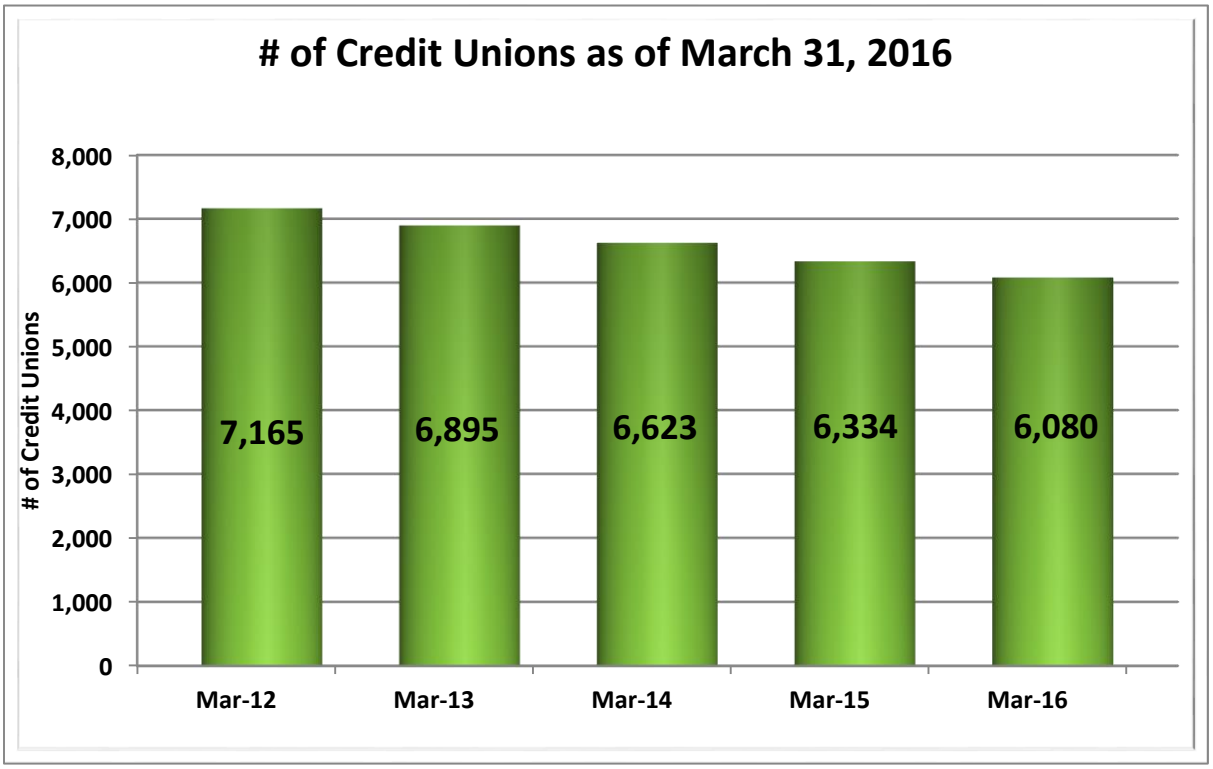
CREDIT UNION INDUSTRY STATISTICS AND PERFORMANCE TRENDS REPORT

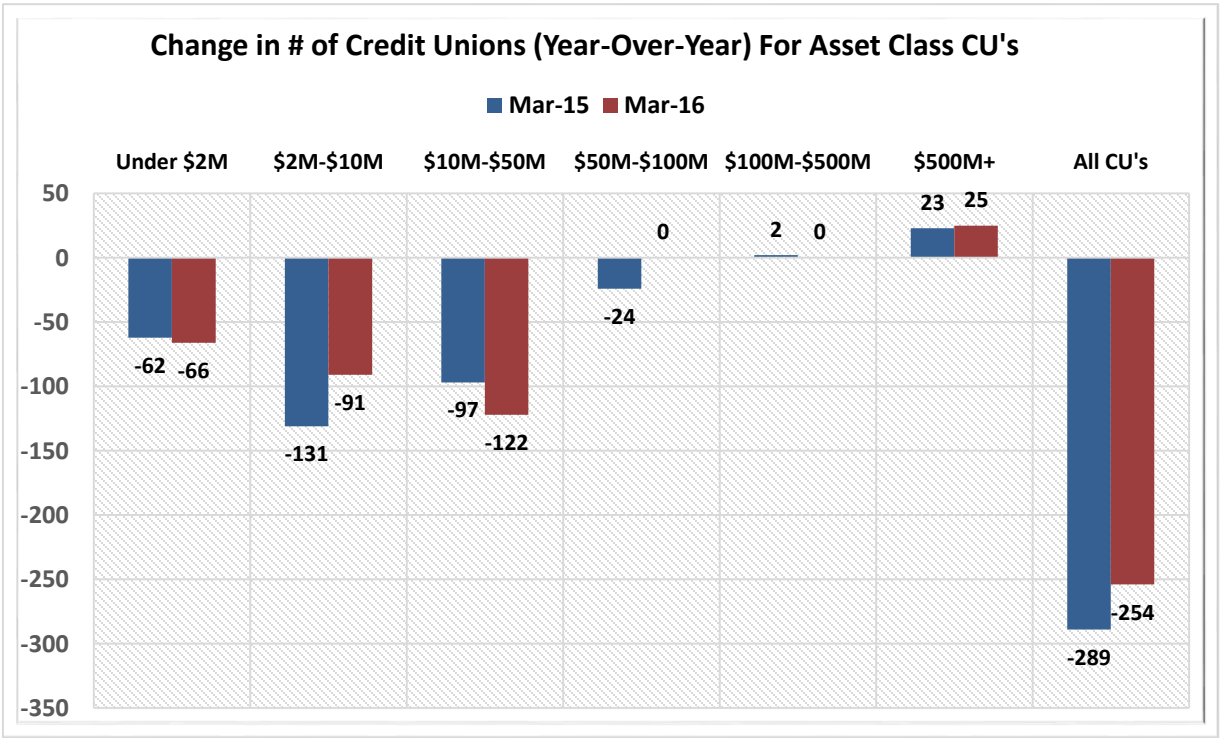
1ST QUARTER 2016

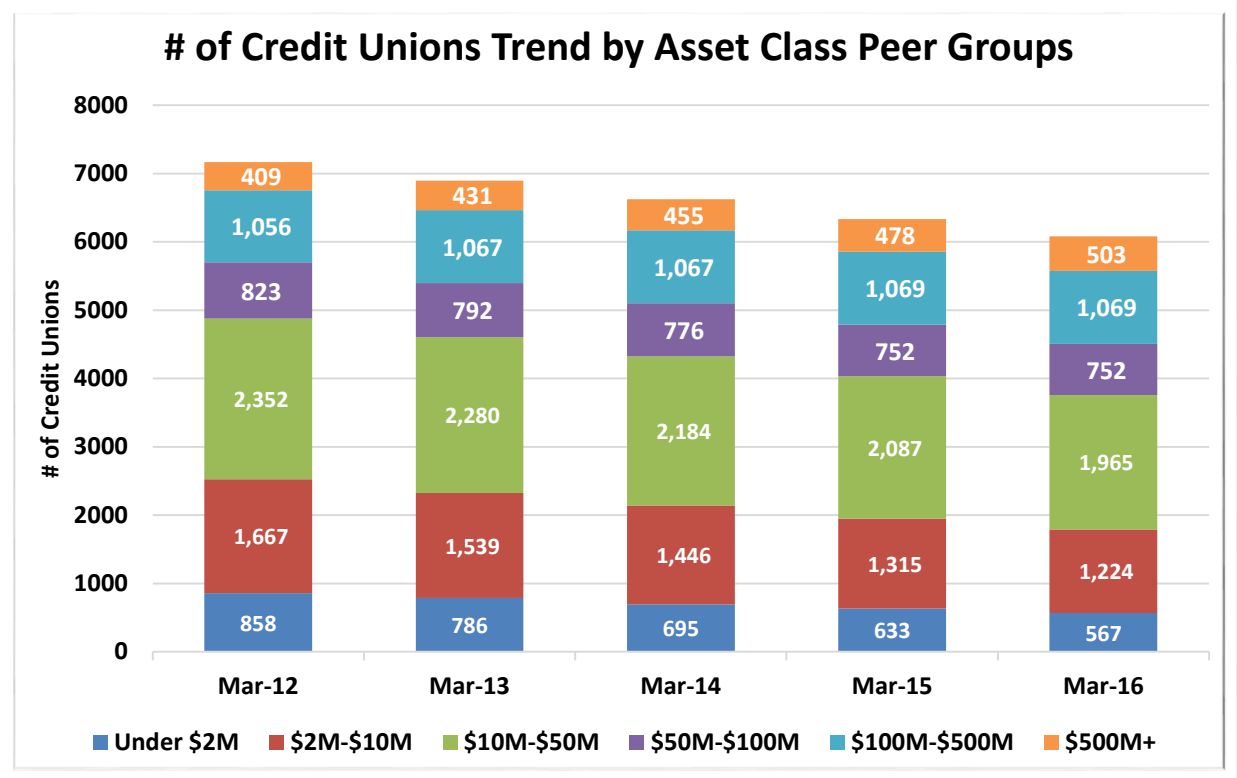
CUDATA.COM

Data Intelligence and Industry Insights for Credit Union Management

600 E Sumac Avenue, Provo, UT 84604

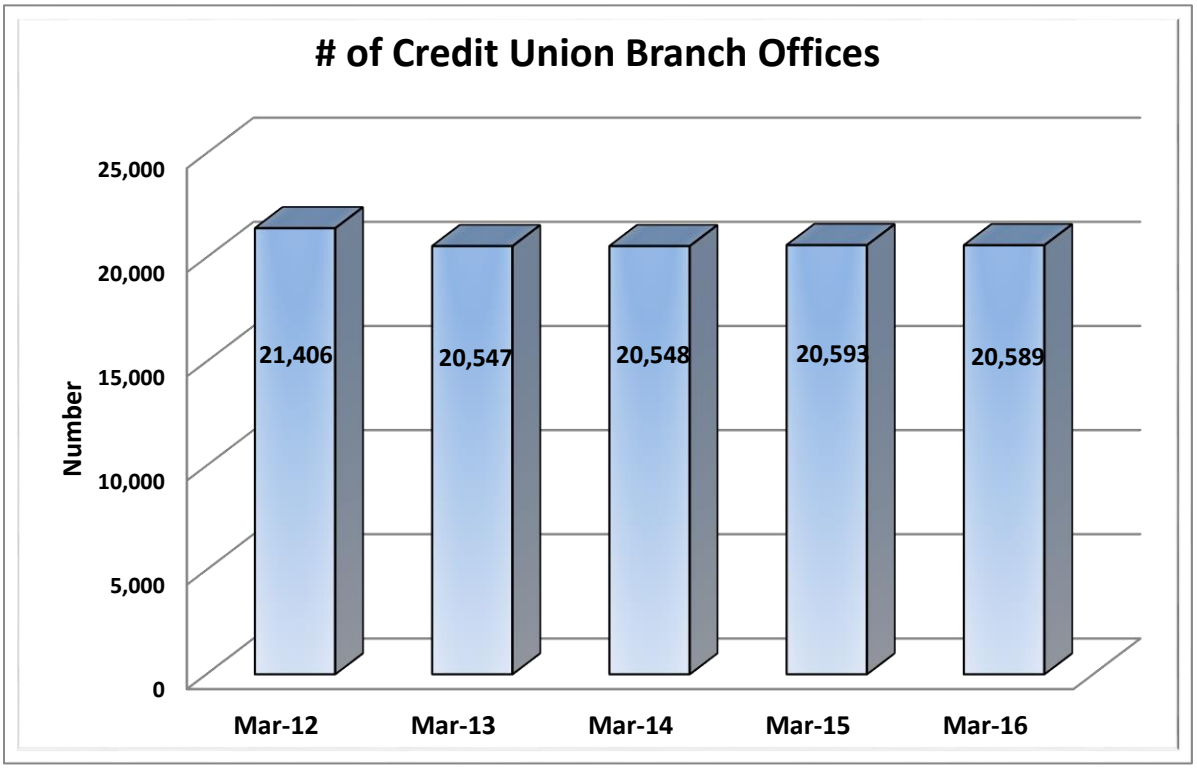

# of Credit Unions as of March 31, 2016
# of Credit Unions
8,000
7,000
6,000
5,000
4,000
3,000
2,000
1,000
0
7,165
6,895
6,623
6,334
6,080
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

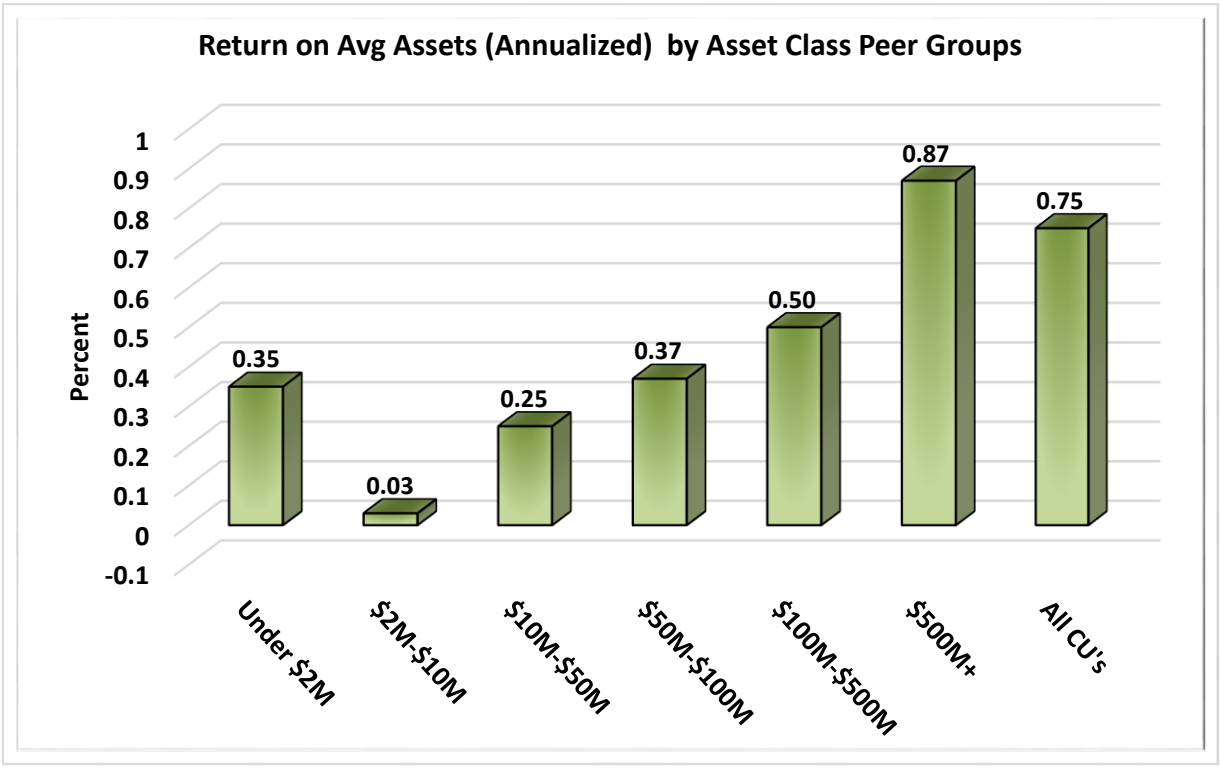

Change in # of Credit Unions (Year-Over-Year) For Asset Class CU's
Mar-15
Mar-16
Under $2M
$2M-$10M
$10M-$50M
$50M-$100M
$100M-$500M
$500M+
All CU's
50
0
-50
-100
-150
-200
-250
-300
-350
-62
-66
-131
-91
-97
-122
-24
0
2
0
23
25
-289
-254

