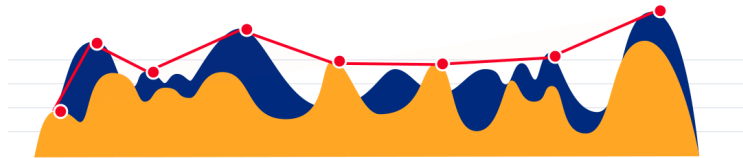




2020

Annual Report



Securing Today.
Building Tomorrow.

2020 Highlights



Retained Earnings

\$122,148,676

2019 \$117,838,575

2018 \$110,377,176



Net Income

\$4,310,101

2019 \$7,461,399

2018 \$5,985,050



Total Net Loans

\$950,199,833

2019 \$843,165,649

2018 \$778,204,965



Membership Shares

\$988,681,647

2019 \$819,547,852

2018 \$707,213,059



Total Assets

\$1,225,524,648

2019 \$1,004,416,958

2018 \$917,256,720



Total Members

57,534

2019 55,018

2018 52,865



NPS Score

84.03%

March 31, 2021

To the Supervisory Committee, Board of Directors
and Management of Farmers Insurance Group Federal Credit Union

This letter is intended to inform those charged with governance about significant matters related to the conduct of the annual audit of Farmers Insurance Group Federal Credit Union (the Credit Union), so they can appropriately discharge their oversight responsibility, and so we comply with our professional responsibilities to the Supervisory Committee. The following summarizes various matters that must be communicated to you under auditing standards generally accepted in the United States of America.

In planning and performing our audit of the Credit Union's financial statements as of and for the year ended December 31, 2020, in accordance with auditing standards generally accepted in the United States of America, we considered the Credit Union's internal control over financial reporting as a basis for designing our auditing procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Credit Union's internal control. Accordingly, we do not express an opinion on the effectiveness of the Credit Union's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be significant deficiencies or material weaknesses. Therefore, material weaknesses or significant deficiencies may exist that were not identified.

Deficiencies in Internal Control

A deficiency (**D**) in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis.

A significant deficiency (**SD**) is a deficiency, or combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

A material weakness (**MW**) is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis.

To the Supervisory Committee, Board of Directors
and Management of Farmers Insurance Group Federal Credit Union
Page 2

Our Responsibility Under U.S. Generally Accepted Auditing Standards

As stated in our engagement letter dated August 28, 2019 our responsibility, as described by professional standards, is to express an opinion about whether the financial statements prepared by management with your oversight are fairly presented, in all material respects, in conformity with accounting principles generally accepted in the United States of America. Our audit of the financial statements does not relieve you or management of your responsibilities.

Our audit of the Credit Union's financial statements for the year ended December 31, 2020, was conducted 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 of material misstatement, whether caused by error, fraudulent financial reporting, or misappropriation of assets. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. Accordingly, the audit was designed to obtain reasonable, rather than absolute, assurance about the financial statements. We believe that our audit accomplished that objective.

Significant Audit Matters

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Credit Union are described in Note 1 to the financial statements. No new accounting policies were adopted, and the application of existing policies was not changed during the year ended December 31, 2020. We noted no transactions entered into by the Credit Union during the year ended December 31, 2020, for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. We believe that the following represent particularly sensitive accounting estimates:

To the Supervisory Committee, Board of Directors
and Management of Farmers Insurance Group Federal Credit Union

Page 3

Allowance for Loan Losses (Allowance):

The allowance is an amount management believes will be adequate to absorb estimated losses on existing loans. Management's accounting policies used to estimate the adequacy of the allowance account are described in the notes to the financial statements. The estimation process can be subjectively increased or decreased based on management's evaluation of the economy, business trends, and other factors. We have performed tests of the allowance account as of the audit date to satisfy ourselves as to its reasonableness in relation to the financial statements taken as a whole.

Investment Securities:

Investment securities classified as available-for-sale are carried at fair value. Unrealized gains or losses are reported as a separate component of accumulated other comprehensive income/(loss). Estimated fair values for investments are obtained from quoted market prices where available. Where quoted market prices are not available, estimated fair values are based on quoted market prices of comparable instruments. We compared a sample of fair value estimates to fair value estimates provided by an independent third-party provider to satisfy ourselves as to their reasonableness in relation to the financial statements taken as a whole.

Sensitive Financial Statement Disclosures

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. We evaluated management's financial statement disclosures and determined that they were neutral, consistent and clear. We believe the following represent particularly sensitive financial statement disclosures:

Allowance for Loan Losses (Allowance):

The allowance is based on management's estimate of future loan losses within the current loan portfolio. Estimating future loan losses is a highly subjective task for which management applies both quantitative and qualitative analysis to arrive at an allowance balance that represents a reasonable estimation of impairment within the loan portfolio. Management has established a methodology to determine the adequacy of the allowance balance. Note 1 to the financial statements describes management's process in formulating the disclosures in Note 3 to the financial statements.

Investment Securities:

Investment securities classified as available-for-sale are reported at fair value in the statement of financial condition. In addition, fair value disclosures are provided for investment securities classified as available-for-sale in Notes 2 and 10 to the financial statements.

Investment disclosures in Note 2 to the financial statements also provide the aggregate balance of investment securities that were in a continuous unrealized loss position for periods of less than 12 months and 12 months or longer. Unrealized losses on these securities have not been recognized into expense based on management's assessment of recoverability.

To the Supervisory Committee, Board of Directors
and Management of Farmers Insurance Group Federal Credit Union
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Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. There were no misstatements identified, either individually or in the aggregate, that indicate matters that could have a material effect on the financial statements taken as a whole.

Disagreements with Management

For purposes of this letter, professional standards define a disagreement with management as a matter, whether or not resolved to our satisfaction, concerning a financial accounting, reporting, or auditing matter that could be significant to the financial statements or the auditor's report. We encountered no disagreements with management over the application of significant accounting principles, the basis for management's judgments on any significant matters, the scope of the audit, or significant disclosures to be included in the financial statements.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated March 31, 2021.

Management Consultation with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a *second opinion* on certain situations. If a consultation involves application of an accounting principle to the Credit Union's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Difficulties Encountered in Performing the Audit

We did not encounter any difficulties in dealing with management relating to the performance of the audit.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Credit Union's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

To the Supervisory Committee, Board of Directors
and Management of Farmers Insurance Group Federal Credit Union
Page 5

Closing

This letter is intended solely for the use of the Supervisory Committee, Board of Directors, and management of Farmers Insurance Group Federal Credit Union and is not intended to be and should not be used by anyone other than these specified parties. We appreciate this opportunity to be of service to Farmers Insurance Group Federal Credit Union and wish to express our appreciation for the cooperation and assistance we received from management, the Internal Audit Department and Credit Union staff during our audit. If we can be of any further assistance to the Supervisory Committee or if there are any questions regarding the contents of this report, please do not hesitate to contact us.

Sincerely,

Doeren Mayhew

Doeren Mayhew
Miami, FL

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

FINANCIAL STATEMENTS

DECEMBER 31, 2020 AND 2019

(With Independent Auditor's Report Thereon)

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

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Independent Auditor's Report

March 31, 2021

To the Supervisory Committee and Board of Directors
of Farmers Insurance Group Federal Credit Union

Report on the Financial Statements

We have audited the accompanying financial statements of Farmers Insurance Group Federal Credit Union, which comprise the statements of financial condition as of December 31, 2020 and 2019, and the related statements of income, comprehensive income, members' 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 audits 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.

To the Supervisory Committee and Board of Directors
of Farmers Insurance Group Federal Credit Union
Page 2

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Farmers Insurance Group Federal Credit Union, as of December 31, 2020 and 2019, 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.

Doeren Mayhew

Doeren Mayhew
Miami, FL

FARMERS INSURANCE FEDERAL CREDIT UNION

STATEMENTS OF FINANCIAL CONDITION AS OF DECEMBER 31, 2020 AND 2019

| <u>Assets</u> | <u>2020</u> | <u>2019</u> |
|---|------------------------|------------------------|
| Cash and cash equivalents | \$191,798,736 | \$22,250,759 |
| Interest bearing deposits | 37,392,993 | 99,194,000 |
| Investments: | | |
| Available-for-sale (Note 2) | 1,467,900 | 3,565,741 |
| Credit Union Service Organizations | 15,935,720 | 13,656,611 |
| Federal Home Loan Bank (FHLB) stock | 2,983,900 | 2,131,700 |
| Loans to members, net of allowance for loan losses (Note 3) | 950,199,833 | 843,165,649 |
| Accrued interest receivable | 5,636,035 | 4,123,496 |
| Prepaid and other assets | 5,923,003 | 5,046,723 |
| Property and equipment (Note 4) | 4,616,081 | 3,548,247 |
| National Credit Union Share Insurance Fund (NCUSIF) deposit | 9,570,447 | 7,734,032 |
| | <u>\$1,225,524,648</u> | <u>\$1,004,416,958</u> |
| Total assets | | |
| | <u>\$1,225,524,648</u> | <u>\$1,004,416,958</u> |
| <u>Liabilities and Members' Equity</u> | | |
| Liabilities: | | |
| Members' shares and savings accounts (Note 5) | \$988,681,647 | \$819,547,852 |
| Borrowed funds (Note 6) | 105,128,986 | 58,125,361 |
| Accrued expenses and other liabilities | 9,551,819 | 8,883,756 |
| | <u>1,103,362,452</u> | <u>886,556,969</u> |
| Total liabilities | | |
| | <u>1,103,362,452</u> | <u>886,556,969</u> |
| Commitments and contingent liabilities | | |
| Members' equity: | | |
| Regular reserve | 16,966,743 | 16,966,743 |
| Undivided earnings | 105,181,933 | 100,871,832 |
| Accumulated other comprehensive income | 13,520 | 21,414 |
| | <u>122,162,196</u> | <u>117,859,989</u> |
| Total members' equity | | |
| | <u>122,162,196</u> | <u>117,859,989</u> |
| Total liabilities and members' equity | | |
| | <u>\$1,225,524,648</u> | <u>\$1,004,416,958</u> |

See accompanying notes to the financial statements.

