



Texas Tech Federal Credit Union
Balance Sheet
October 31, 2017

(in Thousands)	MTD	MTD Budget	\$ Variance	% Variance
ASSETS				
CASH ON HAND	1,880	826	1,054	127%
CASH ON DEPOSIT IN FINANCIAL INSTITUTIONS	6,711	6,764	(53)	-1%
INVESTMENTS				
Federal Agency Securities	502	158	345	219%
Certificates of Deposit	3,323	0	3,323	n/a
Other Investments	339	188	152	81%
Investment in the Central Liquidity Facility	345	273	71	26%
TOTAL INVESTMENTS	4,509	618	3,891	629%
TOTAL CASH AND INVESTMENTS	13,100	8,208	4,892	60%
LOANS				
Credit Card Loans	3,841	3,685	155	4%
Unsecured Loans	7,672	5,506	2,166	39%
New Vehicle Loans	13,436	10,688	2,748	26%
Used Vehicle Loans	35,187	32,815	2,371	7%
First Mortgage Real Estate Loans	20,228	15,875	4,353	27%
Home Equity Loans	11,176	10,116	1,060	10%
Second Mortgage Loans	24,497	22,546	1,951	9%
All Other Loans	7,131	6,741	390	6%
TOTAL LOANS	123,168	107,973	15,195	14%
ALLOWANCE FOR LOAN LOSS	(396)	(442)	46	-10%
LOANS HELD FOR SALE	7,084	7,836	(752)	-10%
FIXED ASSETS	7,981	7,403	579	8%
INVESTMENT IN NCUSIF	1,273	1,192	81	7%
OTHER ASSETS	4,573	4,528	45	1%
TOTAL ASSETS	156,783	139,740	17,044	12%
LIABILITIES				
BORROWINGS	7,000	0	7,000	n/a
ACCRUED DIVIDENDS PAYABLE	48	75	(27)	-37%
ACCOUNTS PAYABLE AND OTHER LIABILITIES	3,129	3,515	(386)	-11%
DEPOSITS				
Share Drafts	23,064	24,800	(1,735)	-7%
Regular Shares	70,464	59,673	10,791	18%
Money Market Shares	8,409	9,807	(1,398)	-14%
Share Certificates	21,288	20,194	1,094	5%
IRAs	4,745	4,291	454	11%
Shares of Nonmembers	990	2,735	(1,745)	-64%
TOTAL DEPOSITS	128,960	121,500	7,461	6%
TOTAL LIABILITIES	139,137	125,090	14,047	11%
EQUITY				
Undivided Earnings	17,076	14,076	3,000	21%
Reserves	728	728	0	0%
Other Comprehensive Income	(158)	(154)	(4)	n/a
Net Income	0	0	0	n/a
TOTAL EQUITY	17,647	14,650	2,996	20%
TOTAL LIABILITIES AND EQUITY	156,783	139,740	17,044	12%



Texas Tech Federal Credit Union
Income Statement
October 31, 2017

(in Thousands)	MTD	Budget	\$ Variance	% Variance	YTD	Budget	\$ Variance	% Variance
INTEREST INCOME								
Income on Loans	537	455	83	18%	4,549	4,296	253	6%
Investment Income	10	1	8	733%	71	12	59	495%
TOTAL INTEREST INCOME	547	456	91	20%	4,620	4,308	313	7%
INTEREST EXPENSE								
Dividend Expenses	49	66	(17)	-25%	424	532	(108)	-20%
Interest on Borrowed Money	3	0	3	n/a	14	3	11	339%
TOTAL INTEREST EXPENSE	52	66	(14)	-21%	439	536	(97)	-18%
PROVISION FOR LOAN LOSS	5	37	(32)	-87%	89	359	(270)	-75%
NET INTEREST AFTER PROVISION FOR LOAN LOSS	491	353	137	39%	4,092	3,413	679.59	20%
NON-INTEREST INCOME								
Fees and Charges	143	128	16	12%	1,370	1,286	83	6%
Miscellaneous Operating Income	480	415	65	16%	4,317	3,406	911	27%
TOTAL NON-INTEREST INCOME	623	543	80	15%	5,687	4,692	994	21%
NON-INTEREST EXPENSE								
Compensation	449	328	121	37%	4,098	3,150	948	30%
Employee Benefits	75	65	10	16%	754	656	98	15%
Travel and Conference Expense	7	5	2	33%	76	49	27	55%
Association Dues	0	1	(1)	-82%	12	0	12	n/a
Office Occupancy Expense	35	38	(3)	-7%	350	376	(27)	-7%
Office Operations Expenses	242	192	50	26%	2,477	1,820	657	36%
Educational and Promotional Expenses	38	29	9	29%	291	293	(1)	0%
Loan Servicing Expenses	67	66	1	2%	613	635	(22)	-3%
Professional and Outside Services	10	9	0	1%	119	93	26	28%
Federal Operating Fee	2	2	0	0%	23	18	5	27%
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	924	734	190	26%	8,812	7,099	1,712	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)	190	161	28	18%	1,183	1,216	-33	-3%



