

# Alabama Credit Union Profile

First Quarter 2019

CUNA Economics & Statistics



## Overview by Year

	U.S. CUs	Alabama CUs
<b>Demographic Information</b>		
	Mar 19	Mar 19
Number of CUs	5,448	108
Assets per CU (\$ mil)	279.7	217.2
Median assets (\$ mil)	34.9	24.7
Total assets (\$ mil)	1,523,874	23,459
Total loans (\$ mil)	1,063,602	12,634
Total surplus funds (\$ mil)	395,052	9,733
Total savings (\$ mil)	1,288,326	20,483
Total memberships (thousands)	118,654	2,094
<b>Growth Rates (%)</b>		
Total assets	6.3	5.3
Total loans	7.8	9.8
Total surplus funds	1.4	-0.3
Total savings	5.8	4.5
Total memberships	4.0	4.2
% CUs with increasing assets	63.4	60.2
<b>Earnings - Basis Pts.</b>		
Yield on total assets	394	364
Dividend/interest cost of assets	82	79
Net interest margin	312	286
Fee & other income	138	157
Operating expense	313	320
Loss Provisions	43	32
Net Income (ROA) with Stab Exp	95	89
Net Income (ROA) without Stab Exp	95	89
% CUs with positive ROA	86.2	83.3
<b>Capital Adequacy (%)</b>		
Net worth/assets	11.1	12.0
% CUs with NW > 7% of assets	98.1	98.1
<b>Asset Quality</b>		
Delinquencies (60+ day \$)/loans (%)	0.58	0.62
Net chargeoffs/average loans (%)	0.57	0.52
Total borrower-bankruptcies	222,268	6,360
Bankruptcies per CU	40.8	58.9
Bankruptcies per 1000 members	1.9	3.0
<b>Asset/Liability Management</b>		
Loans/savings	82.6	61.7
Loans/assets	69.8	53.9
Net Long-term assets/assets	33.2	34.2
Liquid assets/assets	13.7	17.0
Core deposits/shares & borrowings	50.5	61.5
<b>Productivity</b>		
Members/potential members (%)	3	7
Borrowers/members (%)	58	50
Members/FTE	387	388
Average shares/member (\$)	10,858	9,783
Average loan balance (\$)	15,461	12,121
Employees per million in assets	0.20	0.23
<b>Structure (%)</b>		
Fed CUs w/ single-sponsor	11.7	12.0
Fed CUs w/ community charter	16.7	13.9
Other Fed CUs	33.0	18.5
CUs state chartered	38.5	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.

## Overview: State Trends

	U.S.	Alabama Credit Unions						
	Mar 19	Mar 19	2018	2017	2016	2015	2014	2013
<b>Demographic Information</b>								
Number of CUs	5,448	108	110	113	115	115	118	120
Assets per CU (\$ mil)	279.7	217.2	205.0	195.9	185.2	175.4	161.0	152.9
Median assets (\$ mil)	34.9	24.7	24.1	23.3	22.0	21.4	20.6	20.3
Total assets (\$ mil)	1,523,874	23,459	22,550	22,140	21,300	20,168	18,999	18,343
Total loans (\$ mil)	1,063,602	12,634	12,484	11,295	10,299	9,266	8,635	8,123
Total surplus funds (\$ mil)	395,052	9,733	9,015	9,821	10,032	9,998	9,475	9,389
Total savings (\$ mil)	1,288,326	20,483	19,741	18,915	18,253	17,365	16,577	16,122
Total memberships (thousands)	118,654	2,094	2,064	1,992	1,971	1,943	1,919	1,878
<b>Growth Rates (%)</b>								
Total assets	6.3	5.3	1.9	3.9	5.6	6.2	3.6	3.2
Total loans	7.8	9.8	10.5	9.7	11.1	7.3	6.3	5.0
Total surplus funds	1.4	-0.3	-8.2	-2.1	0.3	5.5	0.9	1.5
Total savings	5.8	4.5	4.4	3.6	5.1	4.8	2.8	3.6
Total memberships	4.0	4.2	3.6	1.1	1.4	1.3	2.2	2.2
% CUs with increasing assets	63.4	60.2	56.4	71.7	68.7	71.3	63.6	65.0
<b>Earnings - Basis Pts.</b>								
Yield on total assets	394	364	341	311	297	295	299	298
Dividend/interest cost of assets	82	79	67	53	48	50	53	60
Net interest margin	312	286	274	258	249	246	246	238
Fee & other income	138	157	168	157	150	143	142	145
Operating expense	313	320	325	310	307	303	295	302
Loss Provisions	43	32	38	34	33	24	27	28
Net Income (ROA) with Stab Exp	95	89	79	71	59	62	65	54
Net Income (ROA) without Stab Exp	95	89	79	71	59	62	65	60
% CUs with positive ROA	86.2	83.3	83.6	82.3	91.3	87.0	82.2	83.3
<b>Capital Adequacy (%)</b>								
Net worth/assets	11.1	12.0	12.3	11.7	11.5	11.5	11.6	11.3
% CUs with NW > 7% of assets	98.1	98.1	98.2	98.2	98.3	99.1	99.2	99.2
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.58	0.62	0.76	0.80	0.87	0.87	1.00	1.36
Net chargeoffs/average loans (%)	0.57	0.52	0.61	0.64	0.60	0.56	0.60	0.66
Total borrower-bankruptcies	222,268	6,360	5,728	6,078	5,553	4,747	4,821	5,154
Bankruptcies per CU	40.8	58.9	52.1	53.8	48.3	41.3	40.9	43.0
Bankruptcies per 1000 members	1.9	3.0	2.8	3.1	2.8	2.4	2.5	2.7
<b>Asset/Liability Management</b>								
Loans/savings	82.6	61.7	63.2	59.7	56.4	53.4	52.1	50.4
Loans/assets	69.8	53.9	55.4	51.0	48.4	45.9	45.4	44.3
Net Long-term assets/assets	33.2	34.2	34.1	34.5	35.6	36.5	37.8	39.1
Liquid assets/assets	13.7	17.0	15.2	18.7	18.9	19.5	17.0	17.7
Core deposits/shares & borrowings	50.5	61.5	61.1	61.1	59.7	58.4	56.0	54.0
<b>Productivity</b>								
Members/potential members (%)	3	7	7	7	7	8	7	7
Borrowers/members (%)	58	50	51	50	48	46	45	44
Members/FTE	387	388	387	382	390	402	405	409
Average shares/member (\$)	10,858	9,783	9,565	9,496	9,261	8,936	8,640	8,586
Average loan balance (\$)	15,461	12,121	11,972	11,321	10,876	10,348	10,022	9,771
Employees per million in assets	0.20	0.23	0.24	0.24	0.24	0.24	0.25	0.25
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	11.7	12.0	12.7	13.3	12.2	12.2	12.7	12.5
Fed CUs w/ community charter	16.7	13.9	12.7	13.3	13.0	13.0	12.7	12.5
Other Fed CUs	33.0	18.5	20.9	19.5	21.7	21.7	21.2	20.8
CUs state chartered	38.5	55.6	53.6	54.0	53.0	53.0	53.4	54.2

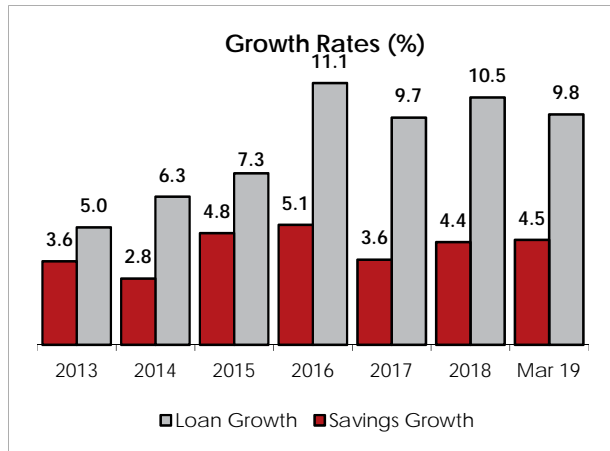
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.

