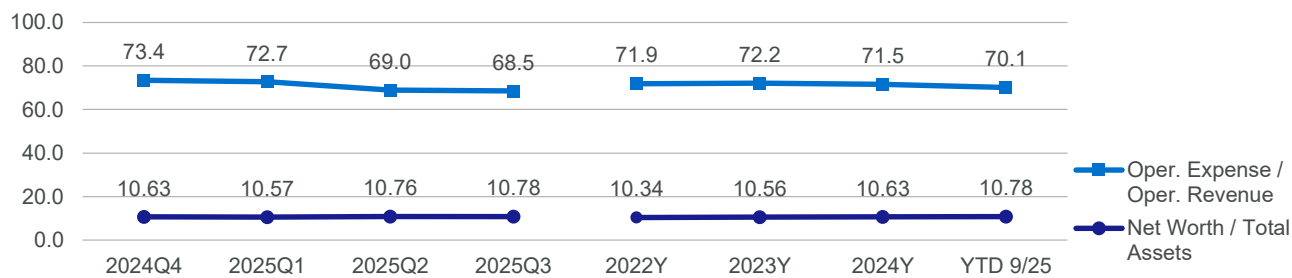
Appendix



Total Assets \$2.0 Billion–\$10.0 Billion

Profitability Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
ROAA	0.52	0.58	0.80	0.86	0.94	0.70	0.63	0.79
ROAE	5.32	6.25	8.72	9.24	11.14	8.48	7.02	8.16
Oper. Expense / Oper. Revenue	73.4	72.7	69.0	68.5	71.9	72.2	71.5	70.1

Operating Expense / Operating Revenue & Net Worth / Total Assets (%)



Capital Adequacy Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Total Capital / Total Assets	10.09	10.20	10.54	10.68	8.92	9.68	10.09	10.68
Net Worth / Total Assets	10.63	10.57	10.76	10.78	10.34	10.56	10.63	10.78
Classified Assets / Capital	7.34	7.23	7.13	7.08	4.99	7.53	7.34	7.08
Classified Assets / Net Worth	6.93	6.84	6.83	6.86	4.54	6.69	6.93	6.86
Solvency Evaluation	111.1	111.1	111.5	111.8	110.2	110.8	111.1	111.8
Member Growth / Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Member Growth (Annualized)	7.6	6.6	-2.8	12.9	8.6	5.4	6.8	5.6
Members / FTE	396.6	394.8	395.5	396.8	392.1	392.0	396.6	396.8
Members / Potential Members	6.7	6.6	6.4	6.3	7.5	7.4	6.7	6.3
Total # of Companies	228	232	232	236	211	218	228	236
Loan Balances (\$Billions)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	\$23.8	\$23.7	\$23.5	\$24.1	\$20.2	\$22.3	\$23.8	\$24.1
Payday Alternative Loans (PAL)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Non-Fed. Guar. Student Loans	\$1.7	\$1.8	\$1.7	\$1.8	\$1.7	\$1.7	\$1.7	\$1.8
Other Unsecured Loans	\$25.7	\$26.1	\$25.5	\$25.8	\$21.8	\$25.0	\$25.7	\$25.8
New Vehicle Loans	\$69.3	\$68.9	\$67.8	\$68.5	\$73.5	\$72.0	\$69.3	\$68.5
Used Vehicle Loans	\$131.9	\$133.6	\$135.3	\$136.9	\$121.1	\$127.0	\$131.9	\$136.9
Leases Receivable	\$4.0	\$4.2	\$4.1	\$4.3	\$4.5	\$4.6	\$4.0	\$4.3
Other Loans & LOC Sec Non RE	\$29.7	\$29.1	\$29.6	\$29.9	\$28.6	\$29.6	\$29.7	\$29.9
Loans & LOC 1-4 Fam. (1st Lien)	\$251.1	\$256.1	\$252.2	\$262.3	\$218.5	\$235.4	\$251.1	\$262.3
Loans & LOC 1-4 Fam. (Jr Lien)	\$66.8	\$69.5	\$70.8	\$76.0	\$43.8	\$54.9	\$66.8	\$76.0
Other RE Loans and LOC	\$0.4	\$0.4	\$0.4	\$0.6	\$0.4	\$0.4	\$0.4	\$0.6
Comm'l Loans/LOC (RE Sec.)	\$81.8	\$85.5	\$87.7	\$92.0	\$60.8	\$71.2	\$81.8	\$92.0
Comm'l Loans/LOC (Non RE Sec.)	\$5.3	\$5.3	\$5.4	\$5.7	\$3.9	\$4.6	\$5.3	\$5.7
Total Loans	\$691.6	\$704.0	\$704.2	\$727.8	\$598.9	\$648.7	\$691.6	\$727.8

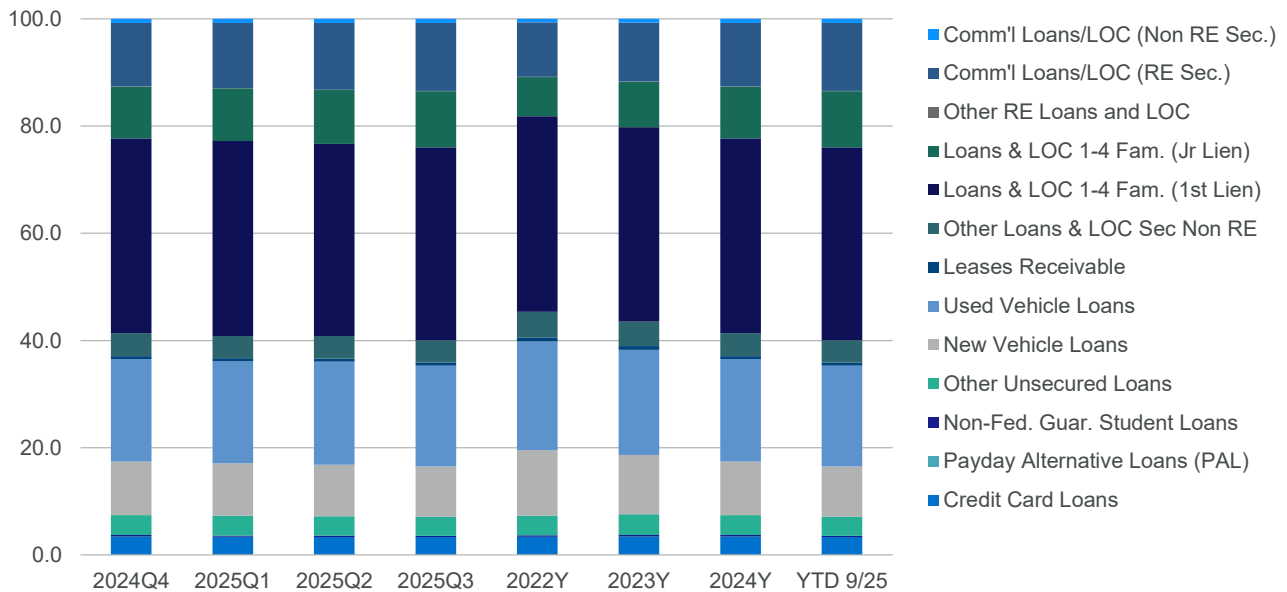
Appendix



Total Assets \$2.0 Billion–\$10.0 Billion

Loan Mix (% of Total)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	3.4	3.4	3.3	3.3	3.4	3.4	3.4	3.3
Payday Alternative Loans (PAL)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-Fed. Guar. Student Loans	0.3	0.3	0.2	0.2	0.3	0.3	0.3	0.2
Other Unsecured Loans	3.7	3.7	3.6	3.5	3.6	3.9	3.7	3.5
New Vehicle Loans	10.0	9.8	9.6	9.4	12.3	11.1	10.0	9.4
Used Vehicle Loans	19.1	19.0	19.2	18.8	20.2	19.6	19.1	18.8
Leases Receivable	0.6	0.6	0.6	0.6	0.8	0.7	0.6	0.6
Other Loans & LOC Sec Non RE	4.3	4.1	4.2	4.1	4.8	4.6	4.3	4.1
Loans & LOC 1-4 Fam. (1st Lien)	36.3	36.4	35.8	36.0	36.5	36.3	36.3	36.0
Loans & LOC 1-4 Fam. (Jr Lien)	9.7	9.9	10.1	10.4	7.3	8.5	9.7	10.4
Other RE Loans and LOC	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Comm'l Loans/LOC (RE Sec.)	11.8	12.1	12.5	12.6	10.2	11.0	11.8	12.6
Comm'l Loans/LOC (Non RE Sec.)	0.8	0.7	0.8	0.8	0.7	0.7	0.8	0.8

Loan Mix (%)



