

# Alabama Credit Union Profile

First Quarter 2018

CUNA Economics & Statistics



## Overview by Year

	U.S. CUs	Alabama CUs
<b>Demographic Information</b>		
	Mar 18	Mar 18
Number of CUs	5,644	110
Assets per CU (\$ mil)	253.9	202.6
Median assets (\$ mil)	32.5	24.5
Total assets (\$ mil)	1,433,167	22,285
Total loans (\$ mil)	986,314	11,505
Total surplus funds (\$ mil)	389,570	9,760
Total savings (\$ mil)	1,218,197	19,606
Total memberships (thousands)	114,052	2,009
<b>Growth Rates (%)</b>		
Total assets	5.8	0.9
Total loans	9.6	10.0
Total surplus funds	-3.2	-8.4
Total savings	5.6	3.2
Total memberships	4.3	1.2
% CUs with increasing assets	68.1	68.2
<b>Earnings - Basis Pts.</b>		
Yield on total assets	363	324
Dividend/interest cost of assets	60	60
Net interest margin	303	264
Fee & other income	142	181
Operating expense	308	315
Loss Provisions	48	37
Net Income (ROA) with Stab Exp	90	93
Net Income (ROA) without Stab Exp	90	93
% CUs with positive ROA	83.3	80.9
<b>Capital Adequacy (%)</b>		
Net worth/assets	10.9	11.8
% CUs with NW > 7% of assets	97.3	98.2
<b>Asset Quality</b>		
Delinquencies (60+ day \$)/loans (%)	0.65	0.63
Net chargeoffs/average loans (%)	0.60	0.65
Total borrower-bankruptcies	209,820	6,512
Bankruptcies per CU	37.2	59.2
Bankruptcies per 1000 members	1.8	3.2
<b>Asset/Liability Management</b>		
Loans/savings	81.0	58.7
Loans/assets	68.8	51.6
Net Long-term assets/assets	32.8	34.8
Liquid assets/assets	13.7	17.6
Core deposits/shares & borrowings	51.3	62.2
<b>Productivity</b>		
Members/potential members (%)	4	7
Borrowers/members (%)	57	49
Members/FTE	387	384
Average shares/member (\$)	10,681	9,758
Average loan balance (\$)	15,103	11,594
Employees per million in assets	0.21	0.23
<b>Structure (%)</b>		
Fed CUs w/ single-sponsor	11.9	12.7
Fed CUs w/ community charter	18.0	13.6
Other Fed CUs	31.7	20.0
CUs state chartered	38.4	53.6

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.

## Overview: State Trends

	U.S.	Alabama Credit Unions						
	Mar 18	Mar 18	2017	2016	2015	2014	2013	2012
<b>Demographic Information</b>								
Number of CUs	5,644	110	113	115	115	118	120	124
Assets per CU (\$ mil)	253.9	202.6	195.9	185.2	175.4	161.0	152.9	143.3
Median assets (\$ mil)	32.5	24.5	23.3	22.0	21.4	20.6	20.3	19.2
Total assets (\$ mil)	1,433,167	22,285	22,140	21,300	20,168	18,999	18,343	17,767
Total loans (\$ mil)	986,314	11,505	11,295	10,299	9,266	8,635	8,123	7,736
Total surplus funds (\$ mil)	389,570	9,760	9,821	10,032	9,998	9,475	9,389	9,247
Total savings (\$ mil)	1,218,197	19,606	18,915	18,253	17,365	16,577	16,122	15,569
Total memberships (thousands)	114,052	2,009	1,992	1,971	1,943	1,919	1,878	1,838
<b>Growth Rates (%)</b>								
Total assets	5.8	0.9	3.9	5.6	6.2	3.6	3.2	6.4
Total loans	9.6	10.0	9.7	11.1	7.3	6.3	5.0	3.2
Total surplus funds	-3.2	-8.4	-2.1	0.3	5.5	0.9	1.5	9.2
Total savings	5.6	3.2	3.6	5.1	4.8	2.8	3.6	6.3
Total memberships	4.3	1.2	1.1	1.4	1.3	2.2	2.2	3.0
% CUs with increasing assets	68.1	68.2	71.7	68.7	71.3	63.6	65.0	74.2
<b>Earnings - Basis Pts.</b>								
Yield on total assets	363	324	311	297	295	299	298	323
Dividend/interest cost of assets	60	60	53	48	50	53	60	75
Net interest margin	303	264	258	249	246	246	238	249
Fee & other income	142	181	157	150	143	142	145	147
Operating expense	308	315	310	307	303	295	302	304
Loss Provisions	48	37	34	33	24	27	28	28
Net Income (ROA) with Stab Exp	90	93	71	59	62	65	54	64
Net Income (ROA) without Stab Exp	90	93	71	59	62	65	60	71
% CUs with positive ROA	83.3	80.9	82.3	91.3	87.0	82.2	83.3	81.5
<b>Capital Adequacy (%)</b>								
Net worth/assets	10.9	11.8	11.7	11.5	11.5	11.6	11.3	11.1
% CUs with NW > 7% of assets	97.3	98.2	98.2	98.3	99.1	99.2	99.2	96.8
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.65	0.63	0.80	0.87	0.87	1.00	1.36	1.35
Net chargeoffs/average loans (%)	0.60	0.65	0.64	0.60	0.56	0.60	0.66	0.68
Total borrower-bankruptcies	209,820	6,512	6,078	5,553	4,747	4,821	5,154	5,298
Bankruptcies per CU	37.2	59.2	53.8	48.3	41.3	40.9	43.0	42.7
Bankruptcies per 1000 members	1.8	3.2	3.1	2.8	2.4	2.5	2.7	2.9
<b>Asset/Liability Management</b>								
Loans/savings	81.0	58.7	59.7	56.4	53.4	52.1	50.4	49.7
Loans/assets	68.8	51.6	51.0	48.4	45.9	45.4	44.3	43.5
Net Long-term assets/assets	32.8	34.8	34.1	35.6	36.5	37.8	39.1	33.1
Liquid assets/assets	13.7	17.6	18.7	18.9	19.5	17.0	17.7	20.4
Core deposits/shares & borrowings	51.3	62.2	61.1	59.7	58.4	56.0	54.0	51.9
<b>Productivity</b>								
Members/potential members (%)	4	7	7	7	8	7	7	7
Borrowers/members (%)	57	49	50	48	46	45	44	44
Members/FTE	387	384	382	390	402	405	409	407
Average shares/member (\$)	10,681	9,758	9,496	9,261	8,936	8,640	8,586	8,472
Average loan balance (\$)	15,103	11,594	11,321	10,876	10,348	10,022	9,771	9,511
Employees per million in assets	0.21	0.23	0.24	0.24	0.24	0.25	0.25	0.25
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	11.9	12.7	13.3	12.2	12.2	12.7	12.5	12.1
Fed CUs w/ community charter	18.0	13.6	13.3	13.0	13.0	12.7	12.5	13.7
Other Fed CUs	31.7	20.0	19.5	21.7	21.7	21.2	20.8	21.0
CUs state chartered	38.4	53.6	54.0	53.0	53.0	53.4	54.2	53.2

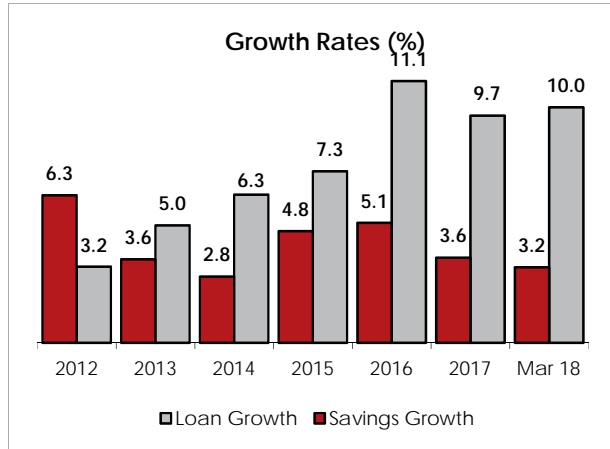
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.

