CU*ANSWERS

Financial Review

Fourth Fiscal Quarter 2025

July 1 – September 30, 2025

Corporate Leaders

(Pictured left to right)

Geoff Johnson, CU*Answers CEO

Linda Bodie, CU*Answers Board Chair, CEO of Element Federal Credit Union

On the Back

Inside

A Message from CEO Geoff Johnson

The holiday season is in full swing and we're heading into year-end. I hope you had an enjoyable fall and are looking forward to time spent with friends and family as the holidays approach.

We are well on the way to fiscal year 2026, which will be our first full year working on the CBX platform. The wind down of GOLD is just around the corner – as of January, all network clients will be operating on CBX. This is an exciting step toward the future, and we appreciate the feedback and engagement you've provided throughout the process. If you need a reminder for when GOLD will be turned off for your credit union, we've put together a handy schedule on the Alerts site.

We have several other strategic initiatives that we're focusing on for 2026. These include CU WealthNext, a curated portfolio of fintech opportunities and CU*Pay, which will allow organizations to process EFT transactions in a whole new way. We expect these investments to be game changers for our network partners, and we look forward to sharing more details in the months ahead.

The CU*Answers Nexus was recently launched, serving as a hub for API resources used with integration projects. We'll be expanding our documentation, support processes and tools, and we look forward to expanding our catalog of API services for third parties as well as for CBX.

These developments come alongside regular operations here at CU*Answers, as our teams respond to daily requests. We are energized by aiding our network of nearly four hundred institutions with their strategic planning and long-term goals,

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A Message from Board Chair Linda Bodie

Wow! What an incredible year to be part of the CU*Answers cooperative network! The pace of innovation, collaboration and investment across our system is absolutely electric. We've launched powerful new initiatives, built out forward-thinking products and services, and continued to return dividends to our owners. That's no small feat. It's a crazy, wonderful balancing act that defines who we are. We're smart, scrappy, and always community minded.

As Geoff noted in his report, CBX is rocking and rolling. It's a fantastic start that shows just how far we can go when innovation meets determination. But this is only the beginning. There's more to build, more to refine, more to imagine. Development never stops here and neither does our drive to make tools that serve real credit union needs.

And let's talk about CU*Pay. Holy cow! This is a total game changer. If you haven't checked it out yet, stop reading and call CU*Answers. Seriously, CU*Pay represents the next leap in payment innovation, and it's one of those rare projects that redefines how we think about member service and cooperative technology. I'm beyond excited to see where this takes us.

This year we also welcomed Bill Nikolauk to the board of directors following a vacancy. Bill joined us from the Associate Board and his perspective adds tremendous value to our discussions. His appointment runs through 2026 and that means the door is open for YOU to step

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Key Dates

December 10

Quarterly Collections Roundtable

https://www.cuanswers.com/resources/edu/courses/syllabi/?course=SE.51W

December 11

Conversations on Interactive Teller Machines (ITMs)

https://www.cuanswers.com/resources/edu/courses/syllabi/?course=SE.2022.48

December 16

Conversations on Fraud

https://www.cuanswers.com/resources/edu/courses/syllabi/?course=SE.2024.58

Income Statement

The following financial figures are pre-audited

	YTD September 2025	**Budget** YTD
Income/Revenue		
Total CU*BASE Revenue	65,618,194	64,733,273
Total CNS/iSeries Revenue	11,815,337	12,099,145
Total External Business Revenue	3,846,911	3,825,521
Total Sales	81,280,442	80,657,939
Total Cost of Goods Sold	19,793,015	19,726,312
Gross Margin/Income	**61,487,427**	**60,931,627**
Expenses		
Total Employee Expenses	37,305,698	37,859,130
Total Non-Employee Expenses	12,427,537	12,448,265
Total Operating Expenses	49,733,236	50,307,396
Total Other Expenses	(459,462)	(602,064)
Gross Expenses	**49,273,774**	**49,705,332**
Net Income *(before taxes and dividends)*	**12,213,653**	**11,226,295**

Stock Value

The book value of Class A ownership shares as of 9/30/24 is $239,482.26. Ownership shares sell at $525,000 or 2.19 times the book value.