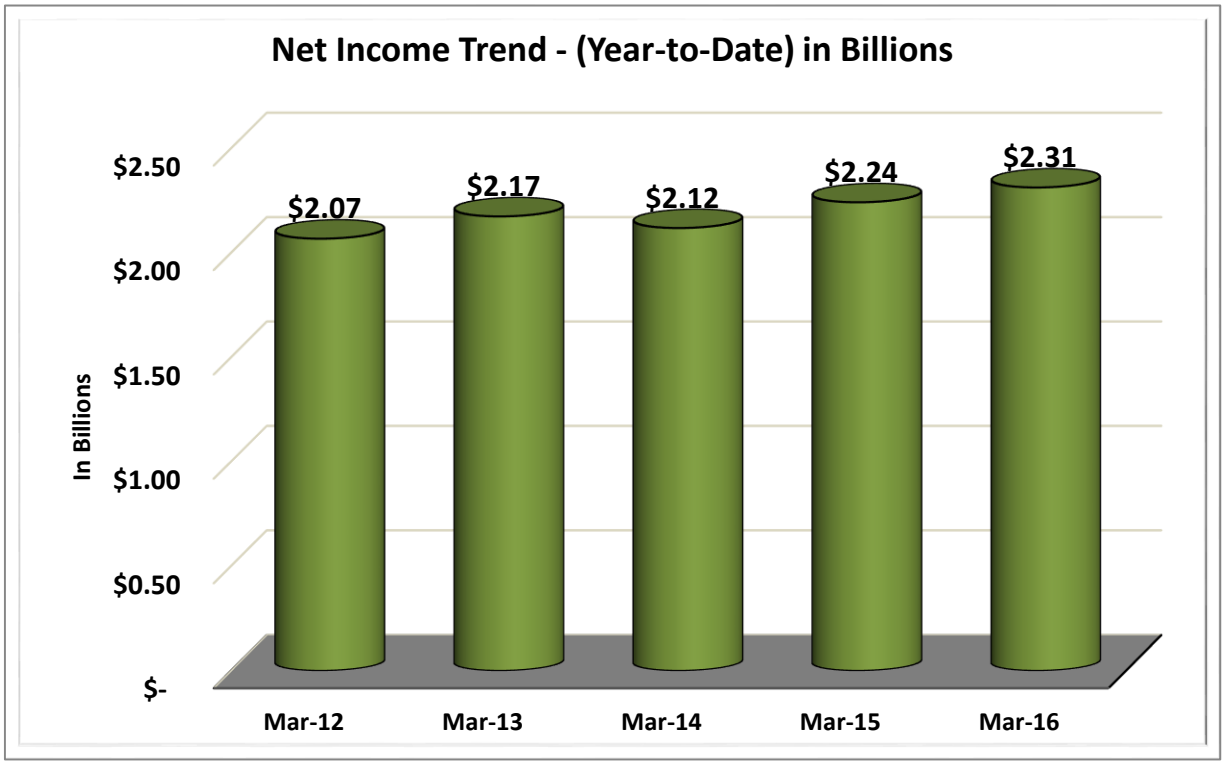


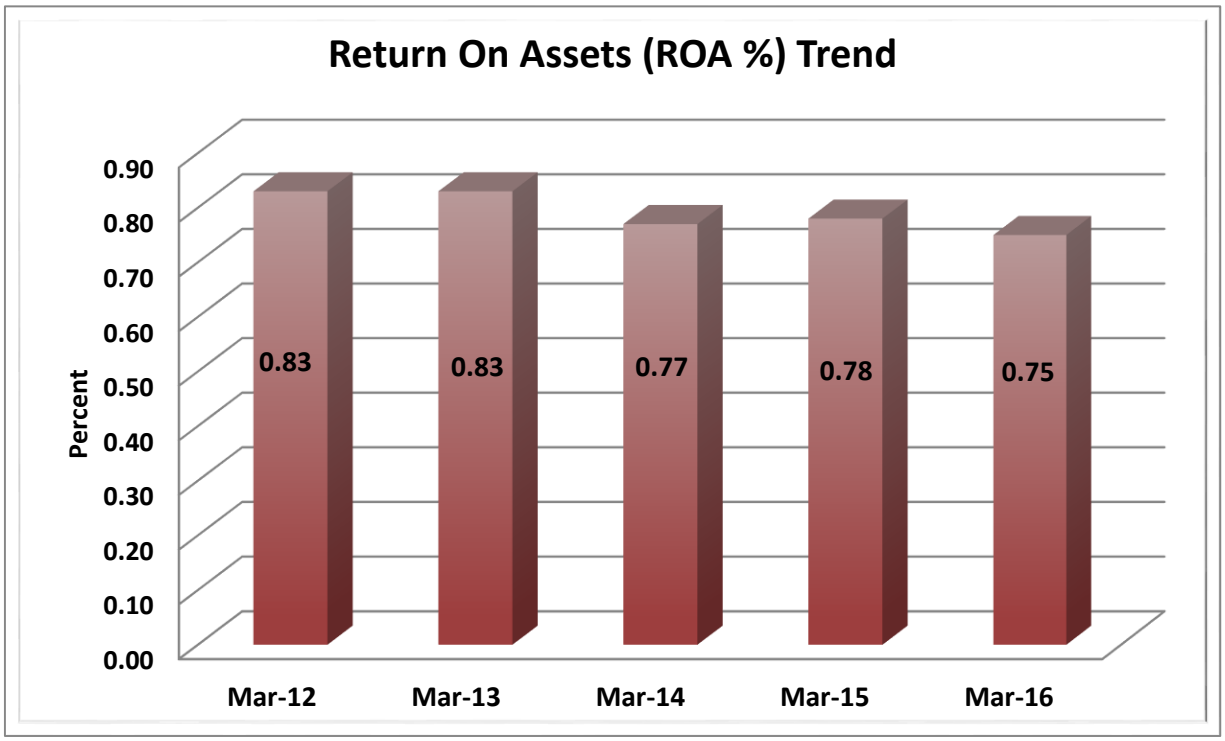
Asset-Based Peer Group Statistics As of March 31, 2016

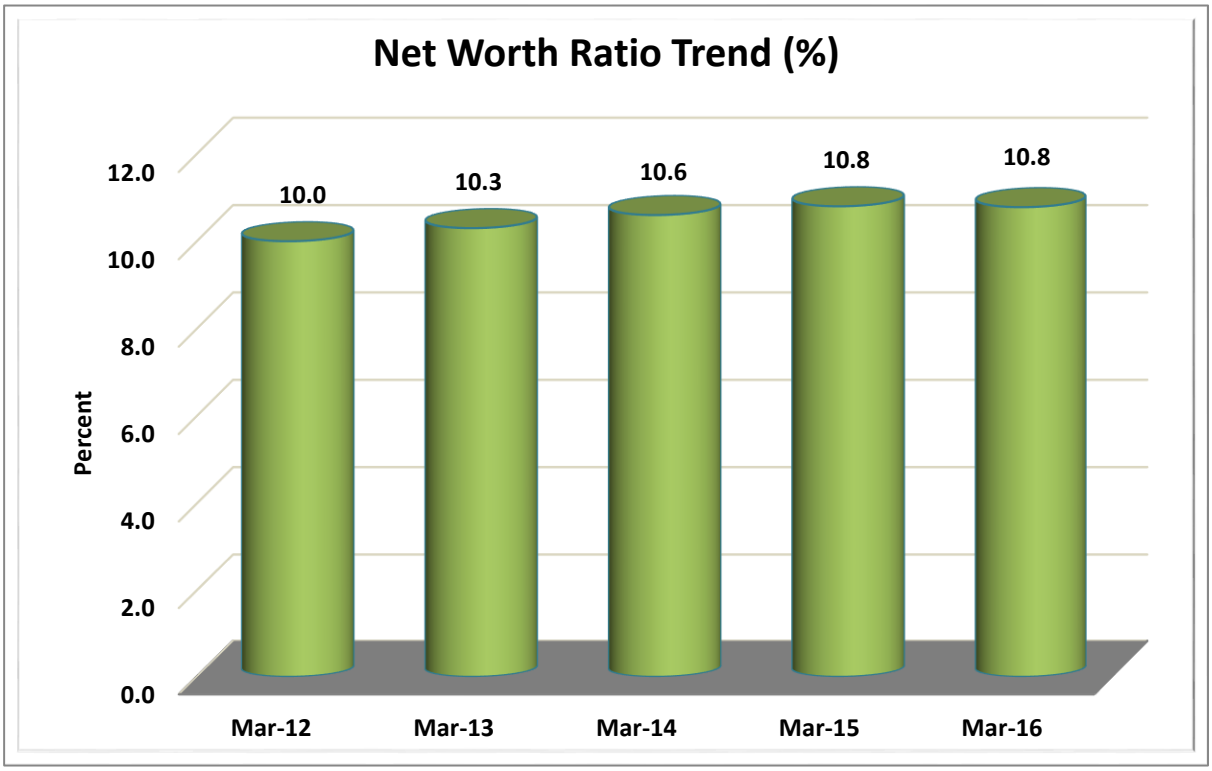
Peer Group	Asset Size	# of CU's	% of Total CU's	Total Assets ($)	% of Total Assets	# of Members	% of Total Members
1	Under $2M	567	9.3%	$ 505,120,000	0.0%	185,987	0.2%
2	$2M -- < $5M	568	9.3%	$ 1,980,660,000	0.2%	436,060	0.4%
3	$5M -- < $10M	656	10.8%	$ 4,832,710,000	0.4%	849,331	0.8%
4	$10M -- < $20M	825	13.6%	$ 11,943,480,000	1.0%	1,733,700	1.7%
5	$20M -- < $50M	1,140	18.8%	$ 36,628,160,000	2.9%	4,471,343	4.3%
6	$50M -- < $100M	752	12.4%	$ 53,661,730,000	4.3%	6,022,406	5.7%
7	$100M -- < $150M	364	6.0%	$ 44,483,880,000	3.5%	4,600,182	4.4%
8	$150M -- < $250M	364	6.0%	$ 70,527,250,000	5.6%	7,090,862	6.8%
9	$250M -- < $350M	181	3.0%	$ 53,724,410,000	4.3%	5,251,071	5.0%
10	$350M -- < $450M	118	1.9%	$ 47,056,360,000	3.7%	4,519,116	4.3%
11	$450M -- < $650M	150	2.5%	$ 81,457,010,000	6.5%	6,927,886	6.6%
12	$650M -- < $850M	88	1.4%	$ 65,843,350,000	5.2%	5,911,085	5.6%
13	$850M -- < $1B	41	0.7%	$ 37,521,190,000	3.0%	2,912,104	2.8%
14	$1B -- < $2B	162	2.7%	$ 218,292,680,000	17.4%	17,199,365	16.4%
15	$2B -- < $4B	67	1.1%	$ 180,244,240,000	14.4%	13,639,078	13.0%
16	Over $4B	37	0.6%	$ 347,178,180,000	27.6%	23,269,366	22.2%
TOTAL		6,080	100.0%	$ 1,255,880,410,000	100.0%	105,018,942	100.0%

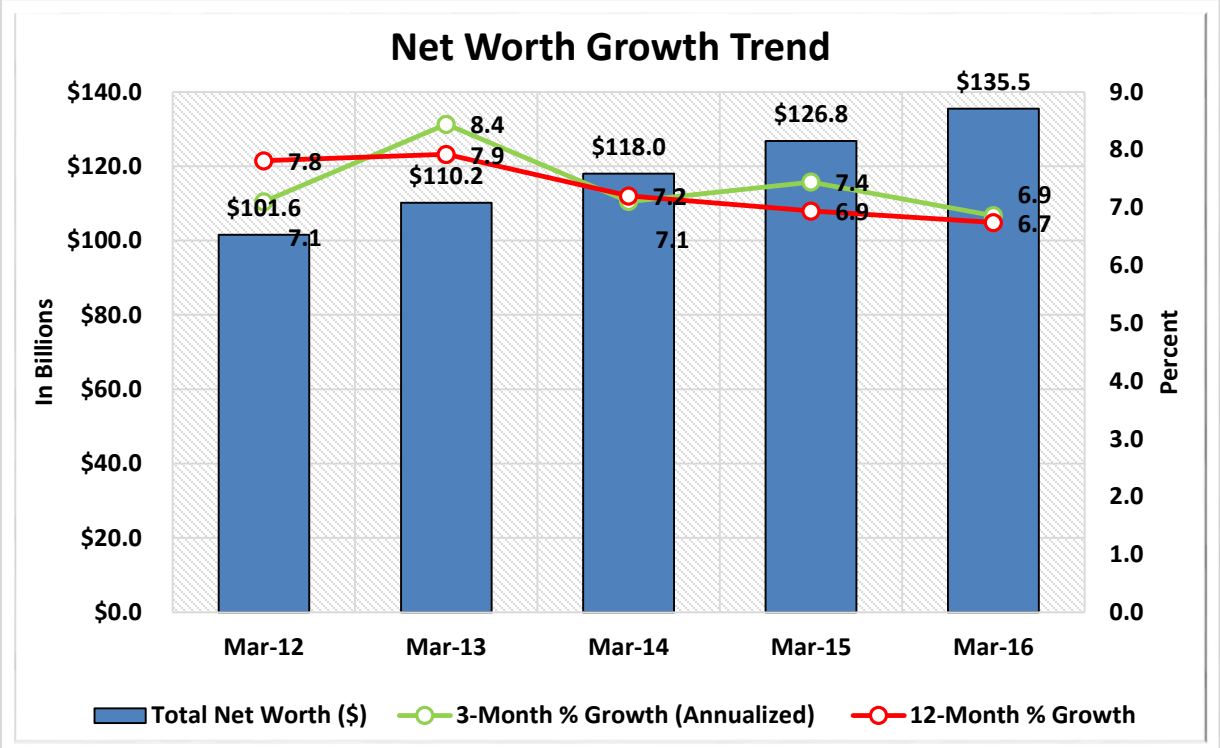

# of Credit Union Branch Offices
Number
25,000
20,000
15,000
10,000
5,000
0
21,406
20,547
20,548
20,593
20,589
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

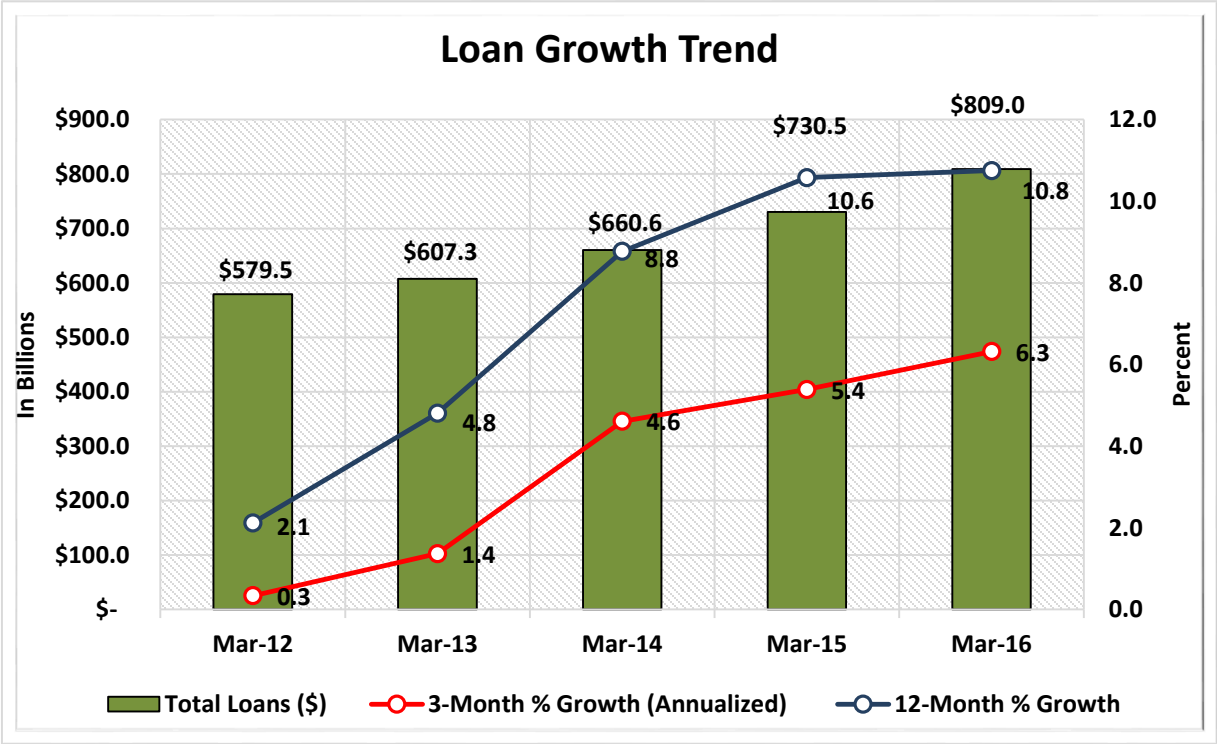

Return on Avg Assets (Annualized) by Asset Class Peer Groups
Percent
1
0.9
0.8
0.7
0.6
0.5
0.4
0.3
0.2
0.1
0
-0.1
0.35
0.03
0.25
0.37
0.50
0.87
0.75
Under $2M
$2M-$10M
$10M-$50M
$50M-$100M
$100M-$500M
$500M+
All CU's