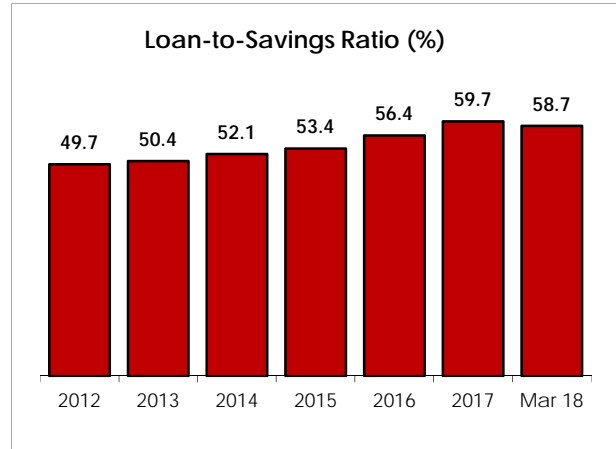
# Alabama Credit Union Profile

First Quarter 2018

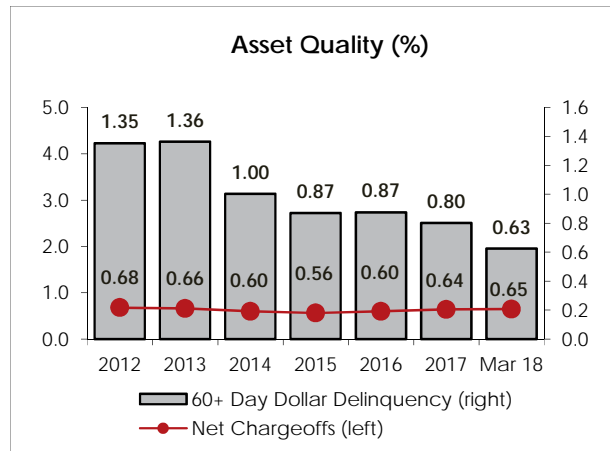
## Loan and Savings Growth Trends



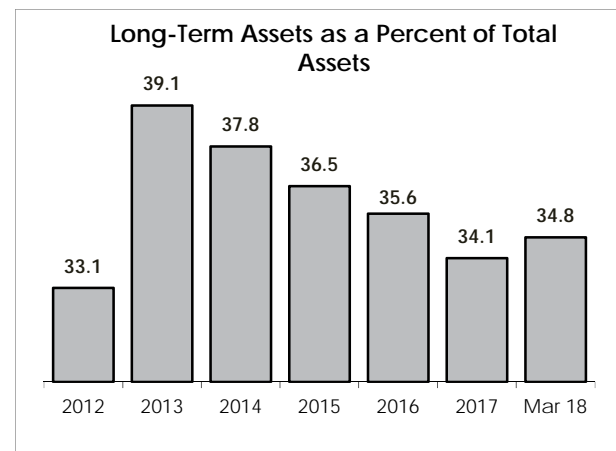
## Liquidity Trends



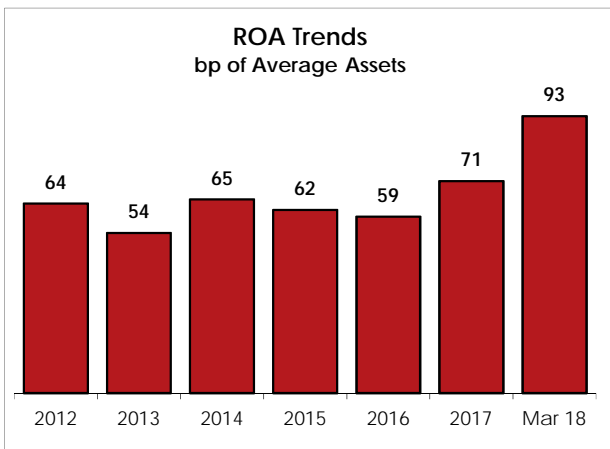
## Credit Risk Trends



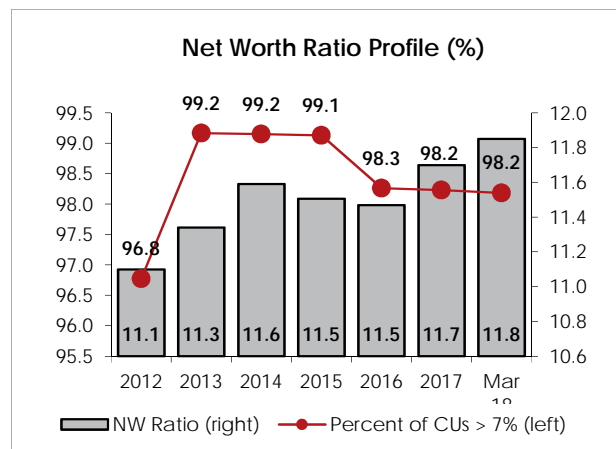
## Interest Rate Risk Trends



## Earnings Trends



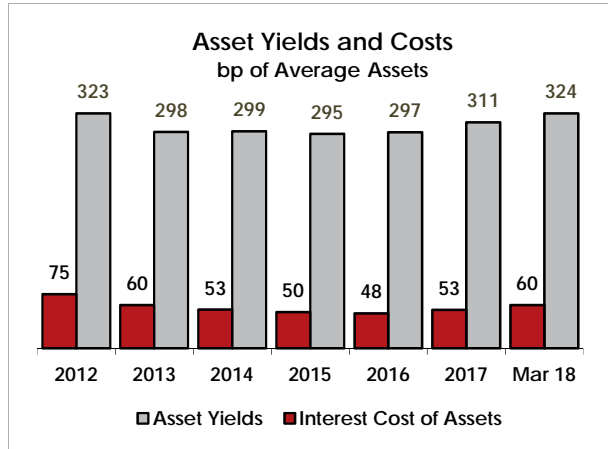
## Solvency Trends



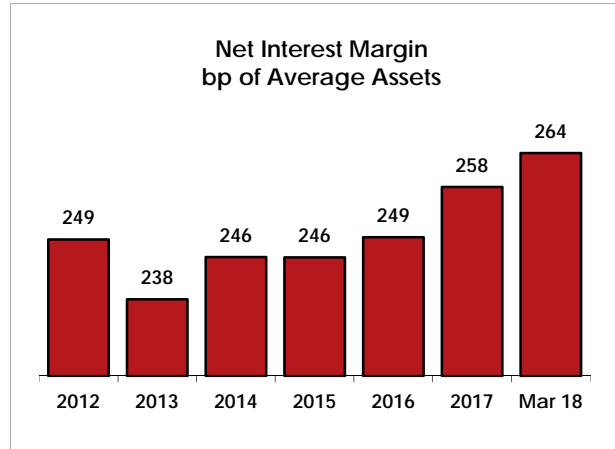
# Alabama Credit Union Profile

First Quarter 2018

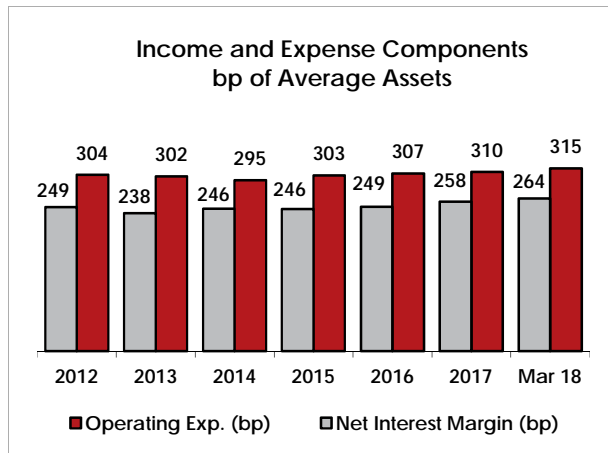
## Asset Yields and Funding Costs



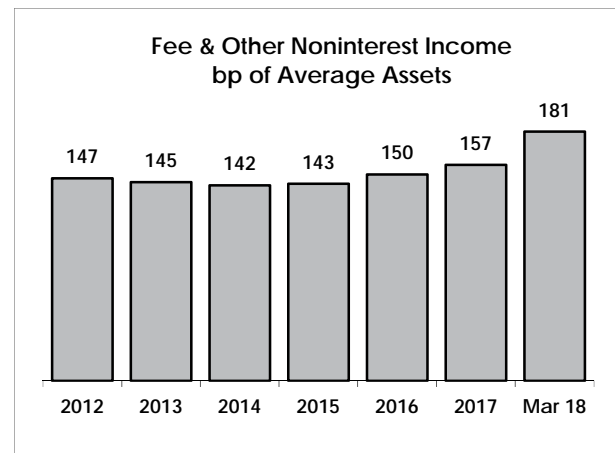
## Interest Margins



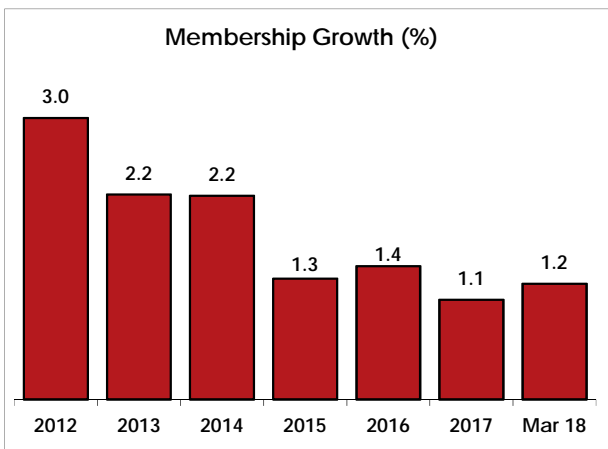
## Interest Margins & Overhead



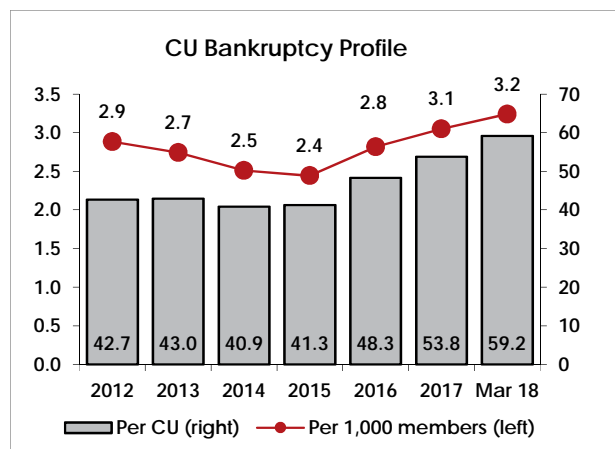
## Noninterest Income



## Membership Growth Trends



## Borrower Bankruptcies



## Overview: State Results by Asset Size

	AL	Alabama Credit Union Asset Groups - 2018						
	Mar 18	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
<b>Demographic Information</b>								
Number of CUs	110	47	23	9	12	9	5	5
Assets per CU (\$ mil)	202.6	7.7	30.8	70.1	165.4	353.6	738.7	2,344.4
Median assets (\$ mil)	24.5	6.5	29.4	67.2	147.7	316.2	771.5	1,554.1
Total assets (\$ mil)	22,285	363	708	631	1,984	3,183	3,693	11,722
Total loans (\$ mil)	11,505	169	360	257	1,061	2,064	2,246	5,348
Total surplus funds (\$ mil)	9,760	186	318	344	798	928	1,243	5,943
Total savings (\$ mil)	19,606	297	612	547	1,756	2,788	3,271	10,334
Total memberships (thousands)	2,009	56	82	59	211	352	394	856
<b>Growth Rates (%)</b>								
Total assets	0.9	0.9	3.0	2.6	0.5	4.7	5.3	0.1
Total loans	10.0	1.7	3.1	4.1	2.4	12.7	10.8	14.5
Total surplus funds	-8.4	0.7	3.2	2.0	-3.0	-9.3	-3.7	-10.5
Total savings	3.2	0.7	2.9	2.4	0.8	4.6	5.2	4.5
Total memberships	1.2	-0.6	-0.6	1.1	-7.1	4.4	5.2	4.5
% CUs with increasing assets	68.2	55.3	82.6	66.7	58.3	88.9	100.0	80.0
<b>Earnings - Basis Pts.</b>								
Yield on total assets	324	409	360	326	334	382	348	294
Dividend/interest cost of assets	60	45	42	44	45	47	55	69
