

Selected Financial Information

September 30, 2018

CONSOLIDATED BALANCE SHEET

As of September 30, 2018 (unaudited)

	2018
ASSETS:	
Cash and Cash Equivalents	\$ 414,330,185
Investments (Net)	58,859,569
Loans to Members (Net)	3,847,472,925
Premises & Equipment (Net)	61,250,020
Other Assets	61,664,243
Total Assets	\$ 4,443,576,942
LIABILITIES AND RESERVES:	
Member Shares	\$ 1,155,757,536
Member Certificates	1,726,503,321
Share Drafts	522,392,716
Insured Money Market Accounts	377,077,099
Other Savings	38,481,000
Interest & Dividends Payable	31,377
Other Liabilities	42,326,389
Members' Equity	581,007,504
Total Liabilities and Reserves	\$ 4,443,576,942

CONSOLIDATED INCOME STATEMENT

For the nine months ended September 30, 2018

	2018
INCOME:	
Interest on Loans	\$ 121,416,095
Interest on Investments	5,423,714
Total Income	126,839,809
COST OF FUNDS:	
Dividends on Share Accounts	2,560,283
Interest on Deposit Accounts	22,037,767
Interest on Borrowed Funds	2,300
Total Cost of funds	24,600,350
Net Interest Income	102,239,459
Less: Provision for Loan Losses	5,000,000
Net Interest Income after Provision	97,239,459
Net Operating Expenses	40,330,867
Net Income	\$ 56,908,592

Commentary

ECU year-to-date results were solid in nearly every category. Loan growth was a strong 14.31% (annualized). Delinquencies and loan losses continue to be very low. Excellent "Return-on-Assets" and "Net Worth" levels reflect overall strength. ECU strives to return maximum value to members by offering top-drawer products and services, priced competitively. Year-to-date financial results are indicative of high member acceptance of those products and services.

Questions concerning this information should be directed to:

Robin Wilkerson (423)578-7522 or
Tonja Fish (423)578-7504

Ratios	2013	2014	2015	2016	2017	2018*
Net Worth / Total Assets	12.50	12.74	13.19	13.12	13.08	13.16
Operating Income Return on Avg Assets	1.44	1.47	1.56	1.71	1.66	1.73
Net Income Return on Average Assets	1.16	1.20	1.25	1.48	1.32	1.79
Net Charge-Offs / Average Loans	0.21	0.20	0.20	0.14	0.20	0.16
Total Loans / Total Assets	75.01	77.04	81.89	84.27	86.45	86.89
Average Deposits Per Member	\$17,105	\$17,004	\$16,728	\$16,995	\$17,073	\$17,414
Average Loan Balance	\$19,026	\$19,740	\$20,341	\$21,053	\$21,664	\$21,892
Loan Growth	9.50	10.81	13.05	14.69	13.68	14.31
Asset Growth	5.98	7.89	6.36	11.45	11.00	13.58
Number of Members	143,741	155,004	167,112	183,317	202,631	219,364

*Annualized