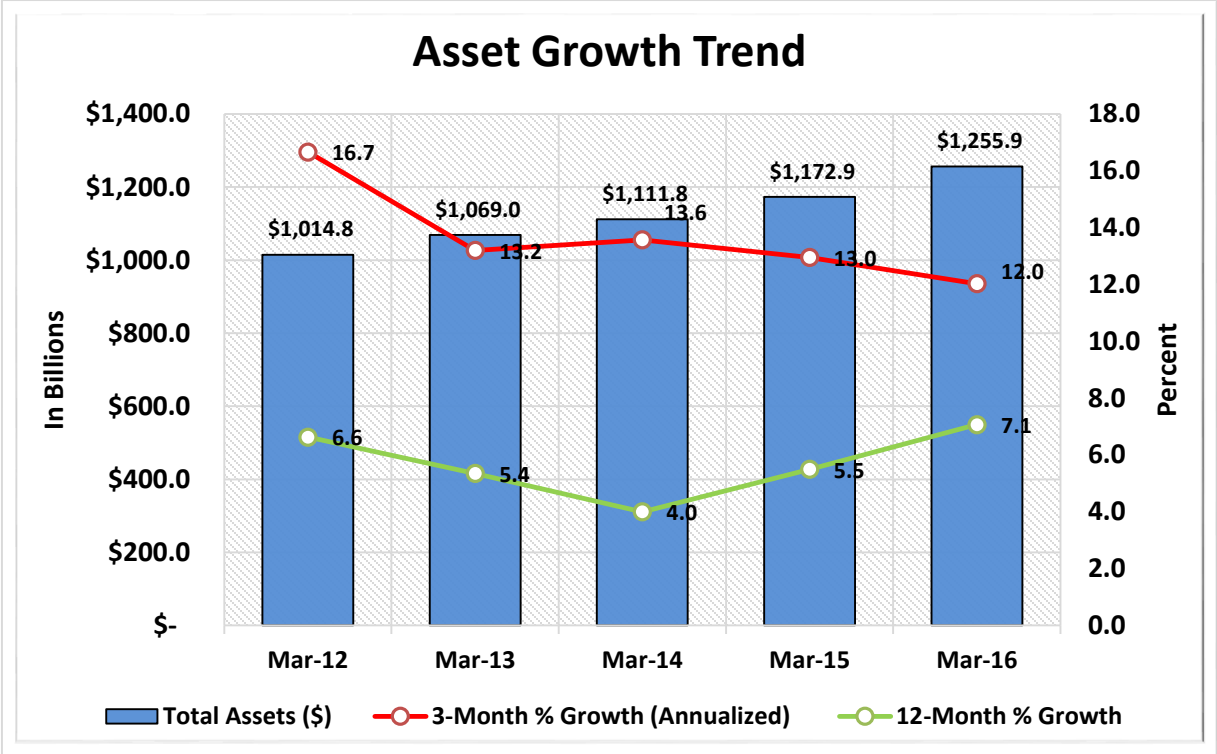

Net Income Trend - (Year-to-Date) in Billions
In Billions
$2.50
$2.00
$1.50
$1.00
$0.50
$-
$2.07
$2.17
$2.12
$2.24
$2.31
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

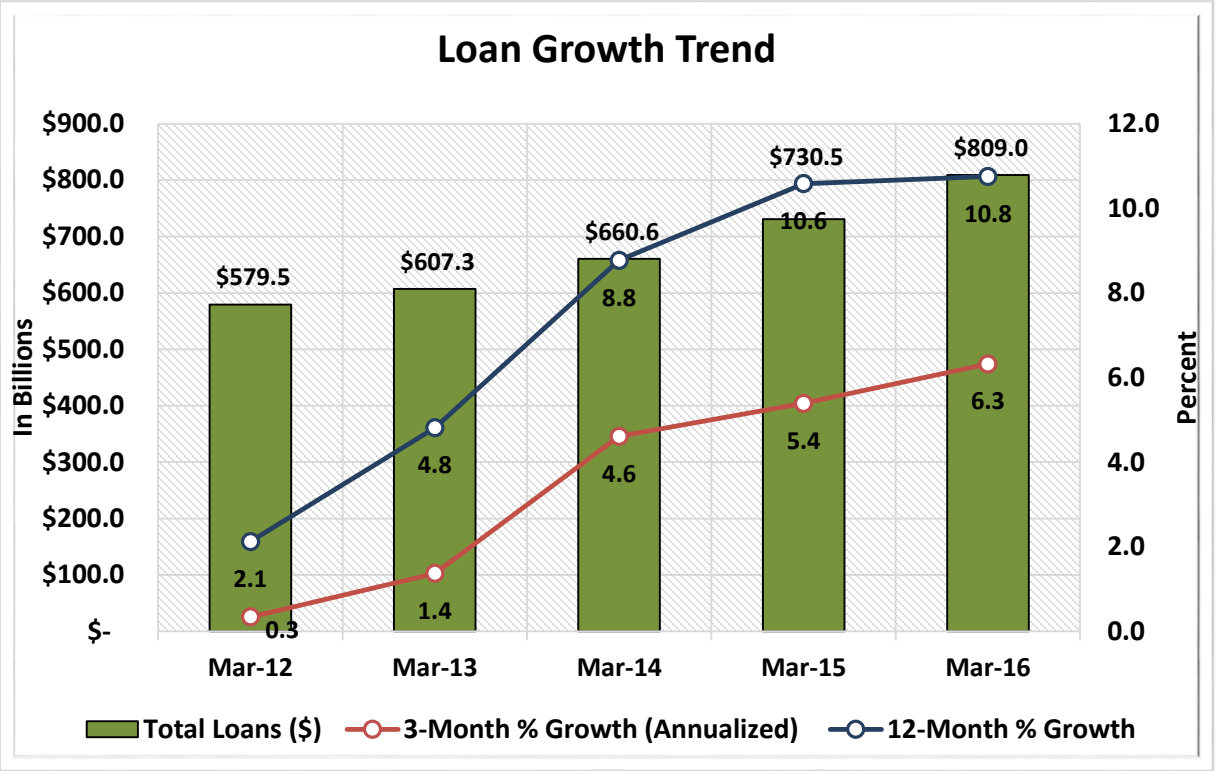

Return On Assets (ROA %) Trend
Percent
0.90
0.80
0.70
0.60
0.50
0.40
0.30
0.20
0.10
0.00
0.83
0.83
0.77
0.78
0.75
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

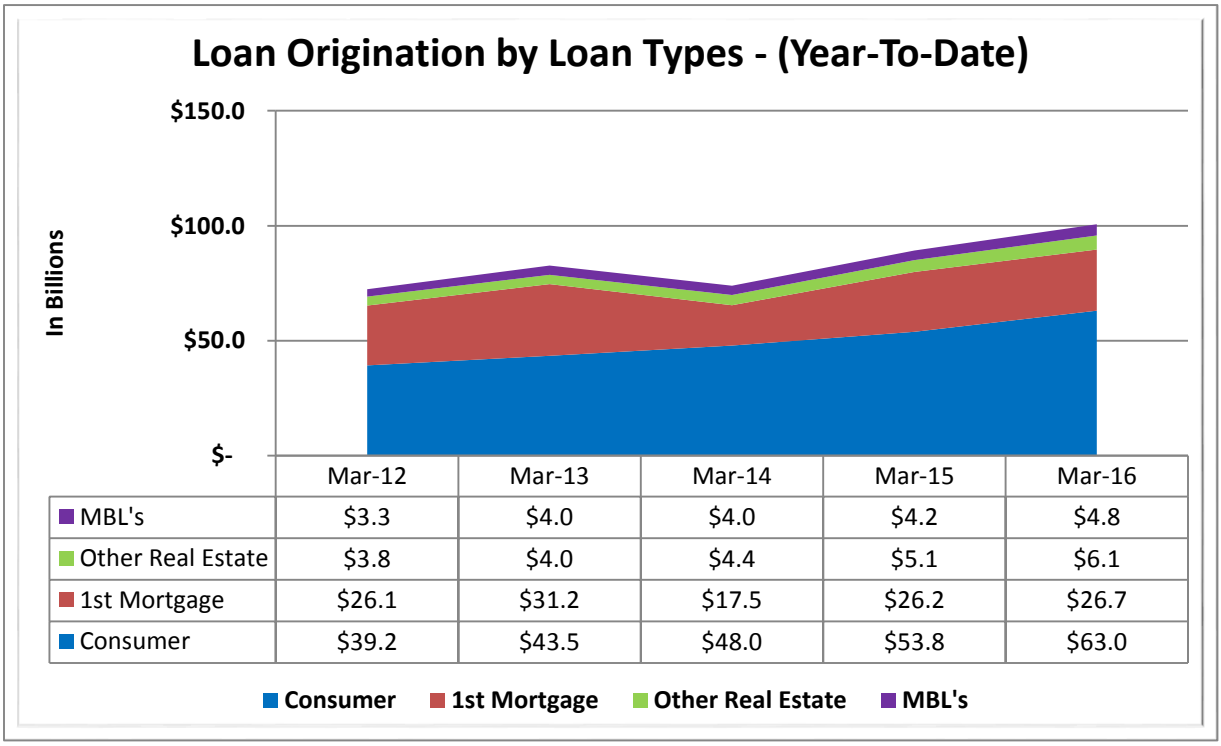

Net Worth Ratio Trend (%)
Percent
12.0
10.0
8.0
6.0
4.0
2.0
0.0
10.0
10.3
10.6
10.8
10.8
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16


Net Worth Growth Trend
In Billions
$140.0
$120.0
$100.0
$80.0
$60.0
$40.0
$20.0
$0.0
Percent
9.0
8.0
7.0
6.0
5.0
4.0
3.0
2.0
1.0
0.0
$101.6
$110.2
$118.0
$126.8
$135.5
7.8
7.9
7.2
6.9
6.7
8.4
7.1
7.1
7.4
6.9
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Net Worth ($)
3-Month % Growth (Annualized)
12-Month % Growth

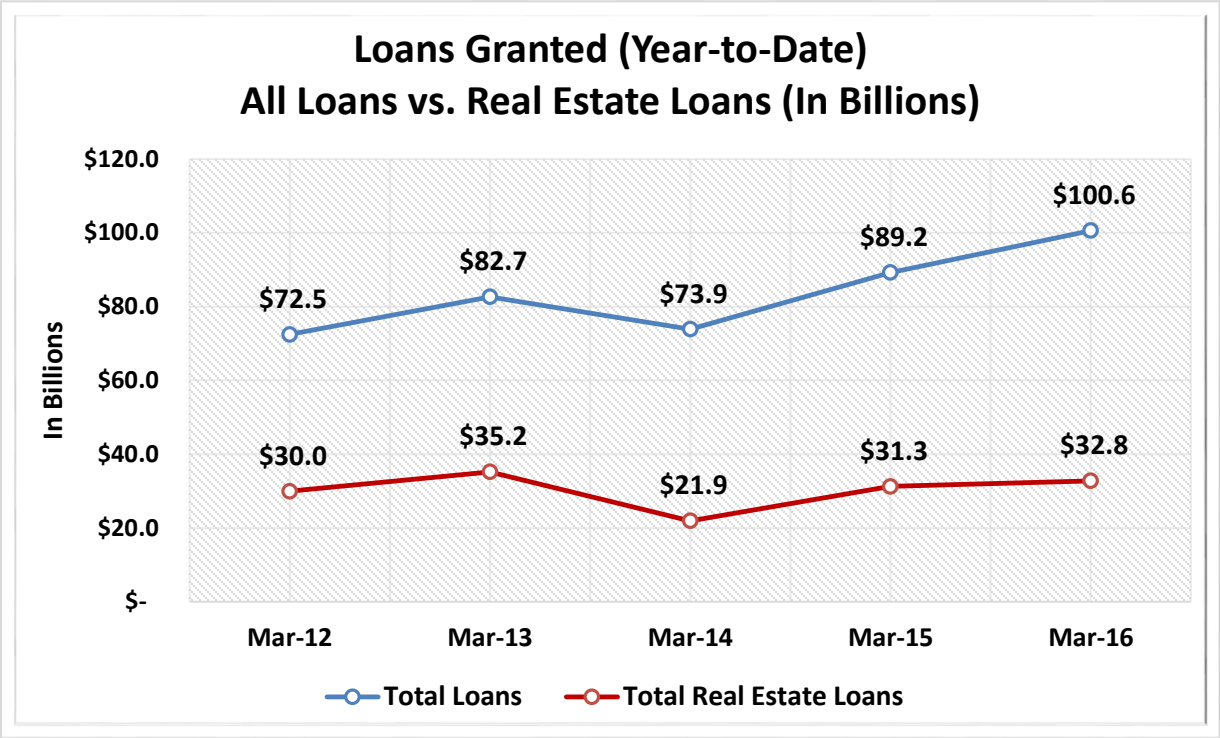

Loan Growth Trend
In Billions
Percent
$900.0
$800.0
$700.0
$600.0
$500.0
$400.0
$300.0
$200.0
$100.0
$-
12.0
10.0
8.0
6.0
4.0
2.0
0.0
$579.5
$607.3
$660.6
$730.5
$809.0
2.1
4.8
8.8
10.6
10.8
0.3
1.4
4.6
5.4
6.3
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Loans ($)
3-Month % Growth (Annualized)
12-Month % Growth

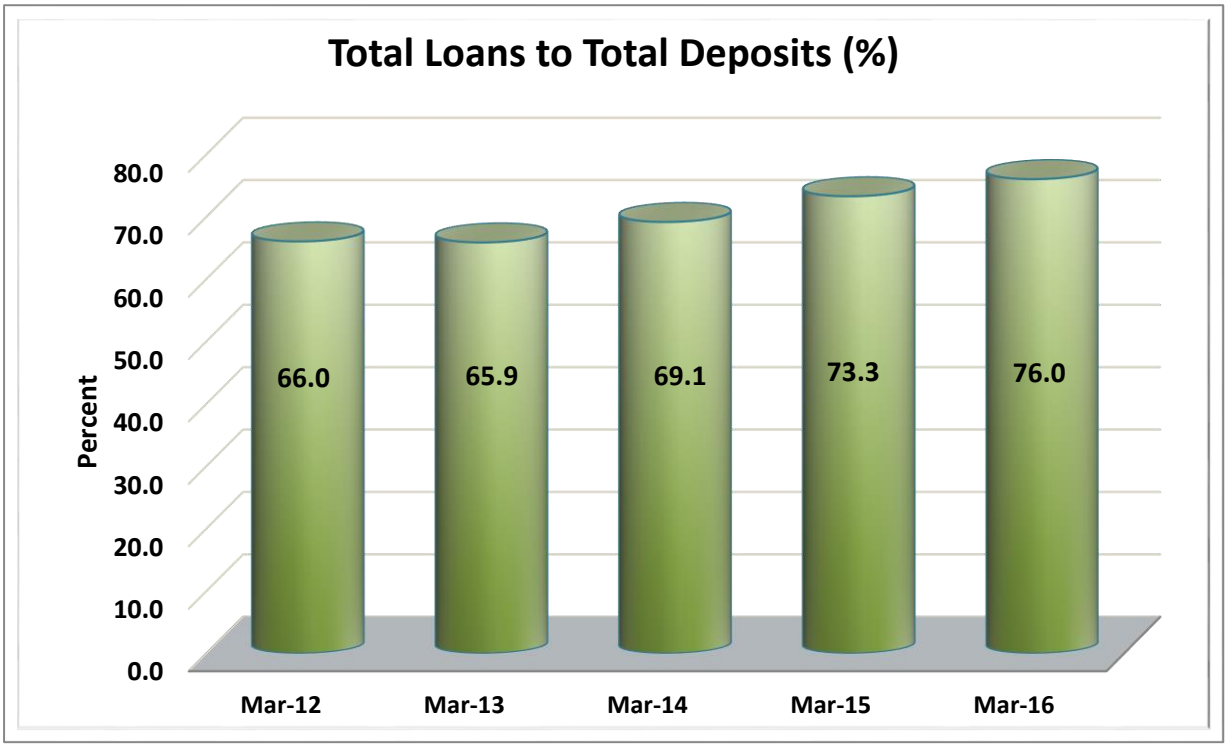

Asset Growth Trend
In Billions
Percent
$1,400.0
$1,200.0
$1,000.0
$800.0
$600.0
$400.0
$200.0
$-
18.0
16.0
14.0
12.0
10.0
8.0
6.0
4.0
2.0
0.0
$1,014.8
$1,069.0
$1,111.8
$1,172.9
$1,255.9
16.7
13.2
13.6
13.0
12.0
6.6
5.4
4.0
5.5
7.1
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Assets ($)
3-Month % Growth (Annualized)
12-Month % Growth

