



UNDEB CREDYD
CREDIT UNION

Welsh Assembly Cross-Party Group on Co-operatives and Mutuals.

Barry Roberts
NWCU General Manager
23rd May 2012

0333 2000 601

barry@northwalescu.co.uk

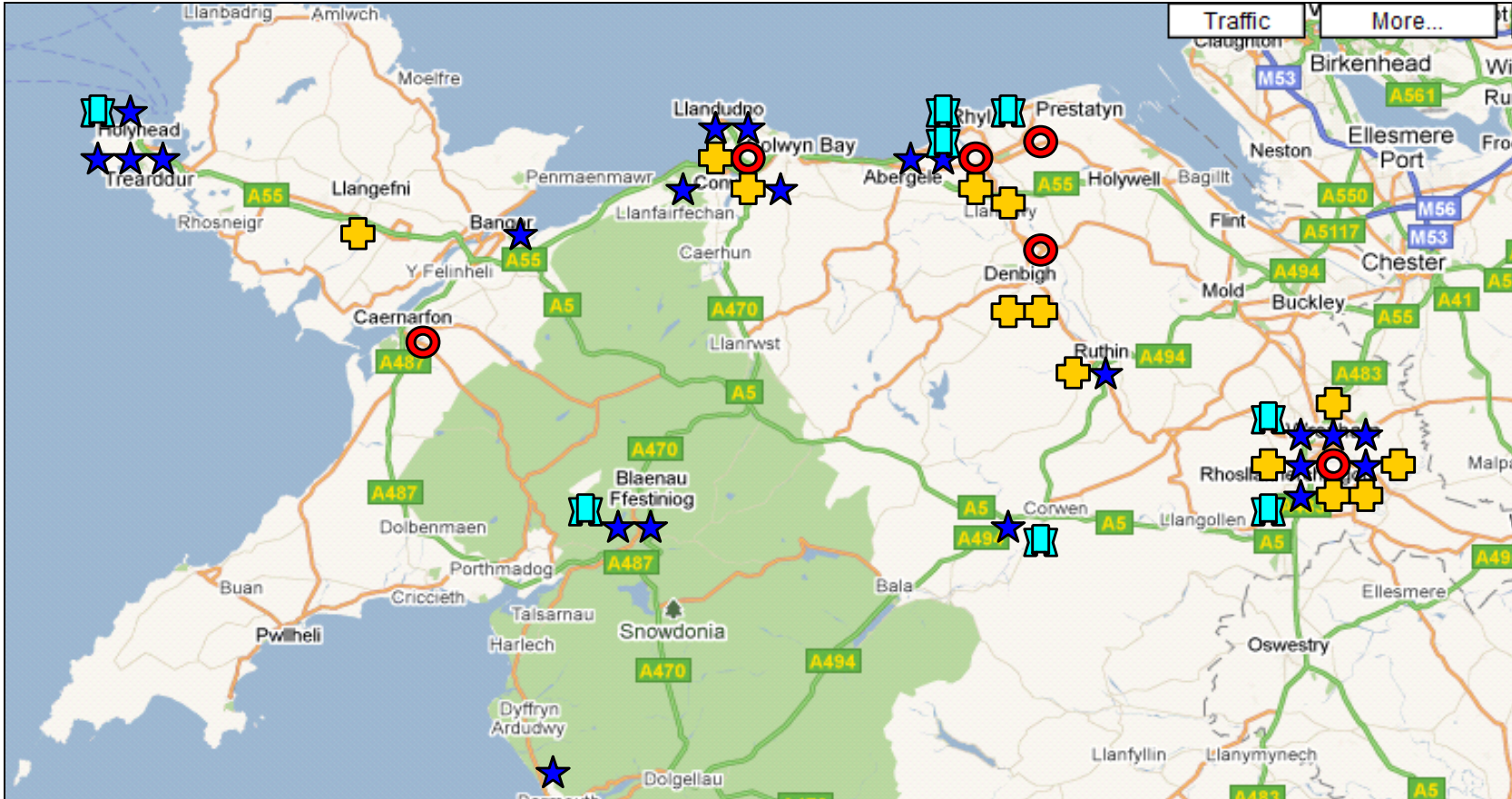
www.northwalescu.co.uk

NORTH WALES CREDIT UNION



North Wales Credit Union operates and provides services in the counties of Anglesey, Gwynedd, Conwy, Denbighshire, Flintshire and Wrexham.

SERVICES IN NORTH WALES



- Offices
- ★ Collection Points
- ✚ Employer Payroll Deduction
- 🏫 School Collection Points



PRODUCTS

- Savings Accounts
- Instant Access Loans
- Rent Direct Account
- Current Account



STATISTICS @ 30TH APRIL 2012

	Adult Members	FE Members	Junior Members	Current Accounts	Unbanked / dissatisfied	Assets
TOTAL	10,386	91%	1,460	655	97%	6,009,990

	Total Shares (Members Value)	FE Shares (Members Value)	% FE Shares (Members Value)	Average Shares (FE : Non FE)	Average Deposits/ Day (No : Value)	Average Withdrawals / Day (No : Value)
TOTAL S	10,386 £4,359,551	9,450 £135,262	91% 3%	£14 £4,513	468 £31,301	221 £30,713