Net interest margin	264	364	317	283	289	335	293	225
Fee & other income	181	104	153	139	151	241	207	169
Operating expense	315	399	384	339	332	426	383	255
Loss Provisions	37	45	38	33	55	53	40	28
Net Income (ROA) with Stab Exp	93	24	49	50	53	97	76	111
Net Income (ROA) without Stab Exp	93	24	49	50	53	97	76	111
% CUs with positive ROA	80.9	70.2	82.6	77.8	91.7	100.0	100.0	100.0
<b>Capital Adequacy (%)</b>								
Net worth/assets	11.8	17.9	13.2	12.8	11.3	11.9	11.1	11.8
% CUs with NW > 7% of assets	98.2	97.9	100.0	100.0	91.7	100.0	100.0	100.0
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.63	1.53	1.20	0.85	0.87	0.79	0.65	0.43
Net chargeoffs/average loans (%)	0.65	1.13	0.61	0.60	1.12	0.72	0.57	0.55
Total borrower-bankruptcies	6,512	332	280	188	688	1,880	1,460	1,684
Bankruptcies per CU	59.2	7.1	12.2	20.9	57.3	208.9	292.0	336.8
Bankruptcies per 1000 members	3.2	6.0	3.4	3.2	3.3	5.3	3.7	2.0
<b>Asset/Liability Management (%)</b>								
Loans/savings	58.7	56.9	58.8	46.9	60.4	74.0	68.7	51.7
Loans/assets	51.6	46.6	50.9	40.7	53.5	64.9	60.8	45.6
Net Long-term assets/assets	34.8	10.6	17.4	24.4	28.1	28.0	29.1	41.9
Liquid assets/assets	17.6	32.8	24.3	25.4	18.6	15.9	20.4	15.6
Core deposits/shares & borrowings	62.2	73.1	65.1	63.5	61.2	62.4	53.6	64.6
<b>Productivity</b>								
Members/potential members (%)	7	7	4	3	3	8	5	22
Borrowers/members (%)	49	47	50	45	41	52	54	48
Members/FTE	384	376	375	337	384	342	376	415
Average shares/member (\$)	9,758	5,342	7,492	9,270	8,321	7,916	8,307	12,075
Average loan balance (\$)	11,594	6,474	8,825	9,634	12,281	11,163	10,560	12,893
Employees per million in assets	0.23	0.41	0.31	0.28	0.28	0.32	0.28	0.18
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	12.7	23.4	4.3	11.1	8.3	0.0	0.0	0.0
Fed CUs w/ community charter	13.6	10.6	26.1	11.1	8.3	11.1	0.0	20.0
Other Fed CUs	20.0	23.4	26.1	11.1	8.3	11.1	0.0	40.0
CUs state chartered	53.6	42.6	43.5	66.7	75.0	77.8	100.0	40.0

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

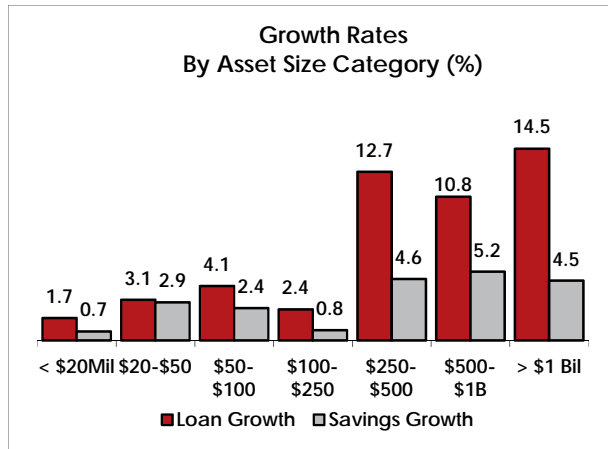
Source: NCUA and CUNA E&S.