Appendix



Total Assets \$2.0 Billion–\$10.0 Billion

Annualized Loan Growth	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	17.8%	-2.1%	-2.9%	10.4%	12.7%	10.2%	6.7%	1.8%
Payday Alternative Loans (PAL)	43.4%	-44.5%	7.0%	9.5%	-43.2%	23.4%	32.5%	-9.9%
Non-Fed. Guar. Student Loans	-2.1%	6.8%	-8.9%	9.6%	0.8%	3.5%	0.5%	2.4%
Other Unsecured Loans	-10.9%	6.3%	-9.1%	4.7%	26.7%	14.8%	2.6%	0.5%
New Vehicle Loans	1.8%	-2.3%	-6.5%	4.2%	26.1%	-2.1%	-3.7%	-1.5%
Used Vehicle Loans	3.5%	5.0%	5.1%	4.6%	25.5%	4.9%	3.9%	5.0%
Leases Receivable	-22.8%	18.4%	-8.6%	19.9%	40.5%	1.9%	-12.1%	9.9%
Other Loans & LOC Sec Non RE	-3.8%	-8.2%	8.1%	2.9%	24.6%	3.4%	0.2%	0.9%
Loans & LOC 1-4 Fam. (1st Lien)	13.4%	8.0%	-6.1%	16.0%	21.5%	7.7%	6.7%	6.0%
Loans & LOC 1-4 Fam. (Jr Lien)	19.2%	15.6%	8.0%	29.0%	43.2%	25.2%	21.8%	18.2%
Other RE Loans and LOC	4.2%	8.4%	-5.4%	238.3%	-2.5%	12.3%	-2.0%	81.0%
Comm'l Loans/LOC (RE Sec.)	22.2%	17.9%	10.7%	19.2%	25.0%	17.0%	15.0%	16.6%
Comm'l Loans/LOC (Non RE Sec.)	30.8%	-0.4%	10.2%	22.9%	51.9%	16.2%	15.1%	11.1%
Total Loans	10.1%	7.2%	0.1%	13.4%	24.8%	8.3%	6.6%	7.0%

Indirect Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
# Indirect Loans	8,365,548	8,389,207	8,383,739	8,561,886	7,960,806	8,358,506	8,365,548	8,561,886
Indirect Loans (\$Billions)	\$173.7	\$174.7	\$175.0	\$177.4	\$162.8	\$172.4	\$173.7	\$177.4
% of Total Loans	25.1%	24.8%	24.9%	24.4%	27.2%	26.6%	25.1%	24.4%
Indirect Loan Growth - Annualized	-0.8%	2.2%	0.8%	5.3%	39.1%	5.9%	0.8%	2.8%

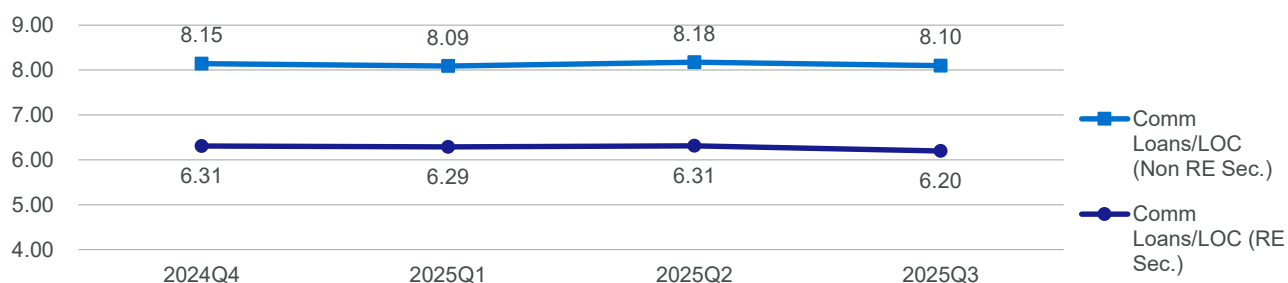
Appendix



Total Assets \$2.0 Billion–\$10.0 Billion

Commercial Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Commercial Loans to Members (\$Billions)								
Construction & Development	\$5.0	\$5.3	\$5.5	\$5.6	\$3.4	\$4.3	\$5.0	\$5.6
Secured by Farmland	\$0.4	\$0.5	\$0.5	\$0.5	\$0.4	\$0.4	\$0.4	\$0.5
Secured by Multifamily	\$19.0	\$19.9	\$20.4	\$21.2	\$14.0	\$16.4	\$19.0	\$21.2
Secured by OO CRE	\$14.8	\$15.7	\$16.2	\$17.1	\$11.2	\$13.0	\$14.8	\$17.1
Secured by Non OO CRE	\$37.3	\$38.6	\$39.5	\$41.5	\$27.6	\$32.4	\$37.3	\$41.5
Total CRE Secured	\$76.6	\$79.9	\$82.1	\$85.9	\$56.6	\$66.4	\$76.6	\$85.9
Ag. Production & Other Farm	\$0.1	\$0.1	\$0.2	\$0.2	\$0.1	\$0.1	\$0.1	\$0.2
Commercial & Industrial	\$4.0	\$3.9	\$4.1	\$4.3	\$2.8	\$3.3	\$4.0	\$4.3
Unsecured Commercial	\$0.2	\$0.2	\$0.2	\$0.2	\$0.2	\$0.2	\$0.2	\$0.2
Unsecured Rev LOC (Commercial)	\$0.3	\$0.3	\$0.3	\$0.3	\$0.2	\$0.2	\$0.3	\$0.3
Total Commercial Loans	\$81.2	\$84.5	\$86.8	\$91.0	\$59.9	\$70.2	\$81.2	\$91.0
# of Commercial Loans	115,558	139,747	123,393	142,834	93,786	102,943	115,558	142,834
Commercial Loans to NonMembers (\$Billions)								
Total Commercial Loans	\$5.9	\$6.2	\$6.3	\$6.7	\$4.8	\$5.5	\$5.9	\$6.7
# of Commercial Loans	5,114	5,431	5,723	5,912	3,883	4,711	5,114	5,912
Total Commercial Loans - Members & NonMembers (\$Billions)								
Total Commercial Loans	\$87.1	\$90.7	\$93.1	\$97.7	\$64.7	\$75.7	\$87.1	\$97.7
# of Total Commercial Loans	120,672	145,178	129,116	148,746	97,669	107,654	120,672	148,746
Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)								
To Members (\$)	\$5.7	\$4.7	\$5.8	\$5.5	\$23.8	\$15.9	\$17.3	\$16.2
To Members (#)	7,592	7,369	7,637	7,205	27,605	24,849	27,339	22,336
To NonMembers (\$)	\$0.4	\$0.2	\$0.4	\$0.3	\$1.5	\$0.9	\$1.0	\$1.0
To NonMembers (#)	160	143	180	187	935	906	629	524
Commercial Loan Interest Rates (Quarterly Rates Only)								
Comm Loans/LOC (RE Sec.)	6.31	6.29	6.31	6.20				
Comm Loans/LOC (Non RE Sec.)	8.15	8.09	8.18	8.10				

Commercial Loan Interest Rates (%)



Appendix

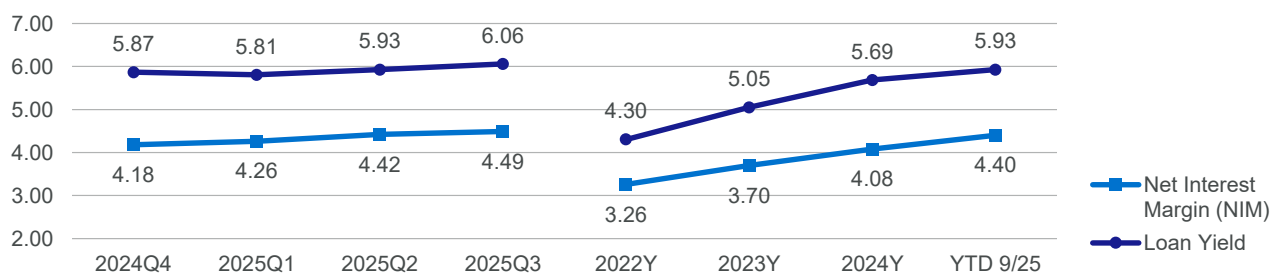


Total Assets <\$10 Billion

Balance Sheet Highlights	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Loan Growth (Annualized)	4.6	1.7	1.6	7.5	17.4	5.3	2.5	3.6
Share & Dep. Growth (Annualized)	7.0	11.3	-4.9	3.8	1.8	1.0	4.4	3.4
Loans / Assets	60.8	58.8	59.4	59.7	56.3	61.4	60.8	59.7
Loans / Deposits	71.0	68.7	69.7	70.3	64.5	71.6	71.0	70.3

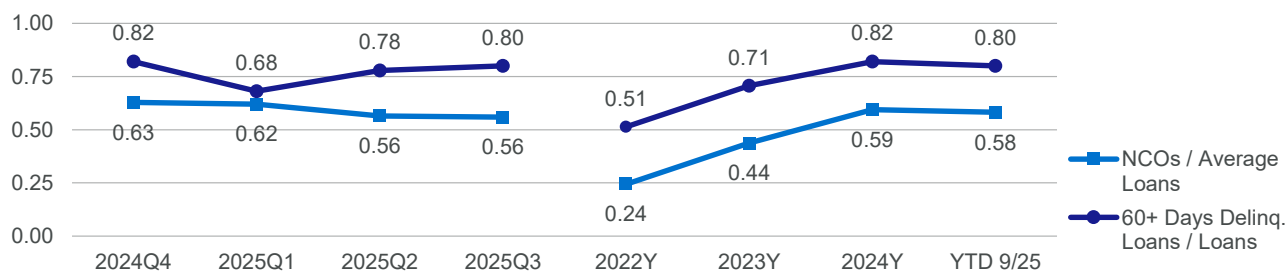
Margin / Yields / Rates	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Net Interest Margin (NIM)	4.18	4.26	4.42	4.49	3.26	3.70	4.08	4.40
Loan Yield / COF Spread	3.72	3.83	3.96	4.07	3.77	3.56	3.62	3.95
Loan Yield	5.87	5.81	5.93	6.06	4.30	5.05	5.69	5.93
COF (Int. Exp / Avg IB Liab)	2.14	1.98	1.97	1.99	0.53	1.49	2.07	1.98

Net Interest Margin (NIM) & Loan Yield (%)



