

Delaware Credit Union Profile

Mid-Year 2020

CUNA Economics & Statistics



Overview by Year

	U.S. CUs	Delaware CUs
Demographic Information		
	Jun 20	Jun 20
Number of CUs	5,271	17
Assets per CU (\$ mil)	335.6	157.9
Median assets (\$ mil)	40.3	76.9
Total assets (\$ mil)	1,769,037	2,685
Total loans (\$ mil)	1,161,697	1,441
Total surplus funds (\$ mil)	533,761	1,094
Total savings (\$ mil)	1,507,955	2,389
Total memberships (thousands)	123,692	253
Growth Rates (%)		
Total assets	15.0	15.2
Total loans	7.1	8.7
Total surplus funds	38.2	25.9
Total savings	16.4	16.2
Total memberships	3.3	2.5
% CUs with increasing assets	90.5	94.1
Earnings - Basis Pts.		
Yield on total assets	368	349
Dividend/interest cost of assets	79	59
Net interest margin	289	290
Fee & other income	130	140
Operating expense	304	370
Loss Provisions	58	43
Net Income (ROA) with Stab Exp	57	17
Net Income (ROA) without Stab Exp	57	17
% CUs with positive ROA	80.6	88.2
Capital Adequacy (%)		
Net worth/assets	10.5	9.8
% CUs with NW > 7% of assets	96.7	94.1
Asset Quality		
Delinquencies (60+ day \$)/loans (%)	0.57	0.79
Net chargeoffs/average loans (%)	0.52	0.71
Total borrower-bankruptcies	175,728	252
Bankruptcies per CU	33.3	14.8
Bankruptcies per 1000 members	1.4	1.0
Asset/Liability Management		
Loans/savings	77.0	60.3
Loans/assets	65.7	53.7
Net Long-term assets/assets	33.4	25.7
Liquid assets/assets	17.7	22.2
Core deposits/shares & borrowings	52.0	63.6
Productivity		
Members/potential members (%)	3	6
Borrowers/members (%)	57	41
Members/FTE	391	442
Average shares/member (\$)	12,191	9,425
Average loan balance (\$)	16,406	13,898
Employees per million in assets	0.18	0.21
Structure (%)		
Fed CUs w/ single-sponsor	11.3	11.8
Fed CUs w/ community charter	17.5	23.5
Other Fed CUs	32.4	64.7
CUs state chartered	38.7	0.0

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.

Overview: State Trends

	U.S.	Delaware Credit Unions						
	Jun 20	Jun 20	2019	2018	2017	2016	2015	2014
Demographic Information								
Number of CUs	5,271	17	17	17	18	19	22	24
Assets per CU (\$ mil)	335.6	157.9	140.2	132.6	124.9	115.8	95.6	85.7
Median assets (\$ mil)	40.3	76.9	67.5	62.2	54.2	45.5	33.3	20.4
Total assets (\$ mil)	1,769,037	2,685	2,384	2,254	2,247	2,200	2,104	2,057
Total loans (\$ mil)	1,161,697	1,441	1,427	1,307	1,257	1,206	1,087	978
Total surplus funds (\$ mil)	533,761	1,094	818	820	876	887	920	984
Total savings (\$ mil)	1,507,955	2,389	2,104	1,994	1,984	1,941	1,868	1,831
Total memberships (thousands)	123,692	253	252	246	248	240	230	224
Growth Rates (%)								
Total assets	15.0	15.2	5.7	0.3	2.2	4.6	2.3	4.4
Total loans	7.1	8.7	9.2	3.9	4.2	10.9	11.2	16.0
Total surplus funds	38.2	25.9	-0.2	-6.4	-1.2	-3.5	-6.5	-5.1
Total savings	16.4	16.2	5.5	0.5	2.2	3.9	2.0	3.6
Total memberships	3.3	2.5	2.6	-0.8	3.1	4.5	2.7	6.9
% CUs with increasing assets	90.5	94.1	76.5	41.2	72.2	78.9	72.7	50.0
Earnings - Basis Pts.								
Yield on total assets	368	349	385	366	354	346	332	322
Dividend/interest cost of assets	79	59	57	43	38	40	40	43
Net interest margin	289	290	328	322	316	306	292	280
Fee & other income	130	140	150	147	131	131	125	127
Operating expense	304	370	391	372	362	358	336	321
Loss Provisions	58	43	39	43	45	69	39	35
Net Income (ROA) with Stab Exp	57	17	48	55	39	11	43	51
Net Income (ROA) without Stab Exp	57	17	48	55	39	11	43	51
% CUs with positive ROA	80.6	88.2	88.2	94.1	77.8	68.4	59.1	75.0
Capital Adequacy (%)								
Net worth/assets	10.5	9.8	11.0	11.2	10.7	10.6	10.9	10.8
% CUs with NW > 7% of assets	96.7	94.1	94.1	100.0	100.0	100.0	100.0	100.0
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.57	0.79	0.74	1.17	1.35	1.19	1.49	1.50
Net chargeoffs/average loans (%)	0.52	0.71	0.80	0.93	0.86	1.10	0.57	0.90
Total borrower-bankruptcies	175,728	252	222	286	384	216	346	380
Bankruptcies per CU	33.3	14.8	13.1	16.8	21.3	11.4	15.7	15.8
Bankruptcies per 1000 members	1.4	1.0	0.9	1.2	1.5	0.9	1.5	1.7
Asset/Liability Management								
Loans/savings	77.0	60.3	67.8	65.5	63.4	62.1	58.2	53.4
Loans/assets	65.7	53.7	59.9	58.0	55.9	54.8	51.7	47.5
Net Long-term assets/assets	33.4	25.7	29.9	34.1	33.7	30.5	31.1	36.7
Liquid assets/assets	17.7	22.2	14.9	13.4	13.2	14.4	15.4	15.0
Core deposits/shares & borrowings	52.0	63.6	61.2	62.0	61.5	58.9	57.7	55.1
Productivity								
Members/potential members (%)	3	6	6	7	6	7	7	11
Borrowers/members (%)	57	41	42	43	44	45	45	45
Members/FTE	391	442	419	428	427	434	445	432
Average shares/member (\$)	12,191	9,425	8,342	8,110	8,008	8,074	8,119	8,174
Average loan balance (\$)	16,406	13,898	13,429	12,252	11,573	11,077	10,400	9,790
Employees per million in assets	0.18	0.21	0.25	0.25	0.26	0.25	0.25	0.25
Structure (%)								
Fed CUs w/ single-sponsor	11.3	11.8	11.8	11.8	11.1	10.5	18.2	29.2
Fed CUs w/ community charter	17.5	23.5	23.5	23.5	22.2	21.1	18.2	16.7
Other Fed CUs	32.4	64.7	64.7	64.7	66.7	68.4	63.6	54.2
CUs state chartered	38.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0

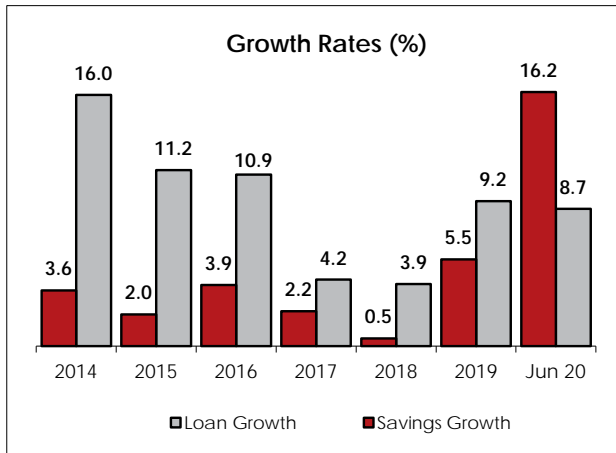
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.