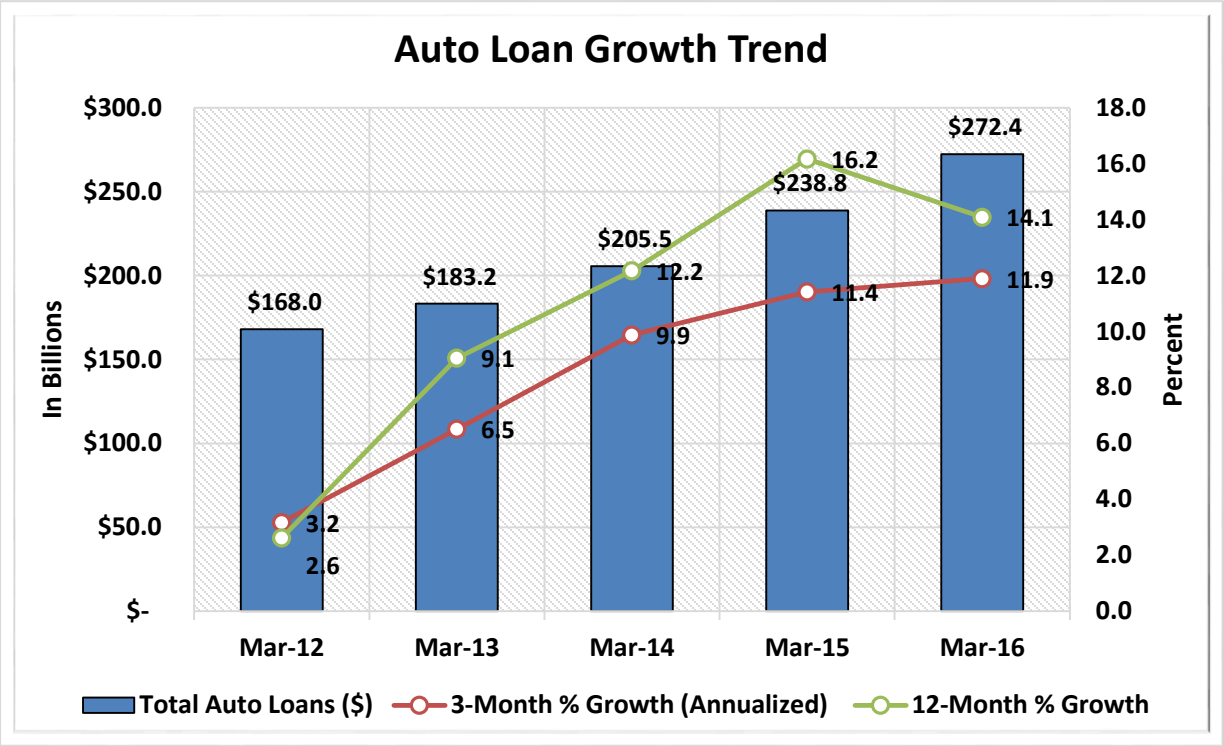


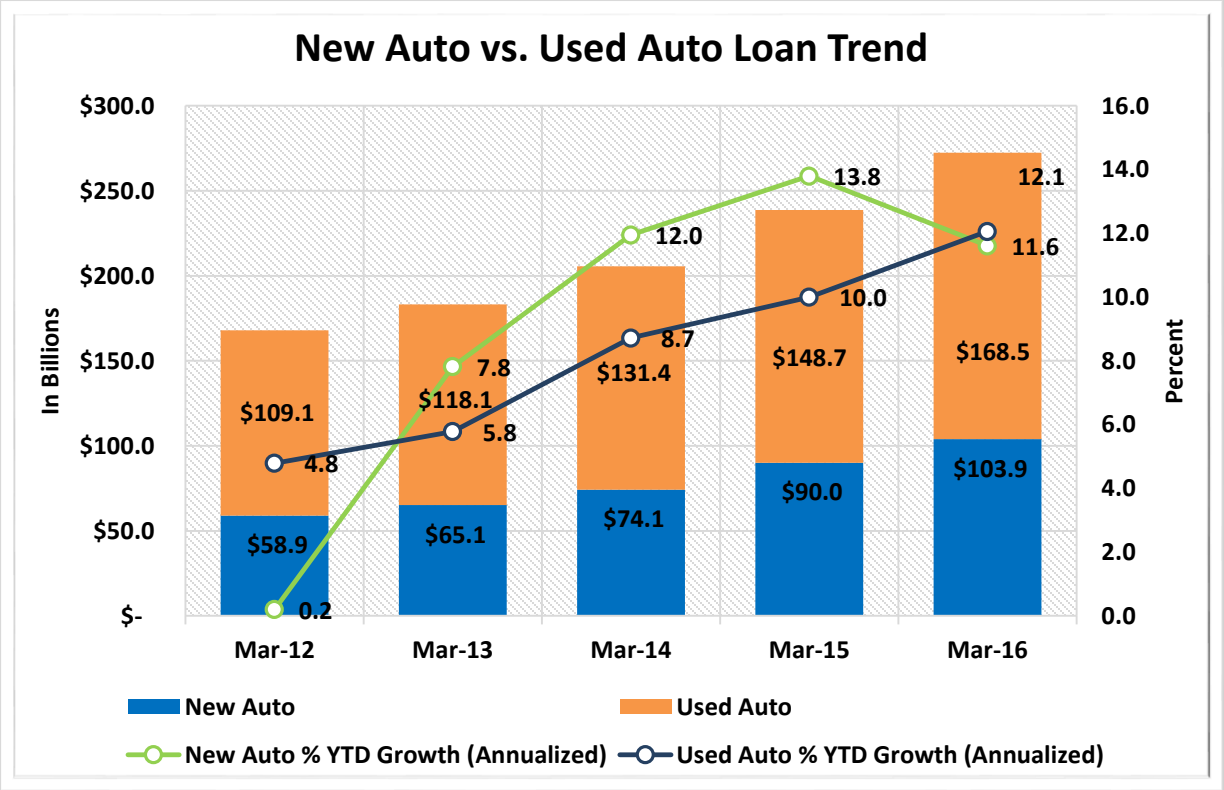


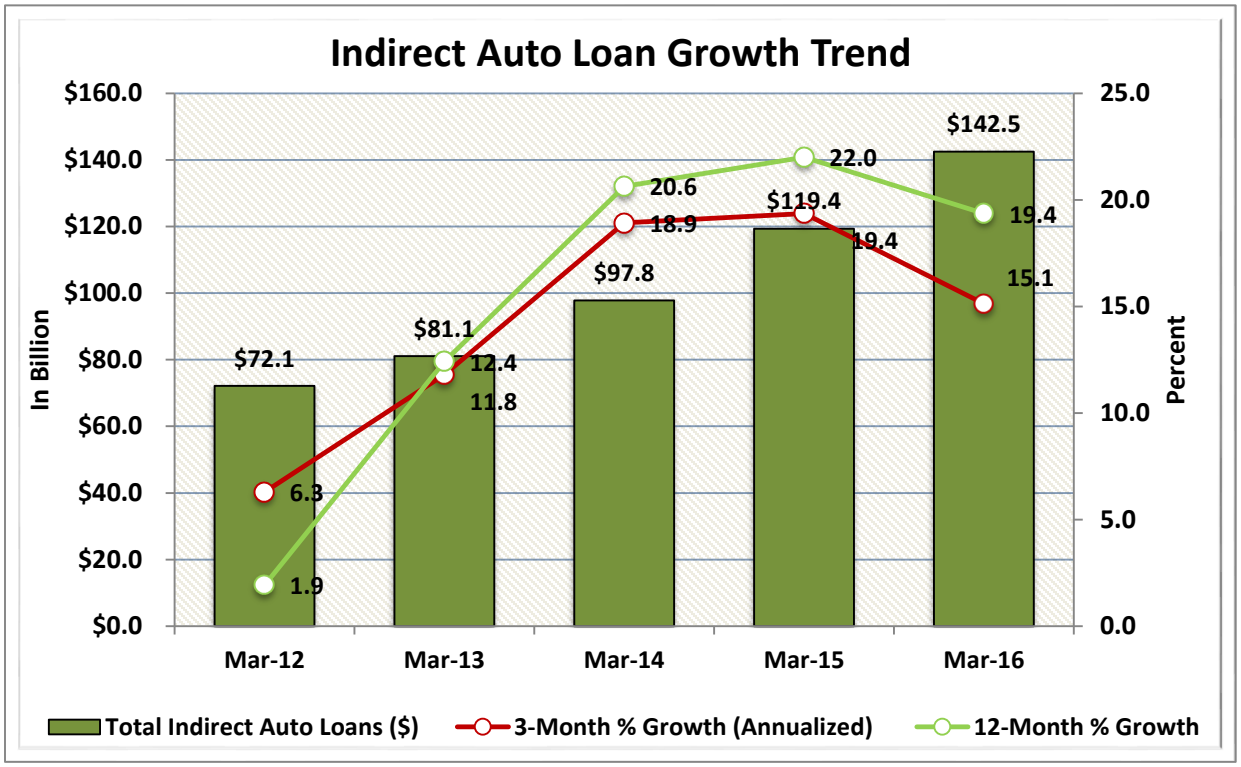
	Mar-12	Mar-13	Mar-14	Mar-15	Mar-16
MBL's	$3.3	$4.0	$4.0	$4.2	$4.8
Other Real Estate	$3.8	$4.0	$4.4	$5.1	$6.1
1st Mortgage	$26.1	$31.2	$17.5	$26.2	$26.7
Consumer	$39.2	$43.5	$48.0	$53.8	$63.0

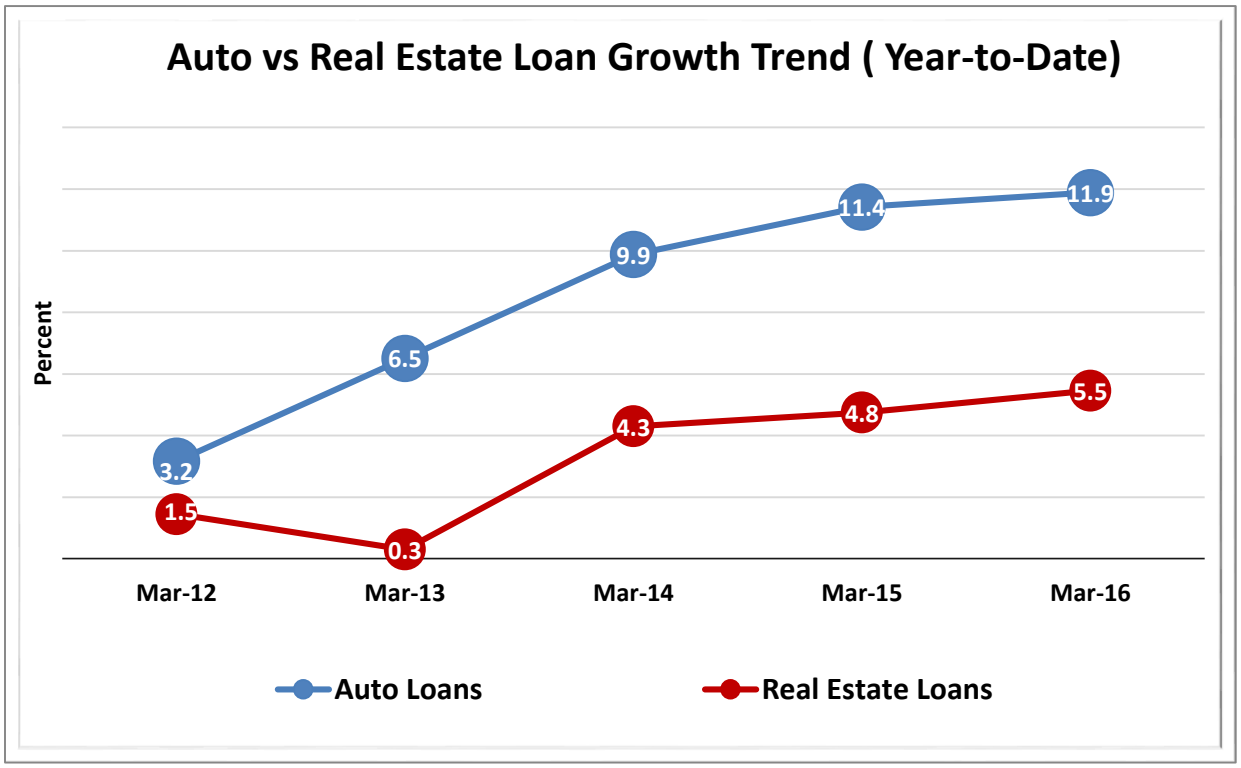

Loans Granted (Year-to-Date)
All Loans vs. Real Estate Loans (In Billions)
In Billions
$120.0
$100.0
$80.0
$60.0
$40.0
$20.0
$-
$72.5
$82.7
$73.9
$89.2
$100.6
$30.0
$35.2
$21.9
$31.3
$32.8
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Loans
Total Real Estate Loans

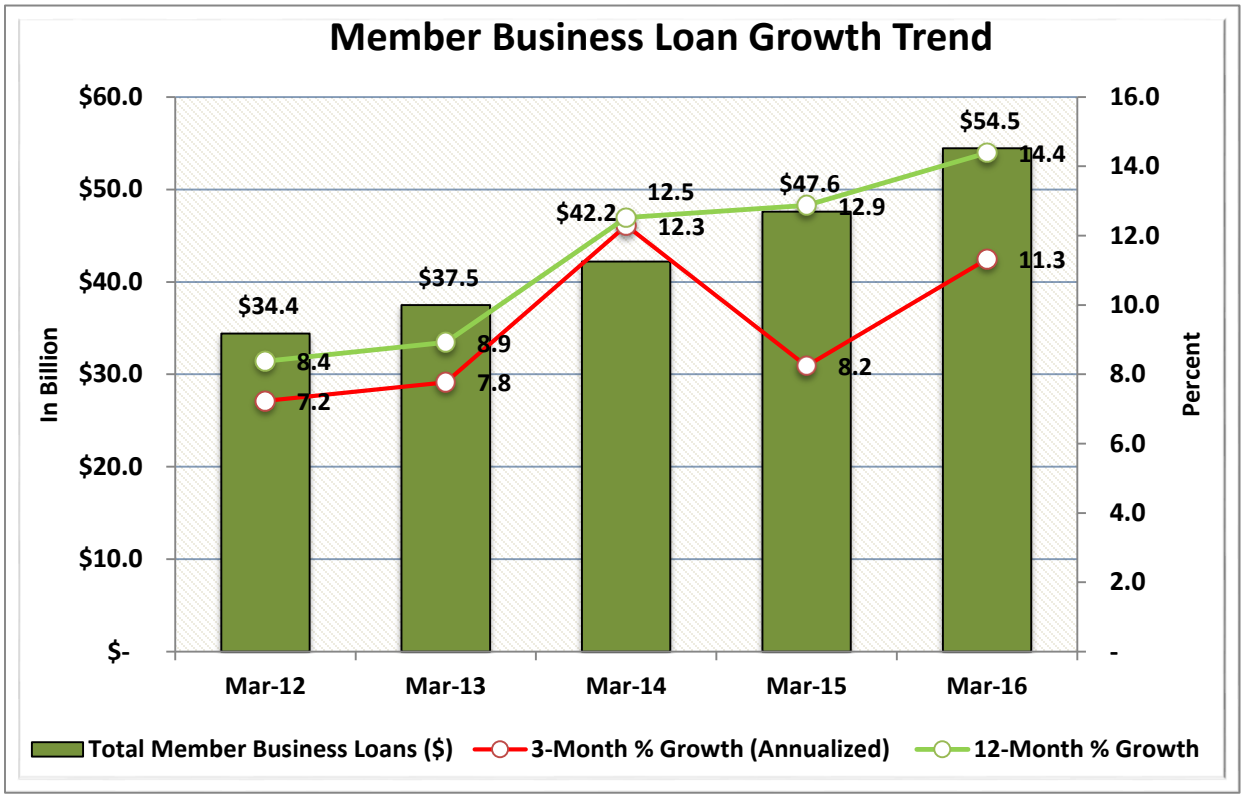

Total Loans to Total Deposits (%)
Percent
80.0
70.0
60.0
50.0
40.0
30.0
20.0
10.0
0.0
66.0
65.9
69.1
73.3
76.0
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

