

CU*ANSWERS, INC.

FINANCIAL STATEMENTS
September 30, 2015 and 2014

CU*ANSWERS, INC.
Grand Rapids, Michigan

FINANCIAL STATEMENTS
September 30, 2015 and 2014

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INDEPENDENT AUDITOR'S REPORT

Board of Directors and Stockholders
CU*Answers, Inc.
Grand Rapids, Michigan

Report on the Financial Statements

We have audited the accompanying financial statements of CU*Answers, Inc., which comprise the balance sheets as of September 30, 2015 and 2014, and the related statements of income, stockholders' equity, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

(Continued)

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of CU*Answers, Inc. as of September 30, 2015 and 2014, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedules of revenues, costs of goods sold, and selling, general and administrative expenses are presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Crowe Horwath LLP
Crowe Horwath LLP

Grand Rapids, Michigan
November 19, 2015

CU*ANSWERS, INC.
BALANCE SHEETS
September 30, 2015 and 2014

| | <u>2015</u> | <u>2014</u> |
|--|----------------------|----------------------|
| ASSETS | | |
| Current assets | | |
| Cash and cash equivalents | \$ 9,906,270 | \$ 10,586,653 |
| Certificates of deposit | 750,224 | 750,214 |
| Accounts receivable (Note 12) | 806,397 | 838,425 |
| Accounts receivable - related parties | 63,727 | 80,603 |
| Income tax receivable (Note 3) | 453,200 | 205,100 |
| Note receivable (Note 3) | 39,469 | 68,154 |
| Equipment and supplies inventory (Note 4) | 120,943 | 279,382 |
| Prepaid expenses | | |
| Maintenance contracts | 525,948 | 540,648 |
| Insurance | 170,249 | 121,295 |
| Other | <u>579,509</u> | <u>552,591</u> |
| Total current assets | <u>13,415,936</u> | <u>14,023,065</u> |
| Property, equipment and software | | |
| Equipment | 5,640,964 | 5,044,665 |
| Software | 10,961,256 | 7,892,228 |
| Furniture and fixtures | 1,337,363 | 1,304,876 |
| Leasehold improvements | 4,195,100 | 3,586,328 |
| Vehicles | 129,547 | 93,007 |
| Software in process | <u>1,411,774</u> | <u>2,781,006</u> |
| | 23,676,004 | 20,702,110 |
| Less accumulated depreciation and amortization | <u>13,190,008</u> | <u>11,184,037</u> |
| | 10,485,996 | 9,518,073 |
| Other assets | | |
| Corporate owned life insurance (Note 11) | 1,439,437 | 1,273,780 |
| Investment in Affiliates | 2,263,552 | 1,980,951 |
| Other assets | 33,678 | 20,946 |
| Note receivable (Note 5) | <u>100,000</u> | <u>44,691</u> |
| | <u>3,836,667</u> | <u>3,320,368</u> |
| | <u>\$ 27,738,599</u> | <u>\$ 26,861,506</u> |

(Continued)

CU*ANSWERS, INC.
BALANCE SHEETS
September 30, 2015 and 2014

| | <u>2015</u> | <u>2014</u> |
|--|----------------------|----------------------|
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| Current liabilities | | |
| Accounts payable - trade | \$ 616,211 | \$ 944,436 |
| Accounts payable - related parties | 71,076 | 48,960 |
| Patronage and dividend accrual | 3,029,118 | 2,552,829 |
| Current portion of capital lease obligation (Note 8) | 488,982 | 416,620 |
| Profit sharing payable (Note 10) | 612,666 | 563,391 |
| Deferred income taxes (Note 3) | 205,400 | 163,600 |
| Other liabilities | <u>1,413,925</u> | <u>971,160</u> |
| Total current liabilities | 6,437,378 | 5,660,996 |
| Long-term liabilities | | |
| Long-term debt (Note 7) | 4,970,000 | 5,270,000 |
| Capital leases (Note 8) | 99,694 | 486,865 |
| Lease inducements | 10,291 | 25,728 |
| Deferred rent | 671,799 | 630,069 |
| Deferred compensation (Note 11) | 1,799,989 | 1,560,677 |
| Deferred income taxes (Note 3) | <u>812,900</u> | <u>708,900</u> |
| | 8,364,673 | 8,682,239 |
| Stockholders' equity | | |
| Common stock - par value \$10 per share; 40,000 shares authorized; shares issued and outstanding: 24,800 and 25,600 at September 30, 2015 and 2014, respectively (Note 9) | 248,000 | 256,000 |
| Additional paid-in capital | 10,246,618 | 10,137,684 |
| Retained earnings | <u>2,441,930</u> | <u>2,124,587</u> |
| | <u>12,936,548</u> | <u>12,518,271</u> |
| | <u>\$ 27,738,599</u> | <u>\$ 26,861,506</u> |

See accompanying notes to financial statements.

