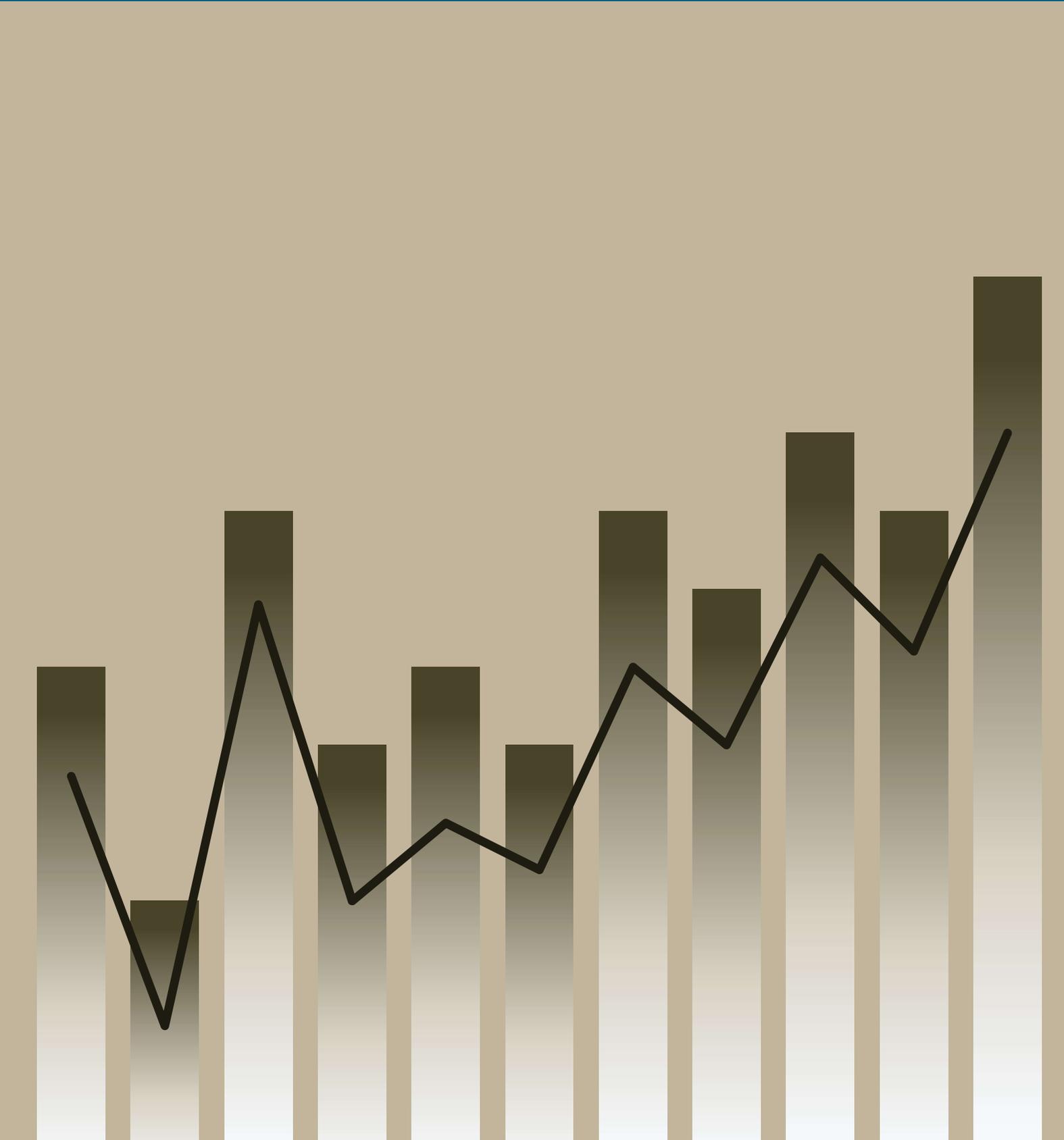


Alabama Credit Union Profile

Third Quarter 2017
CUNA Economics & Statistics



Overview by Year

	U.S. CUs	Alabama CUs
Demographic Information		
	Sep 17	Sep 17
Number of CUs	5,757	115
Assets per CU (\$ mil)	239.7	193.0
Median assets (\$ mil)	30.6	23.0
Total assets (\$ mil)	1,379,996	22,200
Total loans (\$ mil)	952,603	11,108
Total surplus funds (\$ mil)	372,759	10,085
Total savings (\$ mil)	1,164,890	18,973
Total memberships (thousands)	111,855	2,011
Growth Rates (%)		
Total assets	6.7	5.3
Total loans	10.5	10.1
Total surplus funds	-2.1	0.4
Total savings	6.7	4.6
Total memberships	4.0	1.7
% CUs with increasing assets	71.7	72.2
Earnings - Basis Pts.		
Yield on total assets	349	310
Dividend/interest cost of assets	54	51
Net interest margin	295	259
Fee & other income *	133	154
Operating expense	305	310
Loss Provisions	46	41
Net Income (ROA) with Stab Exp	78	63
Net Income (ROA) without Stab Exp	78	63
% CUs with positive ROA	81.0	87.0
Capital Adequacy (%)		
Net worth/assets	10.9	11.5
% CUs with NW > 7% of assets	97.4	97.4
Asset Quality		
Delinquencies (60+ day \$)/loans (%)	0.78	0.79
Net chargeoffs/average loans (%)	0.56	0.79
Total borrower-bankruptcies	180,977	6,180
Bankruptcies per CU	31.4	53.7
Bankruptcies per 1000 members	1.6	3.1
Asset/Liability Management		
Loans/savings	81.8	58.5
Loans/assets	69.0	50.0
Net Long-term assets/assets	32.6	33.9
Liquid assets/assets	13.0	19.4
Core deposits/shares & borrowings	50.0	60.9
Productivity		
Members/potential members (%)	4	7
Borrowers/members (%)	58	49
Members/FTE	386	386
Average shares/member (\$)	10,414	9,435
Average loan balance (\$)	14,796	11,264
Employees per million in assets	0.21	0.23
Structure (%)		
Fed CUs w/ single-sponsor	11.8	13.0
Fed CUs w/ community charter	17.8	13.0
Other Fed CUs	31.7	20.9
CUs state chartered	38.6	53.0