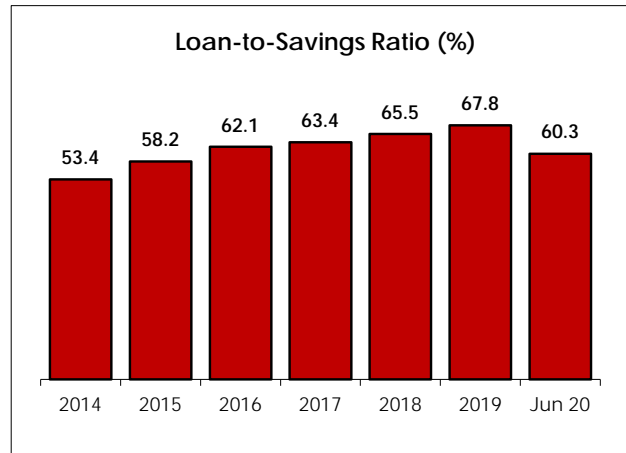
Delaware Credit Union Profile

Mid-Year 2020

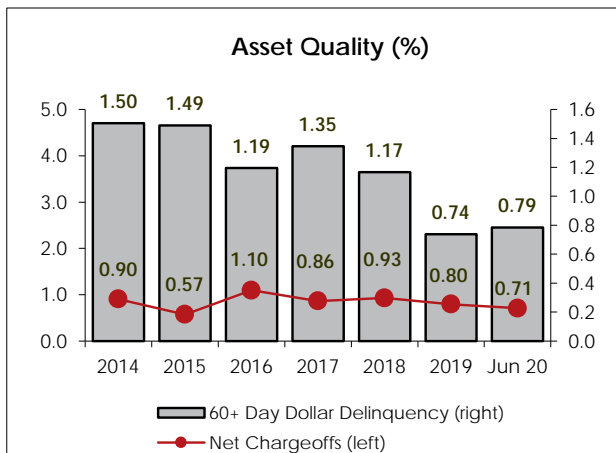
Loan and Savings Growth Trends



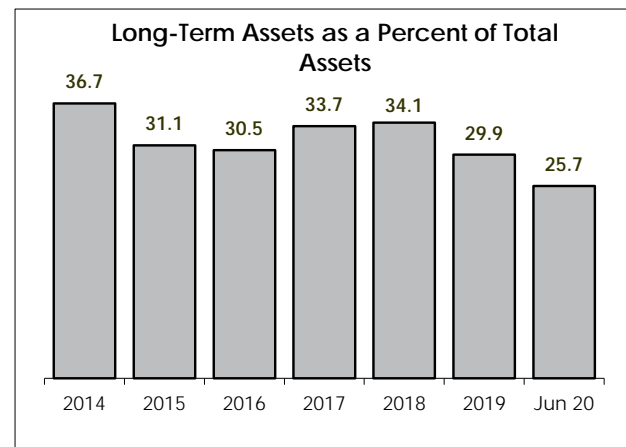
Liquidity Trends



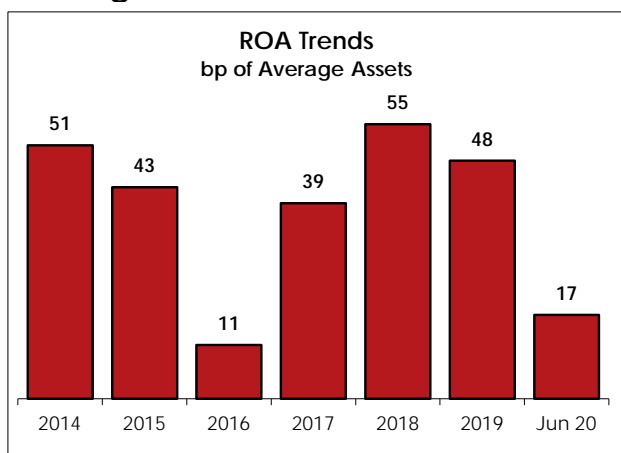
Credit Risk Trends



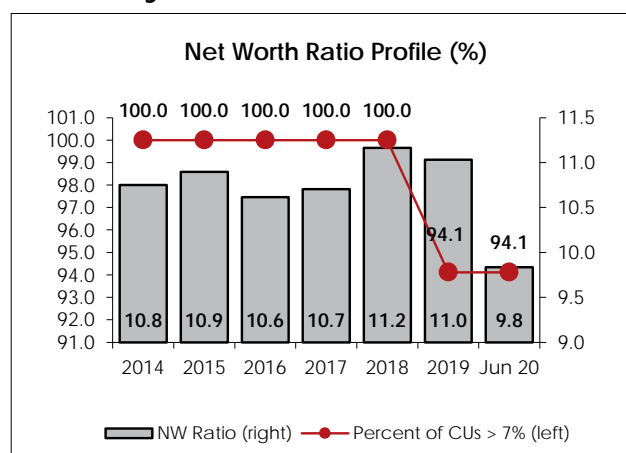
Interest Rate Risk Trends



Earnings Trends



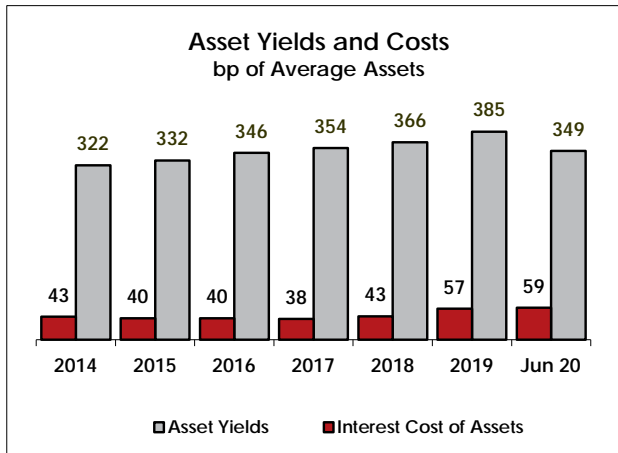
Solvency Trends



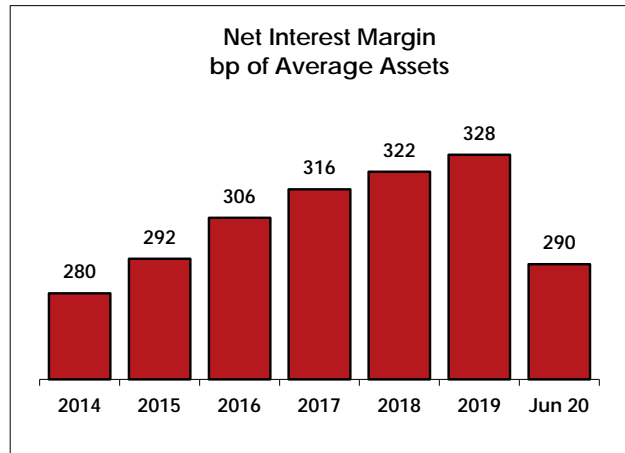
Delaware Credit Union Profile

Mid-Year 2020

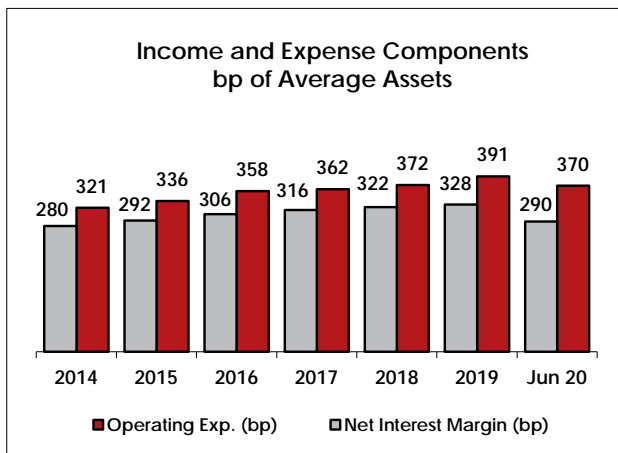
Asset Yields and Funding Costs



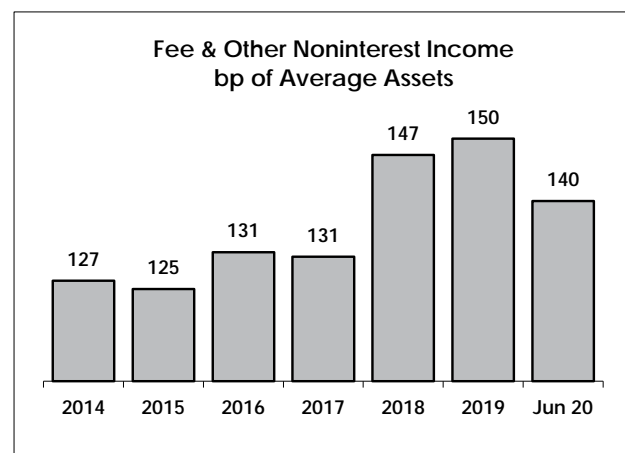
Interest Margins



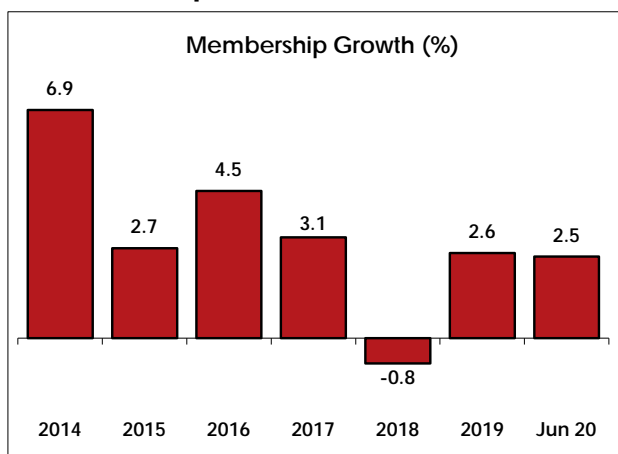
Interest Margins & Overhead



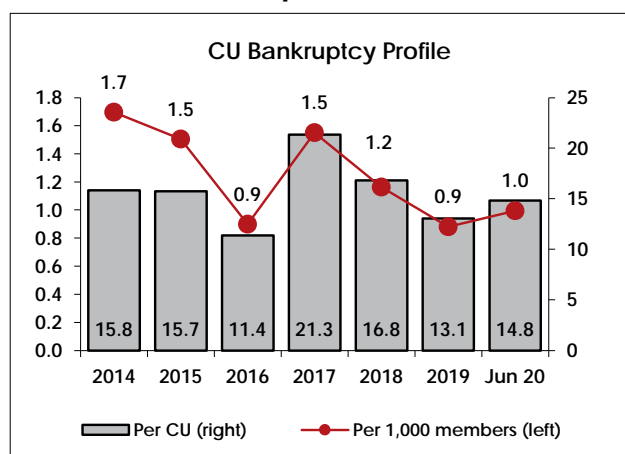
Noninterest Income



Membership Growth Trends



Borrower Bankruptcies



Overview: State Results by Asset Size

	Delaware Credit Union Asset Groups - 2020							
	DE	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Demographic Information								
Number of CUs	17	5	3	2	2	3	2	
Assets per CU (\$ mil)	157.9	10.9	32.2	82.9	135.2	323.6	563.4	
Median assets (\$ mil)	76.9	11.7	26.8	82.9	135.2	327.6	563.4	
Total assets (\$ mil)	2,685	54	97	166	270	971	1,127	
Total loans (\$ mil)	1,441	19	26	78	116	422	781	
Total surplus funds (\$ mil)	1,094	35	69	81	140	495	273	
Total savings (\$ mil)	2,389	45	87	146	244	846	1,021	
Total memberships (thousands)	253	9	17	24	19	70	115	
Growth Rates (%)								
Total assets	15.2	9.4	7.9	12.6	8.2	13.8	19.7	
Total loans	8.7	4.7	-7.9	-2.5	0.0	2.6	16.1	
Total surplus funds	25.9	13.0	15.3	33.5	22.0	27.5	27.7	
Total savings	16.2	8.7	8.5	14.6	9.7	14.3	20.8	
Total memberships	2.5	2.0	0.0	-0.9	1.6	1.1	4.7	
<i>% CUs with increasing assets</i>	94.1	80.0	100.0	100.0	100.0	100.0	100.0	
Earnings - Basis Pts.								
Yield on total assets	349	355	326	412	290	297	401	
Dividend/interest cost of assets	59	44	6	51	62	66	59	