CU*ANSWERS, INC.
 STATEMENTS OF INCOME
 Years ended September 30, 2015 and 2014

| | <u>2015</u> | | <u>2014</u> | |
|---|-------------------|---------------|-------------------|---------------|
| | <u>Amount</u> | <u>%</u> | <u>Amount</u> | <u>%</u> |
| Revenues (Note 12) | \$ 47,142,120 | 100.00 % | \$ 42,552,206 | 100.00 % |
| Cost of goods sold | <u>15,225,721</u> | <u>32.30</u> | <u>13,766,724</u> | <u>32.35</u> |
| Gross margin | 31,916,399 | 67.70 | 28,785,482 | 67.65 |
| Selling, general and administrative expenses | <u>27,883,787</u> | <u>59.15</u> | <u>24,975,901</u> | <u>58.69</u> |
| Income before other income (expense), patronage dividends and income taxes | 4,032,612 | 8.55 | 3,809,581 | 8.96 |
| Other income (expense) | | | | |
| Interest income | 45,324 | 0.10 | 38,942 | 0.09 |
| Loss on disposal of assets | (17,564) | (0.04) | (4,554) | (0.01) |
| Interest expense | (224,005) | (0.48) | (354,930) | (0.83) |
| Gain (loss) from Affiliates | <u>34,894</u> | <u>0.07</u> | <u>(362,899)</u> | <u>(0.85)</u> |
| | <u>(161,351)</u> | <u>(0.35)</u> | <u>(683,441)</u> | <u>(1.60)</u> |
| Income before patronage dividends and income taxes | 3,871,261 | 8.20 | 3,126,140 | 7.36 |
| Patronage dividends | <u>2,500,000</u> | <u>5.30</u> | <u>2,050,000</u> | <u>4.82</u> |
| Income before provision for income taxes | 1,371,261 | 2.90 | 1,076,140 | 2.54 |
| Provision for income taxes (Note 3) | <u>524,800</u> | <u>1.11</u> | <u>427,902</u> | <u>1.01</u> |
| Net income | <u>\$ 846,461</u> | <u>1.79 %</u> | <u>\$ 648,238</u> | <u>1.53 %</u> |

See accompanying notes to financial statements.

CU*ANSWERS, INC.
 STATEMENTS OF STOCKHOLDERS' EQUITY
 Years ended September 30, 2015 and 2014

| | <u>Common Stock Class A</u> | <u>Additional Paid-In Capital</u> | <u>Retained Earnings</u> | <u>Total</u> |
|---|-------------------------------------|---|------------------------------|----------------------|
| Balance, October 1, 2013 | \$ 236,000 | \$ 8,224,684 | \$ 1,979,178 | \$ 10,439,862 |
| Issuance of 2,000 shares of Class A common stock | 20,000 | 1,913,000 | - | 1,933,000 |
| Dividends declared | - | - | (502,829) | (502,829) |
| Net income | <u>-</u> | <u>-</u> | <u>648,238</u> | <u>648,238</u> |
| Balance, September 30, 2014 | 256,000 | 10,137,684 | 2,124,587 | 12,518,271 |
| Redemption of 1,600 shares of Class A common stock | (16,000) | (757,066) | - | (773,066) |
| Issuance of 800 shares of Class A common stock | 8,000 | 866,000 | - | 874,000 |
| Dividends declared | - | - | (529,118) | (529,118) |
| Net income | <u>-</u> | <u>-</u> | <u>846,461</u> | <u>846,461</u> |
| Balance, September 30, 2015 | <u>\$ 248,000</u> | <u>\$ 10,246,618</u> | <u>\$ 2,441,930</u> | <u>\$ 12,936,548</u> |

See accompanying notes to financial statements.