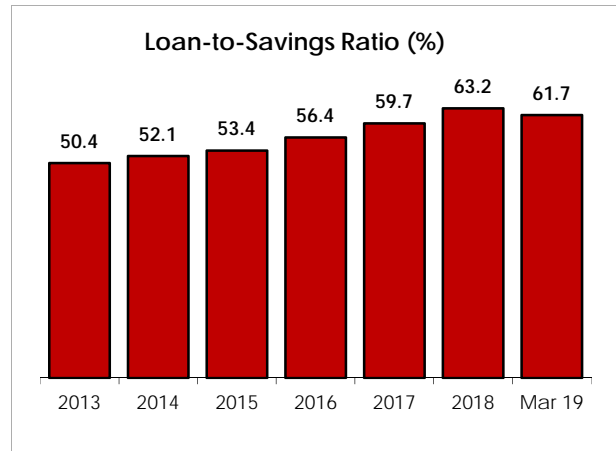
# Alabama Credit Union Profile

First Quarter 2019

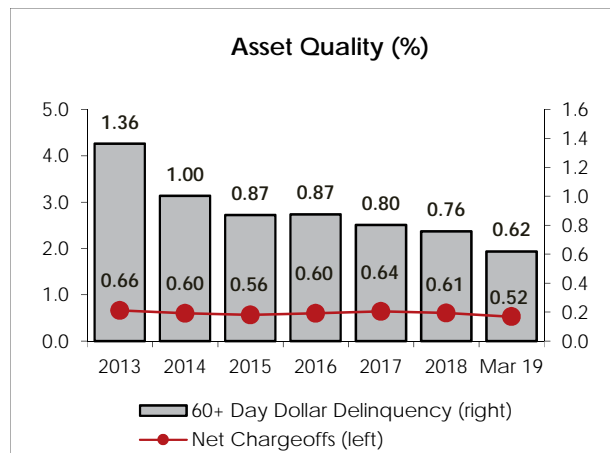
## Loan and Savings Growth Trends



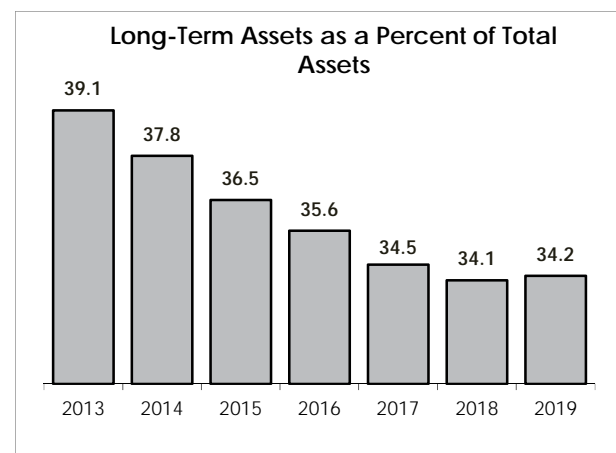
## Liquidity Trends



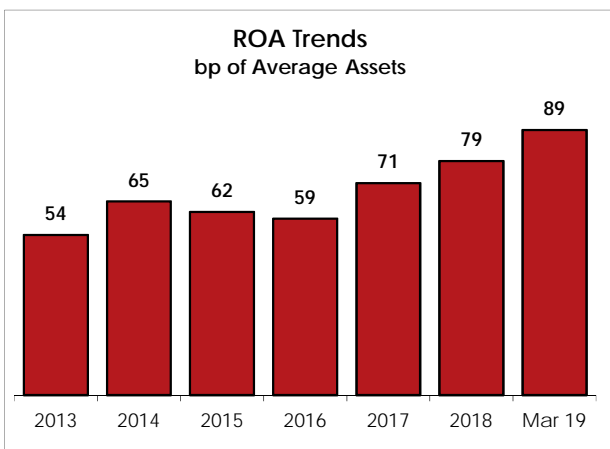
## Credit Risk Trends



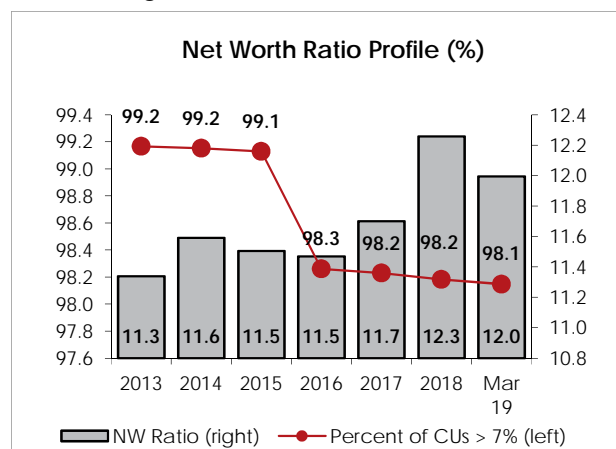
## Interest Rate Risk Trends



## Earnings Trends



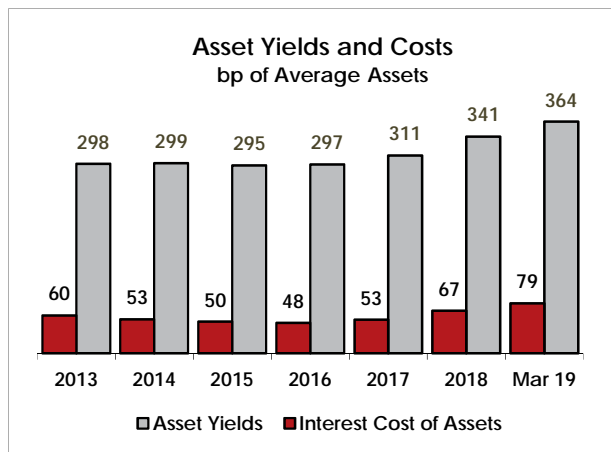
## Solvency Trends



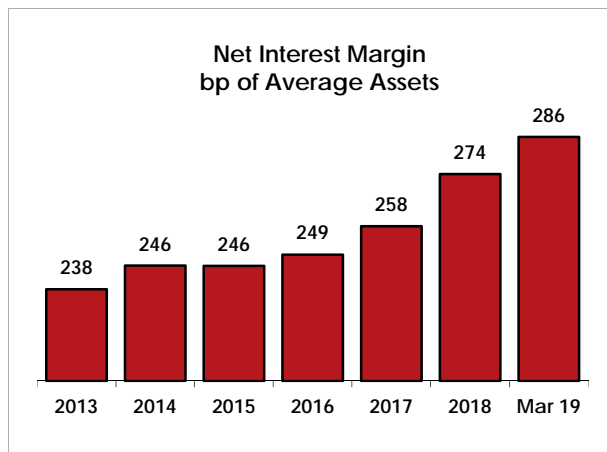
# Alabama Credit Union Profile

First Quarter 2019

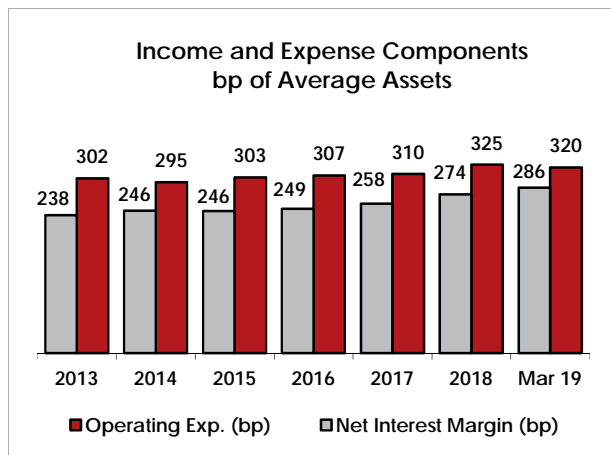
## Asset Yields and Funding Costs



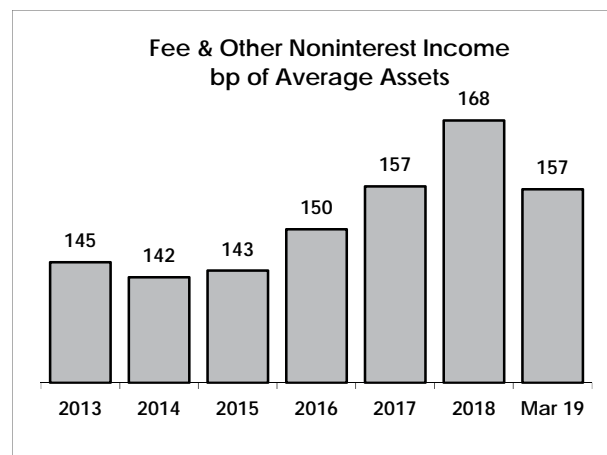
## Interest Margins



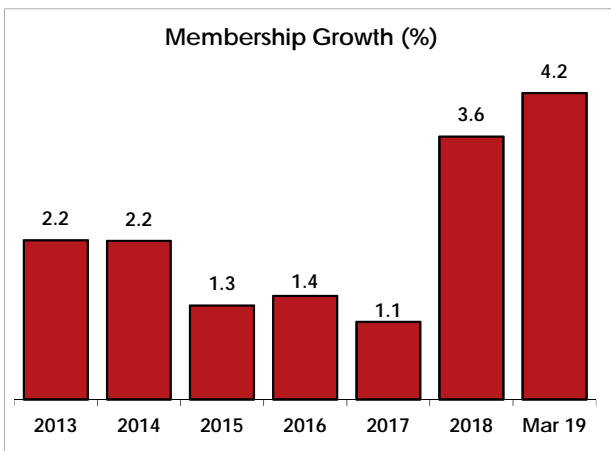
## Interest Margins & Overhead



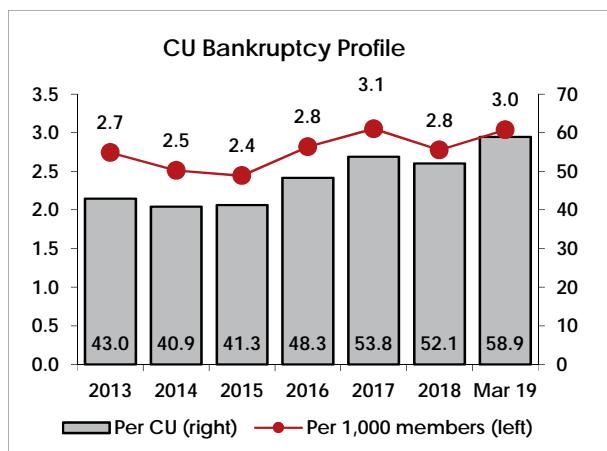
## Noninterest Income



## Membership Growth Trends



## Borrower Bankruptcies



## Overview: State Results by Asset Size

	AL	Alabama Credit Union Asset Groups - 2019						
	Mar 19	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
<b>Demographic Information</b>								
Number of CUs	108	47	20	9	13	8	6	5
Assets per CU (\$ mil)	217.2	7.9	30.2	66.4	160.7	358.2	731.6	2,508.8
Median assets (\$ mil)	24.7	6.1	28.1	58.1	144.9	323.6	752.6	1,643.6
Total assets (\$ mil)	23,459	369	604	597	2,090	2,866	4,389	12,544
Total loans (\$ mil)	12,634	177	308	219	1,203	1,806	2,902	6,018
Total surplus funds (\$ mil)	9,733	185	271	349	759	885	1,251	6,034
Total savings (\$ mil)	20,483	299	521	524	1,822	2,493	3,860	10,964
Total memberships (thousands)	2,094	56	68	57	222	301	474	916
<b>Growth Rates (%)</b>								
Total assets	5.3	-1.5	2.4	2.6	0.3	5.6	5.4	7.0
Total loans	9.8	2.8	5.5	1.9	7.0	7.1	10.6	12.5
Total surplus funds	-0.3	-5.1	-0.9	3.2	-8.4	3.2	-4.7	1.5
Total savings	4.5	-2.0	2.0	2.2	-0.6	4.9	4.9	6.1
Total memberships	4.2	-1.2	0.3	1.0	1.3	3.1	4.5	7.0
% CUs with increasing assets	60.2	34.0	75.0	77.8	61.5	100.0	100.0	100.0
<b>Earnings - Basis Pts.</b>								
Yield on total assets	364	439	383	336	363	381	391	350
Dividend/interest cost of assets	79	52	54	59	58	58	73	92
Net interest margin	286	387	329	277	305	323	318	258
Fee & other income	157	102	140	132	137	221	205	132
Operating expense	320	420	393	342	340	406	388	267
Loss Provisions	32	41	19	21	25	44	35	31
Net Income (ROA) with Stab Exp	89	28	57	46	77	93	100	93
Net Income (ROA) without Stab Exp	89	28	57	46	77	93	100	93
% CUs with positive ROA	83.3	72.3	85.0	88.9	92.3	100.0	100.0	100.0
<b>Capital Adequacy (%)</b>								
Net worth/assets	12.0	18.9	13.4	11.8	12.5	12.7	11.2	11.8
% CUs with NW > 7% of assets	98.1	95.7	100.0	100.0	100.0	100.0	100.0	100.0
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.62	1.63	1.12	0.75	0.74	0.73	0.70	0.46
Net chargeoffs/average loans (%)	0.52	1.71	0.41	0.44	0.51	0.58	0.58	0.46
Total borrower-bankruptcies	6,360	348	172	152	564	1,484	2,124	1,516
Bankruptcies per CU	58.9	7.4	8.6	16.9	43.4	185.5	354.0	303.2
Bankruptcies per 1000 members	3.0	6.2	2.5	2.7	2.5	4.9	4.5	1.7
<b>Asset/Liability Management (%)</b>								
Loans/savings	61.7	59.1	59.2	41.9	66.0	72.5	75.2	54.9
Loans/assets	53.9	47.9	51.0	36.7	57.6	63.0	66.1	48.0
Net Long-term assets/assets	34.2	10.8	16.4	27.3	25.9	30.7	30.1	39.7
Liquid assets/assets	17.0	32.5	25.2	26.9	17.6	15.8	17.4	15.6
Core deposits/shares & borrowings	61.5	72.9	66.4	65.9	62.0	64.1	53.3	62.9
<b>Productivity</b>								
Members/potential members (%)	7	7	4	2	3	8	5	23
Borrowers/members (%)	50	47	49	47	42	50	55	49
Members/FTE	388	373	351	357	379	351	364	426
Average shares/member (\$)	9,783	5,354	7,668	9,206	8,225	8,279	8,137	11,970
Average loan balance (\$)	12,121	6,706	9,289	8,280	12,960	11,898	11,141	13,340
Employees per million in assets	0.23	0.41	0.32	0.27	0.28	0.30	0.30	0.17
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	12.0	21.3	5.0	11.1	7.7	0.0	0.0	0.0
Fed CUs w/ community charter	13.9	12.8	25.0	11.1	7.7	12.5	0.0	20.0
Other Fed CUs	18.5	21.3	25.0	22.2	0.0	12.5	0.0	40.0
CUs state chartered	55.6	44.7	45.0	55.6	84.6	75.0	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.