Net interest margin	290	311	320	361	228	232	342	
Fee & other income	140	116	74	176	85	98	192	
Operating expense	370	341	349	439	333	261	467	
Loss Provisions	43	37	18	68	20	29	61	
Net Income (ROA) with Stab Exp	17	50	27	30	-40	40	6	
Net Income (ROA) without Stab Exp	17	50	27	30	-40	40	6	
<i>% CUs with positive ROA</i>	88.2	80.0	100.0	100.0	50.0	100.0	100.0	
Capital Adequacy (%)								
Net worth/assets	9.8	16.6	9.1	11.5	9.4	11.6	7.9	
<i>% CUs with NW > 7% of assets</i>	94.1	100.0	66.7	100.0	100.0	100.0	100.0	
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.79	1.04	0.85	1.63	2.07	0.29	0.77	
Net chargeoffs/average loans (%)	0.71	0.85	1.46	1.25	0.46	0.76	0.63	
Total borrower-bankruptcies	252	14	16	22	24	46	130	
Bankruptcies per CU	14.8	2.8	5.3	11.0	12.0	15.3	65.0	
Bankruptcies per 1000 members	1.0	1.6	1.0	0.9	1.3	0.7	1.1	
Asset/Liability Management (%)								
Loans/savings	60.3	42.3	29.4	53.2	47.5	49.9	76.4	
Loans/assets	53.7	34.6	26.6	46.9	42.9	43.4	69.3	
Net Long-term assets/assets	25.7	21.7	15.4	30.9	33.5	22.7	26.7	
Liquid assets/assets	22.2	24.1	33.3	25.1	30.6	21.9	18.9	
Core deposits/shares & borrowings	63.6	72.8	84.6	68.0	57.5	59.7	65.5	
Productivity								
Members/potential members (%)	6	46	5	2	4	5	9	
Borrowers/members (%)	41	35	26	33	38	40	46	
Members/FTE	442	524	757	611	351	468	395	
Average shares/member (\$)	9,425	5,147	5,240	5,984	12,744	12,136	8,888	
Average loan balance (\$)	13,898	6,217	6,037	9,554	16,059	15,099	14,708	
Employees per million in assets	0.21	0.30	0.23	0.24	0.20	0.15	0.26	
Structure (%)								
Fed CUs w/ single-sponsor	11.8	20.0	33.3	0.0	0.0	0.0	0.0	
Fed CUs w/ community charter	23.5	20.0	0.0	0.0	50.0	66.7	0.0	
Other Fed CUs	64.7	60.0	66.7	100.0	50.0	33.3	100.0	
CUs state chartered	0.0	0.0	0.0	0.0	0.0	0.0	0.0	

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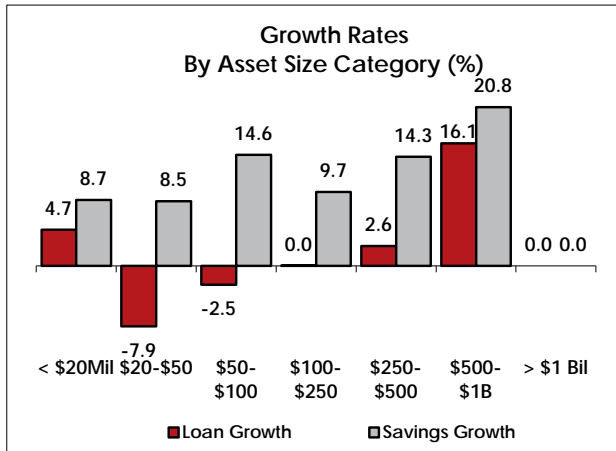
Source: NCUA and CUNA E&S.