Asset Quality Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
60+ Days Delinq. Loans / Loans	0.82	0.68	0.78	0.80	0.51	0.71	0.82	0.80
OREO / Assets	0.04	0.04	0.04	0.04	0.03	0.03	0.04	0.04
Nonperforming Assets / Assets	0.62	0.51	0.58	0.61	0.38	0.53	0.62	0.61
ACL / Loans	1.04	1.04	1.05	1.06	0.66	0.98	1.04	1.06
Delinquent Loans / Reserves	78.7	65.4	74.1	75.2	78.1	71.8	78.7	75.2
Provision Expense / Avg Assets	0.58	0.44	0.46	0.47	0.19	0.34	0.47	0.45
NCOs / Average Loans	0.63	0.62	0.56	0.56	0.24	0.44	0.59	0.58
# Companies Reporting NCOs	3,414	3,294	3,219	3,227	3,848	3,956	3,907	3,700
NCO Coverage Ratio (ACL / NCOs)	1.67	1.68	1.88	1.92	2.94	2.30	1.78	1.87

Delinquent Loans / Total Loans & NCOs / Average Loans (%)



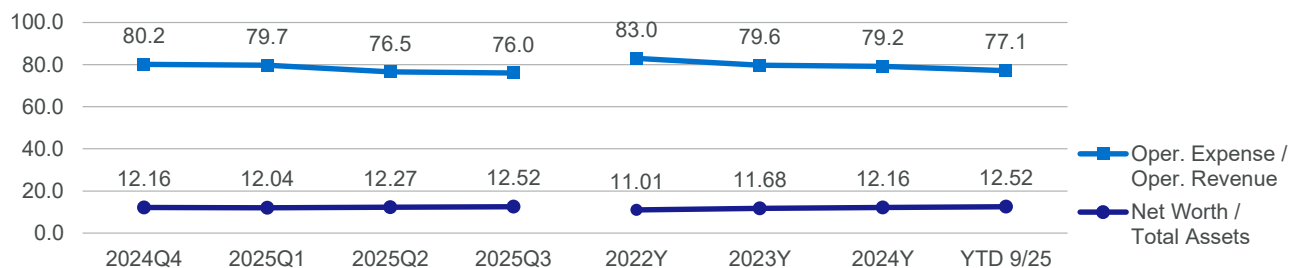
Appendix



Total Assets <\$10 Billion

Profitability Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
ROAA	0.54	0.62	0.77	0.82	0.50	0.60	0.61	0.75
ROAE	4.57	5.10	6.56	6.79	4.96	5.73	5.30	6.35
Oper. Expense / Oper. Revenue	80.2	79.7	76.5	76.0	83.0	79.6	79.2	77.1

Operating Expense / Operating Revenue & Net Worth / Total Assets (%)



Capital Adequacy Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Total Capital / Total Assets	12.14	12.07	12.32	12.65	10.66	11.51	12.14	12.65
Net Worth / Total Assets	12.16	12.04	12.27	12.52	11.01	11.68	12.16	12.52
Classified Assets / Capital	3.85	3.81	3.80	3.79	3.11	3.82	3.85	3.79
Classified Assets / Net Worth	3.76	3.75	3.76	3.77	2.89	3.70	3.76	3.77
Solvency Evaluation	113.4	113.3	113.7	114.1	111.7	112.7	113.4	114.1

Member Growth / Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Member Growth (Annualized)	1.8	1.3	-2.5	5.0	1.9	1.7	1.6	1.2
Members / FTE	359.4	357.0	355.3	355.3	374.8	367.1	359.4	355.3
Members / Potential Members	14.2	14.2	13.8	13.6	17.6	15.9	14.2	13.6
Total # of Companies	4,530	4,484	4,437	4,397	4,842	4,681	4,530	4,397

Loan Balances (\$Billions)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	\$40.3	\$39.5	\$39.4	\$39.9	\$36.6	\$39.2	\$40.3	\$39.9
Payday Alternative Loans (PAL)	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1
Non-Fed. Guar. Student Loans	\$3.5	\$3.6	\$3.4	\$3.4	\$3.6	\$3.6	\$3.5	\$3.4
Other Unsecured Loans	\$50.3	\$49.2	\$48.6	\$49.1	\$45.8	\$50.0	\$50.3	\$49.1
New Vehicle Loans	\$126.7	\$125.1	\$124.1	\$124.3	\$138.9	\$136.8	\$126.7	\$124.3
Used Vehicle Loans	\$258.8	\$259.4	\$261.0	\$261.1	\$259.1	\$263.9	\$258.8	\$261.1
Leases Receivable	\$5.4	\$5.4	\$5.2	\$5.2	\$5.6	\$5.7	\$5.4	\$5.2
Other Loans & LOC Sec Non RE	\$57.5	\$56.7	\$56.4	\$56.4	\$58.1	\$59.6	\$57.5	\$56.4
Loans & LOC 1-4 Fam. (1st Lien)	\$426.6	\$428.8	\$426.5	\$437.0	\$396.3	\$412.7	\$426.6	\$437.0
Loans & LOC 1-4 Fam. (Jr Lien)	\$121.6	\$124.7	\$128.2	\$134.7	\$84.8	\$103.6	\$121.6	\$134.7
Other RE Loans and LOC	\$2.0	\$2.1	\$2.1	\$2.4	\$1.9	\$2.0	\$2.0	\$2.4
Comm'l Loans/LOC (RE Sec.)	\$136.6	\$140.3	\$143.6	\$148.4	\$109.1	\$122.4	\$136.6	\$148.4
Comm'l Loans/LOC (Non RE Sec.)	\$12.1	\$12.0	\$12.4	\$12.8	\$10.1	\$11.1	\$12.1	\$12.8
Total Loans	\$1,241.4	\$1,246.8	\$1,251.6	\$1,275.2	\$1,149.8	\$1,210.6	\$1,241.4	\$1,275.2

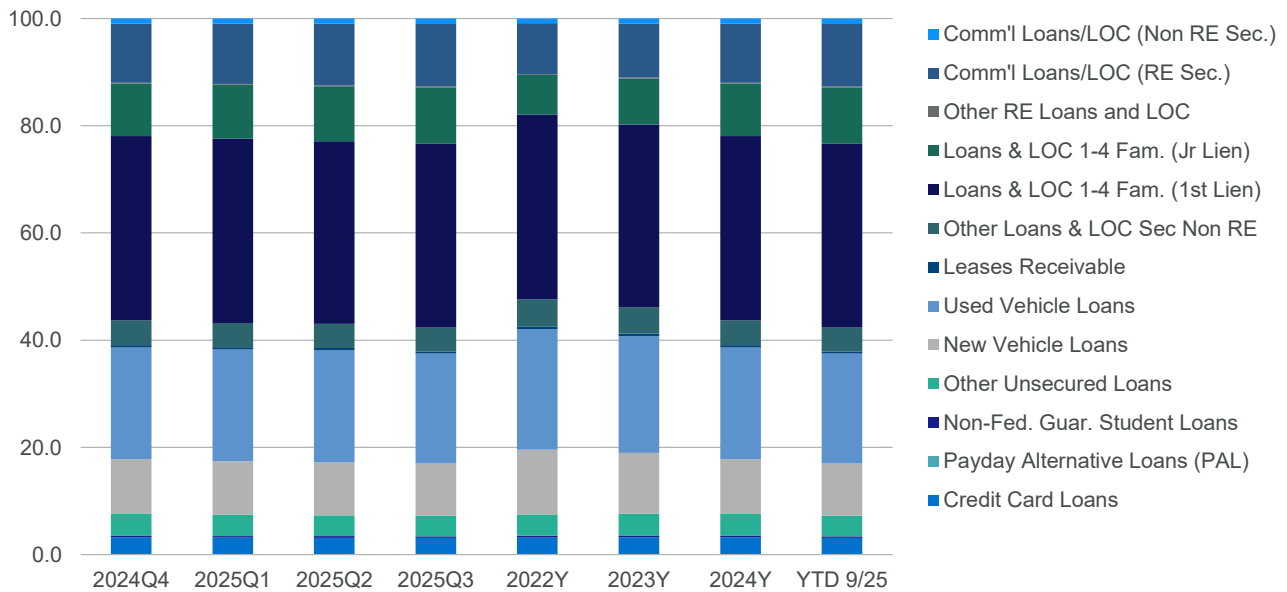
Appendix



Total Assets <\$10 Billion

Loan Mix (% of Total)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	3.2	3.2	3.1	3.1	3.2	3.2	3.2	3.1
Payday Alternative Loans (PAL)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-Fed. Guar. Student Loans	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Other Unsecured Loans	4.0	3.9	3.9	3.9	4.0	4.1	4.0	3.9
New Vehicle Loans	10.2	10.0	9.9	9.7	12.1	11.3	10.2	9.7
Used Vehicle Loans	20.8	20.8	20.9	20.5	22.5	21.8	20.8	20.5
Leases Receivable	0.4	0.4	0.4	0.4	0.5	0.5	0.4	0.4
Other Loans & LOC Sec Non RE	4.6	4.5	4.5	4.4	5.0	4.9	4.6	4.4
Loans & LOC 1-4 Fam. (1st Lien)	34.4	34.4	34.1	34.3	34.5	34.1	34.4	34.3
Loans & LOC 1-4 Fam. (Jr Lien)	9.8	10.0	10.2	10.6	7.4	8.6	9.8	10.6
Other RE Loans and LOC	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Comm'l Loans/LOC (RE Sec.)	11.0	11.3	11.5	11.6	9.5	10.1	11.0	11.6
Comm'l Loans/LOC (Non RE Sec.)	1.0	1.0	1.0	1.0	0.9	0.9	1.0	1.0

Loan Mix (%)