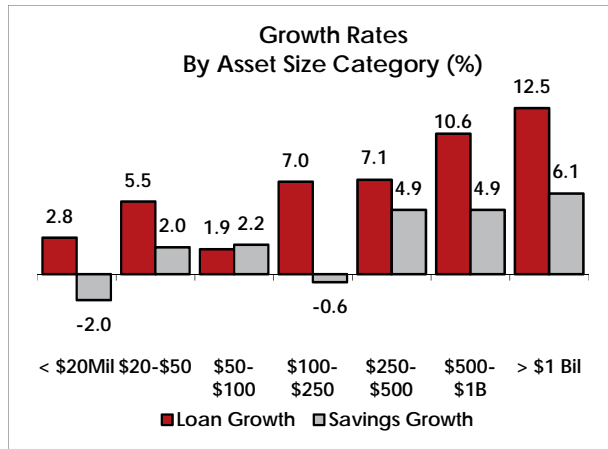
Source: NCUA and CUNA E&S.

# Alabama Credit Union Profile

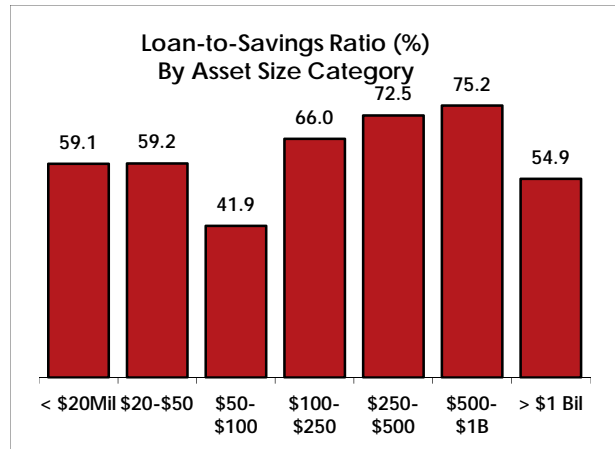
First Quarter 2019

## Results By Asset Size

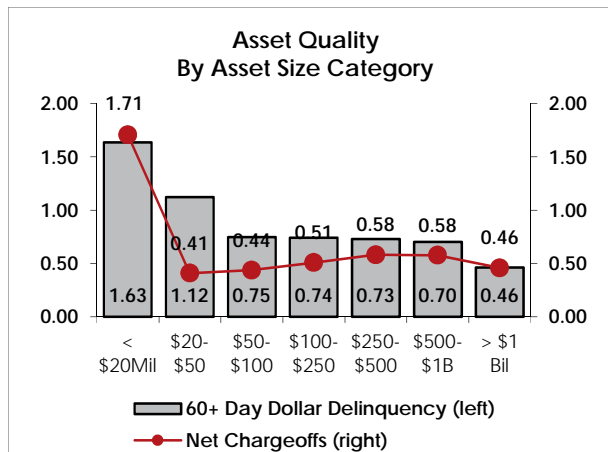
### Loan and Savings growth



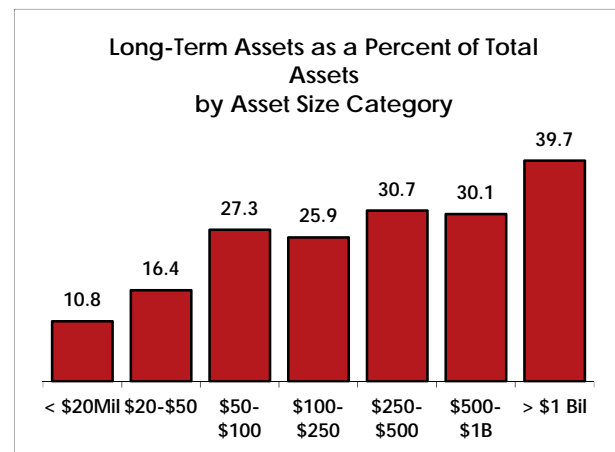
### Liquidity Risk Exposure



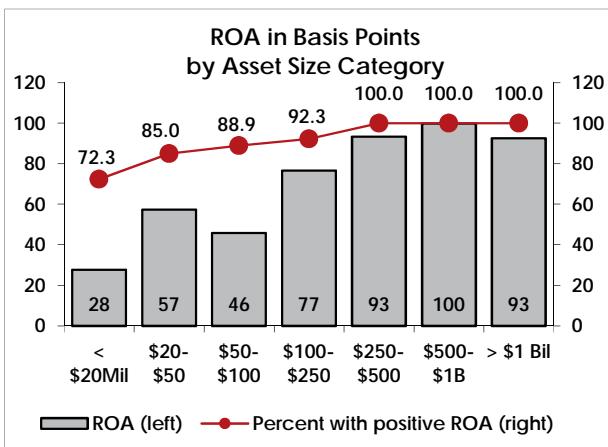
### Credit Risk Exposure



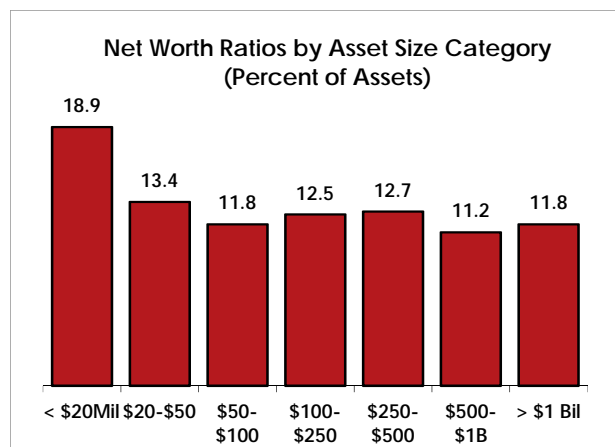
### Interest Rate Risk Exposure



### Earnings



### Solvency



## Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2019						
Demographic Information	Mar 19	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	5,448	2,088	1,026	702	705	348	261	318
Assets per CU (\$ mil)	279.7	7.5	32.5	71.9	158.7	351.4	704.1	3,164.3
Median assets (\$ mil)	34.9	6.4	31.4	71.0	150.5	341.2	679.3	1,761.8
Total assets (\$ mil)	1,523,874	15,759	33,386	50,509	111,908	122,272	183,781	1,006,260
Total loans (\$ mil)	1,063,602	7,923	17,743	28,815	72,126	83,639	129,585	723,772
Total surplus funds (\$ mil)	395,052	7,493	14,453	19,407	33,956	32,321	44,829	242,593
Total savings (\$ mil)	1,288,326	13,379	28,986	44,059	97,611	105,765	156,598	841,927
Total memberships (thousands)	118,654	2,441	3,791	5,289	10,585	10,872	14,895	70,782
<b>Growth Rates (%)</b>								
Total assets	6.3	-0.2	1.0	2.2	3.6	5.0	6.0	8.2
Total loans	7.8	5.2	5.3	5.7	7.1	7.6	8.6	8.8
Total surplus funds	1.4	-5.4	-4.0	-2.9	-3.7	-1.9	-1.4	5.1
Total savings	5.8	-0.8	0.4	1.6	2.9	4.2	5.2	7.8
Total memberships	4.0	-1.0	-0.2	0.2	1.8	2.3	3.4	6.5
<i>% CUs with increasing assets</i>	63.4	46.0	58.0	69.5	79.9	87.6	90.8	96.9
<b>Earnings - Basis Pts.</b>								
Yield on total assets	394	390	376	377	387	393	393	396
Dividend/interest cost of assets	82	40	40	45	55	62	67	94
Net interest margin	312	350	336	332	333	332	326	302
Fee & other income	138	80	108	122	138	145	147	139
Operating expense	313	367	366	371	377	371	357	284
Loss Provisions	43	26	22	26	29	34	34	49
Net Income (ROA) with Stab Exp	95	37	56	57	64	72	82	108
Net Income (ROA) without Stab Exp	95	37	56	57	64	72	82	108
<i>% CUs with positive ROA</i>	86.2	75.1	88.5	91.7	94.5	97.7	97.7	99.4
<b>Capital Adequacy (%)</b>								
Net worth/assets	11.1	14.6	12.6	11.8	11.3	11.1	11.1	11.0
<i>% CUs with NW &gt; 7% of assets</i>	98.1	97.1	97.9	98.4	98.9	99.1	100.0	100.0
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.58	1.29	0.86	0.76	0.64	0.60	0.56	0.55
Net chargeoffs/average loans (%)	0.57	0.56	0.47	0.46	0.50	0.50	0.49	0.60
Total borrower-bankruptcies	222,268	5,156	7,148	9,248	20,580	21,812	38,648	119,676
Bankruptcies per CU	40.8	2.5	7.0	13.2	29.2	62.7	148.1	376.3
Bankruptcies per 1000 members	1.9	2.1	1.9	1.7	1.9	2.0	2.6	1.7
<b>Asset/Liability Management</b>								
Loans/savings	82.6	59.2	61.2	65.4	73.9	79.1	82.8	86.0
Loans/assets	69.8	50.3	53.1	57.0	64.5	68.4	70.5	71.9
Net Long-term assets/assets	33.2	11.9	20.2	24.2	28.4	31.6	35.1	34.8
Liquid assets/assets	13.7	28.5	23.5	20.7	16.7	14.3	13.1	12.5
Core deposits/shares & borrowings	50.5	79.9	71.5	66.6	60.9	57.4	54.4	45.7
<b>Productivity</b>								
Members/potential members (%)	3	5	3	3	3	3	3	3
Borrowers/members (%)	58	42	54	53	55	55	56	60
Members/FTE	387	395	399	371	340	342	344	414
Average shares/member (\$)	10,858	5,481	7,647	8,331	9,222	9,728	10,514	11,895
Average loan balance (\$)	15,461	7,661	8,714	10,305	12,399	14,097	15,416	16,922
Employees per million in assets	0.20	0.39	0.28	0.28	0.28	0.26	0.24	0.17
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	11.7	23.6	7.9	3.6	2.4	2.0	3.1	2.2
Fed CUs w/ community charter	16.7	8.6	20.9	23.4	28.4	23.0	15.3	10.7
Other Fed CUs	33.0	36.6	34.7	32.8	27.5	25.0	24.5	32.1
CUs state chartered	38.5	31.1	36.5	40.3	41.7	50.0	57.1	55.0

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.