Delaware Credit Union Profile

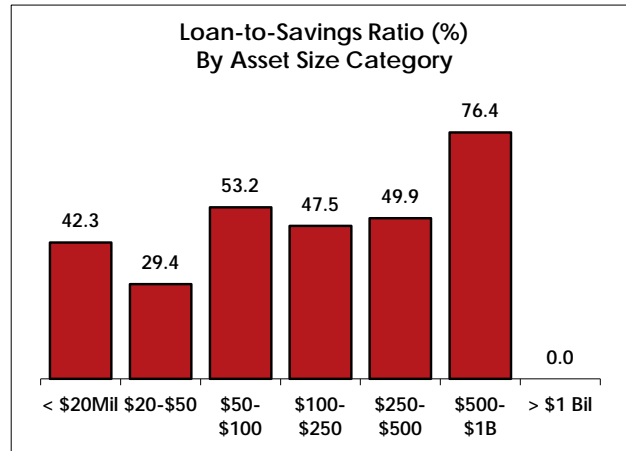
Mid-Year 2020

Results By Asset Size

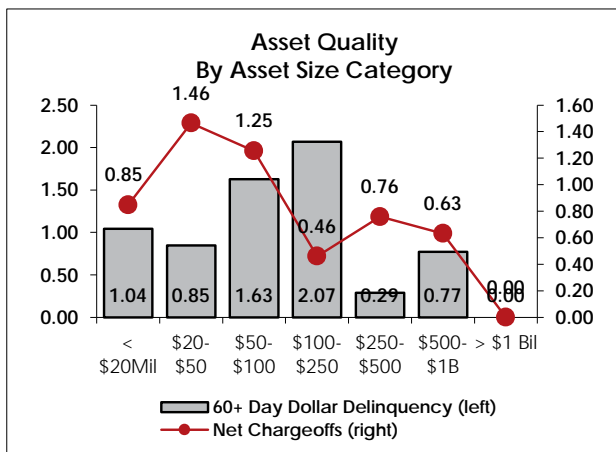
Loan and Savings growth



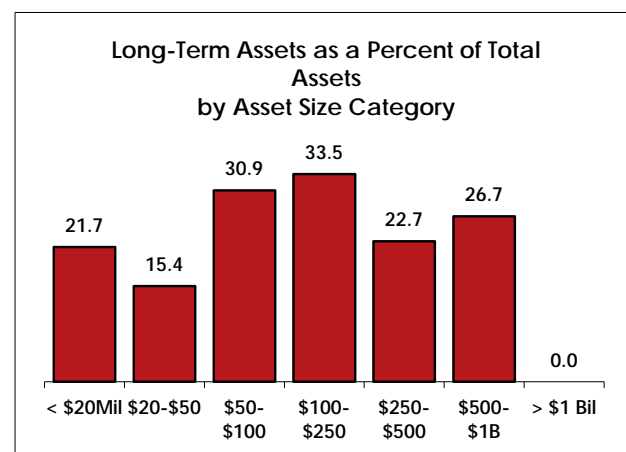
Liquidity Risk Exposure



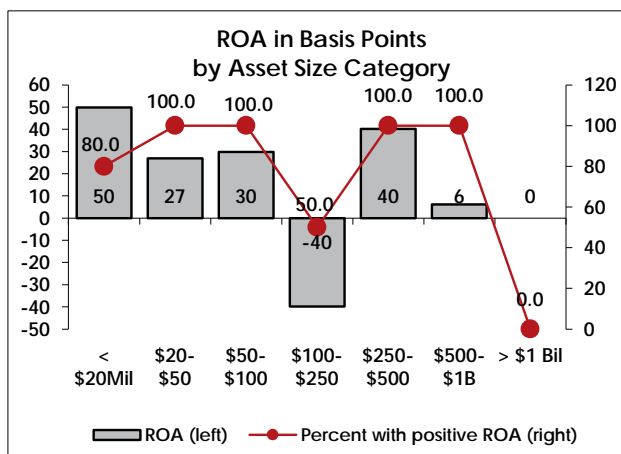
Credit Risk Exposure



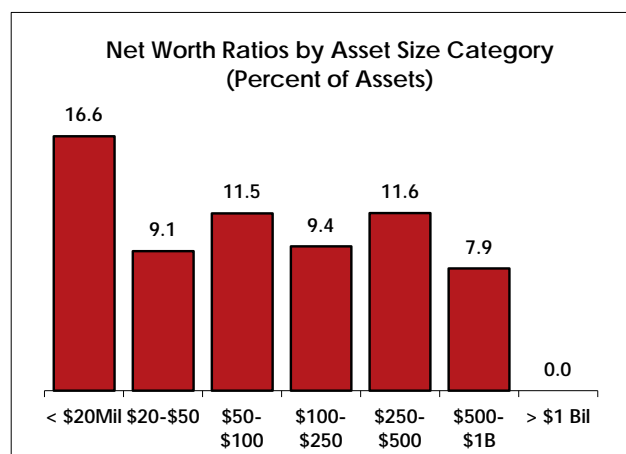
Interest Rate Risk Exposure



Earnings



Solvency



Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2020						
Demographic Information	Jun 20	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	5,271	1,864	994	684	726	366	276	361
Assets per CU (\$ mil)	335.6	7.6	32.8	72.0	158.2	350.6	706.6	3,420.7
Median assets (\$ mil)	40.3	6.7	31.5	70.7	149.1	340.5	693.5	1,935.2
Total assets (\$ mil)	1,769,037	14,108	32,639	49,254	114,828	128,322	195,017	1,234,871
Total loans (\$ mil)	1,161,697	6,564	15,830	25,823	67,789	80,781	128,809	836,101
Total surplus funds (\$ mil)	533,761	7,263	15,735	21,266	41,314	40,850	56,295	351,038
Total savings (\$ mil)	1,507,955	12,016	28,500	43,100	100,769	112,041	168,030	1,043,499
Total memberships (thousands)	123,692	2,045	3,369	4,672	9,789	10,369	14,210	79,239
Growth Rates (%)								
Total assets	15.0	6.8	10.0	11.2	12.6	13.5	14.6	16.7
Total loans	7.1	-2.6	0.2	1.1	3.6	5.1	6.4	8.9
Total surplus funds	38.2	17.3	22.3	27.0	31.8	36.1	39.5	42.2
Total savings	16.4	7.7	11.0	12.2	13.6	14.6	15.8	18.3
Total memberships	3.3	-2.1	-0.7	-0.9	0.6	1.2	2.4	5.7
<i>% CUs with increasing assets</i>	90.5	76.3	96.9	98.5	98.5	99.2	98.9	99.7
Earnings - Basis Pts.								
Yield on total assets	368	370	352	352	357	358	360	372
Dividend/interest cost of assets	79	42	44	45	53	61	67	88
Net interest margin	289	329	308	307	304	297	294	284
Fee & other income	130	74	93	115	127	137	137	132
Operating expense	304	351	347	357	358	355	344	284
Loss Provisions	58	22	20	23	29	33	41	69
Net Income (ROA) with Stab Exp	57	30	34	42	44	45	46	62
Net Income (ROA) without Stab Exp	57	30	34	42	44	45	46	62
<i>% CUs with positive ROA</i>	80.6	70.5	81.1	85.2	86.5	89.1	89.5	95.0
Capital Adequacy (%)								
Net worth/assets	10.5	14.3	12.1	11.5	10.8	10.5	10.3	10.3
<i>% CUs with NW > 7% of assets</i>	96.7	95.4	96.1	96.5	97.8	98.6	98.9	99.7
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.57	1.30	0.87	0.75	0.64	0.59	0.60	0.55
Net chargeoffs/average loans (%)	0.52	0.46	0.38	0.41	0.40	0.41	0.44	0.57
Total borrower-bankruptcies	175,728	2,364	4,052	5,586	12,780	14,402	22,226	114,318
Bankruptcies per CU	33.3	1.3	4.1	8.2	17.6	39.3	80.5	316.7
Bankruptcies per 1000 members	1.4	1.2	1.2	1.2	1.3	1.4	1.6	1.4
Asset/Liability Management								
Loans/savings	77.0	54.6	55.5	59.9	67.3	72.1	76.7	80.1
Loans/assets	65.7	46.5	48.5	52.4	59.0	63.0	66.1	67.7
Net Long-term assets/assets	33.4	10.3	18.4	22.7	28.0	30.3	34.6	35.1
Liquid assets/assets	17.7	35.2	30.4	26.9	22.0	19.3	17.0	16.3
Core deposits/shares & borrowings	52.0	80.8	73.1	69.1	63.9	59.7	57.3	47.7
Productivity								
Members/potential members (%)	3	6	3	3	2	3	3	3
Borrowers/members (%)	57	42	60	57	55	55	55	58
Members/FTE	391	420	409	378	344	345	345	415
Average shares/member (\$)	12,191	5,877	8,459	9,225	10,294	10,805	11,825	13,169
Average loan balance (\$)	16,406	7,678	7,831	9,663	12,482	14,090	16,573	18,049
Employees per million in assets	0.18	0.35	0.25	0.25	0.25	0.23	0.21	0.15
Structure (%)								
Fed CUs w/ single-sponsor	11.3	24.0	8.2	3.8	2.6	1.9	2.2	2.2
Fed CUs w/ community charter	17.5	8.5	21.5	25.6	28.5	22.4	19.6	9.4
Other Fed CUs	32.4	37.2	32.4	31.6	27.1	26.0	25.7	31.6
CUs state chartered	38.7	30.2	37.8	39.0	41.7	49.7	52.5	56.8

