



# Credit Union Performance Trends

Q2 FY 2025

September 2025

**forv/s**  
**mazars**

“In today’s rapidly evolving financial landscape, staying informed is more critical than ever. This report offers a clear, data-driven view of the trends shaping credit unions of all sizes—from emerging credit unions to those with billions in assets. By analyzing recent performance metrics and providing actionable insights, we aim to empower credit union leaders to make strategic decisions with confidence. Whether you’re navigating growth, managing risk, or planning for the future, this report is a valuable resource to support your journey.”



**Chad Garber**  
National Credit Union Industry Leader

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# Executive Summary



## Overview

This report explores National Credit Union Administration call report data from Form 5300 filers to assist credit union professionals in identifying significant trends that have developed in recent years featuring a data appendix with specific data for credit unions with less than \$500 million in assets, all the way to credit unions with more than \$10 billion in total assets. The data is presented in a last-four-quarters-and-last-four-years format to help readers better see trends. 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.

The results for all reporting credit unions for the second quarter of 2025 shows strong total loan growth of 6.6% and modest share growth of 0.2%. Net interest margins increased due to increasing loan yields while cost of funds remained relatively unchanged from the first quarter of 2025. Overall profitability increased as compared to the first quarter of 2025 and full-year 2024 results. Delinquent and nonperforming asset totals increased as compared to the first quarter of 2025 while net charge offs (NCOs) declined as compared to the first quarter of 2025. This decline in NCOs helped increase the NCO coverage ratio by 15 basis points as well for the period.

On the following pages, please review the results for each asset size grouping to see the specific trends for credit unions that are of similar size as your own.

**Our full analysis write-up and discussion will be provided in the next quarter's Credit Union Performance Trends report, but we wanted to provide you with updated metrics through the most recent quarter to help you stay up to date.**

## A Customized Report Just for You!

Looking to see how your credit union's performance stands against similar-sized credit unions? We can create a complimentary customized report just for you! Simply [schedule a call](#) with one of the contributors, and we'll provide you with the report after your call.

# How Forvis Mazars Can Help Your Credit Union



[Credit unions](#) must ensure 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 our assurance and consulting services below.

## Assurance

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

- **Automated Clearing House (ACH) Audits**
- [Employee Benefit Plan Audits](#)
- **Financial Statement Audits**
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[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 cyber threats with innovative strategies designed to deliver impact.
- [ESG](#): Navigating the complexities of ESG and climate risk for a more sustainable future.
- [Forensic Accounting](#): Independent forensic resources you can trust.

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## Tax

Experience an integrated approach to tax.

- **Forms 990 & 990-T Preparation**
- **State Tax Preparation**

[Learn More](#)

- [Information Technology Services](#): Help address today's security challenges with IT risk management, compliance, and governance services.
- [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

# Contributors



**Chad Garber**  
National Credit Union Industry Leader  
Financial Services  
[chad.garber@us.forvismazars.com](mailto:chad.garber@us.forvismazars.com)



**Ryan Swope**  
National Practice Leader  
Loan Review  
[ryan.swope@us.forvismazars.com](mailto:ryan.swope@us.forvismazars.com)



**Brad Snider**  
Managing Director  
Loan Review  
[brad.snider@us.forvismazars.com](mailto:brad.snider@us.forvismazars.com)



**Matt Wainscott**  
Senior Manager  
CFO & Business Consulting  
[matt.wainscott@us.forvismazars.com](mailto:matt.wainscott@us.forvismazars.com)

## 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

## Navigation

This appendix contains NCUA call report data from Form 5300 filers 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

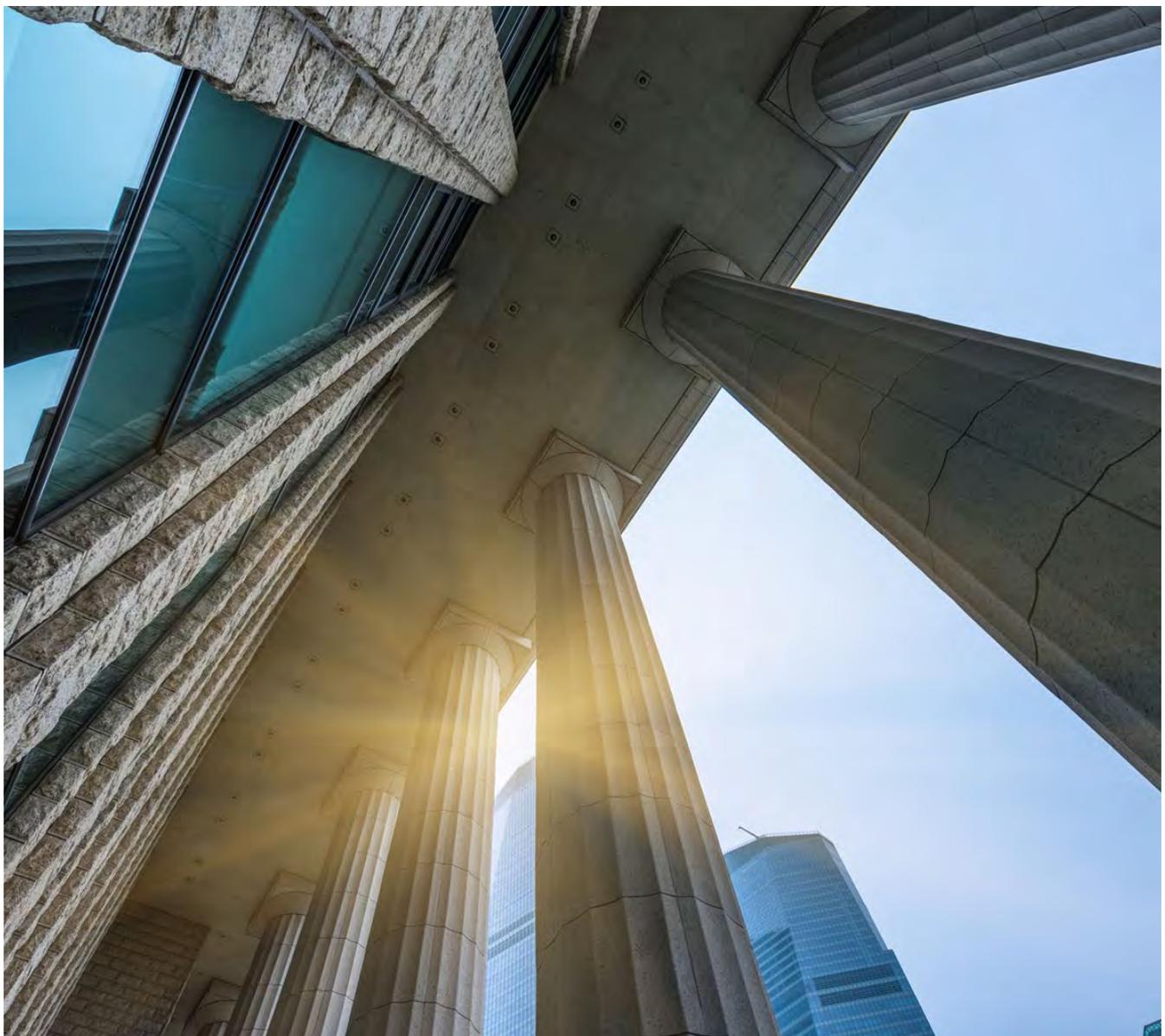
Total Assets  
\$500 Million–\$2 Billion

Total Assets  
\$2 Billion–\$10 Billion

Total Assets  
< \$10 Billion

Total Assets  
> \$10 Billion

Total Assets  
All Credit Unions



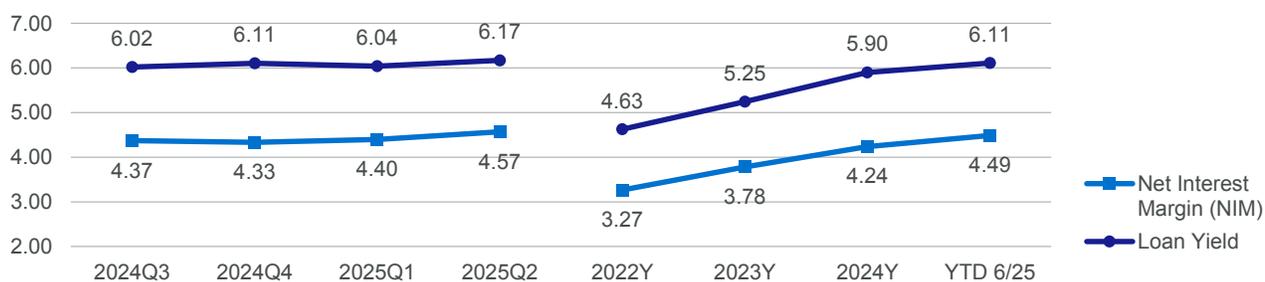
# Appendix



## Total Assets < \$500 Million

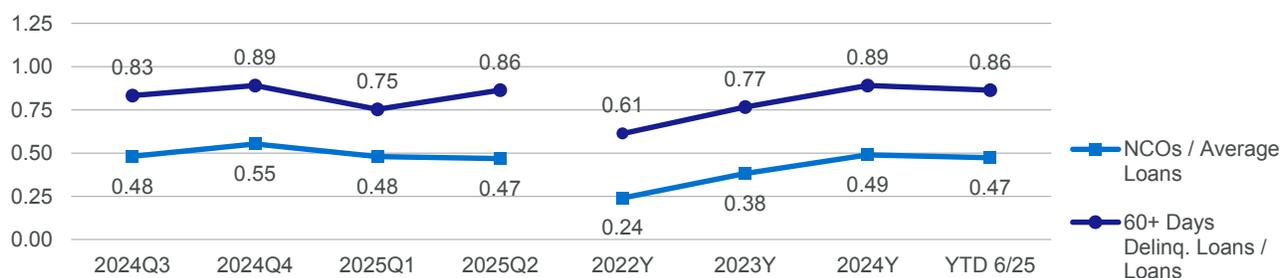
Balance Sheet Highlights	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Loan Growth (Annualized)	-3.0	-7.7	-11.6	3.0	9.6	3.0	-4.2	-4.4
Share & Dep. Growth (Annualized)	-4.0	-3.8	0.5	-2.7	-2.3	-3.5	-2.0	-1.1
Loans / Assets	58.0	57.7	55.5	55.8	52.8	58.2	57.7	55.8
Loans / Deposits	68.0	67.6	64.9	65.5	60.4	67.9	67.6	65.5
Margin / Yields / Rates	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Net Interest Margin (NIM)</b>	<b>4.37</b>	<b>4.33</b>	<b>4.40</b>	<b>4.57</b>	<b>3.27</b>	<b>3.78</b>	<b>4.24</b>	<b>4.49</b>
Loan Yield / COF Spread	4.53	4.57	4.61	4.76	4.29	4.29	4.46	4.69
<b>Loan Yield</b>	<b>6.02</b>	<b>6.11</b>	<b>6.04</b>	<b>6.17</b>	<b>4.63</b>	<b>5.25</b>	<b>5.90</b>	<b>6.11</b>
COF (Int. Exp / Avg IB Liab)	1.49	1.54	1.43	1.41	0.34	0.95	1.44	1.42

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



Asset Quality Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>60+ Days Delinq. Loans / Loans</b>	<b>0.83</b>	<b>0.89</b>	<b>0.75</b>	<b>0.86</b>	<b>0.61</b>	<b>0.77</b>	<b>0.89</b>	<b>0.86</b>
OREO / Assets	0.04	0.04	0.04	0.04	0.03	0.04	0.04	0.04
Nonperforming Assets / Assets	0.56	0.59	0.50	0.57	0.40	0.52	0.59	0.57
ACL (ALLL) / Loans	0.85	0.87	0.88	0.88	0.63	0.83	0.87	0.88
Delinquent Loans / Reserves	98.1	102.3	85.9	97.7	96.4	92.0	102.3	97.7
Provision Expense / Avg Assets	0.35	0.41	0.32	0.34	0.15	0.26	0.33	0.32
<b>NCOs / Average Loans</b>	<b>0.48</b>	<b>0.55</b>	<b>0.48</b>	<b>0.47</b>	<b>0.24</b>	<b>0.38</b>	<b>0.49</b>	<b>0.47</b>
# Companies Reporting NCOs	2,632	2,697	2,572	2,482	3,167	3,254	3,183	2,807
NCO Coverage Ratio (ACL / NCOs)	1.77	1.58	1.83	1.91	2.85	2.23	1.79	1.89

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



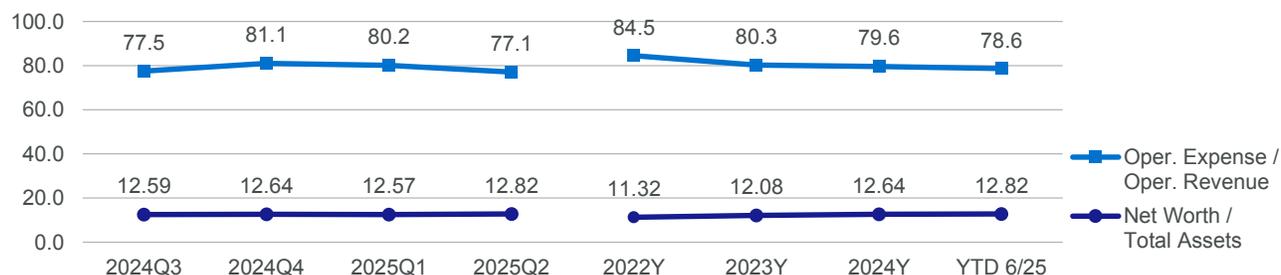
# Appendix



## Total Assets < \$500 Million

Profitability Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
ROAA	0.74	0.55	0.64	0.79	0.44	0.60	0.62	0.73
ROAE	6.02	4.45	4.94	6.28	4.14	5.29	5.05	5.70
Oper. Expense / Oper. Revenue	77.5	81.1	80.2	77.1	84.5	80.3	79.6	78.6

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



Capital Adequacy Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Total Capital / Total Assets	12.72	12.77	12.71	12.98	11.17	12.09	12.77	12.98
<b>Net Worth / Total Assets</b>	<b>12.59</b>	<b>12.64</b>	<b>12.57</b>	<b>12.82</b>	<b>11.32</b>	<b>12.08</b>	<b>12.64</b>	<b>12.82</b>
Classified Assets / Capital	3.34	3.40	3.33	3.33	2.82	3.41	3.40	3.33
Classified Assets / Net Worth	3.29	3.33	3.33	3.32	2.70	3.30	3.33	3.32
Solvency Evaluation	114.1	114.1	114.1	114.4	112.2	113.3	114.1	114.4

Member Growth / Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Member Growth (Annualized)	-3.2	-8.0	-10.6	-2.1	-3.8	-1.7	-4.6	-6.3
Members / FTE	362.1	359.6	357.5	354.2	378.6	370.1	359.6	354.2
Members / Potential Members	19.9	19.6	19.3	19.0	22.4	20.9	19.6	19.0
Total # of Companies	3,864	3,811	3,754	3,709	4,144	3,977	3,811	3,709