# Alabama Credit Union Profile

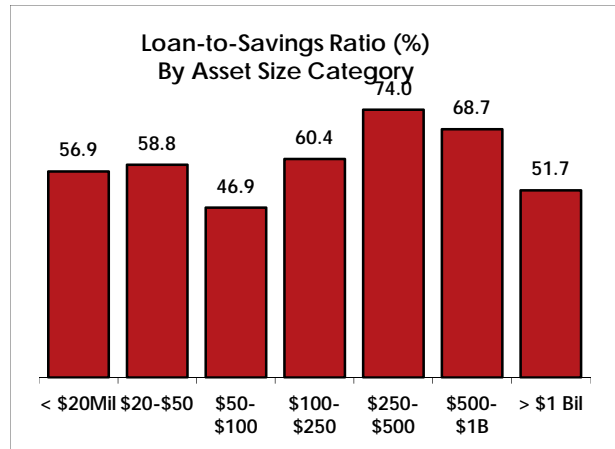
First Quarter 2018

## Results By Asset Size

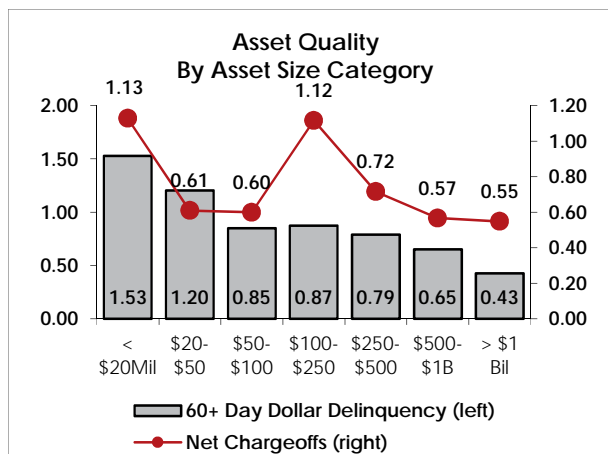
### Loan and Savings growth



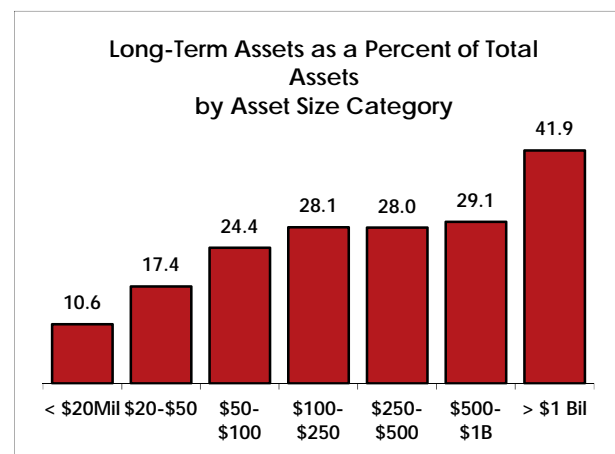
### Liquidity Risk Exposure



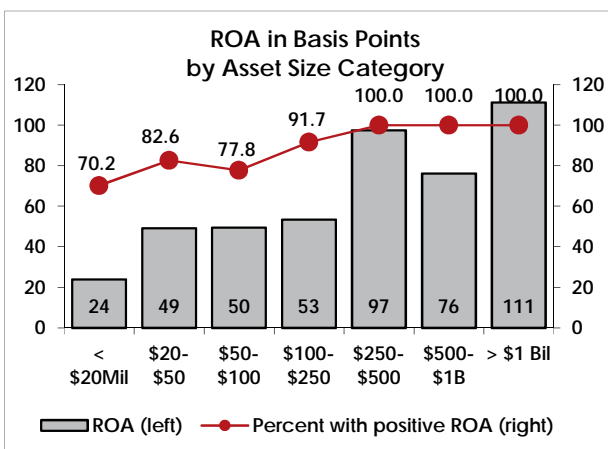
### Credit Risk Exposure



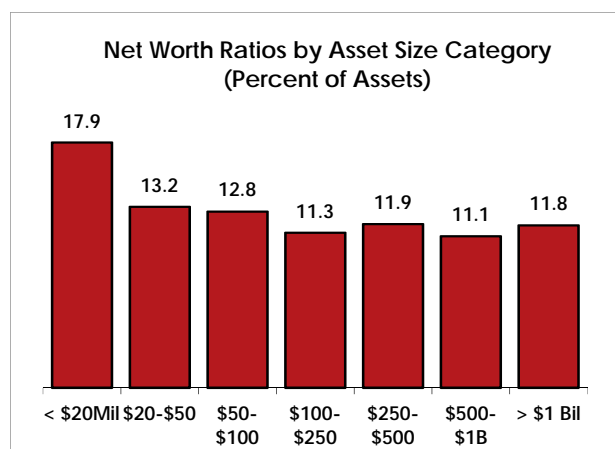
### Interest Rate Risk Exposure



### Earnings



### Solvency



## Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2018						
Demographic Information	Mar 18	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	5,644	2,246	1,060	721	717	352	251	297
Assets per CU (\$ mil)	253.9	7.5	32.5	71.8	159.5	357.8	714.6	3,064.8
Median assets (\$ mil)	32.5	6.4	31.3	70.1	151.2	348.3	694.9	1,725.2
Total assets (\$ mil)	1,433,167	16,919	34,481	51,790	114,391	125,958	179,368	910,260
Total loans (\$ mil)	986,314	8,127	17,494	28,818	72,027	83,420	125,462	650,968
Total surplus funds (\$ mil)	389,570	8,428	15,802	20,666	36,617	36,148	45,181	226,728
Total savings (\$ mil)	1,218,197	14,479	30,139	45,448	100,310	109,572	153,892	764,357
Total memberships (thousands)	114,052	2,653	3,944	5,491	10,955	11,552	14,712	64,743
<b>Growth Rates (%)</b>								
Total assets	5.8	0.8	2.1	2.8	3.5	4.9	6.0	7.3
Total loans	9.6	3.7	5.1	6.2	7.5	8.4	9.7	11.0
Total surplus funds	-3.2	-1.9	-1.2	-2.0	-3.8	-2.7	-3.5	-2.4
Total savings	5.6	0.7	1.9	2.5	3.2	4.7	5.5	7.3
Total memberships	4.3	-0.9	-0.4	0.4	1.3	3.7	4.3	6.9
<i>% CUs with increasing assets</i>	68.1	50.7	68.1	76.8	84.0	88.1	90.4	96.6
<b>Earnings - Basis Pts.</b>								
Yield on total assets	363	358	340	347	357	358	360	367
Dividend/interest cost of assets	60	32	30	33	38	44	49	70
Net interest margin	303	327	310	314	319	314	311	297
Fee & other income	142	80	108	130	144	159	156	141
Operating expense	308	367	355	365	367	364	347	279
Loss Provisions	48	28	23	28	34	36	38	55
Net Income (ROA) with Stab Exp	90	12	40	52	61	74	82	102
Net Income (ROA) without Stab Exp	90	12	40	52	61	74	82	102
<i>% CUs with positive ROA</i>	83.3	70.2	85.8	90.6	94.3	98.3	98.8	99.3
<b>Capital Adequacy (%)</b>								
Net worth/assets	10.9	14.0	12.1	11.4	10.9	10.9	10.8	10.8
<i>% CUs with NW &gt; 7% of assets</i>	97.3	96.4	96.7	97.8	97.6	99.1	99.6	99.3
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.65	1.36	0.90	0.81	0.73	0.77	0.61	0.62
Net chargeoffs/average loans (%)	0.60	0.55	0.44	0.52	0.56	0.58	0.55	0.62
Total borrower-bankruptcies	209,820	6,036	7,988	10,332	22,656	22,824	29,856	110,128
Bankruptcies per CU	37.2	2.7	7.5	14.3	31.6	64.8	118.9	370.8
Bankruptcies per 1000 members	1.8	2.3	2.0	1.9	2.1	2.0	2.0	1.7
<b>Asset/Liability Management</b>								
Loans/savings	81.0	56.1	58.0	63.4	71.8	76.1	81.5	85.2
Loans/assets	68.8	48.0	50.7	55.6	63.0	66.2	69.9	71.5
Net Long-term assets/assets	32.8	12.7	21.0	24.5	28.5	31.2	33.5	34.7
Liquid assets/assets	13.7	29.0	24.2	20.6	17.0	14.6	12.9	12.3
Core deposits/shares & borrowings	51.3	79.8	70.7	65.8	60.4	57.4	54.4	46.4
<b>Productivity</b>								
Members/potential members (%)	4	5	3	3	3	4	3	5
Borrowers/members (%)	57	41	48	52	53	53	56	60
Members/FTE	387	421	408	374	342	350	346	413
Average shares/member (\$)	10,681	5,458	7,641	8,276	9,156	9,485	10,460	11,806
Average loan balance (\$)	15,103	7,532	9,262	10,066	12,297	13,541	15,109	16,626
Employees per million in assets	0.21	0.37	0.28	0.28	0.28	0.26	0.24	0.17
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	11.9	23.1	8.1	3.9	2.4	2.3	2.8	2.4
Fed CUs w/ community charter	18.0	8.9	20.9	26.8	31.2	27.6	18.3	11.1
Other Fed CUs	31.7	36.6	34.1	29.3	23.4	22.2	23.1	31.0
CUs state chartered	38.4	31.4	36.9	40.1	43.0	48.0	55.8	55.6

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.



## Portfolio: State Trends

	U.S.	Alabama Credit Unions						
Growth Rates	Mar 18	Mar 18	2017	2016	2015	2014	2013	2012
Credit cards	9.8%	4.8%	6.0%	6.1%	4.0%	4.9%	1.7%	2.6%
Other unsecured loans	7.5%	2.0%	2.1%	6.8%	4.2%	5.5%	5.6%	0.6%
New automobile	12.1%	25.1%	23.8%	24.9%	14.9%	8.4%	-0.8%	-7.9%
Used automobile	10.0%	13.5%	11.9%	15.8%	11.6%	6.3%	4.3%	4.0%
First mortgage	10.2%	6.1%	6.8%	7.3%	3.2%	3.8%	7.4%	7.9%
HEL & 2nd Mtg	5.7%	4.2%	3.3%	5.3%	0.1%	1.6%	-2.6%	-3.6%
Commercial loans*	-5.4%	-0.3%	-2.9%	16.4%	1.5%	2.5%	4.9%	12.8%
Share drafts	8.7%	6.4%	6.8%	6.5%	14.4%	9.6%	6.1%	8.5%
Certificates	6.6%	-1.6%	0.6%	1.3%	-3.8%	-3.4%	-2.6%	-4.4%
IRAs	-1.0%	0.8%	-4.4%	1.9%	0.1%	-1.2%	1.2%	3.8%
Money market shares	2.8%	1.2%	2.3%	1.6%	0.8%	-0.3%	0.2%	6.4%
Regular shares	6.8%	4.9%	5.8%	7.7%	8.0%	5.9%	7.9%	12.5%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.8%	5.0%	5.4%	5.6%	5.8%	6.0%	6.1%	6.3%
Other unsecured loans/total loans	4.1%	5.1%	5.4%	5.8%	6.0%	6.2%	6.2%	6.2%
New automobile/total loans	13.8%	11.6%	11.4%	10.1%	9.0%	8.4%	8.2%	8.7%
Used automobile/total loans	21.1%	30.9%	30.1%	29.5%	28.3%	27.2%	27.2%	27.4%
First mortgage/total loans	40.9%	34.1%	34.4%	35.3%	36.6%	38.0%	39.0%	38.1%
HEL & 2nd Mtg/total loans	8.4%	4.9%	5.0%	5.3%	5.6%	6.0%	6.3%	6.8%
Commercial loans/total loans	6.8%	5.4%	5.2%	5.9%	5.7%	6.0%	6.2%	6.2%
Share drafts/total savings	15.1%	14.2%	13.4%	13.0%	12.9%	11.8%	11.1%	10.8%
Certificates/total savings	17.9%	14.7%	15.2%	15.7%	16.3%	17.7%	18.9%	20.1%
IRAs/total savings	6.4%	9.0%	9.2%	10.0%	10.3%	10.8%	11.2%	11.5%
Money market shares/total savings	21.9%	13.1%	13.5%	13.7%	14.1%	14.7%	15.1%	15.7%
Regular shares/total savings	37.0%	48.1%	47.7%	46.7%	45.6%	44.2%	43.0%	41.2%
<b>Percent of CUs Offering</b>								
Credit cards	61.2%	53.6%	53.1%	53.0%	51.3%	50.8%	50.0%	48.4%
Other unsecured loans	99.3%	99.1%	99.1%	99.1%	98.3%	98.3%	98.3%	97.6%
New automobile	95.7%	99.1%	99.1%	99.1%	99.1%	99.2%	99.2%	97.6%
Used automobile	96.8%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	98.4%
First mortgage	67.9%	79.1%	79.6%	80.0%	80.0%	78.0%	76.7%	75.0%
HEL & 2nd Mtg	69.9%	68.2%	67.3%	70.4%	70.4%	69.5%	70.0%	69.4%
Commercial loans	33.8%	31.8%	35.4%	36.5%	35.7%	35.6%	35.0%	34.7%
Share drafts	79.8%	76.4%	77.0%	77.4%	77.4%	77.1%	76.7%	75.0%
Certificates	81.0%	80.0%	79.6%	80.9%	80.9%	82.2%	82.5%	80.6%
IRAs	68.3%	70.0%	69.0%	71.3%	71.3%	72.0%	71.7%	71.0%
Money market shares	50.9%	45.5%	45.1%	45.2%	45.2%	43.2%	42.5%	41.9%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.8%	12.5%	12.7%	12.5%	13.0%	12.8%	12.4%	12.3%
Other unsecured loans	11.6%	13.7%	14.4%	14.3%	14.0%	13.8%	13.5%	13.4%
New automobile	5.9%	2.9%	2.9%	2.4%	2.1%	2.0%	2.2%	2.4%
Used automobile	14.7%	14.2%	14.0%	13.2%	12.3%	11.7%	11.7%	11.7%
First mortgage	2.4%	2.1%	2.1%	2.0%	2.0%	2.0%	2.0%	1.9%
HEL & 2nd Mtg	2.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.2%	1.2%
Commercial loans	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.3%	0.2%
Share drafts	56.9%	55.5%	55.0%	53.2%	51.8%	50.2%	49.4%	48.6%
Certificates	7.6%	5.0%	5.1%	5.3%	5.5%	5.9%	6.5%	7.0%
IRAs	4.3%	4.0%	4.0%	4.2%	4.3%	4.3%	4.5%	4.6%
Money market shares	6.9%	3.8%	3.8%	4.0%	4.2%	4.3%	4.5%	4.6%

Current period flow statistics are trailing four quarters.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.  
Source: NCUA and CUNA E&S.