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.	Delaware Credit Unions						
Growth Rates	Jun 20	Jun 20	2019	2018	2017	2016	2015	2014
Credit cards	-2.4%	-5.9%	2.9%	1.9%	2.0%	0.3%	-1.2%	6.2%
Other unsecured loans	18.2%	11.3%	-3.0%	-5.0%	-1.6%	2.5%	3.7%	18.2%
New automobile	-3.3%	11.5%	16.7%	25.3%	14.5%	28.3%	24.6%	20.3%
Used automobile	3.8%	13.6%	13.5%	-5.5%	-4.2%	17.8%	34.0%	54.3%
First mortgage	12.8%	15.8%	21.7%	6.2%	7.9%	5.8%	3.0%	7.0%
HEL & 2nd Mtg	-2.5%	-11.8%	-21.6%	-0.1%	7.9%	0.8%	-2.7%	1.3%
Commercial loans*	17.0%	14.4%	9.9%	12.4%	24.9%	24.8%	27.6%	37.4%
Share drafts	37.3%	27.1%	7.8%	7.3%	6.6%	7.3%	13.8%	15.6%
Certificates	9.0%	19.0%	17.7%	-1.4%	-10.1%	1.5%	-7.2%	-6.4%
IRAs	4.2%	4.2%	0.4%	-5.4%	-3.1%	-1.0%	-5.4%	-1.7%
Money market shares	15.2%	12.0%	-1.7%	-0.4%	0.6%	1.0%	1.8%	-21.4%
Regular shares	14.9%	14.6%	2.7%	-0.8%	6.8%	5.5%	4.7%	22.6%
Portfolio \$ Distribution								
Credit cards/total loans	5.3%	4.5%	5.0%	5.4%	5.5%	5.6%	6.2%	6.9%
Other unsecured loans/total loans	4.6%	7.3%	6.6%	7.4%	8.1%	8.6%	9.3%	9.9%
New automobile/total loans	12.3%	20.8%	21.0%	19.6%	16.3%	14.8%	12.8%	11.4%
Used automobile/total loans	20.2%	24.1%	23.8%	22.9%	25.2%	27.4%	25.8%	21.4%
First mortgage/total loans	43.1%	31.1%	32.0%	28.7%	28.1%	27.2%	28.5%	30.7%
HEL & 2nd Mtg/total loans	7.7%	9.7%	8.8%	12.3%	12.8%	12.4%	13.6%	15.6%
Commercial loans/total loans	7.8%	5.9%	5.7%	5.7%	5.3%	4.4%	3.9%	3.4%
Share drafts/total savings	17.5%	19.9%	18.0%	17.6%	16.5%	15.8%	15.3%	13.8%
Certificates/total savings	19.3%	14.9%	16.2%	14.5%	14.8%	16.8%	17.2%	18.9%
IRAs/total savings	5.5%	5.9%	6.5%	6.9%	7.3%	7.7%	8.1%	8.7%
Money market shares/total savings	20.4%	14.1%	14.4%	15.5%	15.6%	15.9%	16.4%	16.4%
Regular shares/total savings	35.4%	43.7%	43.2%	44.4%	45.0%	43.0%	42.4%	41.3%
Percent of CUs Offering								
Credit cards	62.8%	82.4%	82.4%	82.4%	77.8%	73.7%	68.2%	66.7%
Other unsecured loans	99.4%	100.0%	100.0%	100.0%	100.0%	94.7%	95.5%	95.8%
New automobile	96.0%	88.2%	88.2%	88.2%	88.9%	89.5%	90.9%	91.7%
Used automobile	96.9%	94.1%	94.1%	94.1%	88.9%	89.5%	90.9%	91.7%
First mortgage	70.0%	76.5%	76.5%	76.5%	72.2%	68.4%	59.1%	58.3%
HEL & 2nd Mtg	69.2%	88.2%	88.2%	88.2%	83.3%	78.9%	72.7%	75.0%
Commercial loans	35.5%	47.1%	47.1%	47.1%	44.4%	36.8%	31.8%	29.2%
Share drafts	81.3%	94.1%	88.2%	88.2%	88.9%	84.2%	77.3%	75.0%
Certificates	82.6%	94.1%	94.1%	94.1%	94.4%	94.7%	95.5%	95.8%
IRAs	69.5%	76.5%	76.5%	76.5%	72.2%	68.4%	68.2%	66.7%
Money market shares	53.4%	70.6%	70.6%	70.6%	66.7%	63.2%	54.5%	54.2%
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	18.6%	13.7%	12.8%	13.6%	13.5%	14.5%	15.3%	14.9%
Other unsecured loans	11.0%	8.9%	10.3%	10.5%	11.0%	11.2%	11.2%	11.2%
New automobile	6.1%	5.3%	5.3%	4.7%	3.8%	2.7%	2.6%	2.7%
Used automobile	14.9%	9.5%	10.2%	10.7%	11.5%	12.8%	12.7%	12.2%
First mortgage	2.5%	1.3%	1.3%	1.2%	1.2%	1.2%	1.2%	1.2%
HEL & 2nd Mtg	2.0%	1.4%	1.4%	1.6%	1.6%	1.7%	1.8%	1.9%
Commercial loans	0.3%	0.2%	0.2%	0.2%	0.3%	0.3%	0.3%	0.2%
Share drafts	60.2%	53.4%	52.4%	51.9%	49.6%	46.4%	48.6%	48.7%
Certificates	8.1%	5.9%	6.0%	5.8%	5.8%	6.5%	6.9%	7.6%
IRAs	3.9%	3.7%	3.5%	3.7%	3.6%	4.1%	4.5%	4.9%
Money market shares	7.0%	3.5%	3.4%	3.5%	3.5%	3.3%	3.8%	4.0%

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.

Portfolio Detail: State Results by Asset Size

Growth Rates	DE	Delaware Credit Union Asset Groups - 2020						
	Jun 20	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Credit cards	-5.9%	-6.6%	-10.7%	-10.8%	-11.4%	-11.8%	2.7%	
Other unsecured loans	11.3%	27.6%	-22.2%	-13.3%	-11.0%	41.7%	13.3%	
New automobile	11.5%	-4.0%	12.7%	-24.0%	3.1%	12.1%	12.6%	
Used automobile	13.6%	0.5%	2.5%	-3.7%	13.0%	6.7%	18.8%	
First mortgage	15.8%	27.0%	-26.6%	-14.7%	5.2%	-7.1%	54.5%	
HEL & 2nd Mtg	-11.8%	-12.5%	-17.7%	99.5%	-18.9%	6.3%	-25.8%	
Commercial loans*	14.4%			7.7%	21.7%	21.6%	15.0%	
Share drafts	27.1%	20.3%	14.6%	31.9%	20.8%	19.4%	33.3%	
Certificates	19.0%	12.9%	-18.9%	10.4%	9.1%	26.1%	17.9%	
IRAs	4.2%	-3.1%	-2.3%	-18.5%	-2.5%	7.1%	6.1%	
Money market shares	12.0%	-0.1%	4.4%	27.6%	0.2%	18.5%	7.2%	
Regular shares	14.6%	6.9%	9.4%	11.8%	16.4%	8.7%	22.0%	
Portfolio \$ Distribution								
Credit cards/total loans	4.5%	3.9%	12.4%	10.1%	4.3%	4.9%	3.6%	
Other unsecured loans/total loans	7.3%	34.5%	25.0%	10.7%	10.3%	7.3%	5.2%	
New automobile/total loans	20.8%	20.2%	23.5%	2.7%	8.8%	21.6%	23.8%	
Used automobile/total loans	24.1%	29.7%	24.2%	18.7%	16.4%	19.7%	28.0%	
First mortgage/total loans	31.1%	1.6%	3.2%	38.9%	50.4%	34.6%	27.1%	
HEL & 2nd Mtg/total loans	9.7%	7.3%	10.2%	17.2%	7.6%	9.8%	9.2%	
Commercial loans/total loans	5.9%	0.0%	0.0%	24.9%	7.5%	1.6%	6.5%	
Share drafts/total savings	19.9%	9.9%	14.1%	17.8%	15.9%	16.8%	24.7%	
Certificates/total savings	14.9%	14.7%	2.0%	12.2%	12.7%	14.6%	17.2%	
IRAs/total savings	5.9%	1.9%	2.6%	2.6%	8.3%	7.5%	5.0%	
Money market shares/total savings	14.1%	4.8%	9.1%	9.8%	13.3%	18.2%	12.2%	
Regular shares/total savings	43.7%	64.2%	70.5%	50.2%	41.6%	42.8%	40.8%	
Percent of CUs Offering								
Credit cards	82.4%	40.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Other unsecured loans	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
New automobile	88.2%	60.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Used automobile	94.1%	80.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
First mortgage	76.5%	40.0%	66.7%	100.0%	100.0%	100.0%	100.0%	
HEL & 2nd Mtg	88.2%	60.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Commercial loans	47.1%	0.0%	0.0%	100.0%	100.0%	66.7%	100.0%	
Share drafts	94.1%	80.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Certificates	94.1%	80.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
IRAs	76.5%	20.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Money market shares	70.6%	20.0%	100.0%	100.0%	100.0%	66.7%	100.0%	
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	13.7%	13.2%	12.0%	10.0%	14.0%	15.0%	13.9%	
Other unsecured loans	8.9%	20.1%	7.1%	15.9%	9.1%	6.5%	8.2%	
New automobile	5.3%	3.1%	2.2%	0.5%	2.5%	6.5%	6.8%	
Used automobile	9.5%	5.8%	3.0%	4.4%	6.7%	8.1%	13.0%	
First mortgage	1.3%	0.3%	0.1%	1.2%	1.5%	1.2%	1.5%	
HEL & 2nd Mtg	1.4%	0.6%	0.7%	0.9%	1.4%	1.7%	1.4%	
Commercial loans	0.2%			0.4%	0.1%	0.0%	0.3%	
Share drafts	53.4%	18.9%	29.8%	64.4%	53.4%	46.5%	61.0%	
Certificates	5.9%	5.7%	0.8%	4.5%	6.8%	6.4%	6.5%	
IRAs	3.7%	2.8%	1.2%	3.7%	5.2%	4.8%	3.1%	
Money market shares	3.5%	2.5%	1.4%	4.8%	3.0%	6.5%	2.3%	