Loan Balances (\$Billions)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	\$5.9	\$5.9	\$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	\$0.7	\$0.6	\$0.6	\$0.7	\$0.7	\$0.7	\$0.6
Other Unsecured Loans	\$10.3	\$10.3	\$9.7	\$9.7	\$10.2	\$10.7	\$10.3	\$9.7
New Vehicle Loans	\$25.6	\$24.7	\$23.7	\$23.7	\$27.0	\$28.0	\$24.7	\$23.7
Used Vehicle Loans	\$56.4	\$54.5	\$52.7	\$52.9	\$57.4	\$58.5	\$54.5	\$52.9
Leases Receivable	\$0.3	\$0.3	\$0.3	\$0.3	\$0.2	\$0.2	\$0.3	\$0.3
Other Loans & LOC Sec Non RE	\$12.5	\$12.1	\$11.6	\$11.5	\$12.5	\$12.8	\$12.1	\$11.5
Loans & LOC 1-4 Fam. (1st Lien)	\$60.7	\$59.7	\$58.5	\$58.6	\$62.9	\$62.3	\$59.7	\$58.6
Loans & LOC 1-4 Fam. (Jr Lien)	\$20.1	\$20.4	\$20.3	\$21.1	\$15.1	\$18.4	\$20.4	\$21.1
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.)	\$11.4	\$11.5	\$11.2	\$11.6	\$10.6	\$11.1	\$11.5	\$11.6
Comm'l Loans/LOC (Non RE Sec.)	\$2.3	\$2.3	\$2.1	\$2.3	\$2.1	\$2.2	\$2.3	\$2.3
<b>Total Loans</b>	<b>\$207.0</b>	<b>\$203.0</b>	<b>\$197.1</b>	<b>\$198.6</b>	<b>\$205.7</b>	<b>\$211.9</b>	<b>\$203.0</b>	<b>\$198.6</b>

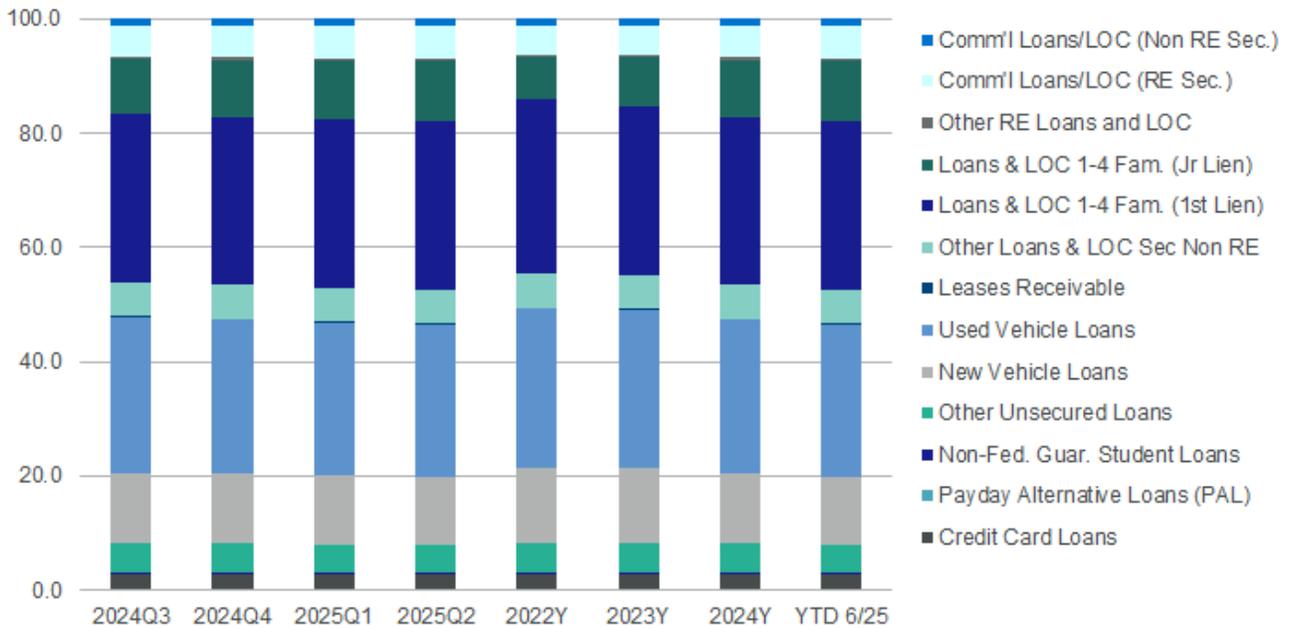
# Appendix



## Total Assets < \$500 Million

Loan Mix (% of Total)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	2.9	2.9	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	5.0	5.1	4.9	4.9	5.0	5.1	5.1	4.9
New Vehicle Loans	12.4	12.2	12.0	11.9	13.1	13.2	12.2	11.9
Used Vehicle Loans	27.2	26.8	26.7	26.6	27.9	27.6	26.8	26.6
Leases Receivable	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other Loans & LOC Sec Non RE	6.0	5.9	5.9	5.8	6.1	6.0	5.9	5.8
Loans & LOC 1-4 Fam. (1st Lien)	29.3	29.4	29.7	29.5	30.6	29.4	29.4	29.5
Loans & LOC 1-4 Fam. (Jr Lien)	9.7	10.0	10.3	10.6	7.4	8.7	10.0	10.6
Other RE Loans and LOC	0.4	0.3	0.4	0.4	0.4	0.4	0.3	0.4
Comm'l Loans/LOC (RE Sec.)	5.5	5.7	5.7	5.8	5.1	5.2	5.7	5.8
Comm'l Loans/LOC (Non RE Sec.)	1.1	1.1	1.1	1.2	1.0	1.1	1.1	1.2

### Loan Mix (%)



# Appendix



%

## Total Assets < \$500 Million

Annualized Loan Growth	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	-0.4%	-2.5%	-23.8%	0.5%	2.4%	3.2%	-4.2%	-11.7%
Payday Alternative Loans (PAL)	15.9%	50.0%	-89.7%	20.7%	24.0%	14.5%	6.9%	-36.8%
Non-Fed. Guar. Student Loans	1.8%	-12.6%	-16.7%	-4.5%	3.1%	-2.7%	-5.5%	-10.5%
Other Unsecured Loans	-1.9%	-2.0%	-21.2%	-0.5%	5.9%	4.9%	-4.2%	-10.8%
New Vehicle Loans	-13.3%	-13.4%	-16.2%	-0.2%	18.3%	3.8%	-11.6%	-8.2%
Used Vehicle Loans	-5.0%	-13.6%	-13.0%	1.0%	11.8%	1.8%	-6.8%	-6.0%
Leases Receivable	18.2%	-4.5%	-4.4%	0.0%	-4.8%	9.5%	5.4%	-2.2%
Other Loans & LOC Sec Non RE	-6.9%	-12.8%	-16.5%	-0.9%	5.8%	1.9%	-5.7%	-8.7%
Loans & LOC 1-4 Fam. (1st Lien)	-2.2%	-6.5%	-8.5%	0.6%	4.6%	-0.9%	-4.2%	-3.9%
Loans & LOC 1-4 Fam. (Jr Lien)	13.9%	5.4%	-1.1%	15.2%	20.3%	21.4%	11.2%	7.1%
Other RE Loans and LOC	4.8%	-31.3%	5.4%	11.6%	-0.8%	-13.4%	-9.3%	8.6%
Comm'l Loans/LOC (RE Sec.)	-2.3%	3.8%	-9.5%	12.7%	9.1%	4.9%	3.6%	1.5%
Comm'l Loans/LOC (Non RE Sec.)	2.1%	-7.3%	-19.9%	28.0%	12.6%	3.8%	1.2%	3.4%
<b>Total Loans</b>	<b>-3.0%</b>	<b>-7.7%</b>	<b>-11.6%</b>	<b>3.0%</b>	<b>9.6%</b>	<b>3.0%</b>	<b>-4.2%</b>	<b>-4.4%</b>

Indirect Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
# Indirect Loans	5,386,236	5,362,989	5,070,885	5,096,148	5,048,656	5,618,577	5,362,989	5,096,148
Indirect Loans (\$Billions)	\$32.2	\$31.1	\$29.5	\$29.6	\$32.6	\$34.1	\$31.1	\$29.6
% of Total Loans	15.5%	15.3%	14.9%	14.9%	15.9%	16.1%	15.3%	14.9%
Indirect Loan Growth - Annualized	-8.3%	-13.1%	-21.1%	1.7%	23.6%	4.6%	-8.9%	-9.8%

# Appendix



## Total Assets < \$500 Million

Commercial Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Commercial Loans to Members (\$Billions)</b>								
Construction & Development	\$0.2	\$0.2	\$0.2	\$0.2	\$0.2	\$0.2	\$0.2	\$0.2
Secured by Farmland	\$0.7	\$0.7	\$0.7	\$0.7	\$0.6	\$0.7	\$0.7	\$0.7
Secured by Multifamily	\$1.5	\$1.5	\$1.4	\$1.5	\$1.4	\$1.4	\$1.5	\$1.5
Secured by OO CRE	\$2.3	\$2.3	\$2.3	\$2.3	\$2.2	\$2.2	\$2.3	\$2.3
Secured by Non OO CRE	\$2.2	\$2.3	\$2.3	\$2.3	\$2.0	\$2.2	\$2.3	\$2.3
<b>Total CRE Secured</b>	<b>\$6.9</b>	<b>\$7.0</b>	<b>\$6.8</b>	<b>\$7.0</b>	<b>\$6.4</b>	<b>\$6.8</b>	<b>\$7.0</b>	<b>\$7.0</b>
Ag. Production & Other Farm	\$0.6	\$0.6	\$0.5	\$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	\$0.0	\$0.1	\$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
<b>Total Commercial Loans</b>	<b>\$8.9</b>	<b>\$9.0</b>	<b>\$8.7</b>	<b>\$9.0</b>	<b>\$8.2</b>	<b>\$8.6</b>	<b>\$9.0</b>	<b>\$9.0</b>
# of Commercial Loans	50,188	49,565	47,884	50,200	48,018	48,811	49,565	50,200
<b>Commercial Loans to NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$4.8</b>	<b>\$4.8</b>	<b>\$4.7</b>	<b>\$4.9</b>	<b>\$4.5</b>	<b>\$4.7</b>	<b>\$4.8</b>	<b>\$4.9</b>
# of Commercial Loans	17,279	16,643	16,217	16,236	15,857	16,460	16,643	16,236
<b>Total Commercial Loans - Members &amp; NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$13.7</b>	<b>\$13.8</b>	<b>\$13.4</b>	<b>\$13.9</b>	<b>\$12.7</b>	<b>\$13.3</b>	<b>\$13.8</b>	<b>\$13.9</b>
# of Total Commercial Loans	67,467	66,208	64,101	66,436	63,875	65,271	66,208	66,436
<b>Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)</b>								
<b>To Members (\$)</b>	<b>\$0.7</b>	<b>\$0.8</b>	<b>\$0.8</b>	<b>\$0.9</b>	<b>\$3.7</b>	<b>\$2.7</b>	<b>\$2.7</b>	<b>\$1.7</b>
To Members (#)	3,446	3,710	4,473	4,435	20,539	17,389	15,327	8,985
<b>To NonMembers (\$)</b>	<b>\$0.2</b>	<b>\$0.3</b>	<b>\$0.3</b>	<b>\$0.3</b>	<b>\$1.4</b>	<b>\$0.6</b>	<b>\$0.7</b>	<b>\$0.6</b>
To NonMembers (#)	747	671	726	766	4,519	2,162	2,414	1,488
<b>Commercial Loan Interest Rates (Quarterly Rates Only)</b>								
Comm Loans/LOC (RE Sec.)	6.16	6.20	6.12	6.31				
Comm Loans/LOC (Non RE Sec.)	7.33	7.17	7.05	7.43				

### Commercial Loan Interest Rates (%)

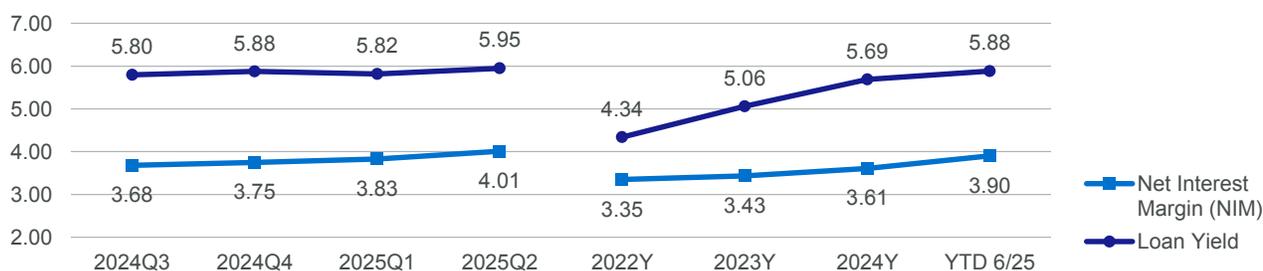




## Total Assets \$500 Million–\$2 Billion

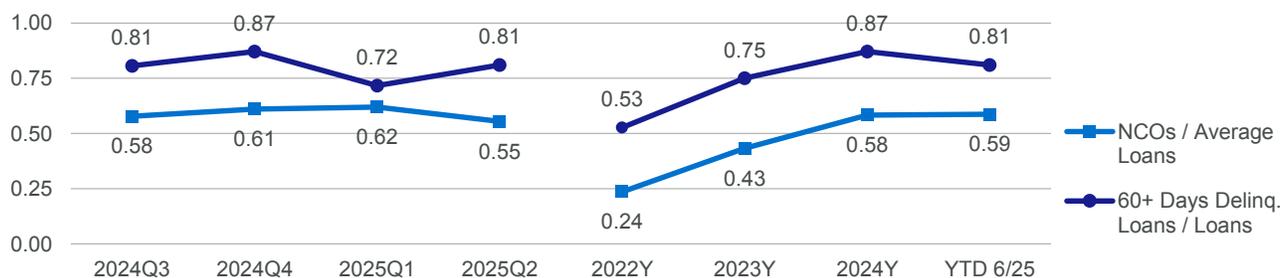
Balance Sheet Highlights	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Loan Growth (Annualized)	-0.3	1.3	-1.3	3.1	10.6	1.4	-0.9	0.9
Share & Dep. Growth (Annualized)	-2.4	4.6	9.8	-3.0	-2.5	-1.5	1.0	3.4
Loans / Assets	73.0	73.2	71.6	72.6	72.9	73.5	73.2	72.6
Loans / Deposits	86.3	85.9	83.6	85.3	85.5	87.9	85.9	85.3
Margin / Yields / Rates	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Net Interest Margin (NIM)</b>	<b>3.68</b>	<b>3.75</b>	<b>3.83</b>	<b>4.01</b>	<b>3.35</b>	<b>3.43</b>	<b>3.61</b>	<b>3.90</b>
Loan Yield / COF Spread	3.81	3.89	3.97	4.12	3.85	3.67	3.76	4.05
<b>Loan Yield</b>	<b>5.80</b>	<b>5.88</b>	<b>5.82</b>	<b>5.95</b>	<b>4.34</b>	<b>5.06</b>	<b>5.69</b>	<b>5.88</b>
COF (Int. Exp / Avg IB Liab)	1.99	1.99	1.84	1.83	0.49	1.39	1.93	1.83

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



Asset Quality Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>60+ Days Delinq. Loans / Loans</b>	<b>0.81</b>	<b>0.87</b>	<b>0.72</b>	<b>0.81</b>	<b>0.53</b>	<b>0.75</b>	<b>0.87</b>	<b>0.81</b>
OREO / Assets	0.04	0.04	0.05	0.05	0.03	0.04	0.04	0.05
Nonperforming Assets / Assets	0.62	0.67	0.55	0.62	0.41	0.58	0.67	0.62
ACL (ALLL) / Loans	0.95	1.01	0.98	1.00	0.63	0.96	1.01	1.00
Delinquent Loans / Reserves	84.6	86.5	73.1	81.2	83.6	78.6	86.5	81.2
Provision Expense / Avg Assets	0.47	0.58	0.42	0.47	0.18	0.33	0.46	0.44
<b>NCOs / Average Loans</b>	<b>0.58</b>	<b>0.61</b>	<b>0.62</b>	<b>0.55</b>	<b>0.24</b>	<b>0.43</b>	<b>0.58</b>	<b>0.59</b>
# Companies Reporting NCOs	482	487	492	486	475	483	490	490
NCO Coverage Ratio (ACL / NCOs)	1.66	1.66	1.59	1.81	2.91	2.26	1.75	1.72