Texas Tech Federal Credit Union
Key Ratios
October 31, 2017

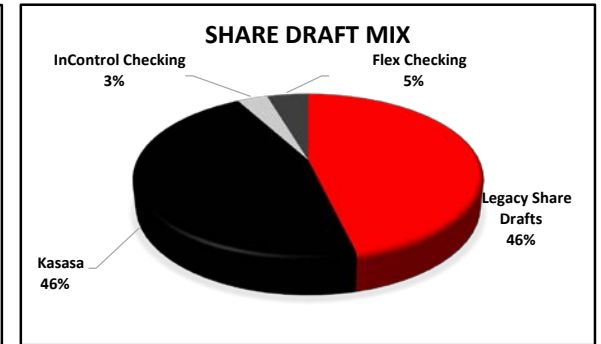
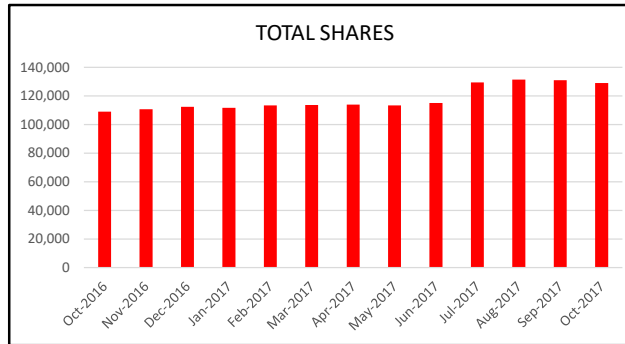
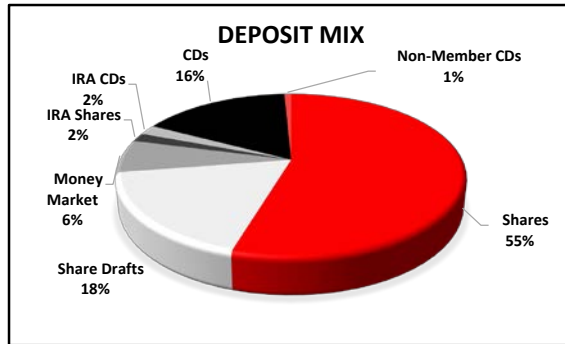
Ratios	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017	Oct-2017	Peer	Budget
CAPITAL ADEQUACY								
Net Worth	10.70%	10.44%	11.61%	11.38%	11.56%	11.35%	10.86%	10.59%
ASSET QUALITY								
Delinquency	0.34%	0.43%	0.61%	0.62%	0.64%	0.94%	0.84%	0.50%
Net Charge-Offs	0.22%	0.20%	0.09%	0.13%	0.14%	0.15%	0.51%	0.50%
Delinquency + Net Charge-Offs	0.56%	0.63%	0.71%	0.75%	0.78%	1.09%	1.35%	1.00%
EARNINGS								
Return on Average Assets	0.95%	1.06%	1.09%	0.99%	0.94%	0.99%	0.52%	1.08%
Gross Income / Average Assets	8.34%	8.49%	8.32%	8.42%	8.61%	8.60%	4.84%	8.17%
Yield On Average Loans	4.91%	4.87%	4.85%	4.88%	4.84%	4.89%	4.80%	4.96%
Fee and Other Operating Income Avg / Assets	4.48%	4.68%	4.60%	4.65%	4.77%	4.75%	1.39%	4.16%
Cost of Funds / Avg Assets	0.37%	0.37%	0.36%	0.36%	0.36%	0.37%	0.37%	0.48%
Net Interest Margin / Avg Assets	3.50%	3.45%	3.37%	3.41%	3.47%	3.49%	4.48%	3.35%
Provision Exp / Avg Assets	0.04%	0.02%	0.03%	0.08%	0.08%	0.07%	0.35%	0.32%
Operating Exp / Gross Income	86.86%	86.32%	85.58%	85.70%	86.33%	85.49%	75.08%	77.08%
Operating Exp / Gross Income (Modified)	70.09%	68.05%	69.16%	71.03%	72.84%	72.98%	n/a	59.32%
Operating Exp / Avg Assets	7.25%	7.33%	7.12%	7.21%	7.43%	7.36%	3.64%	6.30%
Operating Exp / Avg Assets (Modified)	6.03%	5.97%	5.95%	6.14%	6.42%	6.41%	n/a	4.85%
Net Operating Exp / Avg Assets	6.07%	6.15%	5.97%	6.06%	6.28%	6.21%	2.82%	5.16%
Net Operating Exp / Avg Assets (Modified)	4.85%	4.79%	4.79%	4.98%	5.26%	5.27%	n/a	3.80%
Efficiency Ratio	88.42%	87.40%	86.69%	87.89%	88.81%	88.16%	n/a	78.58%
Return on Avg Equity	8.99%	10.14%	9.89%	9.10%	8.49%	9.05%	n/a	10.28%
ASSET-LIABILITY MANAGEMENT								
Total Loans / Total Shares	91.73%	93.04%	87.34%	88.54%	92.24%	95.51%	72.25%	88.87%
Total Loans / Total Assets	78.93%	78.23%	74.94%	75.43%	79.36%	78.56%	63.00%	77.27%
Cash + ST Investment / Assets	4.42%	6.03%	5.58%	5.39%	5.37%	5.92%	15.77%	7.61%