## Portfolio Detail: State Results by Asset Size

	AL	Alabama Credit Union Asset Groups - 2018						
	Mar 18	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
<b>Growth Rates</b>								
Credit cards	4.8%	17.5%	-1.0%	2.0%	1.7%	7.3%	5.9%	5.3%
Other unsecured loans	2.0%	5.5%	1.2%	-0.3%	-10.0%	13.9%	-0.6%	9.5%
New automobile	25.1%	4.9%	4.7%	3.2%	10.5%	28.3%	31.2%	30.7%
Used automobile	13.5%	6.0%	5.6%	4.9%	2.9%	12.9%	15.5%	22.4%
First mortgage	6.1%	-14.3%	-1.3%	5.1%	2.8%	10.0%	7.3%	7.4%
HEL & 2nd Mtg	4.2%	14.4%	-3.1%	-2.7%	-7.6%	12.2%	4.8%	5.8%
Commercial loans*	-0.3%	-38.0%	-74.2%	81.1%	-27.7%	-22.9%	-1.6%	15.4%
Share drafts	6.4%	10.5%	7.1%	6.3%	5.8%	8.2%	8.0%	6.8%
Certificates	-1.6%	-3.8%	-3.1%	1.5%	-5.7%	1.0%	2.6%	1.2%
IRAs	0.8%	-7.2%	-4.4%	-0.4%	-3.1%	-1.7%	0.9%	4.3%
Money market shares	1.2%	0.2%	0.9%	-2.5%	3.3%	6.0%	3.1%	1.1%
Regular shares	4.9%	0.8%	5.4%	2.3%	2.5%	5.5%	7.6%	5.8%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.0%	0.8%	3.0%	2.9%	3.0%	3.7%	4.4%	6.6%
Other unsecured loans/total loans	5.1%	18.5%	8.6%	10.2%	5.0%	5.2%	4.0%	4.7%
New automobile/total loans	11.6%	20.2%	13.3%	8.2%	9.2%	9.4%	8.9%	13.8%
Used automobile/total loans	30.9%	39.1%	36.9%	29.9%	28.4%	39.2%	30.6%	27.7%
First mortgage/total loans	34.1%	12.0%	27.0%	35.1%	41.4%	32.3%	37.5%	33.0%
HEL & 2nd Mtg/total loans	4.9%	2.9%	2.7%	5.4%	4.5%	2.7%	6.2%	5.6%
Commercial loans/total loans	5.4%	0.1%	0.3%	3.7%	1.8%	4.7%	9.3%	5.3%
Share drafts/total savings	14.2%	8.9%	14.1%	15.6%	14.9%	20.9%	16.8%	11.5%
Certificates/total savings	14.7%	12.9%	16.3%	14.8%	18.6%	20.2%	19.5%	10.9%
IRAs/total savings	9.0%	4.8%	7.5%	11.5%	9.6%	7.0%	10.3%	9.2%
Money market shares/total savings	13.1%	3.5%	7.9%	5.4%	9.3%	7.6%	16.5%	15.2%
Regular shares/total savings	48.1%	64.2%	51.0%	48.0%	46.7%	41.6%	36.8%	53.1%
<b>Percent of CUs Offering</b>								
Credit cards	53.6%	14.9%	60.9%	77.8%	100.0%	100.0%	100.0%	100.0%
Other unsecured loans	99.1%	97.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	99.1%	97.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Used automobile	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
First mortgage	79.1%	53.2%	95.7%	100.0%	100.0%	100.0%	100.0%	100.0%
HEL & 2nd Mtg	68.2%	36.2%	82.6%	88.9%	100.0%	100.0%	100.0%	100.0%
Commercial loans	31.8%	4.3%	17.4%	55.6%	58.3%	88.9%	100.0%	80.0%
Share drafts	76.4%	51.1%	91.3%	88.9%	100.0%	100.0%	100.0%	100.0%
Certificates	80.0%	61.7%	87.0%	88.9%	100.0%	100.0%	100.0%	100.0%
IRAs	70.0%	38.3%	82.6%	100.0%	100.0%	100.0%	100.0%	100.0%
Money market shares	45.5%	17.0%	43.5%	66.7%	75.0%	88.9%	100.0%	80.0%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	12.5%	7.0%	12.5%	11.2%	8.4%	10.7%	13.2%	14.1%
Other unsecured loans	13.7%	27.2%	16.7%	17.0%	10.9%	15.2%	14.2%	12.1%
New automobile	2.9%	3.3%	2.9%	1.9%	2.4%	2.3%	2.7%	3.5%
Used automobile	14.2%	11.7%	14.4%	11.1%	12.8%	18.1%	16.0%	12.4%
First mortgage	2.1%	1.3%	1.9%	2.3%	2.4%	2.3%	2.0%	1.9%
HEL & 2nd Mtg	1.1%	0.8%	0.5%	0.9%	0.9%	0.6%	1.4%	1.3%
Commercial loans	0.2%	0.1%	5.5%	0.5%	0.1%	0.3%	0.2%	0.1%
Share drafts	55.5%	40.8%	50.5%	51.9%	53.9%	60.3%	55.2%	55.4%
Certificates	5.0%	4.7%	5.1%	5.2%	5.7%	5.8%	4.6%	4.7%
IRAs	4.0%	2.5%	3.0%	3.3%	4.1%	2.9%	3.9%	4.6%
Money market shares	3.8%	3.0%	3.3%	2.4%	3.2%	1.2%	4.4%	4.6%

Current period flow statistics are trailing four quarters.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.

## Portfolio Detail: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2018						
	Mar 18	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
<b>Growth Rates</b>								
Credit cards	9.8%	0.1%	0.0%	1.0%	3.2%	3.5%	4.6%	12.3%
Other unsecured loans	7.5%	3.2%	2.7%	4.4%	5.1%	5.0%	12.3%	9.2%
New automobile	12.1%	7.1%	9.4%	11.5%	13.7%	13.0%	14.4%	12.2%
Used automobile	10.0%	5.3%	6.2%	7.9%	8.8%	10.1%	8.3%	12.0%
First mortgage	10.2%	2.0%	4.9%	4.8%	7.7%	7.5%	11.0%	11.2%
HEL & 2nd Mtg	5.7%	-2.4%	1.1%	3.8%	3.1%	9.1%	8.1%	6.1%
Commercial loans*	-5.4%	-13.4%	-17.0%	-11.6%	-10.1%	-8.9%	1.9%	-5.1%
Share drafts	8.7%	6.0%	6.7%	6.8%	7.2%	7.9%	8.2%	10.7%
Certificates	6.6%	-4.4%	-3.6%	-2.3%	-0.1%	3.3%	5.2%	9.5%
IRAs	-1.0%	-6.1%	-4.3%	-4.1%	-3.3%	-1.8%	-1.5%	0.5%
Money market shares	2.8%	-2.3%	-1.2%	-0.6%	0.0%	1.1%	2.6%	3.8%
Regular shares	6.8%	1.2%	3.3%	4.0%	5.0%	6.2%	6.6%	8.9%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.8%	2.8%	4.1%	4.0%	3.9%	4.2%	4.3%	6.7%
Other unsecured loans/total loans	4.1%	15.9%	8.5%	6.7%	5.1%	4.4%	4.0%	3.5%
New automobile/total loans	13.8%	20.2%	14.4%	13.3%	12.1%	12.7%	13.6%	14.0%
Used automobile/total loans	21.1%	35.3%	29.9%	28.7%	26.5%	26.0%	23.8%	18.6%
First mortgage/total loans	40.9%	11.1%	25.4%	29.5%	34.5%	35.7%	38.8%	44.0%
HEL & 2nd Mtg/total loans	8.4%	5.7%	9.6%	9.5%	9.5%	9.9%	8.7%	8.0%
Commercial loans/total loans	6.8%	0.8%	1.9%	3.9%	5.9%	7.4%	8.3%	6.9%
Share drafts/total savings	15.1%	10.2%	15.5%	18.0%	18.9%	19.5%	19.8%	12.9%
Certificates/total savings	17.9%	10.9%	12.3%	13.8%	15.4%	16.3%	16.9%	19.2%
IRAs/total savings	6.4%	3.2%	5.6%	6.1%	6.3%	6.0%	5.9%	6.7%
Money market shares/total savings	21.9%	4.0%	9.4%	12.4%	15.7%	17.8%	20.4%	25.0%
Regular shares/total savings	37.0%	69.6%	55.3%	48.0%	41.7%	38.3%	35.4%	34.5%
<b>Percent of CUs Offering</b>								
Credit cards	61.2%	25.7%	75.3%	84.9%	87.6%	92.3%	93.2%	93.9%
Other unsecured loans	99.3%	98.3%	100.0%	99.7%	100.0%	100.0%	100.0%	100.0%
New automobile	95.7%	89.4%	99.8%	99.9%	100.0%	100.0%	99.6%	100.0%
Used automobile	96.8%	92.3%	99.8%	99.9%	99.7%	99.7%	100.0%	99.7%
First mortgage	67.9%	29.0%	83.3%	95.3%	99.3%	100.0%	100.0%	99.7%
HEL & 2nd Mtg	69.9%	33.7%	85.1%	94.6%	98.0%	99.7%	100.0%	100.0%
Commercial loans	33.8%	5.0%	23.8%	42.6%	67.5%	77.8%	84.1%	90.2%
Share drafts	79.8%	51.5%	96.5%	99.2%	99.4%	100.0%	100.0%	99.0%
Certificates	81.0%	57.5%	92.7%	97.1%	98.6%	99.4%	99.2%	98.7%
IRAs	68.3%	32.0%	82.9%	92.1%	97.8%	98.6%	99.6%	99.3%
Money market shares	50.9%	13.3%	54.0%	74.3%	87.9%	90.9%	93.2%	94.9%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.8%	13.0%	13.5%	13.8%	15.1%	15.2%	16.8%	21.1%
Other unsecured loans	11.6%	17.0%	13.4%	12.2%	11.3%	11.0%	11.1%	11.4%
New automobile	5.9%	3.6%	3.8%	4.9%	4.2%	4.5%	5.6%	6.8%
Used automobile	14.7%	11.3%	13.2%	15.3%	15.3%	15.4%	15.8%	14.4%
First mortgage	2.4%	1.3%	2.0%	2.3%	2.6%	2.4%	2.3%	2.5%
HEL & 2nd Mtg	2.1%	1.2%	1.5%	1.6%	1.9%	2.0%	2.1%	2.2%
Commercial loans	0.2%	0.6%	0.5%	0.4%	0.3%	0.3%	0.3%	0.2%
Share drafts	56.9%	33.2%	42.5%	48.1%	52.7%	54.8%	58.4%	60.4%
Certificates	7.6%	4.8%	5.2%	5.7%	6.4%	6.3%	6.8%	8.7%
IRAs	4.3%	2.4%	2.9%	3.3%	3.7%	3.7%	3.8%	4.7%
Money market shares	6.9%	3.8%	3.6%	3.9%	4.6%	5.3%	5.9%	8.1%