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



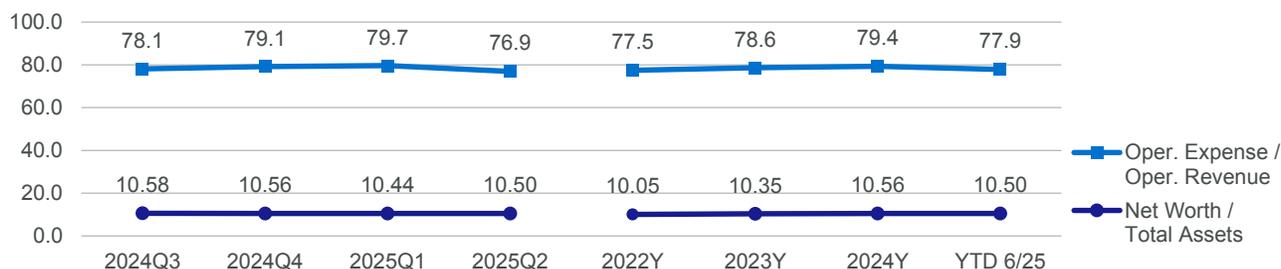
# Appendix



## Total Assets \$500 Million–\$2 Billion

Profitability Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
ROAA	0.56	0.45	0.52	0.67	0.77	0.56	0.50	0.62
ROAE	6.13	5.16	5.38	7.14	8.91	6.85	5.80	6.52
Oper. Expense / Oper. Revenue	78.1	79.1	79.7	76.9	77.5	78.6	79.4	77.9

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



Capital Adequacy Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Total Capital / Total Assets	10.13	9.99	9.98	10.20	8.93	9.46	9.99	10.20
<b>Net Worth / Total Assets</b>	<b>10.58</b>	<b>10.56</b>	<b>10.44</b>	<b>10.50</b>	<b>10.05</b>	<b>10.35</b>	<b>10.56</b>	<b>10.50</b>
Classified Assets / Capital	5.91	6.35	5.95	6.08	4.63	6.53	6.35	6.08
Classified Assets / Net Worth	5.53	5.80	5.71	5.74	3.79	5.66	5.80	5.74
Solvency Evaluation	111.2	111.0	111.0	111.2	109.9	110.5	111.0	111.2

Member Growth / Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Member Growth (Annualized)	-2.7	0.1	1.5	-2.3	-2.4	-1.0	-1.4	-0.4
Members / FTE	339.3	340.1	341.2	340.8	347.4	341.0	340.1	340.8
Members / Potential Members	4.9	4.8	4.9	4.8	5.7	5.2	4.8	4.8
Total # of Companies	485	491	498	495	487	486	491	495

Loan Balances (\$Billions)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	\$10.5	\$10.6	\$10.3	\$10.4	\$10.4	\$10.7	\$10.6	\$10.4
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	\$1.2	\$1.1	\$1.2	\$1.0	\$1.2	\$1.2	\$1.1	\$1.0
Other Unsecured Loans	\$13.3	\$14.2	\$13.3	\$13.4	\$13.8	\$14.2	\$14.2	\$13.4
New Vehicle Loans	\$33.6	\$32.6	\$32.5	\$32.5	\$38.4	\$36.9	\$32.6	\$32.5
Used Vehicle Loans	\$73.6	\$72.4	\$73.1	\$72.9	\$80.5	\$78.4	\$72.4	\$72.9
Leases Receivable	\$0.9	\$1.2	\$0.9	\$0.8	\$0.8	\$0.9	\$1.2	\$0.8
Other Loans & LOC Sec Non RE	\$16.2	\$15.7	\$16.0	\$15.2	\$16.9	\$17.2	\$15.7	\$15.2
Loans & LOC 1-4 Fam. (1st Lien)	\$115.4	\$115.8	\$114.2	\$115.8	\$115.0	\$115.0	\$115.8	\$115.8
Loans & LOC 1-4 Fam. (Jr Lien)	\$33.1	\$34.3	\$34.9	\$36.2	\$25.8	\$30.4	\$34.3	\$36.2
Other RE Loans and LOC	\$0.9	\$1.0	\$1.0	\$1.0	\$0.7	\$0.8	\$1.0	\$1.0
Comm'l Loans/LOC (RE Sec.)	\$42.6	\$43.2	\$43.6	\$44.3	\$37.7	\$40.1	\$43.2	\$44.3
Comm'l Loans/LOC (Non RE Sec.)	\$4.5	\$4.6	\$4.6	\$4.7	\$4.0	\$4.3	\$4.6	\$4.7
<b>Total Loans</b>	<b>\$345.7</b>	<b>\$346.8</b>	<b>\$345.6</b>	<b>\$348.3</b>	<b>\$345.1</b>	<b>\$350.0</b>	<b>\$346.8</b>	<b>\$348.3</b>

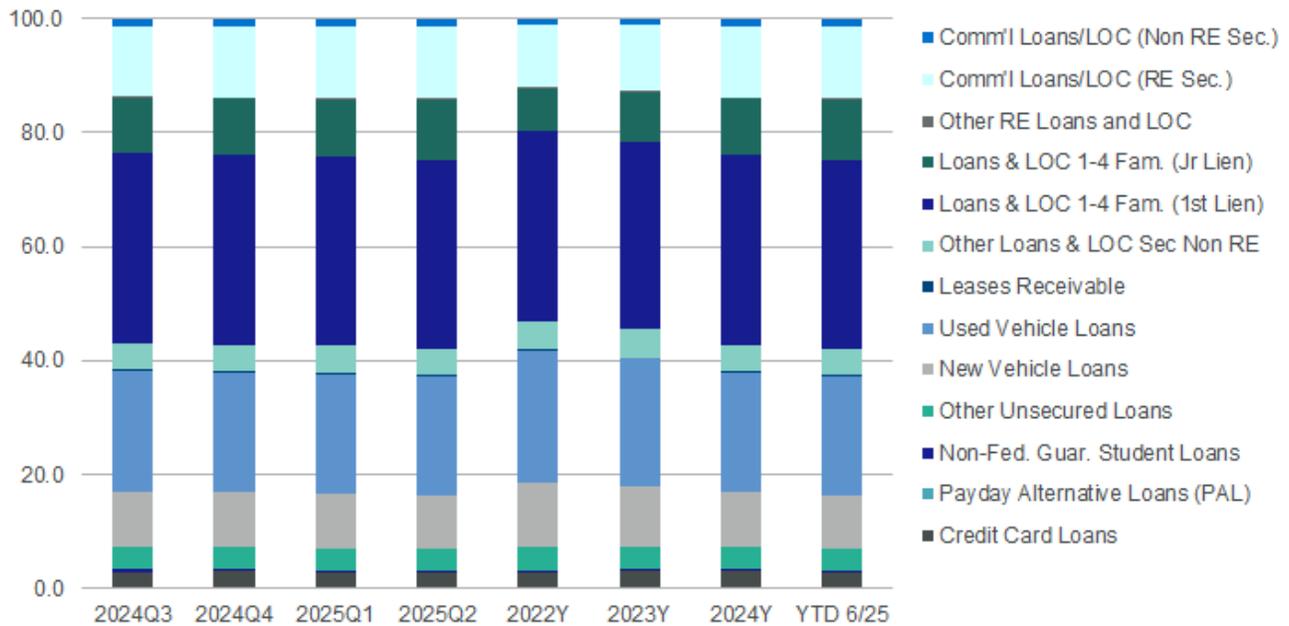
# Appendix



## Total Assets \$500 Million–\$2 Billion

Loan Mix (% of Total)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	3.0	3.1	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	3.9	4.1	3.9	3.8	4.0	4.0	4.1	3.8
New Vehicle Loans	9.7	9.4	9.4	9.3	11.1	10.5	9.4	9.3
Used Vehicle Loans	21.3	20.9	21.2	20.9	23.3	22.4	20.9	20.9
Leases Receivable	0.3	0.3	0.3	0.2	0.2	0.2	0.3	0.2
Other Loans & LOC Sec Non RE	4.7	4.5	4.6	4.4	4.9	4.9	4.5	4.4
Loans & LOC 1-4 Fam. (1st Lien)	33.4	33.4	33.0	33.2	33.3	32.9	33.4	33.2
Loans & LOC 1-4 Fam. (Jr Lien)	9.6	9.9	10.1	10.4	7.5	8.7	9.9	10.4
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.)	12.3	12.5	12.6	12.7	10.9	11.5	12.5	12.7
Comm'l Loans/LOC (Non RE Sec.)	1.3	1.3	1.3	1.4	1.2	1.2	1.3	1.4

### Loan Mix (%)



# Appendix



## Total Assets \$500 Million–\$2 Billion

Annualized Loan Growth	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	-2.2%	6.2%	-13.4%	2.8%	5.8%	3.5%	-0.9%	-5.4%
Payday Alternative Loans (PAL)	-0.1%	24.5%	-22.6%	61.3%	73.5%	18.8%	15.8%	17.6%
Non-Fed. Guar. Student Loans	-2.1%	-10.1%	11.5%	-40.0%	-0.5%	-2.1%	-2.7%	-14.8%
Other Unsecured Loans	-0.3%	27.1%	-25.9%	2.0%	18.2%	3.0%	0.5%	-12.0%
New Vehicle Loans	-12.0%	-12.0%	-1.4%	0.5%	15.7%	-4.1%	-11.5%	-0.4%
Used Vehicle Loans	-8.6%	-6.9%	4.2%	-1.2%	11.0%	-2.6%	-7.6%	1.5%
Leases Receivable	9.5%	117.7%	-94.1%	-17.0%	-16.0%	3.3%	33.0%	-53.5%
Other Loans & LOC Sec Non RE	-2.9%	-10.1%	7.7%	-20.2%	8.6%	2.1%	-8.6%	-6.4%
Loans & LOC 1-4 Fam. (1st Lien)	0.3%	1.4%	-5.4%	5.5%	5.5%	0.0%	0.7%	0.0%
Loans & LOC 1-4 Fam. (Jr Lien)	13.5%	14.9%	7.4%	14.2%	27.3%	17.7%	13.0%	10.9%
Other RE Loans and LOC	43.1%	33.0%	2.6%	-1.1%	-22.3%	15.5%	20.1%	0.7%
Comm'l Loans/LOC (RE Sec.)	11.8%	6.2%	3.0%	6.5%	14.3%	6.4%	7.8%	4.7%
Comm'l Loans/LOC (Non RE Sec.)	6.8%	11.6%	1.2%	13.2%	4.0%	6.8%	7.0%	7.2%
<b>Total Loans</b>	<b>-0.3%</b>	<b>1.3%</b>	<b>-1.3%</b>	<b>3.1%</b>	<b>10.6%</b>	<b>1.4%</b>	<b>-0.9%</b>	<b>0.9%</b>
Indirect Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
# Indirect Loans	4,109,537	4,241,704	4,288,403	4,208,092	4,442,613	4,234,537	4,241,704	4,208,092
Indirect Loans (\$Billions)	\$75.6	\$74.9	\$75.1	\$74.1	\$83.7	\$82.9	\$74.9	\$74.1
% of Total Loans	21.9%	21.6%	21.7%	21.3%	24.2%	23.7%	21.6%	21.3%
Indirect Loan Growth - Annualized	-12.6%	-4.0%	1.5%	-5.4%	19.5%	-1.0%	-9.7%	-1.9%

# Appendix



## Total Assets \$500 Million–\$2 Billion

Commercial Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Commercial Loans to Members (\$Billions)</b>								
Construction & Development	\$2.1	\$2.1	\$1.8	\$1.8	\$1.7	\$1.9	\$2.1	\$1.8
Secured by Farmland	\$1.7	\$1.7	\$1.7	\$1.7	\$1.4	\$1.6	\$1.7	\$1.7
Secured by Multifamily	\$9.3	\$9.5	\$9.7	\$10.0	\$7.3	\$8.4	\$9.5	\$10.0
Secured by OO CRE	\$8.4	\$8.4	\$8.5	\$8.7	\$7.5	\$7.9	\$8.4	\$8.7
Secured by Non OO CRE	\$13.7	\$13.9	\$13.9	\$14.2	\$13.0	\$13.2	\$13.9	\$14.2
<b>Total CRE Secured</b>	<b>\$35.2</b>	<b>\$35.6</b>	<b>\$35.6</b>	<b>\$36.2</b>	<b>\$31.0</b>	<b>\$33.0</b>	<b>\$35.6</b>	<b>\$36.2</b>
Ag. Production & Other Farm	\$0.5	\$0.5	\$0.5	\$0.6	\$0.4	\$0.5	\$0.5	\$0.6
Commercial & Industrial	\$2.5	\$2.6	\$2.6	\$2.7	\$2.3	\$2.5	\$2.6	\$2.7
Unsecured Commercial	\$0.2	\$0.2	\$0.2	\$0.2	\$0.3	\$0.2	\$0.2	\$0.2
Unsecured Rev LOC (Commercial)	\$0.1	\$0.2	\$0.2	\$0.2	\$0.1	\$0.2	\$0.2	\$0.2
<b>Total Commercial Loans</b>	<b>\$38.6</b>	<b>\$39.1</b>	<b>\$39.1</b>	<b>\$39.8</b>	<b>\$34.1</b>	<b>\$36.4</b>	<b>\$39.1</b>	<b>\$39.8</b>
# of Commercial Loans	103,227	102,851	100,842	102,048	97,275	100,153	102,851	102,048
<b>Commercial Loans to NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$8.4</b>	<b>\$8.7</b>	<b>\$9.1</b>	<b>\$9.2</b>	<b>\$7.6</b>	<b>\$8.0</b>	<b>\$8.7</b>	<b>\$9.2</b>
# of Commercial Loans	12,429	13,682	12,841	12,900	10,673	11,192	13,682	12,900
<b>Total Commercial Loans - Members &amp; NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$47.0</b>	<b>\$47.8</b>	<b>\$48.2</b>	<b>\$49.0</b>	<b>\$41.7</b>	<b>\$44.4</b>	<b>\$47.8</b>	<b>\$49.0</b>
# of Total Commercial Loans	115,656	116,533	113,683	114,948	107,948	111,345	116,533	114,948
<b>Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)</b>								
<b>To Members (\$)</b>	<b>\$2.6</b>	<b>\$2.9</b>	<b>\$2.7</b>	<b>\$3.1</b>	<b>\$15.8</b>	<b>\$9.1</b>	<b>\$9.8</b>	<b>\$5.7</b>
To Members (#)	4,948	5,884	6,969	6,853	33,246	25,849	24,074	13,699
<b>To NonMembers (\$)</b>	<b>\$0.5</b>	<b>\$0.5</b>	<b>\$0.5</b>	<b>\$0.4</b>	<b>\$2.8</b>	<b>\$1.1</b>	<b>\$1.5</b>	<b>\$0.9</b>
To NonMembers (#)	917	1,203	599	582	2,859	1,199	3,162	1,183
<b>Commercial Loan Interest Rates (Quarterly Rates Only)</b>								
Comm Loans/LOC (RE Sec.)	6.46	6.29	6.25	6.32				
Comm Loans/LOC (Non RE Sec.)	7.99	7.85	7.63	8.15				