## Portfolio: State Trends

	U.S.	Alabama Credit Unions						
Growth Rates	Mar 19	2019	2018	2017	2016	2015	2014	2013
Credit cards	7.7%	5.2%	4.4%	6.0%	6.1%	4.0%	4.9%	1.7%
Other unsecured loans	8.5%	2.0%	3.7%	2.1%	6.8%	4.2%	5.5%	5.6%
New automobile	8.5%	23.4%	41.0%	23.8%	24.9%	14.9%	8.4%	-0.8%
Used automobile	7.3%	12.1%	7.8%	11.9%	15.8%	11.6%	6.3%	4.3%
First mortgage	7.9%	5.8%	6.1%	6.8%	7.3%	3.2%	3.8%	7.4%
HEL & 2nd Mtg	8.1%	3.2%	5.0%	3.3%	5.3%	0.1%	1.6%	-2.6%
Commercial loans*	11.7%	17.2%	18.6%	-2.9%	16.4%	1.5%	2.5%	4.9%
Share drafts	4.8%	5.2%	6.1%	6.8%	6.5%	14.4%	9.6%	6.1%
Certificates	18.0%	16.9%	10.3%	0.6%	1.3%	-3.8%	-3.4%	-2.6%
IRAs	1.6%	0.5%	2.0%	-4.4%	1.9%	0.1%	-1.2%	1.2%
Money market shares	0.2%	0.2%	-0.3%	2.3%	1.6%	0.8%	-0.3%	0.2%
Regular shares	4.0%	2.5%	3.9%	5.8%	7.7%	8.0%	5.9%	7.9%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.8%	4.8%	5.1%	5.4%	5.6%	5.8%	6.0%	6.1%
Other unsecured loans/total loans	4.1%	4.8%	5.1%	5.4%	5.8%	6.0%	6.2%	6.2%
New automobile/total loans	13.9%	13.0%	14.6%	11.4%	10.1%	9.0%	8.4%	8.2%
Used automobile/total loans	21.0%	31.5%	29.3%	30.1%	29.5%	28.3%	27.2%	27.2%
First mortgage/total loans	41.0%	32.8%	33.0%	34.4%	35.3%	36.6%	38.0%	39.0%
HEL & 2nd Mtg/total loans	8.4%	4.7%	4.8%	5.0%	5.3%	5.6%	6.0%	6.3%
Commercial loans/total loans	7.0%	5.8%	5.6%	5.2%	5.9%	5.7%	6.0%	6.2%
Share drafts/total savings	14.9%	14.3%	13.7%	13.4%	13.0%	12.9%	11.8%	11.1%
Certificates/total savings	19.9%	16.4%	16.1%	15.2%	15.7%	16.3%	17.7%	18.9%
IRAs/total savings	6.2%	8.7%	9.0%	9.2%	10.0%	10.3%	10.8%	11.2%
Money market shares/total savings	20.7%	12.6%	12.9%	13.5%	13.7%	14.1%	14.7%	15.1%
Regular shares/total savings	36.4%	47.2%	47.5%	47.7%	46.7%	45.6%	44.2%	43.0%
<b>Percent of CUs Offering</b>								
Credit cards	62.0%	52.8%	53.6%	53.1%	53.0%	51.3%	50.8%	50.0%
Other unsecured loans	99.4%	99.1%	99.1%	99.1%	99.1%	98.3%	98.3%	98.3%
New automobile	95.7%	99.1%	99.1%	99.1%	99.1%	99.1%	99.2%	99.2%
Used automobile	97.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
First mortgage	69.0%	79.6%	80.0%	79.6%	80.0%	80.0%	78.0%	76.7%
HEL & 2nd Mtg	69.5%	67.6%	68.2%	67.3%	70.4%	70.4%	69.5%	70.0%
Commercial loans	34.9%	35.2%	33.6%	35.4%	36.5%	35.7%	35.6%	35.0%
Share drafts	80.4%	76.9%	77.3%	77.0%	77.4%	77.4%	77.1%	76.7%
Certificates	81.8%	81.5%	80.9%	79.6%	80.9%	80.9%	82.2%	82.5%
IRAs	68.7%	70.4%	70.0%	69.0%	71.3%	71.3%	72.0%	71.7%
Money market shares	52.3%	47.2%	47.3%	45.1%	45.2%	45.2%	43.2%	42.5%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.9%	12.7%	12.5%	12.7%	12.5%	13.0%	12.8%	12.4%
Other unsecured loans	11.4%	13.0%	13.9%	14.4%	14.3%	14.0%	13.8%	13.5%
New automobile	6.2%	3.3%	4.3%	2.9%	2.4%	2.1%	2.0%	2.2%
Used automobile	15.0%	14.6%	13.6%	14.0%	13.2%	12.3%	11.7%	11.7%
First mortgage	2.4%	2.0%	2.1%	2.1%	2.0%	2.0%	2.0%	2.0%
HEL & 2nd Mtg	2.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.2%
Commercial loans	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.3%
Share drafts	57.4%	55.9%	56.2%	55.0%	53.2%	51.8%	50.2%	49.4%
Certificates	8.2%	5.2%	5.1%	5.1%	5.3%	5.5%	5.9%	6.5%
IRAs	4.1%	3.7%	3.8%	4.0%	4.2%	4.3%	4.3%	4.5%
Money market shares	6.9%	3.6%	3.6%	3.8%	4.0%	4.2%	4.3%	4.5%

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

Growth Rates	AL	Alabama Credit Union Asset Groups - 2019						
	Mar 19	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Credit cards	5.2%	8.3%	1.2%	-1.5%	5.3%	3.5%	2.6%	7.0%
Other unsecured loans	2.0%	-6.5%	0.4%	-3.4%	-3.7%	1.9%	-1.1%	7.6%
New automobile	23.4%	13.7%	21.4%	13.2%	28.9%	28.8%	33.1%	20.7%
Used automobile	12.1%	3.4%	9.0%	5.2%	8.8%	5.8%	9.4%	19.9%
First mortgage	5.8%	-2.0%	-2.8%	-1.9%	6.2%	3.1%	10.7%	4.9%
HEL & 2nd Mtg	3.2%	-15.3%	10.4%	-5.8%	-5.9%	-0.9%	0.4%	7.4%
Commercial loans*	17.2%	56.1%	20.4%	-33.8%	35.0%	1.3%	26.5%	14.3%
Share drafts	5.2%	5.5%	5.8%	5.4%	3.3%	6.4%	7.5%	4.6%
Certificates	16.9%	-1.7%	2.6%	5.3%	2.2%	16.7%	11.0%	29.0%
IRAs	0.5%	-9.9%	-0.3%	-1.0%	-4.6%	-0.9%	2.1%	1.5%
Money market shares	0.2%	-0.8%	4.8%	-7.7%	-7.0%	-7.1%	-3.2%	3.8%
Regular shares	2.5%	-2.3%	2.5%	2.4%	-0.6%	2.5%	4.1%	3.1%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	4.8%	0.8%	2.4%	3.9%	2.8%	3.8%	3.8%	6.3%
Other unsecured loans/total loans	4.8%	17.4%	7.9%	10.2%	4.7%	4.7%	3.9%	4.5%
New automobile/total loans	13.0%	21.4%	14.6%	11.2%	10.7%	11.7%	10.5%	14.8%
Used automobile/total loans	31.5%	38.9%	34.9%	35.9%	28.3%	36.2%	33.0%	29.5%
First mortgage/total loans	32.8%	12.1%	28.3%	27.6%	41.6%	33.2%	35.4%	30.7%
HEL & 2nd Mtg/total loans	4.7%	2.3%	3.3%	4.3%	4.0%	2.7%	5.1%	5.3%
Commercial loans/total loans	5.8%	0.1%	0.3%	0.6%	3.1%	5.4%	9.1%	5.4%
Share drafts/total savings	14.3%	9.9%	14.0%	17.1%	15.3%	21.5%	17.5%	11.3%
Certificates/total savings	16.4%	13.8%	16.2%	12.6%	19.6%	19.7%	22.5%	13.2%
IRAs/total savings	8.7%	4.5%	7.7%	11.2%	9.1%	6.4%	9.8%	8.8%
Money market shares/total savings	12.6%	3.7%	7.4%	5.1%	8.4%	6.6%	14.3%	14.8%
Regular shares/total savings	47.2%	63.0%	52.4%	48.9%	46.9%	42.5%	35.8%	51.6%
<b>Percent of CUs Offering</b>								
Credit cards	52.8%	14.9%	55.0%	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	79.6%	55.3%	95.0%	100.0%	100.0%	100.0%	100.0%	100.0%
HEL & 2nd Mtg	67.6%	34.0%	85.0%	88.9%	100.0%	100.0%	100.0%	100.0%
Commercial loans	35.2%	8.5%	20.0%	44.4%	61.5%	87.5%	100.0%	100.0%
Share drafts	76.9%	53.2%	90.0%	88.9%	100.0%	100.0%	100.0%	100.0%
Certificates	81.5%	66.0%	85.0%	88.9%	100.0%	100.0%	100.0%	100.0%
IRAs	70.4%	40.4%	80.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Money market shares	47.2%	19.1%	50.0%	55.6%	76.9%	87.5%	100.0%	80.0%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	12.7%	6.6%	10.4%	15.1%	8.4%	10.5%	13.4%	14.1%
Other unsecured loans	13.0%	26.9%	17.6%	15.8%	11.1%	15.0%	12.8%	11.6%
New automobile	3.3%	3.5%	3.1%	2.0%	2.7%	2.8%	3.1%	3.9%
Used automobile	14.6%	11.6%	13.7%	11.7%	13.2%	16.2%	17.7%	13.3%
First mortgage	2.0%	1.3%	2.0%	1.7%	2.6%	2.3%	2.0%	1.9%
HEL & 2nd Mtg	1.1%	0.7%	0.5%	0.7%	0.8%	0.7%	1.2%	1.3%
Commercial loans	0.2%	0.2%	6.7%	0.3%	0.3%	0.3%	0.2%	0.1%
Share drafts	55.9%	40.6%	50.7%	53.5%	54.5%	62.0%	56.5%	55.2%
Certificates	5.2%	4.6%	4.6%	4.7%	5.7%	6.1%	5.0%	5.0%
IRAs	3.7%	2.4%	2.9%	3.7%	3.5%	2.8%	3.6%	4.3%
Money market shares	3.6%	2.7%	2.7%	2.8%	3.1%	1.3%	3.6%	4.4%