Balance Sheet

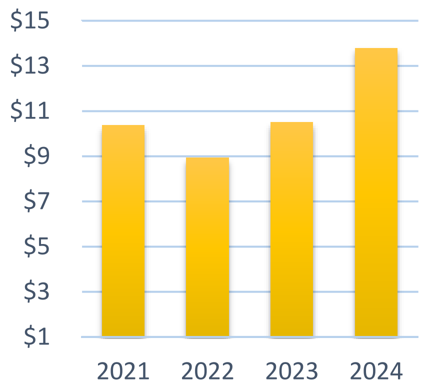
The following financial figures are pre-audited

	Current Month September 2025
Assets	
Total Cash/On-Demand Deposits	17,137,679
Total Investments	22,994,516
Total Accounts Receivable	1,070,897
Total Pre-Paid Assets	8,636,226
Total Fixed Assets	9,214,971
Total Other Assets	18,029,246
Total Assets	**77,083,535**
Liabilities & Equity	
Total Short-Term Liabilities	14,862,809
Total Long-Term Liabilities	15,931,821
Total Liabilities	30,794,630
Total Equity	46,288,905
Total Liabilities & Equity	**77,083,535**

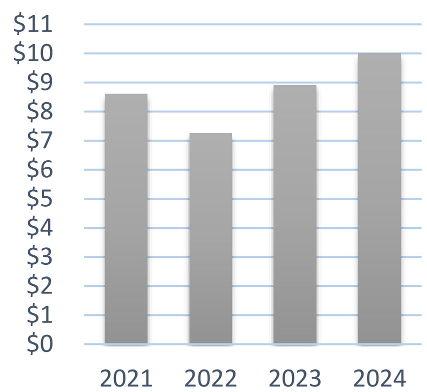
Numbers Snapshot

(Numbers in millions)

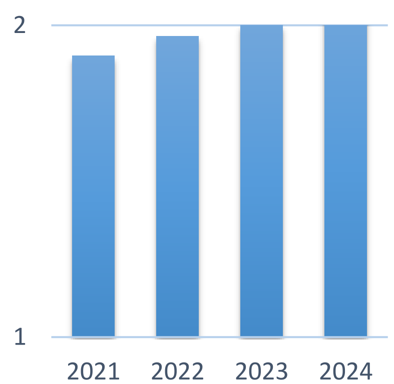
Net Income



Dividends Paid



Members Served



while we also build a foundation for future opportunities.

Recently, more than 75 CEOs from our cooperative participated in the 2025 CEO Strategies event. These credit union leaders met in Grand Rapids, Michigan to discuss development plans for the network and engage with one another on big-picture plans for the coming year. If you weren't able to join us, I hope you'll keep next year's event on your radar – CEO Strategies 2026 will be hosted out west and I hope to connect with many of you there!

Looking ahead to the summer, I encourage you to mark your calendars for the 2026 CU*Answers Leadership Conference. We'll share registration details and agenda items in the months ahead. We'd love to have you join us in Grand Rapids, Michigan to celebrate the spirit of the cooperative, as we dive into our toolset and explore projects that are in the pipeline. Around four hundred of your peers were in attendance for last year's event – we look forward to carrying on the energy and enthusiasm into Leadership 2026!

We will soon be wrapping up Patronage Dividends for the year. Keep an eye on your inbox – we will be delivering these to our partner-owners before the conclusion of the calendar year.

I'm very happy to be celebrating another great year with the teams here in Grand Rapids. Thanks so much for all that you do as a member of the network and enjoy the holidays!

G S Johnson

up and run next year. The strength of this cooperative depends on new voices, new ideas, and continued engagement from all of you.

The CU*Answers boardroom isn't all glitz and "yes" votes. We debate. We wrestle with tough questions. How much do we reinvest in new products? How much do we return to our owners? Everyone wants great innovation *and* great dividends. Finding that balance is where the real work (and magic) happens.

That's why we need to hear from you. Reach out. Share your ideas, your plans, your perspective. This is your cooperative. Together, we set the course.

On behalf of the entire Board of Directors, thank you for your continued partnership, trust, and collaboration. When one of us succeeds, we all rise. That's the beauty of this cooperative. It's not competition, it's connection. And as long as we stay true to that spirit of collaboration, we'll continue to do amazing things together.

Linda C Bodie

Press Play

Check out our latest video at:

https://ondemand.cuanswers.com/configuring-abnormal-activity-patterns/