	Total Loans (Members: Value)	FE Loans (Members : Value)	% FE Loans (Members: Value)	Average Loan (FE : Non FE)	Average Repayments/ Day (No : Value)	Average Loans Granted / Day (No : Value)
TOTAL S	2,022 £2,034,646	1,436 £963,768	71% 47%	£478 £1,491	238 £9,044	11 £7,686

FE= Financially Excluded

Average number of transactions / day = 938 for £78,744 (excluding current account transactions).
(average £84/transaction)

SHARE PORTFOLIO

Value of Deposits	No. of Accounts	Combined Value of Deposits	Average Value of Deposits	% Members of Total Membership	% Deposits of Total Deposits
Over £10,000	49	£ 993,905	£ 13,414	0.41%	21.17%
£5,000 - £10,000	112	£ 712,237	£ 6,359	0.94%	15.17%
£1,000 - £5,000	868	£ 1,777,017	£ 2,047	7.31%	37.85%
£500 - £1000	837	£ 575,478	£ 688	7.05%	12.26%
£100 - £500	2,104	£ 501,316	£ 238	17.71%	10.68%
£10 - £100	3,149	£ 114,204	£ 36	26.51%	2.43%
Under £10	4,761	£ 21,058	£ 4	40.08%	0.45%
Total	11,880	£ 4,695,217	£ 395	100.00%	100.00%

- 1.5% Savers (Over £5k on Deposit)
- 7.5% 'Rainy Day' (Between £1 - £5k on Deposit)
- 91% Transactional Users (Under £1k on Deposit)



SAVING IN LOAN INTEREST CREDIT UNION V PROVIDENT

From October 2006 to April 2012	Number	Value	Average
Granted	11,195	£5,351,585	£478

- Savings on A £500 loan over 50 weeks is £346.47p
- Multiply £346 by the number of loans granted since October 2006 & this equates to: -

£3,873,470 over a 66 month period

or £58,688 per month.

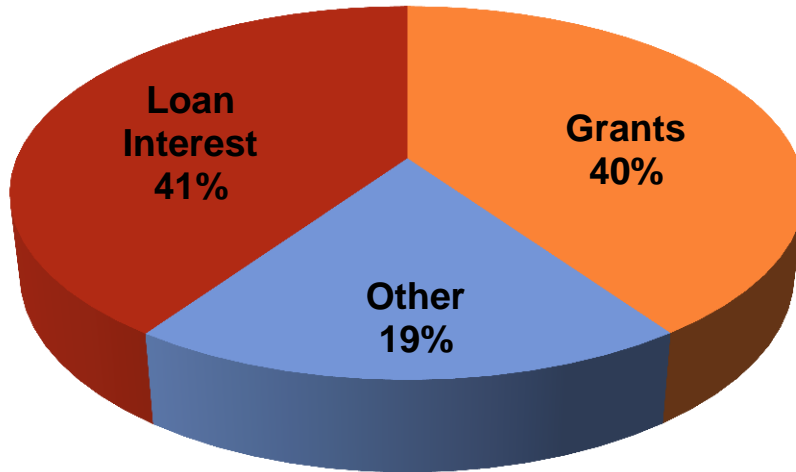
BREAKEVEN ON A FE LOAN

Loan Value	Loan Terms (Wks)	Amount Repaid	Earned Interest	Cost of Borrowing	Income - Cost of Borrowing	Profit Based on Varying Net Bad Debt Levels					
						1.50%	2%	3%	4%	5%	6%
£ 100	37	£ 3	£ 8.84	£ 1.50	£ 7.34	-£50	-£51	-£52	-£53	-£54	-£55
£ 250	30	£ 9	£ 18.16	£ 3.75	£ 14.41	-£46	-£49	-£51	-£54	-£56	-£59
£ 500	40	£ 14	£ 47.65	£ 7.50	£ 40.15	-£26	-£31	-£36	-£41	-£46	-£51
£ 750	42	£ 20	£ 75.43	£ 11.25	£ 64.18	-£7	-£14	-£22	-£29	-£37	-£44
£ 1,000	52	£ 22	£ 124.94	£ 15.00	£ 109.94	£34	£24	£14	£4	-£6	-£16
£ 1,250	67	£ 22	£ 203.05	£ 18.75	£ 184.30	£104	£91	£79	£66	£54	£41
£ 1,500	83	£ 22	£ 305.37	£ 22.50	£ 282.87	£197	£182	£167	£152	£137	£122
£ 1,750	100	£ 22	£ 435.77	£ 26.25	£ 409.52	£319	£301	£284	£266	£249	£231
£ 2,000	101	£ 22	£ 501.84	£ 30.00	£ 471.84	£376	£356	£336	£316	£296	£276

Summary of Costs		£
Loan Administration		£21.11
Servicing a Member		£14.43
Credit Control		£13.20
Overheads		<u>£ 6.97</u>
Total		£55.71

THE CHALLENGE - SUSTAINABILITY

Income



Membership

- ✓ Attract 'Tier 2' type members
- ✓ Continue to support FE members
- ✓ Maintain our ethos

Share / Savings Portfolio

- ✓ Maintain a competitive dividend to keep our 'investor' members

Loan Portfolio

- ✓ Drive down unit costs of loan administration and disbursement.
- ✓ Attract loans from 'Tier 2' type members to give a more balanced membership portfolio.