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

Third Quarter 2017

Overview: State Trends

	U.S.		Alabama Credit Unions					
	Sep 17	Sep 17	2016	2015	2014	2013	2012	2011
Demographic Information								
Number of CUs	5,757	115	115	115	118	120	124	124
Assets per CU (\$ mil)	239.7	193.0	185.2	175.4	161.0	152.9	143.3	134.7
Median assets (\$ mil)	30.6	23.0	22.0	21.4	20.6	20.3	19.2	18.8
Total assets (\$ mil)	1,379,996	22,200	21,300	20,168	18,999	18,343	17,767	16,702
Total loans (\$ mil)	952,603	11,108	10,299	9,266	8,635	8,123	7,736	7,493
Total surplus funds (\$ mil)	372,759	10,085	10,032	9,998	9,475	9,389	9,247	8,472
Total savings (\$ mil)	1,164,890	18,973	18,253	17,365	16,577	16,122	15,569	14,649
Total memberships (thousands)	111,855	2,011	1,971	1,943	1,919	1,878	1,838	1,784
Growth Rates (%)								
Total assets	6.7	5.3	5.6	6.2	3.6	3.2	6.4	7.9
Total loans	10.5	10.1	11.1	7.3	6.3	5.0	3.2	-1.9
Total surplus funds	-2.1	0.4	0.3	5.5	0.9	1.5	9.2	17.9
Total savings	6.7	4.6	5.1	4.8	2.8	3.6	6.3	7.7
Total memberships	4.0	1.7	1.4	1.3	2.2	2.2	3.0	1.8
% CUs with increasing assets	71.7	72.2	68.7	71.3	63.6	65.0	74.2	71.8
Earnings - Basis Pts.								
Yield on total assets	349	310	297	295	299	298	323	373
Dividend/interest cost of assets	54	51	48	50	53	60	75	98
Net interest margin	295	259	249	246	246	238	249	275
Fee & other income *	133	154	150	143	142	145	147	146
Operating expense	305	310	307	303	295	295	304	331
Loss Provisions	46	41	33	24	27	28	28	29
Net Income (ROA) with Stab Exp	78	63	59	62	65	60	64	61
Net Income (ROA) without Stab Exp	78	63	59	62	65	66	71	78
% CUs with positive ROA	81.0	87.0	91.3	87.0	82.2	85.0	81.5	78.2
Capital Adequacy (%)								
Net worth/assets	10.9	11.5	11.5	11.5	11.6	11.3	11.1	11.0
% CUs with NW > 7% of assets	97.4	97.4	98.3	99.1	99.2	99.2	96.8	95.2
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.78	0.79	0.87	0.87	1.00	1.36	1.35	1.36
Net chargeoffs/average loans (%)	0.56	0.79	0.60	0.56	0.60	0.66	0.68	0.70
Total borrower-bankruptcies	180,977	6,180	5,553	4,747	4,821	5,154	5,298	5,786
Bankruptcies per CU	31.4	53.7	48.3	41.3	40.9	43.0	42.7	46.7
Bankruptcies per 1000 members	1.6	3.1	2.8	2.4	2.5	2.7	2.9	3.2
Asset/Liability Management								
Loans/savings	81.8	58.5	56.4	53.4	52.1	50.4	49.7	51.2
Loans/assets	69.0	50.0	48.4	45.9	45.4	44.3	43.5	44.9
Net Long-term assets/assets	32.6	33.9	35.6	36.5	37.8	39.1	33.1	32.4
Liquid assets/assets	13.0	19.4	18.9	19.5	17.0	17.7	20.4	20.2
Core deposits/shares & borrowings	50.0	60.9	59.7	58.4	56.0	54.0	51.9	49.4
Productivity								
Members/potential members (%)	4	7	7	8	7	7	7	7
Borrowers/members (%)	58	49	48	46	45	44	44	45
Members/FTE	386	386	390	402	405	409	407	410
Average shares/member (\$)	10,414	9,435	9,261	8,936	8,640	8,586	8,472	8,212
Average loan balance (\$)	14,796	11,264	10,876	10,348	10,022	9,771	9,511	9,271
Employees per million in assets	0.21	0.23	0.24	0.24	0.25	0.25	0.25	0.26
Structure (%)								
Fed CUs w/ single-sponsor	11.8	13.0	12.2	12.2	12.7	12.5	12.1	12.9
Fed CUs w/ community charter	17.8	13.0	13.0	13.0	12.7	12.5	13.7	14.5
Other Fed CUs	31.7	20.9	21.7	21.7	21.2	20.8	21.0	21.0
CUs state chartered	38.6	53.0	53.0	53.0	53.4	54.2	53.2	51.6

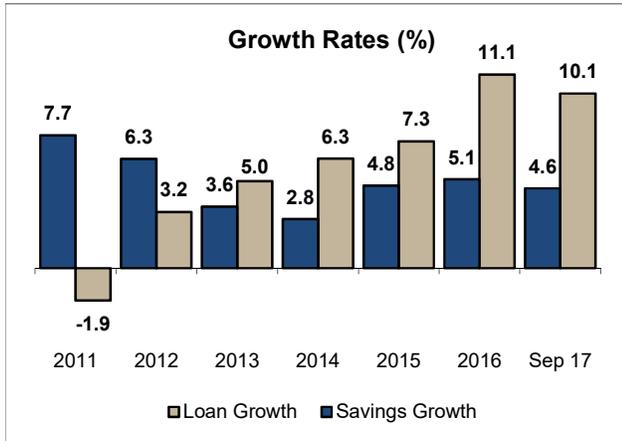
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.

