

# Shell Western States FCU

## 2021 Summary

Balance Sheet	Nov 2021
Real Estate	12,390,861
Vehicle	3,773,601
Signature	353,553
Secured	143,276
VISA	1,290,020
Other	4,744
<b>Total-Loans to Members</b>	<b>17,956,054</b>
<b>Total-Participation</b>	<b>44,886,993</b>
<b>Total Loans</b>	<b>62,843,047</b>
Allowance for Loan Losses	(123,690)
Total Cash	10,444,021
Total Investments	19,809,592
NCUSIF	787,321
Total Other Assets	1,648,408
<b>TOTAL ASSETS</b>	<b>95,408,699</b>
Total Liabilities	5,874,727
Total Shares & Certificates	79,783,106
Total Equity	9,750,865
<b>TOTAL LIABILITIES PLUS EQUITY</b>	<b>95,408,699</b>

Key Ratios	Nov 2021	National Peer Avg (9/30/21)	
ROAA	0.79%	0.68%	+11bp
Equity Ratio	10.13%	11.12%	-99bp
Loss Ratio (net)/avg loans	0.06%	0.20%	+14bp
Loan Growth-YTD	24.35%	5.04%	+19.31%
Loan Yield	2.90%	4.97%	-2.07%
Investment Yield	3.22%	0.82%	+2.40%
Loan/Assets	66.57%	48.74%	+17.83%
Cost of Funds	0.16%	0.26%	+10bp
Op Exp/Average Assets	2.33%	3.17%	+84bp

PROFIT & LOSS	Nov 2021	2021 YTD
Real Estate	34,789	394,892
Vehicle	10,310	118,735
Signature	2,147	26,542
Secured	370	4,737
VISA	7,904	85,470
Other	220	0
<b>Income from Loans to Members</b>	<b>55,741</b>	<b>630,377</b>
<b>Income from Loan Participation</b>	<b>128,486</b>	<b>1,099,396</b>
<b>Total Loan Income</b>	<b>184,227</b>	<b>1,729,773</b>
Investment Income	46,067	609,793
Income from Fees & Charges	3,912	35,657
Income from Operating Expenses	10,172	111,028
<b>GROSS REVENUE</b>	<b>244,378</b>	<b>2,486,251</b>
Cost of Funds	11,799	125,237
<b>Net Revenue</b>	<b>232,580</b>	<b>2,361,014</b>
Operating Expense	203,871	2,069,864
Nonoperating gains/losses	3,164	378,965
<b>NET INCOME (LOSS)</b>	<b>31,873</b>	<b>670,115</b>