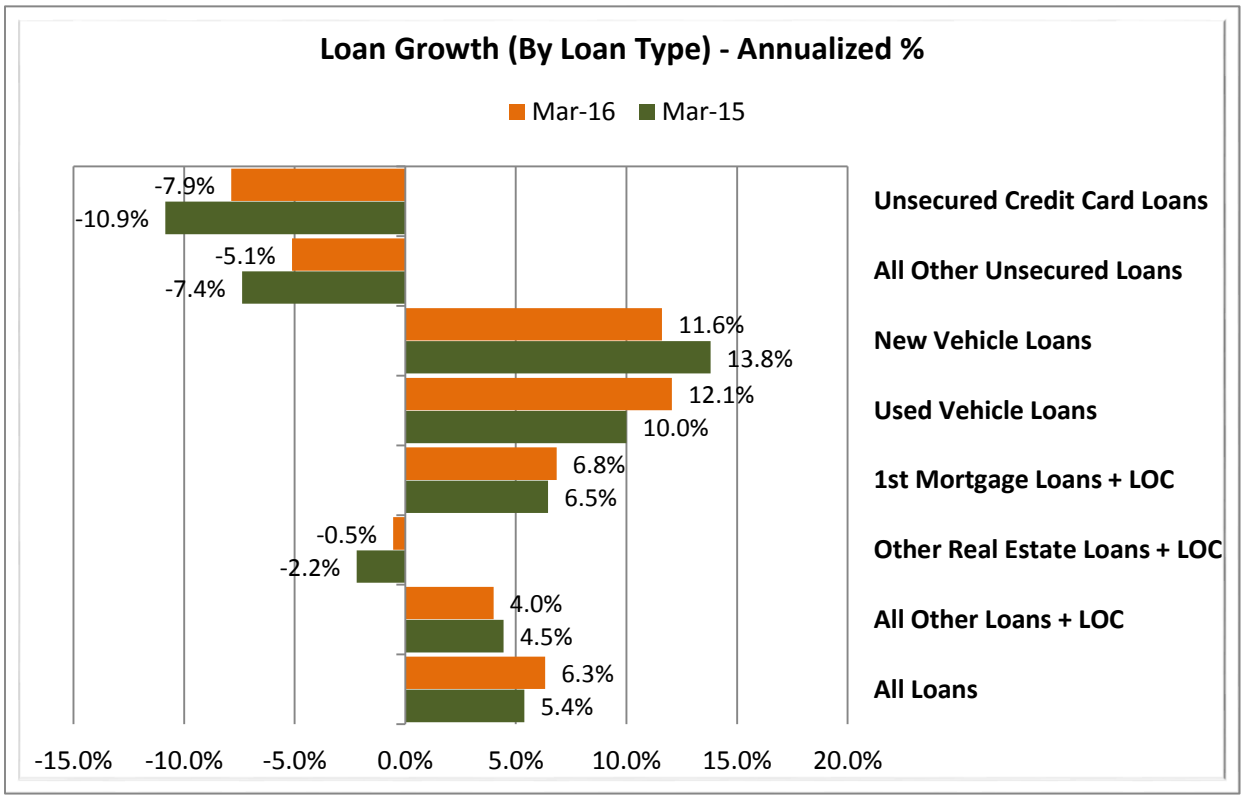

Auto Loan Growth Trend
In Billions
Percent
$300.0
$250.0
$200.0
$150.0
$100.0
$50.0
$-
18.0
16.0
14.0
12.0
10.0
8.0
6.0
4.0
2.0
0.0
$168.0
$183.2
$205.5
$238.8
$272.4
3.2
6.5
9.9
11.4
11.9
2.6
9.1
12.2
16.2
14.1
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Auto Loans ($)
3-Month % Growth (Annualized)
12-Month % Growth

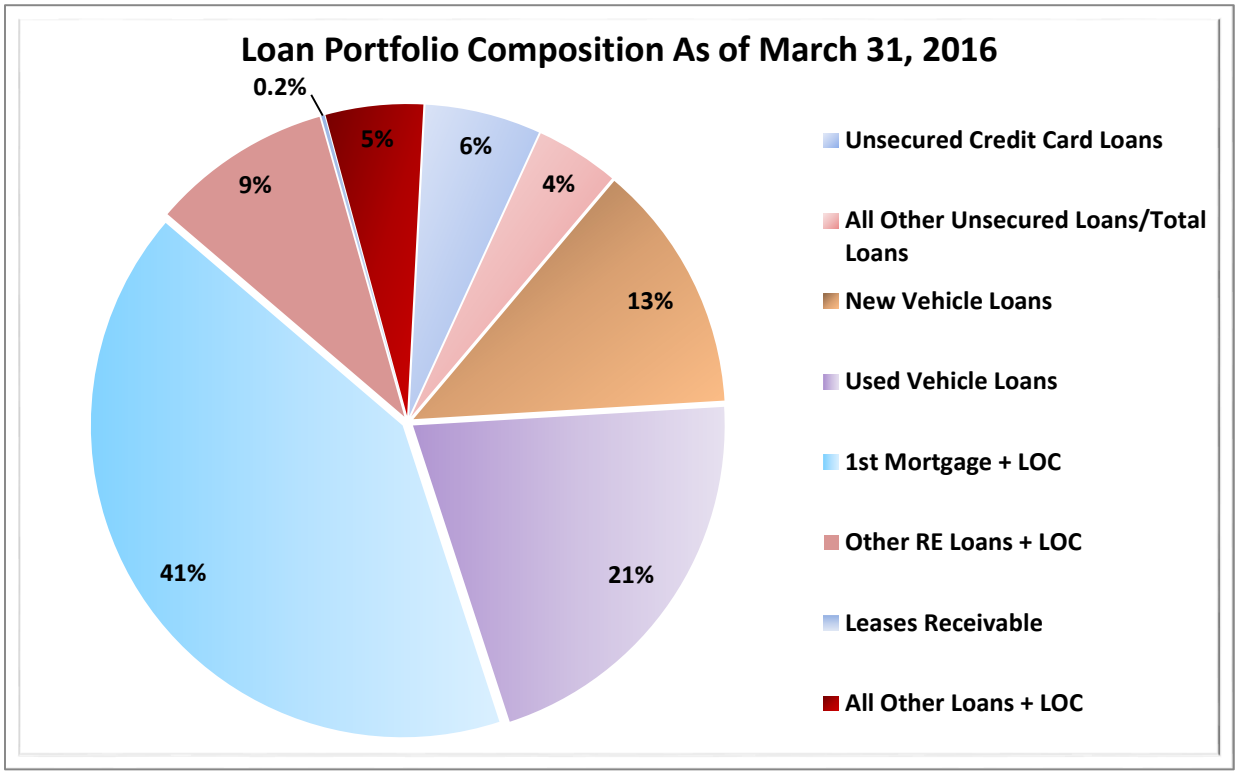

New Auto vs. Used Auto Loan Trend
In Billions
Percent
$300.0
$250.0
$200.0
$150.0
$100.0
$50.0
$-
16.0
14.0
12.0
10.0
8.0
6.0
4.0
2.0
0.0
$109.1
$118.1
$131.4
$148.7
$168.5
$58.9
$65.1
$74.1
$90.0
$103.9
4.8
5.8
8.7
10.0
11.6
0.2
7.8
12.0
13.8
12.1
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
New Auto
Used Auto
New Auto % YTD Growth (Annualized)
Used Auto % YTD Growth (Annualized)

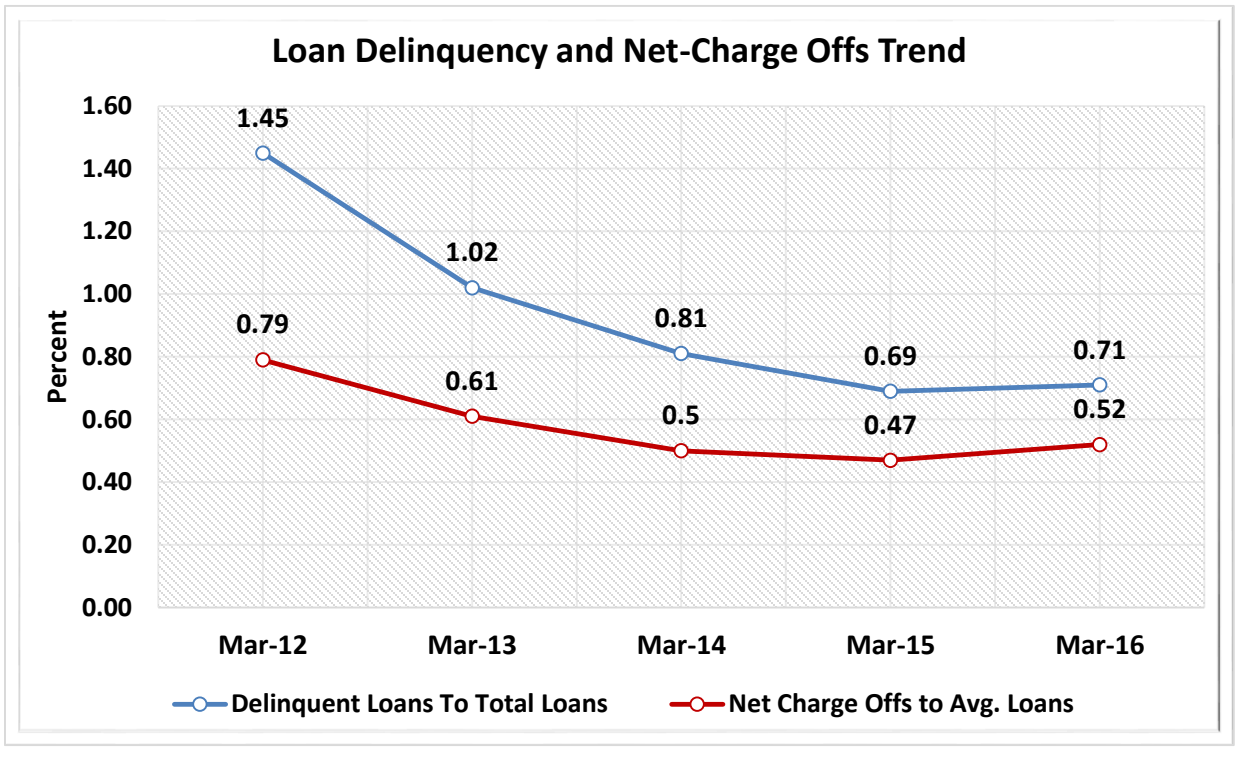

Indirect Auto Loan Growth Trend
In Billion
Percent
$160.0
$140.0
$120.0
$100.0
$80.0
$60.0
$40.0
$20.0
$0.0
25.0
20.0
15.0
10.0
5.0
0.0
$72.1
$81.1
$97.8
$119.4
$142.5
6.3
11.8
18.9
19.4
15.1
1.9
12.4
20.6
22.0
19.4
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Indirect Auto Loans ($)
3-Month % Growth (Annualized)
12-Month % Growth

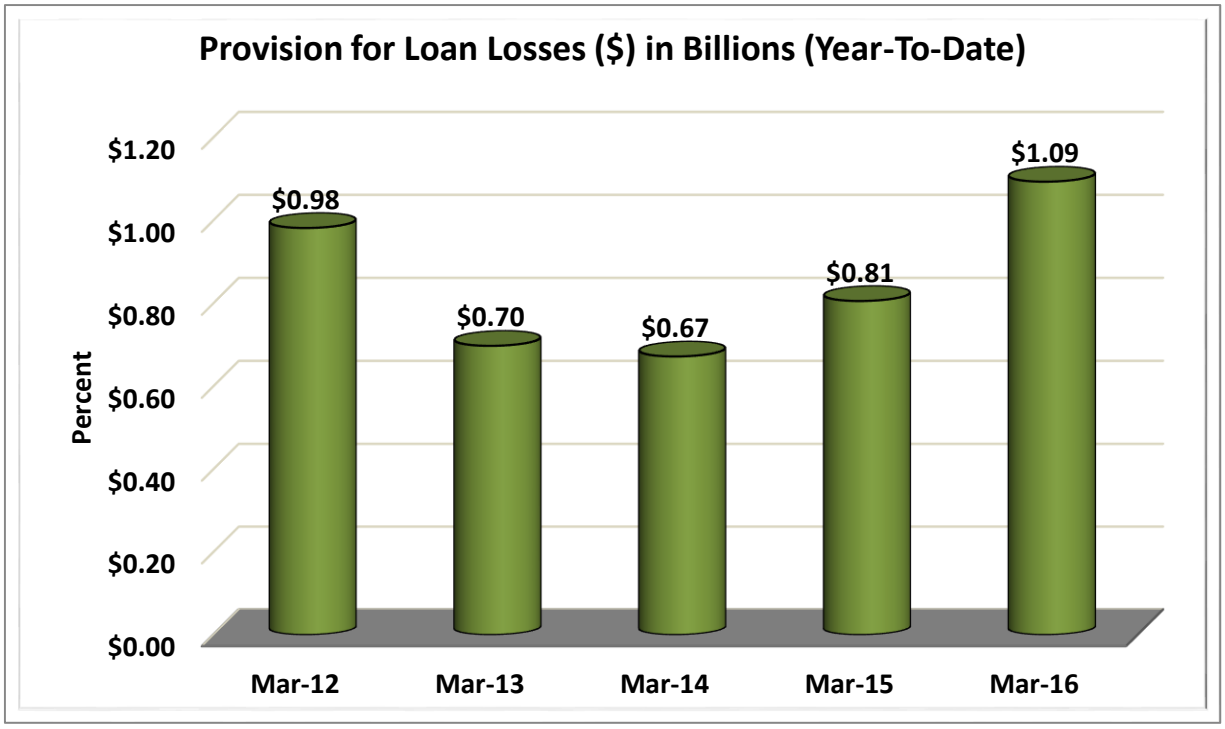

Auto vs Real Estate Loan Growth Trend (Year-to-Date)
Percent
3.2
6.5
9.9
11.4
11.9
1.5
0.3
4.3
4.8
5.5
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Auto Loans
Real Estate Loans

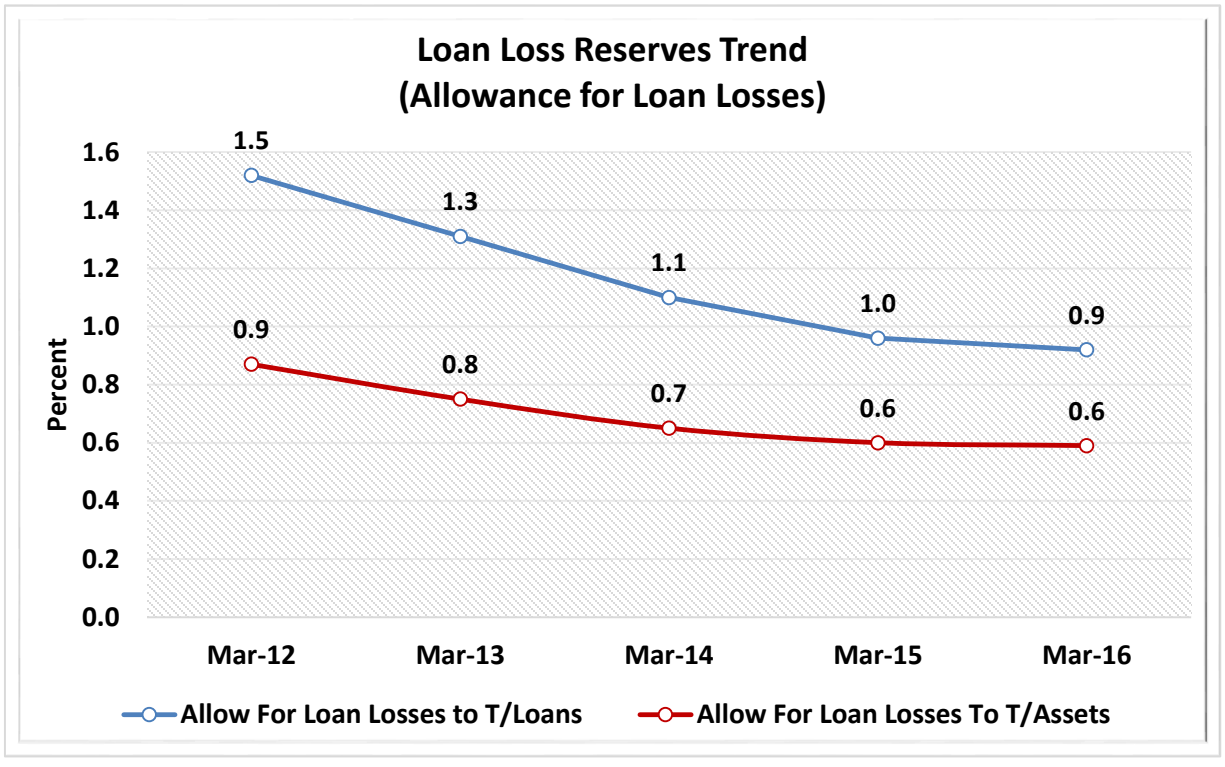

Member Business Loan Growth Trend
$60.0
$50.0
$40.0
$30.0
$20.0
$10.0
$-
In Billion
16.0
14.0
12.0
10.0
8.0
6.0
4.0
2.0
-
Percent
$34.4
$37.5
$42.2
$47.6
$54.5
8.4
8.9
12.5
12.9
14.4
7.2
7.8
12.3
8.2
11.3
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Member Business Loans ($)
3-Month % Growth (Annualized)
12-Month % Growth

