

CEFCU
November 30, 2019

ASSETS

| | | | |
|---|-----------------|---------------------|-------------------------------|
| Loans | | | \$4,651,930,062 |
| Consumer | \$1,866,599,196 | | |
| First Mortgage | 2,177,458,878 | | |
| Credit Card | 110,458,488 | | |
| Member Business (1,871 Loans) | 497,413,500 | | |
| Undisbursed Loans | | (5,451,973) | |
| Deferred Loan Fees | | (4,157,142) | |
| Reserve for Loan Losses | | <u>(29,075,712)</u> | |
| Net Loans | | | \$4,613,245,235 |
| Investments and Cash | | | \$1,486,348,861 |
| Investments Held to Maturity (Market Value \$19,631,000) | 19,631,000 | | |
| Investments Available for Sale | 1,133,030,796 | | |
| Cash and Cash Receivable | 328,832,780 | | |
| Service Organization | 4,854,285 | | |
| Interest Receivable | | 20,231,963 | |
| Property and Property Improvements | | 63,850,168 | |
| DP Equipment and Software | | 5,069,539 | |
| Other Fixed Assets | | 4,773,868 | |
| Real Estate Owned (Net of \$184,230 Valuation Reserve) | | 1,154,526 | |
| NCUA Share Insurance Fund | | 51,004,732 | |
| Prepaid Insurance and Other Assets | | <u>27,041,530</u> | |
| TOTAL ASSETS | | | <u>\$6,272,720,422</u> |

INCOME

| | <u>This Month</u> | <u>Last Month</u> | <u>Year-to-Date</u> |
|----------------------|---------------------|---------------------|----------------------|
| Loan Interest | \$17,533,635 | \$17,556,679 | \$188,645,116 |
| Investment Interest | 2,125,143 | 2,198,446 | 25,685,722 |
| Overdraft Charges | 717,342 | 877,464 | 8,083,068 |
| Asset Gains (Losses) | (7,200) | 8,835 | (93,827) |
| Other | 2,938,397 | 2,955,541 | 32,917,675 |
| Total | <u>\$23,307,317</u> | <u>\$23,596,965</u> | <u>\$255,237,754</u> |

EXPENSE

| | <u>This Month</u> | <u>Last Month</u> | <u>Year-to-Date</u> |
|-------------------------|---------------------|---------------------|----------------------|
| Salaries | \$3,955,963 | \$4,089,375 | \$44,084,626 |
| Payroll Related | 1,640,045 | 1,905,028 | 18,023,098 |
| Loan Loss Provision | 1,293,469 | 1,629,132 | 14,891,758 |
| Occupancy and Equipment | 1,305,191 | 1,296,063 | 15,130,325 |
| Communications | 389,338 | 393,934 | 4,691,999 |
| Electronic Services | 614,730 | 618,430 | 6,733,534 |
| Member Education | 806,560 | 597,292 | 7,902,458 |
| Other | 2,457,624 | 2,158,352 | 21,927,010 |
| Total | <u>\$12,462,920</u> | <u>\$12,687,606</u> | <u>\$133,384,808</u> |

| | | | |
|-------------------|------------------|------------------|-------------------|
| Net Income Before | | | |
| Dividends | \$10,844,397 | \$10,909,359 | \$121,852,946 |
| Dividends | <u>4,456,755</u> | <u>4,638,742</u> | <u>45,642,111</u> |

| | | | |
|----------------------------|---------------------------|---------------------------|----------------------------|
| Net Income Before | | | |
| NCUSIF Equity Distribution | \$6,387,642 | \$6,270,617 | \$76,210,835 |
| NCUSIF Equity Distribution | <u>0</u> | <u>0</u> | <u>749,799</u> |
| NET INCOME | <u>\$6,387,642</u> | <u>\$6,270,617</u> | <u>\$76,960,634</u> |

LIABILITIES AND EQUITY

| | | |
|--|-----------------|-------------------------------|
| Savings | | \$5,488,984,182 |
| Shares | \$1,943,137,980 | |
| Term Certificates | 1,428,220,613 | |
| IMMA | 1,269,981,426 | |
| Checking | 277,429,937 | |
| IRA | 567,306,337 | |
| Public Unit Shares | 1,048,895 | |
| Christmas Club | 1,858,994 | |
| Accrued Dividends on Savings | | 1,823,584 |
| Accrued Salaries and Other Liabilities | | 115,902,856 |
| Reserves | | 666,009,800 |
| Regular | 227,423,892 | |
| Undivided Earnings | 438,585,908 | |
| TOTAL LIABILITIES AND EQUITY | | <u>\$6,272,720,422</u> |

COMPARATIVE ANALYSIS

| | <u>This Month</u> | <u>Last Month</u> | <u>Avg. Last 12 Months</u> |
|-----------------------------|-------------------|-------------------|--------------------------------|
| Assets | \$6,272,720,422 | \$6,177,941,229 | \$6,159,427,641 |
| Dividends * | 4,456,755 | 4,638,742 | 8,269,573 |
| Loans Granted | 147,772,909 | 175,551,109 | 140,953,918 |
| Loans Repaid | 137,367,976 | 128,749,310 | 123,040,798 |
| Net Incr. in Undiv. Earn. * | 5,369,659 | 5,540,936 | 2,018,110 |
| Average Savings Balance | 15,830 | 15,632 | 15,808 |
| Average Loan Balance | 31,621 | 31,650 | 31,419 |
| Loans to Savings | 84.6% | 85.7% | 83.4% |
| Reserves to Loans | 15.0% | 14.9% | 14.4% |
| Number of Members | 346,744 | 345,948 | 342,456 |
| Number of Borrowers | 147,113 | 146,691 | 143,880 |

* Includes Extraordinary Dividend

LOAN ACCOUNT SUMMARY

| | <u>Number</u> | <u>Amount</u> |
|--|----------------|------------------------|
| Current and less than 60 days delinquent | 191,375 | \$4,629,856,396 |
| 60 to 179 days delinquent | 1,671 | 16,290,667 |
| 180 to 359 days delinquent | 152 | 2,232,135 |
| 360 days and greater delinquent | <u>18</u> | <u>3,550,864</u> |
| | <u>193,216</u> | <u>\$4,651,930,062</u> |

Mark A. Sperry
President