

CUSP Online Scorecard

	Over 1B	BECU	Washington State Employees	WA State Average
	Dec. 2008	Dec. 2008	Dec. 2008	Dec. 2008
Balance Sheet 12-Month Growth Rates				
Shares	8.27%	9.46%	2.43%	10.28%
Loans	9.92%	10.88%	8.01%	9.61%
Assets	9.15%	6.35%	2.39%	8.77%
Capital	7.58%	11.59%	5.79%	7.40%
Income Statement 12-Month Growth Rates				
Total Revenue	5.91%	7.40%	-1.62%	5.39%
Operating Expenses	10.34%	10.41%	6.50%	8.68%
Provision for Loan Loss	145.41%	216.82%	183.67%	172.08%
Dividends	-9.95%	-1.08%	-9.98%	-1.43%
Net income	-46.36%	-89.57%	-81.98%	-62.84%
Member Metrics				
12-month member growth	5.66%	11.72%	5.97%	5.47%
Members/potential members	10.57%	8.93%	14.37%	3.35%
Share accounts per member	1.99	2.18	2.05	1.91
Average share balance	\$9,984	\$13,382	\$7,640	\$9,252
Loan accounts per member	0.59	0.76	0.66	0.57
Average loan balance	\$14,915	\$16,018	\$9,772	\$14,149
Average member relationship	\$18,829	\$25,621	\$14,122	\$17,251
YOY Change in Avg Member Rel.	1.01%	-1.52%	-0.99%	1.83%
Interest Rate Comparisons				
Savings Account				
Share Drafts	0.46%	0.50%	0.00%	0.42%
Regular Shares	0.90%	1.00%	1.05%	0.91%
Money Market Shares	1.86%	1.60%	2.25%	1.65%
Share certificates	3.05%	2.40%	2.85%	3.02%
IRA	2.75%	3.60%	1.05%	2.62%
Average Cost of Funds	3.05	3.17%	2.27	2.36%
Loan Rates				
Credit cards	10.03%	10.90%	9.90%	11.14%
Unsecured Lines of Credit	11.61%	12.50%	12.70%	11.97%
New Autos	5.78%	8.24%	6.94%	6.29%
Used Autos	6.34%	8.74%	8.12%	7.03%
1st Mortgages	5.40%	4.88%	4.81%	5.90%
Other Real Estate	5.70%	7.74%	5.00%	6.60%
Average Loan Yield	6.42%	6.32%	6.71%	6.99%
Member Value				
Return of the Member (% Rank 1-100)	n/a	100	30.82	n/a
Return to savers	n/a	82.19	6.85	n/a
Return to borrowers	n/a	98.63	68.49	n/a
Member service usage	n/a	98.63	56.85	n/a
Shares				
Average share rate	2.90%	3.19%	2.27%	2.33%
Dividends/interest income	43.87%	49.77%	36.39%	41.66%
Loans				
Average loan yield	6.42%	6.32%	6.71%	6.99%
Sources and uses of funds				
Loan Interest/Interest income	83.75%	89.64%	89.14%	87.11%
Investment Interest/Interest Income	16.25%	10.36%	10.86%	12.89%
Non-Interest Income/Interest Income	22.18%	23.17%	39.58%	25.64%
Net Int. Income/Total Operating Exp.	104.59%	118.95%	76.47%	94.21%
Member Participation				
Share Draft Penetration	52.72%	64.55%	57.25%	53.68%
Auto Loan Penetration	18.52%	21.63%	19.41%	20.07%
Credit Card Penetration	19.14%	31.23%	29.81%	19.96%
First Mortgage Loan Penetration	2.32%	1.84%	1.37%	1.63%

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	Over 1B	BECU	Washington State	WA State Average
	Dec. 2008	Dec. 2008	Employees Dec. 2008	Dec. 2008
Throughput				
Productivity				
Full time employees (FTEs)	505	968	505	59
Members per FTE	398	608	319	351
Assets per FTE	\$4,835,112	\$8,925,120	\$2,753,615	\$3,729,084
Loan and Share Accounts per FTE	1,027	1791	866	868
Loans Originated per FTE	\$1,631,901	\$5,201,910	\$1,384,370	\$1,582,844
Loan Income per FTE	\$216,813	\$447,525	\$133,572	\$177,280
(NIM + Non Interest Expense)/FTE	\$257,699	\$459,266	\$219,983	\$239,757
Net Income per FTE	\$14,886	\$7,669	\$4,462	\$10,293
Capital per FTE	\$514,987	\$823,696	\$301,349	\$410,176
Average Salary and Benefits per FTE	\$65,473	\$77,476	\$66,818	\$55,032
\$ Rev. / \$ of Sal. & Ben. per FTE	\$5.03	\$7.94	\$3.13	\$4.22
YOY Chng in Avg Sal & Ben per FTE	5.15%	10.35%	0.53%	5.08%
Efficiency				
Earning Assets/Total Assets	95.84%	97.34%	94.64%	95.20%
Operating Expense/Member	\$316	\$344	\$391	\$351
Efficiency Ratio	90.61%	57.44%	80.62%	93.10%
Operating Expense/Average Assets	2.95%	2.42%	4.58%	4.15%
Average Account Size	7,296	8,701	5,199	6,977
YOY Change in Average Account Size	2.88%	-1.18%	-0.56%	8.03%
Revenue/Operating Expense	251.12%	293.15%	167.78%	207.11%
Revenue per Member	\$795	\$1,011	\$656	\$728
Capital per Member	\$1,294	\$1,354	\$945	\$1,167
Net Income per Member	\$37	\$13	\$14	\$29
Delivery				
Number of Branches	23	46	19	4
YOY Change in Numbe of Branches	259	1	0	24
Land, Build. & Fixed Assets per Branch	\$1,914,891	\$1,635,644	\$2,197,982	\$1,391,250
Employees/Branch	21	21	26	14
Members/Branch	8,559	12,799	8,472	5,090
Net New Members/Branches	459	1,343	477	264
Member of Shared Branch Network	—	YES	YES	—
Lending				
Activity				
Loans/Share Ratio	88.58%	91.46%	84.86%	86.46%
Loans & RE Servicing Porfolio/Shares	105.14%	124.09%	168.36%	104.93%
Indirect Loans/Total Loans	13.24%	21.01%	30.32%	21.92%
Interest Income per Loan Account	\$919	\$963	\$632	\$892
Loans Originated/Total Loans (\$)	46.36%	69.88%	67.06%	56.30%
YOY Change in \$ of Loans Originated	0.87%	3.64%	15.92%	6.23%
Average Loan Originated	\$19,852	\$56,833	\$4,815	\$19,423
Loan Portfolio Composition				
New auto	13.46%	21.97%	13.42%	17.99%
Used auto	12.77%	4.54%	26.65%	15.41%
First Mortgage	42.46%	26.12%	21.70%	29.74%
Other Real Estate	17.10%	31.43%	21.14%	21.63%
Credit Card	6.79%	7.66%	12.11%	7.02%
Other Unsecured	3.74%	5.50%	1.73%	3.19%
Member Business Loans	4.63%	1.70%	0.05%	5.15%
Loan Quality				
Delinquent Loans/Total Loans	1.34%	1.22%	1.17%	1.11%
Net Charge-Offs/Average Loans	0.86%	1.04%	0.87%	0.54%