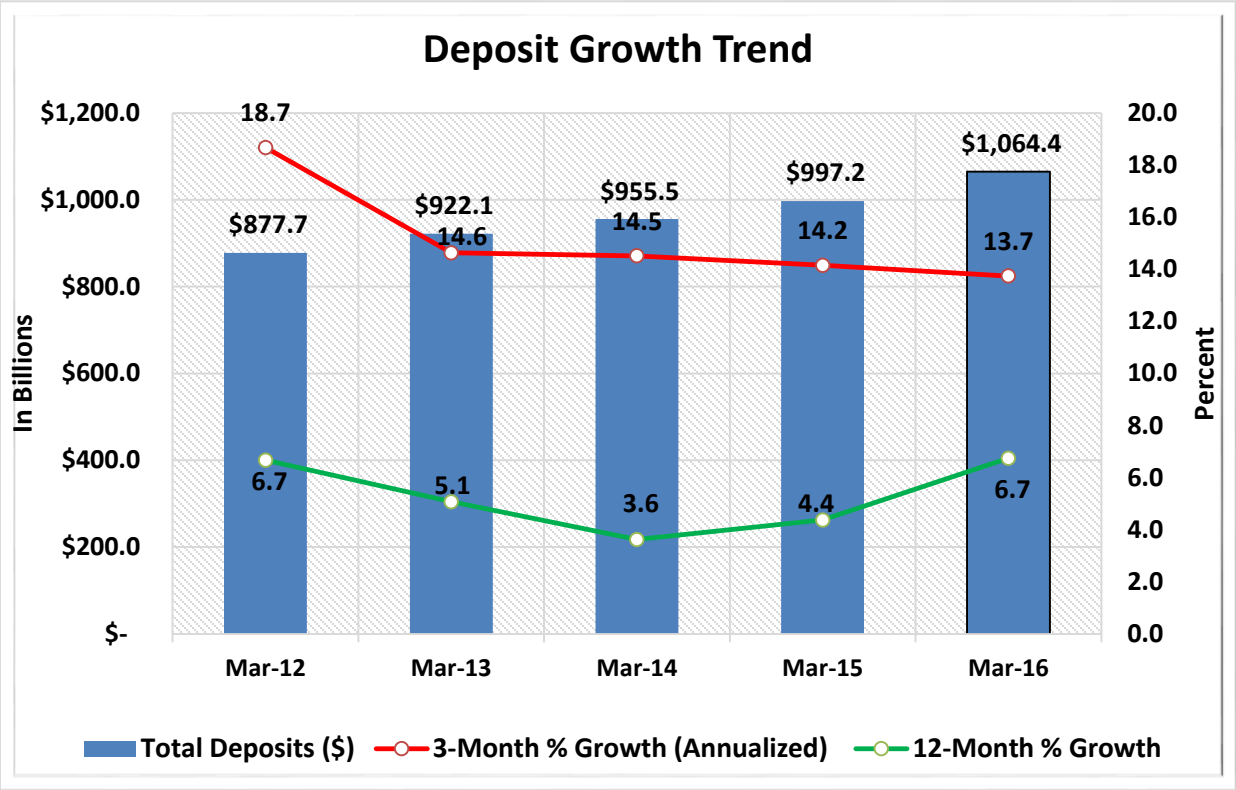

Loan Growth (By Loan Type) - Annualized %
Mar-16
Mar-15
-7.9%
-10.9%
-5.1%
-7.4%
11.6%
13.8%
12.1%
10.0%
6.8%
6.5%
-0.5%
-2.2%
4.0%
4.5%
6.3%
5.4%
Unsecured Credit Card Loans
All Other Unsecured Loans
New Vehicle Loans
Used Vehicle Loans
1st Mortgage Loans + LOC
Other Real Estate Loans + LOC
All Other Loans + LOC
All Loans
-15.0%
-10.0%
-5.0%
0.0%
5.0%
10.0%
15.0%
20.0%

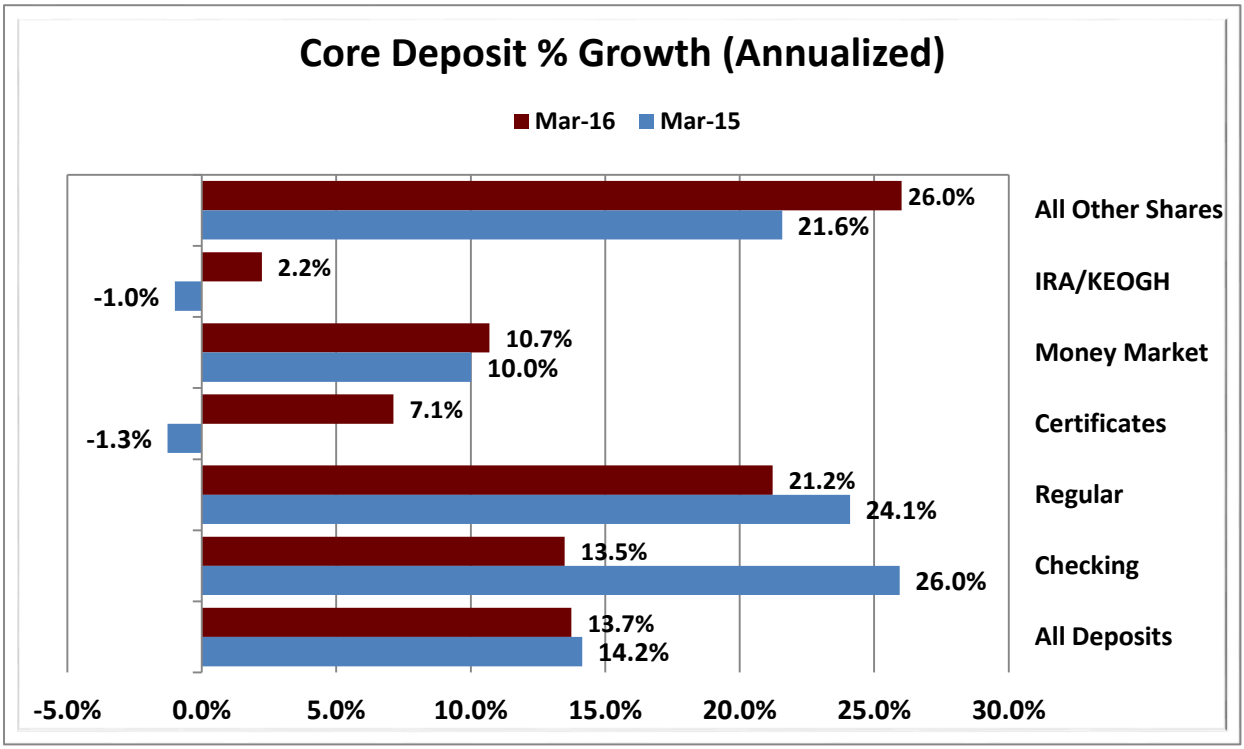

Loan Portfolio Composition As of March 31, 2016
0.2%
5%
6%
4%
9%
13%
41%
21%
Unsecured Credit Card Loans
All Other Unsecured Loans/Total Loans
New Vehicle Loans
Used Vehicle Loans
1st Mortgage + LOC
Other RE Loans + LOC
Leases Receivable
All Other Loans + LOC

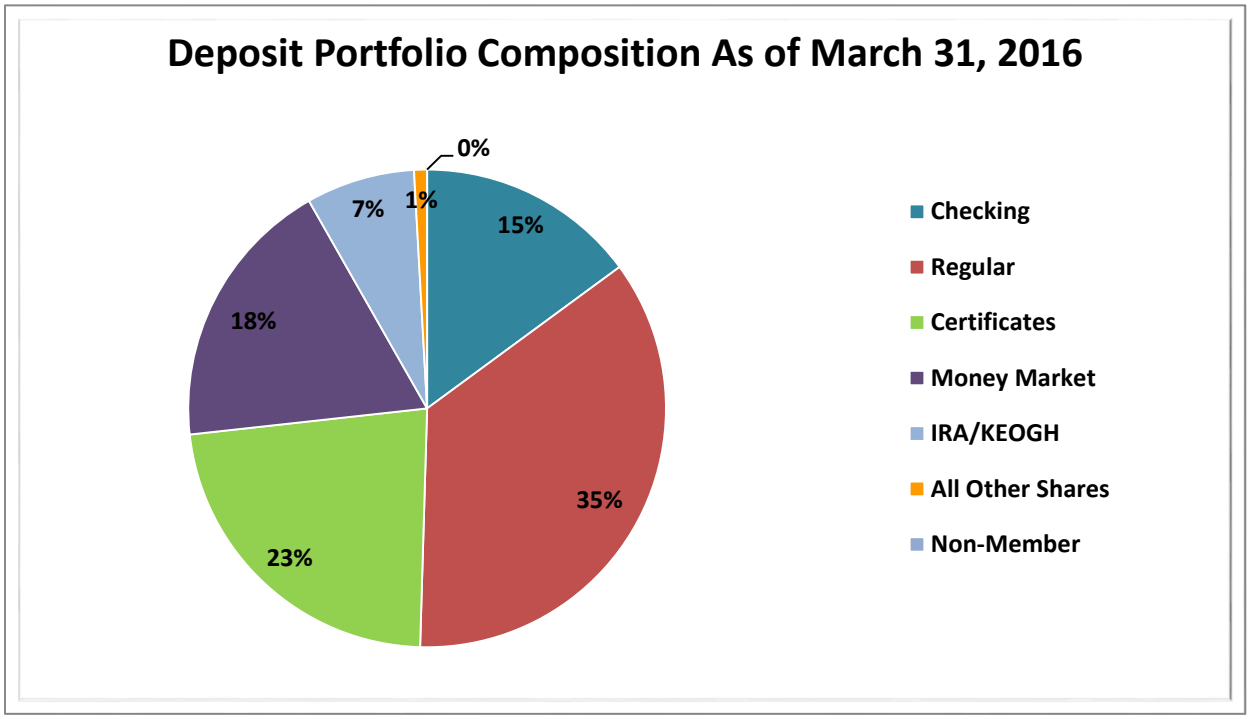

Loan Delinquency and Net-Charge Offs Trend
Percent
1.60
1.40
1.20
1.00
0.80
0.60
0.40
0.20
0.00
1.45
1.02
0.81
0.69
0.71
0.79
0.61
0.5
0.47
0.52
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Delinquent Loans To Total Loans
Net Charge Offs to Avg. Loans

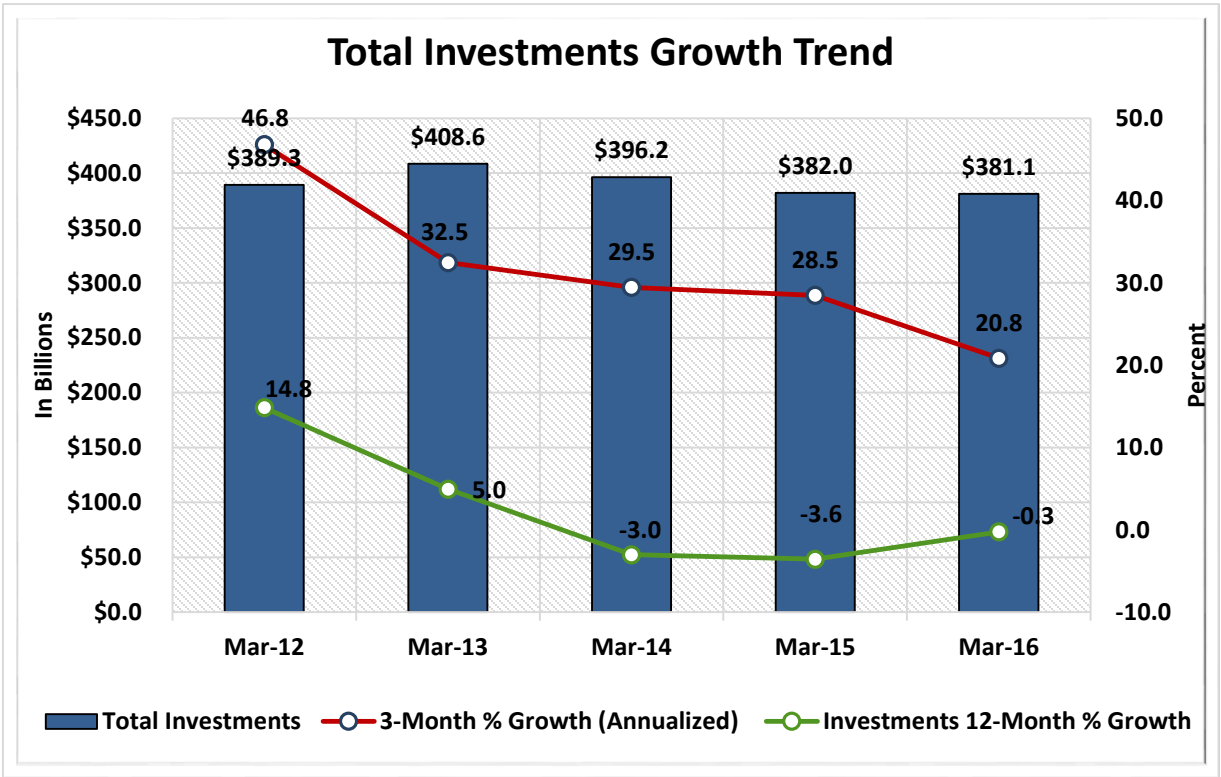

Provision for Loan Losses ($) in Billions (Year-To-Date)
Percent
$1.20
$1.00
$0.80
$0.60
$0.40
$0.20
$0.00
$0.98
$0.70
$0.67
$0.81
$1.09
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

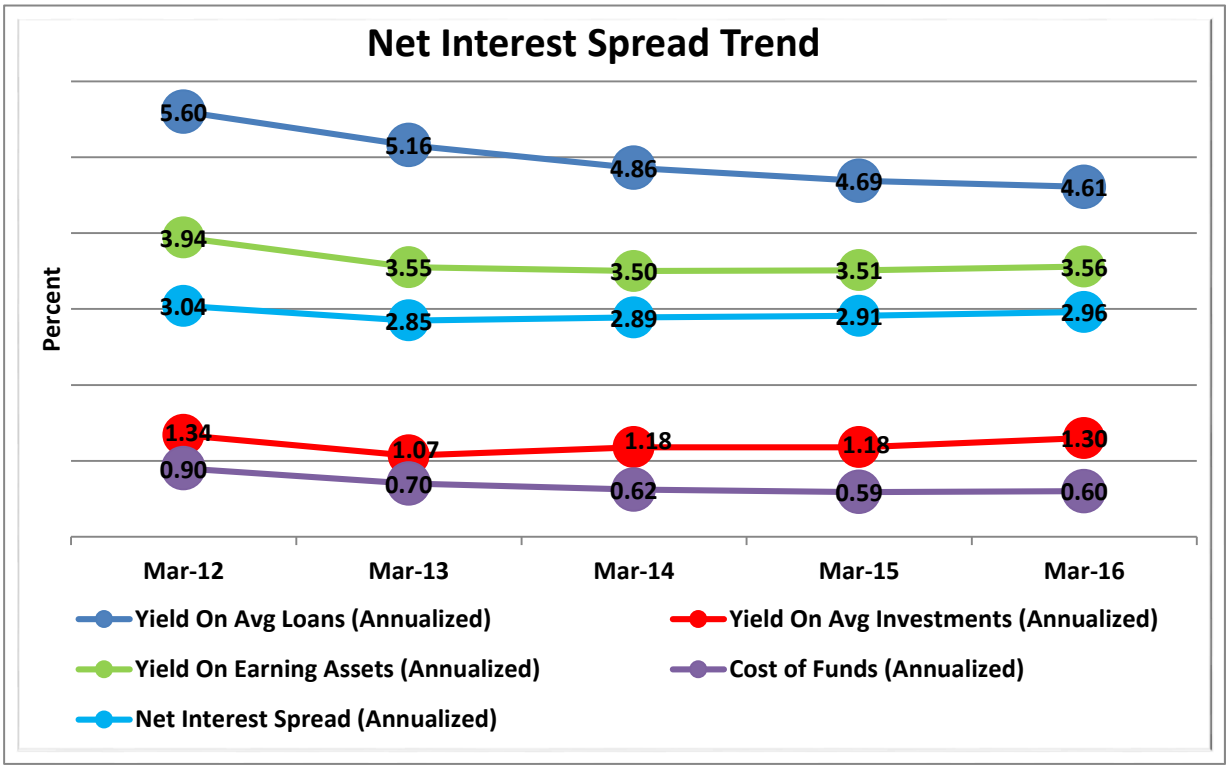

Loan Loss Reserves Trend
(Allowance for Loan Losses)
Percent
1.6
1.4
1.2
1.0
0.8
0.6
0.4
0.2
0.0
1.5
1.3
1.1
1.0
0.9
0.9
0.8
0.7
0.6
0.6
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Allow For Loan Losses to T/Loans
Allow For Loan Losses To T/Assets

