

**Comparative Performance Analysis
Mutuals vs. Peer Financial Institutions (1)
As of December 31, 2017**

Asset Size Class (\$)	A			B			C			D			E			F			G			H			I			J			K			L			M			N			O			P			Q			R		
	Mutuals (2)									All Non-Mutuals (3)									MHCs									Stock Thrifts									Credit Unions									Commercial Banks								
	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b	< 250m	250-750m	750m-5b															
Number & Age																																																						
1 # of Institutions	184	122	79	2,908	1,357	697	12	7	5	65	43	36	2,676	246	149	1,698	660	338																																				
2 Avg Charter Age (Years)	115	128	148	98	86	77	105	95	100	95	101	106	63	69	78	105	102	94																																				
Balance Sheet & Capital Ratios (%)																																																						
3 Asset Growth (LTM)	0.6	3.4	5.4	2.9	5.3	6.6	4.5	6.1	13.3	2.6	5.9	5.8	1.8	4.5	7.1	2.5	4.4	6.4																									Neutral Range	+/- 1.00%										
4 Liquidity Ratio (6)	28.7	19.7	14.7	25.6	18.6	14.9	11.6	21.2	8.7	21.5	14.2	13.7	24.3	10.9	8.2	24.0	17.3	12.6																												Neutral Range	+/- 5.00%							
5 Loans/Deposits	84.3	90.0	100.2	75.8	84.6	89.2	106.0	90.0	107.6	60.3	85.4	93.2	77.6	86.4	90.5																															Neutral Range	+/- 5.00%							
6 Tier 1 Leverage Ratio (4)	12.9	11.8	11.0	10.8	10.2	9.9	11.7	9.3	11.8	11.6	10.7	10.1	11.7	10.5	10.3	10.8	10.1	9.7																												Neutral Range	+/- 1.00%							
7 Tier 1 RBC Ratio/RWA	24.4	17.7	15.0	16.5	13.9	12.7	18.3	20.8	13.7	19.4	15.7	14.3				15.8	13.5	12.0																												Neutral Range	+/- 1.00%							
Asset Quality (%)																																																						
8 NPAs/Assets (Excl TDRs)	0.5	0.4	0.4	0.4	0.5	0.4	1.1	0.7	0.7	0.6	0.5	0.5	0.4	0.6	0.5	0.3	0.4	0.4																												Neutral Range	+/- 1.00%							
9 ALLL/Loans	0.8	0.9	0.9	1.3	1.2	1.1	0.9	1.0	1.3	1.0	1.1	0.9	0.8	0.7	0.7	1.3	1.2	1.1																												Neutral Range	+/- 0.25%							
10 Texas Ratio	7.1	5.8	5.3	6.2	7.6	6.5	14.4	9.9	10.8	6.9	9.6	6.7	3.6	5.0	4.7	5.8	7.8	7.4																												Neutral Range	+/- 5.00%							
11 NCOs/Avg Loans (LTM)	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.0	0.1	0.0	0.0	0.0	0.3	0.4	0.4	0.0	0.1	0.1																												Neutral Range	+/- 0.25%							
Profitability (LTM) (%)																																																						
12 ROAA	0.3	0.4	0.6	0.9	1.0	0.9	0.4	0.3	0.9	0.5	0.6	0.8	0.3	0.6	0.8	0.9	1.0	0.9																												Neutral Range	+/- 0.10%							
13 ROAE	2.4	3.7	5.1	7.8	9.1	9.1	3.1	3.1	7.5	3.7	5.9	7.5	2.5	5.6	7.7	7.9	9.1	9.2																												Neutral Range	+/- 0.50%							
14 Net Interest Margin	3.2	3.1	3.2	3.7	3.7	3.6	3.5	3.3	3.9	3.3	3.4	3.1	3.0	3.1	2.9	3.6	3.6	3.5																												Neutral Range	+/- 0.20%							
15 Non-Int Income/AA	0.3	0.4	0.5	0.5	0.6	0.8	0.4	0.2	0.5	0.6	0.9	0.6	0.7	1.3	1.3	0.4	0.6	0.8																												Neutral Range	+/- 0.10%							