CU*ANSWERS, INC.
STATEMENTS OF CASH FLOWS
Years ended September 30, 2015 and 2014

| | <u>2015</u> | <u>2014</u> |
|--|---------------------|----------------------|
| Cash flows from operating activities | | |
| Net income | \$ 846,461 | \$ 648,238 |
| Adjustments to reconcile net income to net cash provided by operating activities | | |
| Investments in affiliates | 362,899 | 362,899 |
| Depreciation and amortization | 2,493,689 | 2,131,083 |
| Loss on disposal of assets | 17,393 | 4,554 |
| Deferred income tax expense | 145,800 | 64,200 |
| Cash value of life insurance | (165,657) | (154,611) |
| Change in assets and liabilities | | |
| Certificates of deposit | (10) | - |
| Accounts receivable | 48,904 | 355,081 |
| Income taxes | (248,100) | 219,640 |
| Prepaid expenses | (61,172) | (125,612) |
| Equipment and supplies inventory | 158,439 | (157,869) |
| Accounts payable | (306,109) | 238,549 |
| Other liabilities | <u>1,207,645</u> | <u>937,843</u> |
| Net cash from operating activities | 4,500,182 | 4,523,995 |
| Cash flows from investing activities | | |
| Proceeds from sale of equipment | 39,475 | 9,916 |
| Certificates of deposit | - | (250,214) |
| Investment in affiliates | (273,170) | (100,000) |
| Purchases of equipment and software | (3,366,584) | (2,722,975) |
| Payments received on note receivable - net | - | 46,663 |
| Proceeds from dissolution of affiliate | (385,062) | 96,554 |
| Cash paid on note receivable | <u>(26,624)</u> | - |
| Net cash from investing activities | (4,011,965) | (2,920,056) |
| Cash flows from financing activities | | |
| Payments on long-term debt | (300,000) | (2,364,000) |
| Payments on capital lease obligations | (466,705) | (406,624) |
| Dividends paid | (502,829) | (406,196) |
| Proceeds from issuance of stock | 874,000 | 1,933,000 |
| Payments on redemption of stock | <u>(773,066)</u> | - |
| Net cash from financing activities | <u>(1,168,600)</u> | <u>(1,243,820)</u> |
| Net change in cash and cash equivalents | (680,383) | 360,119 |
| Cash and cash equivalents at beginning of year | <u>10,586,653</u> | <u>10,226,534</u> |
| Cash and cash equivalents at end of year | <u>\$ 9,906,270</u> | <u>\$ 10,586,653</u> |
| Supplemental disclosure of cash flow information | | |
| Cash paid during the year for | | |
| Interest | \$ 224,005 | \$ 354,930 |
| Income taxes | 627,100 | 144,062 |
| Supplemental disclosures of noncash investing and financing activities | | |
| Financing activity - dividends declared | \$ 529,118 | \$ 502,829 |
| Capital lease obligations entered into during the year | 151,896 | 156,621 |

See accompanying notes to financial statements.

CU*ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
September 30, 2015 and 2014

NOTE 1 - NATURE OF BUSINESS

Nature of Business: CU*Answers, Inc. (CU*Answers or "the Corporation") provides automated processing services for credit unions throughout the United States. CU*Answers, Inc. also markets a software product and provides support to customers throughout the country with a concentration in Michigan. Revenue is recognized based on the number of members for each of its credit union customers as services are performed. Additionally, CU*Answers, Inc. receives revenue from sales of certain software and computer hardware products as they are sold. CU*Answers, Inc. is organized as a credit union service organization (CUSO) and a co-operative.

NOTE 2 - SIGNIFICANT ACCOUNTING POLICIES

Statement of Cash Flows: For the purpose of the statement of cash flows, cash and cash equivalents includes demand deposit accounts, savings accounts, money market accounts and instruments purchased with a maturity of three months or less. The Corporation frequently has deposits in excess of \$250,000 at various financial institutions, some of which are also shareholders.

Certificates of Deposit: Certificates of deposit consist of bank time deposits with original maturity dates greater than 90 days and with remaining maturity dates of less than 365 days. These certificates of deposit have a fixed rate of interest which is paid upon maturity. They may not be redeemed before the maturity date without a penalty and are not transferable.