### Commercial Loan Interest Rates (%)

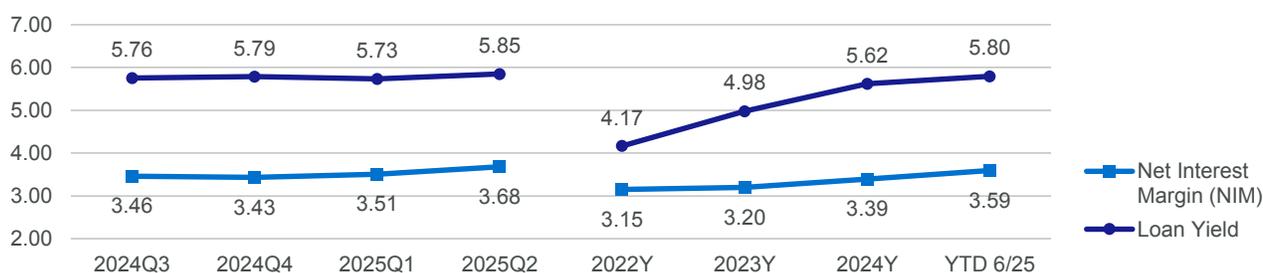




## Total Assets \$2.0 Billion–\$10.0 Billion

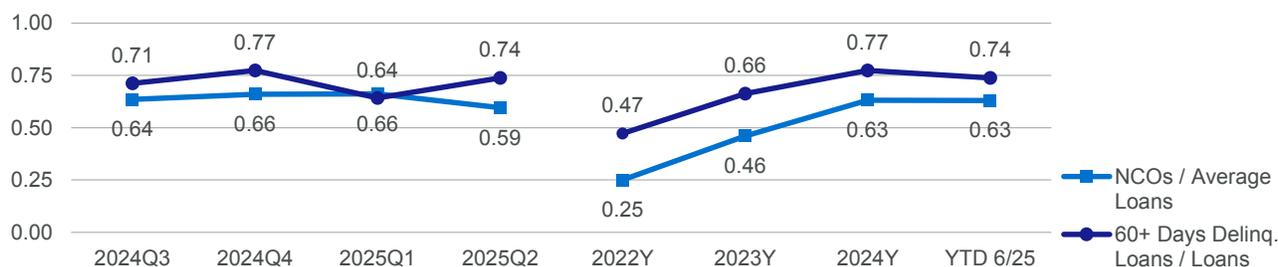
Balance Sheet Highlights	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Loan Growth (Annualized)	5.8	10.1	7.2	0.1	24.8	8.3	6.6	3.6
Share & Dep. Growth (Annualized)	4.9	12.3	15.9	-6.6	6.5	4.4	8.8	4.5
Loans / Assets	75.0	75.8	74.5	75.7	75.1	76.4	75.8	75.7
Loans / Deposits	90.1	89.7	89.0	90.2	89.3	91.6	89.7	90.2
Margin / Yields / Rates	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Net Interest Margin (NIM)</b>	<b>3.46</b>	<b>3.43</b>	<b>3.51</b>	<b>3.68</b>	<b>3.15</b>	<b>3.20</b>	<b>3.39</b>	<b>3.59</b>
Loan Yield / COF Spread	3.33	3.36	3.51	3.62	3.54	3.23	3.27	3.56
<b>Loan Yield</b>	<b>5.76</b>	<b>5.79</b>	<b>5.73</b>	<b>5.85</b>	<b>4.17</b>	<b>4.98</b>	<b>5.62</b>	<b>5.80</b>
COF (Int. Exp / Avg IB Liab)	2.42	2.43	2.23	2.23	0.63	1.75	2.35	2.24

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



Asset Quality Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>60+ Days Delinq. Loans / Loans</b>	<b>0.71</b>	<b>0.77</b>	<b>0.64</b>	<b>0.74</b>	<b>0.47</b>	<b>0.66</b>	<b>0.77</b>	<b>0.74</b>
OREO / Assets	0.04	0.04	0.04	0.04	0.02	0.03	0.04	0.04
Nonperforming Assets / Assets	0.55	0.60	0.50	0.57	0.36	0.51	0.60	0.57
ACL (ALLL) / Loans	1.08	1.11	1.12	1.13	0.68	1.05	1.11	1.13
Delinquent Loans / Reserves	66.2	69.7	57.5	65.5	69.4	63.3	69.7	65.5
Provision Expense / Avg Assets	0.52	0.63	0.49	0.50	0.20	0.38	0.52	0.49
<b>NCOs / Average Loans</b>	<b>0.64</b>	<b>0.66</b>	<b>0.66</b>	<b>0.59</b>	<b>0.25</b>	<b>0.46</b>	<b>0.63</b>	<b>0.63</b>
# Companies Reporting NCOs	225	227	231	232	206	218	228	232
NCO Coverage Ratio (ACL / NCOs)	1.70	1.69	1.70	1.91	3.00	2.35	1.80	1.81

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



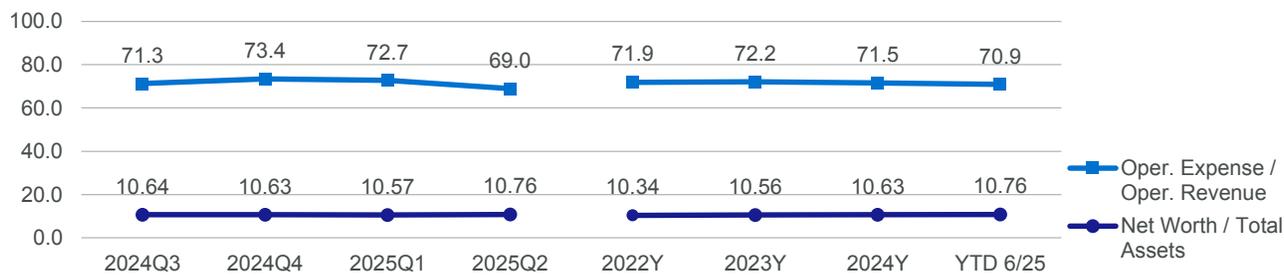
# Appendix



## Total Assets \$2.0 Billion–\$10.0 Billion

Profitability Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
ROAA	0.66	0.52	0.58	0.80	0.94	0.70	0.63	0.67
ROAE	7.20	5.32	6.25	8.72	11.14	8.48	7.02	7.34
Oper. Expense / Oper. Revenue	71.3	73.4	72.7	69.0	71.9	72.2	71.5	70.9

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



Capital Adequacy Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Total Capital / Total Assets	10.22	10.09	10.19	10.54	8.92	9.68	10.09	10.54
<b>Net Worth / Total Assets</b>	<b>10.64</b>	<b>10.63</b>	<b>10.57</b>	<b>10.76</b>	<b>10.34</b>	<b>10.56</b>	<b>10.63</b>	<b>10.76</b>
Classified Assets / Capital	7.05	7.34	7.23	7.13	4.99	7.53	7.34	7.13
Classified Assets / Net Worth	6.67	6.93	6.84	6.83	4.54	6.69	6.93	6.83
Solvency Evaluation	111.3	111.1	111.1	111.5	110.2	110.8	111.1	111.5

Member Growth / Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Member Growth (Annualized)	6.0	7.6	6.6	-2.8	8.6	5.4	6.8	1.9
Members / FTE	394.9	396.6	394.8	395.5	392.1	392.0	396.6	395.5
Members / Potential Members	6.7	6.7	6.5	6.4	7.5	7.4	6.7	6.4
Total # of Companies	225	228	232	232	211	218	228	232

Loan Balances (\$Billions)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	\$22.8	\$23.8	\$23.7	\$23.5	\$20.2	\$22.3	\$23.8	\$23.5
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	\$1.8	\$1.7	\$1.8	\$1.7	\$1.7	\$1.7	\$1.7	\$1.7
Other Unsecured Loans	\$26.4	\$25.7	\$26.1	\$25.5	\$21.8	\$25.0	\$25.7	\$25.5
New Vehicle Loans	\$69.0	\$69.3	\$69.0	\$67.8	\$73.5	\$72.0	\$69.3	\$67.8
Used Vehicle Loans	\$130.8	\$131.9	\$133.7	\$135.4	\$121.1	\$127.0	\$131.9	\$135.4
Leases Receivable	\$4.3	\$4.0	\$4.2	\$4.1	\$4.5	\$4.6	\$4.0	\$4.1
Other Loans & LOC Sec Non RE	\$30.0	\$29.7	\$28.8	\$29.6	\$28.6	\$29.6	\$29.7	\$29.6
Loans & LOC 1-4 Fam. (1st Lien)	\$242.9	\$251.1	\$256.1	\$252.2	\$218.5	\$235.4	\$251.1	\$252.2
Loans & LOC 1-4 Fam. (Jr Lien)	\$63.8	\$66.8	\$69.5	\$70.8	\$43.8	\$54.9	\$66.8	\$70.8
Other RE Loans and LOC	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4
Comm'l Loans/LOC (RE Sec.)	\$77.5	\$81.8	\$85.5	\$87.7	\$60.8	\$71.2	\$81.8	\$87.7
Comm'l Loans/LOC (Non RE Sec.)	\$4.9	\$5.3	\$5.3	\$5.4	\$3.9	\$4.6	\$5.3	\$5.4
<b>Total Loans</b>	<b>\$674.5</b>	<b>\$691.6</b>	<b>\$704.0</b>	<b>\$704.2</b>	<b>\$598.9</b>	<b>\$648.7</b>	<b>\$691.6</b>	<b>\$704.2</b>

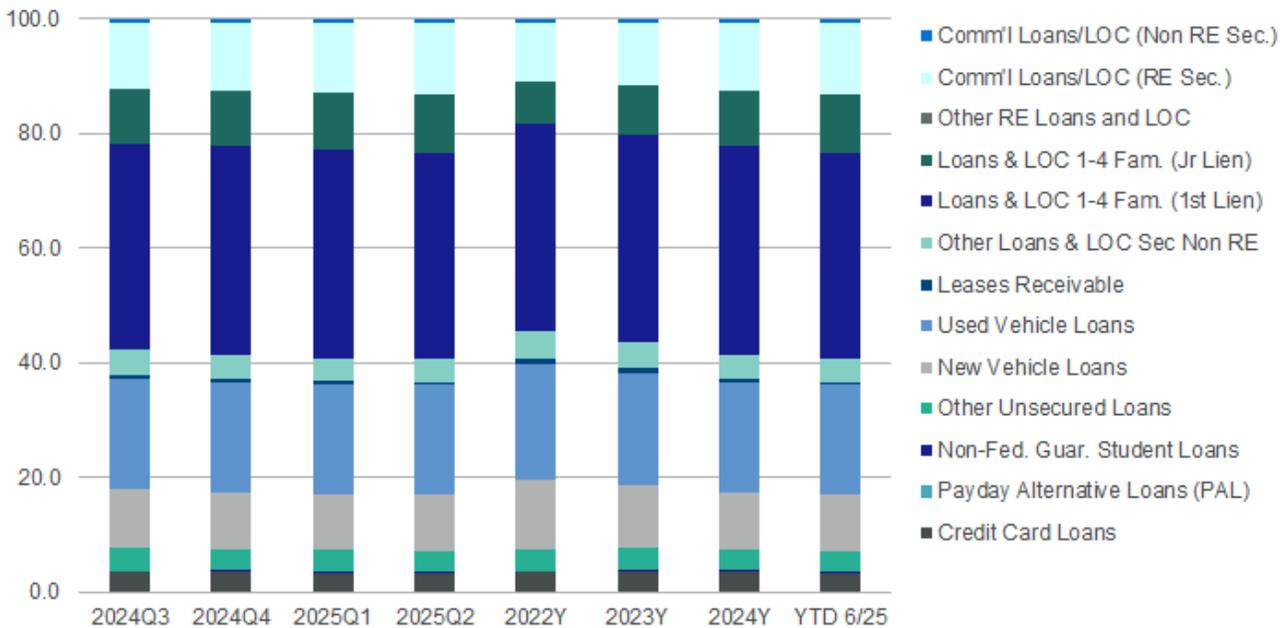
# Appendix



## Total Assets \$2.0 Billion–\$10.0 Billion

Loan Mix (% of Total)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	3.4	3.4	3.4	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	0.3	0.2	0.3	0.3	0.3	0.2
Other Unsecured Loans	3.9	3.7	3.7	3.6	3.6	3.9	3.7	3.6
New Vehicle Loans	10.2	10.0	9.8	9.6	12.3	11.1	10.0	9.6
Used Vehicle Loans	19.4	19.1	19.0	19.2	20.2	19.6	19.1	19.2
Leases Receivable	0.6	0.6	0.6	0.6	0.8	0.7	0.6	0.6
Other Loans & LOC Sec Non RE	4.4	4.3	4.1	4.2	4.8	4.6	4.3	4.2
Loans & LOC 1-4 Fam. (1st Lien)	36.0	36.3	36.4	35.8	36.5	36.3	36.3	35.8
Loans & LOC 1-4 Fam. (Jr Lien)	9.5	9.7	9.9	10.1	7.3	8.5	9.7	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.)	11.5	11.8	12.1	12.5	10.2	11.0	11.8	12.5
Comm'l Loans/LOC (Non RE Sec.)	0.7	0.8	0.7	0.8	0.7	0.7	0.8	0.8

### Loan Mix (%)



# Appendix



## Total Assets \$2.0 Billion–\$10.0 Billion

Annualized Loan Growth	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	7.7%	17.8%	-2.1%	-2.9%	12.7%	10.2%	6.7%	-2.5%
Payday Alternative Loans (PAL)	58.5%	43.4%	-44.5%	7.0%	-43.2%	23.4%	32.5%	-19.1%
Non-Fed. Guar. Student Loans	7.9%	-2.1%	6.8%	-8.9%	0.8%	3.5%	0.5%	-1.1%
Other Unsecured Loans	6.9%	-10.9%	6.3%	-9.1%	26.7%	14.8%	2.6%	-1.5%
New Vehicle Loans	-4.3%	1.8%	-1.6%	-7.1%	26.1%	-2.1%	-3.7%	-4.4%
Used Vehicle Loans	2.7%	3.5%	5.4%	4.9%	25.5%	4.9%	3.9%	5.2%
Leases Receivable	-1.7%	-22.8%	18.4%	-8.6%	40.5%	1.9%	-12.1%	4.7%
Other Loans & LOC Sec Non RE	-1.1%	-3.8%	-11.7%	10.5%	24.6%	3.4%	0.2%	-0.8%
Loans & LOC 1-4 Fam. (1st Lien)	4.9%	13.4%	8.0%	-6.1%	21.5%	7.7%	6.7%	0.9%
Loans & LOC 1-4 Fam. (Jr Lien)	22.9%	19.2%	15.6%	8.0%	43.2%	25.2%	21.8%	12.0%
Other RE Loans and LOC	-44.9%	4.2%	8.4%	-5.4%	-2.5%	12.3%	-2.0%	1.5%
Comm'l Loans/LOC (RE Sec.)	12.1%	22.2%	17.9%	10.7%	25.0%	17.0%	15.0%	14.5%
Comm'l Loans/LOC (Non RE Sec.)	1.5%	30.8%	0.0%	9.8%	51.9%	16.2%	15.1%	4.9%
<b>Total Loans</b>	<b>5.8%</b>	<b>10.1%</b>	<b>7.2%</b>	<b>0.1%</b>	<b>24.8%</b>	<b>8.3%</b>	<b>6.6%</b>	<b>3.6%</b>
Indirect Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
# Indirect Loans	8,276,485	8,365,548	8,387,917	8,382,582	7,960,806	8,358,506	8,365,548	8,382,582
Indirect Loans (\$Billions)	\$174.1	\$173.7	\$174.7	\$175.1	\$162.8	\$172.4	\$173.7	\$175.1
% of Total Loans	25.8%	25.1%	24.8%	24.9%	27.2%	26.6%	25.1%	24.9%
Indirect Loan Growth - Annualized	-0.1%	-0.8%	2.3%	1.0%	39.1%	5.9%	0.8%	1.6%