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

Peer Group Averages as of 06/30/2017



Texas Tech Federal Credit Union
Share Statistics
October 31, 2017



Share Type	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017	Oct-2017
Shares	53,035	53,615	54,369	54,682	55,689	56,398	56,476	56,455	56,971	68,718	69,231	70,834	70,464
Share Drafts	21,180	21,753	22,502	21,503	21,977	22,205	22,533	22,419	23,768	22,648	24,004	23,210	23,064
Money Market	8,781	9,184	9,407	9,211	9,197	8,904	8,923	8,834	8,743	8,487	8,822	8,412	8,409
IRA Shares	1,697	1,744	1,744	1,843	2,036	2,025	1,998	1,986	2,000	2,000	2,030	2,199	2,197
IRA CDs	2,626	2,660	88,022	2,609	2,649	90,682	2,663	2,657	2,593	2,571	2,558	2,560	2,548
CDs	18,001	18,337	18,192	18,379	18,381	0	17,913	17,584	17,503	21,547	21,346	21,321	21,288
Non-Member CDs	3,729	3,480	3,480	3,480	3,480	3,480	3,480	3,480	3,480	3,480	3,480	2,484	990
Total Shares	109,050	110,772	112,328	111,707	113,407	113,616	113,986	113,415	115,059	129,450	131,471	131,019	128,960

	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Shares	(370)	-0.52%	17,429	32.86%
Share Drafts	(145)	-0.63%	1,885	8.90%
Money Market	(3)	-0.03%	(373)	-4.24%
IRA Shares	(3)	-0.11%	500	29.49%
IRA CDs	(11)	-0.44%	(78)	-2.97%
CDs	(33)	-0.16%	3,287	18.26%
Non-Member CDs	(1,494)	-60.14%	(2,739)	-73.45%
Total Shares	(2,059)	-1.57%	19,910	18.26%