FARMERS INSURANCE FEDERAL CREDIT UNION

STATEMENTS OF INCOME YEARS ENDED DECEMBER 31, 2020 AND 2019

| | 2020 | 2019 |
|--|--------------|--------------|
| Interest income: | | |
| Loans to members | \$54,986,496 | \$52,192,753 |
| Investments | 2,177,365 | 3,300,224 |
| Total interest income | 57,163,861 | 55,492,977 |
| Interest expense: | | |
| Members' shares and savings accounts | 11,473,451 | 10,040,406 |
| Borrowed funds | 1,936,504 | 1,618,571 |
| Total interest expense | 13,409,955 | 11,658,977 |
| Net interest income | 43,753,906 | 43,834,000 |
| Provision for loan losses | 7,525,121 | 4,129,730 |
| Net interest income after provision for loan losses | 36,228,785 | 39,704,270 |
| Non-interest income: | | |
| Overdraft and share draft fees | 2,359,643 | 3,232,928 |
| Interchange income | 3,015,637 | 3,055,178 |
| Service charges and other fees | 866,309 | 1,130,100 |
| Other income | 279,215 | 420,016 |
| Total non-interest income | 6,520,804 | 7,838,222 |
| Non-interest expenses: | | |
| Compensation and benefits | 22,127,789 | 21,398,806 |
| Office operating costs | 8,224,164 | 8,176,090 |
| Educational and promotional | 796,226 | 3,460,493 |
| Professional and outside services | 1,692,251 | 1,974,907 |
| Office occupancy | 2,020,402 | 1,775,492 |
| Other expenses | 2,413,634 | 1,963,048 |
| Loan servicing | 1,165,022 | 1,332,257 |
| Total non-interest expenses | 38,439,488 | 40,081,093 |
| Net income | \$4,310,101 | \$7,461,399 |

See accompanying notes to the financial statements.

FARMERS INSURANCE FEDERAL CREDIT UNION

STATEMENTS OF COMPREHENSIVE INCOME YEARS ENDED DECEMBER 31, 2020 AND 2019

| | <u>2020</u> | <u>2019</u> |
|---|--------------------|--------------------|
| Net income | \$4,310,101 | \$7,461,399 |
| Other comprehensive loss: | | |
| Available-for-sale investments: | | |
| Net unrealized holding losses on available-for-sale investments | (7,894) | (9,902) |
| Reclassification adjustment for investment (gains)/losses included in net income | — | — |
| | <hr/> | <hr/> |
| Other comprehensive loss | (7,894) | (9,902) |
| | <hr/> | <hr/> |
| Comprehensive income | <u>\$4,302,207</u> | <u>\$7,451,497</u> |

See accompanying notes to the financial statements.

FARMERS INSURANCE FEDERAL CREDIT UNION

**STATEMENTS OF MEMBERS' EQUITY
YEARS ENDED DECEMBER 31, 2020 AND 2019**

| | Regular Reserve | Undivided Earnings | Accumulated Other Comprehensive Income | Total |
|-------------------------------|----------------------------|-------------------------------|---|---------------|
| Balance, December 31, 2018 | \$16,966,743 | \$93,410,433 | \$31,316 | \$110,408,492 |
| Net income | — | 7,461,399 | — | 7,461,399 |
| Other comprehensive loss | — | — | (9,902) | (9,902) |
| Balance, December 31, 2019 | 16,966,743 | 100,871,832 | 21,414 | 117,859,989 |
| Net income | — | 4,310,101 | — | 4,310,101 |
| Other comprehensive loss | — | — | (7,894) | (7,894) |
| Balance, December 31, 2020 | \$16,966,743 | \$105,181,933 | \$13,520 | \$122,162,196 |

See accompanying notes to the financial statements.

FARMERS INSURANCE FEDERAL CREDIT UNION

STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2020 AND 2019

| | <u>2020</u> | <u>2019</u> |
|---|-------------|-------------|
| Cash flows from operating activities: | | |
| Net income | \$4,310,101 | \$7,461,399 |
| Adjustments to net cash provided from operating activities: | | |
| Provision for loan losses | 7,525,121 | 4,129,730 |
| Depreciation and amortization | 1,739,824 | 1,384,227 |
| Loss attributable to investments in Credit Union Service Organizations | 1,021,747 | 467,994 |
| (Increase)/decrease in: | | |
| Accrued interest receivable | (1,512,539) | (367,544) |
| Prepaid and other assets | (876,280) | 677,064 |
| (Decrease)/increase in: | | |
| Accrued expenses and other liabilities | 668,063 | 255,692 |
| Total adjustments | 8,565,936 | 6,547,163 |
| Net cash provided from operating activities | 12,876,037 | 14,008,562 |

See accompanying notes to the financial statements.

FARMERS INSURANCE FEDERAL CREDIT UNION

STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2020 AND 2019

Cash Flows (Continued)

| | 2020 | 2019 |
|--|---------------|---------------|
| Cash flows from investing activities: | | |
| Proceeds from interest bearing deposits | 143,966,998 | 112,664,000 |
| Purchase of interest bearing deposits | (82,165,991) | (116,454,000) |
| Proceeds from maturities and repayments of available-for-sale investments | 2,089,947 | 1,351,217 |
| Investment in Credit Union Service Organizations | (3,500,000) | (1,000,000) |
| Proceeds from the sale of Credit Union Service Organizations | 949,144 | — |
| Increase in loans to Credit Union Service Organizations | (750,000) | (4,000,000) |
| (Purchase)/redemption of FHLB stock | (852,200) | 326,800 |
| Net change in loans to members | (114,559,305) | (69,090,414) |
| Expenditures for property and equipment | (2,807,658) | (704,624) |
| Increase in NCUSIF deposit | (1,836,415) | (767,514) |
| | (59,465,480) | (77,674,535) |
| Net cash used in investing activities | | |
| Cash flows from financing activities: | | |
| Net change in members' shares and savings accounts | 169,133,795 | 112,334,793 |
| Proceeds from borrowed funds | 47,600,000 | 7,700,000 |
| Repayment of borrowed funds | (596,375) | (40,581,744) |
| | 216,137,420 | 79,453,049 |
| Net cash provided from financing activities | | |
| Net change in cash and cash equivalents | 169,547,977 | 15,787,076 |
| Cash and cash equivalents - beginning | 22,250,759 | 6,463,683 |
| Cash and cash equivalents - ending | \$191,798,736 | \$22,250,759 |

Supplemental Information

| | | |
|---------------|--------------|--------------|
| Interest paid | \$13,409,955 | \$11,658,977 |
|---------------|--------------|--------------|

See accompanying notes to the financial statements.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies

Organization

Farmers Insurance Group Federal Credit Union (the Credit Union) is a cooperative association organized in accordance with the provisions of the Federal Credit Union Act for the purpose of promoting thrift among, and creating a source of credit for, its members. Participation in the Credit Union is limited to those individuals who qualify for membership. The field of membership is defined by the Credit Union's Charter and Bylaws.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities as of the dates of the financial statements and the reported amounts of revenues and expenses for the periods then ended. Actual results could differ from those estimates. Estimates that are particularly susceptible to change include the determination of the allowance for loan losses and the fair value of financial instruments. The significant accounting principles and policies used in the preparation of these financial statements, together with certain related information, are summarized below.

Concentrations of Credit Risk

A significant amount of the Credit Union's business activity is with members who are employees or former employees of Farmers Insurance Group, Inc. The Credit Union also may be exposed to credit risk from a regional economic standpoint, since a significant concentration of its borrowers work or reside in the state of California. However, the loan portfolio is well diversified and the Credit Union does not have any significant concentration of credit risk, except unsecured loans, which by their nature, increase the risk of loss compared to those loans that are collateralized.

Comprehensive Income/(Loss)

Accounting principles generally require that recognized revenue, expenses, gains and losses be included in net income. Certain changes in assets and liabilities are reported in a separate component of comprehensive income/(loss). Other comprehensive income/(loss) is limited to the changes in unrealized gain/(loss) on available-for-sale investments. When available-for-sale investments are sold, the gain or loss realized on the sale is reclassified from accumulated other comprehensive income/(loss) to the gain or loss on sale of investments reported in the statements of income.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Cash and Cash Equivalents

For purposes of reporting cash flows, cash and cash equivalents includes cash on hand, amounts due from banks and corporate credit unions (including cash items in the process of clearing) and interest-bearing deposits in banks and corporate credit unions with an original maturity of 90 days or less, including overnight deposits. Amounts due from banks and corporate credit unions may, at times, exceed federally insured limits.

Interest Bearing Deposits

Interest bearing deposits are time deposits with financial institutions. Time deposits with banks and corporate credit unions may, at times, exceed federally insured limits.

Investments

The Credit Union's investments are classified and accounted for as available-for-sale. Investments are classified as available-for-sale when the Credit Union anticipates that the securities could be sold in response to rate changes, prepayment risk, liquidity, availability of and the yield on alternative investments and other market and economic factors. These securities are reported at fair value in the statements of financial condition.

Unrealized gains and losses on available-for-sale investments are recognized as direct increases or decreases in other comprehensive income/(loss). Premiums and discounts are recognized in interest income over the terms of the securities. Declines in the estimated fair value of available-for-sale securities below their cost that are other than temporary are reflected as realized losses in the statements of income. Factors affecting the determination of whether an other-than-temporary impairment has occurred include, among other things: (1) the length of time and the extent to which the fair value has been less than cost, (2) the financial condition and near term prospects of the issuer, (3) the Credit Union does not intend to sell these securities, and (4) it is more likely than not that the Credit Union will not be required to sell before a period of time sufficient to allow for any anticipated recovery in fair value. Gains and losses on the sale of securities are recorded on the trade date and the costs of securities sold are determined using the specific identification method.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Credit Union Service Organizations

The Credit Union has investments in several credit union service organizations (CUSOs). As of December 31, 2020 and 2019, the Credit Union owned 50% of Community Mortgage Funding, LLC (CMF). CMF provides residential mortgage origination, processing, underwriting, closing, funding, and servicing for the benefit of credit unions. As of December 31, 2020, CMF's assets and liabilities approximated \$21,213,000 and \$14,497,000, respectively. As of December 31, 2019, CMF's assets and liabilities approximated \$11,617,000 and \$5,914,000, respectively. CMF reported net income of approximately \$1,126,000 and \$337,000 during the years ended December 31, 2020 and 2019, respectively. Additionally, the Credit Union has provided CMF a \$7,000,000 and \$5,000,000 line of credit to facilitate CMF's operations during the years ended December 31, 2020 and 2019, respectively. The line of credit is secured by CMF's cash, receivables and intangible assets. The line of credit is variable rate and matures on May 31, 2021. As of December 31, 2020 and 2019, the outstanding balance of the line of credit was approximately \$7,000,000 and \$2,750,000, respectively.