16 Non-Int Expense/ AA	2.9	2.8	2.7	2.9	2.8	2.7	3.1	2.7	2.8	3.2	3.2	2.3	3.3	3.5	3.1	2.7	2.7	2.7																												Neutral Range	+/- 0.30%							
17 Efficiency Ratio	83.9	76.3	73.3	68.6	64.8	61.8	80.5	80.2	65.0	83.2	72.1	63.9	86.1	79.8	72.5	66.8	63.6	61.9																												Neutral Range	+/- 5.00%							
18 Assets/Emp (\$000)	4,848	5,754	5,934	4,352	4,702	5,491	4,414	5,730	7,157	4,193	4,368	6,707	3,195	3,874	4,745	4,518	4,784	5,429																												Neutral Range	+/- \$500							
Loan & Deposit Mix (%) (S)																																																						
19 1-4 Family/Loans	78.4	64.7	50.7	25.6	24.4	21.0	69.3	54.1	36.9	60.7	50.9	42.2				24.6	23.6	21.0																																				
20 Non-Owner Occ CRE/Loans	3.0	8.9	14.7	7.2	13.6	17.9	4.6	13.8	14.4	6.0	9.3	16.2				5.7	11.8	16.9																																				
21 Const & Land Dev/Loans	2.0	2.8	5.1	3.1	6.3	6.8	2.4	3.9	7.6	3.4	3.8	3.6				2.1	4.7	5.8																																				
22 Consumer/Loans	1.2	0.5	0.5	4.1	2.1	1.6	0.8	0.4	0.7	1.6	1.3	0.2				3.7	1.8	1.8																																				
23 Retail Time Deps/Deposits	38.0	26.7	21.7	24.1	21.0	16.5	42.9	30.9	22.6	29.6	32.4	25.7				24.4	21.3	18.1																																				
24 Non-CD Deps/Deposits	57.3	66.8	74.0	70.6	73.4	77.1	48.6	63.3	73.6	59.3	65.2	69.9				71.0	73.8	77.1																																				
Failures (Since 1998)																																																						
25 Est. Cost to FDIC (\$Mil.)	207	216	-	8,923	16,099	29,640	41	97	146	751	2,225	4,795				8,131	13,777	24,699																																				
26 # of Failed Institutions	15	4	-	319	137	82	3	1	1	26	14	14				290	122	67																																				
27 FDIC Cost/Inst. (\$Mil.)	14	54	-	28	118	361	14	97	146	29	159	342				28	113	369																																				

- Only Mutuals, MHCs, Stock Thrifts, Credit Unions, and Commercial Banks in the Mid-Atlantic, New England, and Midwest regions are considered for comparability purposes. Does not apply to "All Non-Mutuals".
- Includes Mutuals, Co-Ops, and Non-Stock MHCs. Non-Stock MHCs are excluded from the MHC category.
- Includes all non-mutual US financial institutions from all regions; credit unions excluded due to reporting differences.
- For credit unions, the ratio shown here is Net Worth to Assets.
- Only major loan categories are shown. Totals may not add to 100%.
- Liquidity ratio = (Cash & Balances Due + Securities + Fed Funds Sold & Repos) / Total Liabilities

Regional Institutions: by Classification (1)

Mutuals	MHCs	Stock Thrifts	Credit Unions	Comm. Banks	Total Region
385	24	144	3,071	2,696	6,320

Regional Institutions: by Assets (1)

< 250m	250-750m	750m-5b
4,635	1,078	607

Key: Peer Performance Relative to Mutual Size Class

Outperforming
Comparable (Within Neutral Range)
Lagging

Totals

Total Region	All US	All US	
	Region	Mutuals	Fin. Inst
6,320	499	11,326	

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