

Texas Tech FCU

Run: 02/12/2018

As of: 1/31/2018

Monthly Balance Sheet

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LOANS & CASH		
Loans HFS	3,601,091.60	
Credit Cards	3,887,462.43	
Unsecured Loans	7,791,816.67	
New Vehicles	15,857,181.08	
Used Vehicles	36,653,193.06	
Indirect Used Vehicles	71,876.61	
Fixed 1st Mtg - CU Members	1,316,191.54	
Fixed 10-Yr 1st Mtg	4,626.15	
Fixed 15-Yr 1st Mtg	1,353,415.89	
Fixed 20-Yr 1st Mtg	154,742.87	
Fixed 30-Yr 1st Mtg	10,817,761.30	
Variable HE (Floor)	3,778,845.33	
Variable Real Estate (No Floor)	6,850,511.51	
Fixed HE	7,537,887.15	
Second Mortgages	20,422,852.53	
Other In-House Consumer	120,360.30	
Boat and RV Loans	3,356,443.78	
Share-Secured	1,067,711.30	
Certificate-Secured	209,623.85	
CASD Loans	2,321,733.68	
Total Loans		127,175,328.63
Allowance for Loan and Lease Loss	(343,391.36)	
Net Loans Outstanding		126,831,937.27
Accounts Receivable		4,165,967.60
INVESTMENTS		
Cash on Deposit in Financial Institution	13,312,882.23	
AFS MBSs	489,121.95	
Investments in Banks	3,073,000.00	
All Other Investments	684,744.33	
Total Investments		17,559,748.51
Net Investments		17,559,748.51
OTHER ASSETS		
Prepaid & Deferred Expenses		274,320.00
Land and Building	6,028,200.10	
Accumulated Building Depreciation	(1,146,685.41)	
Land & Building (Net)		4,881,514.69
Furniture, Fixtures & Equipment	4,704,222.06	
Accumulated F.F. & E. Depreciation	(1,220,528.39)	
Furniture, Fixtures & Equip (Net)		3,483,693.67
Accrued Income		342,355.56
NCUSIF		1,273,240.10
TOTAL ASSETS		158,812,777.40
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LIABILITIES AND EQUITY		
Accounts Payable	3,077,811.21	
Dividends Payable	51,878.87	
Regular Shares	71,195,479.15	
Share Draft Accounts	24,537,510.23	
Money Market Savings Accounts	8,779,658.34	
Share Certificates	27,205,740.11	
IRA Shares	2,164,596.43	
IRA Certificates	2,637,023.87	
Brokered CDs	990,000.00	
TOTAL SHARES		137,510,008.13
TOTAL LIABILITIES	140,639,698.21	
Regular Reserve		728,063.34
Other Comprehensive Income		(165,325.45)
Undivided Earnings		17,610,341.30
TOTAL EQUITY		18,173,079.19
TOTAL LIABILITIES AND EQUITY		158,812,777.40

Texas Tech FCU

Run: 02/12/2018

Income Statement

As of: 1/31/2018

Month-to-Date

Quarter-to-Date

Year-to-Date

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	Month-to-Date	Quarter-to-Date	Year-to-Date
INTEREST INCOME			
Income from Loans HFS	12,276.42	12,276.42	12,276.42
Income from Credit Cards	29,706.10	29,706.10	29,706.10
Income from Unsecured Loans	60,193.41	60,193.41	60,193.41
Income from New Vehicles	39,059.15	39,059.15	39,059.15
Income from Used Vehicles	131,318.58	131,318.58	131,318.58
Income from Indirect Used Vehicles	(192.34)	(192.34)	(192.34)
Income from Fixed 1st Mtg - CU Memb	3,703.54	3,703.54	3,703.54
Income from Fixed 10-Yr 1st Mtg	13.83	13.83	13.83
Income from Fixed 15-Yr 1st Mtg	3,661.39	3,661.39	3,661.39
Income from Fixed 20-Yr 1st Mtg	516.82	516.82	516.82
Income from Fixed 30-Yr 1st Mtg	36,687.08	36,687.08	36,687.08
Income from Variable HE (Floor)	1,584.43	1,584.43	1,584.43
Income from Variable Real Estate (N	26,528.68	26,528.68	26,528.68
Income from Fixed HE	44,230.72	44,230.72	44,230.72
Income from Second Mortgages	103,651.76	103,651.76	103,651.76
Income from Other In-House Consumer	644.04	644.04	644.04
Income from Boat and RV Loans	14,152.51	14,152.51	14,152.51
Income from Share-Secured	2,326.92	2,326.92	2,326.92
Income from Certificate-Secured	510.33	510.33	510.33
Income from CASD Loans	5,847.75	5,847.75	5,847.75
Total Loan Income	516,421.12	516,421.12	516,421.12
Net Loan Income	516,421.12	516,421.12	516,421.12
Income from Cash on Deposit in Fina	5,464.86	5,464.86	5,464.86
Income from AFS MBSs	283.60	283.60	283.60
Income from Investments in Banks	433.90	433.90	433.90
Income from Membership Capital at C	162.53	162.53	162.53
Income from All Other Investments	5,436.73	5,436.73	5,436.73
Total Investment Income	11,781.62	11,781.62	11,781.62
Total Interest Income	528,202.74	528,202.74	528,202.74
INTEREST EXPENSE			
Dividends - Regular Shares	21,062.14	21,062.14	21,062.14
Dividends - Share Draft Accounts	842.75	842.75	842.75
Dividends - Money Market Savings Ac	3,487.25	3,487.25	3,487.25
Dividends - Share Certificates	23,398.87	23,398.87	23,398.87
Dividends - IRA Shares	461.37	461.37	461.37
Dividends - IRA Certificates	1,384.76	1,384.76	1,384.76
Dividends - Brokered CDs	1,186.33	1,186.33	1,186.33
Interest On Borrowed Money	12.15	12.15	12.15
Total Interest Expense	51,835.62	51,835.62	51,835.62
Net Interest Income	476,367.12	476,367.12	476,367.12
Provision For Loan Loss Expense	(7,365.63)	(7,365.63)	(7,365.63)
Net Interest Income after Provision	483,732.75	483,732.75	483,732.75
OPERATING EXPENSES			
Salaries and Benefits	512,670.42	512,670.42	512,670.42
Travel & Conference	9,828.04	9,828.04	9,828.04
Office Occupancy	27,582.42	27,582.42	27,582.42
Office Operations	277,072.80	277,072.80	277,072.80
Education & Promotion	30,144.84	30,144.84	30,144.84
Loan Servicing	32,139.64	32,139.64	32,139.64
Professional & Outside Services	14,787.56	14,787.56	14,787.56
Examination Fees	2,486.78	2,486.78	2,486.78
Misc. Operating Exp.	310.33	310.33	310.33
Depreciation Expense-Building & Lea	15,504.90	15,504.90	15,504.90
Total Operating Expenses	922,527.73	922,527.73	922,527.73
OTHER OPERATING INCOME			
Fee Income	132,370.38	132,370.38	132,370.38
Other Operating Income	419,581.63	419,581.63	419,581.63