As of December 31, 2019, the Credit Union owned 20.3% of Extensia Financial, LLC (Extensia). Extensia provides business lending services (i.e., brokerage, servicing, consulting) to credit unions. As of December 31, 2019, Extensia's assets and liabilities approximated \$19,899,000 and \$14,886,000, respectively. Extensia reported a net loss of approximately (\$674,000) during the year ended December 31, 2019. Additionally, the Credit Union provided Extensia a \$3,500,000 promissory note to facilitate Extensia's operations. The promissory note is secured by Extensia's cash, receivables and intangible assets. As of December 31, 2019, the outstanding balance of the promissory note was approximately \$3,500,000. During the year ended December 31, 2020, the Credit Union sold its entire ownership interest in Extensia. Proceeds from the sale approximated \$949,000 during the year ended December 31, 2020. The outstanding balance of the loan due from Extensia was approximately \$90,000 as of December 31, 2020.

As of December 31, 2020 and 2019, the Credit Union also owned 12.84% and 8.71%, respectively, of Constellation Digital Partners, LLC (CDP). The Credit Union contributed an additional \$3,000,000 of capital to CDP during the year ended December 31, 2020 to increase its ownership. CDP provides a cloud-based marketplace that enables credit unions and developers to provide digital financial services to credit union members. As of December 31, 2020, CDP's assets and liabilities approximated \$30,060,000 and \$1,795,000, respectively. As of December 31, 2019, CDP's assets and liabilities approximated \$26,159,000 and \$1,723,000, respectively. CDP reported net losses of approximately (\$11,170,000) and (\$5,053,000) during the years ended December 31, 2020 and 2019, respectively.

All of these investments are accounted for under the equity method based on the Credit Union's percentage of ownership and/or level of influence exercised over the companies. Under the equity method, initial investments are subsequently adjusted for the Credit Union's share of earnings and losses.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Credit Union Service Organizations (Continued)

During the year ended December 31, 2020 and 2019, the Credit Union invested \$500,000 and \$1,000,000 in CU Railz, LLC (CU Railz) for a total investment of 2.67% with no significant influence. CU Railz offers an enhancement to the Credit Union's electronic bill pay platform and allows members to easily make payments to/from other financial institutions. The investment in CU Railz is accounted for under the cost method based on the Credit Union's percentage of ownership and/or level of influence exercised over the companies. Under the cost method, the investment is recorded at its historical cost unless there is evidence of impairment.

Federal Home Loan Bank (FHLB) Stock

As a member of the FHLB, the Credit Union is required to invest in stock of the FHLB. The FHLB stock is carried at cost and its disposition is restricted. Based on its restricted nature, no ready market exists for this investment and it has no quoted market value.

Loans to Members

Loans that the Credit Union has the intent and ability to hold for the foreseeable future are stated at unpaid principal balances, less an allowance for loan losses and net deferred loan origination fees and costs. Interest on loans to members is recognized over the terms of the loans and is calculated on principal amounts outstanding.

The accrual of interest on loans is discontinued at the time the loan is 90 days delinquent unless the credit is well-secured and in the process of collection. Past due status is based on contractual terms of the loan. In all cases, loans are placed on non-accrual or charged off at an earlier date if collection of principal or interest is considered doubtful.

All interest accrued but not collected for loans that are placed on non-accrual or charged off is reversed against interest income. The interest on these loans is accounted for on the cash-basis or cost-recovery method, until qualifying for return to accrual. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured.

Loan fees and certain direct loan origination costs are deferred, and the net fee or cost is recognized as an adjustment to interest income on loans over the estimated life of the loans.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses

The allowance for loan losses (“allowance”) is an estimate of loan losses inherent in the Credit Union’s loan portfolio. The allowance is established through a provision for loan losses which is charged to expense. Loan losses are charged off against the allowance when the Credit Union determines the loan balance to be uncollectible. Cash received on previously charged-off amounts is recorded as a recovery to the allowance.

The allowance is evaluated on a regular basis by management and is based upon management’s periodic assessment of the collectability of the loans in light of historical experience, the nature and volume of the loan portfolio, adverse situations that may affect the borrower’s ability to repay, estimated value of any underlying collateral, and prevailing economic conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

For the purpose of determining the allowance disclosures, the Credit Union has segmented loans in the portfolio by product type. Loans are divided into the following segments: Consumer, Residential Real Estate, and Commercial. The Credit Union further disaggregates these segments into classes based on the associated risks within those segments. Consumer loans are divided into three classes: Unsecured, Automobile, and Other secured. Residential real estate loans are divided into three classes: First mortgage, Second mortgage, and Home equity line of credit (HELOC). Commercial loans are divided into three classes: Agency secured, Agency unsecured, and Real estate.

Agency secured loans are secured by the value of agencies owned by a Farmers Insurance Agent or a Farmers Insurance District Manager. Agency unsecured loans are comprised of unsecured loans used for agency acquisitions by Farmers Insurance Agents and other agency business purposes. Each class of loans requires significant judgment to determine estimation method that fits the credit risk characteristics of its portfolio segment. The Credit Union uses both internally developed and vendor supplied models in the process. The vendor model is supplied by P360, Inc. The P360, Inc. model provides meaningful insights into the portfolio’s risk composition, as dictated by the intrinsic value and other relevant market data. The model is specifically designed to calculate the risk of the loan portfolio on an individual loan level basis to provide optimal loss coverage analysis over the next 12 months.

The allowance consists of specific and general components. The specific component covers impaired loans and specific allowances are established for these loans based on a thorough analysis of the most probable source of repayment, including the present value of the loan’s expected future cash flows, the loan’s estimated market value, or the estimated fair value of the underlying collateral. The general component covers non-impaired loans and is based on historical losses adjusted for current factors. This actual loss experience is adjusted for economic factors based on the risks present for each portfolio segment or class of loans. These economic factors include

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses (Continued)

consideration of the following: levels of and trends in delinquencies and impaired loans; levels of and trends in charge-offs and recoveries; trends in volume and terms of loans; effects of any changes in risk selection and underwriting standards; other changes in lending policies, procedures, and practices; experience, ability, and depth of lending management and other relevant staff; national and local economic trends and conditions; industry conditions; and effects of changes in credit concentrations. These factors are inherently subjective and are driven by the repayment risk associated with each portfolio segment. The Credit Union maintains a separate general valuation allowance for each portfolio segment.

Consumer Segment Allowance Methodology

For consumer loans, the Credit Union determines the allowance on a collective basis utilizing historical and forecasted losses to represent the best estimate of inherent losses at the measurement date. Loans are pooled, generally by loan types with similar risk characteristics. The Credit Union identifies consumer loans that underwent a troubled debt restructuring (TDR) and evaluates these loans on an individual basis. In addition, the allowance model incorporates numerous other historical factors based upon the borrower, collateral type, loan performance, environment, and economy. The historical factors used in the analysis date back to 2001.

As appropriate, to achieve greater accuracy, further stratification of a selected portfolio may occur such as by year of origination, geographic location and other predictive characteristics. The consumer allowance model primarily uses historical delinquency and default experience. Information on forecasted delinquency analysis, member credit score trends, unemployment trends, industry trends and other key economic variables that may influence the frequency and severity of losses for each class of loan within the consumer segment may also be considered. Loans collateralized by a certificate or share account are considered fully secured unless otherwise notified.

Residential Real Estate Segment Allowance Methodology

For residential real estate loans not identified as impaired, the Credit Union determines the allowance on a collective basis, utilizing various economic and financial simulations in order to determine the best estimate of inherent losses at the measurement date. Loans are pooled, generally by loan types with similar risk characteristics. In addition, the allowance model incorporates numerous other historical factors based upon the borrower, collateral type, loan performance, environment, and economy. The historical factors used in the analysis date back to 2001.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses (Continued)

Residential Real Estate Segment Allowance Methodology (Continued)

As appropriate, to achieve greater accuracy, further stratification of a selected portfolio may occur such as by year of origination, geographic location and other predictive characteristics. Information on member credit score trends, combined loan to value ratios, home price trends, unemployment trends, industry trends, and other key economic variables that may influence the frequency and severity of losses for each class of loan within the residential real estate segment may also be considered. The residential real estate allowance also includes an amount for the estimated losses on individually evaluated impaired loans.

Additionally, a mortgage sample analysis is performed periodically to assess the potential loss exposure within the residential real estate loan portfolio. The Credit Union obtains updated property values on all existing real estate loans in its portfolio. Using a sample of loans, the Credit Union performs individual reviews to assess the potential loss exposure based on various risk factors including combined loan to value, member credit score, delinquency, loan vintage, and type of collateral. Results of the sample analysis are extrapolated to the total population to assess the adequacy of the allowance.

Commercial Segment Allowance Methodology

For commercial loans not identified as impaired, the Credit Union determines the allowance on a collective basis utilizing historical and forecasted losses to represent the best estimate of inherent losses at the measurement date. In addition, the allowance model incorporates numerous other historical factors based upon the borrower, collateral type, loan performance, environment, and economy. The historical factors used in the analysis date back to 2001.

Loss estimates for the commercial loan portfolio segment may be adjusted as appropriate based on credit risk assessment and management's analysis of leading predictors of losses, as well as additional analysis of long-term average loss experience compared to previously forecasted losses, external loss data, or other risks identified from current economic conditions and credit quality trends. The commercial allowance may also include an additional allowance for individually evaluated high risk loans and an amount for the estimated losses on individually evaluated impaired loans. The Credit Union's commercial loan portfolio also includes loans collateralized by agency value. These are considered fully secured unless notified otherwise, as these loans, when written within the guidelines established by Farmers, are secured and will be paid in full by Farmers upon member termination if the Credit Union's collection efforts were to ultimately fail.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses (Continued)

Impaired Loans

A loan is considered impaired when, based on current information and events, it is probable that the Credit Union will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered by management in determining impairment include payment status, collateral value, and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record, and the amount of the shortfall in relation to the principal and interest owed. Impairment is measured on a loan-by-loan basis by either the present value of expected future cash flows discounted at the loan's effective interest rate or the fair value of the collateral, less costs to sell, if the loan is collateral dependent. A loan is collateral dependent if its repayment is expected to be provided solely by the underlying collateral.

Large groups of smaller balance homogeneous loans are collectively evaluated for impairment. Accordingly, the Credit Union does not separately identify individual consumer and residential loans for impairment disclosures, unless such loans are the subject of a restructuring agreement.

Troubled Debt Restructurings (TDRs)

Under certain circumstances, the Credit Union will provide borrowers relief through loan restructurings. A loan restructuring represents a TDR if for economic or legal reasons related to the borrower's financial difficulties the Credit Union grants a concession to the borrower that it would not otherwise consider. Restructured loans typically present an elevated level of credit risk as the borrowers are not able to perform according to the original contractual terms. Loans that are reported as TDRs are considered impaired and measured for impairment as described above.