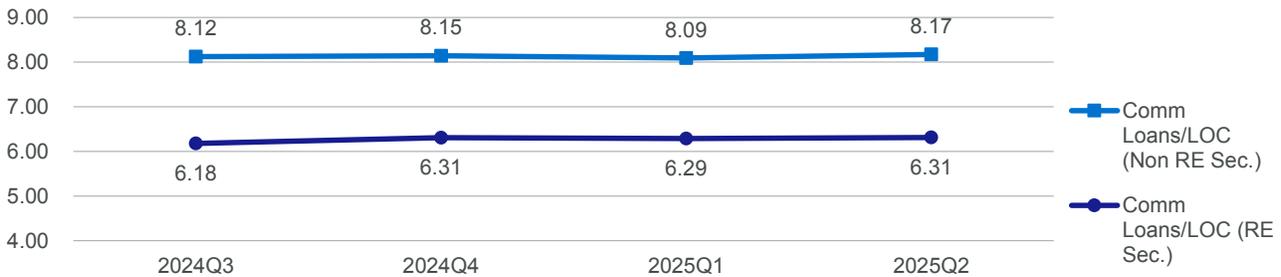
# Appendix



## Total Assets \$2.0 Billion–\$10.0 Billion

Commercial Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Commercial Loans to Members (\$Billions)</b>								
Construction & Development	\$4.9	\$5.0	\$5.3	\$5.5	\$3.4	\$4.3	\$5.0	\$5.5
Secured by Farmland	\$0.4	\$0.4	\$0.5	\$0.5	\$0.4	\$0.4	\$0.4	\$0.5
Secured by Multifamily	\$17.9	\$19.0	\$19.9	\$20.4	\$14.0	\$16.4	\$19.0	\$20.4
Secured by OO CRE	\$13.9	\$14.8	\$15.7	\$16.1	\$11.2	\$13.0	\$14.8	\$16.1
Secured by Non OO CRE	\$35.3	\$37.3	\$38.6	\$39.5	\$27.6	\$32.4	\$37.3	\$39.5
<b>Total CRE Secured</b>	<b>\$72.5</b>	<b>\$76.6</b>	<b>\$79.9</b>	<b>\$82.1</b>	<b>\$56.6</b>	<b>\$66.4</b>	<b>\$76.6</b>	<b>\$82.1</b>
Ag. Production & Other Farm	\$0.1	\$0.1	\$0.1	\$0.2	\$0.1	\$0.1	\$0.1	\$0.2
Commercial & Industrial	\$3.7	\$4.0	\$3.9	\$4.1	\$2.8	\$3.3	\$4.0	\$4.1
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
<b>Total Commercial Loans</b>	<b>\$76.7</b>	<b>\$81.2</b>	<b>\$84.5</b>	<b>\$86.8</b>	<b>\$59.9</b>	<b>\$70.2</b>	<b>\$81.2</b>	<b>\$86.8</b>
# of Commercial Loans	111,168	115,558	139,922	123,393	93,786	102,943	115,558	123,393
<b>Commercial Loans to NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$5.6</b>	<b>\$5.9</b>	<b>\$6.2</b>	<b>\$6.3</b>	<b>\$4.8</b>	<b>\$5.5</b>	<b>\$5.9</b>	<b>\$6.3</b>
# of Commercial Loans	4,499	5,114	5,431	5,721	3,883	4,711	5,114	5,721
<b>Total Commercial Loans - Members &amp; NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$82.4</b>	<b>\$87.1</b>	<b>\$90.7</b>	<b>\$93.1</b>	<b>\$64.7</b>	<b>\$75.7</b>	<b>\$87.1</b>	<b>\$93.1</b>
# of Total Commercial Loans	115,667	120,672	145,353	129,114	97,669	107,654	120,672	129,114
<b>Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)</b>								
<b>To Members (\$)</b>	<b>\$4.2</b>	<b>\$5.7</b>	<b>\$4.7</b>	<b>\$5.8</b>	<b>\$23.8</b>	<b>\$15.9</b>	<b>\$17.3</b>	<b>\$10.5</b>
To Members (#)	6,288	7,592	7,407	7,599	27,605	24,849	27,339	14,968
<b>To NonMembers (\$)</b>	<b>\$0.2</b>	<b>\$0.4</b>	<b>\$0.2</b>	<b>\$0.4</b>	<b>\$1.5</b>	<b>\$0.9</b>	<b>\$1.0</b>	<b>\$0.7</b>
To NonMembers (#)	93	160	143	180	935	906	629	323
<b>Commercial Loan Interest Rates (Quarterly Rates Only)</b>								
Comm Loans/LOC (RE Sec.)	6.18	6.31	6.29	6.31				
Comm Loans/LOC (Non RE Sec.)	8.12	8.15	8.09	8.17				

### Commercial Loan Interest Rates (%)



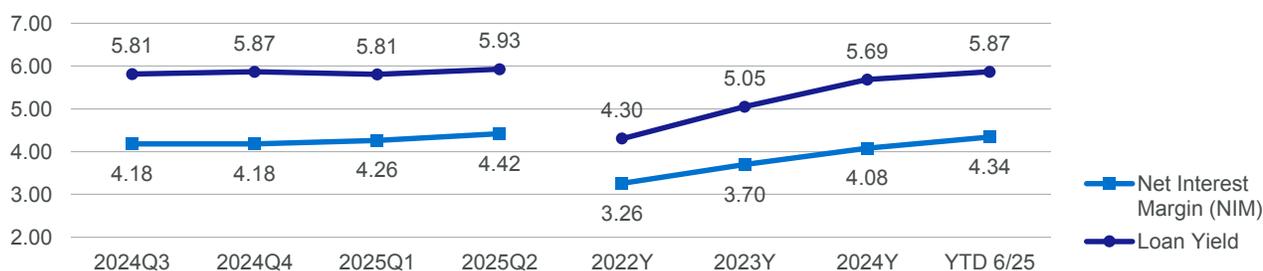
# Appendix



## Total Assets <\$10 Billion

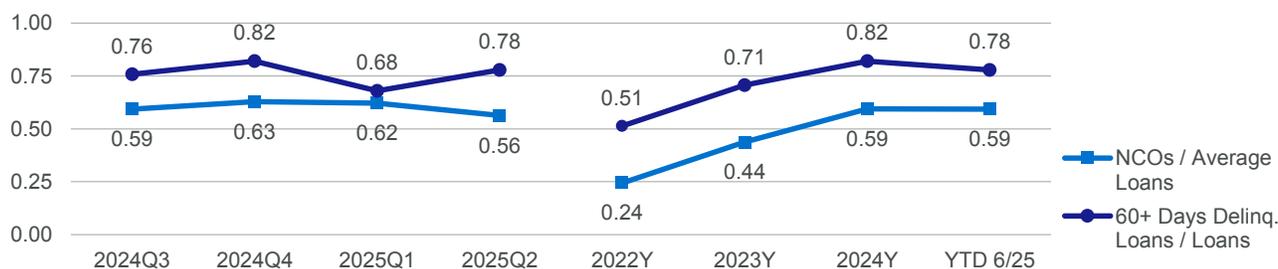
Balance Sheet Highlights	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Loan Growth (Annualized)	2.5	4.6	1.7	1.4	17.4	5.3	2.5	1.6
Share & Dep. Growth (Annualized)	1.1	7.0	11.3	-4.9	1.8	1.0	4.4	3.1
Loans / Assets	61.0	60.8	58.8	59.4	56.3	61.4	60.8	59.4
Loans / Deposits	71.5	71.0	68.7	69.7	64.5	71.6	71.0	69.7
Margin / Yields / Rates	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Net Interest Margin (NIM)	4.18	4.18	4.26	4.42	3.26	3.70	4.08	4.34
Loan Yield / COF Spread	3.68	3.72	3.83	3.96	3.77	3.56	3.62	3.89
Loan Yield	5.81	5.87	5.81	5.93	4.30	5.05	5.69	5.87
COF (Int. Exp / Avg IB Liab)	2.13	2.14	1.98	1.97	0.53	1.49	2.07	1.98

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



Asset Quality Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
60+ Days Delinq. Loans / Loans	0.76	0.82	0.68	0.78	0.51	0.71	0.82	0.78
OREO / Assets	0.04	0.04	0.04	0.04	0.03	0.03	0.04	0.04
Nonperforming Assets / Assets	0.57	0.62	0.51	0.58	0.38	0.53	0.62	0.58
ACL (ALLL) / Loans	1.00	1.04	1.04	1.05	0.66	0.98	1.04	1.05
Delinquent Loans / Reserves	75.7	78.7	65.3	74.0	78.1	71.8	78.7	74.0
Provision Expense / Avg Assets	0.47	0.58	0.44	0.46	0.19	0.34	0.47	0.45
NCOs / Average Loans	0.59	0.63	0.62	0.56	0.24	0.44	0.59	0.59
# Companies Reporting NCOs	3,339	3,411	3,295	3,200	3,848	3,955	3,901	3,529
NCO Coverage Ratio (ACL / NCOs)	1.70	1.67	1.68	1.88	2.94	2.30	1.78	1.80

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



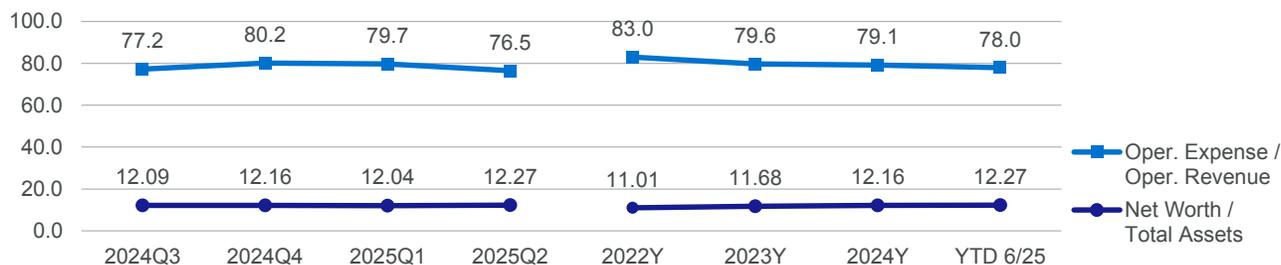
# Appendix



## Total Assets <\$10 Billion

Profitability Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
ROAA	0.71	0.54	0.61	0.77	0.50	0.60	0.61	0.70
ROAE	6.07	4.58	5.08	6.58	4.96	5.73	5.33	5.95
Oper. Expense / Oper. Revenue	77.2	80.2	79.7	76.5	83.0	79.6	79.1	78.0

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



Capital Adequacy Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Total Capital / Total Assets	12.10	12.14	12.08	12.33	10.66	11.51	12.14	12.33
<b>Net Worth / Total Assets</b>	<b>12.09</b>	<b>12.16</b>	<b>12.04</b>	<b>12.27</b>	<b>11.01</b>	<b>11.68</b>	<b>12.16</b>	<b>12.27</b>
Classified Assets / Capital	3.76	3.85	3.81	3.81	3.11	3.82	3.85	3.81
Classified Assets / Net Worth	3.68	3.76	3.75	3.76	2.89	3.70	3.76	3.76
Solvency Evaluation	113.4	113.4	113.3	113.7	111.7	112.7	113.4	113.7

Member Growth / Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Member Growth (Annualized)	1.4	1.8	1.3	-2.5	1.9	1.7	1.6	-0.6
Members / FTE	360.7	359.4	357.0	355.3	374.8	367.1	359.4	355.3
Members / Potential Members	14.5	14.2	14.2	13.8	17.6	15.9	14.2	13.8
Total # of Companies	4,574	4,530	4,484	4,436	4,842	4,681	4,530	4,436

Loan Balances (\$Billions)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	\$39.2	\$40.3	\$39.5	\$39.4	\$36.6	\$39.2	\$40.3	\$39.4
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	\$3.6	\$3.5	\$3.6	\$3.4	\$3.6	\$3.6	\$3.5	\$3.4
Other Unsecured Loans	\$50.1	\$50.2	\$49.2	\$48.6	\$45.8	\$50.0	\$50.2	\$48.6
New Vehicle Loans	\$128.2	\$126.7	\$125.3	\$124.1	\$138.9	\$136.8	\$126.7	\$124.1
Used Vehicle Loans	\$260.9	\$258.8	\$259.6	\$261.1	\$259.1	\$263.9	\$258.8	\$261.1
Leases Receivable	\$5.4	\$5.4	\$5.4	\$5.2	\$5.6	\$5.7	\$5.4	\$5.2
Other Loans & LOC Sec Non RE	\$58.6	\$57.5	\$56.4	\$56.3	\$58.1	\$59.6	\$57.5	\$56.3
Loans & LOC 1-4 Fam. (1st Lien)	\$419.0	\$426.6	\$428.8	\$426.5	\$396.3	\$412.7	\$426.6	\$426.5
Loans & LOC 1-4 Fam. (Jr Lien)	\$117.0	\$121.6	\$124.8	\$128.2	\$84.8	\$103.6	\$121.6	\$128.2
Other RE Loans and LOC	\$2.0	\$2.0	\$2.1	\$2.1	\$1.9	\$2.0	\$2.0	\$2.1
Comm'l Loans/LOC (RE Sec.)	\$131.5	\$136.6	\$140.3	\$143.6	\$109.1	\$122.4	\$136.6	\$143.6
Comm'l Loans/LOC (Non RE Sec.)	\$11.6	\$12.1	\$12.0	\$12.4	\$10.1	\$11.1	\$12.1	\$12.4
<b>Total Loans</b>	<b>\$1,227.2</b>	<b>\$1,241.4</b>	<b>\$1,246.8</b>	<b>\$1,251.1</b>	<b>\$1,149.8</b>	<b>\$1,210.6</b>	<b>\$1,241.4</b>	<b>\$1,251.1</b>

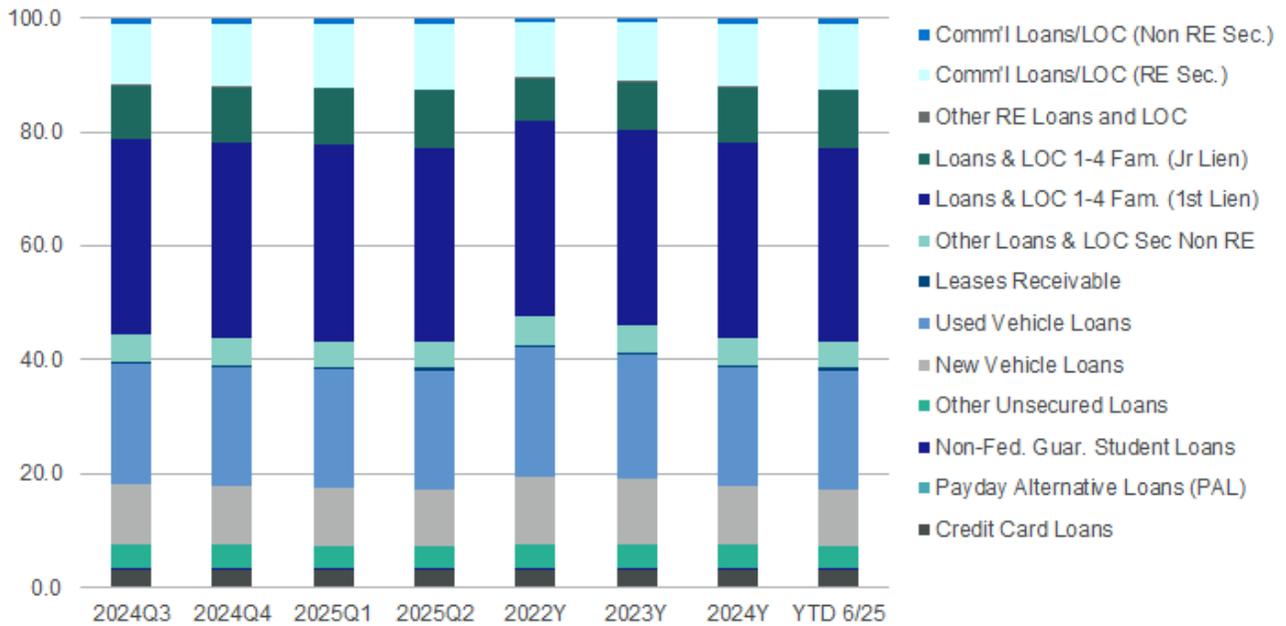
# Appendix



## Total Assets <\$10 Billion

Loan Mix (% of Total)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	3.2	3.2	3.2	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	4.1	4.0	3.9	3.9	4.0	4.1	4.0	3.9
New Vehicle Loans	10.4	10.2	10.0	9.9	12.1	11.3	10.2	9.9
Used Vehicle Loans	21.3	20.8	20.8	20.9	22.5	21.8	20.8	20.9
Leases Receivable	0.4	0.4	0.4	0.4	0.5	0.5	0.4	0.4
Other Loans & LOC Sec Non RE	4.8	4.6	4.5	4.5	5.0	4.9	4.6	4.5
Loans & LOC 1-4 Fam. (1st Lien)	34.1	34.4	34.4	34.1	34.5	34.1	34.4	34.1
Loans & LOC 1-4 Fam. (Jr Lien)	9.5	9.8	10.0	10.2	7.4	8.6	9.8	10.2
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.)	10.7	11.0	11.3	11.5	9.5	10.1	11.0	11.5
Comm'l Loans/LOC (Non RE Sec.)	0.9	1.0	1.0	1.0	0.9	0.9	1.0	1.0

