Earnings By The Numbers

ROA for credit unions hit 0.96%. This is the highest it has been since the third quarter of 2003.

Return on assets (ROA) measures how effectively a credit union uses assets to generate income. Over the past 12 months, credit unions nationwide have increased the industry's average ROA by 17 basis points, from 0.79% to 0.96%.

Net Interest Margin

Interest Income	Net Interest Margin	Interest Expense
$40.2 billion	3.12%	$6.9 billion

The industry's average net interest margin increased 15 basis points in 12 months. It was 3.12% as of Sept. 30, 2018. Nationwide, strong lending, investing, and liquidity strategies have helped credit unions maintain a solid spread between earnings on loans and investments and interest paid on deposits.

$55.0B

Total Revenue

Third quarter revenue growth for credit unions reached $55.0 billion. Total revenue for the year was up 13.0% from one year ago.

The operating expense ratio and net interest margin were both 3.12% in the third quarter. This marks the first time the net interest margin has been equal to or greater than the operating expense ratio since June 30, 2011.

3.12%

Operating Expense Ratio

19.9%

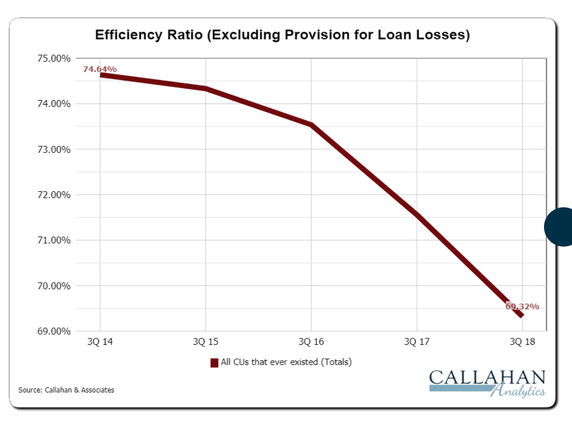
Investment Income Growth

Income from investments grew 19.9% year-over-year and reached $5.2 billion as of Sept. 30, 2018.

63.6%

Net loan income comprised 63.6%, or $35.0 billion, of total income for all credit unions in the United States.

Earnings & Expenses



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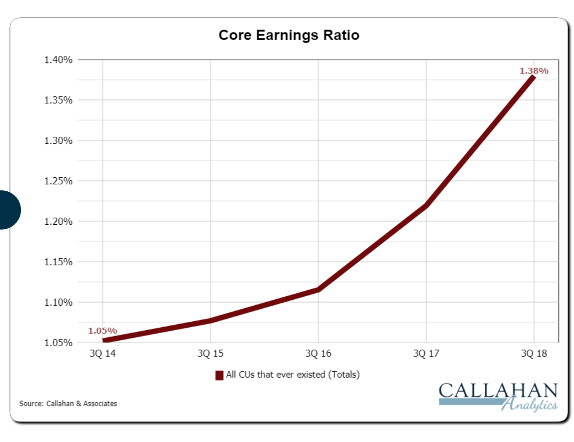
69.3%

U.S. credit unions reported a third quarter low of 69.3% in the efficiency ratio (excluding PLL). This ratio measures how much an institution spends to earn $1 of revenue.

The average core earnings ratio at U.S. credit unions was 1.4% in the third quarter 2018. This metric eliminates extraordinary gains or losses, stabilization expenses, and provision for loan losses to more effectively examine a credit union's core business.

1.4%



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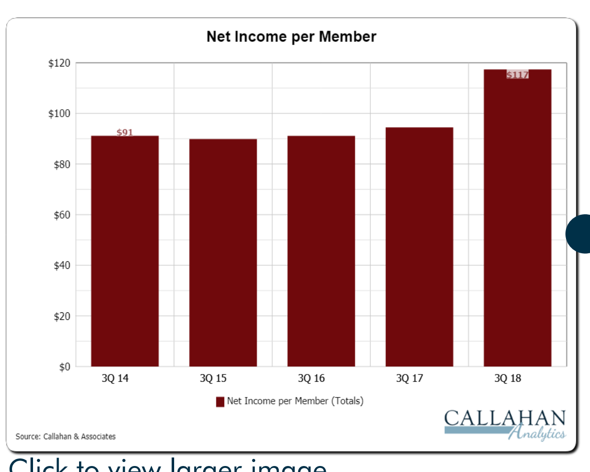

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$117

Net income per member increased $23 year-over-year to $117 in the third quarter of 2018.

Regional And Peer Group Analysis

Credit unions in the Mid-Atlantic Region reported the lowest efficiency ratio of all regions. At 61.7%, it was 7.6 percentage points lower than the industry average of 69.3%.

Credit unions with more than $1 billion in assets reported a return on assets of 1.09%, which was 13 basis points higher than the national average of 0.96%.

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