



Texas Tech Federal Credit Union
Balance Sheet
September 30, 2017

(in Thousands)	MTD	MTD Budget	\$ Variance	% Variance
ASSETS				
CASH ON HAND	1,206	826	380	46%
CASH ON DEPOSIT IN FINANCIAL INSTITUTIONS	6,302	6,764	(461)	-7%
INVESTMENTS				
Federal Agency Securities	508	161	347	215%
Certificates of Deposit	3,823	0	3,823	n/a
Other Investments	330	188	143	76%
Investment in the Central Liquidity Facility	343	273	70	26%
TOTAL INVESTMENTS	5,004	622	4,382	704%
TOTAL CASH AND INVESTMENTS	12,513	8,212	4,301	52%
LOANS				
Credit Card Loans	3,843	3,677	166	5%
Unsecured Loans	7,638	5,551	2,087	38%
New Vehicle Loans	12,799	10,557	2,242	21%
Used Vehicle Loans	34,886	32,537	2,349	7%
First Mortgage Real Estate Loans	20,019	15,937	4,082	26%
Home Equity Loans	11,390	10,062	1,327	13%
Second Mortgage Loans	23,217	20,537	2,680	13%
All Other Loans	7,065	6,727	338	5%
TOTAL LOANS	120,856	105,584	15,271	14%
ALLOWANCE FOR LOAN LOSS	(415)	(442)	28	-6%
LOANS HELD FOR SALE	5,980	10,241	(4,261)	-42%
FIXED ASSETS	7,899	7,445	454	6%
INVESTMENT IN NCUSIF	1,244	1,147	98	9%
OTHER ASSETS	4,213	4,375	(162)	-4%
TOTAL ASSETS	152,290	138,324	13,967	10%
LIABILITIES				
BORROWINGS	0	0	0	n/a
ACCRUED DIVIDENDS PAYABLE	81	74	6	8%
ACCOUNTS PAYABLE AND OTHER LIABILITIES	3,735	3,306	429	13%
DEPOSITS				
Share Drafts	23,210	24,546	(1,337)	-5%
Regular Shares	70,834	59,134	11,699	20%
Money Market Shares	8,412	9,766	(1,354)	-14%
Share Certificates	21,321	19,972	1,349	7%
IRAs	4,759	4,299	460	11%
Shares of Nonmembers	2,484	2,735	(251)	-9%
TOTAL DEPOSITS	131,019	120,453	10,566	9%
TOTAL LIABILITIES	134,834	123,833	11,001	9%
EQUITY				
Undivided Earnings	16,886	13,914	2,972	21%
Reserves	728	728	0	0%
Other Comprehensive Income	(159)	(152)	(7)	n/a
Net Income	0	0	0	n/a
TOTAL EQUITY	17,456	14,490	2,966	20%
TOTAL LIABILITIES AND EQUITY	152,290	138,324	13,967	10%



Texas Tech Federal Credit Union
Income Statement
September 30, 2017

(in Thousands)	MTD	Budget	\$ Variance	% Variance	YTD	Budget	\$ Variance	% Variance
INTEREST INCOME								
Income on Loans	492	440	52	12%	4,012	3,841	171	4%
Investment Income	5	2	4	245%	62	11	51	470%
TOTAL INTEREST INCOME	497	441	56	13%	4,073	3,852	222	6%
INTEREST EXPENSE								
Dividend Expenses	46	61	(15)	-24%	375	467	(91)	-20%
Interest on Borrowed Money	0	0	0	n/a	12	3	8	260%
TOTAL INTEREST EXPENSE	46	61	(15)	-24%	387	470	(83)	-18%
PROVISION FOR LOAN LOSS	11	35	(25)	-69%	85	322	(238)	-74%
NET INTEREST AFTER PROVISION FOR LOAN LOSS	440	345	95	28%	3,602	3,060	542.11	18%
NON-INTEREST INCOME								
Fees and Charges	130	154	(25)	-16%	1,226	1,159	68	6%
Miscellaneous Operating Income	515	376	139	37%	3,837	2,991	846	28%
TOTAL NON-INTEREST INCOME	645	530	114	22%	5,064	4,150	914	22%
NON-INTEREST EXPENSE								
Compensation	474	328	146	44%	3,649	2,822	827	29%
Employee Benefits	71	65	6	9%	679	591	88	15%
Travel and Conference Expense	6	5	1	23%	69	44	25	58%
Association Dues	1	1	(0)	-26%	12	0	12	n/a
Office Occupancy Expense	45	38	7	19%	314	339	(24)	-7%
Office Operations Expenses	308	190	118	62%	2,235	1,628	607	37%
Educational and Promotional Expenses	43	29	14	48%	254	263	(10)	-4%
Loan Servicing Expenses	74	60	14	23%	546	569	(23)	-4%
Professional and Outside Services	12	9	3	33%	109	84	26	31%
Federal Operating Fee	2	2	1	39%	20	16	4	26%
Miscellaneous Operating Expenses	0	0	0	n/a	0	0	-	n/a
Members' Insurance	0	0	0	n/a	0	0	0	n/a
TOTAL NON-INTEREST EXPENSE	1,035	726	309	43%	7,888	6,365	1,523	24%
420 Gain or Loss on Investments	0	0	0	n/a	0	0	-	n/a
430 Gain or Loss on Disposition of Assets	0	0	0	n/a	(1)	0	(1)	n/a
440 Other Non-Operating Income or Expenses	0	0	0	n/a	217	210	7	3%
NET INCOME (LOSS)	49	149	(100)	-67%	994	1,054	-61	-6%