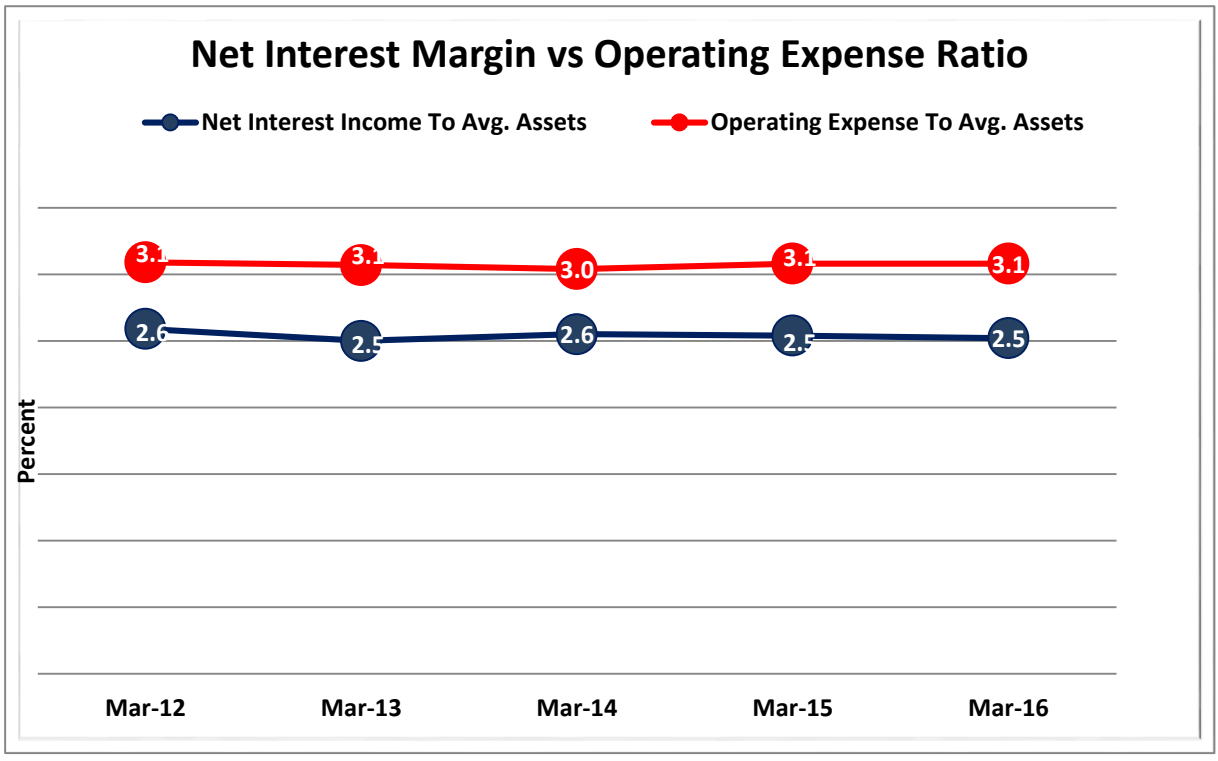

Deposit Growth Trend
In Billions
Percent
$1,200.0
$1,000.0
$800.0
$600.0
$400.0
$200.0
$-
20.0
18.0
16.0
14.0
12.0
10.0
8.0
6.0
4.0
2.0
0.0
$877.7
$922.1
$955.5
$997.2
$1,064.4
18.7
14.6
14.5
14.2
13.7
6.7
5.1
3.6
4.4
6.7
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Deposits ($)
3-Month % Growth (Annualized)
12-Month % Growth

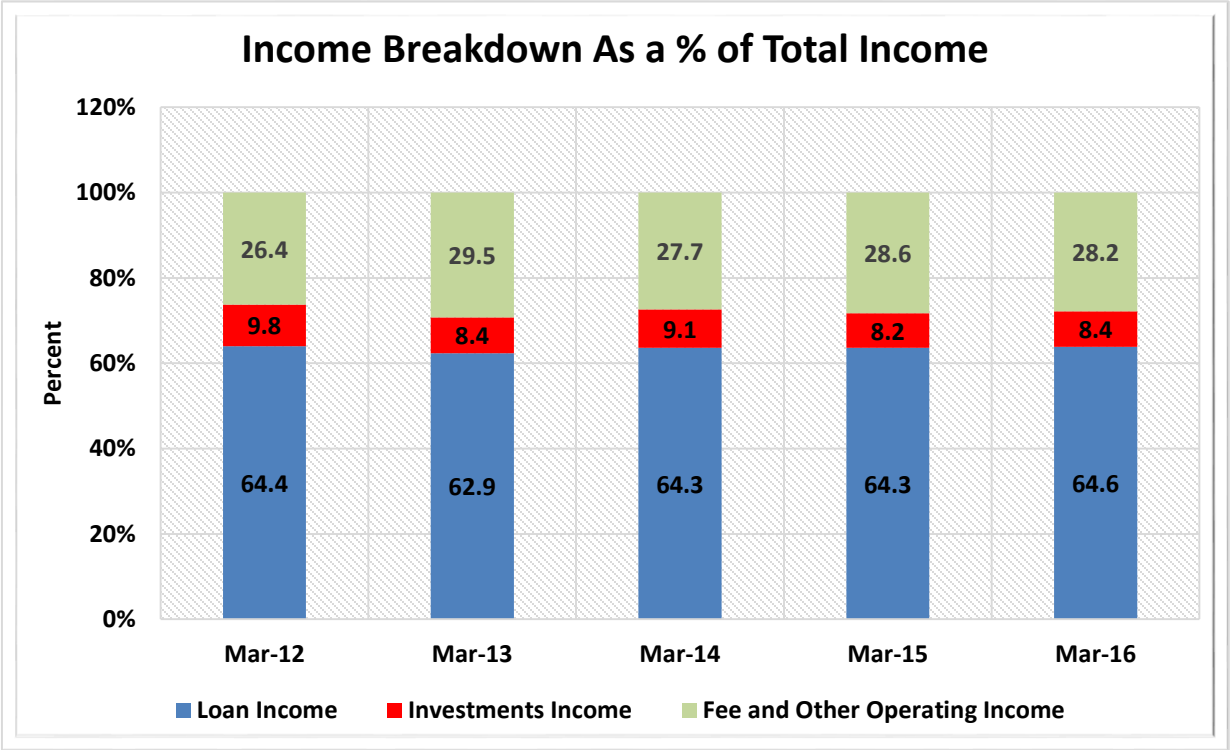

Core Deposit % Growth (Annualized)
Mar-16
Mar-15
26.0%
21.6%
All Other Shares
2.2%
-1.0%
IRA/KEOGH
10.7%
10.0%
Money Market
7.1%
-1.3%
Certificates
21.2%
24.1%
Regular
13.5%
26.0%
Checking
13.7%
14.2%
All Deposits
-5.0%
0.0%
5.0%
10.0%
15.0%
20.0%
25.0%
30.0%

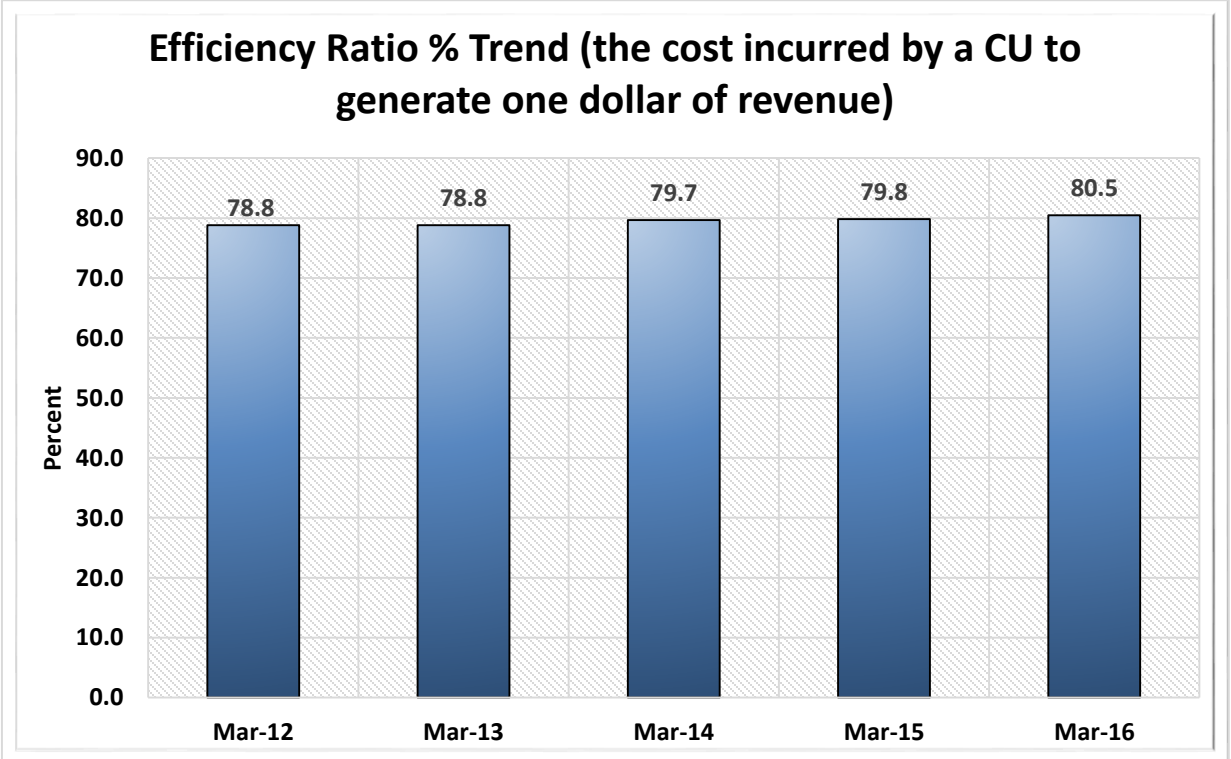

Deposit Portfolio Composition As of March 31, 2016
0%
1%
7%
15%
18%
35%
23%
Checking
Regular
Certificates
Money Market
IRA/KEOGH
All Other Shares
Non-Member

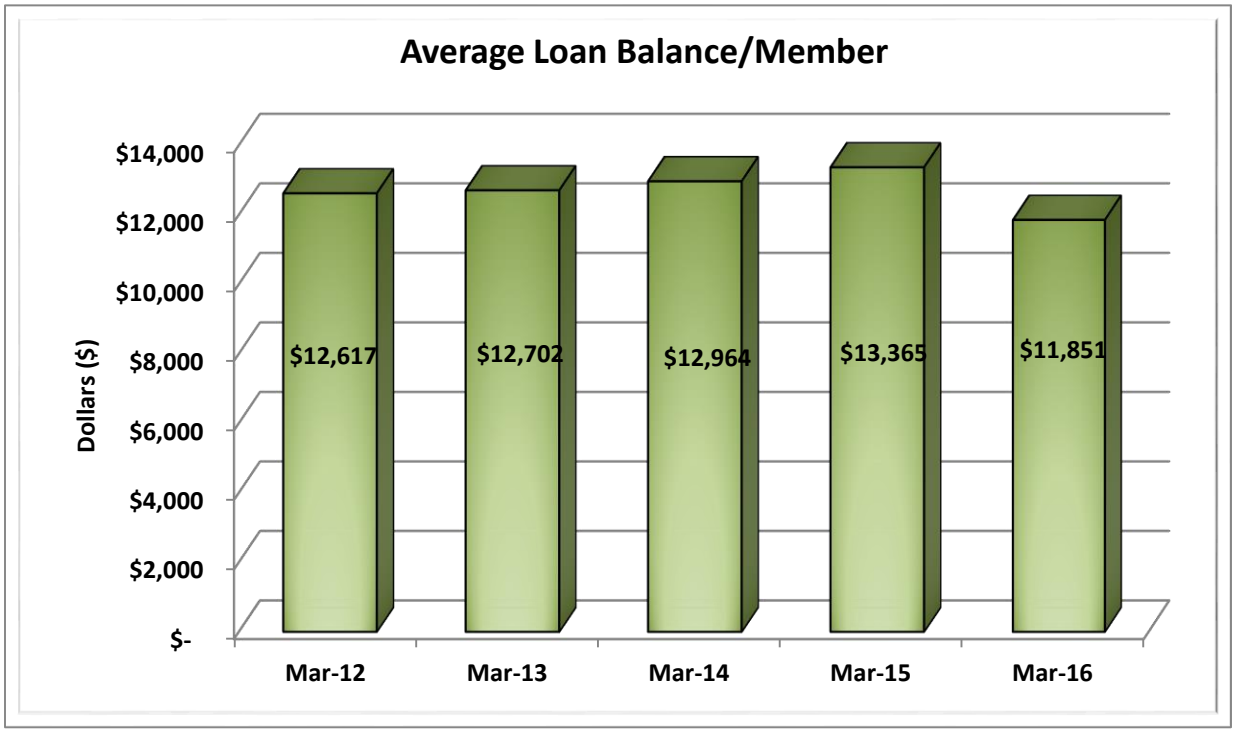

Total Investments Growth Trend
$450.0
$400.0
$350.0
$300.0
$250.0
$200.0
$150.0
$100.0
$50.0
$0.0
In Billions
50.0
40.0
30.0
20.0
10.0
0.0
-10.0
Percent
46.8
$389.3
$408.6
$396.2
$382.0
$381.1
32.5
29.5
28.5
20.8
14.8
5.0
-3.0
-3.6
-0.3
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total Investments
3-Month % Growth (Annualized)
Investments 12-Month % Growth

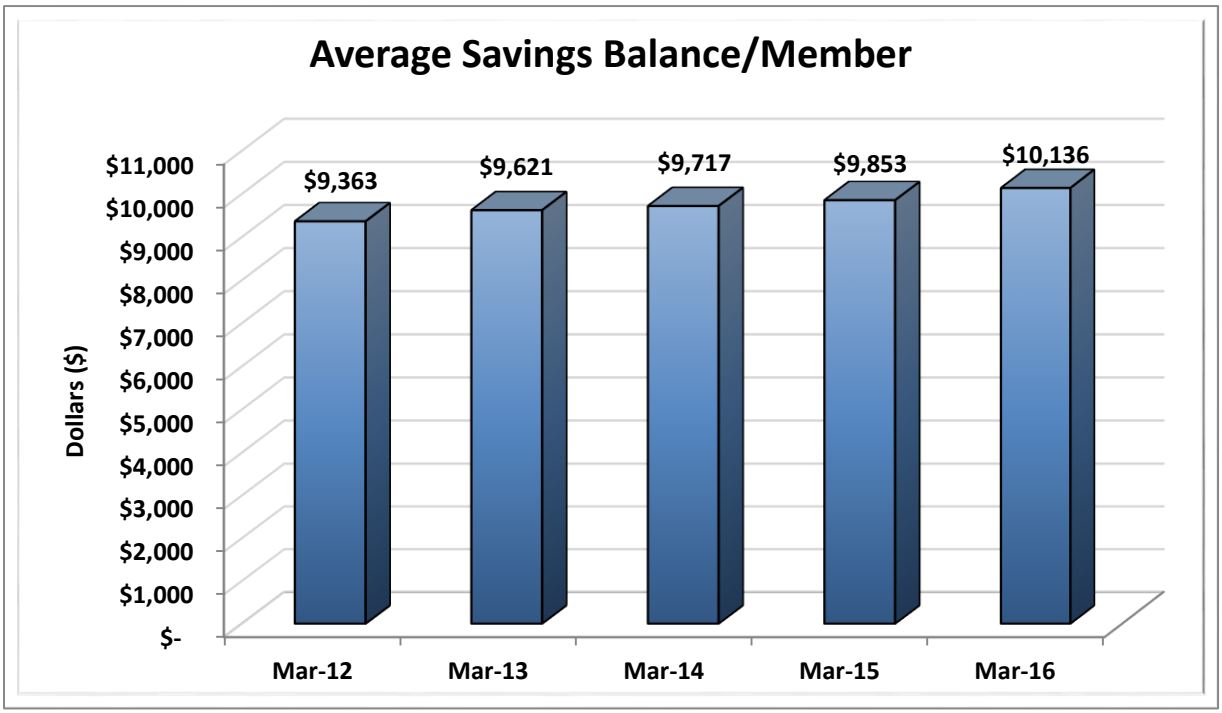

Net Interest Spread Trend
Percent
5.60
5.16
4.86
4.69
4.61
3.94
3.55
3.50
3.51
3.56
3.04
2.85
2.89
2.91
2.96
1.34
1.07
1.18
1.18
1.30
0.90
0.70
0.62
0.59
0.60
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Yield On Avg Loans (Annualized)
Yield On Avg Investments (Annualized)
Yield On Earning Assets (Annualized)
Cost of Funds (Annualized)
Net Interest Spread (Annualized)