Appendix



Total Assets <\$10 Billion

Annualized Loan Growth	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	11.6%	-8.3%	-0.9%	5.7%	8.9%	7.1%	2.9%	-1.2%
Payday Alternative Loans (PAL)	41.2%	-56.9%	25.6%	18.5%	-5.8%	18.4%	17.6%	-6.0%
Non-Fed. Guar. Student Loans	-6.6%	3.9%	-18.2%	4.2%	0.8%	0.4%	-1.7%	-3.5%
Other Unsecured Loans	1.2%	-8.6%	-4.4%	3.9%	18.9%	9.0%	0.6%	-3.1%
New Vehicle Loans	-4.9%	-4.8%	-3.5%	0.6%	21.5%	-1.5%	-7.4%	-2.5%
Used Vehicle Loans	-3.1%	1.0%	2.5%	0.0%	17.5%	1.9%	-1.9%	1.2%
Leases Receivable	1.3%	-6.6%	-9.6%	0.2%	25.3%	2.4%	-4.4%	-5.3%
Other Loans & LOC Sec Non RE	-7.5%	-5.6%	-1.7%	-0.5%	15.3%	2.7%	-3.6%	-2.6%
Loans & LOC 1-4 Fam. (1st Lien)	7.2%	2.1%	-2.1%	9.8%	13.6%	4.1%	3.3%	3.3%
Loans & LOC 1-4 Fam. (Jr Lien)	15.6%	10.5%	11.0%	20.3%	33.6%	22.3%	17.3%	14.4%
Other RE Loans and LOC	3.6%	4.7%	2.7%	64.0%	-10.0%	1.7%	4.1%	24.2%
Comm'l Loans/LOC (RE Sec.)	15.4%	10.8%	9.5%	13.3%	19.5%	12.2%	11.6%	11.5%
Comm'l Loans/LOC (Non RE Sec.)	15.2%	-2.7%	14.5%	11.1%	20.8%	9.8%	9.0%	7.7%
Total Loans	4.6%	1.7%	1.6%	7.5%	17.4%	5.3%	2.5%	3.6%

Indirect Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
# Indirect Loans	17,970,276	17,651,924	17,597,334	17,643,949	17,452,075	18,211,620	17,970,276	17,643,949
Indirect Loans (\$Billions)	\$279.7	\$279.4	\$278.8	\$280.9	\$279.1	\$289.4	\$279.7	\$280.9
% of Total Loans	22.5%	22.4%	22.3%	22.0%	24.3%	23.9%	22.5%	22.0%
Indirect Loan Growth - Annualized	-3.1%	-0.5%	-0.9%	3.1%	30.8%	3.7%	-3.3%	0.6%

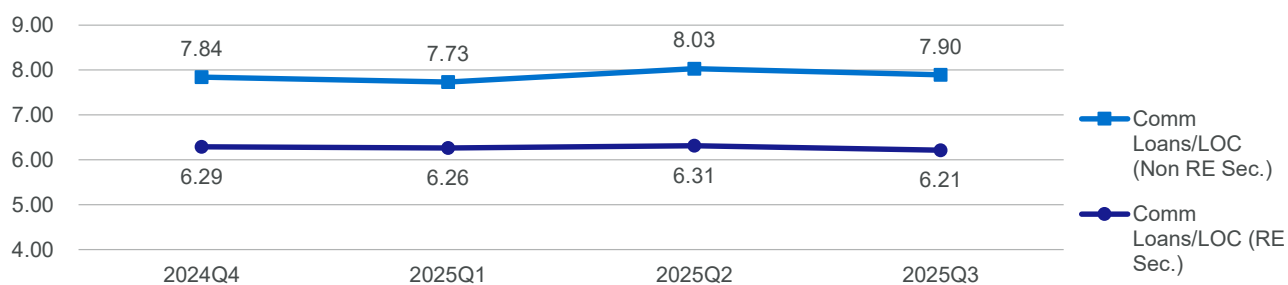
Appendix



Total Assets <\$10 Billion

Commercial Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Commercial Loans to Members (\$Billions)								
Construction & Development	\$7.3	\$7.3	\$7.5	\$7.8	\$5.3	\$6.3	\$7.3	\$7.8
Secured by Farmland	\$2.8	\$2.9	\$2.9	\$3.0	\$2.5	\$2.7	\$2.8	\$3.0
Secured by Multifamily	\$30.0	\$31.0	\$31.8	\$32.8	\$22.7	\$26.3	\$30.0	\$32.8
Secured by OO CRE	\$25.6	\$26.5	\$27.1	\$28.4	\$20.9	\$23.1	\$25.6	\$28.4
Secured by Non OO CRE	\$53.5	\$54.7	\$56.0	\$57.8	\$42.6	\$47.8	\$53.5	\$57.8
Total CRE Secured	\$119.2	\$122.4	\$125.3	\$129.7	\$94.0	\$106.2	\$119.2	\$129.7
Ag. Production & Other Farm	\$1.2	\$1.1	\$1.3	\$1.3	\$1.0	\$1.1	\$1.2	\$1.3
Commercial & Industrial	\$7.9	\$7.8	\$8.1	\$8.2	\$6.3	\$7.1	\$7.9	\$8.2
Unsecured Commercial	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5
Unsecured Rev LOC (Commercial)	\$0.5	\$0.5	\$0.5	\$0.6	\$0.4	\$0.4	\$0.5	\$0.6
Total Commercial Loans	\$129.3	\$132.3	\$135.6	\$140.3	\$102.2	\$115.2	\$129.3	\$140.3
# of Commercial Loans	267,997	288,475	274,395	293,633	239,079	251,907	267,997	293,633
Commercial Loans to NonMembers (\$Billions)								
Total Commercial Loans	\$19.4	\$20.0	\$20.4	\$20.9	\$17.0	\$18.2	\$19.4	\$20.9
# of Commercial Loans	33,960	34,488	34,878	35,272	30,413	32,363	33,960	35,272
Total Commercial Loans - Members & NonMembers (\$Billions)								
Total Commercial Loans	\$148.6	\$152.3	\$156.0	\$161.1	\$119.2	\$133.5	\$148.6	\$161.1
# of Total Commercial Loans	301,957	322,963	309,273	328,905	269,492	284,270	301,957	328,905
Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)								
To Members (\$)	\$9.3	\$8.2	\$9.8	\$9.2	\$43.3	\$27.7	\$29.8	\$27.1
To Members (#)	17,194	18,799	18,918	17,005	81,390	68,087	66,749	54,676
To NonMembers (\$)	\$1.2	\$1.0	\$1.1	\$1.1	\$5.6	\$2.7	\$3.1	\$3.2
To NonMembers (#)	609	1,467	1,526	1,343	8,313	4,267	4,780	4,325
Commercial Loan Interest Rates (Quarterly Rates Only)								
Comm Loans/LOC (RE Sec.)	6.29	6.26	6.31	6.21				
Comm Loans/LOC (Non RE Sec.)	7.84	7.73	8.03	7.90				

Commercial Loan Interest Rates (%)



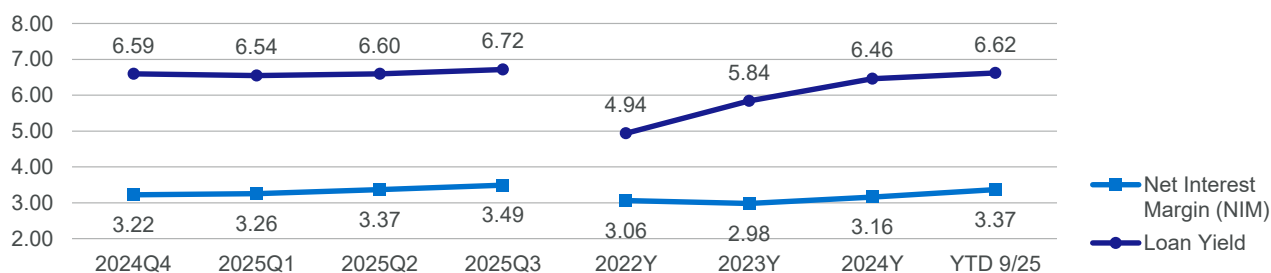
Appendix



Total Assets >\$10 Billion

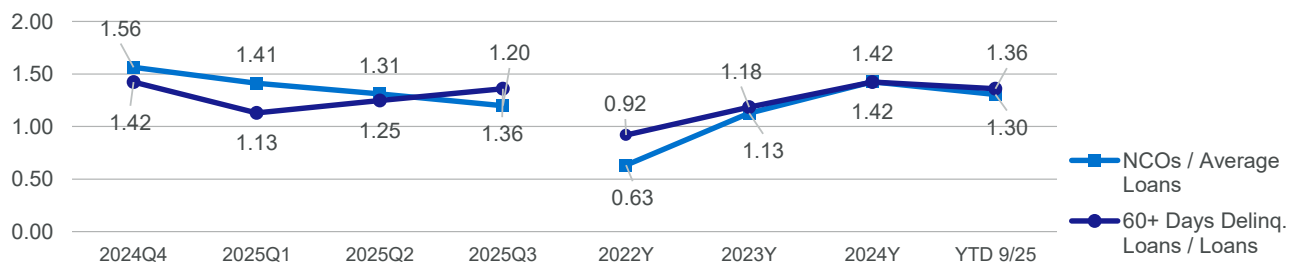
Balance Sheet Highlights	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Loan Growth (Annualized)	0.4	2.7	22.1	-1.9	28.5	9.7	2.8	7.7
Share & Dep. Growth (Annualized)	-1.2	15.9	16.1	-2.4	8.5	3.7	3.4	10.0
Loans / Assets	76.2	75.3	76.4	77.4	72.4	74.4	76.2	77.4
Loans / Deposits	92.7	89.3	90.9	90.5	85.1	94.6	92.7	90.5
Margin / Yields / Rates	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Net Interest Margin (NIM)	3.22	3.26	3.37	3.49	3.06	2.98	3.16	3.37
Loan Yield / COF Spread	4.20	4.26	4.32	4.45	4.24	4.00	4.08	4.34
Loan Yield	6.59	6.54	6.60	6.72	4.94	5.84	6.46	6.62
COF (Int. Exp / Avg IB Liab)	2.39	2.29	2.28	2.27	0.70	1.83	2.38	2.28