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 - 2019						
	Mar 19	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
<b>Growth Rates</b>								
Credit cards	7.7%	-1.7%	0.3%	0.7%	2.8%	2.5%	4.2%	9.4%
Other unsecured loans	8.5%	0.0%	0.4%	1.6%	3.1%	5.8%	9.1%	11.9%
New automobile	8.5%	12.3%	13.0%	12.0%	14.6%	11.9%	9.4%	7.6%
Used automobile	7.3%	6.4%	6.6%	7.1%	8.2%	7.7%	7.4%	7.8%
First mortgage	7.9%	2.5%	5.0%	4.0%	5.8%	7.1%	9.4%	8.7%
HEL & 2nd Mtg	8.1%	-2.4%	-0.1%	3.3%	4.3%	8.3%	8.8%	9.3%
Commercial loans*	11.7%	-0.2%	-2.1%	5.9%	11.7%	11.4%	12.3%	16.8%
Share drafts	4.8%	4.0%	5.5%	4.1%	4.9%	6.1%	5.3%	5.1%
Certificates	18.0%	-1.1%	0.5%	5.4%	8.9%	14.6%	17.4%	21.8%
IRAs	1.6%	-7.5%	-4.9%	-3.4%	-2.4%	-0.6%	0.4%	3.9%
Money market shares	0.2%	-4.6%	-5.2%	-4.5%	-3.6%	-3.1%	-0.1%	1.4%
Regular shares	4.0%	-1.1%	0.3%	1.5%	2.6%	2.3%	3.2%	6.0%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.8%	2.6%	3.9%	3.9%	3.7%	4.1%	4.1%	6.6%
Other unsecured loans/total loans	4.1%	15.2%	8.3%	6.5%	4.9%	4.4%	4.3%	3.6%
New automobile/total loans	13.9%	21.7%	15.7%	14.0%	13.3%	13.3%	13.8%	13.9%
Used automobile/total loans	21.0%	35.7%	30.8%	28.9%	27.5%	25.6%	23.2%	18.6%
First mortgage/total loans	41.0%	10.6%	24.6%	29.1%	33.3%	35.6%	39.4%	43.8%
HEL & 2nd Mtg/total loans	8.4%	5.4%	9.1%	9.6%	9.1%	10.2%	9.0%	8.0%
Commercial loans/total loans	7.0%	0.7%	1.7%	3.9%	5.6%	7.0%	8.7%	7.2%
Share drafts/total savings	14.9%	10.3%	16.2%	18.3%	19.3%	20.0%	20.1%	12.7%
Certificates/total savings	19.9%	11.0%	12.4%	13.9%	16.2%	18.0%	18.6%	21.6%
IRAs/total savings	6.2%	3.0%	5.2%	5.8%	6.0%	5.6%	5.7%	6.4%
Money market shares/total savings	20.7%	3.8%	8.8%	11.6%	14.6%	16.3%	18.8%	23.5%
Regular shares/total savings	36.4%	69.7%	55.3%	48.5%	41.8%	37.9%	35.2%	34.0%
<b>Percent of CUs Offering</b>								
Credit cards	62.0%	25.3%	75.0%	84.8%	88.2%	91.4%	94.3%	94.3%
Other unsecured loans	99.4%	98.6%	99.9%	99.7%	100.0%	100.0%	100.0%	100.0%
New automobile	95.7%	89.0%	99.8%	99.7%	100.0%	100.0%	99.6%	100.0%
Used automobile	97.0%	92.2%	99.8%	99.9%	100.0%	100.0%	100.0%	99.7%
First mortgage	69.0%	28.9%	83.8%	95.4%	99.1%	100.0%	100.0%	99.7%
HEL & 2nd Mtg	69.5%	31.9%	82.4%	93.6%	98.3%	98.9%	100.0%	100.0%
Commercial loans	34.9%	5.6%	23.2%	41.9%	67.4%	78.2%	85.1%	89.6%
Share drafts	80.4%	51.1%	96.8%	99.0%	99.4%	100.0%	100.0%	99.1%
Certificates	81.8%	57.8%	93.4%	96.7%	98.7%	99.4%	99.2%	98.7%
IRAs	68.7%	31.4%	82.1%	91.2%	97.6%	98.6%	99.6%	99.4%
Money market shares	52.3%	13.6%	54.2%	74.8%	88.1%	91.7%	93.1%	95.3%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.9%	13.3%	13.5%	13.9%	14.7%	15.5%	16.5%	21.1%
Other unsecured loans	11.4%	17.2%	13.7%	12.2%	11.1%	11.3%	11.3%	11.2%
New automobile	6.2%	4.3%	6.2%	5.1%	5.0%	5.0%	5.9%	6.8%
Used automobile	15.0%	12.1%	16.6%	15.7%	16.3%	15.5%	15.9%	14.5%
First mortgage	2.4%	1.3%	2.0%	2.4%	2.6%	2.6%	2.3%	2.5%
HEL & 2nd Mtg	2.1%	1.2%	1.5%	1.6%	1.9%	2.1%	2.1%	2.2%
Commercial loans	0.2%	0.7%	0.5%	0.4%	0.3%	0.3%	0.3%	0.2%
Share drafts	57.4%	33.1%	43.6%	48.5%	53.2%	55.5%	58.7%	60.5%
Certificates	8.2%	4.8%	5.1%	5.6%	6.5%	6.7%	7.2%	9.3%
IRAs	4.1%	2.3%	2.8%	3.1%	3.5%	3.5%	3.7%	4.5%
Money market shares	6.9%	3.8%	3.6%	3.5%	4.4%	4.5%	6.4%	8.0%

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 19	Mar 19	Dec 18	Sep 18	Jun 18	Mar 18
<b>Demographic Information</b>						
Number CUs	5,447	108	110	110	110	110
<b>Growth Rates (Quarterly % Change)</b>						
Total loans	0.6	1.5	1.9	2.4	4.1	2.4
Credit cards	-1.2	-3.8	5.8	1.8	1.7	-4.6
Other unsecured loans	-0.8	-4.2	2.4	1.9	2.4	-2.4
New automobile	-0.9	-9.0	19.0	5.7	8.3	3.8
Used automobile	1.0	9.5	-4.4	2.4	5.4	5.2
First mortgage	1.1	0.6	1.4	1.5	2.2	1.5
HEL & 2nd Mtg	0.7	-1.2	1.5	2.0	1.0	0.7
Commercial loans*	3.2	3.5	4.0	4.1	4.6	4.9
Total savings	4.5	4.0	0.7	-0.3	0.3	4.1
Share drafts	-0.1	8.8	1.3	-3.2	-1.0	9.8
Certificates	7.0	6.1	4.2	4.4	1.6	0.8
IRAs	1.6	0.5	-0.1	0.5	-0.3	2.4
Money market shares	1.0	1.5	0.8	-0.7	-1.0	1.4
Regular shares	7.8	3.3	-0.3	-0.9	0.7	4.7
Total memberships	1.1	1.8	0.3	0.8	1.6	1.6
<b>Earnings (Basis Points)</b>						
Yield on total assets	394	364	351	352	338	324
Dividend/interest cost of assets	82	79	77	69	62	60
Fee & other income	138	157	163	170	157	181
Operating expense	313	320	343	325	318	315
Loss Provisions	43	32	41	38	35	37
Net Income (ROA)	95	89	53	90	80	93
% CUs with positive ROA	86	83	84	83	81	81
<b>Capital Adequacy (%)</b>						
Net worth/assets	11.1	12.0	12.3	12.2	12.0	11.8
% CUs with NW > 7% of assets	98.1	98.1	98.2	98.2	98.2	98.2
<b>Asset Quality (%)</b>						
Loan delinquency rate - Total loans	0.58	0.62	0.76	0.67	0.64	0.63
Total Consumer	0.75	0.72	0.88	0.77	0.72	0.71
Credit Cards	1.26	0.60	0.67	0.60	0.55	0.55
All Other Consumer	0.68	0.73	0.90	0.78	0.74	0.73
Total Mortgages	0.41	0.45	0.56	0.50	0.51	0.49
First Mortgages	0.39	0.47	0.59	0.52	0.53	0.49
All Other Mortgages	0.46	0.28	0.38	0.36	0.36	0.49
Total Commercial Loans	0.71	0.57	0.80	0.97	1.06	0.85
Commercial Ag Loans	1.47	3.76	0.00	0.00	2.18	2.60
All Other Commercial Loans	0.67	0.54	0.81	0.98	1.05	0.84
Net chargeoffs/average loans	0.57	0.52	0.60	0.65	0.53	0.65
Total Consumer	1.11	0.82	0.92	1.00	0.83	1.02
Credit Cards	3.08	1.85	0.99	2.58	1.62	1.76
All Other Consumer	0.85	0.73	0.92	0.87	0.76	0.95
Total Mortgages	0.01	0.03	0.08	0.07	0.07	0.08
First Mortgages	0.01	0.02	0.07	0.05	0.05	0.03
All Other Mortgages	0.02	0.08	0.14	0.19	0.18	0.40
Total Commercial Loans	0.14	-0.04	-0.28	0.07	-0.08	-0.06
Commercial Ag Loans	0.03	0.00	0.00	8.75	0.00	0.00
All Other Commercial Loans	0.14	-0.04	-0.28	-0.01	-0.08	-0.06
<b>Asset/Liability Management</b>						
Loans/savings	82.3	61.6	63.2	62.4	60.8	58.5

