

RISK BASED PRICING VALIDATION REPORT

For:

Sample Credit Union

For the Period Ending: 12/31/09

Presented by:

THOMPSON
CONSULTING
TRAINING

Risk Pricing Validation Report

Summary

Credit Union: Sample Credit Union
For the Period Ending: 12/31/09

Distributions

Numbers					
Loan Grade	Range	Outstanding	Pricing	Delinquency	Charge-Offs
A+	730+	50.17%	7.06%	23.44%	10.66%
A	690-729	19.27%	8.41%	11.72%	13.66%
B	660-689	10.03%	10.86%	17.97%	13.66%
C	640-659	3.46%	12.44%	7.03%	3.83%
D	620-639	1.23%	12.97%	4.69%	4.10%
E	600-619	0.89%	13.39%	3.13%	3.28%
	<600	1.10%	13.17%	5.47%	3.28%
Missing		13.86%	14.67%	26.56%	47.54%

Dollars					
Loan Grade	Range	Outstanding	Pricing	Delinquency	Charge-Offs
A+	730+	\$79,335,073	7.06%	\$823,976	\$879,349
A	690-729	\$24,072,143	8.41%	\$296,447	\$851,616
B	660-689	\$9,562,065	10.86%	\$416,826	\$767,982
C	640-659	\$3,296,009	12.44%	\$121,408	\$172,111
D	620-639	\$1,571,132	12.97%	\$48,206	\$703,018
E	600-619	\$623,242	13.39%	\$67,128	\$111,810
	<600	\$788,815	13.17%	\$55,534	\$131,555
Missing		\$5,323,043	14.67%	\$748,791	\$1,400,361

Risk Based Pricing Validation
Dashboard For the Period Ending: 12/31/09

Distribution **Rating**

Loan Grade	Range	Target	Actual	Difference
A+	730+	45.00%	63.69%	18.69%
A	690-729	25.00%	19.32%	-5.68%
B	660-689	15.00%	7.68%	-7.32%
C	640-659	5.00%	2.65%	-2.35%
D	620-639	4.00%	1.26%	-2.74%
E	600-619	0.50%	0.50%	0.00%
	<600	0.50%	0.63%	0.13%
Missing		5.00%	4.27%	-0.73%

Charge-Offs

Loan Grade	Range	Anticipated	Actual	Difference
A+	730+	\$308,816	\$879,349	-\$570,533
A	690-729	\$226,156	\$851,616	-\$625,460
B	660-689	\$155,363	\$767,982	-\$612,619
C	640-659	\$52,769	\$172,111	-\$119,342
D	620-639	\$32,221	\$703,018	-\$670,797
E	600-619	\$13,568	\$111,810	-\$98,242
	<600	\$21,882	\$131,555	-\$109,673
Missing		\$211,404	\$1,400,361	-\$1,188,957

Delinquency

Loan Grade	Range	Target	Actual	Difference
A+	730+	0.25%	1.04%	-0.79%
A	690-729	0.35%	1.23%	-0.88%
B	660-689	0.45%	4.36%	-3.91%
C	640-659	0.55%	3.68%	-3.13%
D	620-639	0.75%	3.07%	-2.32%
E	600-619	0.85%	10.77%	-9.92%
	<600	1.00%	7.04%	-6.04%
Missing		1.00%	14.07%	-13.07%

Pricing

Loan Grade	Range	Suggested	Actual	Difference
A+	730+	7.25%	7.06%	-0.19%
A	690-729	8.21%	8.41%	0.20%
B	660-689	10.76%	10.86%	0.10%
C	640-659	11.87%	12.44%	0.57%
D	620-639	13.44%	12.97%	-0.47%
E	600-619	15.63%	13.39%	-2.24%
	<600	16.75%	13.17%	-3.58%
Missing		17.00%	14.67%	-2.33%