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 - 2020						
	Jun 20	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Growth Rates								
Credit cards	-2.4%	-10.8%	-9.3%	-8.3%	-7.0%	-7.4%	-7.6%	-0.7%
Other unsecured loans	18.2%	-8.1%	-4.0%	0.4%	6.8%	13.3%	17.9%	24.2%
New automobile	-3.3%	-1.7%	-1.6%	-3.4%	-3.4%	-1.6%	-4.6%	-2.5%
Used automobile	3.8%	-1.6%	-0.4%	0.2%	1.8%	2.4%	2.3%	6.1%
First mortgage	12.8%	0.3%	4.3%	6.9%	9.7%	11.7%	13.3%	13.9%
HEL & 2nd Mtg	-2.5%	-6.4%	-2.3%	-3.7%	-3.0%	-3.5%	-2.9%	-1.3%
Commercial loans*	17.0%	4.2%	6.8%	8.5%	13.0%	15.3%	16.6%	18.1%
Share drafts	37.3%	18.9%	20.6%	22.4%	23.9%	23.3%	26.2%	47.4%
Certificates	9.0%	7.0%	8.0%	7.4%	7.2%	9.3%	10.3%	9.4%
IRAs	4.2%	-3.7%	-0.6%	0.4%	1.4%	2.9%	3.4%	5.5%
Money market shares	15.2%	3.8%	5.0%	7.2%	9.5%	10.2%	11.5%	17.3%
Regular shares	14.9%	7.1%	11.0%	12.6%	15.3%	17.1%	17.3%	16.1%
Portfolio \$ Distribution								
Credit cards/total loans	5.3%	2.2%	3.4%	3.5%	3.3%	3.7%	3.4%	6.0%
Other unsecured loans/total loans	4.6%	14.5%	8.4%	6.6%	5.3%	5.0%	4.6%	4.2%
New automobile/total loans	12.3%	22.9%	15.9%	13.7%	12.3%	12.7%	11.9%	12.2%
Used automobile/total loans	20.2%	36.4%	31.3%	29.3%	26.8%	25.5%	23.0%	18.2%
First mortgage/total loans	43.1%	9.6%	24.3%	29.8%	35.0%	36.9%	41.6%	45.6%
HEL & 2nd Mtg/total loans	7.7%	4.8%	8.4%	9.0%	8.5%	9.1%	8.3%	7.4%
Commercial loans/total loans	7.8%	0.7%	1.8%	4.0%	5.8%	7.0%	9.9%	8.0%
Share drafts/total savings	17.5%	10.5%	17.1%	19.2%	20.6%	21.0%	21.9%	16.1%
Certificates/total savings	19.3%	11.1%	12.2%	13.5%	15.4%	17.2%	18.3%	20.6%
IRAs/total savings	5.5%	2.6%	4.6%	5.1%	5.3%	5.2%	5.1%	5.8%
Money market shares/total savings	20.4%	3.2%	8.2%	10.4%	13.3%	15.8%	16.7%	23.1%
Regular shares/total savings	35.4%	70.4%	55.9%	50.1%	43.5%	39.1%	36.3%	32.5%
Percent of CUs Offering								
Credit cards	62.8%	23.1%	73.1%	85.8%	87.6%	90.2%	94.6%	93.9%
Other unsecured loans	99.4%	98.3%	99.8%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	96.0%	88.9%	99.6%	100.0%	99.9%	100.0%	99.6%	100.0%
Used automobile	96.9%	91.5%	99.7%	100.0%	99.7%	100.0%	100.0%	99.7%
First mortgage	70.0%	26.9%	82.6%	94.4%	98.9%	100.0%	100.0%	99.7%
HEL & 2nd Mtg	69.2%	27.5%	80.3%	91.8%	97.5%	99.2%	100.0%	100.0%
Commercial loans	35.5%	4.6%	20.0%	39.8%	64.2%	77.9%	86.6%	89.2%
Share drafts	81.3%	49.5%	96.6%	99.3%	99.3%	100.0%	100.0%	99.4%
Certificates	82.6%	56.7%	93.5%	96.5%	98.6%	99.2%	99.3%	98.9%
IRAs	69.5%	30.0%	79.5%	90.2%	96.8%	98.6%	99.6%	99.4%
Money market shares	53.4%	12.1%	53.2%	71.6%	86.1%	92.6%	93.1%	96.1%
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	18.6%	13.3%	13.3%	13.5%	14.3%	15.7%	15.5%	20.6%
Other unsecured loans	11.0%	17.1%	14.9%	13.0%	11.8%	10.9%	10.2%	10.6%
New automobile	6.1%	4.8%	9.1%	6.9%	5.2%	5.4%	5.6%	6.2%
Used automobile	14.9%	11.8%	19.5%	17.8%	16.2%	16.2%	15.9%	14.2%
First mortgage	2.5%	1.2%	1.7%	2.4%	2.8%	2.6%	2.6%	2.5%
HEL & 2nd Mtg	2.0%	1.2%	1.4%	1.6%	1.8%	2.0%	2.0%	2.0%
Commercial loans	0.3%	0.7%	0.6%	0.4%	0.4%	0.5%	0.3%	0.2%
Share drafts	60.2%	32.4%	44.1%	48.6%	54.5%	56.4%	59.1%	63.5%
Certificates	8.1%	4.7%	5.1%	5.5%	6.4%	6.8%	7.2%	9.0%
IRAs	3.9%	2.1%	2.7%	3.0%	3.3%	3.4%	3.6%	4.2%
Money market shares	7.0%	3.7%	3.5%	3.4%	4.3%	4.6%	5.2%	8.2%

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.