Net Interest Margin (NIM) & Loan Yield (%)



Asset Quality Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
60+ Days Delinq. Loans / Loans	1.42	1.13	1.25	1.36	0.92	1.18	1.42	1.36
OREO / Assets	0.04	0.04	0.04	0.04	0.02	0.03	0.04	0.04
Nonperforming Assets / Assets	1.10	0.86	0.96	1.04	0.67	0.89	1.10	1.04
ACL / Loans	2.14	2.09	2.03	2.06	1.14	2.15	2.14	2.06
Delinquent Loans / Reserves	66.5	54.0	61.5	65.9	80.5	55.2	66.5	65.9
Provision Expense / Avg Assets	1.33	0.92	0.99	1.02	0.49	0.97	1.08	0.97
NCOs / Average Loans	1.56	1.41	1.31	1.20	0.63	1.13	1.42	1.30
# Companies Reporting NCOs	20	20	22	21	21	21	20	21
NCO Coverage Ratio (ACL / NCOs)	1.38	1.49	1.56	1.74	1.97	1.98	1.54	1.62

Delinquent Loans / Total Loans & NCOs / Average Loans (%)



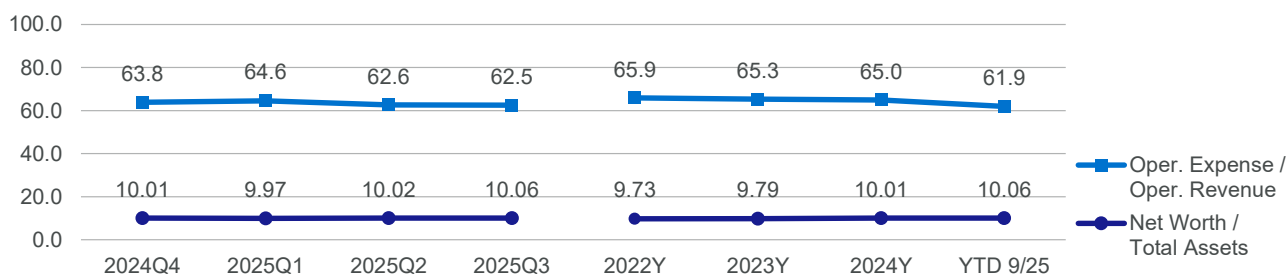
Appendix



Total Assets >\$10 Billion

Profitability Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
ROAA	0.41	0.63	0.64	0.82	0.83	0.71	0.54	0.71
ROAE	4.40	7.06	6.74	9.89	9.19	7.90	6.17	7.62
Oper. Expense / Oper. Revenue	63.8	64.6	62.6	62.5	65.9	65.3	65.0	61.9

Operating Expense / Operating Revenue & Net Worth / Total Assets (%)



Capital Adequacy Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Total Capital / Total Assets	10.03	9.94	10.06	10.25	9.40	9.00	10.03	10.25
Net Worth / Total Assets	10.01	9.97	10.02	10.06	9.73	9.79	10.01	10.06
Classified Assets / Capital	9.92	9.66	9.97	10.69	6.28	9.20	9.92	10.69
Classified Assets / Net Worth	9.52	9.57	10.09	10.51	5.56	7.96	9.52	10.51
Solvency Evaluation	110.4	110.4	110.8	111.2	110.7	110.0	110.4	111.2

Member Growth / Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Member Growth (Annualized)	-0.8	5.8	12.7	-1.4	12.7	7.0	3.8	5.7
Members / FTE	485.1	479.2	446.3	451.5	471.0	472.1	485.1	451.5
Members / Potential Members	8.4	8.0	8.5	8.2	7.1	8.9	8.4	8.2
Total # of Companies	20	20	22	21	21	21	20	21

Loan Balances (\$Billions)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	\$45.4	\$44.8	\$46.1	\$46.5	\$38.1	\$43.3	\$45.4	\$46.5
Payday Alternative Loans (PAL)	\$0.0	\$0.0	\$0.0	\$0.1	\$0.0	\$0.0	\$0.0	\$0.1
Non-Fed. Guar. Student Loans	\$3.5	\$3.4	\$3.3	\$3.3	\$3.9	\$3.8	\$3.5	\$3.3
Other Unsecured Loans	\$20.9	\$20.8	\$22.3	\$22.5	\$18.2	\$19.7	\$20.9	\$22.5
New Vehicle Loans	\$39.3	\$38.4	\$40.0	\$38.7	\$36.4	\$40.5	\$39.3	\$38.7
Used Vehicle Loans	\$61.3	\$61.4	\$62.7	\$62.7	\$56.0	\$61.8	\$61.3	\$62.7
Leases Receivable	\$1.0	\$0.9	\$0.9	\$0.9	\$1.0	\$1.1	\$1.0	\$0.9
Other Loans & LOC Sec Non RE	\$12.6	\$13.9	\$14.5	\$14.3	\$10.8	\$12.8	\$12.6	\$14.3
Loans & LOC 1-4 Fam. (1st Lien)	\$172.2	\$173.6	\$185.8	\$184.7	\$162.7	\$169.0	\$172.2	\$184.7
Loans & LOC 1-4 Fam. (Jr Lien)	\$34.3	\$35.6	\$39.0	\$39.4	\$21.6	\$28.7	\$34.3	\$39.4
Other RE Loans and LOC	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Comm'l Loans/LOC (RE Sec.)	\$27.3	\$27.8	\$29.2	\$29.1	\$21.8	\$25.6	\$27.3	\$29.1
Comm'l Loans/LOC (Non RE Sec.)	\$1.0	\$1.1	\$1.1	\$1.0	\$0.6	\$0.8	\$1.0	\$1.0
Total Loans	\$418.9	\$421.7	\$445.0	\$442.9	\$371.3	\$407.3	\$418.9	\$442.9

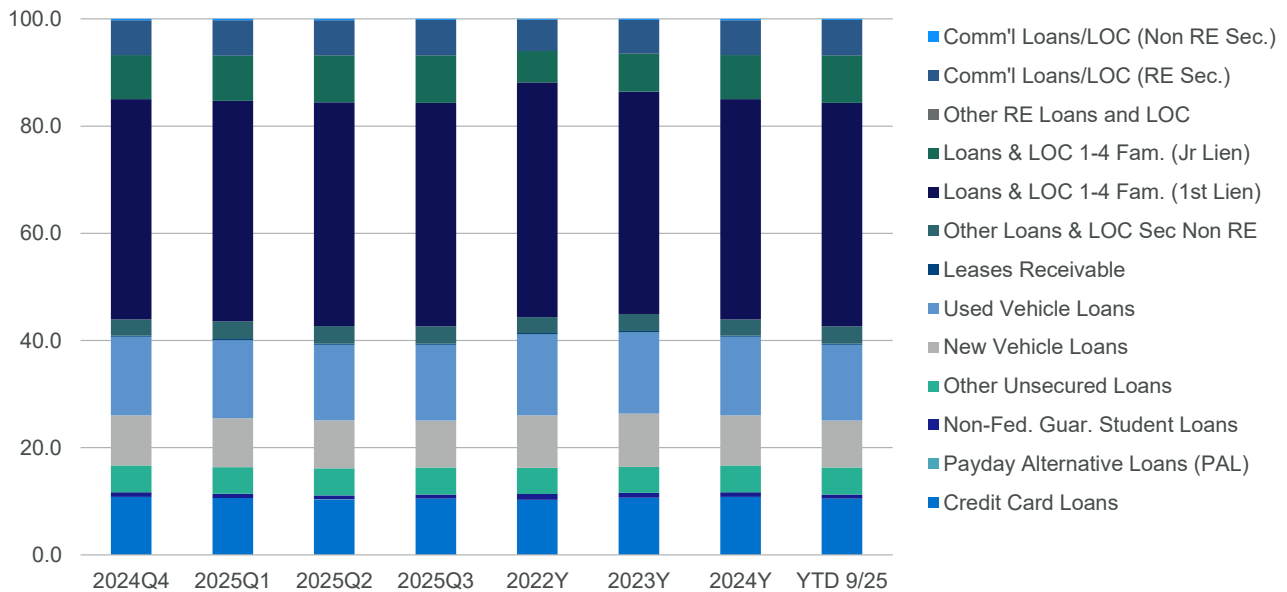
Appendix



Total Assets >\$10 Billion

Loan Mix (% of Total)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	10.8	10.6	10.4	10.5	10.3	10.6	10.8	10.5
Payday Alternative Loans (PAL)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-Fed. Guar. Student Loans	0.8	0.8	0.7	0.7	1.1	0.9	0.8	0.7
Other Unsecured Loans	5.0	4.9	5.0	5.1	4.9	4.8	5.0	5.1
New Vehicle Loans	9.4	9.1	9.0	8.7	9.8	9.9	9.4	8.7
Used Vehicle Loans	14.6	14.6	14.1	14.1	15.1	15.2	14.6	14.1
Leases Receivable	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2
Other Loans & LOC Sec Non RE	3.0	3.3	3.3	3.2	2.9	3.2	3.0	3.2
Loans & LOC 1-4 Fam. (1st Lien)	41.1	41.2	41.7	41.7	43.8	41.5	41.1	41.7
Loans & LOC 1-4 Fam. (Jr Lien)	8.2	8.4	8.8	8.9	5.8	7.1	8.2	8.9
Other RE Loans and LOC	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Comm'l Loans/LOC (RE Sec.)	6.5	6.6	6.6	6.6	5.9	6.3	6.5	6.6
Comm'l Loans/LOC (Non RE Sec.)	0.2	0.3	0.3	0.2	0.2	0.2	0.2	0.2