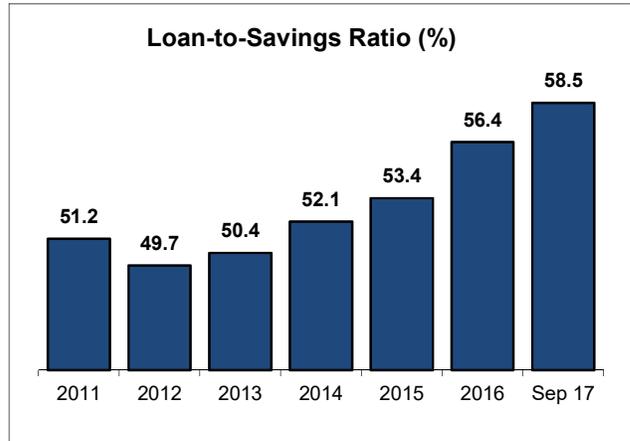
Alabama Credit Union Profile

Third Quarter 2017

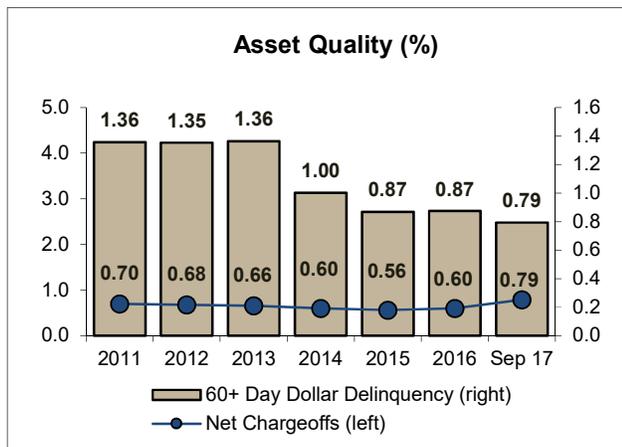
Loan and Savings Growth Trends



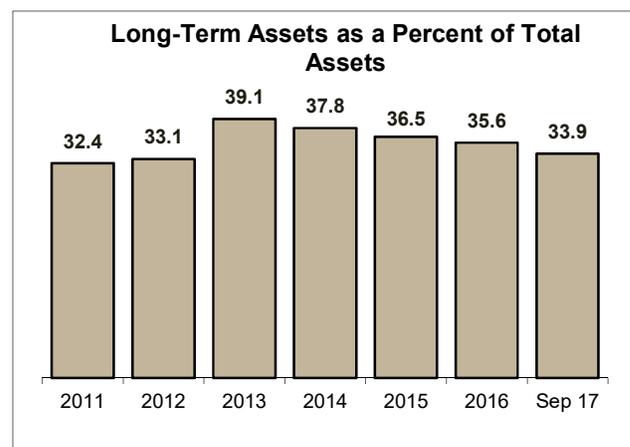
Liquidity Trends



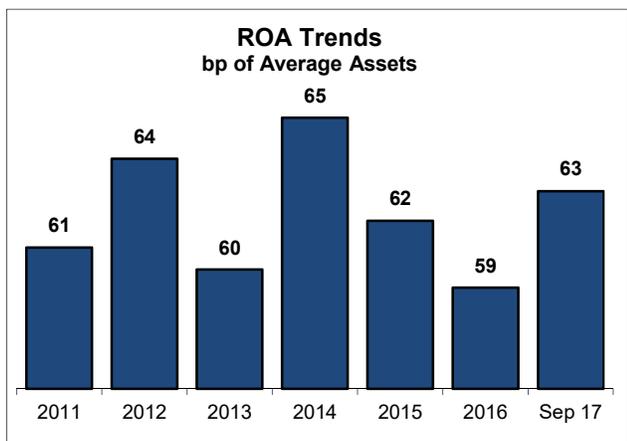
Credit Risk Trends



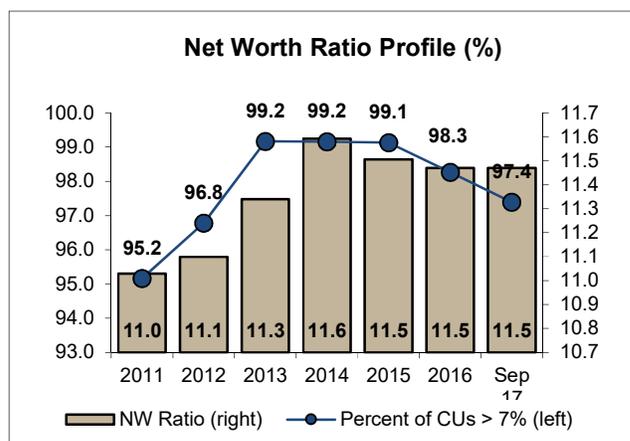
Interest Rate Risk Trends



Earnings Trends



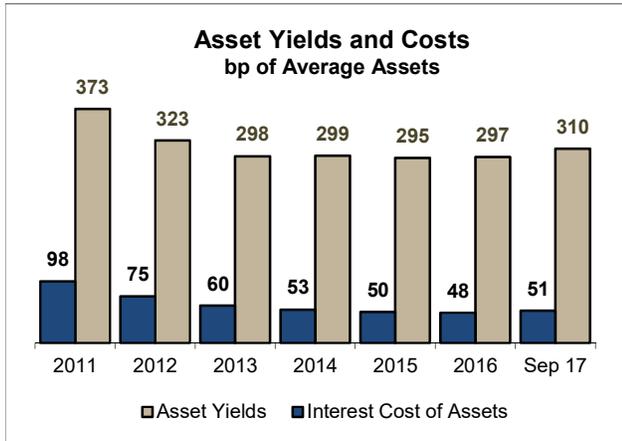
Solvency Trends



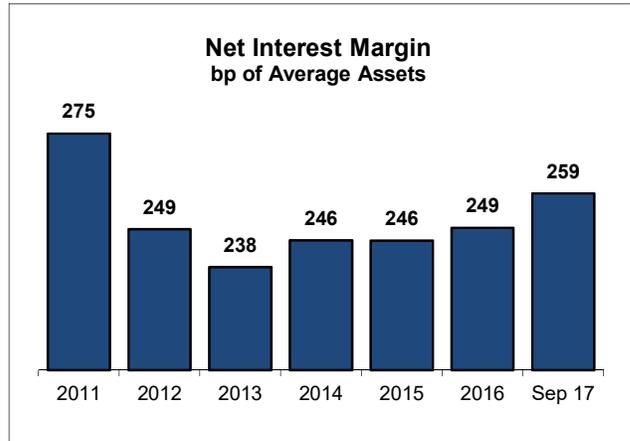
Alabama Credit Union Profile

Third Quarter 2017

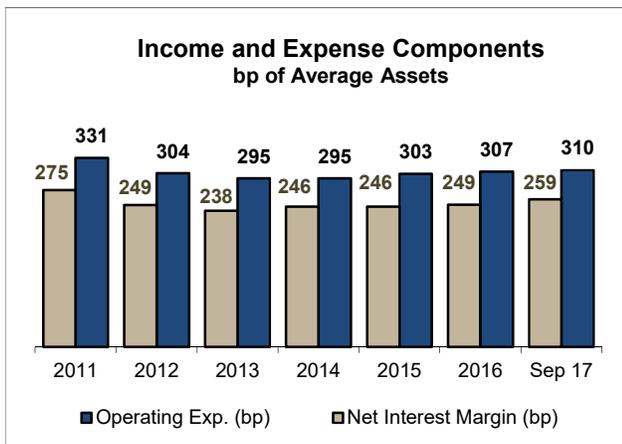
Asset Yields and Funding Costs



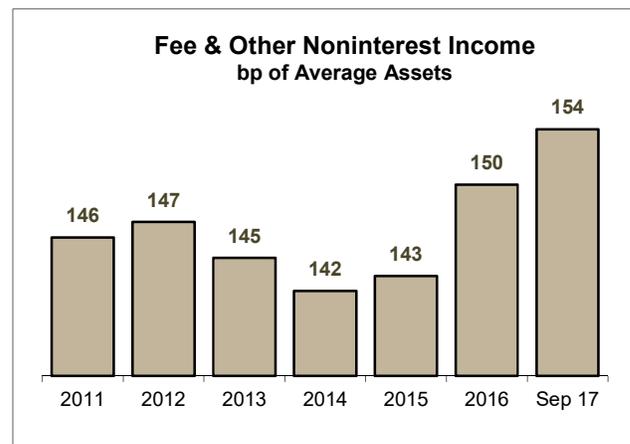
Interest Margins



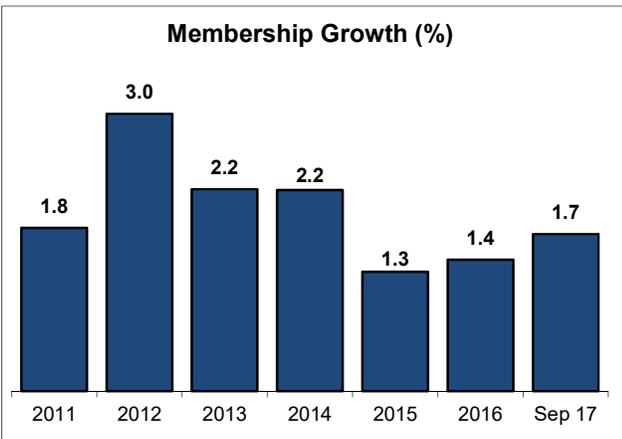
Interest Margins & Overhead



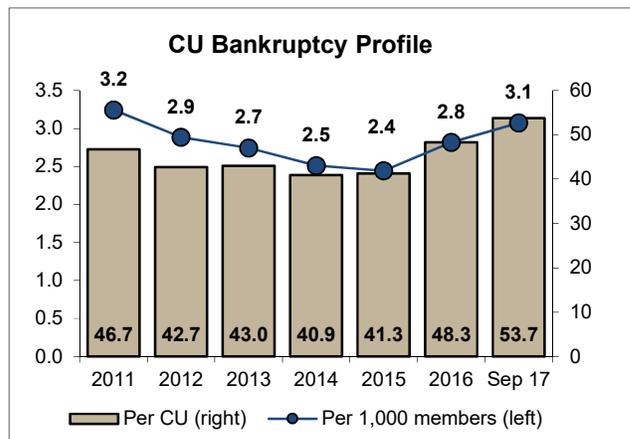
Noninterest Income



Membership Growth Trends



Borrower Bankruptcies



Overview: State Results by Asset Size

	AL	Alabama Credit Union Asset Groups - 2017						
Demographic Information	Sep 17	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	115	51	22	11	12	9	5	5
Assets per CU (\$ mil)	193.0	8.2	30.4	67.3	163.0	341.6	701.3	2,366.8
Median assets (\$ mil)	23.0	7.4	29.1	65.3	146.3	312.4	752.6	1,501.1
Total assets (\$ mil)	22,200	420	670	740	1,956	3,074	3,506	11,834
Total loans (\$ mil)	11,108	197	353	348	1,059	1,963	2,119	5,069
Total surplus funds (\$ mil)	10,085	212	287	358	778	914	1,190	6,346
Total savings (\$ mil)	18,973	346	580	652	1,723	2,680	3,086	9,906
Total memberships (thousands)	2,011	69	80	77	214	347	383	841
Growth Rates (%)								
Total assets	5.3	1.5	2.2	0.1	1.6	5.6	4.3	6.8
Total loans	10.1	0.4	6.3	0.1	2.2	11.9	7.2	13.9
Total surplus funds	0.4	2.7	-2.9	1.2	0.6	-6.5	-0.7	1.7
Total savings	4.6	1.3	1.8	1.5	2.2	5.8	4.2	5.3
Total memberships	1.7	-5.1	-0.6	0.0	-5.6	3.2	2.0	4.0
% CUs with increasing assets	72.2	58.8	72.7	72.7	83.3	100.0	100.0	100.0
Earnings - Basis Pts.								
Yield on total assets	310	403	353	358	335	370	340	272
Dividend/interest cost of assets	51	40	40	49	44	45	53	55
Net interest margin	259	364	313	309	291	325	288	217
Fee & other income *	154	122	155	145	137	221	180	134
Operating expense	310	426	385	361	331	416	371	248
Loss Provisions	41	31	30	302	53	53	27	24
Net Income (ROA) with Stab Exp	63	29	53	-209	44	77	71	79
Net Income (ROA) without Stab Exp	63	29	53	-209	44	77	71	79
% CUs with positive ROA	87.0	78.4	95.5	90.9	83.3	100.0	100.0	100.0
Capital Adequacy (%)								
Net worth/assets	11.5	17.3	13.0	10.9	11.3	11.9	11.1	11.3
% CUs with NW > 7% of assets	97.4	98.0	100.0	90.9	91.7	100.0	100.0	100.0
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.79	1.83	1.05	3.12	0.97	0.84	0.74	0.54
Net chargeoffs/average loans (%)	0.79	0.80	0.64	5.40	1.27	0.71	0.57	0.49
Total borrower-bankruptcies	6,180	272	159	196	663	1,802	1,428	1,661
Bankruptcies per CU	53.7	5.3	7.2	17.8	55.2	200.2	285.5	332.2
Bankruptcies per 1000 members	3.1	3.9	2.0	2.5	3.1	5.2	3.7	2.0
Asset/Liability Management (%)								
Loans/savings	58.5	57.0	60.8	53.5	61.5	73.2	68.6	51.2
Loans/assets	50.0	47.0	52.6	47.1	54.2	63.8	60.4	42.8
Net Long-term assets/assets	33.9	11.7	17.7	23.4	28.3	28.9	30.1	39.6
Liquid assets/assets	19.4	32.6	22.1	21.5	17.9	14.5	18.3	20.5
Core deposits/shares & borrowings	60.9	71.9	63.6	56.8	60.0	61.3	52.3	63.4
Productivity								
Members/potential members (%)	7	8	4	4	3	7	5	21
Borrowers/members (%)	49	45	50	49	41	51	54	48
Members/FTE	386	394	373	354	396	347	374	413
Average shares/member (\$)	9,435	5,006	7,210	8,425	8,050	7,733	8,067	11,783
Average loan balance (\$)	11,264	6,377	8,837	9,245	12,192	11,102	10,230	12,460
Employees per million in assets	0.23	0.42	0.32	0.30	0.28	0.32	0.29	0.17
Structure (%)								
Fed CUs w/ single-sponsor	13.0	23.5	4.5	9.1	8.3	0.0	0.0	0.0
Fed CUs w/ community charter	13.0	9.8	27.3	9.1	8.3	11.1	0.0	20.0
Other Fed CUs	20.9	23.5	27.3	9.1	16.7	11.1	0.0	40.0
CUs state chartered	53.0	43.1	40.9	72.7	66.7	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.