Delaware CU Profile - Quarterly Trends

	U.S.	Delaware Credit Unions				
	Jun 20	Jun 20	Mar 20	Dec 19	Sep 19	Jun 19
Demographic Information						
Number CUs	5,272	17	17	17	17	17
Growth Rates (Quarterly % Change)						
Total loans	1.9	0.8	0.1	5.0	2.6	2.4
Credit cards	-5.4	-6.1	-3.7	3.7	0.3	0.5
Other unsecured loans	13.8	17.1	-4.7	1.4	-1.6	1.0
New automobile	-2.2	-1.1	1.1	4.8	6.4	4.6
Used automobile	1.6	0.4	1.7	7.2	3.9	3.6
First mortgage	3.6	-0.9	-1.1	16.7	1.3	2.8
HEL & 2nd Mtg	-2.7	5.6	4.7	-20.8	0.8	-0.6
Commercial loans*	4.1	3.1	1.5	8.3	0.9	2.7
Total savings	8.4	8.1	5.1	2.0	0.3	-1.1
Share drafts	14.9	14.4	9.8	2.4	-1.1	-3.0
Certificates	-2.0	-0.3	4.8	8.0	5.4	1.3
IRAs	1.1	1.6	1.6	0.3	0.6	-0.8
Money market shares	8.2	6.4	4.0	1.1	0.2	-1.8
Regular shares	13.4	10.4	4.1	0.8	-1.1	-1.2
Total memberships	0.9	0.4	0.1	1.3	0.6	0.3
Earnings (Basis Points)						
Yield on total assets	359	333	372	388	385	381
Dividend/interest cost of assets	73	54	65	63	59	55
Fee & other income	133	132	150	152	154	156
Operating expense	297	351	395	405	398	388
Loss Provisions	64	38	49	38	52	28
Net Income (ROA)	61	21	13	34	30	65
% CUs with positive ROA	81	88	88	88	88	88
Capital Adequacy (%)						
Net worth/assets	10.5	9.8	10.4	11.0	10.9	11.0
% CUs with NW > 7% of assets	96.8	94.1	94.1	94.1	94.1	100.0
Asset Quality (%)						
Loan delinquency rate - Total loans	0.58	0.79	0.78	0.74	0.92	0.99
Total Consumer	0.62	0.81	0.82	0.77	0.92	0.87
Credit Cards	1.01	0.75	1.06	1.28	1.33	0.89
All Other Consumer	0.58	0.81	0.80	0.72	0.88	0.87
Total Mortgages	0.54	0.76	0.73	0.69	0.93	1.16
First Mortgages	0.53	0.88	0.79	0.69	1.07	1.23
All Other Mortgages	0.60	0.37	0.53	0.70	0.56	0.97
Total Commercial Loans	0.98	1.24	1.53	0.91	2.48	1.85
Commercial Ag Loans	1.54	0.00	0.00	0.00	0.00	0.00
All Other Commercial Loans	0.96	1.36	1.67	0.99	2.60	1.89
Net chargeoffs/average loans	0.48	0.59	0.83	0.92	0.71	0.76
Total Consumer	0.99	0.72	1.33	1.46	1.11	1.20
Credit Cards	3.25	1.77	2.94	2.18	1.65	2.84
All Other Consumer	0.70	0.63	1.18	1.40	1.06	1.04
Total Mortgages	0.01	0.39	0.11	0.13	0.13	0.12
First Mortgages	0.01	0.48	0.10	0.05	-0.10	0.06
All Other Mortgages	-0.01	0.06	0.18	0.36	0.68	0.25
Total Commercial Loans	0.22	0.60	0.63	3.45	0.58	0.59
Commercial Ag Loans	0.04	0.00	0.00	0.00	0.00	0.00
All Other Commercial Loans	0.22	0.66	0.69	3.68	0.60	0.60
Asset/Liability Management						
Loans/savings	76.2	60.3	64.6	67.8	65.9	64.4

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.

*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.

Delaware Credit Union Profile

Mid-Year 2020

Bank Comparisons

	DE Credit Unions				DE Banks			
	Jun 20	2019	2018	3 Yr Avg	Jun 20	2019	2018	3 Yr Avg
Demographic Information								
Number of Institutions	17	17	17	17	21	21	22	21
Assets per Institution (\$ mil)	158	140	133	144	54,073	47,920	48,999	50,331
Total assets (\$ mil)	2,685	2,384	2,254	2,441	1,135,541	1,006,321	1,077,980	1,073,281
Total loans (\$ mil)	1,441	1,427	1,307	1,392	627,721	608,795	685,568	640,695
Total surplus funds (\$ mil)	1,094	818	820	911	439,521	324,676	309,268	357,822
Total savings (\$ mil)	2,389	2,104	1,994	2,162	917,598	770,487	767,017	818,367
Avg number of branches (1)	4	4	4	4	206	210	206	208
12 Month Growth Rates (%)								
Total assets	15.2	5.7	0.3	7.1	16.2	6.4	1.0	7.9
Total loans	8.7	9.2	3.9	7.3	5.5	5.5	2.9	4.7
Real estate loans	7.8	8.7	4.2	6.9	4.2	5.2	-0.6	2.9
Commercial loans*	14.4	9.9	12.4	12.2	15.8	5.0	9.9	10.2
Total consumer	8.9	9.6	2.9	7.1	-2.1	8.1	2.8	2.9
Consumer credit card	-5.9	2.9	1.9	-0.3	-7.5	4.6	2.2	-0.2
Other consumer	10.5	10.3	3.0	7.9	7.6	14.8	4.9	9.1
Total surplus funds	25.9	-0.2	-6.4	6.4	42.6	7.8	-2.8	15.9
Total savings	16.2	5.5	0.5	7.4	25.8	7.3	1.7	11.6
YTD Earnings Annualized (BP)								
Yield on Total Assets	349	385	366	367	402	494	529	475
Dividend/Interest cost of assets	59	57	43	53	62	111	98	90
Net Interest margin	290	328	322	313	340	383	431	385
Fee and other income (2)	140	150	147	146	96	109	120	108
Operating expense	370	391	372	377	256	298	321	292
Loss provisions	43	39	43	42	209	75	90	125
Net income	17	48	55	40	-32	119	138	75
Capital Adequacy (%)								
Net worth/assets	9.8	11.0	11.2	10.7	10.7	12.0	14.0	12.3
Asset Quality (%)								
Delinquencies/loans (3)	0.79	0.74	1.17	0.90	1.07	1.10	1.17	1.11
Real estate loans	0.76	0.69	1.27	0.91	1.61	1.51	1.99	1.70
Consumer loans	1.24	0.91	1.67	1.27	0.55	0.51	0.48	0.51
Total consumer	0.76	0.76	1.03	0.85	1.29	1.40	1.24	1.31
Consumer credit card	0.75	1.28	1.33	1.12	1.60	1.74	1.35	1.56
Other consumer	0.76	0.70	1.00	0.82	0.82	0.80	0.84	0.82
Net chargeoffs/avg loans	0.71	0.80	0.93	0.81	1.23	1.14	1.37	1.25
Real estate loans	0.25	0.11	0.36	0.24	0.00	0.00	0.00	0.00
Commercial loans	0.30	0.87	0.79	0.65	0.33	0.25	0.22	0.27
Total consumer	1.10	1.28	1.37	1.25	3.25	2.96	2.92	3.04
Consumer credit card	2.38	2.28	2.26	2.31	4.32	3.81	3.38	3.84
Other consumer	0.98	1.17	1.27	1.14	1.47	1.38	1.32	1.39
Asset Liability Management (%)								
Loans/savings	60.3	67.8	65.5	64.6	68.4	79.0	89.4	78.9
Loans/assets	53.7	59.9	58.0	57.2	53.3	59.4	62.3	58.4
Core deposits/total deposits	63.6	61.2	62.0	62.3	36.3	36.8	32.5	35.2
Productivity								
Employees per million assets	0.21	0.25	0.25	0.24	0.09	0.10	0.11	0.10