Texas Tech FCU

Income Statement

Run: 02/12/2018

As of: 1/31/2018

	Month-to-Date	Quarter-to-Date	Year-to-Date	Page 2 of 2
Total Other Operating Income	551,952.01	551,952.01	551,952.01	
Net Income	113,157.03	113,157.03	113,157.03	



Texas Tech Federal Credit Union
Key Ratios
January 31, 2018

Ratios	Aug-2017	Sep-2017	Oct-2017	Nov-2017	Dec-2017	Jan-2018	Peer	Budget
CAPITAL ADEQUACY								
Net Worth	11.38%	11.56%	11.35%	11.77%	11.78%	11.54%	11.00%	10.42%
ASSET QUALITY								
Delinquency	0.62%	0.64%	0.94%	0.72%	0.78%	0.75%	0.86%	0.50%
Net Charge-Offs	0.13%	0.14%	0.15%	0.14%	0.15%	0.27%	0.51%	0.50%
Delinquency + Net Charge-Offs	0.75%	0.78%	1.09%	0.86%	0.92%	1.02%	1.37%	1.00%
EARNINGS								
Return on Average Assets	0.99%	0.94%	0.99%	1.12%	1.12%	0.87%	0.53%	0.74%
Gross Income / Average Assets	8.42%	8.61%	8.60%	8.81%	8.86%	8.27%	4.92%	8.13%
Yield On Average Loans	4.88%	4.84%	4.89%	5.04%	5.01%	5.06%	4.82%	5.04%
Fee and Other Operating Income Avg / Assets	4.65%	4.77%	4.75%	4.87%	4.90%	4.23%	1.41%	4.16%
Cost of Funds / Avg Assets	0.36%	0.36%	0.37%	0.37%	0.37%	0.40%	0.37%	0.61%
Net Interest Margin / Avg Assets	3.41%	3.47%	3.49%	3.56%	3.59%	3.65%	4.55%	3.35%
Provision Exp / Avg Assets	0.08%	0.08%	0.07%	0.07%	0.07%	-0.06%	0.37%	0.30%
Operating Exp / Gross Income	85.70%	86.33%	85.49%	85.31%	85.09%	85.41%	74.18%	79.66%
Operating Exp / Gross Income (Modified)	62.40%	60.68%	59.43%	57.03%	55.69%	57.92%	n/a	59.32%
Operating Exp / Avg Assets	7.21%	7.43%	7.36%	7.51%	7.54%	7.06%	3.66%	6.47%
Operating Exp / Avg Assets (Modified)	5.39%	5.35%	5.22%	5.18%	5.07%	4.79%	n/a	4.85%
Net Operating Exp / Avg Assets	6.06%	6.28%	6.21%	6.33%	6.36%	6.05%	2.83%	5.45%
Net Operating Exp / Avg Assets (Modified)	4.24%	4.19%	4.08%	3.99%	3.89%	3.78%	n/a	3.80%
Efficiency Ratio	87.89%	88.81%	88.16%	87.05%	87.03%	89.07%	n/a	82.87%
Return on Avg Equity	9.10%	8.49%	9.05%	10.03%	10.09%	7.43%	n/a	7.18%
ASSET-LIABILITY MANAGEMENT								
Total Loans / Total Shares	88.54%	92.24%	95.51%	89.99%	92.07%	89.87%	73.97%	92.49%
Total Loans / Total Assets	75.43%	79.36%	78.56%	77.11%	78.65%	77.81%	64.25%	79.38%
Cash + ST Investment / Assets	5.39%	5.37%	5.92%	6.23%	7.29%	8.81%	15.17%	5.22%

Peer Group Asset Range: \$100,000,000 - \$500,000,000 Credit Unions in Peer Group: 1,048

Peer Group Averages as of 09/30/2017