

2021 Annual Meeting Treasurer's Report

Overall, the credit union size as measured by total assets increased by \$680 million or 22.37%. Similar growth was experienced in member shares which increased by \$652 million. Loan growth was exceptionally solid with loan balances increasing \$256 million. In addition, your credit union made 41,364 loans to your fellow members, totaling just over \$1.3 billion; the strongest loan production in our history.

Because of our growing relationship with local car dealers and the credit union's reputation for low auto rates, new and used auto loans, continue to be our most popular loan products. Auto loans represented 47.37% of our portfolio with 63,383 loans totaling \$1.3 billion at the end of 2020.

We continued to add to our local business relationships in 2020. By year-end, we opened 2,124 new business accounts with 137 loans totaling \$32 million.

Another leading contributor to our amazing loan growth is the increase in the credit union's mortgage loan portfolio. More and more consumers are choosing Keesler Federal as their real estate lender. Real estate loans increased in 2020 by \$229.3 million or 34.32% over the previous year.

Keesler Federal continued to add capital in 2020 by earning over \$16 million in net income, all of which was added to our members' equity. Our credit union continues to be considered "well-capitalized" as measured by the NCUA with a net worth ratio at year-end of 12.32%. This measure represents an extremely high level of safety and soundness and offers an added protection to the possibility of any unforeseen losses. Additionally, net worth provides Keesler Federal the capacity to offer new and enhanced future services, an extensive branch network, as well as, the opportunity to support strong future growth.

Keesler Federal remains a trusted financial partner, keeping your needs our highest priority. You can count on your credit union to provide a wide range of loan and deposit products to help you achieve your financial goals. You will find more details about all of last year's financial information in the 2020 Annual Report, which will be available online at the time of the 2021 virtual annual membership meeting. We are grateful you are a part of this growing financial cooperative. Thank you for your loyalty and dedication and thank you for choosing Keesler Federal Credit Union.