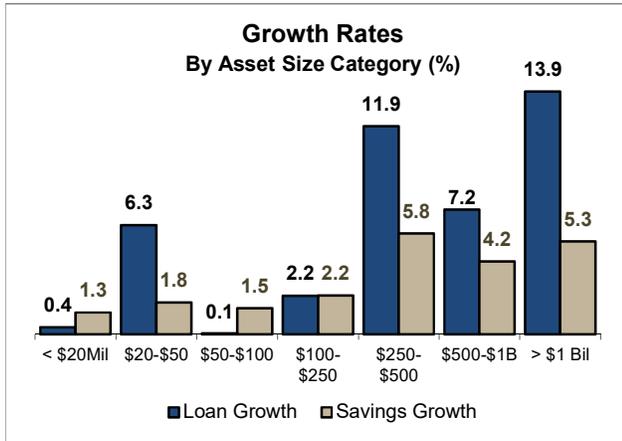
Source: NCUA and CUNA E&S.

Alabama Credit Union Profile

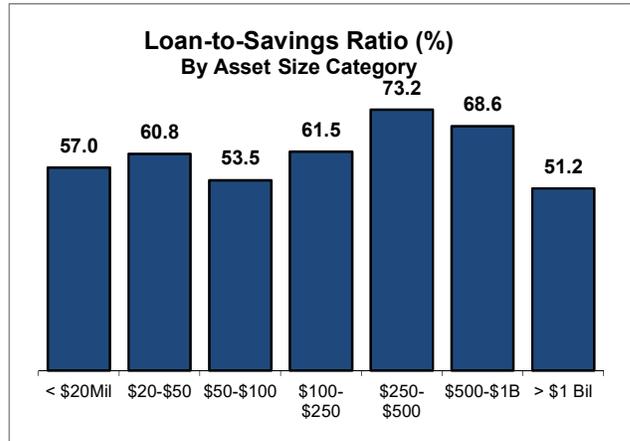
Third Quarter 2017

Results By Asset Size

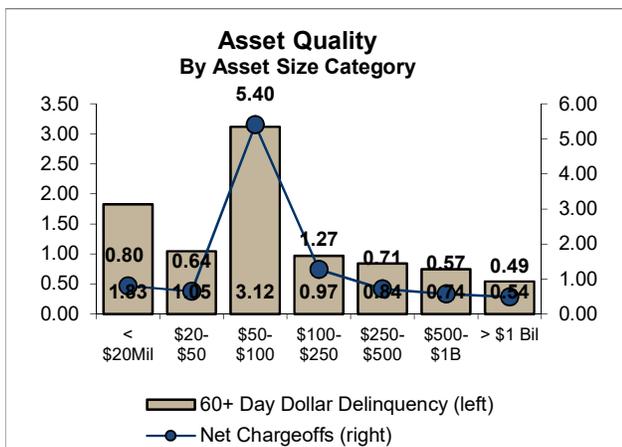
Loan and Savings growth



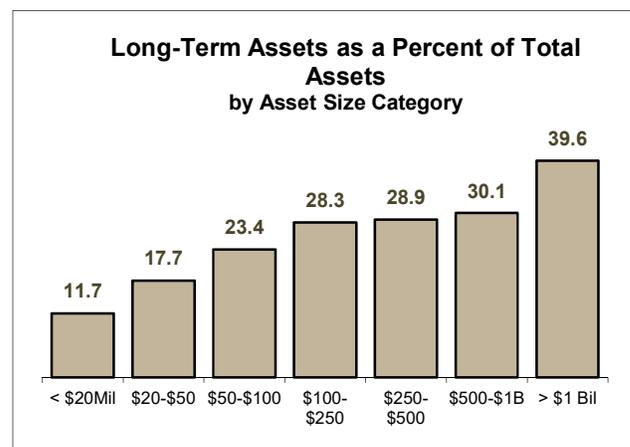
Liquidity Risk Exposure



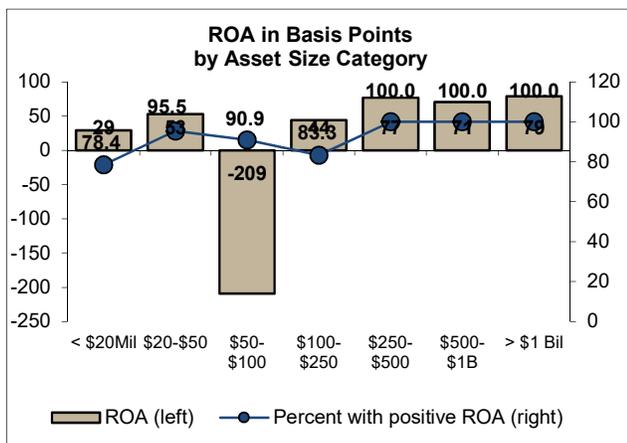
Credit Risk Exposure



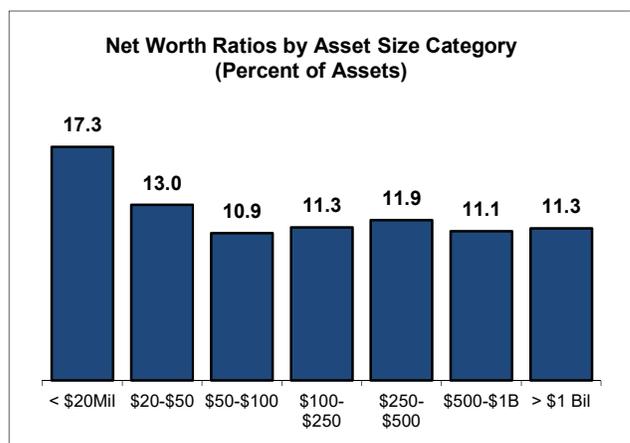
Interest Rate Risk Exposure



Earnings



Solvency



Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2017						
	Sep 17	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Demographic Information								
Number of CUs	5,757	2,344	1,078	744	715	337	252	287
Assets per CU (\$ mil)	239.7	7.5	32.2	71.7	160.2	356.7	703.6	3,004.6
Median assets (\$ mil)	30.6	6.3	30.7	70.4	152.4	344.8	684.9	1,689.7
Total assets (\$ mil)	1,379,996	17,554	34,731	53,352	114,533	120,222	177,298	862,306
Total loans (\$ mil)	952,603	8,536	17,966	30,270	73,432	79,629	125,673	617,097
Total surplus funds (\$ mil)	372,759	8,636	15,554	20,702	35,369	34,291	43,096	215,112
Total savings (\$ mil)	1,164,890	15,011	30,320	46,759	100,087	103,966	151,260	717,487
Total memberships (thousands)	111,855	2,812	4,114	5,804	11,210	11,167	14,827	61,920
Growth Rates (%)								
Total assets	6.7	1.4	2.8	3.3	4.3	5.6	6.7	8.5
Total loans	10.5	3.1	5.2	6.2	8.1	8.8	11.0	12.2
Total surplus funds	-2.1	-0.4	-0.2	-0.9	-3.0	-1.8	-4.6	-0.8
Total savings	6.7	1.4	2.7	3.3	4.2	5.3	6.4	8.7
Total memberships	4.0	-1.6	-0.1	0.4	1.3	3.2	4.0	6.8
% CUs with increasing assets	71.7	55.2	70.9	82.0	88.1	92.0	92.5	99.3
Earnings - Basis Pts.								
Yield on total assets	349	345	331	338	348	347	350	351
Dividend/interest cost of assets	54	30	29	31	36	40	44	64
Net interest margin	295	315	302	308	312	307	306	288
Fee & other income *	133	82	106	122	140	148	148	130
Operating expense	305	354	347	361	365	356	345	275
Loss Provisions	46	26	27	33	41	39	44	50
Net Income (ROA) with Stab Exp	78	18	34	36	47	60	66	93
Net Income (ROA) without Stab Exp	78	18	34	36	47	60	66	93
% CUs with positive ROA	81.0	68.7	82.7	88.2	91.5	96.1	97.2	99.7
Capital Adequacy (%)								
Net worth/assets	10.9	14.0	12.1	11.4	10.9	10.9	11.0	10.7
% CUs with NW > 7% of assets	97.4	96.5	97.0	98.3	97.9	99.1	99.6	99.3
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.78	1.51	1.09	1.02	0.94	0.77	0.75	0.74
Net chargeoffs/average loans (%)	0.56	0.55	0.52	0.55	0.53	0.54	0.56	0.56
Total borrower-bankruptcies	180,977	3,266	5,137	8,686	17,856	21,328	28,033	96,672
Bankruptcies per CU	31.4	1.4	4.8	11.7	25.0	63.3	111.2	336.8
Bankruptcies per 1000 members	1.6	1.2	1.2	1.5	1.6	1.9	1.9	1.6
Asset/Liability Management								
Loans/savings	81.8	56.9	59.3	64.7	73.4	76.6	83.1	86.0
Loans/assets	69.0	48.6	51.7	56.7	64.1	66.2	70.9	71.6
Net Long-term assets/assets	32.6	13.4	21.5	25.3	29.0	32.1	33.5	34.2
Liquid assets/assets	13.0	27.9	22.9	19.3	15.6	13.3	11.6	11.8
Core deposits/shares & borrowings	50.0	79.1	69.1	64.2	58.6	56.4	53.1	45.0
Productivity								
Members/potential members (%)	4	5	3	3	3	4	3	5
Borrowers/members (%)	58	41	48	52	53	54	57	61
Members/FTE	386	421	411	371	342	350	346	414
Average shares/member (\$)	10,414	5,338	7,370	8,056	8,928	9,310	10,202	11,587
Average loan balance (\$)	14,796	7,445	9,141	10,105	12,323	13,322	14,783	16,308
Employees per million in assets	0.21	0.38	0.29	0.29	0.29	0.27	0.24	0.17
Structure (%)								
Fed CUs w/ single-sponsor	11.8	22.6	8.0	3.6	2.5	2.1	2.8	2.4
