

Monthly Quick Report

Run: 12/10/2018
As of: 11/30/2018

Page: 1

Kelly Community Federal Credit Union

INCOME STATEMENT AMOUNTS

| | | |
|--------------------|------------|-------------------|
| Total Income | 685,965.83 | |
| Total Expenses | 374,396.43 | |
| Operating Expenses | 315,433.47 | |
| Total Dividends | 41,471.35 | |
| Net Income | 270,098.05 | (Before Reserves) |

BALANCE STATEMENT AMOUNTS

| | | | |
|-------------------|----------------|---------------|---------------|
| Total Loans | 83,127,131.27 | | |
| Cash Equivalents | 8,952,059.63 | (Investments) | (Non-earning) |
| Other Investments | 8,620,477.97 | 7,928,413.05 | 1,023,646.58 |
| Total Investments | 16,548,891.02 | | |
| Total Assets | 104,311,553.99 | | |
| Borrowed Funds | 0.00 | | |
| Total Shares | 90,399,260.37 | | |
| Net Worth | 13,055,343.71 | | |

SPREAD ANALYSIS

| | |
|-------------------------------|----------|
| Asset Yield | 4.3702% |
| (Less) Cost of Funds | -0.4933% |
| Gross Spread (NIM) | 3.8769% |
| (Less) Net Cost of Operations | -0.2142% |
| (Less) Prov Loan Loss | -0.6900% |
| Contribution to Capital | 2.9727% |

KEY RATIOS

| | |
|---------------------------------|--------|
| Net Worth to Assets | 12.52% |
| Loan to Share | 91.96% |
| Delinquent Loans/Total Loans | 0.62% |
| Net Charge-Offs/Avg. Loans | 0.44% |
| Operating Expenses/Gross Income | 69.26% |
| Return on Assets without NCUSIF | 1.08% |
| Return on Assets with NCUSIF | 1.08% |
| Market Growth | 4.27% |

GAP ANALYSIS

| | |
|--------------------|----------------|
| Dollar Gap | -13,481,256.72 |
| GAP / Total Assets | -12.92% |

Report of Operations

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Kelly Community Federal Credit Union

Page 1 of 2

| | Number: | Amount: | | Number: | Amount: |
|---|---------|----------------|--|---------|----------------|
| 1. Delinquent Loans: | | | 10. Share Breakdown by Maturity: | | |
| A. 2 to less than 6 months | 20 | 453,281.03 | A. Share Certificates | | |
| B. 6 to less than 12 months | 3 | 61,701.54 | One Year or Less | | 6,501,889.06 |
| C. 12 months and over | 0 | 0.00 | More than One Year | | 6,109,198.73 |
| D. Other Projected Losses | 0 | 0.00 | Total Share Certificates | | 12,611,087.79 |
| E. Subtotal of A, B & C | 23 | 514,982.57 | B. Share Drafts | | |
| F. Delinquency Ratio | | 0.62% | One Year or Less | | 17,398,849.68 |
| <hr style="border-top: 1px dashed red;"/> | | | More than One Year | | 0.00 |
| 2. Current and less than | | | Total Share Drafts | | 17,398,849.68 |
| 2 months delinquent | 3920 | 82,612,148.70 | C. IRA/KEOGH & Retirement Accounts | | |
| 3. Total Loans | | | One Year or Less | | 6,670,768.60 |
| | 3943 | 83,127,131.27 | More than One Year | | 2,935,335.97 |
| <hr style="border-top: 1px dashed red;"/> | | | Total IRA/KEOGH & Retirements | | 9,606,104.57 |
| 4. A. Loans made month to date | | | D. All Other Shares | | |
| B. Loans made year to date | 1,425 | 31,530,915.46 | One Year or Less | | 50,783,218.33 |
| C. Loans made last year | 1,744 | 34,652,723.64 | More than One Year | | 0.00 |
| D. Loans made since organization | 146,663 | 772,497,970.80 | Total All Other Shares | | 50,783,218.33 |
| E. Number of Borrowers | 3,073 | | E. Total Shares | | |
| <hr style="border-top: 1px dashed red;"/> | | | | | 90,399,260.37 |
| 5. A. Charge Offs this month | | | 11. Key Balance Sheet Statistics: | | |
| B. Charge Offs this year | | 44,090.23 | A. Cash | | 1,023,646.58 |
| C. Charge Offs since organization | | 356,253.76 | B. Cash Equivalents | | 7,928,413.05 |
| <hr style="border-top: 1px dashed red;"/> | | | C. Total Investments | | 16,548,891.02 |
| 6. A. Recoveries this Month | | | D. Total Loans | | 83,127,131.27 |
| B. Recoveries this Year | | 650.00 | E. Total Assets | | 104,311,553.99 |
| C. Recoveries since organization | | 26,221.49 | F. Total Shares | | 90,399,260.37 |
| <hr style="border-top: 1px dashed red;"/> | | | G. Total Capital | | 13,675,234.24 |
| 7. Net Charge-Off/Avg Loan Ratio | | | 12. User-Defined Statistical Information | | |
| | | 0.442% | A. Primary SSN Count | 8,877 | |
| <hr style="border-top: 1px dashed red;"/> | | | B. Primary & Joint SSN Count | 11,482 | |
| 8. A. Potential Members | | | | | |
| B. Market Penetration | | 209,714 | | | |
| | | 4% | | | |
| <hr style="border-top: 1px dashed red;"/> | | | | | |
| 9. A. Number of Members | | | | | |
| B. Closed Members | 9,342 | | | | |
| C. New Members | 137 | | | | |
| D. Net Change in Membership | 190 | | | | |
| | 53 | | | | |

This statement and the related statements are certified as true and correct to the best knowledge and belief of the undersigned, and present fairly the financial position and the results of operations for the periods covered.

M Small

MICHELLE SMALL

12/13/2018

DATE

Report of Operations

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Kelly Community Federal Credit Union

Page 2 of 2

| 13. Loan Classification | % of Total | Balance |
|----------------------------|------------|---------------|
| 1st Mortgage Loans | 52.46 | 43,606,886.82 |
| Unsecured Loans | 3.24 | 2,689,907.63 |
| New Vehicle Loans | 12.97 | 10,784,591.38 |
| Used Vehicle Loans | 24.98 | 20,763,021.72 |
| Contra-Auto Referral Costs | | |
| Other Real Estate | 1.36 | 1,131,692.50 |
| All Other Loans | 4.99 | 4,151,031.22 |
| Mortgage Loan for Resale | | |