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 2019

## Bank Comparisons

	AL Credit Unions				AL Banks			
	Mar 19	2018	2017	3 Yr Avg	Mar 19	2018	2017	3 Yr Avg
<b>Demographic Information</b>								
Number of Institutions	108	110	113	110	118	118	120	119
Assets per Institution (\$ mil)	217	205	196	206	2,258	2,306	2,182	2,249
Total assets (\$ mil)	23,459	22,550	22,140	22,716	266,483	272,125	261,840	266,816
Total loans (\$ mil)	12,634	12,484	11,295	12,138	180,597	189,235	177,445	182,426
Total surplus funds (\$ mil)	9,733	9,015	9,821	9,523	61,485	58,722	60,247	60,151
Total savings (\$ mil)	20,483	19,741	18,915	19,713	211,851	217,662	212,678	214,063
Avg number of branches (1)	4	4	4	4	24	25	24	24
<b>12 Month Growth Rates (%)</b>								
Total assets	5.3	1.9	3.9	3.7	6.8	4.2	2.3	4.4
Total loans	9.8	10.5	9.7	10.0	6.2	6.8	3.0	5.3
Real estate loans	5.4	6.0	6.4	5.9	4.4	4.6	1.6	3.5
Commercial loans*	17.2	18.6	-2.9	11.0	8.2	7.3	1.5	5.7
Total consumer	12.2	13.0	13.6	12.9	12.8	17.3	3.9	11.3
Consumer credit card	5.2	4.4	6.0	5.2	11.1	12.0	7.0	10.0
Other consumer	12.9	13.9	14.5	13.8	13.1	18.1	3.3	11.5
Total surplus funds	-0.3	-8.2	-2.1	-3.5	9.4	-2.2	1.3	2.9
Total savings	4.5	4.4	3.6	4.2	4.1	2.6	2.1	2.9
<b>YTD Earnings Annualized (BP)</b>								
Yield on Total Assets	364	341	311	339	393	373	333	366
Dividend/Interest cost of assets	79	67	53	66	76	56	36	56
Net Interest Margin	286	274	258	273	317	317	297	310
Fee and other income (2)	157	168	157	161	114	119	121	118
Operating expense	320	325	310	319	282	289	308	293
Loss provisions	32	38	34	35	44	26	20	30
Net income	89	79	71	80	105	121	89	105
<b>Capital Adequacy (%)</b>								
Net worth/assets	12.0	12.3	11.7	12.0	12.8	12.8	13.1	12.9
<b>Asset Quality (%)</b>								
Delinquencies/loans (3)	0.62	0.76	0.80	0.73	1.03	0.98	1.10	1.04
Real estate loans	0.45	0.56	0.61	0.54	0.93	0.92	1.10	0.99
Consumer loans	0.57	0.80	0.90	0.76	1.56	1.45	1.52	1.51
Total consumer	0.74	0.89	0.93	0.85	0.68	0.64	0.57	0.63
Consumer credit card	0.60	0.67	0.66	0.64	1.81	1.69	1.57	1.69
Other consumer	0.75	0.91	0.96	0.87	0.50	0.47	0.40	0.46
Net chargeoffs/avg loans	0.52	0.61	0.64	0.59	0.43	0.38	0.38	0.40
Real estate loans	0.03	0.07	0.11	0.07	0.03	0.05	0.04	0.04
Commercial loans	-0.04	-0.05	-0.03	-0.04	0.25	0.36	0.47	0.36
Total consumer	0.91	1.04	1.10	1.02	3.46	2.55	2.23	2.75
Consumer credit card	1.85	1.67	1.53	1.68	5.62	4.62	4.67	4.97
Other consumer	0.82	0.98	1.05	0.95	3.13	2.21	1.84	2.39
<b>Asset Liability Management (%)</b>								
Loans/savings	61.7	63.2	59.7	61.5	85.2	86.9	83.4	85.2
Loans/assets	53.9	55.4	51.0	53.4	67.0	68.7	66.9	67.6
Core deposits/total deposits	61.5	61.2	61.2	61.3	30.7	29.9	31.7	30.8
<b>Productivity</b>								
Employees per million assets	0.23	0.24	0.24	0.23	0.15	0.15	0.16	0.15