Texas Tech Federal Credit Union
Key Ratios
September 30, 2017

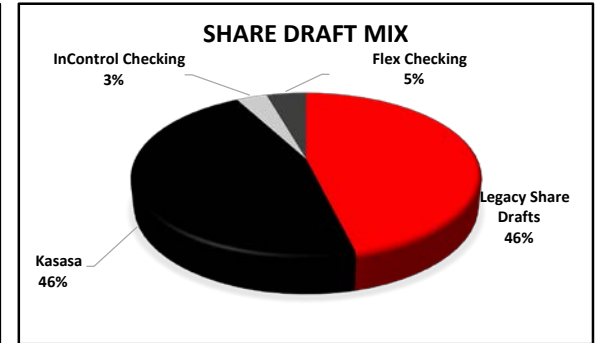
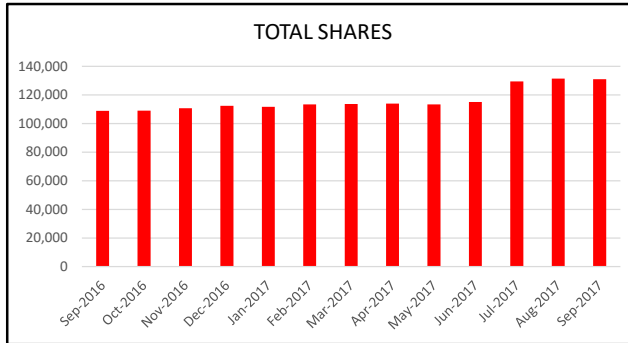
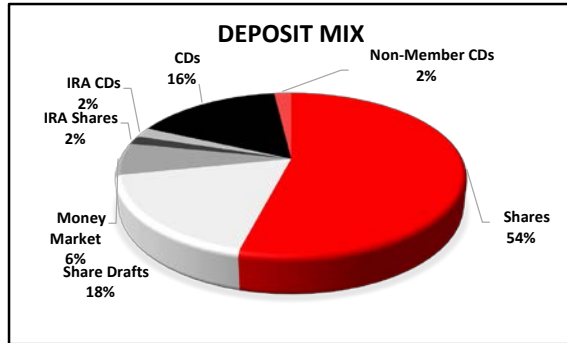
Ratios	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017	Peer	Budget
CAPITAL ADEQUACY								
Net Worth	10.52%	10.70%	10.44%	11.61%	11.38%	11.56%	10.72%	10.59%
ASSET QUALITY								
Delinquency	0.30%	0.34%	0.43%	0.61%	0.62%	0.64%	0.77%	0.50%
Net Charge-Offs	0.27%	0.22%	0.20%	0.09%	0.13%	0.14%	0.50%	0.50%
Delinquency + Net Charge-Offs	0.57%	0.56%	0.63%	0.71%	0.75%	0.78%	1.27%	1.00%
EARNINGS								
Return on Average Assets	0.68%	0.95%	1.06%	1.09%	0.99%	0.94%	0.49%	1.05%
Gross Income / Average Assets	7.98%	8.34%	8.49%	8.32%	8.42%	8.61%	4.76%	8.14%
Yield On Average Loans	4.86%	4.91%	4.87%	4.85%	4.88%	4.84%	4.81%	4.98%
Fee and Other Operating Income Avg / Assets	4.19%	4.48%	4.68%	4.60%	4.65%	4.77%	1.35%	4.11%
Cost of Funds / Avg Assets	0.36%	0.37%	0.37%	0.36%	0.36%	0.36%	0.36%	0.47%
Net Interest Margin / Avg Assets	3.43%	3.50%	3.45%	3.37%	3.41%	3.47%	4.39%	3.35%
Provision Exp / Avg Assets	0.08%	0.04%	0.02%	0.03%	0.08%	0.08%	0.32%	0.32%
Operating Exp / Gross Income	89.94%	86.86%	86.32%	85.58%	85.70%	86.33%	76.22%	77.51%
Operating Exp / Gross Income (Modified)	73.21%	70.09%	68.05%	69.16%	71.03%	72.84%	n/a	59.32%
Operating Exp / Avg Assets	7.18%	7.25%	7.33%	7.12%	7.21%	7.43%	3.63%	6.31%
Operating Exp / Avg Assets (Modified)	6.08%	6.03%	5.97%	5.95%	6.14%	6.42%	n/a	4.85%
Net Operating Exp / Avg Assets	6.06%	6.07%	6.15%	5.97%	6.06%	6.28%	2.83%	5.16%
Net Operating Exp / Avg Assets (Modified)	4.96%	4.85%	4.79%	4.79%	4.98%	0.00%	n/a	3.80%
Efficiency Ratio	89.47%	87.61%	86.95%	86.13%	86.25%	87.15%	n/a	78.93%
Return on Avg Equity	6.46%	8.99%	10.14%	9.89%	9.10%	8.49%	n/a	9.96%
ASSET-LIABILITY MANAGEMENT								
Total Loans / Total Shares	89.52%	91.73%	93.04%	87.34%	88.54%	92.24%	70.44%	87.66%
Total Loans / Total Assets	77.33%	78.93%	78.23%	74.94%	75.43%	79.36%	61.66%	76.33%
Cash + ST Investment / Assets	7.23%	4.42%	6.03%	5.58%	5.39%	5.37%	17.16%	6.76%