Current period flow statistics are trailing four quarters.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.

## Alabama CU Profile - Quarterly Trends

	U.S.	Alabama Credit Unions				
	Mar 18	Mar 18	Dec 17	Sep 17	Jun 17	Mar 17
<b>Demographic Information</b>						
Number CUs	5,643	110	113	115	115	115
<b>Growth Rates (Quarterly % Change)</b>						
Total loans	1.6	2.4	2.3	2.8	3.3	1.5
Credit cards	-1.4	-4.6	6.3	1.7	2.2	-3.7
Other unsecured loans	-2.2	-2.4	1.9	2.5	2.7	-2.8
New automobile	1.9	3.8	6.6	7.5	5.9	2.4
Used automobile	2.7	5.2	2.1	2.9	4.3	3.0
First mortgage	2.2	1.5	1.5	1.9	1.7	1.6
HEL & 2nd Mtg	-0.4	0.7	1.0	1.3	1.5	-0.4
Commercial loans*	3.1	4.9	5.0	-13.6	4.9	2.0
Total savings	3.9	4.1	0.1	-0.1	0.0	4.1
Share drafts	7.3	9.8	0.1	-0.6	-1.8	9.7
Certificates	1.7	0.8	0.1	-0.9	0.5	2.0
IRAs	-0.2	2.4	-1.0	1.1	-0.8	-3.4
Money market shares	1.7	1.4	0.1	0.1	0.4	1.8
Regular shares	5.6	4.7	0.4	-0.1	0.4	5.4
Total memberships	1.4	1.6	-0.2	0.4	0.9	0.7
<b>Earnings (Basis Points)</b>						
Yield on total assets	363	324	318	320	308	302
Dividend/interest cost of assets	60	60	58	55	51	49
Fee & other income	142	181	166	158	154	151
Operating expense	308	315	314	313	309	307
Loss Provisions	48	37	42	45	52	24
Net Income (ROA)	90	93	70	64	50	74
% CUs with positive ROA	83	81	82	87	83	84
<b>Capital Adequacy (%)</b>						
Net worth/assets	10.9	11.8	11.7	11.5	11.4	11.2
% CUs with NW > 7% of assets	97.3	98.2	98.2	97.4	97.4	98.3
<b>Asset Quality (%)</b>						
Loan delinquency rate - Total loans	0.66	0.63	0.80	0.80	0.78	0.70
Total Consumer	0.87	0.71	0.93	0.96	0.91	0.86
Credit Cards	1.24	0.55	0.66	0.62	0.52	0.51
All Other Consumer	0.82	0.73	0.96	0.99	0.95	0.89
Total Mortgages	0.44	0.49	0.61	0.55	0.59	0.47
First Mortgages	0.43	0.49	0.61	0.56	0.59	0.48
All Other Mortgages	0.47	0.49	0.56	0.46	0.61	0.45
Total Commercial Loans	1.53	0.85	0.90	0.69	0.64	0.65
Commercial Ag Loans	1.64	2.60	0.00	0.00	0.00	3.27
All Other Commercial Loans	1.53	0.84	0.90	0.70	0.65	0.63
Net chargeoffs/average loans	0.60	0.65	0.66	0.87	0.88	0.62
Total Consumer	1.17	1.02	1.01	1.36	1.39	1.01
Credit Cards	2.86	1.76	1.65	1.71	1.52	1.52
All Other Consumer	0.95	0.95	0.95	1.33	1.38	0.96
Total Mortgages	0.02	0.08	0.12	0.13	0.13	0.06
First Mortgages	0.02	0.03	0.10	0.11	0.10	0.04
All Other Mortgages	0.01	0.40	0.22	0.21	0.33	0.19
Total Commercial Loans	0.41	-0.06	-0.14	-0.09	-0.14	-0.05
Commercial Ag Loans	-0.01	0.00	0.00	0.00	0.00	0.00
All Other Commercial Loans	0.43	-0.06	-0.14	-0.09	-0.14	-0.05
<b>Asset/Liability Management</b>						
Loans/savings	80.7	58.5	59.6	58.4	56.7	54.9

Earnings & net chargeoffs are annualized quarterly results not seasonally adjusted. Growth rates are not annualized. Delinquency rates are 60+ day dollar delinquencies. Net chargeoffs are dollar chargeoffs net of recoveries. Totals include only credit unions that are released on the NCUA 5300 Call Report file.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.

# Alabama Credit Union Profile

First Quarter 2018

## Bank Comparisons

	AL Credit Unions				AL Banks			
	Mar 18	2017	2016	3 Yr Avg	Mar 18	2017	2016	3 Yr Avg
<b>Demographic Information</b>								
Number of Institutions	110	113	115	113	119	120	127	122
Assets per Institution (\$ mil)	203	196	185	195	2,190	2,182	2,033	2,135
Total assets (\$ mil)	22,285	22,140	21,300	21,908	260,586	261,840	258,214	260,213
Total loans (\$ mil)	11,505	11,295	10,299	11,033	178,804	177,445	173,933	176,727
Total surplus funds (\$ mil)	9,760	9,821	10,032	9,871	57,977	60,247	59,970	59,398
Total savings (\$ mil)	19,606	18,915	18,253	18,924	212,876	212,678	210,025	211,859
Avg number of branches (1)	4	4	4	4	24	24	23	24
<b>12 Month Growth Rates (%)</b>								
Total assets	0.9	3.9	5.6	3.5	1.9	2.3	0.8	1.7
Total loans	10.0	9.7	11.1	10.3	3.9	3.0	0.4	2.4
Real estate loans	5.9	6.4	7.0	6.4	0.7	1.6	1.3	1.2
Commercial loans*	-0.3	-2.9	16.4	4.4	5.1	1.5	-3.2	1.2
Total consumer	14.3	13.6	13.9	13.9	8.9	3.9	4.5	5.8
Consumer credit card	4.8	6.0	6.1	5.6	10.0	7.0	5.8	7.6
Other consumer	15.4	14.5	14.9	14.9	8.7	3.3	4.3	5.5
Total surplus funds	-8.4	-2.1	0.3	-3.4	-2.4	1.3	1.8	0.3
Total savings	3.2	3.6	5.1	4.0	1.9	2.1	3.1	2.3
<b>YTD Earnings Annualized (BP)</b>								
Yield on Total Assets	324	311	297	311	355	333	312	333
Dividend/Interest cost of assets	60	53	48	54	44	36	33	37
Net Interest Margin	264	258	249	257	311	297	279	296
Fee and other income (2)	181	157	150	163	120	121	123	121
Operating expense	315	310	307	311	295	308	292	298
Loss provisions	37	34	33	35	11	20	26	19
Net income	93	71	59	75	125	89	83	99
<b>Capital Adequacy (%)</b>								
Net worth/assets	11.8	11.7	11.5	11.7	13.3	13.1	13.2	13.2
<b>Asset Quality (%)</b>								
Delinquencies/loans (3)	0.63	0.80	0.87	0.77	1.03	1.10	1.57	1.23
Real estate loans	0.49	0.61	0.62	0.57	1.09	1.10	1.23	1.14
Consumer loans	0.85	0.90	0.85	0.87	1.37	1.52	2.67	1.85
Total consumer	0.70	0.93	1.07	0.90	0.57	0.57	0.50	0.55
Consumer credit card	0.55	0.66	0.56	0.59	1.53	1.57	1.42	1.51
Other consumer	0.71	0.96	1.13	0.93	0.42	0.40	0.36	0.39
Net chargeoffs/avg loans	0.65	0.64	0.60	0.63	0.37	0.38	0.34	0.36
Real estate loans	0.08	0.11	0.09	0.09	0.10	0.04	0.07	0.07
Commercial loans	-0.06	-0.03	0.02	-0.02	0.25	0.47	0.43	0.38
Total consumer	1.12	1.10	1.06	1.09	2.64	2.23	1.85	2.24
Consumer credit card	1.76	1.53	1.40	1.57	4.93	4.67	3.99	4.53
Other consumer	1.05	1.05	1.02	1.04	2.27	1.84	1.51	1.87
<b>Asset Liability Management (%)</b>								
Loans/savings	58.7	59.7	56.4	58.3	84.0	83.4	82.8	83.4
Loans/assets	51.6	51.0	48.4	50.3	67.8	66.9	66.5	67.1
Core deposits/total deposits	62.3	61.2	59.8	61.1	31.6	31.7	30.8	31.4
<b>Productivity</b>								
Employees per million assets	0.23	0.24	0.24	0.24	0.16	0.16	0.16	0.16