Loan Mix (%)



Appendix



Total Assets >\$10 Billion

Annualized Loan Growth	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	9.2%	-4.8%	11.7%	3.2%	22.7%	13.6%	4.7%	3.3%
Payday Alternative Loans (PAL)	18.2%	-31.9%	24.4%	29.9%	847.7%	10.4%	12.6%	6.6%
Non-Fed. Guar. Student Loans	-10.6%	-8.1%	-9.5%	-5.8%	30.1%	-4.5%	-7.8%	-7.7%
Other Unsecured Loans	4.6%	-2.5%	28.2%	4.4%	34.0%	7.8%	6.4%	10.1%
New Vehicle Loans	-3.4%	-8.6%	16.7%	-13.7%	25.0%	11.2%	-2.9%	-2.1%
Used Vehicle Loans	-3.9%	0.5%	8.6%	-0.3%	24.9%	10.4%	-0.9%	3.0%
Leases Receivable	-22.7%	-25.0%	1.4%	-9.6%	4.8%	9.4%	-13.7%	-10.9%
Other Loans & LOC Sec Non RE	0.5%	39.4%	17.8%	-6.1%	36.8%	18.9%	-1.5%	17.3%
Loans & LOC 1-4 Fam. (1st Lien)	-3.0%	3.2%	28.1%	-2.4%	24.5%	3.8%	1.9%	9.6%
Loans & LOC 1-4 Fam. (Jr Lien)	16.1%	14.9%	38.3%	3.6%	65.3%	33.3%	19.4%	19.6%
Other RE Loans and LOC	83.4%	0.6%	0.2%	-21.6%	-91.2%	4.4%	44.0%	-7.0%
Comm'l Loans/LOC (RE Sec.)	0.8%	7.4%	20.1%	-1.1%	56.0%	17.7%	6.4%	8.9%
Comm'l Loans/LOC (Non RE Sec.)	46.4%	6.8%	22.0%	-48.3%	43.1%	41.8%	22.7%	-7.6%
Total Loans	0.4%	2.7%	22.1%	-1.9%	28.5%	9.7%	2.8%	7.7%

Indirect Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
# Indirect Loans	2,337,395	2,319,977	2,413,685	2,317,567	2,398,617	2,535,504	2,337,395	2,317,567
Indirect Loans (\$Billions)	\$61.0	\$61.1	\$63.7	\$62.3	\$60.1	\$64.8	\$61.0	\$62.3
% of Total Loans	14.6%	14.5%	14.3%	14.1%	16.2%	15.9%	14.6%	14.1%
Indirect Loan Growth - Annualized	-5.3%	0.9%	16.5%	-8.8%	33.1%	7.7%	-5.8%	2.8%

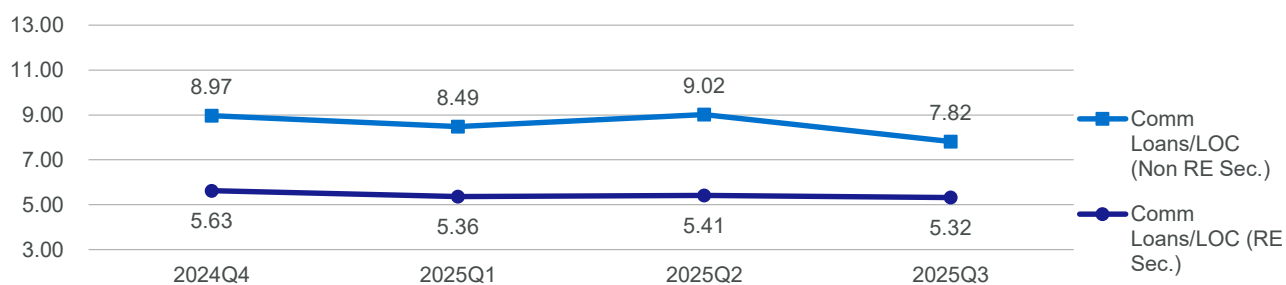
Appendix



Total Assets >\$10 Billion

Commercial Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Commercial Loans to Members (\$Billions)								
Construction & Development	\$1.6	\$1.4	\$1.3	\$1.3	\$1.2	\$1.6	\$1.6	\$1.3
Secured by Farmland	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Secured by Multifamily	\$7.4	\$7.6	\$8.0	\$8.0	\$6.0	\$6.9	\$7.4	\$8.0
Secured by OO CRE	\$4.1	\$4.3	\$4.6	\$4.6	\$2.9	\$3.7	\$4.1	\$4.6
Secured by Non OO CRE	\$12.7	\$13.0	\$13.8	\$13.7	\$10.5	\$12.2	\$12.7	\$13.7
Total CRE Secured	\$25.8	\$26.3	\$27.6	\$27.5	\$20.6	\$24.4	\$25.8	\$27.5
Ag. Production & Other Farm	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial & Industrial	\$0.9	\$0.9	\$0.9	\$0.9	\$0.5	\$0.8	\$0.9	\$0.9
Unsecured Commercial	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Unsecured Rev LOC (Commercial)	\$0.1	\$0.1	\$0.1	\$0.1	\$0.0	\$0.0	\$0.1	\$0.1
Total Commercial Loans	\$26.8	\$27.3	\$28.7	\$28.5	\$21.2	\$25.2	\$26.8	\$28.5
# of Commercial Loans	27,015	27,613	46,333	24,772	18,817	25,617	27,015	24,772
Commercial Loans to NonMembers (\$Billions)								
Total Commercial Loans	\$1.5	\$1.5	\$1.6	\$1.6	\$1.1	\$1.3	\$1.5	\$1.6
# of Commercial Loans	373	378	455	389	273	312	373	389
Total Commercial Loans - Members & NonMembers (\$Billions)								
Total Commercial Loans	\$28.3	\$28.8	\$30.3	\$30.1	\$22.4	\$26.5	\$28.3	\$30.1
# of Total Commercial Loans	27,388	27,991	46,788	25,161	19,090	25,929	27,388	25,161
Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)								
To Members (\$)	\$1.6	\$1.3	\$1.6	\$1.8	\$9.4	\$5.9	\$5.2	\$4.6
To Members (#)	1,655	1,846	1,939	1,723	5,827	5,965	6,394	5,389
To NonMembers (\$)	\$0.1	\$0.1	\$0.1	\$0.0	\$0.4	\$0.2	\$0.3	\$0.2
To NonMembers (#)	29	18	13	12	66	48	77	43
Commercial Loan Interest Rates (Quarterly Rates Only)								
Comm Loans/LOC (RE Sec.)	5.63	5.36	5.41	5.32				
Comm Loans/LOC (Non RE Sec.)	8.97	8.49	9.02	7.82				

Commercial Loan Interest Rates (%)

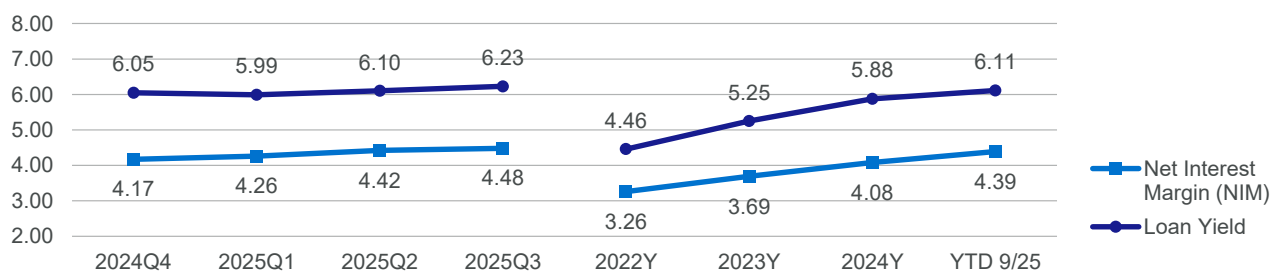




Total Assets, All Credit Unions

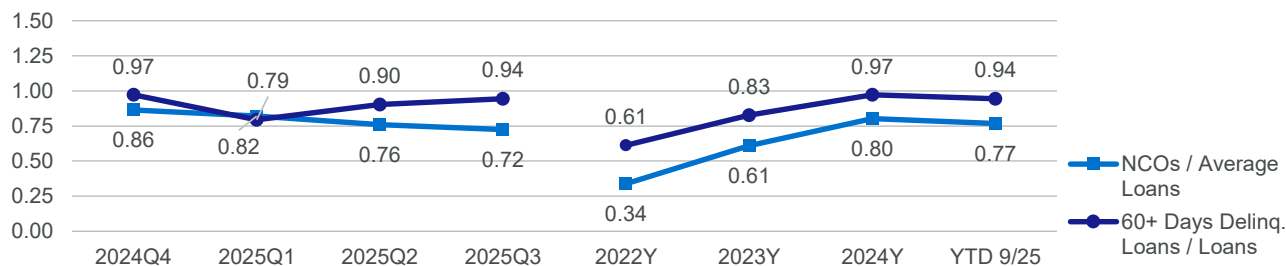
Balance Sheet Highlights	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Loan Growth (Annualized)	3.5	2.0	6.7	5.1	19.9	6.4	2.6	4.6
Share & Dep. Growth (Annualized)	5.0	12.4	0.2	2.3	3.3	1.7	4.1	5.0
Loans / Assets	61.0	58.9	59.4	59.8	56.4	61.6	61.0	59.8
Loans / Deposits	71.1	68.9	70.0	70.4	64.6	71.8	71.1	70.4
Margin / Yields / Rates	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Net Interest Margin (NIM)	4.17	4.26	4.42	4.48	3.26	3.69	4.08	4.39
Loan Yield / COF Spread	3.84	3.94	4.05	4.17	3.89	3.67	3.74	4.06
Loan Yield	6.05	5.99	6.10	6.23	4.46	5.25	5.88	6.11
COF (Int. Exp / Avg IB Liab)	2.20	2.05	2.05	2.06	0.57	1.57	2.14	2.05