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

First Mortgage - Fixed Rate



Texas Tech Federal Credit Union
Share Statistics
September 30, 2017



Share Type	Sep-2016	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017
Shares	54,037	53,035	53,615	54,369	54,682	55,689	56,398	56,476	56,455	56,971	68,718	69,231	70,834
Share Drafts	20,021	21,180	21,753	22,502	21,503	21,977	22,205	22,533	22,419	23,768	22,648	24,004	23,210
Money Market	8,066	8,781	9,184	9,407	9,211	9,197	8,904	8,923	8,834	8,743	8,487	8,822	8,412
IRA Shares	1,698	1,697	1,744	1,744	1,843	2,036	2,025	1,998	1,986	2,000	2,000	2,030	2,199
IRA CDs	2,641	2,626	86,295	2,634	2,609	88,922	2,661	2,663	2,657	2,593	2,571	2,558	2,560
CDs	17,905	18,001	18,337	18,192	18,379	0	17,943	17,913	17,584	17,503	21,547	21,346	21,321
Non-Member CDs	4,575	3,729	3,480	3,480	3,480	3,480	3,480	3,480	3,480	3,480	3,480	3,480	2,484
Total Shares	108,943	109,050	110,772	112,328	111,707	113,407	113,616	113,986	113,415	115,059	129,450	131,471	131,019

