

INSIDE THE MEMBERSHIP

Fiscal Year 2018 Statistical Highlights from the OFN Membership

Membership Overview

Opportunity Finance Network (OFN) creates growth that is good for communities, investors, individuals, and the economy. OFN Members are community development financial institutions (CDFIs) that deliver responsible lending to help low-income, low-wealth, and otherwise disinvested individuals and communities join the economic mainstream. OFN Members invest in opportunities that create quality, affordable housing, vital community services, and entrepreneurial capital in urban, rural and Native communities. This report provides information on as many as 239 CDFIs in the OFN membership, depending on the data point. The vast majority (222) of these institutions are community development loan funds with the balance being 13 community development credit unions, two community development banks, and two community development venture capital funds.

FY 2018 Highlights

At fiscal year-end, OFN Members held \$23.2 billion in total assets and \$16.8 billion in total financing outstanding. In 2018, OFN Members provided \$9.4 billion in financing to people, markets, and communities just outside the margins of conventional, mainstream finance.¹

The Network's portfolio performance improved in 2018 after experiencing a decline in 2017 for the first time in nine years. The Network's 90-days past due portfolio rate decreased from 1.8% in 2017 to 1.3% in 2018. This compares to 1.3% in FY 2016, 1.2% in FY 2015, 1.5% in FY 2014, and 1.7% in FY 2013.

The Network's annual net charge-off rate increased from 0.41% in 2017 to 1.10% in 2018, compared to 0.50% and 0.48% among FDIC-insured institutions, respectively.² Changes in net charge-off ratios vary widely by lending sector, with increasing trends among the Business, Community Services, and Housing to Individuals sectors and decreasing trends among the Commercial Real Estate, Consumer, and Housing to Organizations sectors. OFN will follow up with more research on these trends in 2020.

Key FY 2018 Statistics

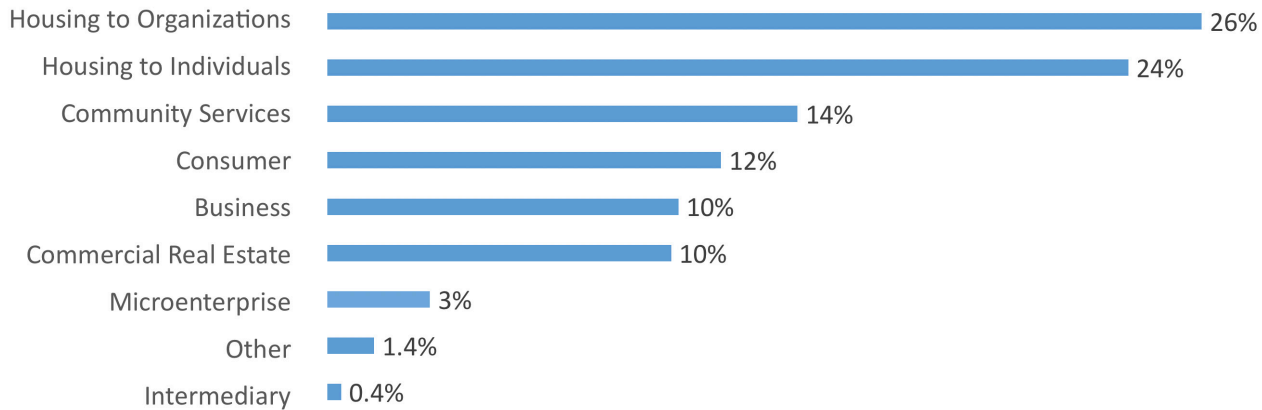
Number of CDFIs Reporting

| FINANCING | | |
|---|------------------|-----|
| Cumulative Financing Since Inception | \$74,805,871,833 | 223 |
| Financing Closed | \$9,423,942,299 | 223 |
| Financing Outstanding | \$16,812,021,894 | 239 |
| Deployment Ratio (Without Commitments) | 79% | 221 |
| Average Interest Rate of Loans | 6.14% | 228 |
| PORTFOLIO QUALITY³ | | |
| Delinquency Rate > 90 Days (12 Months for Credit Unions) | 1.34% | 235 |
| Delinquency Rate > 30 Days (2 Months for Credit Unions) | 3.38% | 235 |
| Net Charge-off Rate | 1.10% | 224 |
| Loan Loss Reserves | 3.14% | 229 |
| Cumulative Loan Loss Rate | 0.79% | 223 |
| OPERATIONS | | |
| Total Assets | \$21,769,866,855 | 239 |
| Equity / Total Assets ⁴ | 30% | 221 |
| Average Interest Rate of Borrowed Funds | 2.39% | 206 |
| Average Staff (Full-time Equivalent Employees) ⁵ | 43 | 224 |
| Average Year Began Financing | 1993 | 226 |

Community Outcomes

The long-term results of OFN Members' financing activities through FY 2018 are significant, with CDFIs in our sample providing \$75 billion in cumulative financing. This financing has helped to create or maintain 1.56 million jobs, start or expand 419,150 businesses and microenterprises, and support the development or rehabilitation of over 2.1 million housing units and 11,592 community facility projects.

Fiscal Year 2018 Share of Loans and Investments Outstanding by Sector: All Loan Funds, Credit Unions, and Venture Funds (n=236)



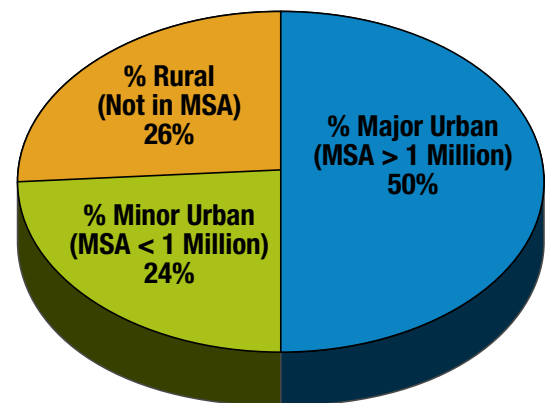
Cumulative Outcomes Through FY 2018

| | Total | Number of CDFIs Reporting |
|--|------------------|---------------------------|
| Cumulative Financing Since Inception | \$74,805,871,833 | 223 |
| Housing Units Developed or Rehabilitated | 2,072,343 | 104 |
| Number of Businesses and Microenterprises Financed | 419,148 | 148 |
| Number of Jobs Created or Maintained | 1,562,412 | 174 |
| Number of Community Service Organizations Financed | 11,592 | 51 |

Average % of Clients Served

| | |
|--|-----|
| Low-income, Low-wealth or Historically Disinvested | 85% |
| People of Color | 58% |
| Female | 48% |

Geographic Breakdown of Clients Served (Average Per CDFI)



1 Includes loans and investments closed, loans purchased, guarantees made, and off-balance sheet transactions underwritten.

2 Federal Deposit Insurance Corporation, Quarterly Banking Profile, December 2018.

3 Except for cumulative losses, portfolio quality data is provided for CDFIs that reported all of the following data points: delinquency, net charge-off, and loan loss reserve data.

4 For loan funds only, the equity to total assets ratio is 37%.

5 For loan funds only, excluding Oportun, the average FTE staff count is 26.

Updated 11/19