|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Key Ratio** | Calculation | Year | Your ratio | Sector Average | Comparison with sector average | |
| **Better** | **Worse** |
| AVERAGE INTEREST ON LOANS | Loan int. / Avg. total loans: 2015 + 2014 / 2 x 100 | 2014 | 11.59% | 15.37% |  | Yes |
| 2015 | 11.57% | 16.55% |  | Yes |
| WITHDRAWAL RATIO | Shares withdrawn / Shares saved x 100 | 2014 | 66.86% | 88.95% | Yes |  |
| 2015 | 61.84% | 92.33% | Yes |  |
| GROWTH IN SHARES | Total shares: 2015 / 2014 x 100 – 100 | 2014 | 29.93% | 20.20% | Yes |  |
| 2015 | 43.62% | 17.16% | Yes |  |
| GROWTH IN LOANS | Total loans: 2015 / 2014 x 100 – 100 | 2014 | 21.88% | 8.26% | Yes |  |
| 2015 | 22.07% | 19.03% | Yes |  |
| LOANS TO SHARES RATIO | Total loans / Total shares x 100 | 2014 | 59.34% | 56.10% | Yes |  |
| 2015 | 50.44% | 57.90% |  | Yes |
| ADMIN. EXPENSES AS A % OF TOTAL ASSETS | Total expenses - bad debts – depn / Total Assets x 100 | 2014 | 2.27% | 7.02% | Yes |  |
| 2015 | 2.75% | 6.55% | Yes |  |
| LOAN PROVISIONS & WRITE OFFS AS A % OF TOTAL LOANS | Total Cost of Bad debts / Total Loans x 100 | 2014 | 2.76% | 3.56% | Yes |  |
| 2015 | 5.01% | 4.42% |  | Yes |
| LOAN PROVISIONS AS A % OF UNSECURED LOANS | Total Loan provisions / Unsecured loans x 100 | 2014 | 19.52% | 19.44% |  | Yes |
| 2015 | 24.80% | 18.59% |  | Yes |
| SURPLUS/DEFICIT AS A % OF TOTAL SHARES | Surplus/Deficit after tax / Total Shares x 100 | 2014 | 1.80% | 1.65% | Yes |  |
| 2015 | -0.27% | 1.66% |  | Yes |
| GROWTH IN MEMBERSHIP | Total members: 2015 / 2014 members x 100 – 100 | 2014 | 36.18% | 10.22% | Yes |  |
| 2015 | 21.07% | 6.85% | Yes |  |
| NUMBER OF LOANS AS % OF SENIOR MEMBERS **(note a)** | Number of loans / Senior members x 100 | 2014 | 25.54% | 33.25% |  | Yes |
| 2015 | 25.35% | 34.24% |  | Yes |
| AVERAGE SHARE BALANCE PER MEMBER | Total Shares / Total Membership | 2014 | £604 | £500 | Yes |  |
| 2015 | £717 | £558 | Yes |  |
| AVERAGE LOAN BALANCE PER MEMBER LOAN ACCOUNT | Total Loans / Number of loans | 2014 | £1,523 | £968 | Yes |  |
| 2015 | £1,564 | £1,070 | Yes |  |
| PRA / FCA CAPITAL-TO-TOTAL ASSETS (2U/2Px100) | Total capital / Total Assets x 100 | 2014 | 9.26% | 10.86% |  | Yes |
| 2015 | 5.23% | 10.55% |  | Yes |
| PRA / FCA LIQUIDITY (29E/30Dx100) | Banks < 8 days / net relevant liabilities x 100 | 2014 | 53.74% | 63.54% | Yes |  |
| 2015 | 56.14% | 59.28% | Yes |  |

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **FURTHER STATISTICS:** | |  |  |  |  |  |  |  |
| **Additional Figures** | **Year** | **Amount** |  | **Dividends proposed** | **CU’s** |  | **Capital Ratios** | **CU’s** |
| Provisions for bad and doubtful debts | 2014 | £61,250 |  | Nil | 32 |  | <3% | 2 |
| 2015 | £82,090 |  | 0-1 % | 25 |  | 3-5% | 17 |
| Number of Members (including Juniors) | 2014 | 1,419 |  | 1-2% | 14 |  | 5%+ | 56 |
| 2015 | 1,718 |  | 2-3% | 2 |  | **Total Credit Unions** | **75** |
| Total Capital | 2014 | £88,029 |  | 3%+ | 1 |  |  |  |
| 2015 | £68,098 |  | Juvenile only | 1 |  |  |  |
| Total Assets | 2014 | £950,266 |  | **Total Credit Unions** | **75** |  |  |  |
| 2015 | £1,301,744 |  |  |  |  |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Working Model (optimum ratios required to achieve a 2% dividend)** | | | |
| **Income:** | Loans (at 90% of shares 0.90 x 18.00 APR, less element of reserves): |  | 16.00% |
|  |  |
| **Expenses:** | Admin expenses: | 8.00% |  |
| Loan losses: | 5.00% | -13.00% |
| **Surplus** | |  | 3.00% |
| General reserve (at 20%): | |  | -0.60% |
| Other reserves | |  | -0.40% |
| **Dividend target: (say 2%)** | |  | **2.00%** |

|  |  |
| --- | --- |
|  | **NOTES:** |
| **a** | Junior members must be excluded from this ratio as these are not eligible for loans. |
| **b** | An asterisks by the credit union name (\*) denotes that draft figures have been used. |