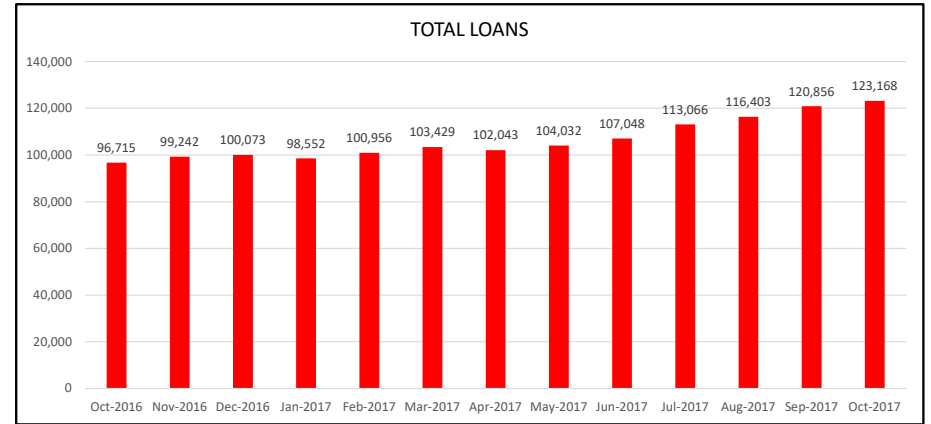
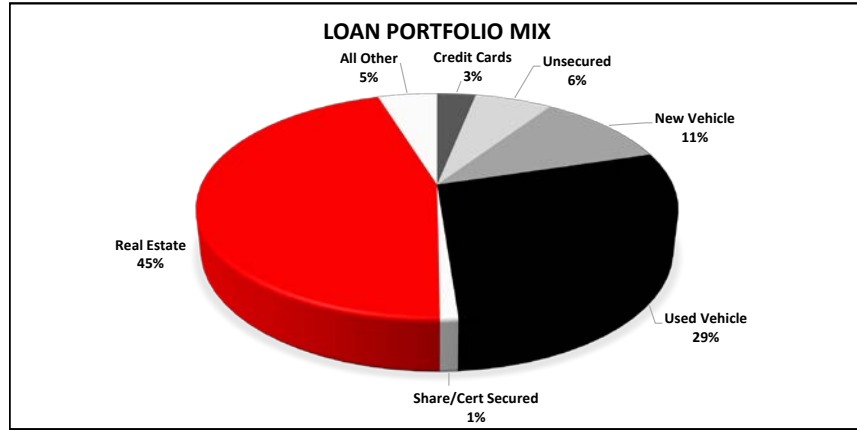
Share Draft Mix	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017	Oct-2017
Legacy Share Drafts	11,253	11,209	11,507	10,853	10,908	11,121	11,150	11,235	11,732	11,451	11,404	10,713	10,666
Kasasa	8,049	8,635	9,152	8,743	9,454	9,209	9,287	9,030	9,883	9,785	10,468	10,670	10,555
InControl Checking	907	881	946	888	1,049	1,112	1,013	937	998	897	1,023	794	780
Flex Checking	970	1,029	897	1,019	566	762	1,082	1,217	1,154	514	1,110	1,033	1,062
Total Share Drafts	21,180	21,753	22,502	21,503	21,977	22,205	22,533	22,419	23,768	22,648	24,004	23,210	23,064

	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Legacy Share Drafts	(47)	-0.44%	(587)	-5.22%
Kasasa	(115)	-1.07%	2,506	31.13%
InControl Checking	(14)	-1.71%	(127)	n/a
Flex Checking	30	2.89%	92	9.49%
Total Share Drafts	(145)	-0.63%	1,885	8.90%

(in Thousands)