Fed CUs w/ community charter	17.8	9.1	21.0	26.2	31.3	27.3	18.7	10.1
Other Fed CUs	31.7	36.6	33.5	29.0	23.4	23.1	22.2	31.4
CUs state chartered	38.6	31.7	37.6	41.1	42.8	47.5	56.3	56.1

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.

Portfolio: State Trends

	U.S.		Alabama Credit Unions					
	Sep 17	Sep 17	2016	2015	2014	2013	2012	2011
Growth Rates								
Credit cards	8.9%	7.3%	6.1%	4.0%	4.9%	1.7%	2.6%	2.0%
Other unsecured loans	8.5%	4.2%	6.8%	4.2%	5.5%	5.6%	0.6%	4.8%
New automobile	14.3%	22.7%	24.9%	14.9%	8.4%	-0.8%	-7.9%	-20.8%
Used automobile	11.2%	13.3%	15.8%	11.6%	6.3%	4.3%	4.0%	-1.5%
First mortgage	10.6%	6.1%	7.3%	3.2%	3.8%	7.4%	7.9%	4.3%
HEL & 2nd Mtg	5.7%	2.5%	5.3%	0.1%	1.6%	-2.6%	-3.6%	-12.3%
Member business loans*	-3.1%	-6.0%	16.4%	1.5%	2.5%	4.9%	12.8%	-3.4%
Share drafts	8.9%	7.8%	6.5%	14.4%	9.6%	6.1%	8.5%	12.6%
Certificates	5.3%	1.3%	1.3%	-3.8%	-3.4%	-2.6%	-4.4%	-7.3%
IRAs	-0.1%	-3.2%	1.9%	0.1%	-1.2%	1.2%	3.8%	5.7%
Money market shares	5.8%	3.0%	1.6%	0.8%	-0.3%	0.2%	6.4%	12.8%
Regular shares	8.3%	7.0%	7.7%	8.0%	5.9%	7.9%	12.5%	15.8%
Portfolio \$ Distribution								
Credit cards/total loans	5.8%	5.2%	5.6%	5.8%	6.0%	6.1%	6.3%	6.3%
Other unsecured loans/total loans	4.2%	5.5%	5.8%	6.0%	6.2%	6.2%	6.2%	6.4%
New automobile/total loans	13.6%	10.9%	10.1%	9.0%	8.4%	8.2%	8.7%	9.8%
Used automobile/total loans	21.0%	30.2%	29.5%	28.3%	27.2%	27.2%	27.4%	27.2%
First mortgage/total loans	40.6%	34.5%	35.3%	36.6%	38.0%	39.0%	38.1%	36.5%
HEL & 2nd Mtg/total loans	8.6%	5.1%	5.3%	5.6%	6.0%	6.3%	6.8%	7.3%
Member business loans/total loans	6.7%	5.1%	5.9%	5.7%	6.0%	6.2%	6.2%	5.7%
Share drafts/total savings	14.4%	13.4%	13.0%	12.9%	11.8%	11.1%	10.8%	10.6%
Certificates/total savings	18.1%	15.3%	15.7%	16.3%	17.7%	18.9%	20.1%	22.3%
IRAs/total savings	6.8%	9.3%	10.0%	10.3%	10.8%	11.2%	11.5%	11.7%
Money market shares/total savings	22.4%	13.4%	13.7%	14.1%	14.7%	15.1%	15.7%	15.6%
Regular shares/total savings	36.5%	47.5%	46.7%	45.6%	44.2%	43.0%	41.2%	38.9%
Percent of CUs Offering								
Credit cards	60.8%	53.9%	53.0%	51.3%	50.8%	50.0%	48.4%	46.8%
Other unsecured loans	99.2%	99.1%	99.1%	98.3%	98.3%	98.3%	97.6%	98.4%
New automobile	95.5%	99.1%	99.1%	99.1%	99.2%	99.2%	97.6%	97.6%
Used automobile	96.8%	100.0%	100.0%	100.0%	100.0%	100.0%	98.4%	98.4%
First mortgage	67.7%	80.9%	80.0%	80.0%	78.0%	76.7%	75.0%	75.0%
HEL & 2nd Mtg	69.6%	67.0%	70.4%	70.4%	69.5%	70.0%	69.4%	67.7%
Member business loans	34.4%	34.8%	36.5%	35.7%	35.6%	35.0%	34.7%	37.1%
Share drafts	79.6%	77.4%	77.4%	77.4%	77.1%	76.7%	75.0%	74.2%
Certificates	80.7%	80.0%	80.9%	80.9%	82.2%	82.5%	80.6%	81.5%
IRAs	68.2%	70.4%	71.3%	71.3%	72.0%	71.7%	71.0%	70.2%
Money market shares	50.4%	45.2%	45.2%	45.2%	43.2%	42.5%	41.9%	41.1%
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	18.8%	12.3%	12.5%	13.0%	12.8%	12.4%	12.3%	12.7%
Other unsecured loans	12.0%	14.2%	14.3%	14.0%	13.8%	13.5%	13.4%	13.4%
New automobile	5.7%	2.7%	2.4%	2.1%	2.0%	2.2%	2.4%	2.9%
Used automobile	14.6%	13.7%	13.2%	12.3%	11.7%	11.7%	11.7%	12.0%
First mortgage	2.4%	2.0%	2.0%	2.0%	2.0%	2.0%	1.9%	1.9%
HEL & 2nd Mtg	2.1%	1.1%	1.1%	1.1%	1.1%	1.2%	1.2%	1.3%
Member business loans	0.2%	0.2%	0.2%	0.2%	0.2%	0.3%	0.2%	0.2%
Share drafts	56.6%	54.5%	53.2%	51.8%	50.2%	49.4%	48.6%	47.0%
Certificates	7.7%	5.1%	5.3%	5.5%	5.9%	6.5%	7.0%	7.9%
IRAs	4.4%	4.1%	4.2%	4.3%	4.3%	4.5%	4.6%	4.7%
Money market shares	7.0%	3.8%	4.0%	4.2%	4.3%	4.5%	4.6%	4.8%

Current period flow statistics are trailing four quarters.