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

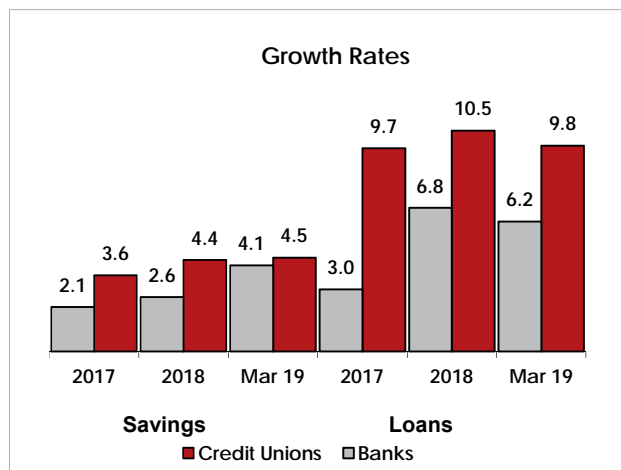
Source: FDIC, NCUA and CUNA E&S

# Alabama Credit Union Profile

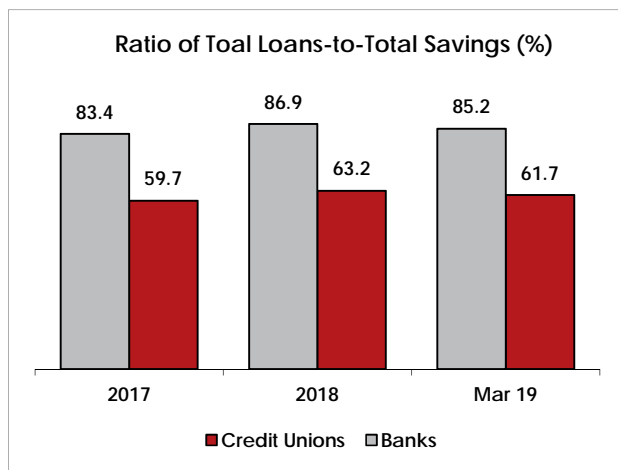
First Quarter 2019

## Credit Union and Bank Comparisons

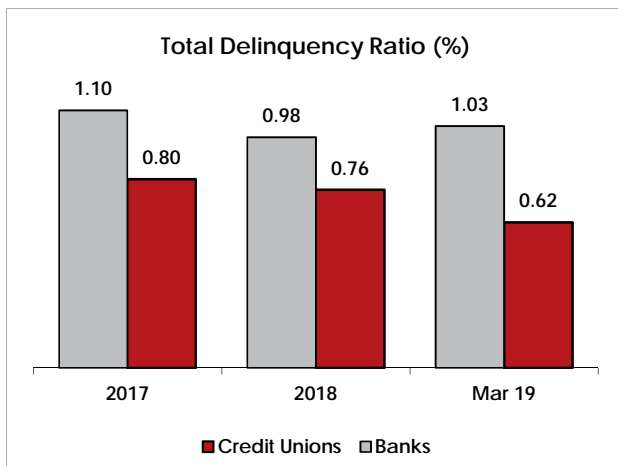
### Loan and Savings Growth Trends



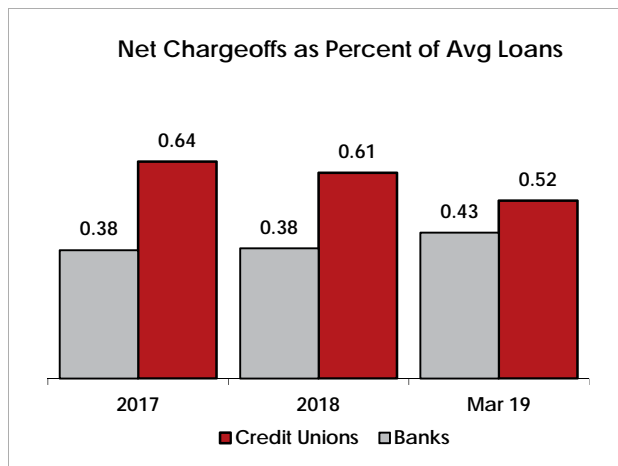
### Liquidity Risk Trends



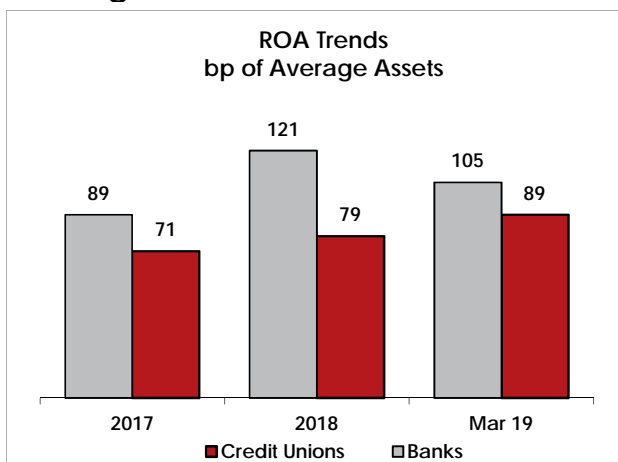
### Credit Risk Trends



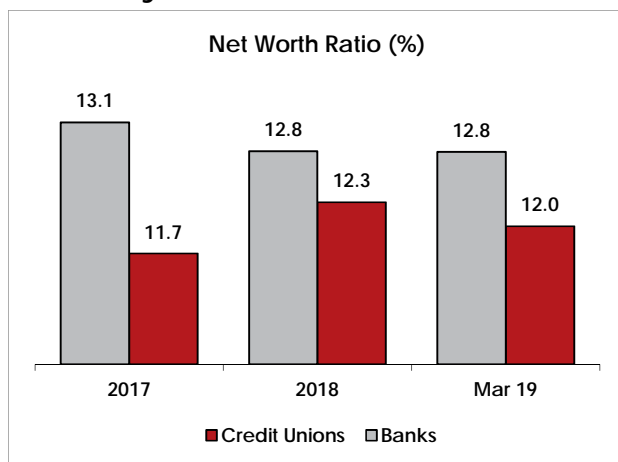
### Credit Risk Trends



### Earnings Trends



### Solvency Trends



# Alabama Credit Union Profile

First Quarter 2019

## Alabama Credit Union Financial Summary

Data as of March 2019

Credit Union Name	State	# of Mergers (Last 12mo)	Assets	Members	Branches	12-Month	12-Month	12-Month	Networth/ Assets	Delinq	Net	ROA	Loans/	Fixed Rate
						Asset Growth	Loan Growth	Member Growth		Loans/ Loans	Chg-offs/ Avg Loans		Loans/ Savings	1st Mtgs. Assets
Redstone FCU	AL	0	\$5,137,042,636	437,238	33	9.2%	10.0%	5.2%	11.1%	0.29%	0.64%	0.85%	46.9%	9.6%
APCO ECU	AL	0	\$2,975,138,456	82,012	15	4.0%	4.1%	14.2%	11.9%	0.24%	0.17%	0.95%	31.7%	19.5%
America's First FCU	AL	0	\$1,643,634,239	167,324	19	5.8%	16.8%	7.3%	11.1%	0.45%	0.28%	0.52%	84.4%	16.9%
MAX CU	AL	0	\$1,404,891,160	110,560	18	4.4%	8.3%	1.9%	13.9%	0.96%	0.34%	0.78%	74.8%	21.9%
All in CU	AL	0	\$1,383,189,298	118,820	26	10.2%	26.6%	14.3%	12.6%	0.59%	0.66%	1.82%	81.0%	8.4%
Alabama CU	AL	0	\$903,432,052	88,194	30	3.1%	21.8%	7.5%	10.5%	0.88%	0.31%	0.71%	66.4%	26.3%
Listerhill CU	AL	0	\$841,687,082	91,837	17	7.9%	8.8%	1.1%	10.2%	0.88%	0.83%	0.33%	84.6%	20.9%
Avadian CU	AL	0	\$820,296,282	82,412	19	6.3%	9.0%	3.7%	11.0%	0.27%	0.43%	1.28%	79.6%	15.0%
Family Security CU	AL	0	\$684,900,523	83,039	22	5.3%	0.6%	1.4%	15.0%	0.39%	0.46%	1.34%	70.4%	3.7%
Alabama One CU	AL	0	\$628,557,461	62,478	12	2.2%	13.5%	4.9%	10.6%	1.06%	0.24%	1.60%	58.4%	21.7%
Guardian CU	AL	0	\$510,565,769	66,449	15	8.7%	11.5%	10.7%	9.8%	0.82%	1.10%	0.95%	94.5%	12.2%
Five Star CU	AL	0	\$452,250,768	43,629	17	11.8%	2.4%	9.3%	12.0%	0.93%	0.64%	1.51%	67.8%	17.7%
Legacy Community FCU	AL	0	\$445,042,511	39,413	8	2.8%	18.2%	2.7%	14.8%	0.20%	0.38%	0.79%	78.2%	22.3%
Family Savings CU	AL	0	\$433,654,545	63,663	8	4.6%	8.6%	1.3%	11.3%	1.09%	0.73%	1.13%	87.3%	14.4%
Alabama Teachers CU	AL	0	\$323,765,522	26,058	6	10.5%	11.7%	3.8%	12.6%	0.68%	0.11%	0.83%	88.2%	15.8%
TVA Community Credit Union	AL	0	\$323,421,189	18,492	9	2.3%	3.3%	1.1%	15.9%	0.32%	0.16%	0.89%	43.3%	17.7%
AOD FCU	AL	0	\$314,072,593	33,970	5	3.9%	4.0%	1.8%	13.7%	0.39%	0.78%	0.72%	62.4%	4.9%
ASECU	AL	0	\$301,846,001	42,186	9	6.6%	4.3%	5.7%	11.9%	1.15%	1.34%	0.68%	73.8%	10.6%
WinSouth CU	AL	0	\$271,547,187	33,714	8	2.0%	-1.0%	-1.6%	9.5%	0.85%	0.42%	0.59%	72.7%	21.3%
Coosa Pines FCU	AL	0	\$248,670,397	22,744	5	2.5%	7.7%	3.1%	14.2%	0.34%	0.96%	1.01%	67.7%	24.9%
Fort McClellan CU	AL	0	\$230,691,124	25,187	6	-3.2%	4.6%	2.3%	14.0%	0.99%	0.24%	-0.20%	58.2%	10.2%
New Horizons CU	AL	0	\$203,931,845	37,883	7	-6.3%	3.7%	-3.6%	7.6%	0.42%	1.35%	2.04%	64.3%	14.0%
Auburn University CU	AL	0	\$180,134,769	17,003	2	-1.1%	5.8%	8.1%	11.8%	0.33%	0.03%	0.29%	45.5%	20.4%
Mutual Savings CU	AL	0	\$173,997,127	29,118	9	-1.7%	-2.6%	0.4%	9.9%	1.49%	0.57%	0.13%	78.7%	35.9%
ACIPCO FCU	AL	0	\$157,992,669	7,893	2	2.8%	7.2%	2.0%	14.6%	0.35%	0.09%	1.96%	95.2%	51.1%
eCO CU	AL	0	\$144,852,443	15,402	6	3.1%	11.0%	-4.2%	10.9%	0.62%	1.02%	0.44%	52.5%	18.2%
Alabama Central CU	AL	0	\$142,760,021	17,944	9	0.7%	7.1%	-0.7%	9.1%	1.11%	0.48%	0.68%	95.0%	19.7%
AlaTrust CU	AL	0	\$139,039,825	11,882	6	1.8%	5.8%	-2.0%	13.7%	0.48%	0.03%	0.84%	55.1%	11.1%
Heritage South CU	AL	0	\$131,450,909	13,020	5	4.3%	6.7%	9.2%	10.2%	0.66%	0.22%	0.60%	79.2%	13.9%
RiverFall CU	AL	0	\$123,161,697	9,836	3	1.4%	22.2%	6.8%	15.2%	0.70%	0.20%	0.81%	59.4%	17.3%
Railroad Community CU	AL	0	\$106,575,237	5,131	1	-0.1%	1.5%	-1.2%	12.4%	0.80%	0.39%	0.14%	14.4%	0.1%
Naheola Credit Union	AL	0	\$106,438,425	8,489	4	7.9%	21.3%	11.9%	21.7%	1.33%	0.36%	1.21%	94.5%	31.5%
North Alabama Educators CU	AL	0	\$99,379,547	10,536	4	2.9%	-3.1%	1.2%	8.2%	0.60%	0.31%	0.29%	42.4%	7.0%
Mobile Educators CU	AL	0	\$87,238,894	9,426	3	2.4%	13.0%	-1.3%	10.6%	0.76%	-0.20%	0.81%	15.8%	1.8%
Valley CU	AL	0	\$75,555,640	6,728	6	6.5%	-5.6%	0.6%	16.4%	0.70%	0.32%	0.21%	42.7%	15.4%
Jefferson Credit Union	AL	0	\$66,755,309	7,557	3	-0.7%	5.8%	0.2%	10.3%	1.53%	0.91%	0.27%	65.7%	9.7%
Four Seasons FCU	AL	0	\$58,146,533	8,875	2	9.2%	12.3%	3.1%	8.4%	0.60%	0.60%	0.60%	43.0%	0.8%
Mead Coated Board FCU	AL	0	\$53,525,611	1,577	1	0.2%	13.8%	-0.3%	15.7%	1.08%	-0.12%	0.68%	25.0%	0.0%
Florence FCU	AL	0	\$53,450,474	3,492	3	0.5%	8.6%	2.6%	12.3%	0.13%	0.26%	0.80%	39.1%	19.0%
Champion Community CU	AL	0	\$52,150,239	3,764	4	-1.2%	-6.3%	3.0%	12.0%	0.53%	0.56%	-0.02%	63.6%	23.9%
Rocket City FCU	AL	0	\$51,022,514	4,917	2	3.3%	0.1%	0.7%	15.8%	0.41%	0.41%	0.53%	50.3%	4.2%
University Of South AL FCU	AL	0	\$46,346,727	8,547	3	1.3%	17.0%	-1.6%	10.3%	0.87%	0.12%	0.90%	36.7%	0.0%
Gulf Coast FCU	AL	0	\$41,328,172	6,172	2	21.5%	33.9%	21.4%	15.8%	1.36%	0.69%	0.71%	54.5%	10.2%
Landmark CU	AL	0	\$40,775,641	3,262	3	-1.0%	-3.1%	-3.1%	13.8%	1.30%	-0.14%	-0.07%	77.0%	20.3%
Tuscaloosa VA FCU	AL	0	\$40,074,148	3,538	2	2.1%	11.2%	-9.1%	11.4%	2.51%	-0.11%	0.65%	39.6%	18.6%
1st Resource CU	AL	0	\$39,942,772	2,445	2	3.4%	-6.0%	1.7%	11.3%	0.20%	1.02%	0.80%	80.8%	33.7%
Alabama Rural Electric CU	AL	0	\$34,246,448	3,678	1	4.2%	19.9%	-1.9%	12.1%	0.60%	0.11%	0.64%	77.4%	0.0%
Solutions First CU	AL	0	\$33,028,434	3,923	2	1.6%	-2.1%	-9.2%	8.6%	1.43%	0.05%	0.11%	60.0%	17.0%
DCH CU	AL	0	\$31,568,566	4,821	1	0.3%	-4.1%	-0.2%	14.2%	3.97%	2.17%	0.49%	42.5%	5.9%
Social Security CU	AL	0	\$31,045,467	3,576	1	3.2%	-4.2%	0.2%	20.9%	1.60%	1.16%	0.15%	68.5%	19.9%
Lauderdale County Teachers CU	AL	0	\$28,876,347	2,532	1	-1.7%	7.4%	-0.8%	12.9%	0.08%	-0.01%	0.23%	46.3%	24.1%
WCU Credit Union	AL	0	\$27,236,654	3,448	2	3.6%	14.6%	0.4%	9.5%	0.00%	0.10%	-0.11%	57.9%	10.8%
Azalea City CU	AL	0	\$26,922,751	3,617	3	-4.3%	-4.6%	1.8%	13.6%	3.21%	0.79%	1.20%	81.8%	8.5%
Electrical Workers 558 FCU	AL	0	\$25,262,442	2,720	1	1.3%	12.3%	1.5%	20.8%	0.03%	0.02%	1.35%	86.6%	0.0%
McIntosh Chemical FCU	AL	0	\$24,131,636	2,332	1	0.6%	2.9%	-3.8%	15.3%	0.96%	-0.17%	0.24%	37.2%	4.8%
Baldwin County FCU	AL	0	\$23,790,128	2,592	2	5.7%	15.9%	-1.4%	11.6%	0.00%	-0.11%	0.61%	56.0%	6.2%
Brewton Mill FCU	AL	0	\$23,490,931	1,619	1	3.2%	-1.1%	1.0%	7.8%	0.80%	0.67%	-0.30%	71.8%	1.2%