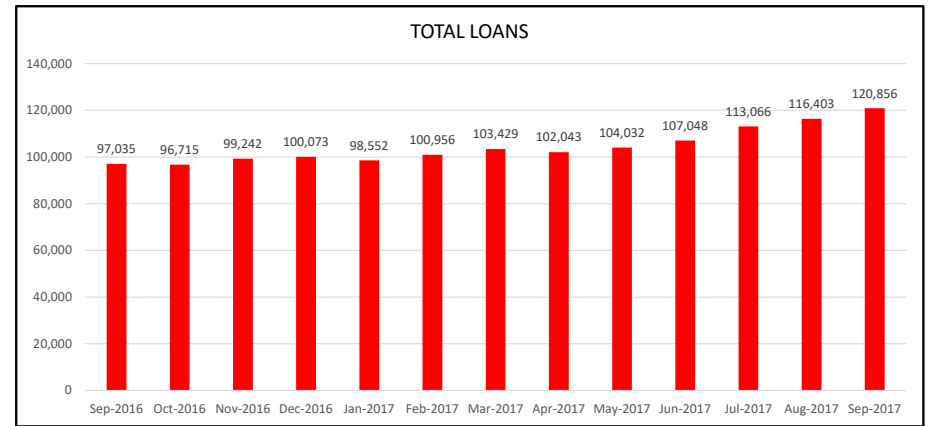
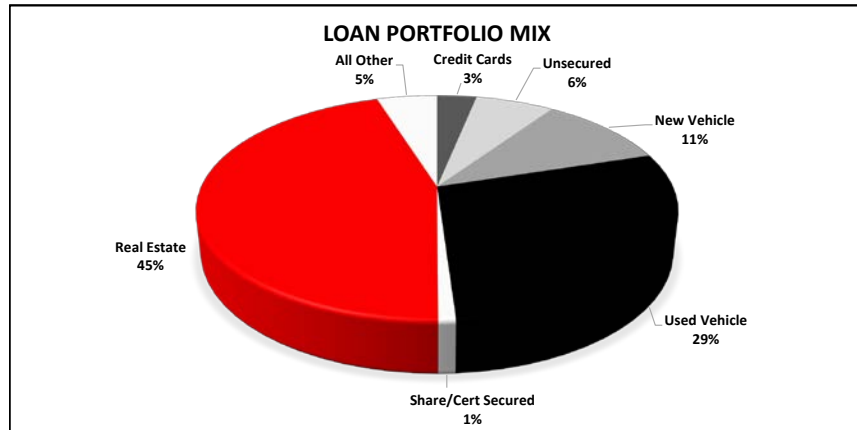
	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Shares	1,603	2.32%	16,797	31.08%
Share Drafts	(795)	-3.31%	3,188	15.92%
Money Market	(410)	-4.65%	345	4.28%
IRA Shares	170	8.36%	502	29.54%
IRA CDs	2	0.06%	(82)	-3.09%
CDs	(25)	-0.12%	3,416	19.08%
Non-Member CDs	(996)	-28.62%	(2,091)	-45.70%
Total Shares	(452)	-0.34%	22,076	20.26%

Share Draft Mix	Sep-2016	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017
Legacy Share Drafts	11,043	11,253	11,209	11,507	10,853	10,908	11,121	11,150	11,235	11,732	11,451	11,404	10,713
Kasasa	7,197	8,049	8,635	9,152	8,743	9,454	9,209	9,287	9,030	9,883	9,785	10,468	10,670
InControl Checking	955	907	881	946	888	1,049	1,112	1,013	937	998	897	1,023	794
Flex Checking	826	970	1,029	897	1,019	566	762	1,082	1,217	1,154	514	1,110	1,033
Total Share Drafts	20,021	21,180	21,753	22,502	21,503	21,977	22,205	22,533	22,419	23,768	22,648	24,004	23,210

	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Legacy Share Drafts	(690)	-6.05%	(329)	-2.98%
Kasasa	202	1.93%	3,473	48.25%
InControl Checking	(229)	-22.41%	(162)	n/a
Flex Checking	(77)	-6.97%	206	24.98%
Total Share Drafts	(795)	-3.31%	3,188	15.92%