Accounts Receivable: The Corporation sells to customers using credit terms customary in their industry. Interest is not normally charged on receivables. Management establishes a reserve for losses on their accounts based on historic loss experience and current economic conditions. Losses are charged off to the reserve when management deems further collection efforts will not produce additional recoveries. These financial statements contain no allowance for losses since management expects that all accounts receivable are fully collectible at September 30, 2015 and 2014, respectively.

Equipment and Supplies Inventory: Inventories, which consist primarily of equipment and supplies for sale, are stated at the lower of cost or market, with cost determined by using the specific identification method.

Advertising Costs: The Corporation expenses advertising costs as incurred. Advertising costs for the years ended September 30, 2015 and 2014 were \$782,397 and \$723,291.

Property and Equipment: Property and equipment are stated at cost less accumulated depreciation. Depreciation is provided by use of straight-line and accelerated methods over the estimated useful lives of the assets. Leasehold improvements are depreciated over the estimated life or lease term, whichever is less. When properties are retired or otherwise disposed of, the appropriate accounts are relieved of cost and accumulated depreciation, and any resulting gain or loss is recognized.

Computer Software: The Corporation accounts for development costs related to software products to be sold, leased, or otherwise marketed as follows: software development costs are expensed as incurred until technological feasibility has been established, at which time such costs are capitalized until the product is available for general release to customers. These capitalized costs are subject to an ongoing assessment of recoverability based on anticipated future revenues and changes in hardware and software technologies. Costs that are capitalized include direct labor and consulting fees.

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NOTE 2 - SIGNIFICANT ACCOUNTING POLICIES (Continued)

Amortization of capitalized software development costs begins when the product is available for general release to customers. Amortization is computed as the greater of (1) the ratio of current gross revenues for a product to the total of current and anticipated future gross revenues for the product or (2) the straight-line method over the estimated economic life of the product.

Unamortized costs were approximately \$3,633,000 and \$1,666,000 at September 30, 2015 and 2014. Amortization expense was approximately \$932,000 and \$714,000 for the years ended September 30, 2015 and 2014, respectively.

Long-Lived Assets: The Corporation reviews property, equipment and computer software for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If it is determined that an impairment loss has occurred based on expected future undiscounted cash flows from operations, a current charge to income is recognized, and the carrying amount of the long-lived asset is adjusted.

Corporate Owned Life Insurance: The Corporation owns life insurance policies on individuals. Corporate owned life insurance is reported at its cash surrender value, less outstanding policy loans, or the amount that can be realized.

Lease Inducements and Escalating Base Rent: Lease inducements consisting of improvements to leased property provided by or reimbursed by the landlord, are deferred and accounted for as a reduction of rent expense on a straight-line basis over the term of the related lease. The Corporation recognizes rent expense on a straight-line basis over the term of related lease for leases that include escalating minimum base rents and records a deferred rent liability for the difference between straight-line expense and rent payments. The liabilities for deferred lease inducements and deferred rent are included in other liabilities.

Customer Deposits: Customer deposits represent advance payments received from customers for software purchases and installation. Revenue related to these contracts is recognized upon successful installation. The Corporation has included deferred revenue of approximately \$862,000 and \$466,000 at September 30, 2015 and 2014, respectively, in other liabilities on the balance sheet.

Patronage Dividends: Patronage dividends reflect discretionary distributions to shareholders, as approved by the Board of Directors. These distributions are limited to a portion of the net earnings of the Corporation from business done with their shareholders, and are allocated to individual shareholders based upon the volume of business done with the Corporation.

Income Taxes: The Corporation records income tax expense based on the amount of taxes due on their tax returns plus deferred taxes computed based on the expected future tax consequences of temporary differences between the carrying amounts and tax bases of assets and liabilities, using enacted tax rates. A valuation allowance, if needed, reduces deferred tax assets to the amount expected to be realized.

Uncertain tax positions are recognized and measured under provisions of FASB ASC 740. These provisions require the Corporation to recognize a tax benefit only if it is "more likely than not" that the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the more likely than not test, no tax benefit is recorded.

(Continued)

CU*ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
September 30, 2015 and 2014

NOTE 2 - SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Corporation recognizes interest and penalties related to unrecognized tax benefits in interest and income tax expense, respectively. There were no amounts expensed or accrued as of and for the years ended September 30, 2015 and 2014, respectively, for tax related interest and penalties.