### Loan Mix (%)



# Appendix



## Total Assets <\$10 Billion

Annualized Loan Growth	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	3.8%	11.6%	-8.3%	-0.9%	8.9%	7.1%	2.9%	-4.6%
Payday Alternative Loans (PAL)	26.8%	41.3%	-56.8%	25.7%	-5.8%	18.4%	17.7%	-17.4%
Non-Fed. Guar. Student Loans	3.5%	-6.7%	3.9%	-18.2%	0.8%	0.4%	-1.7%	-7.2%
Other Unsecured Loans	3.2%	1.1%	-8.5%	-4.4%	18.9%	9.0%	0.6%	-6.4%
New Vehicle Loans	-8.2%	-4.9%	-4.4%	-3.8%	21.5%	-1.5%	-7.4%	-4.1%
Used Vehicle Loans	-2.2%	-3.1%	1.2%	2.4%	17.5%	1.9%	-1.9%	1.8%
Leases Receivable	1.0%	1.3%	-6.6%	-9.6%	25.3%	2.4%	-4.4%	-8.0%
Other Loans & LOC Sec Non RE	-2.8%	-7.5%	-7.4%	-0.6%	15.3%	2.7%	-3.6%	-4.0%
Loans & LOC 1-4 Fam. (1st Lien)	2.6%	7.2%	2.1%	-2.1%	13.6%	4.1%	3.3%	0.0%
Loans & LOC 1-4 Fam. (Jr Lien)	18.6%	15.6%	10.5%	10.9%	33.6%	22.3%	17.3%	10.9%
Other RE Loans and LOC	9.2%	3.6%	4.7%	2.4%	-10.0%	1.7%	4.1%	3.5%
Comm'l Loans/LOC (RE Sec.)	10.7%	15.4%	10.8%	9.5%	19.5%	12.2%	11.6%	10.3%
Comm'l Loans/LOC (Non RE Sec.)	3.6%	15.9%	-3.2%	14.4%	20.8%	9.8%	9.2%	5.5%
<b>Total Loans</b>	<b>2.5%</b>	<b>4.6%</b>	<b>1.7%</b>	<b>1.4%</b>	<b>17.4%</b>	<b>5.3%</b>	<b>2.5%</b>	<b>1.6%</b>
Indirect Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
# Indirect Loans	17,772,258	17,970,241	17,747,205	17,686,822	17,452,075	18,211,620	17,970,241	17,686,822
Indirect Loans (\$Billions)	\$281.8	\$279.7	\$279.3	\$278.9	\$279.1	\$289.4	\$279.7	\$278.9
% of Total Loans	23.0%	22.5%	22.4%	22.3%	24.3%	23.9%	22.5%	22.3%
Indirect Loan Growth - Annualized	-4.5%	-3.1%	-0.5%	-0.6%	30.8%	3.7%	-3.3%	-0.6%

# Appendix



## Total Assets <\$10 Billion

Commercial Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Commercial Loans to Members (\$Billions)</b>								
Construction & Development	\$7.2	\$7.3	\$7.3	\$7.5	\$5.3	\$6.3	\$7.3	\$7.5
Secured by Farmland	\$2.8	\$2.8	\$2.9	\$2.9	\$2.5	\$2.7	\$2.8	\$2.9
Secured by Multifamily	\$28.7	\$30.0	\$31.0	\$31.8	\$22.7	\$26.3	\$30.0	\$31.8
Secured by OO CRE	\$24.7	\$25.6	\$26.5	\$27.1	\$20.9	\$23.1	\$25.6	\$27.1
Secured by Non OO CRE	\$51.3	\$53.5	\$54.7	\$56.0	\$42.6	\$47.8	\$53.5	\$56.0
<b>Total CRE Secured</b>	<b>\$114.6</b>	<b>\$119.2</b>	<b>\$122.4</b>	<b>\$125.3</b>	<b>\$94.0</b>	<b>\$106.2</b>	<b>\$119.2</b>	<b>\$125.3</b>
Ag. Production & Other Farm	\$1.2	\$1.2	\$1.1	\$1.3	\$1.0	\$1.1	\$1.2	\$1.3
Commercial & Industrial	\$7.5	\$7.9	\$7.8	\$8.1	\$6.3	\$7.1	\$7.9	\$8.1
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	\$0.5	\$0.4	\$0.4	\$0.5	\$0.5
<b>Total Commercial Loans</b>	<b>\$124.3</b>	<b>\$129.3</b>	<b>\$132.3</b>	<b>\$135.6</b>	<b>\$102.2</b>	<b>\$115.2</b>	<b>\$129.3</b>	<b>\$135.6</b>
# of Commercial Loans	264,583	267,974	288,648	275,641	239,079	251,907	267,974	275,641
<b>Commercial Loans to NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$18.9</b>	<b>\$19.4</b>	<b>\$20.0</b>	<b>\$20.4</b>	<b>\$17.0</b>	<b>\$18.2</b>	<b>\$19.4</b>	<b>\$20.4</b>
# of Commercial Loans	34,207	35,439	34,489	34,857	30,413	32,363	35,439	34,857
<b>Total Commercial Loans - Members &amp; NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$143.1</b>	<b>\$148.7</b>	<b>\$152.3</b>	<b>\$156.0</b>	<b>\$119.2</b>	<b>\$133.5</b>	<b>\$148.7</b>	<b>\$156.0</b>
# of Total Commercial Loans	298,790	303,413	323,137	310,498	269,492	284,270	303,413	310,498
<b>Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)</b>								
<b>To Members (\$)</b>	<b>\$7.4</b>	<b>\$9.3</b>	<b>\$8.2</b>	<b>\$9.8</b>	<b>\$43.3</b>	<b>\$27.7</b>	<b>\$29.8</b>	<b>\$17.9</b>
To Members (#)	14,682	17,186	18,849	18,887	81,390	68,087	66,740	37,652
<b>To NonMembers (\$)</b>	<b>\$0.9</b>	<b>\$1.2</b>	<b>\$1.0</b>	<b>\$1.2</b>	<b>\$5.6</b>	<b>\$2.7</b>	<b>\$3.2</b>	<b>\$2.2</b>
To NonMembers (#)	1,757	2,034	1,468	1,528	8,313	4,267	6,205	2,994
<b>Commercial Loan Interest Rates (Quarterly Rates Only)</b>								
Comm Loans/LOC (RE Sec.)	6.27	6.29	6.26	6.31				
Comm Loans/LOC (Non RE Sec.)	7.92	7.85	7.73	8.03				

### Commercial Loan Interest Rates (%)

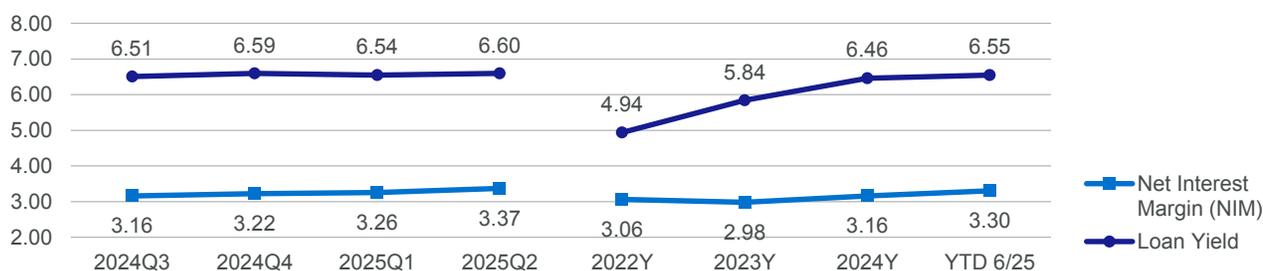




## Total Assets >\$10 Billion

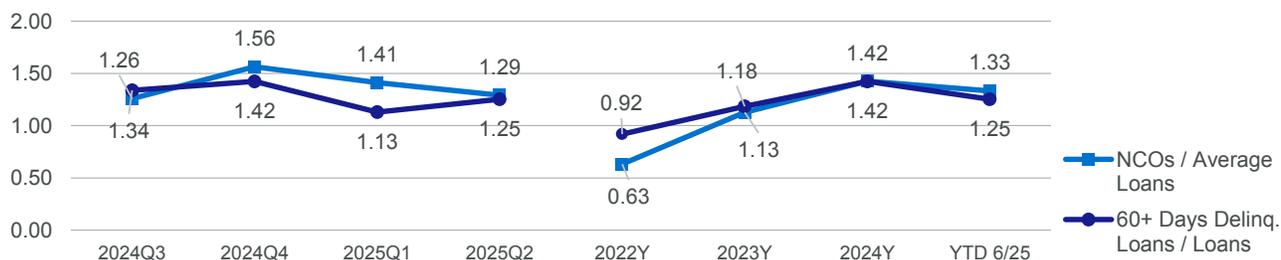
Balance Sheet Highlights	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Loan Growth (Annualized)	4.9	0.4	2.7	22.1	28.5	9.7	2.8	12.5
Share & Dep. Growth (Annualized)	3.5	-1.2	15.9	16.1	8.5	3.7	3.4	16.3
Loans / Assets	72.8	76.2	75.3	76.4	72.4	74.4	76.2	76.4
Loans / Deposits	91.0	92.7	89.3	90.9	85.1	94.6	92.7	90.9
Margin / Yields / Rates	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Net Interest Margin (NIM)</b>	<b>3.16</b>	<b>3.22</b>	<b>3.26</b>	<b>3.37</b>	<b>3.06</b>	<b>2.98</b>	<b>3.16</b>	<b>3.30</b>
Loan Yield / COF Spread	4.09	4.20	4.26	4.32	4.24	4.00	4.08	4.27
<b>Loan Yield</b>	<b>6.51</b>	<b>6.59</b>	<b>6.54</b>	<b>6.60</b>	<b>4.94</b>	<b>5.84</b>	<b>6.46</b>	<b>6.55</b>
COF (Int. Exp / Avg IB Liab)	2.42	2.39	2.29	2.28	0.70	1.83	2.38	2.27

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



Asset Quality Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>60+ Days Delinq. Loans / Loans</b>	<b>1.34</b>	<b>1.42</b>	<b>1.13</b>	<b>1.25</b>	<b>0.92</b>	<b>1.18</b>	<b>1.42</b>	<b>1.25</b>
OREO / Assets	0.03	0.04	0.04	0.04	0.02	0.03	0.04	0.04
Nonperforming Assets / Assets	1.00	1.10	0.86	0.96	0.67	0.89	1.10	0.96
ACL (ALLL) / Loans	2.10	2.14	2.09	2.03	1.14	2.15	2.14	2.03
Delinquent Loans / Reserves	63.8	66.5	54.0	61.7	80.5	55.2	66.5	61.7
Provision Expense / Avg Assets	0.95	1.33	0.92	0.99	0.49	0.97	1.08	0.94
<b>NCOs / Average Loans</b>	<b>1.26</b>	<b>1.56</b>	<b>1.41</b>	<b>1.29</b>	<b>0.63</b>	<b>1.13</b>	<b>1.42</b>	<b>1.33</b>
# Companies Reporting NCOs	21	20	20	22	21	21	20	22
NCO Coverage Ratio (ACL / NCOs)	1.68	1.38	1.49	1.59	1.97	1.98	1.54	1.55

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



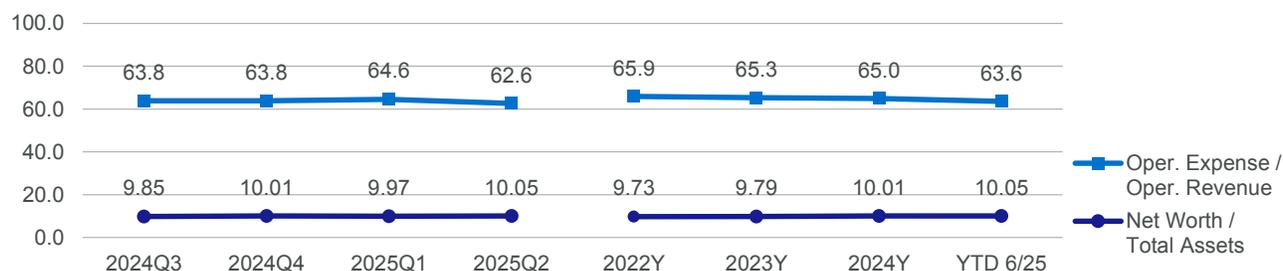
# Appendix



## Total Assets >\$10 Billion

Profitability Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
ROAA	0.68	0.41	0.63	0.64	0.83	0.71	0.54	0.64
ROAE	7.88	4.40	7.06	6.74	9.19	7.90	6.17	7.15
Oper. Expense / Oper. Revenue	63.8	63.8	64.6	62.6	65.9	65.3	65.0	63.6

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



Capital Adequacy Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Total Capital / Total Assets	9.98	10.03	9.94	10.06	9.40	9.00	10.03	10.06
<b>Net Worth / Total Assets</b>	<b>9.85</b>	<b>10.01</b>	<b>9.97</b>	<b>10.05</b>	<b>9.73</b>	<b>9.79</b>	<b>10.01</b>	<b>10.05</b>
Classified Assets / Capital	8.86	9.92	9.66	9.97	6.28	9.20	9.92	9.97
Classified Assets / Net Worth	8.24	9.52	9.57	10.09	5.56	7.96	9.52	10.09
Solvency Evaluation	110.9	110.4	110.4	110.8	110.7	110.0	110.4	110.8

Member Growth / Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Member Growth (Annualized)	5.6	-0.8	5.8	12.7	12.7	7.0	3.8	9.3
Members / FTE	491.1	485.1	479.2	446.3	471.0	472.1	485.1	446.3
Members / Potential Members	8.3	8.	8.0	8.5	7.1	8.9	8.4	8.5
Total # of Companies	21	4	20	22	21	21	20	22

Loan Balances (\$Billions)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	\$44.3	\$45.4	\$44.8	\$46.1	\$38.1	\$43.3	\$45.4	\$46.1
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	\$3.6	\$3.5	\$3.4	\$3.3	\$3.9	\$3.8	\$3.5	\$3.3
Other Unsecured Loans	\$20.7	\$20.9	\$20.8	\$22.3	\$18.2	\$19.7	\$20.9	\$22.3
New Vehicle Loans	\$39.6	\$39.3	\$38.4	\$40.0	\$36.4	\$40.5	\$39.3	\$40.0
Used Vehicle Loans	\$61.9	\$61.3	\$61.4	\$62.7	\$56.0	\$61.8	\$61.3	\$62.7
Leases Receivable	\$1.0	\$1.0	\$0.9	\$0.9	\$1.0	\$1.1	\$1.0	\$0.9
Other Loans & LOC Sec Non RE	\$12.6	\$12.6	\$13.9	\$14.5	\$10.8	\$12.8	\$12.6	\$14.5
Loans & LOC 1-4 Fam. (1st Lien)	\$173.5	\$172.2	\$173.6	\$185.8	\$162.7	\$169.0	\$172.2	\$185.8
Loans & LOC 1-4 Fam. (Jr Lien)	\$33.0	\$34.3	\$35.6	\$39.0	\$21.6	\$28.7	\$34.3	\$39.0
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.)	\$27.2	\$27.3	\$27.8	\$29.2	\$21.8	\$25.6	\$27.3	\$29.2
Comm'l Loans/LOC (Non RE Sec.)	\$0.9	\$1.0	\$1.1	\$1.1	\$0.6	\$0.8	\$1.0	\$1.1
<b>Total Loans</b>	<b>\$418.5</b>	<b>\$418.9</b>	<b>\$421.7</b>	<b>\$445.0</b>	<b>\$371.3</b>	<b>\$407.3</b>	<b>\$418.9</b>	<b>\$445.0</b>

