

CEFCU
March 31, 2020

ASSETS

| | | |
|--------------------------------------|-----------------|-------------------------------|
| Loans | | \$4,691,803,793 |
| Consumer | \$1,880,555,533 | |
| First Mortgage | 2,194,891,379 | |
| Credit Card | 108,367,915 | |
| Member Business (1,910 Loans) | 507,988,966 | |
| Undisbursed Loans | | (4,396,300) |
| Deferred Loan Fees | | (4,074,106) |
| Reserve for Loan Losses | | (29,605,712) |
| Net Loans | | <u>\$4,653,727,675</u> |
| Investments and Cash | | \$1,702,276,948 |
| Investments Held to Maturity | | |
| (Market Value \$19,631,000) | 19,631,000 | |
| Investments Available for Sale | 1,225,743,688 | |
| Cash and Cash Receivable | 451,937,113 | |
| Service Organization | 4,965,147 | |
| Interest Receivable | | 21,254,985 |
| Property and Property Improvements | | 64,743,713 |
| DP Equipment and Software | | 7,264,033 |
| Other Fixed Assets | | 5,700,664 |
| Real Estate Owned | | 951,329 |
| (Net of \$172,270 Valuation Reserve) | | |
| NCUA Share Insurance Fund | | 51,004,732 |
| Prepaid Insurance and Other Assets | | <u>17,917,189</u> |
| TOTAL ASSETS | | <u>\$6,524,841,268</u> |

INCOME

| | <u>This Month</u> | <u>Last Month</u> | <u>Year-to-Date</u> |
|----------------------|---------------------|---------------------|---------------------|
| Loan Interest | \$17,785,983 | \$17,049,614 | \$52,597,264 |
| Investment Interest | 2,126,046 | 2,168,436 | 6,416,461 |
| Overdraft Charges | 596,228 | 722,630 | 2,119,495 |
| Asset Gains (Losses) | (3,464) | (398) | 15,436 |
| Other | 2,724,381 | 2,826,165 | 8,418,529 |
| Total | <u>\$23,229,174</u> | <u>\$22,766,447</u> | <u>\$69,567,185</u> |

EXPENSE

| | | | |
|-------------------------|---------------------|---------------------|---------------------|
| Salaries | \$4,300,303 | \$3,936,263 | \$12,390,384 |
| Payroll Related | 2,279,410 | 1,875,292 | 6,042,705 |
| Loan Loss Provision | 1,687,040 | 1,129,119 | 4,437,821 |
| Occupancy and Equipment | 1,436,323 | 1,475,068 | 4,284,916 |
| Communications | 377,072 | 496,826 | 1,315,047 |
| Electronic Services | 558,643 | 559,425 | 1,752,360 |
| Member Education | 767,659 | 670,825 | 2,259,994 |
| Other | 2,125,123 | 2,066,663 | 6,599,332 |
| Total | <u>\$13,531,573</u> | <u>\$12,209,481</u> | <u>\$39,082,559</u> |

| | | | |
|-------------------|---------------------------|---------------------------|----------------------------|
| Net Income Before | | | |
| Dividends | \$9,697,601 | \$10,556,966 | \$30,484,626 |
| Dividends | <u>3,997,274</u> | <u>3,973,166</u> | <u>12,197,860</u> |
| NET INCOME | <u>\$5,700,327</u> | <u>\$6,583,800</u> | <u>\$18,286,766</u> |

LIABILITIES AND EQUITY

| | | |
|--|-----------------|-------------------------------|
| Savings | | \$5,750,267,289 |
| Shares | \$2,122,975,209 | |
| Term Certificates | 1,449,802,943 | |
| IMMA | 1,329,096,336 | |
| Checking | 275,713,116 | |
| IRA | 567,538,563 | |
| Public Unit Shares | 1,102,672 | |
| Christmas Club | 4,038,450 | |
| Accrued Dividends on Savings | | 1,870,771 |
| Accrued Salaries and Other Liabilities | | 155,888,392 |
| Reserves | | 616,814,816 |
| Regular | 230,746,762 | |
| Undivided Earnings | 386,068,054 | |
| TOTAL LIABILITIES AND EQUITY | | <u>\$6,524,841,268</u> |

COMPARATIVE ANALYSIS

| | <u>This Month</u> | <u>Last Month</u> | <u>Avg. Last 12 Months</u> |
|-----------------------------|-------------------|-------------------|----------------------------|
| Assets | \$6,524,841,268 | \$6,437,017,519 | \$6,267,386,431 |
| Dividends * | 3,997,274 | 3,973,166 | 8,452,152 |
| Loans Granted | 122,313,090 | 124,450,242 | 147,578,079 |
| Loans Repaid | 120,634,817 | 130,530,111 | 126,512,077 |
| Net Incr. in Undiv. Earn. * | 5,064,103 | 5,452,734 | 1,920,674 |
| Average Savings Balance | 16,430 | 16,233 | 15,929 |
| Average Loan Balance | 31,998 | 31,868 | 31,616 |
| Loans to Savings | 81.4% | 82.6% | 83.4% |
| Reserves to Loans | 13.8% | 13.6% | 14.5% |
| Number of Members | 349,979 | 349,300 | 345,792 |
| Number of Borrowers | 146,627 | 147,209 | 145,511 |

* Includes Extraordinary Dividend

LOAN ACCOUNT SUMMARY

| | <u>Number</u> | <u>Amount</u> |
|--|----------------|------------------------|
| Current and less than 60 days delinquent | 190,314 | \$4,670,773,912 |
| 60 to 179 days delinquent | 1,506 | 14,147,184 |
| 180 to 359 days delinquent | 223 | 4,170,983 |
| 360 days and greater delinquent | 14 | 2,711,714 |
| | <u>192,057</u> | <u>\$4,691,803,793</u> |

Mark A. Sperry
President