The Corporation is no longer subject to examination for federal tax years before 2011 and for state income taxes before 2010. The Corporation does not expect that total amount of unrecognized tax benefits to significantly increase or decrease in the next 12 months.

Use of Estimates: The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. These estimates and assumptions may change in the near future resulting in different actual results. Estimates associated with allowance for doubtful accounts, deferred income taxes, lives of fixed assets and intangible assets, and the value of the investment in affiliates are particularly susceptible to material change in the near term.

Subsequent Events: Management has performed an analysis of the activities and transactions subsequent to September 30, 2015 to determine the need for any adjustments to and/or disclosures within these financial statements for the year ended September 30, 2015. Management has performed their analysis through November 19, 2015, the date the financial statements were available for issuance and has determined that there are no subsequent events to disclose.

NOTE 3 - INCOME TAXES

The provision for income taxes consists of the following:

| | <u>2015</u> | <u>2014</u> |
|-----------------------------|-------------------|-------------------|
| Current state tax expense | \$ 44,500 | \$ 39,100 |
| Current federal tax expense | 334,500 | 324,602 |
| Deferred tax expense | <u>145,800</u> | <u>64,200</u> |
| | <u>\$ 524,800</u> | <u>\$ 427,902</u> |

Deferred tax assets and liabilities are as follows:

| | <u>2015</u> | <u>2014</u> |
|--------------------------|-----------------------|---------------------|
| Deferred tax assets | \$ 1,792,800 | \$ 1,746,600 |
| Deferred tax liabilities | (2,222,000) | (2,022,700) |
| Valuation allowance | <u>(589,100)</u> | <u>(596,400)</u> |
| | <u>\$ (1,018,300)</u> | <u>\$ (872,500)</u> |

(Continued)

CU*ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
September 30, 2015 and 2014

NOTE 3 - INCOME TAXES (Continued)

Income tax expense differs from expense at statutory rates due to the effect of graduated tax rates and nondeductible expenses. Significant temporary differences between financial statements and tax returns include investments, intangible assets, accumulated depreciation, accumulated amortization, prepaid expenses, deferred revenue, and deferred compensation.

The valuation allowance reduces deferred tax assets to the amount expected to be realized, and relates to the Corporation's investment in eDOC Innovations, Inc. The Corporation has recorded a deferred tax asset and related valuation allowance for the basis difference between financial statements and tax returns for the investment in eDOC Innovations, Inc., as it is unlikely that the asset will be realized.

NOTE 4 - NOTE RECEIVABLE

Note receivable consists of the following:

| | <u>2015</u> | <u>2014</u> |
|--|-------------------|------------------|
| Note receivable from a company; dated November 9, 2010; due in monthly installments including interest of \$6,594 until paid in full; interest at 9.50% per annum; secured by equipment. | \$ 19,469 | \$ 92,845 |
| Note receivable from a company; dated December 18, 2013, due in full plus accrued interest at 2% on December 31, 2015. | 20,000 | 20,000 |
| Note receivable from a company; dated April 12, 2015, including interest of 6% due quarterly per annum. Converting to a three year note on April 12, 2020, including interest of 6%, with principal and interest due monthly, matures on April 12, 2023. | 100,000 | - |
| Less current portion | <u>(39,469)</u> | <u>(68,154)</u> |
| Note receivable long-term portion | <u>\$ 100,000</u> | <u>\$ 44,691</u> |

Maturities of note receivable are as follows:

| | |
|------------|-------------------|
| 2016 | \$ 39,469 |
| 2017 | - |
| 2018 | - |
| 2019 | - |
| 2020 | 13,889 |
| Thereafter | <u>86,111</u> |
| | <u>\$ 139,469</u> |

(Continued)

CU*ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
September 30, 2015 and 2014

NOTE 5 - INVESTMENT IN AFFILIATES

CU*Answers, Inc. is a minority shareholder in eDOC Innovations, Inc. with a 48.612% ownership interest as of September 30, 2015 and 2014, respectively. The investment is accounted for under the equity method.