*Break in series beginning in 3Q 2017 due to call report changes.

Source: NCUA and CUNA E&S.

Portfolio Detail: State Results by Asset Size

	AL	Alabama Credit Union Asset Groups - 2017						
	Sep 17	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Growth Rates								
Credit cards	7.3%	10.4%	-1.1%	1.7%	6.8%	10.8%	6.0%	7.4%
Other unsecured loans	4.2%	7.1%	4.3%	-4.8%	-0.3%	6.1%	0.1%	7.4%
New automobile	22.7%	3.4%	6.1%	3.8%	-0.1%	35.7%	14.2%	29.8%
Used automobile	13.3%	3.7%	8.0%	-0.8%	-3.0%	11.4%	12.6%	22.0%
First mortgage	6.1%	-12.0%	3.6%	6.2%	4.7%	7.9%	4.4%	7.0%
HEL & 2nd Mtg	2.5%	-13.3%	-7.3%	-28.0%	-3.0%	11.3%	0.0%	6.3%
Member business loans	-6.0%	-20.7%	-64.9%	26.0%	-29.9%	-23.2%	-6.5%	6.4%
Share drafts	7.8%	1.8%	5.6%	7.0%	6.7%	13.6%	5.3%	6.8%
Certificates	1.3%	-5.3%	-3.7%	-0.4%	-6.0%	-1.1%	-1.2%	7.5%
IRAs	-3.2%	1.0%	-4.6%	-3.4%	-2.6%	-0.9%	-0.6%	-4.6%
Money market shares	3.0%	-1.8%	-6.7%	0.1%	2.6%	5.1%	3.3%	3.2%
Regular shares	7.0%	3.2%	5.1%	2.5%	5.8%	7.3%	9.0%	7.2%
Portfolio \$ Distribution								
Credit cards/total loans	5.2%	0.8%	3.0%	2.9%	3.0%	3.8%	4.5%	6.9%
Other unsecured loans/total loans	5.5%	18.0%	8.5%	11.5%	5.6%	5.3%	4.3%	4.9%
New automobile/total loans	10.9%	19.3%	13.2%	7.7%	8.7%	9.3%	8.1%	13.0%
Used automobile/total loans	30.2%	38.4%	36.6%	32.8%	27.8%	38.4%	29.9%	26.7%
First mortgage/total loans	34.5%	13.7%	27.8%	31.4%	41.6%	32.8%	38.0%	33.7%
HEL & 2nd Mtg/total loans	5.1%	2.2%	2.5%	4.5%	4.7%	2.8%	6.3%	5.8%
Member business loans/total loans	5.1%	0.1%	0.4%	2.4%	1.7%	4.9%	8.9%	4.9%
Share drafts/total savings	13.4%	9.0%	12.8%	14.1%	14.1%	20.1%	15.9%	10.9%
Certificates/total savings	15.3%	14.2%	16.7%	20.6%	19.4%	20.8%	19.9%	11.3%
IRAs/total savings	9.3%	5.5%	8.0%	11.3%	9.9%	7.4%	10.8%	9.3%
Money market shares/total savings	13.4%	3.2%	8.0%	7.6%	9.3%	7.7%	16.9%	15.7%
Regular shares/total savings	47.5%	62.9%	50.8%	42.7%	46.3%	41.1%	36.4%	52.6%
Percent of CUs Offering								
Credit cards	53.9%	17.6%	59.1%	81.8%	100.0%	100.0%	100.0%	100.0%
Other unsecured loans	99.1%	98.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	99.1%	98.0%	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	80.9%	56.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
HEL & 2nd Mtg	67.0%	37.3%	81.8%	81.8%	100.0%	100.0%	100.0%	100.0%
Member business loans	34.8%	7.8%	27.3%	54.5%	58.3%	88.9%	100.0%	80.0%
Share drafts	77.4%	54.9%	90.9%	90.9%	100.0%	100.0%	100.0%	100.0%
Certificates	80.0%	62.7%	86.4%	90.9%	100.0%	100.0%	100.0%	100.0%
IRAs	70.4%	41.2%	81.8%	100.0%	100.0%	100.0%	100.0%	100.0%
Money market shares	45.2%	17.6%	40.9%	72.7%	75.0%	88.9%	100.0%	80.0%
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	12.3%	5.5%	12.6%	10.2%	8.2%	9.9%	13.2%	14.1%
Other unsecured loans	14.2%	25.8%	16.4%	18.9%	11.3%	15.1%	14.8%	12.7%
New automobile	2.7%	3.2%	2.9%	1.8%	2.3%	2.2%	2.5%	3.2%
Used automobile	13.7%	11.0%	14.3%	12.6%	12.3%	17.6%	15.6%	11.9%
First mortgage	2.0%	1.1%	1.9%	2.2%	2.4%	2.3%	2.0%	1.9%
HEL & 2nd Mtg	1.1%	0.7%	0.5%	0.9%	0.9%	0.6%	1.4%	1.4%
Member business loans	0.2%	0.2%	4.2%	0.3%	0.1%	0.3%	0.2%	0.1%
Share drafts	54.5%	39.7%	49.5%	52.4%	52.8%	59.8%	53.2%	54.8%
Certificates	5.1%	5.8%	5.1%	5.7%	5.7%	5.9%	4.7%	4.7%
IRAs	4.1%	2.6%	3.0%	3.2%	3.9%	2.9%	3.9%	4.9%
Money market shares	3.8%	2.9%	3.4%	3.6%	3.1%	1.2%	4.4%	4.7%

* Current period flow statistics are trailing four quarters.

Source: NCUA and CUNA E&S.