# Alabama Credit Union Profile

First Quarter 2019

## Alabama Credit Union Financial Summary

Data as of March 2019

Credit Union Name	State	# of Mergers (Last 12mo)	Assets	Members	Branches	12-Month	12-Month	12-Month	Networth/ Assets	Delinq	Net	ROA	Loans/	Fixed Rate
						Asset Growth	Loan Growth	Member Growth		Loans/ Loans	Chg-offs/ Avg Loans		Loans/ Savings	1st Mtgs. Assets
Sycamore FCU	AL	0	\$23,332,869	1,877	1	8.8%	8.4%	6.3%	20.8%	1.04%	0.07%	2.76%	88.7%	38.1%
The Infirmary FCU	AL	0	\$21,339,064	4,349	2	3.5%	16.3%	2.1%	16.6%	0.63%	1.19%	0.01%	53.6%	1.9%
Mobile Government ECU	AL	0	\$20,593,402	893	2	-6.9%	-7.1%	-3.0%	15.9%	2.59%	-0.22%	0.59%	26.9%	11.8%
ANG FCU	AL	0	\$20,266,967	1,984	1	-4.8%	7.5%	-0.9%	8.5%	0.15%	0.47%	0.67%	41.1%	3.9%
Alabama River CU	AL	0	\$19,809,333	2,091	1	7.9%	8.0%	1.4%	11.0%	2.51%	-0.02%	0.16%	32.8%	0.0%
Health CU	AL	0	\$19,297,549	1,855	0	-3.9%	-2.5%	0.2%	25.4%	1.98%	1.57%	0.39%	48.0%	4.7%
Federal ECU	AL	0	\$18,310,544	1,574	0	-6.7%	8.2%	3.1%	18.1%	2.85%	22.09%	0.55%	56.4%	6.9%
City CU	AL	0	\$18,001,941	1,935	1	-1.7%	5.8%	-22.5%	22.0%	0.07%	-0.03%	0.96%	58.7%	4.7%
Railway ECU	AL	0	\$17,693,544	1,568	1	-7.2%	6.2%	-1.3%	23.3%	0.16%	-0.33%	-0.45%	54.5%	18.6%
Chattahoochee FCU	AL	0	\$17,569,029	3,504	1	4.2%	9.0%	-2.0%	12.5%	0.20%	0.10%	0.67%	66.0%	1.4%
Covington School FCU	AL	0	\$17,037,986	1,591	0	-0.4%	8.8%	-0.5%	36.7%	0.38%	0.55%	1.34%	81.8%	0.0%
Alabama Law Enforcement CU	AL	0	\$14,872,846	1,924	1	10.2%	3.7%	6.4%	13.8%	1.51%	1.69%	0.36%	78.5%	0.0%
East Alabama Community FCU	AL	0	\$14,802,427	3,845	1	2.6%	-2.6%	0.1%	17.5%	0.34%	0.32%	0.17%	51.9%	0.0%
Northeast Alabama Postal FCU	AL	0	\$13,858,645	1,179	1	9.5%	8.8%	-0.3%	18.5%	0.52%	0.03%	0.53%	82.8%	28.7%
Fedmont FCU	AL	0	\$12,475,900	1,414	1	-2.6%	-8.6%	-1.7%	13.6%	2.70%	3.21%	-1.07%	41.9%	0.0%
Opp-Micolas CU	AL	0	\$12,451,829	1,864	1	-3.1%	-6.0%	-3.1%	26.0%	0.86%	-0.07%	0.02%	42.8%	17.2%
Mobile Postal ECU	AL	0	\$11,652,990	1,759	1	4.6%	13.2%	5.6%	15.8%	3.80%	0.20%	2.53%	84.5%	0.0%
Phenix Pride FCU	AL	0	\$10,405,243	1,940	1	7.6%	3.8%	11.8%	12.1%	0.98%	2.08%	0.17%	87.2%	2.1%
Tuscaloosa County CU	AL	0	\$10,038,116	1,620	2	0.1%	12.8%	16.6%	9.8%	3.29%	0.42%	0.07%	76.0%	5.8%
Birmingham City CU	AL	0	\$8,969,894	2,146	0	0.5%	4.6%	0.0%	16.3%	0.65%	0.17%	2.67%	87.2%	5.0%
L&N Empl CU	AL	0	\$8,685,168	1,499	1	-8.5%	-8.4%	2.3%	22.7%	1.10%	-0.01%	0.29%	85.5%	8.2%
Tuskegee FCU	AL	0	\$8,043,345	2,267	1	-19.3%	11.2%	-10.1%	5.0%	0.82%	4.37%	-4.01%	51.8%	11.1%
Blue Flame CU	AL	0	\$7,784,491	804	1	-4.4%	5.5%	2.3%	15.3%	0.04%	0.00%	0.31%	67.0%	0.0%
Marvel City FCU	AL	0	\$7,498,435	1,026	1	-1.4%	10.1%	1.4%	16.5%	1.14%	1.65%	1.14%	45.4%	0.0%
Pike Teachers CU	AL	0	\$7,240,939	1,901	1	-2.8%	-9.0%	-2.3%	15.2%	7.00%	-1.23%	-0.43%	31.8%	0.0%
Alabama Postal CU	AL	0	\$6,987,818	800	0	-9.4%	5.9%	-1.7%	31.9%	4.08%	0.95%	0.27%	50.2%	0.0%
Chem Family CU	AL	0	\$6,878,930	263	1	-0.1%	-2.4%	-6.7%	16.7%	0.92%	0.00%	1.60%	14.8%	2.7%
Montgomery VA FCU	AL	0	\$6,085,276	1,088	1	-6.9%	-15.0%	-9.5%	18.6%	3.57%	-0.38%	-0.52%	40.2%	0.0%
Firemans CU	AL	0	\$6,002,028	912	0	7.0%	0.6%	2.4%	32.1%	1.94%	-0.06%	3.16%	82.8%	0.0%
Progressive FCU	AL	0	\$5,803,632	655	1	-5.3%	2.4%	-1.4%	19.6%	1.50%	0.03%	-0.40%	41.3%	0.7%
Chemco CU	AL	0	\$5,335,211	408	1	4.2%	15.3%	-16.9%	14.9%	0.00%	-0.33%	0.54%	61.1%	0.5%
SRI EFCU	AL	0	\$5,156,126	270	1	-2.5%	24.1%	-5.3%	28.4%	0.13%	0.63%	0.46%	12.6%	4.0%
TVH FCU	AL	0	\$4,942,701	678	1	3.4%	4.8%	-10.2%	26.2%	2.56%	-0.05%	2.16%	78.7%	0.0%
Monroe Education EFCU	AL	0	\$4,425,088	1,573	0	-2.7%	-22.2%	-1.8%	3.6%	1.95%	6.00%	-5.55%	39.1%	0.0%
Sixth Avenue Baptist FCU	AL	0	\$4,364,430	893	1	-3.4%	4.8%	0.7%	8.4%	6.93%	1.25%	-0.28%	64.2%	10.5%
Brassies CU	AL	0	\$3,823,025	546	1	-10.6%	-8.3%	-11.9%	18.5%	4.15%	-0.63%	-0.81%	67.2%	10.0%
Peoples First FCU	AL	0	\$3,109,482	485	1	-12.4%	-15.2%	-8.5%	11.1%	1.13%	-0.73%	-0.90%	87.3%	6.6%
Postal ECU	AL	0	\$3,057,255	316	1	-2.1%	-4.1%	-6.0%	13.5%	1.09%	0.00%	1.50%	46.5%	3.2%
Andalusia Mills Empl Credit Assoc FCU	AL	0	\$2,909,680	1,087	1	1.8%	-3.0%	3.4%	23.6%	0.53%	-0.89%	0.69%	30.3%	0.0%
Councill FCU	AL	0	\$2,870,309	564	1	-0.8%	-18.2%	-5.5%	18.7%	7.00%	-1.73%	0.03%	45.4%	0.0%
Nucor EFCU	AL	0	\$2,869,961	332	1	-4.6%	11.2%	-1.2%	23.0%	0.00%	0.00%	0.33%	58.2%	0.0%
US Pipe Bessemer EFCU	AL	0	\$2,846,307	480	1	0.9%	30.7%	1.7%	29.2%	2.91%	-0.73%	0.38%	40.7%	0.0%
Clarke Community FCU	AL	0	\$2,797,339	693	1	-16.5%	-8.1%	-8.7%	28.5%	0.40%	1.14%	0.70%	85.0%	0.0%
O'Neal Credit Union	AL	0	\$2,632,595	682	1	0.8%	1.2%	-5.0%	23.8%	0.90%	0.14%	0.49%	79.4%	0.0%
North Alabama Papermakers FCU	AL	0	\$2,564,352	386	1	9.1%	18.2%	0.8%	18.7%	0.00%	0.00%	0.27%	55.4%	0.0%
Dixie Craft ECU	AL	0	\$1,776,902	785	1	-21.5%	-28.3%	4.2%	17.0%	8.09%	4.60%	-2.53%	47.7%	0.0%
New Pilgrim FCU	AL	0	\$1,492,279	496	1	-2.3%	3.7%	3.1%	8.5%	3.13%	0.73%	0.13%	45.8%	0.0%
Fogce FCU	AL	0	\$1,374,904	761	1	-4.2%	-4.4%	3.5%	23.1%	2.30%	0.00%	1.69%	41.6%	0.0%
Tuscumbia FCU	AL	0	\$957,243	266	2	-23.8%	-9.7%	-0.4%	53.1%	4.21%	0.00%	-3.54%	142.1%	0.0%
NRS Community Development FCU	AL	0	\$807,374	514	1	-40.3%	-39.6%	32.1%	8.7%	5.46%	18.35%	-13.49%	76.1%	4.3%
Demopolis FCU	AL	0	\$707,724	672	1	-4.6%	-17.1%	-7.3%	11.2%	9.83%	-0.28%	1.92%	68.0%	0.0%
<b>Medians</b>			<b>\$24,697,039</b>	<b>2,656</b>	<b>1</b>	<b>1.3%</b>	<b>5.6%</b>	<b>0.7%</b>	<b>13.8%</b>	<b>0.88%</b>	<b>0.27%</b>	<b>0.57%</b>	<b>59.7%</b>	<b>6.4%</b>
<b>By Asset Size</b>														
			<b>Number of Insts.</b>											
\$5 million and less			19	564	1	-5.5%	-6.1%	-1.5%	18.5%	2.94%	0.98%	-0.56%	59.8%	2.3%
\$5 to \$10 million			13	912	1	-4.6%	1.9%	-3.2%	19.0%	1.48%	0.54%	0.36%	53.6%	2.8%



# Alabama Credit Union Profile

First Quarter 2019

## Alabama Credit Union Financial Summary

Data as of March 2019

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
\$10 to \$20 million			15	1,855	1	0.8%	5.2%	-0.1%	18.9%	1.41%	2.28%	0.43%	61.1%	5.9%
\$20 to \$50 million			20	3,355	2	2.4%	5.5%	0.3%	13.4%	1.12%	0.41%	0.57%	59.2%	12.4%
\$50 to \$100 million			9	6,728	3	2.6%	1.9%	1.0%	11.8%	0.75%	0.44%	0.46%	41.9%	8.7%
\$100 to \$250 million			13	15,402	5	0.3%	7.0%	1.3%	12.5%	0.74%	0.51%	0.77%	66.0%	20.9%
\$250 million+			19	66,449	15	6.5%	11.1%	5.6%	11.8%	0.57%	0.51%	0.94%	61.9%	15.1%

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.