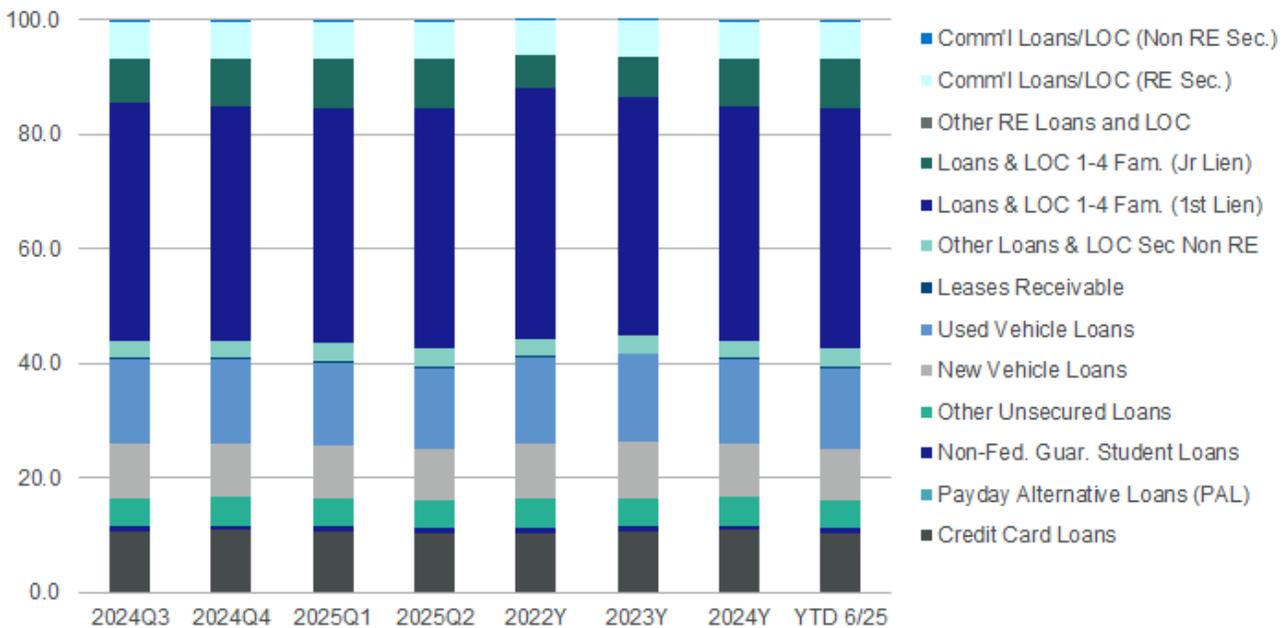
# Appendix



## Total Assets >\$10 Billion

Loan Mix (% of Total)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	10.6	10.8	10.6	10.4	10.3	10.6	10.8	10.4
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	0.9	0.8	0.8	0.7	1.1	0.9	0.8	0.7
Other Unsecured Loans	4.9	5.0	4.9	5.0	4.9	4.8	5.0	5.0
New Vehicle Loans	9.5	9.4	9.1	9.0	9.8	9.9	9.4	9.0
Used Vehicle Loans	14.8	14.6	14.6	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	3.0	3.3	3.3	2.9	3.2	3.0	3.3
Loans & LOC 1-4 Fam. (1st Lien)	41.5	41.1	41.2	41.7	43.8	41.5	41.1	41.7
Loans & LOC 1-4 Fam. (Jr Lien)	7.9	8.2	8.4	8.8	5.8	7.1	8.2	8.8
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	6.5	6.6	6.6	5.9	6.3	6.5	6.6
Comm'l Loans/LOC (Non RE Sec.)	0.2	0.2	0.3	0.3	0.2	0.2	0.2	0.3

### Loan Mix (%)



# Appendix



## Total Assets >\$10 Billion

Annualized Loan Growth	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	6.1%	9.2%	-4.8%	11.7%	22.7%	13.6%	4.7%	3.4%
Payday Alternative Loans (PAL)	21.2%	18.2%	-31.9%	24.4%	847.7%	10.4%	12.6%	-4.7%
Non-Fed. Guar. Student Loans	-4.7%	-10.6%	-8.1%	-9.5%	30.1%	-4.5%	-7.8%	-8.7%
Other Unsecured Loans	9.4%	4.6%	-2.5%	28.2%	34.0%	7.8%	6.4%	12.8%
New Vehicle Loans	-1.0%	-3.4%	-8.6%	16.7%	25.0%	11.2%	-2.9%	3.8%
Used Vehicle Loans	-0.2%	-3.9%	0.5%	8.6%	24.9%	10.4%	-0.9%	4.6%
Leases Receivable	-23.2%	-22.7%	-25.0%	1.4%	4.8%	9.4%	-13.7%	-11.8%
Other Loans & LOC Sec Non RE	1.7%	0.5%	39.4%	17.8%	36.8%	18.9%	-1.5%	29.4%
Loans & LOC 1-4 Fam. (1st Lien)	4.2%	-3.0%	3.2%	28.1%	24.5%	3.8%	1.9%	15.7%
Loans & LOC 1-4 Fam. (Jr Lien)	22.6%	16.1%	14.9%	38.3%	65.3%	33.3%	19.4%	27.3%
Other RE Loans and LOC	95.0%	83.4%	0.6%	0.2%	-91.2%	4.4%	44.0%	0.4%
Comm'l Loans/LOC (RE Sec.)	7.7%	0.8%	7.4%	20.5%	56.0%	17.7%	6.4%	14.1%
Comm'l Loans/LOC (Non RE Sec.)	0.5%	46.4%	6.8%	22.0%	43.1%	41.8%	22.7%	14.6%
<b>Total Loans</b>	<b>4.9%</b>	<b>0.4%</b>	<b>2.7%</b>	<b>22.1%</b>	<b>28.5%</b>	<b>9.7%</b>	<b>2.8%</b>	<b>12.5%</b>

Indirect Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
# Indirect Loans	2,396,802	2,337,395	2,319,977	2,413,685	2,398,617	2,535,504	2,337,395	2,413,685
Indirect Loans (\$Billions)	\$61.8	\$61.0	\$61.1	\$63.7	\$60.1	\$64.8	\$61.0	\$63.7
% of Total Loans	14.8%	14.6%	14.5%	14.3%	16.2%	15.9%	14.6%	14.3%
Indirect Loan Growth - Annualized	-1.3%	-5.3%	0.9%	16.5%	33.1%	7.7%	-5.8%	8.7%

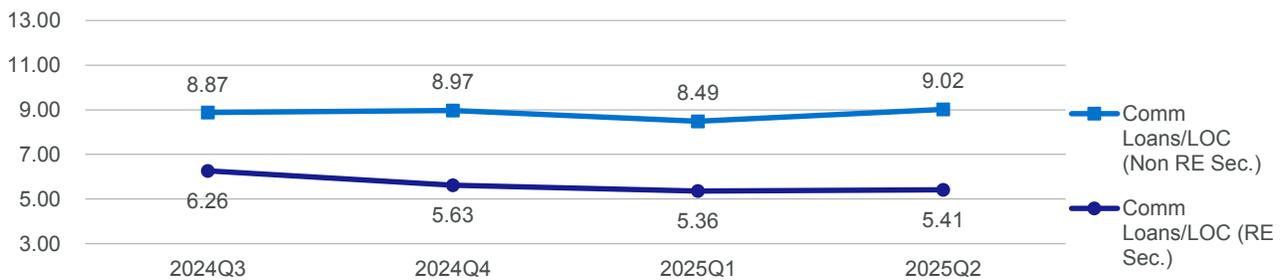
# Appendix



## Total Assets >\$10 Billion

Commercial Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Commercial Loans to Members (\$Billions)</b>								
Construction & Development	\$1.6	\$1.6	\$1.4	\$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	\$7.3	\$7.4	\$7.6	\$8.0	\$6.0	\$6.9	\$7.4	\$8.0
Secured by OO CRE	\$4.1	\$4.1	\$4.3	\$4.6	\$2.9	\$3.7	\$4.1	\$4.6
Secured by Non OO CRE	\$12.9	\$12.7	\$13.0	\$13.8	\$10.5	\$12.2	\$12.7	\$13.8
<b>Total CRE Secured</b>	<b>\$25.9</b>	<b>\$25.8</b>	<b>\$26.3</b>	<b>\$27.6</b>	<b>\$20.6</b>	<b>\$24.4</b>	<b>\$25.8</b>	<b>\$27.6</b>
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
<b>Total Commercial Loans</b>	<b>\$26.8</b>	<b>\$26.8</b>	<b>\$27.3</b>	<b>\$28.7</b>	<b>\$21.2</b>	<b>\$25.2</b>	<b>\$26.8</b>	<b>\$28.7</b>
# of Commercial Loans	27,088	27,015	27,613	46,333	18,817	25,617	27,015	46,333
<b>Commercial Loans to NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$1.4</b>	<b>\$1.5</b>	<b>\$1.5</b>	<b>\$1.6</b>	<b>\$1.1</b>	<b>\$1.3</b>	<b>\$1.5</b>	<b>\$1.6</b>
# of Commercial Loans	347	373	378	455	273	312	373	455
<b>Total Commercial Loans - Members &amp; NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$28.2</b>	<b>\$28.3</b>	<b>\$28.8</b>	<b>\$30.3</b>	<b>\$22.4</b>	<b>\$26.5</b>	<b>\$28.3</b>	<b>\$30.3</b>
# of Total Commercial Loans	27,435	27,388	27,991	46,788	19,090	25,929	27,388	46,788
<b>Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)</b>								
<b>To Members (\$)</b>	<b>\$1.2</b>	<b>\$1.6</b>	<b>\$1.3</b>	<b>\$1.6</b>	<b>\$9.4</b>	<b>\$5.9</b>	<b>\$5.2</b>	<b>\$2.9</b>
To Members (#)	1,560	1,655	1,846	1,939	5,827	5,965	6,394	3,852
<b>To NonMembers (\$)</b>	<b>\$0.1</b>	<b>\$0.1</b>	<b>\$0.1</b>	<b>\$0.1</b>	<b>\$0.4</b>	<b>\$0.2</b>	<b>\$0.3</b>	<b>\$0.2</b>
To NonMembers (#)	19	29	18	13	66	48	77	31
<b>Commercial Loan Interest Rates (Quarterly Rates Only)</b>								
Comm Loans/LOC (RE Sec.)	6.26	5.63	5.36	5.41				
Comm Loans/LOC (Non RE Sec.)	8.87	8.97	8.49	9.02				

### Commercial Loan Interest Rates (%)

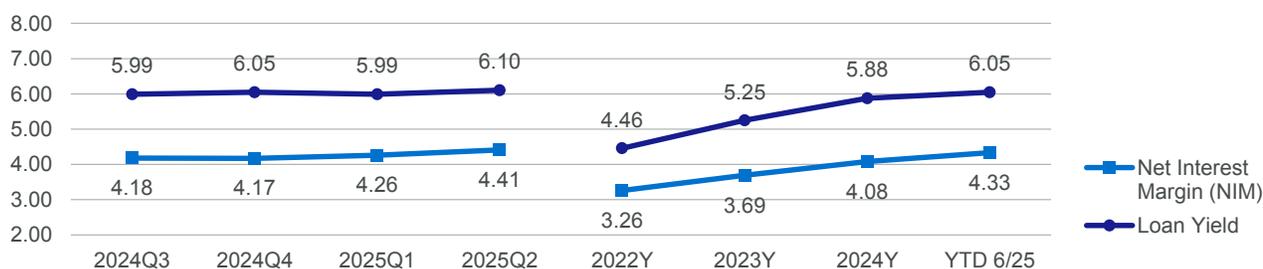




## Total Assets, All Credit Unions

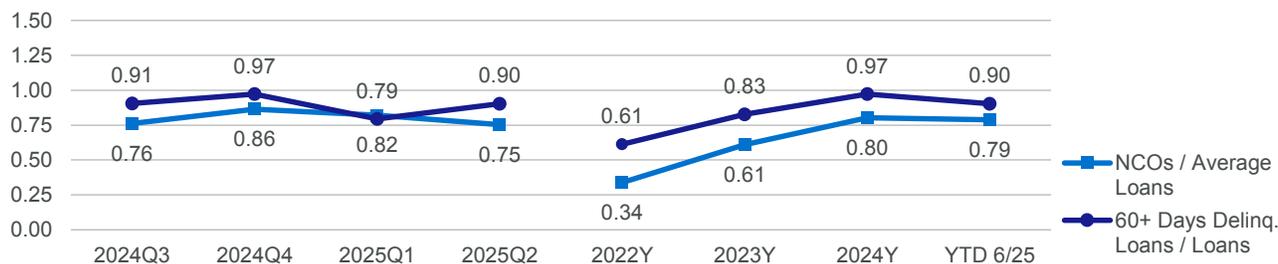
Balance Sheet Highlights	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Loan Growth (Annualized)	3.1	3.5	2.0	6.6	19.9	6.4	2.6	4.3
Share & Dep. Growth (Annualized)	1.7	5.0	12.4	0.2	3.3	1.7	4.1	6.3
Loans / Assets	61.2	61.0	58.9	59.5	56.4	61.6	61.0	59.5
Loans / Deposits	71.6	71.1	68.9	70.0	64.6	71.8	71.1	70.0
Margin / Yields / Rates	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Net Interest Margin (NIM)	4.18	4.17	4.26	4.41	3.26	3.69	4.08	4.33
Loan Yield / COF Spread	3.79	3.84	3.94	4.05	3.89	3.67	3.74	4.00
Loan Yield	5.99	6.05	5.99	6.10	4.46	5.25	5.88	6.05
COF (Int. Exp / Avg IB Liab)	2.20	2.20	2.05	2.05	0.57	1.57	2.14	2.05

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



Asset Quality Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
60+ Days Delinq. Loans / Loans	0.91	0.97	0.79	0.90	0.61	0.83	0.97	0.90
OREO / Assets	0.04	0.04	0.04	0.04	0.02	0.03	0.04	0.04
Nonperforming Assets / Assets	0.68	0.73	0.60	0.68	0.45	0.62	0.73	0.68
ACL (ALLL) / Loans	1.28	1.32	1.31	1.31	0.78	1.28	1.32	1.31
Delinquent Loans / Reserves	70.7	73.7	60.7	69.0	79.0	64.8	73.7	69.0
Provision Expense / Avg Assets	0.59	0.76	0.56	0.59	0.26	0.50	0.62	0.57
NCOs / Average Loans	0.76	0.86	0.82	0.75	0.34	0.61	0.80	0.79
# Companies Reporting NCOs	3,360	3,431	3,315	3,222	3,869	3,976	3,921	3,551
NCO Coverage Ratio (ACL / NCOs)	1.69	1.54	1.60	1.75	2.50	2.15	1.68	1.69