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

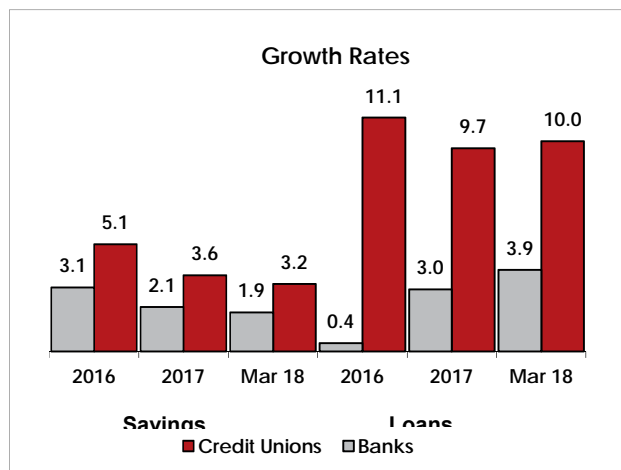
Source: FDIC, NCUA and CUNA E&S

# Alabama Credit Union Profile

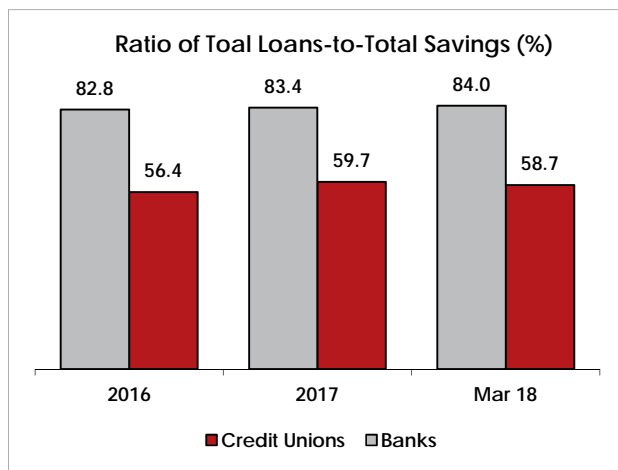
First Quarter 2018

## Credit Union and Bank Comparisons

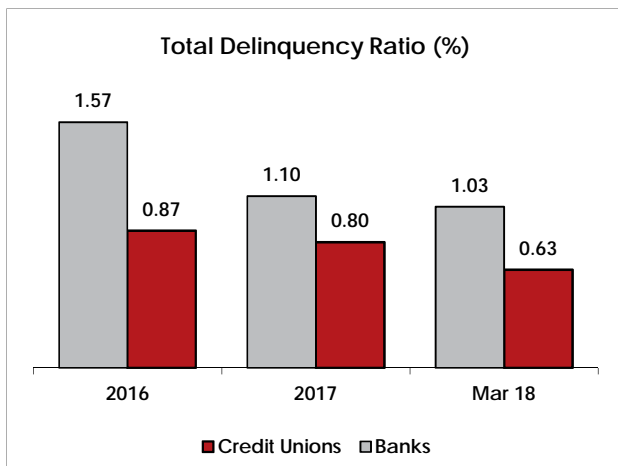
### Loan and Savings Growth Trends



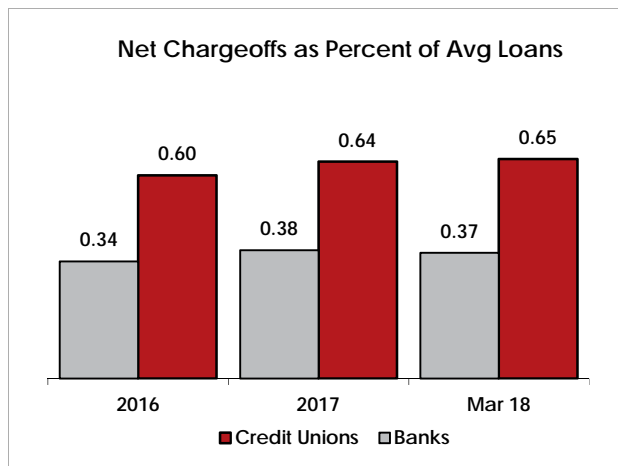
### Liquidity Risk Trends



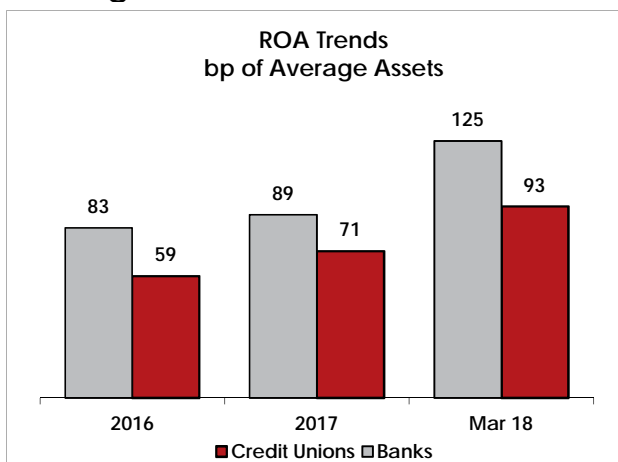
### Credit Risk Trends



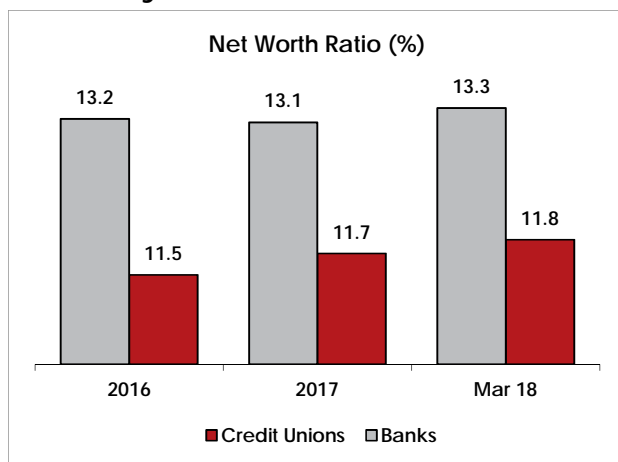
### Credit Risk Trends



### Earnings Trends



### Solvency Trends



# Alabama Credit Union Profile

First Quarter 2018

## Alabama Credit Union Financial Summary

Data as of March 2018

Credit Union Name	State	# of Mergers (Last 12mo)	Assets	Members	Branches	12-Month	12-Month	12-Month	Networth/ Assets	Delinq	Net	ROA	Loans/ Savings	Fixed Rate 1st Mtgs. Assets
						Asset Growth	Loan Growth	Member Growth		Loans/ Loans	Chg-offs/ Avg Loans			
Redstone FCU	AL	0	\$4,706,113,288	415,550	28	-3.7%	18.8%	5.0%	11.5%	0.23%	0.92%	1.44%	46.2%	9.2%
APCO ECU	AL	0	\$2,860,375,410	71,813	15	1.1%	4.6%	-0.1%	11.6%	0.30%	0.20%	0.79%	31.1%	19.6%
America's First FCU	AL	0	\$1,554,083,256	155,986	19	3.9%	9.6%	5.7%	11.0%	0.48%	0.26%	0.84%	75.9%	19.5%
MAX CU	AL	0	\$1,346,318,086	108,512	17	4.2%	10.1%	2.0%	13.7%	0.92%	0.51%	0.88%	71.7%	20.8%
Army Aviation Center FCU	AL	0	\$1,255,355,423	104,000	21	3.6%	28.9%	6.8%	12.8%	0.45%	0.40%	1.16%	70.5%	9.2%
Alabama CU	AL	1	\$876,591,728	82,010	29	14.4%	26.0%	18.3%	10.1%	0.57%	0.25%	0.44%	55.7%	22.8%
Listerhill CU	AL	0	\$780,310,853	90,821	17	3.7%	4.0%	2.6%	10.7%	0.79%	0.80%	0.24%	84.2%	18.8%
Avadian CU	AL	0	\$771,459,347	79,436	20	2.0%	10.8%	4.6%	10.7%	0.33%	0.65%	0.43%	77.4%	14.7%
Family Security CU	AL	0	\$650,190,910	81,932	21	3.9%	9.1%	4.0%	14.4%	0.49%	0.53%	1.47%	72.9%	4.0%
Alabama One CU	AL	0	\$614,927,098	59,561	11	1.2%	8.5%	-3.3%	9.8%	1.30%	0.43%	1.53%	51.8%	18.7%
Guardian CU	AL	0	\$469,632,303	60,052	15	17.7%	27.3%	19.2%	9.2%	0.85%	1.40%	0.61%	92.0%	11.9%
Legacy Community FCU	AL	0	\$432,821,930	38,388	8	-0.1%	10.1%	0.7%	14.3%	0.34%	0.56%	0.55%	67.0%	22.3%
Family Savings CU	AL	0	\$414,586,483	62,847	8	2.1%	7.6%	0.5%	10.8%	1.31%	0.89%	1.04%	83.0%	15.4%
Five Star CU	AL	0	\$404,677,828	39,930	15	4.4%	7.4%	6.2%	11.7%	0.84%	0.60%	1.82%	73.5%	19.9%
TVA Community Credit Union	AL	0	\$316,184,521	18,293	9	0.5%	6.9%	0.4%	15.3%	0.27%	0.13%	1.60%	42.3%	18.1%
AOD FCU	AL	0	\$302,395,871	33,378	5	3.0%	10.1%	2.4%	13.5%	0.57%	0.74%	0.71%	62.3%	5.9%
Alabama Teachers CU	AL	0	\$292,889,846	25,093	6	2.4%	6.5%	3.6%	13.0%	0.63%	0.22%	0.72%	87.6%	15.9%
Alabama State ECU	AL	0	\$283,282,178	39,928	9	9.8%	30.6%	24.7%	11.3%	0.56%	0.60%	1.27%	75.1%	8.0%
WinSouth CU	AL	0	\$266,103,708	34,269	8	1.4%	5.2%	-17.7%	9.2%	1.29%	0.48%	0.46%	74.7%	23.3%
Coosa Pines FCU	AL	0	\$242,712,672	22,060	5	1.0%	6.4%	1.7%	13.6%	0.74%	0.87%	0.96%	63.8%	24.4%
Fort McClellan CU	AL	0	\$238,426,043	24,624	6	1.2%	10.4%	3.2%	13.4%	1.00%	0.63%	0.44%	53.9%	10.1%
New Horizons CU	AL	0	\$217,667,261	39,306	8	-2.9%	-12.6%	-4.7%	5.2%	1.21%	4.83%	-0.60%	57.1%	12.6%
Auburn University FCU	AL	0	\$182,076,342	15,730	2	1.9%	6.4%	-22.5%	11.2%	0.46%	0.36%	0.35%	42.1%	18.8%
Mutual Savings CU	AL	0	\$177,045,476	29,001	9	-3.7%	-4.9%	-30.0%	9.3%	1.38%	0.69%	0.17%	82.7%	36.4%
ACIPCO FCU	AL	0	\$153,657,784	7,738	2	3.2%	5.2%	3.0%	14.0%	0.54%	0.17%	2.15%	87.1%	47.4%
Alabama Central CU	AL	1	\$141,705,112	18,069	9	-0.4%	9.7%	0.3%	8.8%	1.16%	1.05%	0.45%	89.0%	16.4%
eCO CU	AL	0	\$140,448,567	16,075	6	3.3%	2.0%	2.6%	10.7%	0.71%	0.73%	0.73%	48.0%	15.6%
AlaTrust CU	AL	0	\$136,533,864	12,130	6	0.9%	-3.3%	0.1%	13.1%	0.68%	0.74%	0.74%	52.2%	12.3%
Heritage South CU	AL	0	\$126,080,838	11,927	5	6.2%	6.7%	9.1%	10.7%	0.47%	0.73%	0.54%	77.5%	14.3%
RiverFall CU	AL	0	\$121,496,059	9,212	3	-0.8%	11.3%	2.5%	14.6%	0.87%	0.22%	0.67%	48.7%	15.1%