TDR Designation and COVID-19 Loan Modifications

On March 27, 2020, the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) was signed into law. Section 4013 of the CARES Act, "Temporary Relief From Troubled Debt Restructurings," provided financial institutions the option to temporarily suspend certain requirements under GAAP related to TDRs until December 31, 2020 to account for the effects of COVID-19. On December 27, 2020, the *2021 Consolidated Appropriations Act* was signed into law, extending this option until January 1, 2022.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses (Continued)

TDR Designation and COVID-19 Loan Modifications (Continued)

On April 7, 2020, regulatory agencies issued a statement, “Interagency Statement on Loan Modifications and Reporting for Financial Institutions Working With Customers Affected by the Coronavirus (Revised)” (Statement), to encourage financial institutions to work prudently with borrowers and to describe the agencies’ interpretation of how accounting rules under Accounting Standards Codification (ASC) 310-40, “Troubled Debt Restructurings by Creditors,” apply to certain COVID-19-related modifications. The regulatory agencies have confirmed with staff of the Financial Accounting Standards Board (FASB) that short-term modifications made on a good faith basis in response to COVID-19 to borrowers who were current prior to any relief, are not TDRs.

Under the guidance, modifications should be short term in nature (e.g., six-months or less) and COVID-19 related. Subsequent modifications should be re-evaluated. The presumption is that the borrower would not be experiencing financial difficulty had it not been for COVID-19. Therefore, if the borrower is not current for reasons other than COVID-19 or is requesting a long term modification, the traditional TDR designation may apply. Further, the agencies’ examiners will exercise judgment in reviewing loan modifications, including TDRs, and will not automatically adversely risk rate credits that are affected by COVID-19, including those considered TDRs. The Statement also provides guidance on past due reporting, non-accrual loans and charge-offs among other items.

Given the uncertainty in general related to the ultimate impact of COVID-19, the impact of loans modified under this guidance is unknown.

Credit Quality Indicators

The Credit Union uses the P360, Inc. model to monitor credit quality for the consumer, residential real estate, and commercial loan portfolios. The P360, Inc. model analyzes each loan’s risk. When analyzing each loan, the model identifies a set of numbers, or vectors, which represent the borrower’s probability of default and the loss severity of the loan over a set of different economic scenarios. These vectors are used to calculate the loan risk grade and run risk adjusted cash flows which result in the value-at-risk, pricing, and loan valuation.

The model incorporates over 150 data points covering more than credit score and collateral value. These loan level factors include institution and borrower specific data points as well as economic measures that feed into the risk analysis. They provide value reconciliation when refreshing property values and add updated values for the new and used auto portfolios. They continue to enhance the risk model by incorporating new technologies and applying all loan data available. In addition to credit score, the model incorporates numerous other factors based upon the borrower, collateral, loan performance, environment, institution, and economy as follows:

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses (Continued)

Credit Quality Indicators (Continued)

Macro-economic - This segment's data points are used to depict the overall health of the national economy such as: national unemployment, GDP growth, Treasury rate curves and forecasts, industry delinquencies and charge-offs, national credit scores, borrower bankruptcy rates, etc.

Institution - This segment focuses on the Credit Union and is used to model the borrower's profile, stability, and fine tune the risk adjustments to the specific institution. Examples of data points include delinquency rates and trends, charge-offs, and bankruptcies per 1,000 members.

Regional geography - This segment focuses on local economic factors such as unemployment, growth, and real estate values.

Loan - Additional data points added to this analysis are payment trend, auto pay, updated senior balances, last payment amounts, and use of proceeds.

Borrower - Examples of data points in this segment are disposable income, updated cash reserves, employment status, and direct deposit.

Asset - In addition to using different automated valuation model products for the residential portfolio, the model includes new data to improve vehicle valuations for the new and used auto portfolios.

The model assigns a risk grade to all loans. Category ratings are reviewed quarterly, at which time management analyzes the resulting grades, as well as other external statistics and factors, to track loan performance. The risk ratings from Extensia Financial, LLC are taken into consideration when the P360, Inc. risk grades are applied to the individual commercial real estate loan participations.

The P360, Inc. risk grades are as follows:

V1 - Minimal risk - These loans generally show the ability to cover expenses with a minimal chance of default. The typical characteristics for these loans are long-term Credit Union members with excellent credit history, strong cash flow, quality money management, excellent access to alternative sources of financing, and well collateralized. These loans typically have very low potential loss, no greater than one percent of the loan balance in most cases when factoring the default probability and loss severity.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses (Continued)

Credit Quality Indicators (Continued)

V2 - Low risk - These loans generally reflect good payment history, a healthy loan to value ratio and are adequately collateralized. The borrowing entity has very good to excellent credit, steady cash flow, quality money management, and good access to alternative sources of financing. As a result, the risk category is highly unlikely to experience a loss. If a loss does occur, it is likely to be minimal.

V3 - Acceptable risk - These loans are better than average loans with a low chance of a loss. The potential loss should be no greater than five percent of the loan balance when factoring default probability and loss severity. Most of the risk attributes for these loans are in line with a low risk profile but are on the fringe of adding risk. Borrower has some access to alternative sources of financing, good money management, and shows control of expenses.

V4 - Moderate risk - These loans have potential weaknesses or may show a propensity to deteriorate further. These loans are the start of the tipping point of the mid-range risk grades (V4 - V6) that tend to move either to a worsening position or a healthier position and is measured by a 10 percent value at risk. This risk grade may include borrowers with only medium to fair credit ratings and a few recent problems. Cash flow is steady and generally adequate to service debt but may be subject to cyclical conditions. The borrower may have limited access to alternative financing.

V5 - Special mention - These loans can prove to be in the most critical stage. Most loans tend to either move up or down from the mid-range risk grades (V4 - V6). Both credit and collateral are substandard, with external economic factors bearing down. The outstanding loan balance may not be entirely protected by equity in the underlying asset with up to a 15 percent potential loss produced by probability and severity. There may be one or more specific weaknesses jeopardizing the loan, and the Credit Union will most likely sustain a loss if the deficiencies are not corrected.

V6 - Increased risk - These loans generally have multiple vulnerable and weak risk factors that could be attributed to local economic factors. On the basis of currently known facts, the combination of weak attributes make collection or liquidation in full highly questionable and improbable. The risk grade is defined by potential losses of up to 20 percent of the loan balance.

V7 - Elevated risk - There is a strong probability that the Credit Union may not be able to recover on these loans. The Credit Union and the member must look at all options, including modification. Liquidation needs to be considered because most of the underlying assets for this risk grade have passed the tipping point. A loss is nearly impossible to avoid on repayment, refinancing, or liquidation for these loans. The value at risk could be upwards of 30 percent of the current loan balance.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses (Continued)

Credit Quality Indicators (Continued)

V8 - Doubtful - These borrowers are most likely in a loss situation and can be measured by potential value at risk between 30 and 40 percent of the outstanding loan balance. In most cases, assets in this region do not recover and the members and properties are being worked with directly. The most current information on the member and asset has been acquired and the Credit Union has a firm estimate of the loss when the time arrives.

V9 - Inherent loss - Assets in this risk area have an inherent value at risk, north of 40 percent. Modification is impossible without major concessions or write down. Residential and commercial properties have a high probability of becoming other real estate owned. In some cases, the Credit Union may find a glimmer of success in short sale opportunities. Other real estate owned, having extended liquidation times and expenses are most likely in less than optimal locations. Conditions prove challenging to draw respectable tenants and rent.

Loan Charge-off Policies

The Credit Union's quality control process includes preparing lists to monitor and track delinquent loans. Tracking the loans on these lists enables management to assess the performance of the loan portfolio and act to mitigate risk therein through necessary changes in policy and procedures. The quality control process also serves as a tool to assist the Credit Union in identifying loans for charge-off on a timely basis.

Consumer, residential real estate, and commercial loans are generally charged off when the loan is deemed to be uncollectible. A loan is deemed uncollectible when:

- the member has gained relief through bankruptcy;
- the loan is a deficiency balance from the sale of collateral and the borrower has indicated an unwillingness to make further payments;
- the borrower is determined to be a "skip";
- the member is deceased, collateral has been liquidated and there is no co-maker or estate to pursue for payment;
- the loan is 180 days or more delinquent, unless one of the following conditions exists:
 - the borrower is making monthly payments but cannot qualify for refinancing or re-aging;

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Allowance for Loan Losses (Continued)

Loan Charge-off Policies (Continued)

- the Credit Union or the member is waiting for settlement of a documented insurance/bond claim;
- the borrower is deceased, and the Credit Union has substantial reason to expect settlement from the estate, co-makers, or relatives;
- the Credit Union is waiting for the proceeds from the sale of repossessed collateral.

Uncollectible loans to be charged off to the allowance are approved by the Board of Director each month. For repossessed collateral, including foreclosed property, the loan is charged off to the allowance and the net realizable value moved to other assets.

Property and Equipment

Property and equipment are carried at cost, less accumulated depreciation and amortization. Depreciation is computed principally by the straight-line method based upon the useful lives of the related assets. The cost of leasehold improvements is amortized using the straight-line method over the term of the lease, or the estimated life of the asset, whichever is less. The Credit Union reviews property and equipment (long-lived assets) for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. Maintenance, repairs, and minor alterations are charged to current operations as expenditures occur and major improvements are capitalized.

Perpetual Contributed Capital

As a requirement of membership, the Credit Union maintains a Perpetual Contributed Capital (PCC) account with Catalyst Corporate Federal Credit Union (CCFCU) of \$600,000. The PCC is not subject to share insurance coverage. The PCC is not releasable due solely to a merger, charter conversion or liquidation and is callable at the option of CCFCU. The PCC has a perpetual maturity and a noncumulative dividend. The PCC is included within prepaid and other assets in the statements of financial condition.

National Credit Union Share Insurance Fund (NCUSIF) Deposit

The deposit in the NCUSIF is in accordance with National Credit Union Administration (NCUA) regulations, which require the maintenance of a deposit by each insured credit union in an amount equal to one percent of its insured shares. The deposit would be refunded to the Credit Union if its insurance coverage is terminated, it converts to insurance coverage from another source, or the operations of the fund are transferred from the NCUA Board. The NCUSIF deposit is required to be periodically reviewed for impairment.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Members' Shares and Savings Accounts

Members' shares are the savings deposit accounts of the owners of the Credit Union. Share ownership entitles the members to vote in annual elections of the Board of Directors. Irrespective of the number of shares owned, no member has more than one vote. Members' shares are subordinated to all other liabilities of the Credit Union upon liquidation. Interest on members' shares and savings accounts is based on available earnings at the end of an interest period and is not guaranteed by the Credit Union. Interest rates on members' share accounts are set by the Board of Directors, based on an evaluation of current and future market conditions.

Borrowed Funds

The Credit Union has outstanding borrowings from the FHLB of San Francisco. FHLB borrowings are secured by qualified collateral, as defined in the FHLB Statement of Credit Policy.