Texas Tech Federal Credit Union
Loan Statistics
October 31, 2017

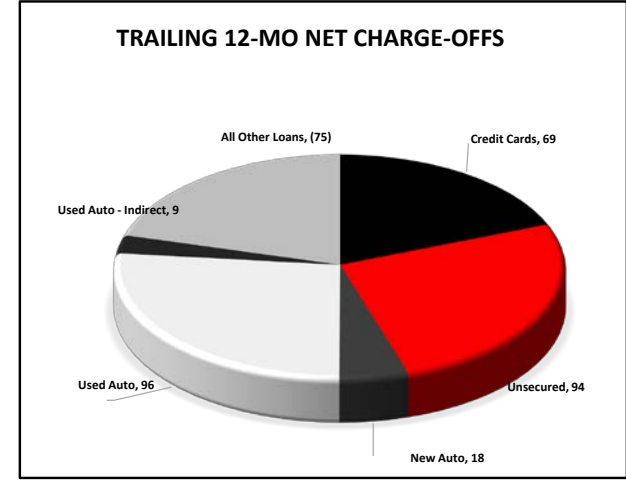
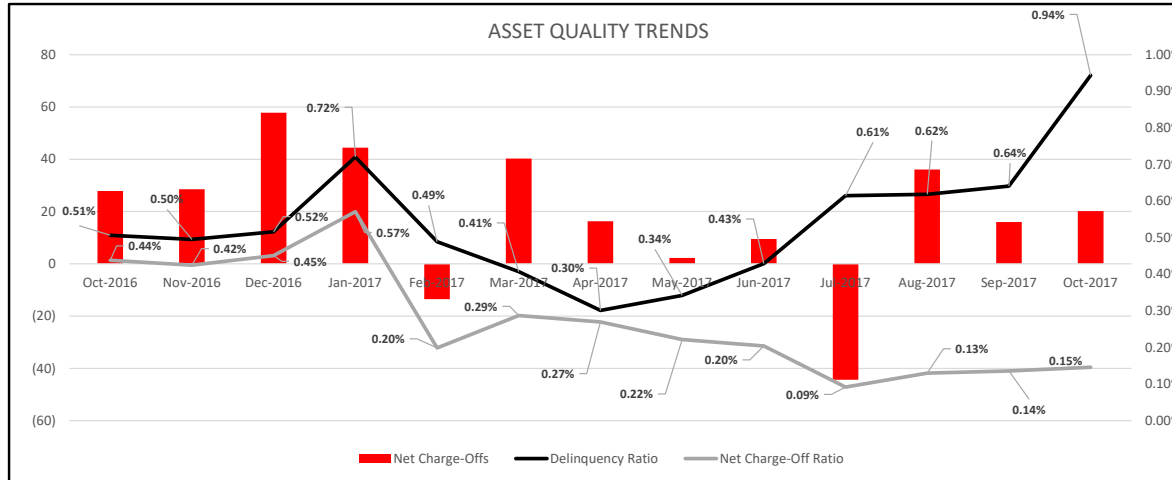


Loan Type	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017	Oct-2017
Credit Cards	3,662	3,676	3,748	3,646	3,616	0	3,430	3,485	3,470	3,939	3,930	3,843	3,841
Unsecured Loans	6,064	6,090	5,979	5,919	5,764	5,763	5,675	5,757	5,809	7,535	7,640	7,638	7,672
New Vehicle Loans	8,870	9,031	9,452	9,628	9,546	10,042	10,269	10,486	10,942	11,788	12,247	12,799	13,436
Used Vehicle Loans - Direct	27,242	27,413	27,631	27,567	27,864	28,308	28,817	29,061	29,754	32,229	32,756	33,227	33,593
Used Vehicle Loans - Indirect	278	264	247	213	203	169	152	144	136	127	119	112	104
Used Vehicle Loans - Money for My Refi	2,566	2,452	2,358	2,250	2,191	2,085	1,986	1,895	1,814	1,691	1,613	1,547	1,490
Boat and RV Loans	3,353	3,316	3,359	3,491	3,453	3,453	3,433	3,423	3,443	3,708	3,664	3,484	3,489
Share Secured Loans	678	761	790	782	801	813	853	875	895	1,035	1,021	991	1,053
Certificate Secured Loans	198	195	194	187	182	181	183	177	169	181	188	204	198
Other In-House Consumer	48	45	44	43	42	73	72	77	76	83	88	86	84
First Mortgage - Fixed Rate	10,392	10,832	11,007	11,148	12,155	12,808	12,818	12,616	12,384	12,569	12,790	13,071	13,040
First Mortgage - Variable Rate	4,302	4,264	4,315	4,307	4,365	4,357	4,385	4,231	5,401	5,697	6,297	6,947	7,188
Home Equity - Fixed Rate	7,402	7,337	8,134	8,344	8,500	8,109	7,884	7,708	7,652	7,569	7,336	7,535	7,547
Home Equity - Variable Rate	182	1,398	1,395	1,390	1,384	1,377	1,525	1,573	2,612	3,027	3,018	3,640	3,629
Second Mortgages	18,392	19,744	18,969	17,181	18,432	19,927	18,053	20,011	19,979	19,374	21,185	23,217	24,497
CASD Receivable	2,197	2,201	2,205	2,216	2,220	2,271	2,275	2,279	2,283	2,287	2,296	2,300	2,307
TOTAL LOANS	96,715	99,242	100,073	98,552	100,956	103,429	102,043	104,032	107,048	113,066	116,403	120,856	123,168