Condensed audited financial information of eDOC Innovations, Inc. as of and for the years ended September 30, 2015 and 2014 is presented as follows:

| | Year ended September 30, <u>2015</u> | Year ended September 30, <u>2014</u> |
|-------------------------------|--|--|
| Total assets | <u>\$ 5,634,267</u> | <u>\$ 5,322,524</u> |
| Total liabilities | \$ 1,585,198 | \$ 1,303,196 |
| Members'/stockholders' equity | <u>4,049,069</u> | <u>4,019,328</u> |
| | <u>\$ 5,634,267</u> | <u>\$ 5,322,524</u> |
| Net sales | \$ 4,159,762 | \$ 3,913,673 |
| Expenses | <u>4,130,020</u> | <u>4,223,060</u> |
| Net income (loss) | <u>\$ 29,742</u> | <u>\$ (309,387)</u> |

CU*Answers, Inc. purchased 12.5% ownership in Cooperative Payroll Solutions, LLC ("CPS") in October 2012. CPS provides certain payroll processing services to CU*Answers and CU*Answers customer credit unions. The investment of \$150,000 is accounted for under the cost method. During 2014, the Company sold this investment for \$96,554 and realized a loss of \$53,446.

CU*Answers, Inc. purchased 1.18% ownership in Buffalo Pacific in August 2013. Buffalo Pacific provides telepresence services to CU*Answers customer credit unions. The investment of \$100,000 is accounted for under the cost method. During 2014, the Company wrote off this investment as it is not expected to be realized.

CU*Answers, Inc. purchased 15% investment in Chatter Yak in May 2014. Chatter Yak provides marketing services to CU*Answers customers. The initial investment of \$100,000 is accounted for under the cost method and was written down to \$50,000 as of September 30, 2014 to the expected amount to be realized. During the year ended September 30, 2015 no impairment was recorded.

CU*Answers, Inc. purchased 4% investment in Payveris in September 2015. Payveris provides licensing services to CU*Answers customers. The initial investment of \$260,438 is accounted for under the cost method. During the year ended September 30, 2015 no impairment was recorded.

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CU*ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
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NOTE 6 - LINE OF CREDIT

CU*Answers, Inc. has available a revolving line of credit with Central Corporate Credit Union (CenCorp), dated December 27, 2000, with no set maturity date. The agreement provides for maximum borrowings of \$100,000 with interest payable monthly based upon CenCorp's standard rate. The available line of credit is secured by specific assets of CU*Answers, Inc. There were no borrowings on the line at September 30, 2015 and 2014.

NOTE 7 - LONG-TERM DEBT

Long-term debt consists of the following:

| | <u>2015</u> | <u>2014</u> |
|---|---------------------|---------------------|
| 2012 debenture offerings; 87 - \$60,000 debentures, 1 - \$30,000 debenture, and 1 - \$20,000 debenture at September 30, 2014; 82 - \$60,000 debentures, 1 - \$30,000 debenture, and 1 - \$20,000 debenture at September 30, 2015 payable in full on June 30, 2017; interest payable quarterly at prime plus 0.5%. Interest rates are adjusted annually and are limited to a 1% adjustment with a 7.0% ceiling and 3.0% floor. | \$ 4,970,000 | \$ 5,270,000 |
| Less current portion of long-term debt | _____ - | _____ - |
| | <u>\$ 4,970,000</u> | <u>\$ 5,270,000</u> |

Principal of \$4,970,000 on 2012 debenture offerings is due in full at June 30, 2017.

NOTE 8 - LEASE COMMITMENTS

The Corporation is obligated under various capital lease agreements for computer related equipment. Lease payments are generally due monthly and expire at various dates through January, 2016. Assets recorded under capital leases amount to the following:

| | <u>2015</u> | <u>2014</u> |
|--------------------------|--------------------|-------------------|
| Equipment | \$ 1,586,017 | \$ 1,434,121 |
| Accumulated depreciation | <u>(1,069,735)</u> | <u>(581,000)</u> |
| | <u>\$ 516,282</u> | <u>\$ 853,121</u> |

The Corporation has entered into numerous noncancelable operating lease agreements for various facilities and equipment with lease terms expiring at various dates through the year 2027. Rent expense under these leases for the years ended September 30, 2015 and 2014 was \$787,504 and \$768,089, respectively.