Regular Reserve

The Credit Union is required to maintain a statutory reserve (regular reserve) in accordance with the Federal Credit Union Act. This statutory reserve represents a regulatory restriction and is not available for the payment of interest.

Overdraft and Share Draft Fees, Interchange Income and Service Charges and Other Fees

The Credit Union earns fee and commission income from a range of services it provides to its members. Deposit fee income and interchange fee income are earned on the execution of financial services performed. This includes fees arising from 1) services initiated or requested by the member, including overdrawn account charges, insufficient funds charges, and stop payment fees; 2) participating in transactions with members and third-party financial institutions, such as interchange fee income for authorizing and settling member debit and credit card point-of-sale or ATM transactions. Deposit fees and interchange revenue are presented as non-interest income in the consolidated statements of income, with related expense streams such as processor costs and reward point costs, presented separately in non-interest expenses.

Advertising Costs

Advertising costs are expensed as incurred and are reported as Educational and Promotional expenses in the statements of income.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1 - Nature of Business and Significant Accounting Policies (Continued)

Income Taxes

The Credit Union is exempt, by statute Internal Revenue Code Section 501(c)(14), from federal and state income taxes.

Recent Accounting Pronouncements

In June 2016, the FASB issued Accounting Standard Update (ASU) No. 2016-13, Financial Instruments-Credit Losses. The ASU introduces a new accounting model, the Current Expected Credit Losses model (CECL), which requires earlier recognition of credit losses. The FASB's CECL model utilizes a lifetime "expected credit loss" measurement objective for the recognition of credit losses for loans, held-to-maturity securities and other receivables at the time the financial asset is originated or acquired. The expected credit losses are adjusted each period for changes in expected lifetime credit losses. For available-for-sale securities where fair value is less than cost, credit-related impairment, if any, will be recognized in an allowance for credit losses and adjusted each period for changes in expected credit risk. This model replaces the multiple existing impairment models in current GAAP, which generally require that a loss be incurred before it is recognized. The ASU will be effective for the Credit Union on January 1, 2023. Early application is permitted.

In February 2016, the FASB issued ASU No. 2016-02, Leases, which is intended to increase transparency and comparability of accounting for lease transactions. The ASU will require lessees to recognize most leases on the balance sheet as lease assets and lease liabilities and will require both quantitative and qualitative disclosures regarding key information about leasing arrangements. Lessor accounting is largely unchanged. The guidance will be effective for the Credit Union on January 1, 2021 with an option to early adopt. The Credit Union is evaluating whether to early adopt and the effect that ASU No. 2016-02 will have on its financial statements, regulatory capital and related disclosures.

Subsequent Events

Management has evaluated subsequent events through March 31, 2021, the date the financial statements were available to be issued.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 2 - Investments

The following table presents the amortized cost and estimated fair value of investments as of December 31, 2020:

| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value |
|--|--------------------|------------------------------|-------------------------------|--------------------|
| Available-for-sale: | | | | |
| Mortgage-backed securities | \$524,227 | \$17,281 | (\$2) | \$541,506 |
| Collateralized mortgage obligations | 930,153 | — | (3,759) | 926,394 |
| | \$1,454,380 | \$17,281 | (\$3,761) | \$1,467,900 |

The following table presents the amortized cost and estimated fair value of investments as of December 31, 2019:

| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value |
|--|--------------------|------------------------------|-------------------------------|--------------------|
| Available-for-sale: | | | | |
| Mortgage-backed securities | \$668,325 | \$21,808 | (\$3) | \$690,130 |
| Collateralized mortgage obligations | 2,876,002 | — | (391) | 2,875,611 |
| | \$3,544,327 | \$21,808 | (\$394) | \$3,565,741 |

As of December 31, 2020, the Credit Union's investment portfolio consisted entirely of mortgage-backed securities and collateralized mortgage obligations. These securities return principal based on payments received on the underlying mortgages or assets. These securities have expected weighted average lives ranging from one to ten years. However, return of principal may differ from expectation based on fluctuations in market interest rates, delinquency, foreclosures and the underlying collateral values. Additionally, borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 2 - Investments (Continued)

Information pertaining to investments with gross unrealized losses as of December 31, 2020, aggregated by investment category and length of time that individual investments have been in a continuous loss position follows:

| | <u>Less than 12 Months</u> | | <u>12 Months or Longer</u> | | <u>Total</u> | |
|-------------------------------------|----------------------------|--------------------------------|----------------------------|--------------------------------|--------------------|--------------------------------|
| | <u>Fair Value</u> | <u>Gross Unrealized Losses</u> | <u>Fair Value</u> | <u>Gross Unrealized Losses</u> | <u>Fair Value</u> | <u>Gross Unrealized Losses</u> |
| Available-for-sale: | | | | | | |
| Mortgage-backed securities | \$1,818 | (\$2) | \$— | \$— | \$1,818 | (\$2) |
| Collateralized mortgage obligations | — | — | 926,394 | (3,759) | 926,394 | (3,759) |
| | <u>\$1,818</u> | <u>(\$2)</u> | <u>\$926,394</u> | <u>(\$3,759)</u> | <u>\$3,690,742</u> | <u>(\$3,761)</u> |

Information pertaining to investments with gross unrealized losses as of December 31, 2019, aggregated by investment category and length of time that individual investments have been in a continuous loss position follows:

| | <u>Less than 12 Months</u> | | <u>12 Months or Longer</u> | | <u>Total</u> | |
|-------------------------------------|----------------------------|--------------------------------|----------------------------|--------------------------------|--------------------|--------------------------------|
| | <u>Fair Value</u> | <u>Gross Unrealized Losses</u> | <u>Fair Value</u> | <u>Gross Unrealized Losses</u> | <u>Fair Value</u> | <u>Gross Unrealized Losses</u> |
| Available-for-sale: | | | | | | |
| Mortgage-backed securities | \$5,131 | (\$3) | \$— | \$— | \$5,131 | (\$3) |
| Collateralized mortgage obligations | 2,875,611 | (391) | — | — | 2,875,611 | (391) |
| | <u>\$3,690,742</u> | <u>(\$394)</u> | <u>\$—</u> | <u>\$—</u> | <u>\$3,690,742</u> | <u>(\$394)</u> |

Unrealized losses on securities issued by the U.S. Government and its Agencies have not been recognized into income because of the implicit guarantee of the principal balances of these securities by the U.S. Government and its Agencies. The decline in fair value is primarily due to differences between security yields and market interest rates. Additionally, the decline in fair value is expected to be recovered as securities approach their maturity date and/or market rates decline. Management has the ability and intent to hold these securities through to recovery of fair value, which may be maturity.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members

The composition of loans to members as of December 31, 2020 and 2019 is as follows:

| | 2020 | 2019 |
|---|---------------|---------------|
| Consumer: | | |
| Unsecured | \$90,806,657 | \$89,792,872 |
| Automobile | 82,456,368 | 95,426,417 |
| Other secured | 2,214,639 | 1,936,821 |
| | 175,477,664 | 187,156,110 |
| Residential Real Estate: | | |
| First mortgage | 160,188,399 | 101,405,729 |
| Second mortgage | 27,304,275 | 29,034,438 |
| HELOC | 23,300,223 | 26,381,582 |
| | 210,792,897 | 156,821,749 |
| Commercial: | | |
| Agency secured | 230,559,158 | 233,808,441 |
| Agency unsecured | 158,370,420 | 103,692,111 |
| Real estate | 182,699,265 | 168,557,723 |
| | 571,628,843 | 506,058,275 |
| Total loans | 957,899,404 | 850,036,134 |
| Deferred loan origination fees/costs, net | 1,348,209 | (728,721) |
| | 959,247,613 | 849,307,413 |
| Less: Allowance for loan losses | (9,047,780) | (6,141,764) |
| Loans to members, net | \$950,199,833 | \$843,165,649 |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Allowance for Loan Losses

The following table presents the activity in the allowance and a summary of the allowance by portfolio segment as of and for the year ended December 31, 2020:

| | Consumer | Residential Real Estate | Commercial | Total |
|---|--------------------|------------------------------------|--------------------|--------------------|
| Allowance for loan losses: | | | | |
| Beginning allowance | \$3,465,891 | \$946,191 | \$1,729,682 | \$6,141,764 |
| Charge-offs | (4,037,489) | (19,736) | (1,716,872) | (5,774,097) |
| Recoveries | 972,780 | 85,387 | 96,825 | 1,154,992 |
| Provision for loan losses | 3,124,868 | 1,226,002 | 3,174,251 | 7,525,121 |
| Ending allowance | <u>\$3,526,050</u> | <u>\$2,237,844</u> | <u>\$3,283,886</u> | <u>\$9,047,780</u> |
| Ending balance individually evaluated for impairment | \$17,674 | \$1,233,012 | \$119,000 | \$1,369,686 |
| Ending balance collectively evaluated for impairment | <u>3,508,376</u> | <u>1,004,832</u> | <u>3,164,886</u> | <u>7,678,094</u> |
| Ending allowance | <u>\$3,526,050</u> | <u>\$2,237,844</u> | <u>\$3,283,886</u> | <u>\$9,047,780</u> |

The following table presents a summary of the recorded investment in loans by portfolio segment as of December 31, 2020:

| | Consumer | Residential Real Estate | Commercial | Total |
|---|----------------------|------------------------------------|----------------------|----------------------|
| Loans: | | | | |
| Ending balance individually evaluated for impairment | \$286,316 | \$5,723,108 | \$1,532,766 | \$7,542,190 |
| Ending balance collectively evaluated for impairment | <u>175,493,577</u> | <u>207,269,058</u> | <u>568,942,788</u> | <u>951,705,423</u> |
| Total loans | <u>\$175,779,893</u> | <u>\$212,992,166</u> | <u>\$570,475,554</u> | <u>\$959,247,613</u> |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Allowance for Loan Losses (Continued)

The following table presents the activity in the allowance and a summary of the allowance by portfolio segment as of and for the year ended December 31, 2019:

| | Consumer | Residential Real Estate | Commercial | Total |
|---|--------------------|------------------------------------|--------------------|--------------------|
| Allowance for loan losses: | | | | |
| Beginning allowance | \$3,346,513 | \$945,391 | \$1,742,663 | \$6,034,567 |
| Charge-offs | (3,952,864) | (17,437) | (991,239) | (4,961,540) |
| Recoveries | 781,862 | 63,960 | 93,185 | 939,007 |
| Provision for loan losses | 3,290,380 | (45,723) | 885,073 | 4,129,730 |
| Ending allowance | <u>\$3,465,891</u> | <u>\$946,191</u> | <u>\$1,729,682</u> | <u>\$6,141,764</u> |
| Ending balance individually evaluated for impairment | \$8,274 | \$792,812 | \$— | \$801,086 |
| Ending balance collectively evaluated for impairment | <u>3,457,617</u> | <u>153,379</u> | <u>1,729,682</u> | <u>5,340,678</u> |
| Ending allowance | <u>\$3,465,891</u> | <u>\$946,191</u> | <u>\$1,729,682</u> | <u>\$6,141,764</u> |