Net Interest Margin (NIM) & Loan Yield (%)



Asset Quality Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
60+ Days Delinq. Loans / Loans	0.97	0.79	0.90	0.94	0.61	0.83	0.97	0.94
OREO / Assets	0.04	0.04	0.04	0.04	0.02	0.03	0.04	0.04
Nonperforming Assets / Assets	0.73	0.60	0.68	0.71	0.45	0.62	0.73	0.71
ACL / Loans	1.32	1.31	1.31	1.32	0.78	1.28	1.32	1.32
Delinquent Loans / Reserves	73.7	60.8	69.0	71.5	79.0	64.8	73.7	71.5
Provision Expense / Avg Assets	0.76	0.56	0.60	0.61	0.26	0.50	0.62	0.58
NCOs / Average Loans	0.86	0.82	0.76	0.72	0.34	0.61	0.80	0.77
# Companies Reporting NCOs	3,434	3,314	3,241	3,248	3,869	3,977	3,927	3,721
NCO Coverage Ratio (ACL / NCOs)	1.54	1.60	1.74	1.84	2.50	2.15	1.68	1.76

Delinquent Loans / Total Loans & NCOs / Average Loans (%)



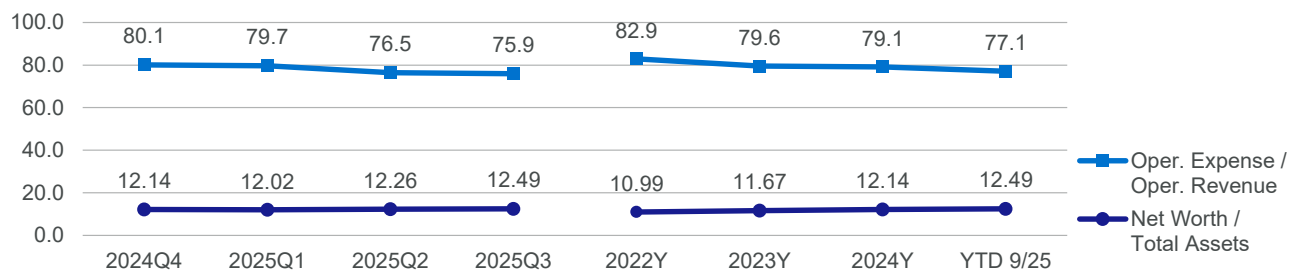
Appendix



Total Assets, All Credit Unions

Profitability Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
ROAA	0.54	0.62	0.77	0.82	0.50	0.60	0.61	0.75
ROAE	4.56	5.13	6.58	6.80	4.97	5.73	5.32	6.36
Oper. Expense / Oper. Revenue	80.1	79.7	76.5	75.9	82.9	79.6	79.1	77.1

Operating Expense / Operating Revenue & Net Worth / Total Assets (%)



Capital Adequacy Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Total Capital / Total Assets	12.12	12.06	12.30	12.63	10.65	11.49	12.12	12.63
Net Worth / Total Assets	12.14	12.02	12.26	12.49	10.99	11.67	12.14	12.49
Classified Assets / Capital	3.86	3.82	3.83	3.81	3.12	3.84	3.86	3.81
Classified Assets / Net Worth	3.78	3.77	3.80	3.78	2.90	3.72	3.78	3.78
Solvency Evaluation	113.4	113.3	113.6	114.1	111.6	112.7	113.4	114.1
Member Growth / Ratios	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Member Growth (Annualized)	1.1	2.4	1.4	3.3	4.3	3.0	2.2	2.4
Members / FTE	359.8	357.7	356.0	355.7	375.3	367.7	359.8	355.7
Members / Potential Members	14.1	14.0	13.7	13.5	17.5	15.9	14.1	13.5
Total # of Companies	4,550	4,504	4,459	4,418	4,863	4,702	4,550	4,418
Loan Balances (\$Billions)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	\$85.7	\$84.3	\$85.5	\$86.4	\$74.7	\$82.5	\$85.7	\$86.4
Payday Alternative Loans (PAL)	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1
Non-Fed. Guar. Student Loans	\$7.0	\$7.0	\$6.7	\$6.7	\$7.5	\$7.3	\$7.0	\$6.7
Other Unsecured Loans	\$71.2	\$70.0	\$70.9	\$71.6	\$64.1	\$69.6	\$71.2	\$71.6
New Vehicle Loans	\$165.9	\$163.6	\$164.1	\$162.9	\$175.2	\$177.3	\$165.9	\$162.9
Used Vehicle Loans	\$320.1	\$320.8	\$323.7	\$323.7	\$315.1	\$325.7	\$320.1	\$323.7
Leases Receivable	\$6.4	\$6.3	\$6.1	\$6.1	\$6.6	\$6.8	\$6.4	\$6.1
Other Loans & LOC Sec Non RE	\$70.1	\$70.6	\$70.9	\$70.6	\$68.9	\$72.5	\$70.1	\$70.6
Loans & LOC 1-4 Fam. (1st Lien)	\$598.8	\$602.4	\$612.3	\$621.6	\$559.1	\$581.7	\$598.8	\$621.6
Loans & LOC 1-4 Fam. (Jr Lien)	\$155.9	\$160.3	\$167.2	\$174.0	\$106.3	\$132.3	\$155.9	\$174.0
Other RE Loans and LOC	\$2.1	\$2.1	\$2.1	\$2.4	\$1.9	\$2.0	\$2.1	\$2.4
Comm'l Loans/LOC (RE Sec.)	\$163.8	\$168.0	\$172.8	\$177.4	\$130.9	\$148.0	\$163.8	\$177.4
Comm'l Loans/LOC (Non RE Sec.)	\$13.1	\$13.1	\$13.6	\$13.8	\$10.7	\$11.9	\$13.1	\$13.8
Total Loans	\$1,660.2	\$1,668.5	\$1,696.6	\$1,718.1	\$1,521.0	\$1,617.9	\$1,660.2	\$1,718.1

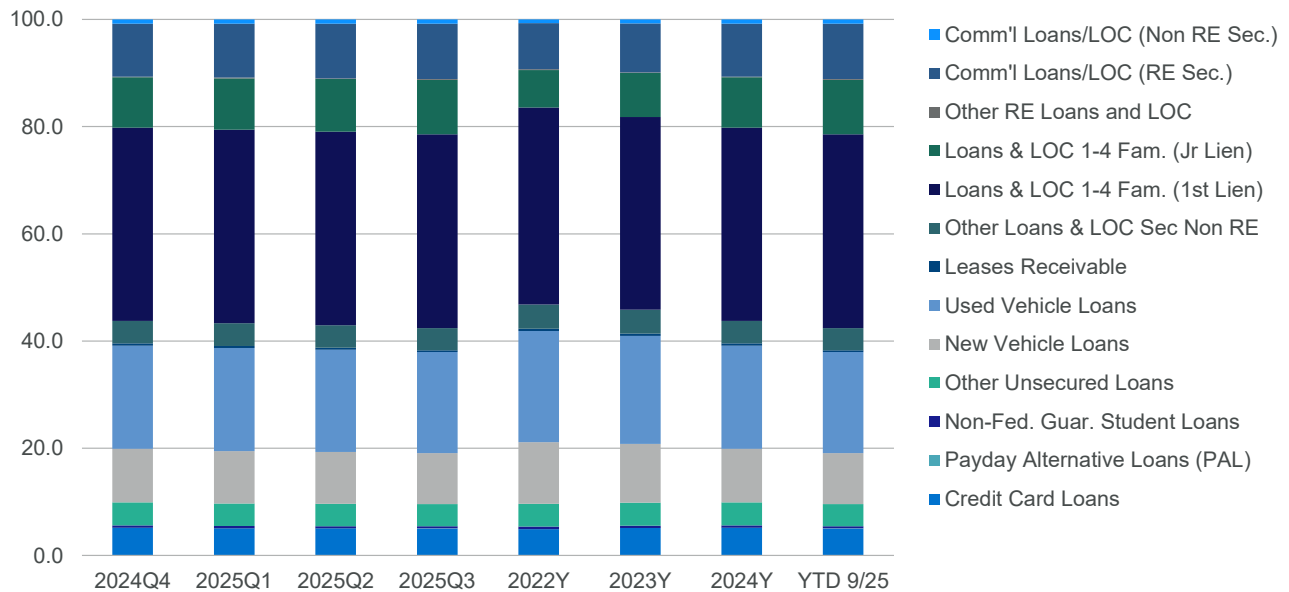
Appendix



Total Assets, All Credit Unions

Loan Mix (% of Total)	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	5.2	5.1	5.0	5.0	4.9	5.1	5.2	5.0
Payday Alternative Loans (PAL)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-Fed. Guar. Student Loans	0.4	0.4	0.4	0.4	0.5	0.5	0.4	0.4
Other Unsecured Loans	4.3	4.2	4.2	4.2	4.2	4.3	4.3	4.2
New Vehicle Loans	10.0	9.8	9.7	9.5	11.5	11.0	10.0	9.5
Used Vehicle Loans	19.3	19.2	19.1	18.8	20.7	20.1	19.3	18.8
Leases Receivable	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Other Loans & LOC Sec Non RE	4.2	4.2	4.2	4.1	4.5	4.5	4.2	4.1
Loans & LOC 1-4 Fam. (1st Lien)	36.1	36.1	36.1	36.2	36.8	36.0	36.1	36.2
Loans & LOC 1-4 Fam. (Jr Lien)	9.4	9.6	9.9	10.1	7.0	8.2	9.4	10.1
Other RE Loans and LOC	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Comm'l Loans/LOC (RE Sec.)	9.9	10.1	10.2	10.3	8.6	9.1	9.9	10.3
Comm'l Loans/LOC (Non RE Sec.)	0.8	0.8	0.8	0.8	0.7	0.7	0.8	0.8