(Continued)

CU*ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
September 30, 2015 and 2014

NOTE 8 - LEASE COMMITMENTS (Continued)

Future minimum payments due under operating and capital leases with initial or remaining noncancelable lease terms in excess of one year are as follows:

| | <u>Operating Leases</u> | <u>Capital Leases</u> |
|--|-----------------------------|---------------------------|
| 2016 | \$ 715,440 | \$ 502,561 |
| 2017 | 722,948 | 90,214 |
| 2018 | 728,143 | 11,026 |
| 2019 | 729,846 | - |
| 2020 | 735,853 | - |
| Thereafter | <u>4,973,553</u> | <u>-</u> |
| Total minimum lease payments | <u>\$ 8,605,783</u> | 603,801 |
| Less amounts representing interest | | <u>(15,125)</u> |
| | | 588,676 |
| Current portion of capital lease obligations | | <u>488,982</u> |
| Long term portion of capital lease obligations | | <u>\$ 99,694</u> |

NOTE 9 - CAPITAL STOCK

CU*Answers, Inc. can issue Class A and Class B stock. Only Class A shares carry voting rights and only holders of Class A shares can purchase Class B shares. All shares contain transfer restrictions.

CU*Answers, Inc. is obligated to pay dividends on both classes of stock. The rate for Class A is between 4% and 8% of book value and the rate for Class B is between 4% and 8% of the par value of the shares. The rate paid is at the discretion of the board of directors.

CU*Answers, Inc. is obligated to purchase shares of stock of withdrawing stockholders. Payment for Class A and Class B shares is required within 30 days. The purchase price for both classes of stock is the book value of the stock as of the end of the prior fiscal year. The Company does not have any purchase obligations as of September 30, 2015.

NOTE 10 - RETIREMENT PLANS

CU*Answers, Inc. maintains a 401(k) plan in which substantially all of its employees may participate. The plan includes a provision for CU*Answers, Inc. to match a percentage of the employees' contributions at a rate prescribed in the plan agreement. CU*Answers, Inc.'s contributions to the plan resulted in expense of \$609,373 and \$563,391 for the years ended September 30, 2015 and 2014, respectively.

(Continued)

NOTE 11 - DEFERRED COMPENSATION AGREEMENTS

CU*Answers, Inc. maintains supplemental retirement plans for selected officers. CU*Answers, Inc. has purchased insurance contracts on the lives of certain participants in the supplemental retirement plans and has named CU*Answers, Inc. as the beneficiary. CU*Answers is recording an expense equal to the projected present value of the payments due at retirement based on the projected remaining years of service. The obligation under the plans was \$1,799,989 and \$1,560,677 at September 30, 2015 and 2014, respectively. The expense attributable to the plans, included in salaries and employee benefits, was \$239,312 and \$215,388 in 2015 and 2014, respectively. The cash surrender value of the Corporate owned life insurance was \$1,439,437 and \$1,273,780 at September 30, 2015 and 2014, respectively.

NOTE 12 - RELATED PARTY TRANSACTIONS

CU*Answers, Inc. provides services to all of its shareholders. Revenues from transactions with shareholders constituted 78% and 64% of total revenues during fiscal 2015 and 2014, respectively. At September 30, 2015 and 2014, 54% and 56%, respectively, of the CU*Answers, Inc.'s accounts receivable were from its shareholders. Cash and cash equivalents held at shareholder credit unions totaled approximately \$3,268,383 and \$2,919,000 at September 30, 2015 and 2014, respectively.

CU*Answers, Inc. is a minority shareholder of Xtend, Inc. (Xtend). Xtend provides managerial, operational and technical planning and consulting, outsourcing of technical and human resources, and coordination of marketing efforts for financial services. CU*Answers, Inc. provides operational support services including the use of office space, computer equipment and various human resources. Revenue received by CU*Answers, Inc. for these operational support services totaled \$193,188 and \$183,048 for the years ended September 30, 2015 and 2014, respectively. The investment in Xtend is accounted for using the cost method.

CU*Answers, Inc. is a minority shareholder of eDOC Innovations, Inc. (eDOC). eDOC provides software and specialized consulting services, specifically relating to document management systems, to credit unions and savings and loan institutions throughout the United States. CU*Answers, Inc. provided operational support services including the use of office space, computer equipment and various human resources. Revenue received by CU*Answers, Inc. for these operational support services totaled \$144,000 and \$144,000 for the years ended September 30, 2015 and 2014. The investment in eDOC is accounted for using the equity method, see Note 5 for further discussion of this investment.