The following table presents a summary of the recorded investment in loans by portfolio segment as of December 31, 2019:

| | Consumer | Residential Real Estate | Commercial | Total |
|---|----------------------|------------------------------------|----------------------|----------------------|
| Loans: | | | | |
| Ending balance individually evaluated for impairment | \$271,398 | \$6,520,687 | \$— | \$6,792,085 |
| Ending balance collectively evaluated for impairment | <u>186,886,557</u> | <u>150,425,326</u> | <u>505,203,445</u> | <u>842,515,328</u> |
| Total loans | <u>\$187,157,955</u> | <u>\$156,946,013</u> | <u>\$505,203,445</u> | <u>\$849,307,413</u> |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Impaired Loans

The table below summarizes key information for impaired loans as of and for the year ended December 31, 2020:

| | Recorded Investment | Unpaid Principal Balance | Related Allowance | Average Recorded Investment | Interest Income Recognized |
|------------------------------------|--------------------------------|---|------------------------------|--|---|
| <u>With an allowance recorded:</u> | | | | | |
| Consumer: | | | | | |
| Unsecured | \$272,229 | \$272,229 | \$16,836 | \$258,632 | \$25,087 |
| Automobile | \$14,087 | \$14,087 | \$838 | \$20,225 | \$821 |
| Residential Real Estate: | | | | | |
| First mortgage | \$5,317,241 | \$5,292,300 | \$878,021 | \$5,703,106 | \$261,773 |
| Second mortgage | \$146,655 | \$146,654 | \$135,265 | \$226,333 | \$15,956 |
| HELOC | \$259,212 | \$259,275 | \$219,726 | \$192,460 | \$10,624 |
| Commercial: | | | | | |
| Real estate | \$1,532,766 | \$1,554,053 | \$119,000 | \$766,383 | \$36,403 |
| Totals by loan segment: | | | | | |
| Consumer | \$286,316 | \$286,316 | \$17,674 | \$278,857 | \$25,908 |
| Residential Real Estate | 5,723,108 | 5,698,229 | 1,233,012 | 6,121,899 | 288,353 |
| Commercial | 1,532,766 | 1,554,053 | 119,000 | 766,383 | 36,403 |
| Total | \$7,542,190 | \$7,538,598 | \$1,369,686 | \$7,167,139 | \$350,664 |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Impaired Loans (Continued)

The table below summarizes key information for impaired loans as of and for the year ended December 31, 2019:

| | Recorded Investment | Unpaid Principal Balance | Related Allowance | Average Recorded Investment | Interest Income Recognized |
|------------------------------------|--------------------------------|---|------------------------------|--|---|
| <u>With an allowance recorded:</u> | | | | | |
| Consumer: | | | | | |
| Unsecured | \$245,035 | \$245,037 | \$8,192 | \$216,048 | \$23,295 |
| Automobile | \$26,363 | \$26,363 | \$82 | \$33,341 | \$1,333 |
| Residential Real Estate: | | | | | |
| First mortgage | \$6,088,970 | \$6,081,183 | \$789,226 | \$6,768,113 | \$545,587 |
| Second mortgage | \$306,010 | \$306,010 | \$3,583 | \$229,418 | \$12,809 |
| HELOC | \$125,707 | \$125,746 | \$3 | \$272,210 | \$19,591 |
| Totals by loan segment: | | | | | |
| Consumer | \$271,398 | \$271,400 | \$8,274 | \$249,389 | \$24,628 |
| Residential Real Estate | 6,520,687 | 6,512,939 | 792,812 | 7,269,741 | 577,987 |
| Total | <u>\$6,792,085</u> | <u>\$6,784,339</u> | <u>\$801,086</u> | <u>\$7,519,130</u> | <u>\$602,615</u> |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Age Analysis of Past Due Loans

The following table presents the aging of the recorded investment in past due loans and loans on non-accrual as of December 31, 2020:

| | 30-59 Days Past Due | 60-89 Days Past Due | 90 Days or Greater Past Due | Total Past Due | Current | Total loans |
|--------------------------|------------------------|------------------------|-----------------------------------|-------------------|---------------|---------------|
| Consumer: | | | | | | |
| Unsecured | \$653,139 | \$289,327 | \$695,257 | \$1,637,723 | \$89,471,163 | \$91,108,886 |
| Automobile | 218,941 | 146,895 | 381,873 | 747,709 | 81,708,659 | 82,456,368 |
| Other secured | 40,257 | — | — | 40,257 | 2,174,382 | 2,214,639 |
| Total | 912,337 | 436,222 | 1,077,130 | 2,425,689 | 173,354,204 | 175,779,893 |
| Residential Real Estate: | | | | | | |
| First mortgage | — | — | — | — | 162,394,339 | 162,394,339 |
| Second mortgage | 171,986 | 19,760 | 126,895 | 318,641 | 26,985,634 | 27,304,275 |
| HELOC | — | — | — | — | 23,293,552 | 23,293,552 |
| Total | 171,986 | 19,760 | 126,895 | 318,641 | 212,673,525 | 212,992,166 |
| Commercial: | | | | | | |
| Agency secured | 71,461 | 101,993 | 474,651 | 648,105 | 229,860,893 | 230,508,998 |
| Agency unsecured | 260,982 | 78,349 | 520,158 | 859,489 | 156,748,415 | 157,607,904 |
| Real estate | 1,716,744 | — | 1,532,766 | 3,249,510 | 179,109,142 | 182,358,652 |
| Total | 2,049,187 | 180,342 | 2,527,575 | 4,757,104 | 565,718,450 | 570,475,554 |
| Grand Total | \$3,133,510 | \$636,324 | \$3,731,600 | \$7,501,434 | \$951,746,179 | \$959,247,613 |

Loans on which the accrual of interest has been discontinued or reduced approximated \$3,732,000 as of December 31, 2020. There were no loans 90 days or more past due and still accruing interest as of December 31, 2020.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Age Analysis of Past Due Loans (Continued)

The following table presents the aging of the recorded investment in past due loans and loans on non-accrual as of December 31, 2019:

| | 30-59 Days Past Due | 60-89 Days Past Due | 90 Days or Greater Past Due | Total Past Due | Current | Total Loans |
|--------------------------|------------------------|------------------------|-----------------------------------|-------------------|---------------|---------------|
| Consumer: | | | | | | |
| Unsecured | \$1,064,051 | \$442,724 | \$1,109,406 | \$2,616,181 | \$87,178,536 | \$89,794,717 |
| Automobile | 544,904 | 161,063 | 524,286 | 1,230,253 | 94,196,164 | 95,426,417 |
| Other secured | 1,150 | — | 2,351 | 3,501 | 1,933,320 | 1,936,821 |
| Total | 1,610,105 | 603,787 | 1,636,043 | 3,849,935 | 183,308,020 | 187,157,955 |
| Residential Real Estate: | | | | | | |
| First mortgage | 1,067,456 | — | 1,560,985 | 2,628,441 | 98,909,990 | 101,538,431 |
| Second mortgage | 132,728 | 271,080 | 34,930 | 438,738 | 28,595,700 | 29,034,438 |
| HELOC | 182,588 | 49,445 | 76,262 | 308,295 | 26,064,849 | 26,373,144 |
| Total | 1,382,772 | 320,525 | 1,672,177 | 3,375,474 | 153,570,539 | 156,946,013 |
| Commercial: | | | | | | |
| Agency secured | 136,544 | 143,706 | 114,242 | 394,492 | 233,413,949 | 233,808,441 |
| Agency unsecured | 80,626 | 265,450 | 144,792 | 490,868 | 103,201,243 | 103,692,111 |
| Real estate | — | — | — | — | 167,702,893 | 167,702,893 |
| Total | 217,170 | 409,156 | 259,034 | 885,360 | 504,318,085 | 505,203,445 |
| Grand Total | \$3,210,047 | \$1,333,468 | \$3,567,254 | \$8,110,769 | \$841,196,644 | \$849,307,413 |

Loans on which the accrual of interest has been discontinued or reduced approximated \$3,567,000 as of December 31, 2019. There were no loans 90 days or more past due and still accruing interest as of December 31, 2019.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Consumer Credit Quality

The Credit Union considers the performance of the consumer loan portfolio and its impact on the allowance for loan losses. Consumer loan portfolio credit quality is evaluated based on the P360, Inc. risk grades as described in Note 1.

The following tables present the loan balance based on credit quality as of December 31, 2020 and 2019:

| Risk Grade | 2020 | | | |
|---------------|--------------------|---------------------|---------------------|----------------------|
| | Other Secured | Unsecured | Automobile | Total |
| V1 | \$— | \$49,332,406 | \$80,392,405 | \$129,724,811 |
| V2 | — | 14,721,891 | 982,422 | 15,704,313 |
| V3 | — | 17,039,607 | 229,763 | 17,269,370 |
| V4 | — | 5,085,570 | 206,211 | 5,291,781 |
| V5 | — | 1,256,432 | 60,298 | 1,316,730 |
| V6 | — | 539,050 | 114,040 | 653,090 |
| V7 | — | 508,562 | 64,265 | 572,827 |
| V8 | — | 183,197 | 97,289 | 280,486 |
| V9 | — | 1,198,533 | 309,675 | 1,508,208 |
| No risk grade | 2,214,639 | 1,243,638 | — | 3,458,277 |
| | <u>\$2,214,639</u> | <u>\$91,108,886</u> | <u>\$82,456,368</u> | <u>\$175,779,893</u> |

| Risk Grade | 2019 | | | |
|---------------|--------------------|---------------------|---------------------|----------------------|
| | Other Secured | Unsecured | Automobile | Total |
| V1 | \$— | \$56,477,311 | \$91,996,462 | \$148,473,773 |
| V2 | — | 14,965,154 | 1,512,123 | 16,477,277 |
| V3 | — | 8,251,602 | 756,130 | 9,007,732 |
| V4 | — | 4,733,142 | 316,011 | 5,049,153 |
| V5 | — | 1,465,751 | 102,123 | 1,567,874 |
| V6 | — | 577,888 | 101,567 | 679,455 |
| V7 | — | 506,789 | 110,544 | 617,333 |
| V8 | — | 485,169 | 112,245 | 597,414 |
| V9 | — | 1,818,805 | 419,212 | 2,238,017 |
| No risk grade | 1,936,821 | 513,106 | — | 2,449,927 |
| | <u>\$1,936,821</u> | <u>\$89,794,717</u> | <u>\$95,426,417</u> | <u>\$187,157,955</u> |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Real Estate Credit Quality

The Credit Union considers the performance of the real estate loan portfolio and its impact on the allowance for loan losses. Real estate loan portfolio credit quality is evaluated based on the P360, Inc. risk grades as described in Note 1.