\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
(2)	0%	179	5%
34	0%	1,608	27%
637	5%	4,566	51%
366	1%	6,351	23%
(8)	-7%	(174)	-63%
(57)	-4%	(1,076)	-42%
4	0%	135	4%
63	6%	376	55%
(6)	-3%	(1)	0%
(2)	-3%	37	77%
(31)	0%	2,648	25%
241	3%	2,887	67%
12	0%	145	2%
(11)	0%	3,447	1892%
1,280	6%	6,105	33%
7	0%	110	5%
2,312	2%	27,342	28%



Texas Tech Federal Credit Union
 Asset Quality
 October 31, 2017



Asset Quality	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017	Oct-2017
Total Charge-Offs	37	35	60	49	19	43	22	17	12	38	39	26	25
Total Recoveries	9	6	3	5	32	3	5	14	3	83	3	10	5
Net Charge-Offs	28	29	58	44	(13)	40	16	2	9	(44)	36	16	20
Delinquency Ratio	0.51%	0.50%	0.52%	0.72%	0.49%	0.41%	0.30%	0.34%	0.43%	0.61%	0.62%	0.64%	0.94%
Net Charge-Off Ratio	0.44%	0.42%	0.45%	0.57%	0.20%	0.29%	0.27%	0.22%	0.20%	0.09%	0.13%	0.14%	0.15%

	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Total Charge-Offs	(1)	-3.73%	(11)	-30.86%
Total Recoveries	(5)	-100.02%	(4)	-41.19%
Net Charge-Offs	4	20.58%	(8)	-27.66%
Delinquency Ratio	0.30%	32.09%	0.44%	86.21%
Net Charge-Off Ratio	0.01%	6.93%	-0.29%	-66.72%

Trailing 12 Month Loss Ratio	Oct-2016	Nov-2016	Dec-2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sep-2017	Oct-2017
Credit Cards	2.98%	2.78%	2.07%	2.23%	1.86%	1.92%	1.96%	1.78%	1.27%	1.25%	1.23%	1.82%	1.80%
Unsecured Loans	2.97%	2.70%	2.70%	2.69%	2.75%	2.07%	1.88%	1.92%	1.85%	1.24%	1.44%	1.35%	1.23%
New Vehicle Loans	0.09%	0.09%	0.09%	0.09%	-0.02%	0.05%	0.14%	0.13%	0.23%	0.21%	0.23%	0.22%	0.13%
Used Vehicle Loans - Direct	0.39%	0.40%	0.45%	0.51%	0.55%	0.45%	0.47%	0.41%	0.35%	0.33%	0.32%	0.32%	0.27%
Used Vehicle Loans - Indirect	1.65%	1.74%	1.86%	2.16%	2.26%	2.72%	3.02%	3.19%	3.38%	3.62%	11.84%	10.14%	9.15%
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%	0.22%	0.23%	0.22%	0.23%	0.23%	0.22%	0.00%	-1.59%	-1.65%	-1.55%

	\$ Chg 1-Mo	% Chg 1-Mo	\$ Chg 1-Yr	% Chg 1-Yr
Credit Cards	-0.02%	-1.20%	-1.19%	-39.80%
Unsecured Loans	-0.12%	-9.05%	-1.75%	-58.69%
New Vehicle Loans	-0.09%	-39.73%	0.04%	40.93%
Used Vehicle Loans - Direct	-0.05%	-15.46%	-0.11%	-28.92%
Used Vehicle Loans - Indirect	-0.98%	-9.71%	7.50%	453.51%
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	0.10%	n/a	-1.83%	-651.57%