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

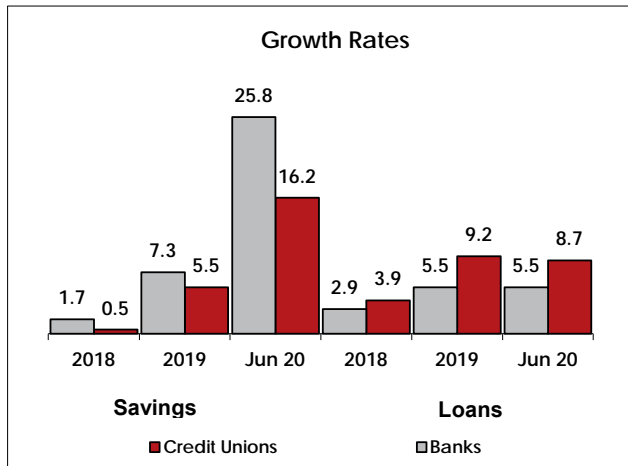
Source: FDIC, NCUA and CUNA E&S

Delaware Credit Union Profile

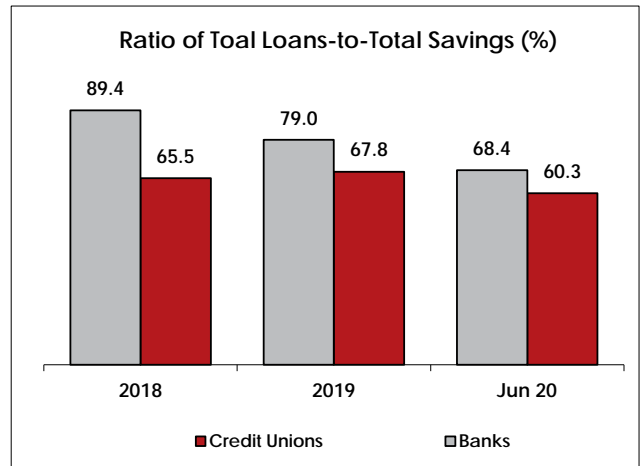
Mid-Year 2020

Credit Union and Bank Comparisons

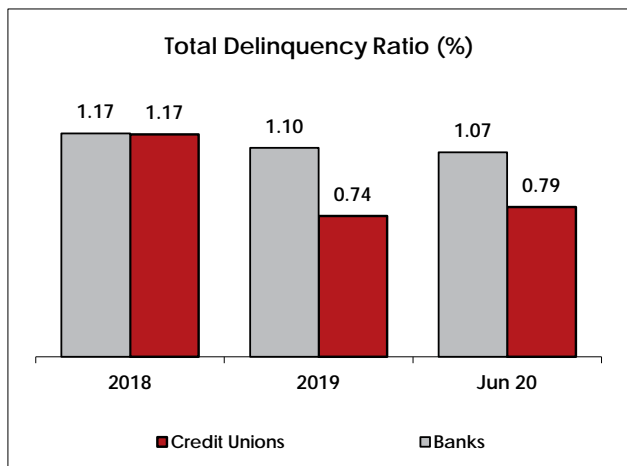
Loan and Savings Growth Trends



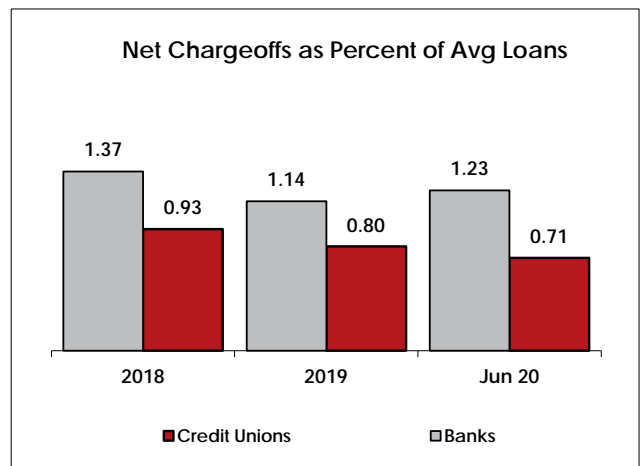
Liquidity Risk Trends



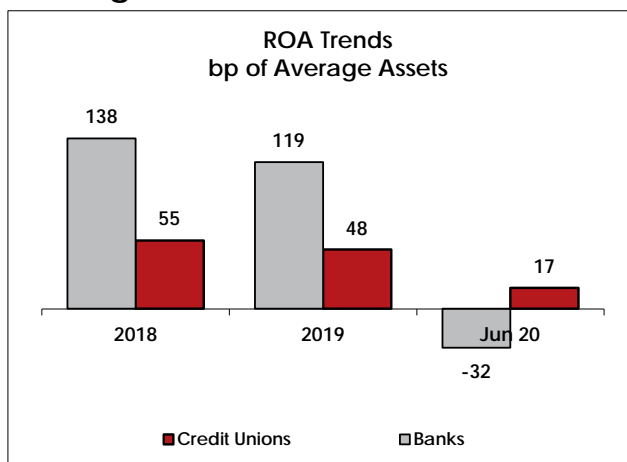
Credit Risk Trends



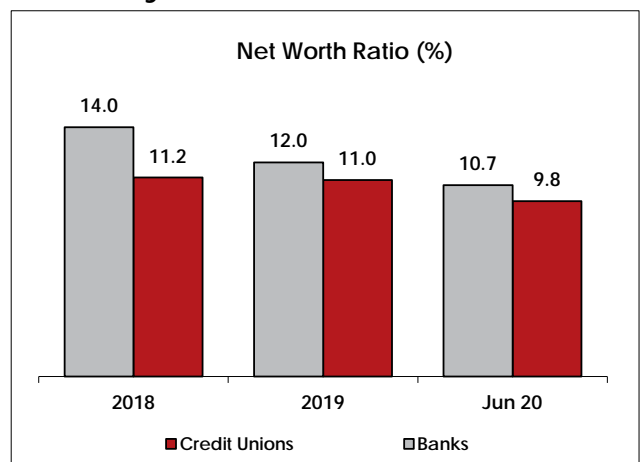
Credit Risk Trends



Earnings Trends



Solvency Trends



Delaware Credit Union Profile

Mid-Year 2020

Delaware Credit Union Financial Summary

Data as of June 2020

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
Del-One FCU	DE	0	\$574,796,478	72,322	14	19.9%	8.5%	5.8%	8.6%	0.72%	0.63%	0.10%	79.8%	16.9%
Dover FCU	DE	0	\$551,946,265	42,573	8	19.6%	25.9%	2.8%	8.0%	0.82%	0.45%	0.03%	73.0%	14.0%
DEXSTA FCU	DE	0	\$359,339,859	35,361	6	19.5%	5.5%	2.1%	8.4%	0.49%	0.65%	0.27%	63.9%	0.9%
Tidemark FCU	DE	0	\$327,630,364	15,427	6	15.3%	3.2%	2.8%	14.8%	0.00%	0.54%	0.82%	60.4%	3.7%
Louviers FCU	DE	0	\$283,943,150	18,904	6	5.8%	-10.2%	-2.1%	11.8%	0.38%	0.11%	0.09%	19.4%	7.5%
Community Powered FCU	DE	0	\$137,368,394	9,249	5	7.6%	-6.0%	2.4%	10.9%	1.06%	0.04%	0.03%	47.6%	26.1%
Delaware State Police FCU	DE	0	\$132,955,515	9,906	3	8.8%	6.9%	0.8%	8.0%	3.07%	0.54%	-0.85%	47.3%	17.0%
Eagle One FCU	DE	0	\$89,002,098	11,211	6	11.6%	-4.8%	-2.0%	9.4%	2.44%	0.91%	0.01%	61.4%	11.8%
American Spirit FCU	DE	0	\$76,867,796	13,232	3	13.7%	1.6%	0.1%	14.0%	0.25%	0.80%	0.63%	43.4%	4.7%
edU EFCU	DE	0	\$45,575,656	10,773	4	6.2%	-12.0%	1.1%	6.5%	1.28%	0.99%	0.32%	34.4%	0.0%
New Castle Co Delaware EFCU	DE	0	\$26,826,837	2,464	2	9.0%	-5.9%	-0.7%	9.4%	0.29%	-0.03%	0.22%	20.8%	0.0%
Delaware Alliance FCU	DE	0	\$24,150,858	3,415	1	10.2%	1.5%	-3.0%	13.6%	0.26%	0.74%	0.23%	29.1%	2.6%
Priority Plus FCU	DE	0	\$19,960,105	1,940	1	10.6%	-7.3%	-2.4%	18.0%	1.21%	0.17%	0.48%	44.9%	1.2%
Wilmington Police and Fire FCU	DE	0	\$13,468,479	3,716	1	3.8%	-3.2%	1.2%	19.1%	0.21%	0.38%	0.14%	33.0%	0.0%
Provident FCU	DE	0	\$11,690,695	1,621	1	8.6%	0.5%	3.0%	12.6%	0.71%	0.32%	0.27%	53.7%	0.3%
Delaware River and Bay Authority EFCU	DE	0	\$5,780,897	576	3	-3.5%	-7.1%	-2.0%	16.0%	4.51%	1.54%	-0.60%	12.8%	0.0%
Stepping Stones Community FCU	DE	0	\$3,499,016	800	1	78.1%	644.7%	21.0%	12.4%	1.82%	1.75%	6.00%	80.3%	0.0%
Medians			\$76,867,796	9,906	3	10.2%	0.5%	1.1%	11.8%	0.72%	0.54%	0.22%	47.3%	2.6%
By Asset Size			Number of Insts.											
\$5 million and less			1	800	1	78.1%	644.7%	21.0%	12.4%	1.82%	1.75%	6.00%	80.3%	0.0%
\$5 to \$10 million			1	576	3	-3.5%	-7.1%	-2.0%	16.0%	4.51%	1.54%	-0.60%	12.8%	0.0%
\$10 to \$20 million			3	1,940	1	8.0%	-3.9%	0.6%	17.0%	0.83%	0.27%	0.32%	43.8%	0.6%
\$20 to \$50 million			3	3,415	2	7.9%	-7.9%	0.0%	9.1%	0.85%	0.67%	0.27%	29.4%	0.7%
\$50 to \$100 million			2	12,222	5	12.6%	-2.5%	-0.9%	11.5%	1.63%	0.86%	0.30%	53.2%	8.5%
\$100 to \$250 million			2	9,578	4	8.2%	0.0%	1.6%	9.4%	2.07%	0.29%	-0.40%	47.5%	21.6%
\$250 million+			5	35,361	6	16.9%	11.0%	3.3%	9.6%	0.60%	0.51%	0.22%	64.4%	10.1%

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.