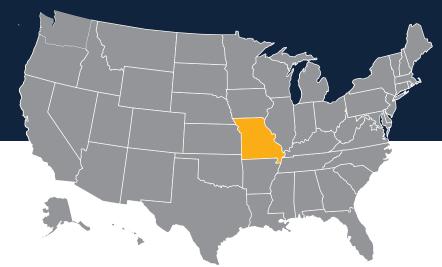
STATE IN THE **SPQTLIGHT**



MISSOURI	
POPULATION:	6.13 MILLION
UNEMPLOYMENT RATE:	3.3%
NUMBER OF CREDIT UNIONS:	109
NUMBER OF BANKS:	256

STATE CU QUICK FACTS

DATA AS OF 03.31.19

\$12,106,032,699 TOTAL ASSETS

\$10,492,635,029 TOTAL SHARES

1,326,149 TOTAL MEMBERS \$8,161,149,029 TOTAL LOANS

0.66% AVERAGE DELINQUENCY AVERAGE OPERATING

\$1,281,959,301 TOTAL CAPITAL

\$162,332,420 TOTAL YTD REVENUE

3.85%

EXPENSE RATIO

Loans

50.6%

AUTO LOANS COMPRISED HALF THE TOTAL LOAN PORTFOLIO FOR MISSOURI CREDIT UNIONS. THE STATE'S CREDIT UNIONS HELD \$2.8 BILLION IN USED AUTO LOANS AND \$1.3 BILLION IN NEW.

0.66%

DELINQUENCY AT MISSOURI **CREDIT UNIONS IMPROVED 12** BASIS POINTS QUARTER-OVER-QUARTER AND FELL TO 0.66% AS OF MARCH 2019. NET CHARGE-OFFS ALSO IMPROVED OVER THE QUARTER, DROPPING 6 BASIS POINTS SINCE DECEMBER 2018.

\$5,924

MISSOURI'S AVERAGE LOAN **BALANCE INCREASED \$340** YEAR-OVER-YEAR TO TOTAL \$5,924 AS OF MARCH 2019.

Shares

50.9%

MISSOURI CREDIT UNIONS REPORTED AN AVERAGE SHARE DRAFT PENETRATION OF 50.9%, A 64 BASIS POINT INCREASE FROM MARCH 2018 WHEN SHARE DRAFT PENETRATION FOR THE INDUSTRY WAS 58.3%.

76.7%

CORE DEPOSITS - SHARE DRAFTS, REGULAR SHARES, AND MONEY MARKET ACCOUNTS - COMPRISED 76.7% OF THE DEPOSIT PORTFOLIO FOR MISSOURI CREDIT UNIONS.

11.8%

MISSOURI CREDIT UNIONS FOLLOWED THE INDUSTRY'S STRONG SHARE CERTIFICATE **GROWTH** AT 11.8% IN THE FIRST QUARTER OF 2019. THE INDUSTRYWIDE AVERAGE WAS 18.0%

Members

1.9%

MEMBERSHIP IN MISSOURI **CREDIT UNIONS INCREASED** 1.9% YEAR-OVER-YEAR. MORE THAN 4,400 MEMBERS JOINED IN THE FIRST THREE MONTHS OF 2019, PUSHING CREDIT UNION MEMBERSHIP IN MISSOURI TO MORE THAN 1.3 MILLION.

\$13,787

THE AVERAGE MEMBER **RELATIONSHIP AT MISSOURI** CREDIT UNIONS INCREASED \$439 YEAR-OVER-YEAR, ENDING AT \$13,787 AS OF MARCH 2019. THE AVERAGE LOAN AND SHARE BALANCES FOR THE STATE'S **CREDIT UNIONS WERE \$5,924** AND \$7,863, RESPECTIVELY.

\$15.9M

MISSOURI CREDIT UNIONS GAVE \$15.9 MILLION BACK TO MEMBERS IN THE FORM OF **DIVIDENDS** ON SHARES, IN THE FIRST THREE MONTHS OF 2019.

Earnings

7.8%

INCOME GROWTH FOR MISSOURI **CREDIT UNIONS REACHED 7.8%** IN THE FIRST QUARTER OF 2019. INTEREST ON LOANS ACCOUNTED FOR 60.5% OF TOTAL INCOME.

2.18%

THE FIRST QUARTER YIELD ON **INVESTMENTS** FOR MISSOURI CREDIT UNIONS WAS 52 BASIS POINTS HIGHER THAN ONE YEAR AGO, TO 2.18%. SIMILARLY, YIELD ON INVESTMENTS NATIONALLY **INCREASED 56 BASIS POINTS** YEAR-OVER-YEAR TO 2.35%.

0.71%

CREDIT UNIONS IN MISSOURI REPORTED A FIRST QUARTER ROA OF 0.71%, AN INCREASE OF 7 BASIS POINTS YEAR-OVER-YEAR.

The Bottom Line

Missouri credit unions reported year-over-year growth in deposits and loans of 3.1% and 7.2%, respectively. In addition to reporting impressive auto loan penetration at 22.9%, credit unions in Missouri reported notable improvements in auto asset quality, with total auto loan delinquency decreasing from 0.73% in 2018 to 0.64% in 2019.

SOURCE: CALLAHAN & ASSOCIATES DATA AS OF 03.31.19