Portfolio Detail: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2017							
Growth Rates	Sep 17	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil	
Credit cards	8.9%	1.2%	0.2%	1.0%	2.5%	2.5%	5.1%	11.4%	
Other unsecured loans	8.5%	4.0%	4.3%	3.9%	4.7%	5.1%	12.8%	10.8%	
New automobile	14.3%	6.0%	8.6%	11.9%	14.8%	14.7%	15.8%	15.1%	
Used automobile	11.2%	4.5%	7.0%	8.1%	9.3%	10.6%	10.0%	13.6%	
First mortgage	10.6%	0.9%	4.6%	5.0%	7.9%	7.7%	13.2%	11.7%	
HEL & 2nd Mtg	5.7%	-2.7%	1.4%	4.4%	4.2%	8.2%	4.9%	7.0%	
Member business loans	-3.1%	-7.2%	-15.9%	-8.8%	-5.2%	-5.5%	1.1%	-2.5%	
Share drafts	8.9%	6.6%	6.5%	7.2%	7.8%	7.7%	7.5%	11.6%	
Certificates	5.3%	-3.9%	-3.6%	-2.9%	-0.8%	1.5%	3.3%	8.4%	
IRAs	-0.1%	-4.4%	-2.9%	-2.7%	-1.5%	-1.2%	-1.2%	1.3%	
Money market shares	5.8%	0.7%	0.2%	1.7%	2.2%	3.1%	5.0%	7.3%	
Regular shares	8.3%	2.0%	4.5%	5.5%	6.3%	7.9%	9.3%	10.6%	
Portfolio \$ Distribution									
Credit cards/total loans	5.8%	3.0%	4.2%	4.2%	3.8%	4.4%	4.4%	6.7%	
Other unsecured loans/total loans	4.2%	16.3%	8.8%	6.8%	5.1%	4.6%	4.1%	3.7%	
New automobile/total loans	13.6%	19.5%	14.1%	12.8%	11.7%	12.7%	13.2%	13.9%	
Used automobile/total loans	21.0%	34.6%	30.0%	28.3%	26.3%	25.6%	23.9%	18.4%	
First mortgage/total loans	40.6%	11.7%	25.1%	29.7%	34.4%	36.0%	38.5%	43.7%	
HEL & 2nd Mtg/total loans	8.6%	6.1%	9.7%	9.8%	9.7%	10.0%	8.6%	8.2%	
Member business loans/total loans	6.7%	0.9%	1.7%	4.0%	6.2%	7.0%	8.4%	6.7%	
Share drafts/total savings	14.4%	9.7%	14.6%	17.0%	18.2%	18.8%	18.7%	12.2%	
Certificates/total savings	18.1%	11.2%	13.1%	14.4%	16.1%	16.7%	17.3%	19.4%	
IRAs/total savings	6.8%	3.4%	5.9%	6.5%	6.6%	6.4%	6.2%	7.1%	
Money market shares/total savings	22.4%	4.1%	9.8%	13.2%	16.4%	18.0%	21.1%	25.7%	
Regular shares/total savings	36.5%	69.4%	54.5%	47.2%	40.7%	38.1%	35.2%	33.8%	
Percent of CUs Offering									
Credit cards	60.8%	26.4%	75.2%	85.8%	86.4%	92.3%	91.7%	94.1%	
Other unsecured loans	99.2%	98.1%	100.0%	99.7%	100.0%	100.0%	100.0%	100.0%	
New automobile	95.5%	89.0%	99.9%	99.9%	100.0%	100.0%	100.0%	100.0%	
Used automobile	96.8%	92.4%	99.8%	99.9%	99.7%	100.0%	99.6%	99.7%	
First mortgage	67.7%	29.9%	83.5%	95.8%	99.3%	100.0%	100.0%	99.7%	
HEL & 2nd Mtg	69.6%	34.0%	85.6%	94.9%	98.3%	99.7%	100.0%	100.0%	
Member business loans	34.4%	5.7%	25.6%	45.6%	68.4%	80.7%	83.3%	90.2%	
Share drafts	79.6%	52.0%	96.8%	99.2%	99.4%	100.0%	100.0%	99.0%	
Certificates	80.7%	57.4%	92.9%	97.2%	98.6%	99.4%	99.2%	98.6%	
IRAs	68.2%	32.7%	83.6%	92.9%	97.8%	98.5%	99.6%	99.3%	
Money market shares	50.4%	13.5%	54.8%	74.9%	87.8%	90.5%	93.3%	94.4%	
Number of Loans as a Percent of Members in Offering CUs									
Credit cards	18.8%	13.0%	13.5%	13.8%	14.9%	15.6%	17.6%	21.2%	
Other unsecured loans	12.0%	17.1%	13.5%	12.4%	11.4%	11.3%	11.7%	11.9%	
New automobile	5.7%	3.6%	3.6%	4.5%	4.2%	4.4%	5.3%	6.7%	
Used automobile	14.6%	11.2%	13.3%	14.7%	15.2%	15.1%	15.8%	14.4%	
First mortgage	2.4%	1.3%	1.9%	2.3%	2.6%	2.4%	2.4%	2.5%	
HEL & 2nd Mtg	2.1%	1.2%	1.5%	1.6%	2.0%	2.0%	2.1%	2.2%	
Member business loans	0.2%	0.7%	0.5%	0.4%	0.4%	0.3%	0.3%	0.2%	
Share drafts	56.6%	32.7%	41.8%	47.7%	52.1%	54.8%	58.2%	60.4%	
Certificates	7.7%	5.0%	5.4%	5.8%	6.5%	6.5%	6.9%	8.8%	
IRAs	4.4%	2.5%	3.0%	3.4%	3.7%	3.8%	4.0%	4.9%	
Money market shares	7.0%	3.8%	3.6%	4.0%	4.6%	5.4%	6.1%	8.3%	

* Current period flow statistics are trailing four quarters.

Source: NCUA and CUNA E&S.

Alabama CU Profile - Quarterly Trends

	U.S.	Alabama Credit Unions				
	Sep 17	Sep 17	Jun 17	Mar 17	Dec 16	Sep 16
Demographic Information						
Number CUs	5,757	115	115	115	115	115
Growth Rates (Quarterly % Change)						
Total loans	2.7	2.8	3.3	1.5	2.2	2.8
Credit cards	3.1	1.7	2.2	-3.7	7.3	1.0
Other unsecured loans	4.4	2.5	2.7	-2.8	1.9	2.6
New automobile	2.9	7.5	5.9	2.4	5.2	7.0
Used automobile	2.5	2.9	4.3	3.0	2.6	4.2
First mortgage	2.9	1.9	1.7	1.6	0.7	0.7
HEL & 2nd Mtg	1.3	1.3	1.5	-0.4	0.2	2.4
Member business loans*	-14.2	-13.6	4.9	2.0	1.7	3.9
Total savings	0.6	-0.1	0.0	4.1	0.6	1.5
Share drafts	-0.3	-0.6	-1.8	9.7	0.6	6.3
Certificates	1.9	-0.9	0.5	2.0	-0.3	0.4
IRAs	0.0	1.1	-0.8	-3.4	-0.1	0.4
Money market shares	0.5	0.1	0.4	1.8	0.7	0.4
Regular shares	0.3	-0.1	0.4	5.4	1.2	1.1
Total memberships	1.3	0.4	0.9	0.7	-0.3	-0.1
Earnings (Basis Points)						
Yield on total assets	360	320	308	302	298	299
Dividend/interest cost of assets	56	55	51	49	50	48
Fee & other income	137	158	154	151	155	156
Operating expense	306	313	309	307	312	308
Loss Provisions	52	45	52	24	43	36
Net Income (ROA)	81	64	50	74	48	63
% CUs with positive ROA	81	87	83	84	91	84
Capital Adequacy (%)						
Net worth/assets	10.9	11.5	11.4	11.2	11.5	11.5
% CUs with NW > 7% of assets	97.4	97.4	97.4	98.3	98.3	99.1
Asset Quality (%)						
Loan delinquency rate - Total loans	0.79	0.80	0.78	0.70	0.88	0.79
Total Consumer	1.01	0.96	0.91	0.86	1.05	0.90
Credit Cards	1.23	0.62	0.52	0.51	0.56	0.49
All Other Consumer	0.98	0.99	0.95	0.89	1.10	0.94
Total Mortgages	0.56	0.55	0.59	0.47	0.62	0.63
First Mortgages	0.57	0.56	0.59	0.48	0.65	0.67
All Other Mortgages	0.55	0.46	0.61	0.45	0.46	0.41
Total MBLs	1.93	0.69	0.64	0.65	0.85	0.85
Ag MBLs	1.17	0.00	0.00	3.27	0.00	0.00
All Other MBLs	1.97	0.70	0.65	0.63	0.86	0.86
Net chargeoffs/average loans	0.55	0.87	0.88	0.62	0.65	0.65
Total Consumer	1.07	1.36	1.39	1.01	1.02	1.08
Credit Cards	2.54	1.71	1.52	1.52	1.38	1.51
All Other Consumer	0.87	1.33	1.38	0.96	0.98	1.03
Total Mortgages	0.02	0.13	0.13	0.06	0.12	0.05
First Mortgages	0.02	0.11	0.10	0.04	0.06	0.05
All Other Mortgages	0.02	0.21	0.33	0.19	0.49	0.07
Total MBLs	0.59	-0.09	-0.14	-0.05	0.09	0.15
Ag MBLs	-0.01	0.00	0.00	0.00	0.00	0.00
All Other MBLs	0.62	-0.09	-0.14	-0.05	0.09	0.15
Asset/Liability Management						
Loans/savings	81.3	58.4	56.7	54.9	56.3	55.4

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.

*Break in series beginning in 3Q 2017 due to call report changes.

Source: NCUA and CUNA E&S.