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



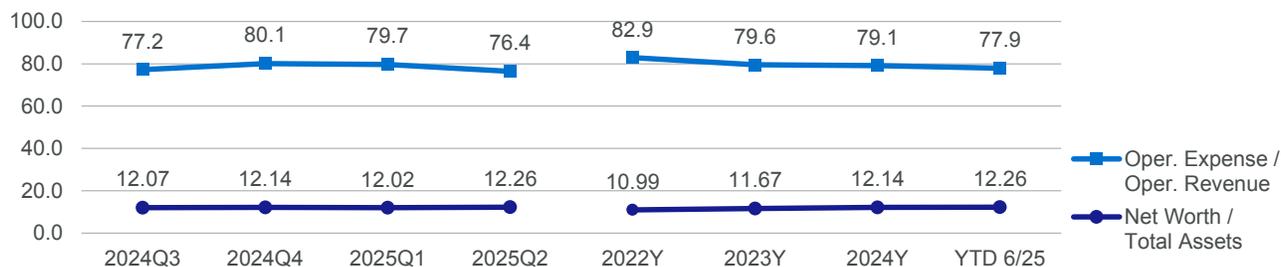
# Appendix



## Total Assets, All Credit Unions

Profitability Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
ROAA	0.71	0.54	0.61	0.77	0.50	0.60	0.61	0.70
ROAE	6.07	4.58	5.10	6.58	4.97	5.73	5.33	5.96
Oper. Expense / Oper. Revenue	77.2	80.1	79.7	76.4	82.9	79.6	79.1	77.9

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



Capital Adequacy Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Total Capital / Total Assets	12.09	12.12	12.06	12.30	10.65	11.49	12.12	12.30
<b>Net Worth / Total Assets</b>	<b>12.07</b>	<b>12.14</b>	<b>12.02</b>	<b>12.26</b>	<b>10.99</b>	<b>11.67</b>	<b>12.14</b>	<b>12.26</b>
Classified Assets / Capital	3.77	3.86	3.82	3.83	3.12	3.84	3.86	3.83
Classified Assets / Net Worth	3.70	3.78	3.77	3.80	2.90	3.72	3.78	3.80
Solvency Evaluation	113.4	113.4	113.3	113.6	111.6	112.7	113.4	113.6

Member Growth / Ratios	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Member Growth (Annualized)	2.5	1.2	2.4	1.4	4.3	3.0	2.2	1.9
Members / FTE	361.2	359.8	357.8	356.0	375.3	367.7	359.8	356.0
Members / Potential Members	14.4	14.1	14.0	13.7	17.5	15.9	14.1	13.7
Total # of Companies	4,595	4,550	4,504	4,458	4,863	4,702	4,550	4,458

Loan Balances (\$Billions)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	\$83.5	\$85.7	\$84.3	\$85.5	\$74.7	\$82.5	\$85.7	\$85.5
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	\$7.1	\$7.0	\$7.0	\$6.7	\$7.5	\$7.3	\$7.0	\$6.7
Other Unsecured Loans	\$70.8	\$71.2	\$70.0	\$70.9	\$64.1	\$69.6	\$71.2	\$70.9
New Vehicle Loans	\$167.8	\$165.9	\$163.7	\$164.1	\$175.2	\$177.3	\$165.9	\$164.1
Used Vehicle Loans	\$322.8	\$320.1	\$321.0	\$323.8	\$315.1	\$325.7	\$320.1	\$323.8
Leases Receivable	\$6.5	\$6.4	\$6.3	\$6.1	\$6.6	\$6.8	\$6.4	\$6.1
Other Loans & LOC Sec Non RE	\$71.2	\$70.1	\$70.3	\$70.8	\$68.9	\$72.5	\$70.1	\$70.8
Loans & LOC 1-4 Fam. (1st Lien)	\$592.5	\$598.8	\$602.4	\$612.3	\$559.1	\$581.7	\$598.8	\$612.3
Loans & LOC 1-4 Fam. (Jr Lien)	\$150.0	\$155.9	\$160.3	\$167.2	\$106.3	\$132.3	\$155.9	\$167.2
Other RE Loans and LOC	\$2.0	\$2.1	\$2.1	\$2.1	\$1.9	\$2.0	\$2.1	\$2.1
Comm'l Loans/LOC (RE Sec.)	\$158.7	\$163.8	\$168.0	\$172.8	\$130.9	\$148.0	\$163.8	\$172.8
Comm'l Loans/LOC (Non RE Sec.)	\$12.6	\$13.1	\$13.1	\$13.6	\$10.7	\$11.9	\$13.1	\$13.6
<b>Total Loans</b>	<b>\$1,645.7</b>	<b>\$1,660.2</b>	<b>\$1,668.5</b>	<b>\$1,696.1</b>	<b>\$1,521.0</b>	<b>\$1,617.9</b>	<b>\$1,660.2</b>	<b>\$1,696.1</b>

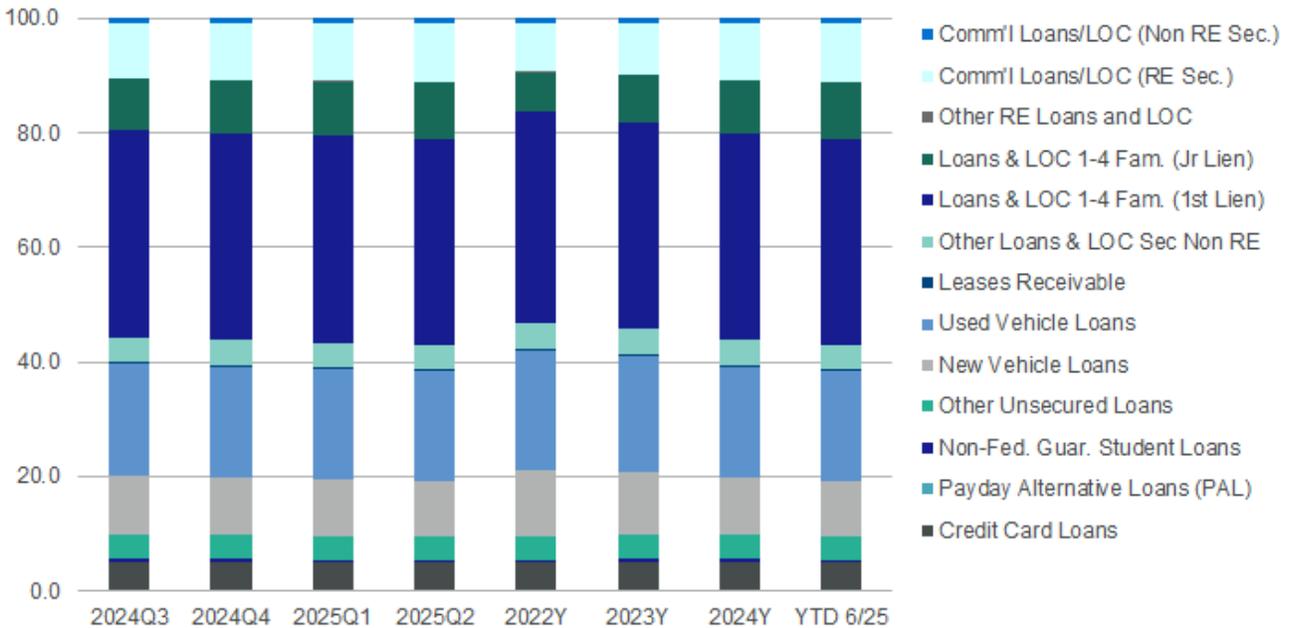
# Appendix



## Total Assets, All Credit Unions

Loan Mix (% of Total)	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	5.1	5.2	5.1	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	4.3	4.2	4.2	4.2	4.3	4.3	4.2
New Vehicle Loans	10.2	10.0	9.8	9.7	11.5	11.0	10.0	9.7
Used Vehicle Loans	19.6	19.3	19.2	19.1	20.7	20.1	19.3	19.1
Leases Receivable	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Other Loans & LOC Sec Non RE	4.3	4.2	4.2	4.2	4.5	4.5	4.2	4.2
Loans & LOC 1-4 Fam. (1st Lien)	36.0	36.1	36.1	36.1	36.8	36.0	36.1	36.1
Loans & LOC 1-4 Fam. (Jr Lien)	9.1	9.4	9.6	9.9	7.0	8.2	9.4	9.9
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.)	9.6	9.9	10.1	10.2	8.6	9.1	9.9	10.2
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	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
Credit Card Loans	5.0%	10.3%	-6.4%	5.8%	15.5%	10.4%	3.8%	-0.4%
Payday Alternative Loans (PAL)	24.7%	33.0%	-48.2%	25.3%	42.2%	15.4%	15.8%	-13.0%
Non-Fed. Guar. Student Loans	-0.7%	-8.6%	-2.0%	-14.0%	14.3%	-2.2%	-4.8%	-8.0%
Other Unsecured Loans	5.0%	2.1%	-6.7%	5.3%	22.8%	8.7%	2.2%	-0.7%
New Vehicle Loans	-6.5%	-4.5%	-5.4%	1.0%	22.2%	1.2%	-6.4%	-2.2%
Used Vehicle Loans	-1.8%	-3.3%	1.1%	3.6%	18.8%	3.4%	-1.7%	2.3%
Leases Receivable	-3.1%	-2.5%	-9.4%	-8.0%	21.6%	3.5%	-5.9%	-8.6%
Other Loans & LOC Sec Non RE	-2.0%	-6.0%	1.0%	3.1%	18.2%	5.3%	-3.3%	2.0%
Loans & LOC 1-4 Fam. (1st Lien)	3.1%	4.2%	2.4%	6.6%	16.5%	4.1%	2.9%	4.5%
Loans & LOC 1-4 Fam. (Jr Lien)	19.5%	15.7%	11.5%	17.0%	39.0%	24.5%	17.8%	14.5%
Other RE Loans and LOC	9.8%	4.3%	4.6%	2.3%	-16.1%	1.7%	4.5%	3.5%
Comm'l Loans/LOC (RE Sec.)	10.2%	12.9%	10.3%	11.3%	24.3%	13.1%	10.7%	10.9%
Comm'l Loans/LOC (Non RE Sec.)	3.4%	18.2%	-2.4%	15.0%	21.9%	11.6%	10.1%	6.2%
<b>Total Loans</b>	<b>3.1%</b>	<b>3.5%</b>	<b>2.0%</b>	<b>6.6%</b>	<b>19.9%</b>	<b>6.4%</b>	<b>2.6%</b>	<b>4.3%</b>
Indirect Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
# Indirect Loans	20,169,060	20,307,636	20,067,182	20,100,507	19,850,692	20,747,124	20,307,636	20,100,507
Indirect Loans (\$Billions)	\$343.7	\$340.7	\$340.5	\$342.5	\$339.3	\$354.1	\$340.7	\$342.5
% of Total Loans	20.9%	20.5%	20.4%	20.2%	22.3%	21.9%	20.5%	20.2%
Indirect Loan Growth - Annualized	-3.9%	-3.5%	-0.3%	2.4%	31.2%	4.4%	-3.8%	1.1%

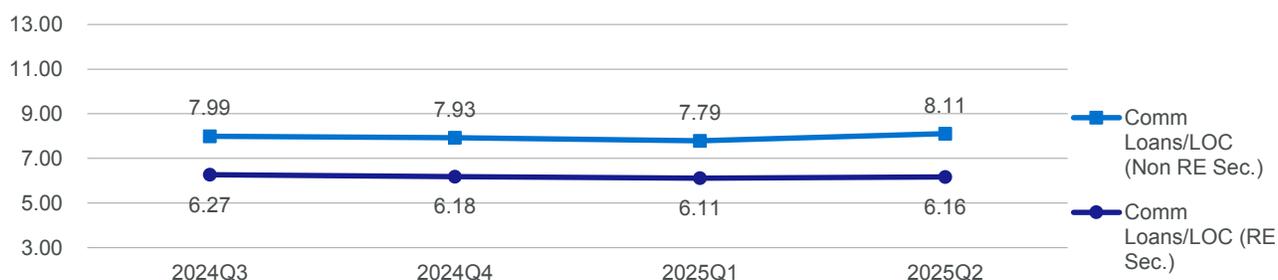
# Appendix



## Total Assets, All Credit Unions

Commercial Lending	2024Q3	2024Q4	2025Q1	2025Q2	2022Y	2023Y	2024Y	YTD 6/25
<b>Commercial Loans to Members (\$Billions)</b>								
Construction & Development	\$8.8	\$8.9	\$8.8	\$8.7	\$6.5	\$7.9	\$8.9	\$8.7
Secured by Farmland	\$2.8	\$2.8	\$2.9	\$2.9	\$2.5	\$2.7	\$2.8	\$2.9
Secured by Multifamily	\$36.0	\$37.4	\$38.6	\$39.8	\$28.6	\$33.1	\$37.4	\$39.8
Secured by OO CRE	\$28.7	\$29.7	\$30.8	\$31.7	\$23.8	\$26.8	\$29.7	\$31.7
Secured by Non OO CRE	\$64.2	\$66.2	\$67.7	\$69.8	\$53.2	\$60.0	\$66.2	\$69.8
<b>Total CRE Secured</b>	<b>\$140.5</b>	<b>\$145.0</b>	<b>\$148.7</b>	<b>\$153.0</b>	<b>\$114.6</b>	<b>\$130.6</b>	<b>\$145.0</b>	<b>\$153.0</b>
Ag. Production & Other Farm	\$1.2	\$1.2	\$1.1	\$1.3	\$1.0	\$1.1	\$1.2	\$1.3
Commercial & Industrial	\$8.4	\$8.9	\$8.7	\$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)	\$0.5	\$0.6	\$0.6	\$0.6	\$0.4	\$0.5	\$0.6	\$0.6
<b>Total Commercial Loans</b>	<b>\$151.1</b>	<b>\$156.1</b>	<b>\$159.6</b>	<b>\$164.3</b>	<b>\$123.4</b>	<b>\$140.4</b>	<b>\$156.1</b>	<b>\$164.3</b>
# of Commercial Loans	291,671	294,989	316,261	321,974	257,896	277,524	294,989	321,974
<b>Commercial Loans to NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$20.2</b>	<b>\$20.9</b>	<b>\$21.5</b>	<b>\$22.0</b>	<b>\$18.2</b>	<b>\$19.5</b>	<b>\$20.9</b>	<b>\$22.0</b>
# of Commercial Loans	34,554	35,812	34,867	35,312	30,686	32,675	35,812	35,312
<b>Total Commercial Loans - Members &amp; NonMembers (\$Billions)</b>								
<b>Total Commercial Loans</b>	<b>\$171.3</b>	<b>\$177.0</b>	<b>\$181.1</b>	<b>\$186.4</b>	<b>\$141.6</b>	<b>\$159.9</b>	<b>\$177.0</b>	<b>\$186.4</b>
# of Total Commercial Loans	326,225	330,801	351,128	357,286	288,582	310,199	330,801	357,286
<b>Total Granted / Purchased Commercial Loans (\$Billions) - (During Specified Period)</b>								
<b>To Members (\$)</b>	<b>\$8.7</b>	<b>\$10.9</b>	<b>\$9.5</b>	<b>\$11.3</b>	<b>\$52.7</b>	<b>\$33.6</b>	<b>\$35.0</b>	<b>\$20.8</b>
To Members (#)	16,242	18,841	20,695	20,826	87,217	74,052	73,134	41,504
<b>To NonMembers (\$)</b>	<b>\$0.9</b>	<b>\$1.3</b>	<b>\$1.1</b>	<b>\$1.2</b>	<b>\$6.0</b>	<b>\$2.9</b>	<b>\$3.4</b>	<b>\$2.3</b>
To NonMembers (#)	1,776	2,063	1,486	1,541	8,379	4,315	6,282	3,025
<b>Commercial Loan Interest Rates (Quarterly Rates Only)</b>								
Comm Loans/LOC (RE Sec.)	6.27	6.18	6.11	6.16				
Comm Loans/LOC (Non RE Sec.)	7.99	7.93	7.79	8.11				

### Commercial Loan Interest Rates (%)



# Appendix

## Data Information & Acronym Definitions

### Source: S&P Global Market Intelligence

- 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
- Commercial loan interest rates shown only on a quarterly basis.
- Yearly rates only reflect most recent ending quarterly period and not full-year rates.

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