The following tables present the loan balance based on credit quality as of December 31, 2020 and 2019:

| Risk Grade | 2020 | | | |
|---------------|----------------------|---------------------|---------------------|----------------------|
| | First Mortgage | Second Mortgage | HELOC | Total |
| V1 | \$136,120,756 | \$24,815,185 | \$21,408,754 | \$182,344,695 |
| V2 | 3,146,907 | 1,344,155 | 1,040,055 | 5,531,117 |
| V3 | 1,517,640 | 648,602 | 200,378 | 2,366,620 |
| V4 | 1,544,260 | 102,692 | 295,843 | 1,942,795 |
| V5 | 1,260,952 | 122,555 | 42,412 | 1,425,919 |
| V6 | 664,355 | 53,652 | 46,898 | 764,905 |
| V7 | — | 70,779 | — | 70,779 |
| V8 | 37,866 | — | — | 37,866 |
| V9 | — | 146,655 | 259,212 | 405,867 |
| No risk grade | 18,101,603 | — | — | 18,101,603 |
| | <u>\$162,394,339</u> | <u>\$27,304,275</u> | <u>\$23,293,552</u> | <u>\$212,992,166</u> |

| Risk Grade | 2019 | | | |
|---------------|----------------------|---------------------|---------------------|----------------------|
| | First Mortgage | Second Mortgage | HELOC | Total |
| V1 | \$97,552,324 | \$26,025,717 | \$25,306,634 | \$148,884,675 |
| V2 | 1,346,794 | 1,629,136 | 302,833 | 3,278,763 |
| V3 | 134,430 | 459,040 | 407,609 | 1,001,079 |
| V4 | 1,131,721 | 483,406 | 49,906 | 1,665,033 |
| V5 | 534,105 | 197,612 | 80,098 | 811,815 |
| V6 | 282,327 | — | 186,303 | 468,630 |
| V7 | — | 112,632 | — | 112,632 |
| V8 | — | — | — | — |
| V9 | — | 126,895 | 39,761 | 166,656 |
| No risk grade | 556,730 | — | — | 556,730 |
| | <u>\$101,538,431</u> | <u>\$29,034,438</u> | <u>\$26,373,144</u> | <u>\$156,946,013</u> |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Commercial Credit Quality

The Credit Union considers the performance of the commercial loan portfolio and its impact on the allowance for loan losses. Commercial loan portfolio credit quality is evaluated based on the P360, Inc. risk grades as described in Note 1.

The following tables present the loan balance for commercial loans based on risk rating as of December 31, 2020 and 2019:

| 2020 | | | | |
|---------------|----------------|------------------|---------------|---------------|
| Risk Grade | Agency Secured | Agency Unsecured | Real Estate | Total |
| V1 | \$— | \$129,404,883 | \$83,975,645 | \$213,380,528 |
| V2 | — | 14,888,092 | 37,324,294 | 52,212,386 |
| V3 | — | 10,434,792 | 29,613,473 | 40,048,265 |
| V4 | — | 1,914,193 | 25,352,161 | 27,266,354 |
| V5 | — | 229,126 | 1,116,486 | 1,345,612 |
| V6 | — | 62,649 | — | 62,649 |
| V7 | — | 75,661 | — | 75,661 |
| V8 | — | 65,290 | — | 65,290 |
| V9 | — | 533,218 | 1,532,766 | 2,065,984 |
| No risk grade | 230,508,998 | — | 3,443,827 | 233,952,825 |
| | \$230,508,998 | \$157,607,904 | \$182,358,652 | \$570,475,554 |

| 2019 | | | | |
|---------------|----------------|------------------|---------------|---------------|
| Risk Grade | Agency Secured | Agency Unsecured | Real Estate | Total |
| V1 | \$— | \$65,010,885 | \$153,542,265 | \$218,553,150 |
| V2 | — | 25,272,077 | 2,782,652 | 28,054,729 |
| V3 | — | 7,403,596 | 4,707,136 | 12,110,732 |
| V4 | — | 3,597,466 | 4,201,140 | 7,798,606 |
| V5 | — | 1,348,109 | — | 1,348,109 |
| V6 | — | 545,900 | — | 545,900 |
| V7 | — | 88,823 | — | 88,823 |
| V8 | — | — | — | — |
| V9 | — | 425,255 | — | 425,255 |
| No risk grade | 233,808,441 | — | 2,469,700 | 236,278,141 |
| | \$233,808,441 | \$103,692,111 | \$167,702,893 | \$505,203,445 |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3 - Loans to Members (Continued)

Troubled Debt Restructurings (TDRs)

The income statement impact of approved TDRs was immaterial for financial statement disclosure for the year ended December 31, 2020 and 2019. Subsequently defaulted is defined as reaching 90 days past due during the first 12 months subsequent to approval.

The following table presents TDR activity by class of loans as of December 31, 2020:

| | Number of Contracts | Recorded Investment in TDRs Approved | TDRs Which Subsequently Defaulted |
|------------|--------------------------------|---|--|
| Consumer: | | | |
| Unsecured | 10 | \$121,247 | \$— |
| Automobile | 3 | 107,949 | — |
| | | | |
| Total | 13 | \$229,196 | \$— |
| | | | |

The following table presents TDR activity by class of loans as of December 31, 2019:

| | Number of Contracts | Recorded Investment in TDRs Approved | TDRs Which Subsequently Defaulted |
|-----------|--------------------------------|---|--|
| Consumer: | | | |
| Unsecured | 9 | \$193,618 | \$90,746 |
| | | | |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 4 - Property and Equipment

Property and equipment is carried at cost, less accumulated depreciation and amortization, and is summarized as of December 31, 2020 and 2019 by major classification as follows:

| | 2020 | 2019 |
|--|--------------|--------------|
| Furniture and equipment | \$15,617,908 | \$15,605,402 |
| Leasehold improvements | 4,474,644 | 2,878,077 |
| | 20,092,552 | 18,483,479 |
| Less accumulated depreciation and amortization | (15,476,471) | (14,935,232) |
| | \$4,616,081 | \$3,548,247 |

Depreciation and amortization charged to office operating costs was approximately \$1,633,000 and \$1,384,000 for the years ended December 31, 2020 and 2019, respectively.

Note 5 - Members' Shares and Savings Accounts

Members' shares and savings accounts are summarized as follows as of December 31, 2020 and 2019:

| | 2020 | 2019 |
|---------------------------------------|---------------|---------------|
| Share accounts | \$235,392,456 | \$152,756,057 |
| Share draft accounts | 207,487,345 | 146,801,093 |
| Money market accounts | 191,753,614 | 178,154,927 |
| Individual retirement accounts (IRAs) | 24,018,457 | 24,633,622 |
| Share and IRA certificates | 330,029,775 | 317,202,153 |
| | \$988,681,647 | \$819,547,852 |

As of December 31, 2020, scheduled maturities of share and IRA certificates are as follows:

| | 2020 |
|-----------------|---------------|
| Within one year | \$216,524,753 |
| 1 to 2 years | 58,699,580 |
| 2 to 3 years | 36,493,849 |
| 3 to 4 years | 9,017,684 |
| 4 to 5 years | 9,293,909 |
| | \$330,029,775 |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 5 - Members' Shares and Savings Accounts (Continued)

The aggregate amount of members' time deposit accounts in denominations of \$250,000 or more was approximately \$130,700,000 as of December 31, 2020.

Included in share and IRA certificates above are non-member time deposits of approximately \$215,715,000 and \$211,142,000 as of December 31, 2020 and 2019, respectively.

Note 6 - Borrowed Funds

Lines of Credit

As of December 31, 2020 and 2019, the Credit Union maintained an unused line of credit with CCFCU. The terms of the agreement require the pledging of all presently owned and later acquired unencumbered assets as security for obligations under the line-of-credit agreement. The total unused line of credit under this agreement approximated \$18,000,000 as of December 31, 2020 and 2019.

As of December 31, 2020 and 2019, the Credit Union maintained an unused line of credit with Corporate One Federal Credit Union. The terms of the agreement require the pledging of all presently owned and later acquired unencumbered assets as security for obligations under the line-of-credit agreement. The total unused line of credit under this agreement approximated \$50,000,000 and \$10,000,000 as of December 31, 2020 and 2019, respectively.

The Credit Union maintains a credit availability agreement with the Federal Reserve Bank of San Francisco to comply with NCUA regulations Part 741.12: Maintaining Access to Emergency Liquidity. This credit availability agreement allows the Credit Union to borrow against its vehicle loan portfolio. The Credit Union is able to borrow according to the percentages published in the current "Federal Reserve Discount Window and Payment System Risk Collateral Margins Table" which is available on the Federal Reserve Bank's website. The carrying amount of the pledged collateral was approximately \$63,202,000 and \$84,599,000 as of December 31, 2020 and 2019, respectively. Based on the collateral pledged, the maximum unused line of credit as of December 31, 2020 and 2019 was approximately \$50,388,000 and \$66,015,000, respectively.