Alabama Credit Union Profile

Third Quarter 2017

Bank Comparisons

	AL Credit Unions				AL Banks			
	Sep 17	2016	2015	3 Yr Avg	Sep 17	2016	2015	3 Yr Avg
Demographic Information								
Number of Institutions	115	115	115	115	122	127	130	126
Assets per Institution (\$ mil)	193	185	175	185	2,116	2,033	1,973	2,041
Total assets (\$ mil)	22,200	21,300	20,168	21,223	258,180	258,214	256,533	257,642
Total loans (\$ mil)	11,108	10,299	9,266	10,224	175,172	173,933	173,418	174,174
Total surplus funds (\$ mil)	10,085	10,032	9,998	10,038	58,752	59,970	58,972	59,231
Total savings (\$ mil)	18,973	18,253	17,365	18,197	210,476	210,025	204,015	208,172
Avg number of branches (1)	4	4	4	4	24	23	24	24
12 Month Growth Rates (%)								
Total assets	5.3	5.6	6.2	5.7	0.8	0.8	6.8	2.8
Total loans	10.1	11.1	7.3	9.5	1.5	0.4	6.8	2.9
Real estate loans	5.6	7.0	2.8	5.1	0.8	1.3	3.7	1.9
Commercial loans*	-6.0	16.4	1.5	4.0	1.2	-3.2	6.4	1.5
Total consumer	15.4	13.9	12.0	13.8	2.5	4.5	16.0	7.7
Consumer credit card	7.3	6.1	4.0	5.8	4.7	5.8	3.9	4.8
Other consumer	16.3	14.9	13.1	14.7	2.2	4.3	18.1	8.2
Total surplus funds	0.4	0.3	5.5	2.1	-0.9	1.8	7.9	2.9
Total savings	4.6	5.1	4.8	4.8	1.1	3.1	5.8	3.3
YTD Earnings Annualized (BP)								
Yield on Total Assets	310	297	295	301	331	312	309	317
Dividend/Interest cost of assets	51	48	50	50	35	33	31	33
Net Interest Margin	259	249	246	251	296	279	277	284
Fee and other income (2)	154	150	143	149	119	123	119	121
Operating expense	310	307	303	307	296	292	296	295
Loss provisions	41	33	24	33	26	26	21	24
Net income	63	59	62	61	94	83	80	86
Capital Adequacy (%)								
Net worth/assets	11.5	11.5	11.5	11.5	13.4	13.2	13.2	13.2
Asset Quality (%)								
Delinquencies/loans (3)	0.79	0.87	0.87	0.85	1.17	1.57	1.14	1.29
Real estate loans	0.55	0.62	0.72	0.63	1.09	1.23	1.41	1.24
Consumer loans	0.63	0.85	0.91	0.80	1.78	2.67	1.04	1.83
Total consumer	0.98	1.07	0.99	1.01	0.55	0.50	0.45	0.50
Consumer credit card	0.62	0.56	0.57	0.58	1.44	1.42	1.27	1.38
Other consumer	1.02	1.13	1.04	1.06	0.41	0.36	0.32	0.36
Net chargeoffs/avg loans	0.79	0.60	0.56	0.65	0.39	0.34	0.25	0.33
Real estate loans	0.10	0.09	0.15	0.11	0.06	0.07	0.10	0.08
Commercial loans	-0.03	0.02	0.28	0.09	0.50	0.43	0.23	0.39
Total consumer	1.37	1.06	0.94	1.12	2.17	1.85	1.35	1.79
Consumer credit card	1.56	1.40	1.46	1.47	4.86	3.99	3.61	4.15
Other consumer	1.36	1.02	0.87	1.08	1.74	1.51	0.97	1.41
Asset Liability Management (%)								
Loans/savings	58.5	56.4	53.4	56.1	83.2	82.8	85.0	83.7
Loans/assets	50.0	48.4	45.9	48.1	67.0	66.5	66.7	66.7
Core deposits/total deposits	61.0	59.8	58.5	59.7	31.5	30.8	31.3	31.2
Productivity								
Employees per million assets	0.23	0.24	0.24	0.24	0.16	0.16	0.16	0.16

*Break in series beginning in 3Q 2017 due to call report changes.

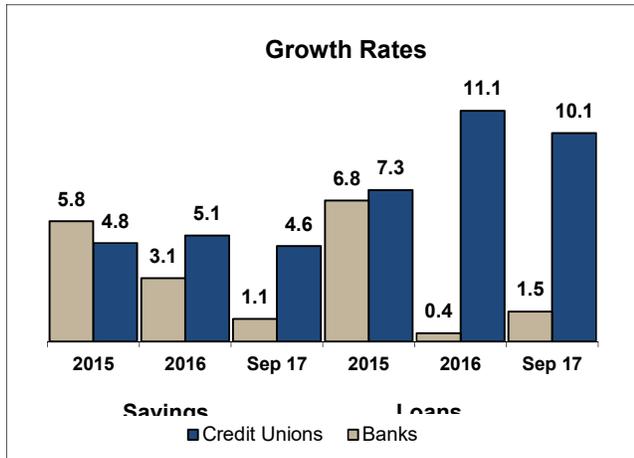
Source: FDIC, NCUA and CUNA E&S

Alabama Credit Union Profile

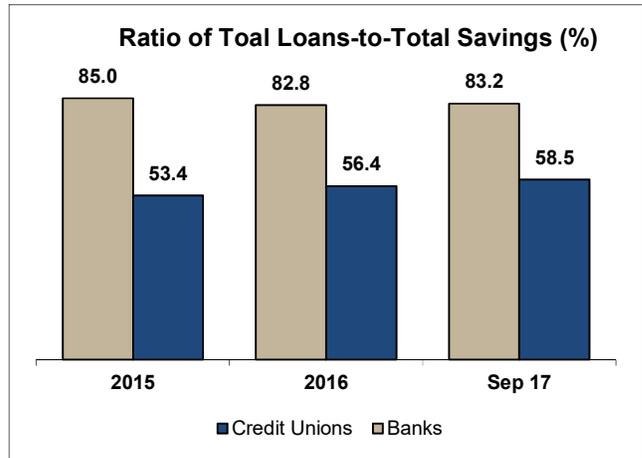
Third Quarter 2017

Credit Union and Bank Comparisons

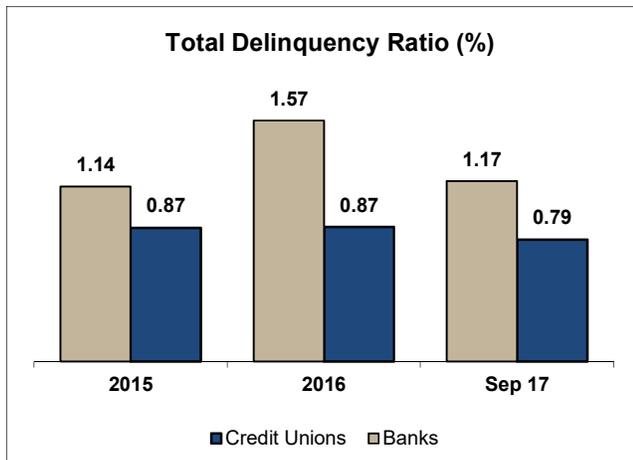
Loan and Savings Growth Trends



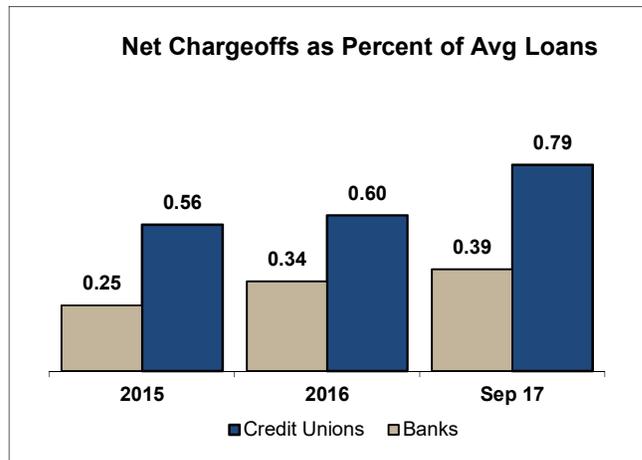
Liquidity Risk Trends



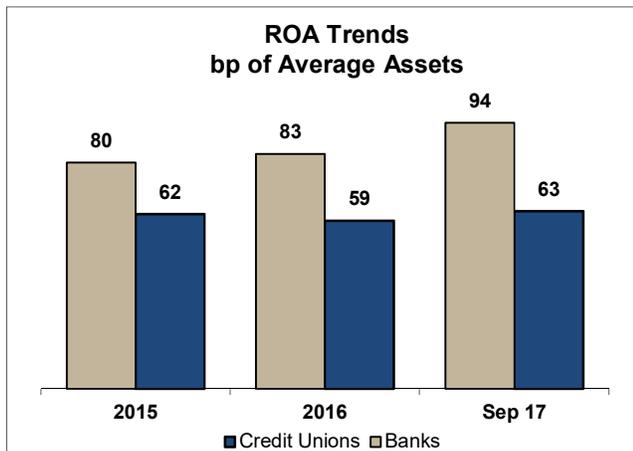
Credit Risk Trends



Credit Risk Trends



Earnings Trends



Solvency Trends