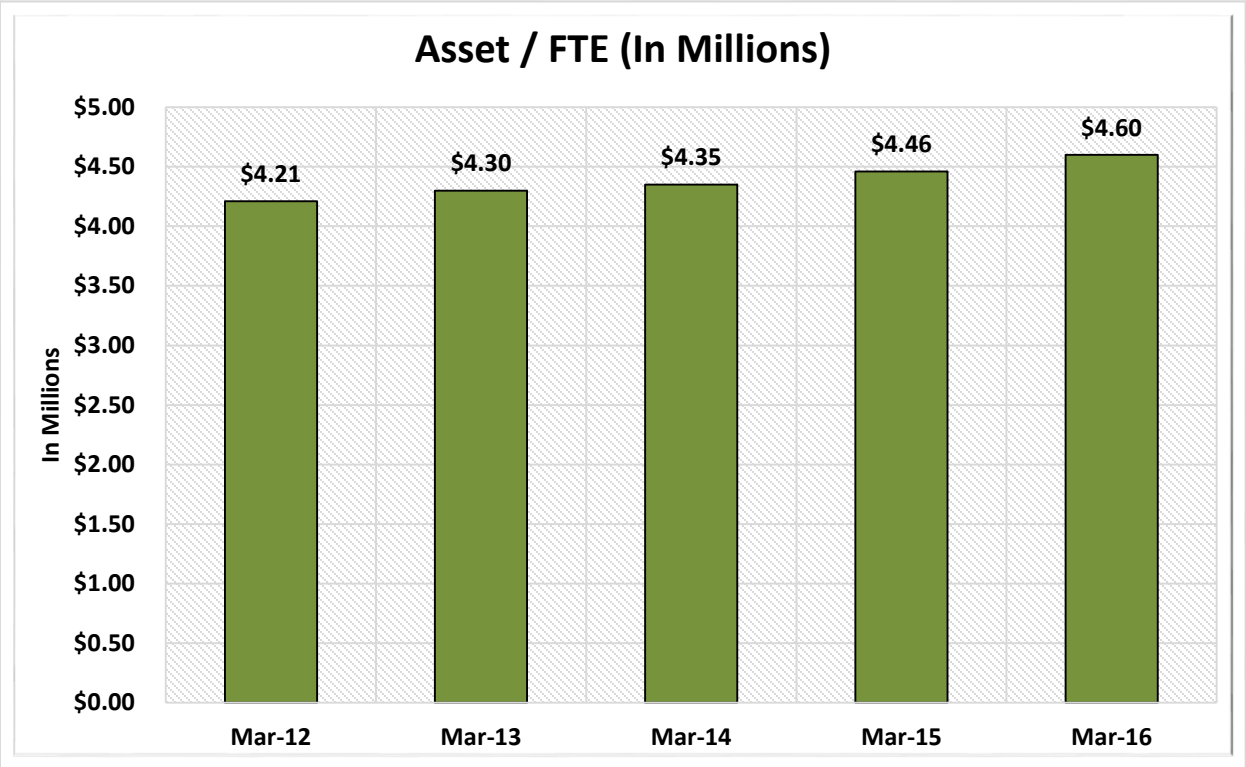

Net Interest Margin vs Operating Expense Ratio
Net Interest Income To Avg. Assets
Operating Expense To Avg. Assets
Percent
3.1
3.1
3.0
3.1
3.1
2.6
2.5
2.6
2.5
2.5
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

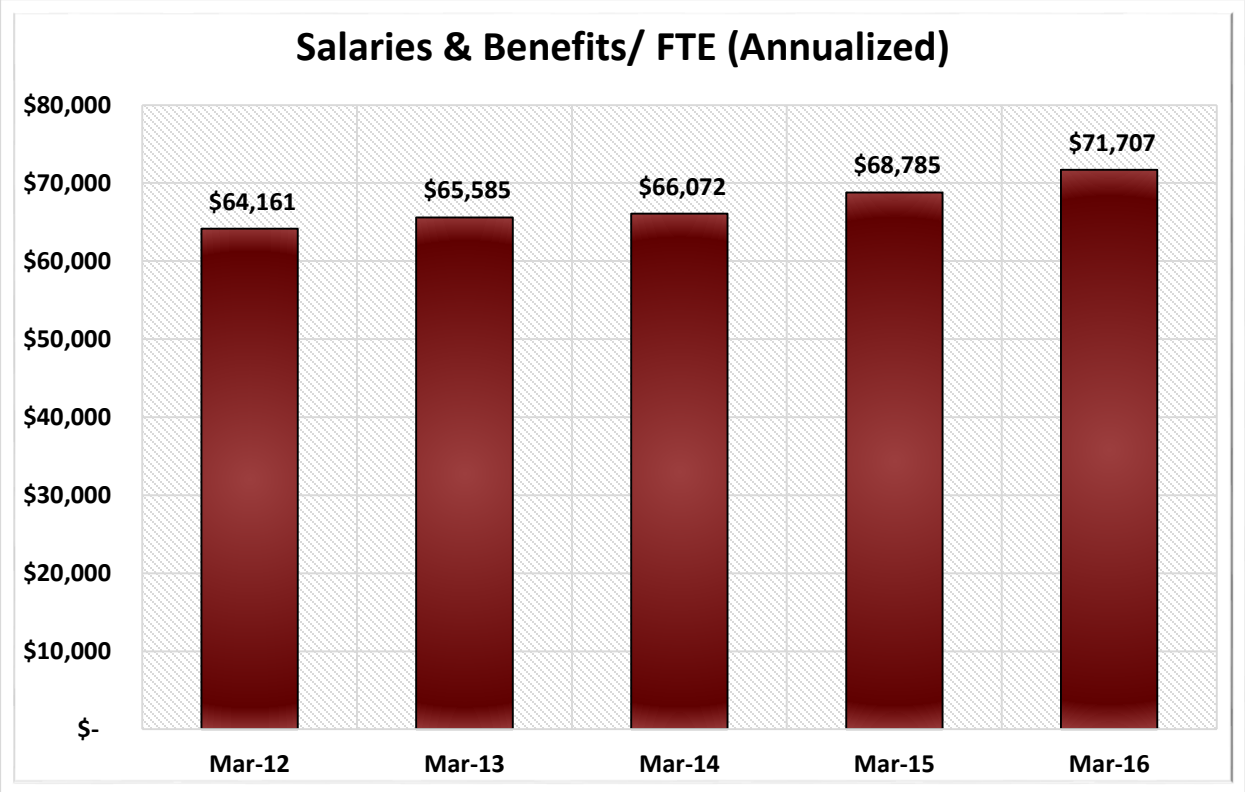

Income Breakdown As a % of Total Income
120%
100%
80%
60%
40%
20%
0%
Percent
26.4
29.5
27.7
28.6
28.2
9.8
8.4
9.1
8.2
8.4
64.4
62.9
64.3
64.3
64.6
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Loan Income
Investments Income
Fee and Other Operating Income

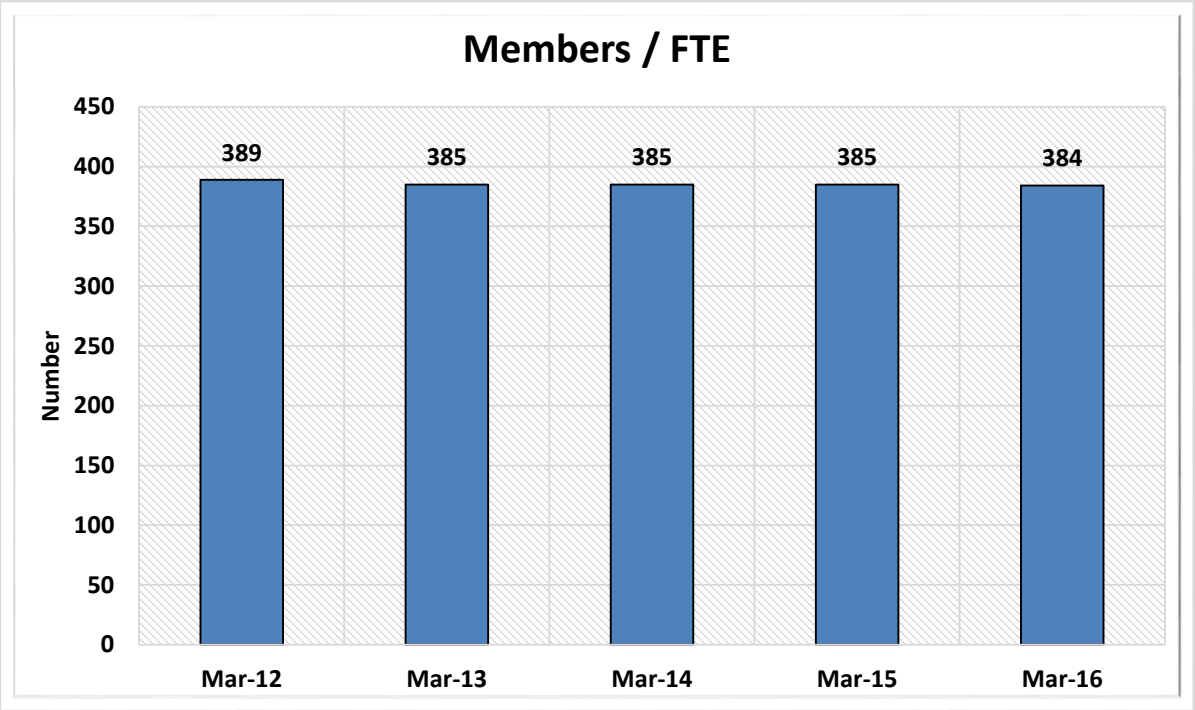

Efficiency Ratio % Trend (the cost incurred by a CU to generate one dollar of revenue)
90.0
80.0
70.0
60.0
50.0
40.0
30.0
20.0
10.0
0.0
Percent
78.8
78.8
79.7
79.8
80.5
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

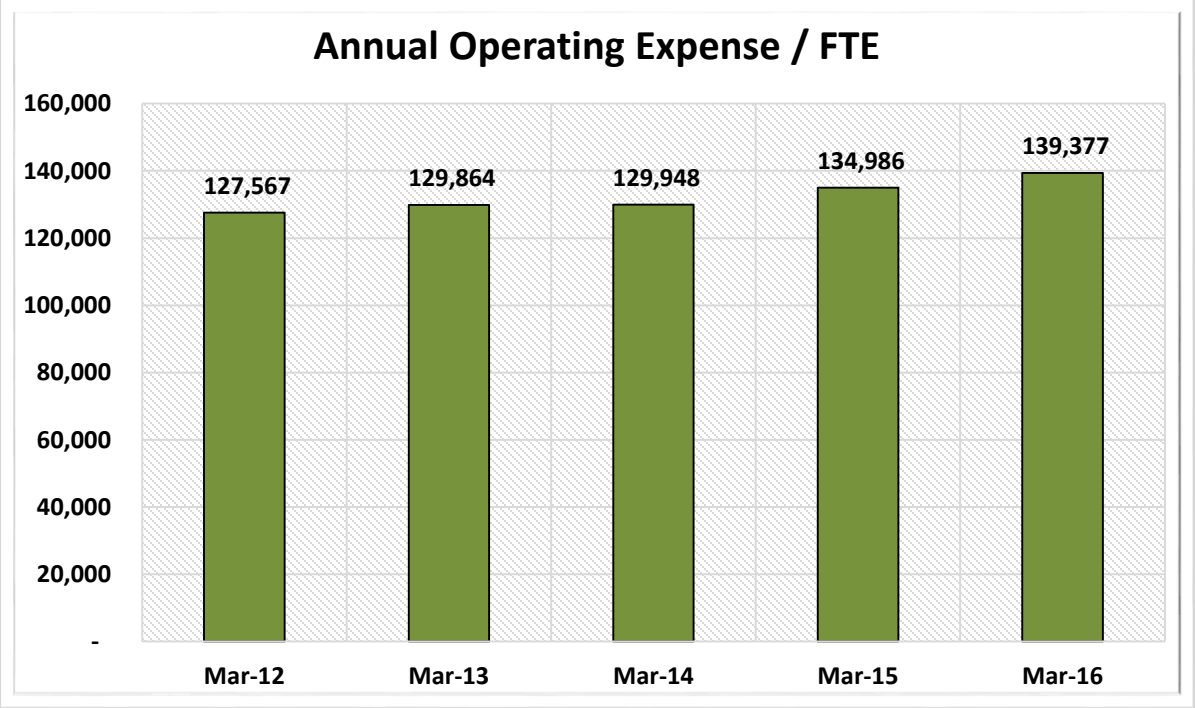

Average Loan Balance/Member
Dollars ($)
$14,000
$12,000
$10,000
$8,000
$6,000
$4,000
$2,000
$-
$12,617
$12,702
$12,964
$13,365
$11,851
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16

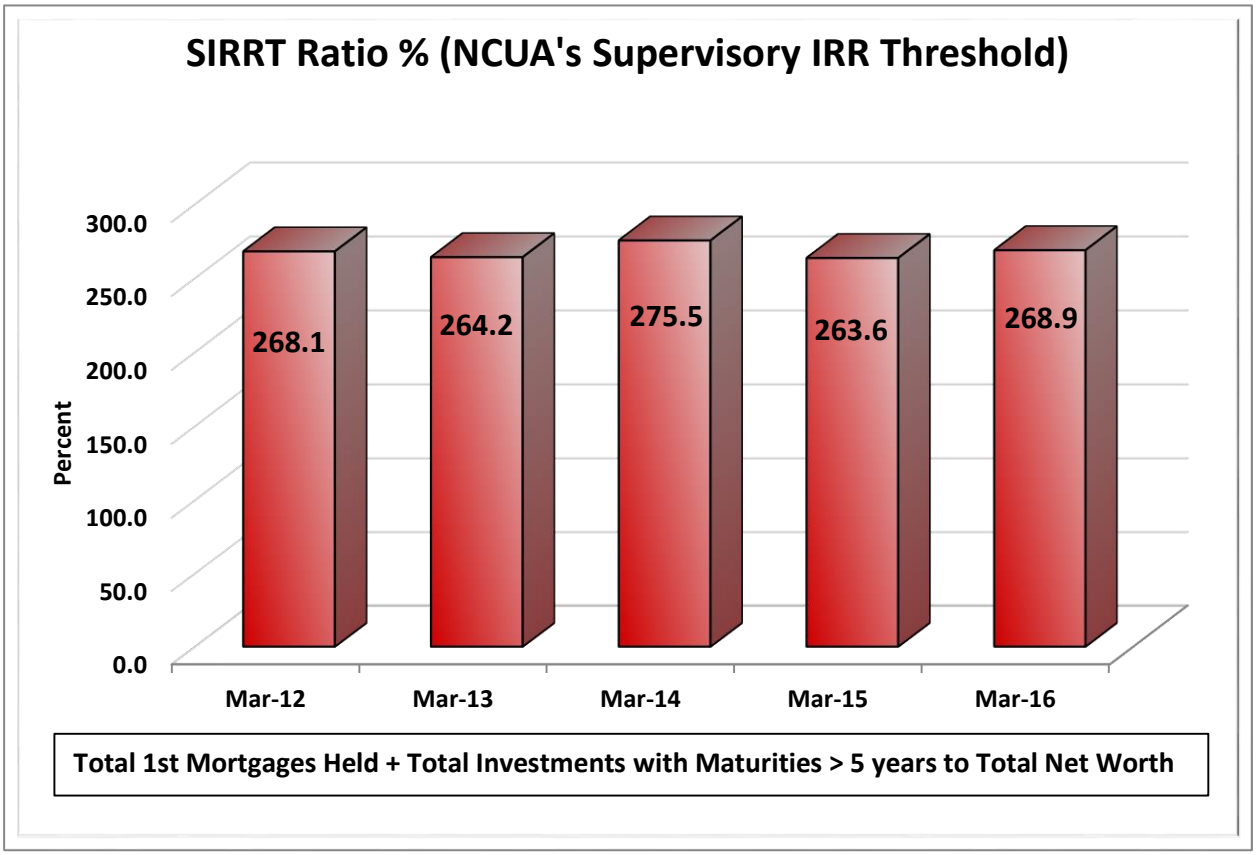

Average Savings Balance/Member
Dollars ($)
$11,000
$10,000
$9,000
$8,000
$7,000
$6,000
$5,000
$4,000
$3,000
$2,000
$1,000
$-
$9,363
$9,621
$9,717
$9,853
$10,136
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16


Asset / FTE (In Millions)
In Millions
$5.00
$4.50
$4.00
$3.50
$3.00
$2.50
$2.00
$1.50
$1.00
$0.50
$0.00
$4.21
$4.30
$4.35
$4.46
$4.60
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16


Salaries & Benefits/ FTE (Annualized)
$80,000
$70,000
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$-
$64,161
$65,585
$66,072
$68,785
$71,707
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16


Members / FTE
Number
450
400
350
300
250
200
150
100
50
0
389
385
385
385
384
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16


Annual Operating Expense / FTE
160,000
140,000
120,000
100,000
80,000
60,000
40,000
20,000
-
127,567
129,864
129,948
134,986
139,377
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16


SIRRT Ratio % (NCUA's Supervisory IRR Threshold)
Percent
300.0
250.0
200.0
150.0
100.0
50.0
0.0
268.1
264.2
275.5
263.6
268.9
Mar-12
Mar-13
Mar-14
Mar-15
Mar-16
Total 1st Mortgages Held + Total Investments with Maturities > 5 years to Total Net Worth