As a member of the FHLB, the Credit Union has access to a pre-approved secured line of credit with the capacity to borrow up to a certain percentage of the value of its eligible collateral, as defined in the FHLB Statement of Credit Policy. The agreement requires the pledging of eligible collateral for borrowing capacity. The carrying amount of the pledged collateral was approximately \$221,061,000 and \$190,414,000 as of December 31, 2020 and 2019, respectively. Based on the collateral pledged, the maximum available line of credit as of December 31, 2020 and 2019 was approximately \$116,258,000 and \$121,593,000, respectively, of which approximately \$11,129,000 and \$63,468,000, respectively, was available.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 6 - Borrowed Funds (Continued)

The advances outstanding are as follows as of December 31, 2020 and 2019:

| Lender | Interest Type | Interest Rate | Final Maturity Date | Payment Type | 2020 | 2019 |
|--------|---------------|---------------|---------------------|---------------|----------------------|---------------------|
| FHLB | Fixed | 1.45% | August 11, 2021 | Amortizing | \$4,768,741 | \$4,965,229 |
| FHLB | Fixed | 2.20% | March 29, 2022 | Amortizing | 12,060,245 | 12,460,132 |
| FHLB | Fixed | 1.99% | August 18, 2022 | Interest Only | 3,150,000 | 3,150,000 |
| FHLB | Fixed | 2.14% | September 29, 2022 | Interest Only | 5,500,000 | 5,500,000 |
| FHLB | Fixed | 2.45% | September 30, 2024 | Interest Only | 3,600,000 | 2,100,000 |
| FHLB | Fixed | 2.83% | September 29, 2027 | Interest Only | 2,100,000 | 3,600,000 |
| FHLB | Fixed | 3.40% | July 17, 2028 | Interest Only | 1,250,000 | 1,250,000 |
| FHLB | Fixed | 3.40% | September 6, 2023 | Interest Only | 5,000,000 | 5,000,000 |
| FHLB | Fixed | 2.99% | September 14, 2028 | Interest Only | 1,500,000 | 1,500,000 |
| FHLB | Fixed | 3.48% | September 24, 2025 | Interest Only | 2,100,000 | 2,100,000 |
| FHLB | Fixed | 3.41% | September 25, 2023 | Interest Only | 5,400,000 | 5,400,000 |
| FHLB | Fixed | 3.20% | September 25, 2023 | Interest Only | 2,200,000 | 2,200,000 |
| FHLB | Fixed | 3.23% | November 30, 2023 | Interest Only | 1,200,000 | 1,200,000 |
| FHLB | Fixed | 3.14% | March 28, 2029 | Interest Only | 3,100,000 | 3,100,000 |
| FHLB | Fixed | 2.88% | April 10, 2024 | Interest Only | 4,600,000 | 4,600,000 |
| FHLB | Fixed | 2.48% | January 6, 2025 | Interest Only | 7,100,000 | — |
| FHLB | Fixed | 1.80% | January 6, 2027 | Interest Only | 2,000,000 | — |
| FHLB | Fixed | 2.05% | January 22, 2025 | Interest Only | 2,500,000 | — |
| FHLB | Fixed | 1.75% | January 31, 2025 | Interest Only | 6,000,000 | — |
| FHLB | Fixed | 1.55% | March 31, 2025 | Interest Only | 15,000,000 | — |
| FHLB | Fixed | 0.91% | April 7, 2025 | Interest Only | 10,000,000 | — |
| FHLB | Fixed | 0.95% | May 19, 2021 | Interest Only | 5,000,000 | — |
| | | | | | <u>\$105,128,986</u> | <u>\$58,125,361</u> |

The outstanding balances by maturity as of December 31, 2020 are as follows:

| | <u>2020</u> |
|-----------------|----------------------|
| Within one year | \$9,768,741 |
| 1 to 2 years | 20,710,245 |
| 2 to 3 years | 13,800,000 |
| 3 to 4 years | 8,200,000 |
| 4 to 5 years | 42,700,000 |
| Thereafter | 9,950,000 |
| | <u>\$105,128,986</u> |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 7 - Employee Benefits

Retirement Plans

Credit Union management and staff are employed by the Credit Union's sponsor, Farmers, and leased back to the Credit Union. As such, Credit Union employees participate in Farmers' retirement plans and the Credit Union reimburses Farmers for the retirement plan expenses associated with the leased employees. As of December 31, 2018, the retirement plans for pension and the Cash Balance Program were frozen, and a matching 401(k) plan with an additional 4% base company contribution was implemented on January 1, 2019. The 401(k) matching plan through Farmers allows employees to defer a portion of their salary into the 401(k) plan up to certain limits established by the Internal Revenue Service. The Credit Union makes discretionary matching contributions each payroll period, with quarterly adjustments as needed. Participants are always 100% vested in all their voluntary contributions. The Credit Union's matching contributions and the 4% base company contributions become fully vested at the completion of three years of service.

Retirement plan costs are accrued and funded on a current basis. Total retirement plan costs paid by the Credit Union to Farmers for the years ended December 31, 2020 and 2019 were approximately \$1,404,000 and \$1,306,000, respectively.

Note 8 - Commitments and Contingent Liabilities

Lease Commitments

The Credit Union leases office space and several branch locations. The minimum non-cancellable lease obligations approximate the following as of December 31, 2020:

| Year ending December 31, | Amount |
|-------------------------------------|---------------------|
| 2021 | \$1,309,000 |
| 2022 | 1,332,000 |
| 2023 | 1,285,000 |
| 2024 | 1,223,000 |
| 2025 | 1,228,000 |
| Thereafter | 4,856,000 |
| | <u>\$11,233,000</u> |

Net rent expense under operating leases, included in office occupancy expenses, was approximately \$1,718,000 and \$1,370,000 for the years ended December 31, 2020 and 2019, respectively.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 8 - Commitments and Contingent Liabilities (Continued)

Off Balance-Sheet Risk

The Credit Union is a party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its members and to reduce its own exposure to fluctuations in interest rates. These financial instruments include commitments to extend credit. These instruments involve, to varying degrees, elements of credit and interest-rate risk in excess of the amount recognized in the statements of financial condition.

Commitments to extend credit are agreements to lend to a member as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses. Since many of the commitments may expire without being fully drawn upon, the total commitment amounts do not necessarily represent future cash requirements. As of December 31, 2020, the total unfunded commitments under such lines of credit was approximately \$231,630,000. The Credit Union evaluates each member's creditworthiness on a case-by-case basis. The amount of collateral obtained, if any, is based on management's credit evaluation of the member.

Note 9 - Regulatory Capital

The Credit Union is subject to various regulatory capital requirements administered by the NCUA. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Credit Union's financial statements. Under capital adequacy regulations and the regulatory framework for prompt corrective action, the Credit Union must meet specific capital regulations that involve quantitative measures of the Credit Union's assets, liabilities, and certain off-balance-sheet items as calculated under generally accepted accounting practices. The Credit Union's capital amounts and net worth classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Credit Union to maintain minimum amounts and ratios (set forth in the table below) of net worth (as defined in *NCUA Regulations*) to total assets (as defined in *NCUA Regulations*). Credit unions are also required to calculate a Risk-Based Net Worth Requirement (RBNWR) which establishes whether or not the Credit Union will be considered "complex" under the regulatory framework. The Credit Union's RBNWR as of December 31, 2020 and 2019 was 5.87% and 6.40%, respectively. The minimum requirement to be considered complex under the regulatory framework is 6.00%. Management believes, as of December 31, 2020 and 2019, that the Credit Union meets all capital adequacy requirements to which it is subject.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 9 - Regulatory Capital (Continued)

As of December 31, 2020, the most recent call reporting period, the NCUA categorized the Credit Union as “*well capitalized*” under the regulatory framework for prompt corrective action. To be categorized as “*well capitalized*” the Credit Union must maintain a minimum net worth ratio of 7.00% of assets. There are no conditions or events since that notification that management believes have changed the Credit Union’s category.

The Credit Union’s actual and required net worth amounts and ratios are as follows:

| | As of December 31, 2020 | | As of December 31, 2019 | |
|--|-------------------------|-----------------------|-------------------------|-----------------------|
| | Amount | Ratio/ Requirement | Amount | Ratio/ Requirement |
| Actual net worth | \$122,148,676 | 9.97% | \$117,838,575 | 11.73% |
| Amount needed to meet the minimum RBNWR requirement | N/A | N/A | \$64,282,685 | 6.40% |
| Amount needed to be classified as “well capitalized” | \$85,786,725 | 7.00% | \$70,309,187 | 7.00% |
| Amount needed to be classified as “adequately capitalized” | \$73,531,479 | 6.00% | \$60,265,017 | 6.00% |

Because the RBNWR is less than the net worth ratio, the Credit Union retains its original category. Further, in performing its calculation of total assets, the Credit Union used the quarter end option, as permitted by regulation.

Note 10 - Fair Value Measurement

Accounting standards establish a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under this guidance are described below.

Basis of Fair Value Measurements

Level 1 - Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the Credit Union has the ability to access at the measurement date. An active market for the asset or liability is a market in which transactions for the asset or liability occur with sufficient frequency and volume to provide pricing information on an ongoing basis.

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 10 - Fair Value Measurement (Continued)

Level 2 - Valuation is based on inputs other than quoted market prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. The valuation may be based on 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 for substantially the full term of the asset or liability.

Level 3 - Valuation is generated from model-based techniques use at least one significant assumption not observable in the market. Level 3 assets and liabilities include financial instruments whose value is determined by using pricing models, discounted cash flow methodologies, or similar techniques.

Assets Measured at Fair Value on a Recurring Basis

Assets measured at fair value on a recurring basis are summarized as follows:

| | Assets at Fair Value as of December 31, 2020 | | | |
|-------------------------------------|---|----------------|----------------|--------------|
| | Level 1 | Level 2 | Level 3 | Total |
| Available-for-sale: | | | | |
| Mortgage-backed securities | \$— | \$541,506 | \$— | \$541,506 |
| Collateralized mortgage obligations | — | 926,394 | — | 926,394 |
| | \$— | \$1,467,900 | \$— | \$1,467,900 |
| | | | | |
| | Assets at Fair Value as of December 31, 2019 | | | |
| | Level 1 | Level 2 | Level 3 | Total |
| Available-for-sale: | | | | |
| Mortgage-backed securities | \$— | \$690,130 | \$— | \$690,130 |
| Collateralized mortgage obligations | — | 2,875,611 | — | 2,875,611 |
| | \$— | \$3,565,741 | \$— | \$3,565,741 |

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 10 - Fair Value Measurement (Continued)

Assets Measured at Fair Value on a Non-Recurring Basis

Impaired Loans

Loans for which the Credit Union has measured impairment are generally based on the fair value of the loan's collateral. Fair value is generally determined based upon independent third-party appraisals of the properties, or discounted cash flows based upon the expected proceeds. These assets are included as Level 3 fair values, based upon the lowest level of input that is significant to the fair value measurements. The fair value consists of the recorded investment less the valuation allowance and/or charge-offs.

Assets measured at fair value on a non-recurring basis:

| | Assets at Fair Value as of December 31, 2020 | | | |
|----------------|---|----------------|----------------|--------------|
| | Level 1 | Level 2 | Level 3 | Total |
| Impaired loans | \$— | \$— | \$6,172,504 | \$6,172,504 |

| | Assets at Fair Value as of December 31, 2019 | | | |
|----------------|---|----------------|----------------|--------------|
| | Level 1 | Level 2 | Level 3 | Total |
| Impaired loans | \$— | \$— | \$5,990,999 | \$5,990,999 |

Note 11 - Related Party Transactions

Loans

In the ordinary course of business, the Credit Union grants loans to certain directors and executive officers. Such loans were approximately \$972,000 and \$586,000 as of December 31, 2020 and 2019, respectively.

Deposits

Deposits of Credit Union directors and executive officers were approximately \$3,531,000 and \$2,198,000 as of December 31, 2020 and 2019, respectively.

* * * End of Notes * * *