NOTE 13 - FAIR VALUE

Statement 157 (FASB ASC 820 under new codification) establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a reporting entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

(Continued)

CU*ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
September 30, 2015 and 2014

NOTE 13 - FAIR VALUE (Continued)

The fair values of money market accounts, included in cash and cash equivalents, are determined based upon their quoted redemption prices and recent transaction prices of \$1.00 per share (Level 2 inputs), with no discounts for credit quality or liquidity restriction. Money market accounts are measured at fair value on a recurring basis and total \$9,126,211 and \$10,464,815 at September 30, 2015 and 2014, respectively.

SUPPLEMENTARY INFORMATION

CU*ANSWERS, INC.
SCHEDULES OF REVENUES, COST OF GOODS SOLD, AND SELLING,
GENERAL AND ADMINISTRATIVE EXPENSES
Years ended September 30, 2015 and 2014

| | <u>2015</u> | | <u>2014</u> | |
|--|----------------------|----------------|----------------------|----------------|
| | <u>Amount</u> | <u>%</u> | <u>Amount</u> | <u>%</u> |
| Revenues | | | | |
| On-line | \$ 34,857,145 | 73.94 % | \$ 31,888,042 | 74.94 % |
| Self processing | 2,633,762 | 5.59 | 2,346,217 | 5.51 |
| CNS | 6,975,577 | 14.79 | 5,918,380 | 13.91 |
| External | <u>2,675,636</u> | <u>5.68</u> | <u>2,399,567</u> | <u>5.64</u> |
| | 47,142,120 | 100.00 | 42,552,206 | 100.00 |
| Cost of goods sold | | | | |
| On-line | 10,490,257 | 22.25 | 9,749,721 | 22.91 |
| Self processing | 963,018 | 2.04 | 934,099 | 2.20 |
| CNS | 3,103,440 | 6.58 | 2,567,685 | 6.03 |
| External | <u>669,006</u> | <u>1.42</u> | <u>515,219</u> | <u>1.21</u> |
| | <u>15,225,721</u> | <u>32.29</u> | <u>13,766,724</u> | <u>32.35</u> |
| Gross margin | <u>\$ 31,916,399</u> | <u>67.71 %</u> | <u>\$ 28,785,482</u> | <u>67.65 %</u> |
| Selling, general and administrative expenses | | | | |
| Salaries and wages | \$ 13,170,719 | 27.94 % | \$ 11,487,825 | 27.00 % |
| Bonuses and commissions | 2,352,456 | 4.99 | 2,251,214 | 5.29 |
| Employee benefits | 4,019,501 | 8.53 | 3,520,987 | 8.27 |
| Office and computer supplies | 292,788 | 0.62 | 294,744 | 0.69 |
| Utilities | 468,211 | 0.99 | 487,576 | 1.15 |
| Property taxes | 63,000 | 0.13 | 48,000 | 0.11 |
| Repairs and maintenance | 1,492,347 | 3.17 | 1,380,680 | 3.24 |
| Rent | 787,504 | 1.67 | 768,089 | 1.81 |
| Insurance | 92,604 | 0.20 | 82,622 | 0.19 |
| Depreciation and amortization | 2,493,689 | 5.29 | 2,131,083 | 5.01 |
| Professional services | 373,357 | 0.79 | 391,398 | 0.92 |
| Purchased services | 356,117 | 0.76 | 308,949 | 0.73 |
| Disaster recovery fees | 87,183 | 0.18 | 88,620 | 0.21 |
| Travel and entertainment | 722,197 | 1.53 | 690,551 | 1.62 |
| Advertising and promotion | 782,397 | 1.66 | 723,291 | 1.70 |
| Postage and freight | 49,384 | 0.10 | 56,918 | 0.13 |
| Donations | 2,192 | 0.01 | 2,766 | 0.01 |
| Miscellaneous | <u>278,141</u> | <u>0.59</u> | <u>260,588</u> | <u>0.61</u> |
| | <u>\$ 27,883,787</u> | <u>59.15 %</u> | <u>\$ 24,975,901</u> | <u>58.69 %</u> |