Loan Mix (%)



Appendix



Total Assets, All Credit Unions

Annualized Loan Growth	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Credit Card Loans	10.3%	-6.4%	5.8%	4.3%	15.5%	10.4%	3.8%	1.2%
Payday Alternative Loans (PAL)	32.9%	-48.2%	25.2%	22.7%	42.2%	15.4%	15.8%	-1.6%
Non-Fed. Guar. Student Loans	-8.6%	-2.0%	-14.0%	-0.8%	14.3%	-2.2%	-4.8%	-5.6%
Other Unsecured Loans	2.2%	-6.8%	5.3%	4.0%	22.8%	8.7%	2.3%	0.8%
New Vehicle Loans	-4.5%	-5.7%	1.3%	-2.8%	22.2%	1.2%	-6.4%	-2.4%
Used Vehicle Loans	-3.3%	0.9%	3.7%	0.0%	18.8%	3.4%	-1.7%	1.5%
Leases Receivable	-2.5%	-9.4%	-8.0%	-1.2%	21.6%	3.5%	-5.9%	-6.1%
Other Loans & LOC Sec Non RE	-6.1%	2.5%	2.1%	-1.6%	18.2%	5.3%	-3.3%	1.0%
Loans & LOC 1-4 Fam. (1st Lien)	4.2%	2.4%	6.6%	6.1%	16.5%	4.1%	2.9%	5.1%
Loans & LOC 1-4 Fam. (Jr Lien)	15.7%	11.4%	17.0%	16.4%	39.0%	24.5%	17.8%	15.5%
Other RE Loans and LOC	4.3%	4.7%	2.7%	63.0%	-16.1%	1.7%	4.5%	23.9%
Comm'l Loans/LOC (RE Sec.)	12.9%	10.3%	11.3%	10.8%	24.3%	13.1%	10.7%	11.1%
Comm'l Loans/LOC (Non RE Sec.)	17.5%	-1.9%	15.1%	6.2%	21.9%	11.6%	10.0%	6.5%
Total Loans	3.5%	2.0%	6.7%	5.1%	19.9%	6.4%	2.6%	4.6%

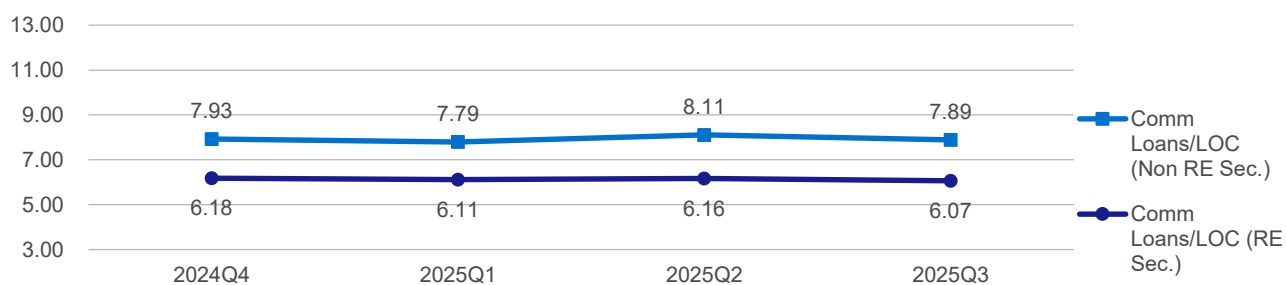
Indirect Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
# Indirect Loans	20,307,671	19,971,901	20,011,019	19,961,516	19,850,692	20,747,124	20,307,671	19,961,516
Indirect Loans (\$Billions)	\$340.7	\$340.5	\$342.4	\$343.2	\$339.3	\$354.1	\$340.7	\$343.2
% of Total Loans	20.5%	20.4%	20.2%	20.0%	22.3%	21.9%	20.5%	20.0%
Indirect Loan Growth - Annualized	-3.5%	-0.2%	2.2%	0.9%	31.2%	4.4%	-3.8%	1.0%



Total Assets, All Credit Unions

Commercial Lending	2024Q4	2025Q1	2025Q2	2025Q3	2022Y	2023Y	2024Y	YTD 9/25
Commercial Loans to Members (\$Billions)								
Construction & Development	\$8.9	\$8.8	\$8.7	\$9.1	\$6.5	\$7.9	\$8.9	\$9.1
Secured by Farmland	\$2.8	\$2.9	\$2.9	\$3.0	\$2.5	\$2.7	\$2.8	\$3.0
Secured by Multifamily	\$37.4	\$38.5	\$39.8	\$40.7	\$28.6	\$33.1	\$37.4	\$40.7
Secured by OO CRE	\$29.7	\$30.8	\$31.7	\$32.9	\$23.8	\$26.8	\$29.7	\$32.9
Secured by Non OO CRE	\$66.2	\$67.7	\$69.8	\$71.5	\$53.2	\$60.0	\$66.2	\$71.5
Total CRE Secured	\$145.0	\$148.7	\$152.9	\$157.2	\$114.6	\$130.6	\$145.0	\$157.2
Ag. Production & Other Farm	\$1.2	\$1.1	\$1.3	\$1.3	\$1.0	\$1.1	\$1.2	\$1.3
Commercial & Industrial	\$8.9	\$8.7	\$9.0	\$9.0	\$6.9	\$7.9	\$8.9	\$9.0
Unsecured Commercial	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5
Unsecured Rev LOC (Commercial)	\$0.6	\$0.6	\$0.6	\$0.6	\$0.4	\$0.5	\$0.6	\$0.6
Total Commercial Loans	\$156.1	\$159.6	\$164.3	\$168.7	\$123.4	\$140.4	\$156.1	\$168.7
# of Commercial Loans	295,012	316,088	320,728	318,405	257,896	277,524	295,012	318,405
Commercial Loans to NonMembers (\$Billions)								
Total Commercial Loans	\$20.8	\$21.5	\$22.0	\$22.5	\$18.2	\$19.5	\$20.8	\$22.5
# of Commercial Loans	34,333	34,866	35,333	35,661	30,686	32,675	34,333	35,661
Total Commercial Loans - Members & NonMembers (\$Billions)								
Total Commercial Loans	\$177.0	\$181.1	\$186.3	\$191.2	\$141.6	\$159.9	\$177.0	\$191.2
# of Total Commercial Loans	329,345	350,954	356,061	354,066	288,582	310,199	329,345	354,066
Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)								
To Members (\$)	\$10.9	\$9.5	\$11.3	\$11.0	\$52.7	\$33.6	\$35.0	\$31.7
To Members (#)	18,849	20,645	20,857	18,728	87,217	74,052	73,143	60,065
To NonMembers (\$)	\$1.3	\$1.1	\$1.2	\$1.1	\$6.0	\$2.9	\$3.4	\$3.4
To NonMembers (#)	638	1,485	1,539	1,355	8,379	4,315	4,857	4,368
Commercial Loan Interest Rates (Quarterly Rates Only)								
Comm Loans/LOC (RE Sec.)	6.18	6.11	6.16	6.07				
Comm Loans/LOC (Non RE Sec.)	7.93	7.79	8.11	7.89				

Commercial Loan Interest Rates (%)



Appendix

Data Information & Acronym Definitions

Source: S&P Global Market Intelligence

Based on available information as of November 11, 2025

- Data based on all reporting credit unions that meet the following criteria:
 - Includes Acquired/Defunct institutions.
 - Excludes Corporate Credit Unions (Form 5310 filers).
- Statistics based on median results, except for Loan Growth, Share & Deposit Growth, Member Growth, Loan Yield, Cost of Funds, and Asset Quality Ratios (aggregate basis).
- Loan Mix results based on aggregate balances in order to sum to 100%.
- Statistics based on asset totals for each period (companies can move into different size categories in different periods).
- Delinquent Loans = Delinquent Loans 60+ days.
- Nonperforming Assets = Delinquent Loans 60+Days + OREO.
- NCO Coverage Ratio = Total Reserves (ACL) / Total NCOs (NCOs annualized for periods where necessary).
- Operating Expense / Operating Revenue = Total noninterest expense (less amortization of intangibles and goodwill impairment) / net interest income + noninterest income.
- Solvency Evaluation = Total assets less distributions of borrowings plus subordinated debt included in net worth less accounts payable and other liabilities less appropriation for non-conforming investments less accrued dividends payable on shares as a percent of total shares. Measures a credit union's ability to meet its long-term financial obligations.
- ACL = Allowance for Credit Losses; ALLL = Allowance for Loan and Lease Losses; NCOs = Net Charge Offs; Oper. = Operating; FTE = Full-Time Equivalent Employees

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