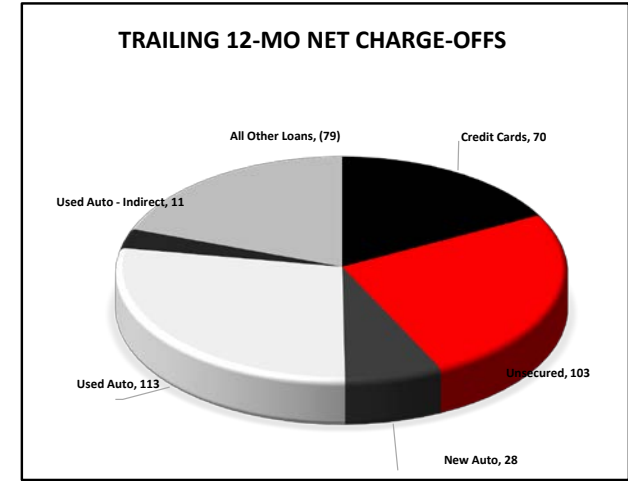
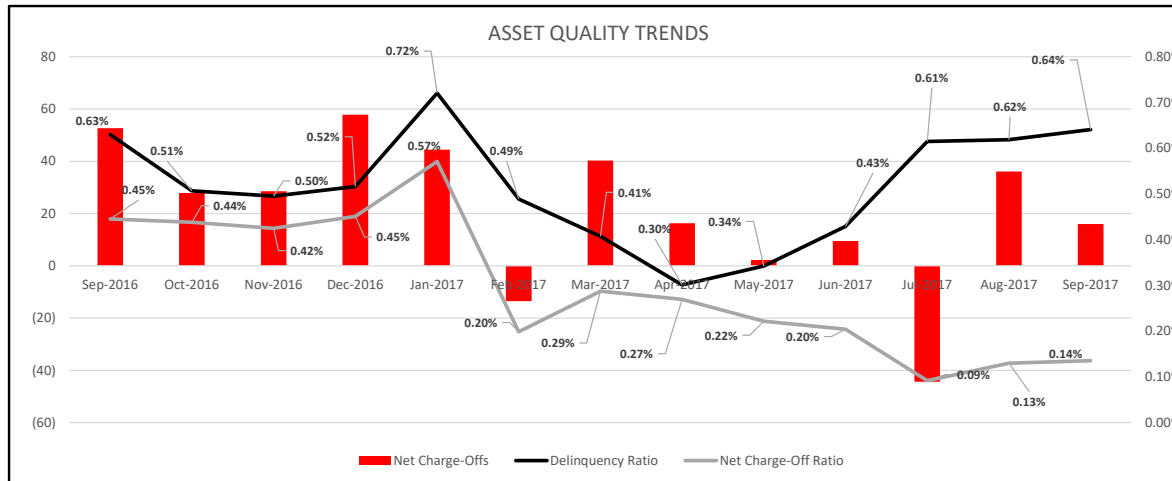
Texas Tech Federal Credit Union
 Loan Statistics
 September 30, 2017



Loan Type	Sep-2016	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Credit Cards	3,717	3,662	3,676	3,748	3,646	0	3,458	3,430	3,485	3,470	3,939	3,930	3,843	(88)	-2%	126	3%
Unsecured Loans	6,125	6,064	6,090	5,979	5,919	5,764	5,763	5,675	5,757	5,809	7,535	7,640	7,638	(2)	0%	1,513	25%
New Vehicle Loans	8,845	8,870	9,031	9,452	9,628	9,546	10,042	10,269	10,486	10,942	11,788	12,247	12,799	552	5%	3,955	45%
Used Vehicle Loans - Direct	27,324	27,242	27,413	27,631	27,567	27,864	28,308	28,817	29,061	29,754	32,229	32,756	33,227	471	1%	5,903	22%
Used Vehicle Loans - Indirect	297	278	264	247	213	203	169	152	144	136	127	119	112	(7)	-6%	(185)	-62%
Used Vehicle Loans - Money for My Refi	2,674	2,566	2,452	2,358	2,250	2,191	2,085	1,986	1,895	1,814	1,691	1,613	1,547	(66)	-4%	(1,127)	-42%
Boat and RV Loans	3,379	3,353	3,316	3,359	3,491	3,453	3,453	3,433	3,423	3,443	3,708	3,664	3,484	(180)	-5%	105	3%
Share Secured Loans	692	678	761	790	782	801	813	853	875	895	1,035	1,021	991	(30)	-3%	298	43%
Certificate Secured Loans	203	198	195	194	187	182	181	183	177	169	181	188	204	16	8%	0	0%
Other In-House Consumer	48	48	45	44	43	42	73	72	77	76	83	88	86	(2)	-2%	38	79%
First Mortgage - Fixed Rate	10,033	10,392	10,832	11,007	11,148	12,155	12,808	12,818	12,616	12,384	12,569	12,790	13,071	282	2%	3,038	30%
First Mortgage - Variable Rate	4,309	4,302	4,264	4,315	4,307	4,365	4,357	4,385	4,231	5,401	5,697	6,297	6,947	650	10%	2,638	61%
Home Equity - Fixed Rate	7,317	7,402	7,337	8,134	8,344	8,500	8,109	7,884	7,708	7,652	7,569	7,336	7,750	414	6%	433	6%
Home Equity - Variable Rate	190	848	1,398	1,395	1,390	1,384	1,377	1,525	1,573	2,612	3,027	3,018	3,640	622	21%	3,450	1817%
Second Mortgages	18,796	18,392	19,744	18,969	17,181	18,432	19,927	18,053	20,011	19,979	19,374	21,185	23,217	2,032	10%	4,421	24%
CASD Receivable	2,193	2,197	2,201	2,205	2,216	2,220	2,271	2,275	2,279	2,283	2,287	2,296	2,300	4	0%	107	5%
TOTAL LOANS	97,035	96,715	99,242	100,073	98,552	100,956	103,429	102,043	104,032	107,048	113,066	116,403	120,856	4,452	4%	24,713	25%