Railroad CU	AL	0	\$106,636,588	5,193	1	-1.8%	-5.2%	-3.7%	12.3%	0.27%	0.62%	0.12%	14.1%	0.1%
Naheola Credit Union	AL	0	\$98,641,267	7,584	4	9.4%	19.8%	6.8%	21.9%	1.35%	0.25%	1.42%	82.2%	27.4%
North Alabama Educators CU	AL	0	\$96,622,928	10,406	4	5.5%	-1.0%	1.7%	7.9%	0.80%	0.29%	0.67%	44.7%	7.4%
Mobile Educators CU	AL	0	\$85,210,663	9,550	3	3.0%	1.3%	-2.0%	10.0%	0.26%	0.06%	0.45%	14.2%	2.1%
Valley CU	AL	0	\$70,950,885	6,686	6	-1.2%	-0.1%	0.5%	17.0%	0.25%	0.88%	0.49%	48.6%	16.5%
Jefferson Credit Union	AL	0	\$67,207,547	7,539	3	-1.5%	-0.5%	0.9%	9.9%	1.35%	1.18%	0.22%	61.5%	7.1%
Mead Coated Board FCU	AL	0	\$53,397,970	1,581	1	-0.6%	1.1%	0.5%	15.1%	1.45%	0.12%	0.65%	21.8%	0.0%
Four Seasons FCU	AL	0	\$53,232,644	8,605	2	1.8%	-3.5%	-0.4%	8.7%	0.76%	1.58%	-0.59%	41.9%	1.1%
Florence FCU	AL	0	\$53,198,697	3,402	3	2.3%	9.4%	0.8%	11.5%	0.05%	0.17%	0.73%	35.7%	19.4%
Champion Community CU	AL	0	\$52,774,040	3,654	4	0.7%	-1.9%	2.4%	11.6%	0.37%	0.68%	-0.41%	66.9%	26.0%
Rocket City FCU	AL	0	\$49,398,881	4,883	2	0.6%	3.4%	1.7%	15.3%	0.18%	0.14%	0.49%	51.5%	5.8%
Wiregrass FCU	AL	0	\$49,088,878	7,264	3	6.3%	2.0%	4.1%	9.3%	1.67%	0.35%	0.88%	88.1%	5.6%
University Of South AL FCU	AL	0	\$45,756,369	8,685	3	4.7%	22.0%	0.4%	9.7%	0.89%	0.35%	0.60%	31.6%	0.0%
Landmark CU	AL	0	\$41,186,576	3,366	3	-2.2%	-4.1%	-3.3%	13.7%	0.42%	0.42%	-0.15%	78.1%	20.2%
Tuscaloosa VA FCU	AL	0	\$39,233,901	3,893	3	-0.9%	0.8%	-2.4%	11.8%	2.17%	-0.56%	0.38%	36.6%	19.2%
1st Resource CU	AL	0	\$38,647,090	2,405	2	6.6%	-5.2%	1.6%	10.7%	0.33%	0.60%	0.90%	88.2%	38.7%
Gulf Coast FCU	AL	0	\$34,028,471	5,084	2	-1.9%	4.0%	1.0%	13.4%	1.00%	1.39%	0.00%	49.3%	11.6%
Alabama Rural Electric CU	AL	0	\$32,864,175	3,751	1	1.4%	16.1%	0.6%	11.8%	0.41%	0.59%	0.43%	67.2%	0.0%
IAM Community FCU	AL	0	\$32,516,005	4,320	2	-0.1%	-4.8%	-8.2%	8.4%	0.48%	0.75%	0.08%	62.9%	17.1%
DCH CU	AL	0	\$31,461,761	4,830	1	1.8%	4.8%	-13.6%	13.4%	3.30%	1.55%	0.66%	43.9%	7.3%
Social Security CU	AL	0	\$30,081,338	3,570	1	1.5%	0.0%	1.5%	21.0%	1.17%	0.20%	0.78%	73.3%	22.6%
Lauderdale County Teachers CU	AL	0	\$29,381,406	2,552	1	2.8%	-3.7%	-1.6%	12.3%	0.51%	-0.01%	0.54%	42.2%	22.9%
Azalea City CU	AL	0	\$28,124,177	3,553	3	12.3%	10.8%	6.7%	14.4%	4.57%	2.69%	0.34%	82.6%	6.6%
WCU Credit Union	AL	0	\$26,293,298	3,433	2	6.0%	-3.4%	-1.1%	9.5%	0.00%	0.11%	0.12%	52.2%	9.7%
Electrical Workers 558 FCU	AL	0	\$24,933,462	2,681	1	4.5%	7.8%	1.4%	20.0%	0.25%	-0.10%	0.77%	77.2%	0.0%
McIntosh Chemical FCU	AL	0	\$23,981,760	2,425	1	5.5%	-1.3%	0.2%	14.9%	2.30%	0.44%	-0.35%	35.7%	5.1%
Brewton Mill FCU	AL	0	\$22,758,451	1,603	1	5.1%	15.9%	0.1%	9.2%	1.77%	0.96%	0.56%	76.0%	1.3%





# Alabama Credit Union Profile

First Quarter 2018

## Alabama Credit Union Financial Summary

Data as of March 2018

Credit Union Name	State	# of Mergers (Last 12mo)	Assets	Members	Branches	12-Month Asset Growth	12-Month Loan Growth	12-Month Member Growth	Networth/ Assets	Delinq Loans/ Loans	Net Chg-offs/ Avg Loans	ROA	Loans/ Savings	Fixed Rate 1st Mtgs. Assets
\$5 million and less			19	620	1	-4.0%	-4.6%	-1.1%	17.8%	1.86%	1.40%	-0.14%	59.7%	2.4%
\$5 to \$10 million			15	915	1	0.9%	1.4%	-0.8%	17.1%	1.44%	1.14%	0.56%	54.0%	2.6%
\$10 to \$20 million			13	1,666	1	2.4%	3.8%	-0.2%	18.4%	1.48%	1.04%	0.16%	57.9%	6.1%
\$20 to \$50 million			23	3,433	2	3.0%	3.1%	-0.6%	13.2%	1.20%	0.61%	0.49%	58.8%	11.6%
\$50 to \$100 million			9	7,539	3	2.6%	4.1%	1.1%	12.8%	0.85%	0.60%	0.50%	46.9%	12.2%
\$100 to \$250 million			12	15,903	6	0.5%	2.4%	-7.1%	11.3%	0.87%	1.12%	0.53%	60.4%	19.2%
\$250 million+			19	62,847	15	1.8%	13.2%	4.7%	11.7%	0.56%	0.59%	1.02%	58.9%	15.0%

Source: NCUA and CUNA E&S. Net chargeoff and ROA data is year-to-date annualized. ROA is net income in basis points of average assets. Summary data by asset size is reported as medians.