Texas Tech Federal Credit Union
 Asset Quality
 September 30, 2017



Asset Quality	Sep-2016	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017
Total Charge-Offs	66	37	35	60	49	19	43	22	17	12	38	39	26
Total Recoveries	13	9	6	3	5	32	3	5	14	3	83	3	10
Net Charge-Offs	53	28	29	58	44	(13)	40	16	2	9	(44)	36	16
Delinquency Ratio	0.63%	0.51%	0.50%	0.52%	0.72%	0.49%	0.41%	0.30%	0.34%	0.43%	0.61%	0.62%	0.64%
Net Charge-Off Ratio	0.45%	0.44%	0.42%	0.45%	0.57%	0.20%	0.29%	0.27%	0.22%	0.20%	0.09%	0.13%	0.14%

	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Total Charge-Offs	(13)	-49.52%	(40)	-60.20%
Total Recoveries	7	69.47%	(3)	-22.47%
Net Charge-Offs	(20)	-125.19%	(37)	-69.61%
Delinquency Ratio	0.02%	3.47%	0.01%	1.75%
Net Charge-Off Ratio	0.01%	4.20%	-0.31%	-69.53%

Trailing 12 Month Loss Ratio	Sep-2016	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017
Credit Cards	2.81%	2.98%	2.78%	2.07%	2.23%	1.86%	1.92%	1.96%	1.78%	1.27%	1.25%	1.23%	1.82%
Unsecured Loans	3.39%	2.97%	2.70%	2.70%	2.69%	2.75%	2.07%	1.88%	1.92%	1.85%	1.24%	1.44%	1.35%
New Vehicle Loans	-0.02%	0.09%	0.09%	0.09%	0.09%	-0.02%	0.05%	0.14%	0.13%	0.23%	0.21%	0.23%	0.22%
Used Vehicle Loans - Direct	0.33%	0.39%	0.40%	0.45%	0.51%	0.55%	0.45%	0.47%	0.41%	0.35%	0.33%	0.32%	0.32%
Used Vehicle Loans - Indirect	0.92%	1.65%	1.74%	1.86%	2.16%	2.26%	2.72%	3.02%	3.19%	3.38%	3.62%	11.84%	10.14%
First Mortgage Real Estate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Home Equity Loans	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Second Mortgage Loans	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
All Other Loans	0.28%	0.28%	0.28%	0.23%	0.22%	0.23%	0.22%	0.23%	0.23%	0.22%	0.00%	-1.59%	-1.65%

	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Credit Cards	0.59%	47.97%	-1.00%	-35.44%
Unsecured Loans	-0.09%	-6.06%	-2.04%	-60.12%
New Vehicle Loans	-0.01%	-4.21%	0.24%	n/a
Used Vehicle Loans - Direct	0.01%	1.70%	0.00%	-0.42%
Used Vehicle Loans - Indirect	-1.70%	-14.39%	9.21%	998.05%
First Mortgage Real Estate	0.00%	n/a	0.00%	n/a
Home Equity Loans	0.00%	n/a	0.00%	n/a
Second Mortgage Loans	0.00%	n/a	0.00%	n/a
All Other Loans	-0.06%	n/a	-1.93%	-693.01%