



CREDIT UNION
LOAN SOURCE

FIVE THINGS TO CONSIDER WHEN EVALUATING AN AUTO LOAN PARTICIPATION PROGRAM

WHO WE ARE

CULS is a Credit Union Service Organization (CUSO) founded in Atlanta in 2004. Our mission is to help credit unions by augmenting their organic loan production through our unique loan participation program. CULS is a full-service originator and servicer of prime Indirect Auto Loans. Through our monthly flow program, we have provided over \$13 billion in high quality assets to 160+ credit unions across ten states.

WHY CHOOSE US

Credit Union Loan Source (CULS) offers credit unions loan participations originated through a network of franchise auto dealers across twenty-five states. Loans are underwritten to Prime/Super-Prime credit guidelines and are designed to maximize yields. CULS long track record, class leading technology and flexible program offer an attractive option for investing credit unions to generate revenue for their members.

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How long will I have to wait to pool enough money to make a meaningful purchase?

②

Were any loans in your prospective pools originated more than 60 or 90 days ago?

③

Can I trust this seller with my members money?

④

Will this purchase be a drag on my staff?

⑤

Should I just increase my organic originations instead of buying loans?

For more information visit us at
www.buyCULSloans.com

1

How long will I have to wait to pool enough money to make a meaningful purchase?

Our model works more like a subscription, creating a monthly loan flow. It is unique in that we ask all of our participants to invest in our pools on a monthly basis rather than purchasing a set number of loans at one point in time. This structure also benefits participants by creating a low barrier to entry and providing a consistent pipeline of loans that were originated over the previous month. Our minimum investment is just \$250,000 per month with a minimum commitment of 6 months.

2

Were any loans in your prospective pools originated more than 60 or 90 days ago?

CULS pools close every month with purchases being made within days of origination, so yields and credit risk reflect today's market conditions. Your investment is spread across several months vs. one shot which makes it easier for cashflow management.

3

Can I trust this seller with my members money?

The CULS program offers low-risk, high-quality assets that generate strong yields in an asset class that's familiar, auto loans. As a CUSO, CULS is owned by credit unions, and its singular mission is to help credit unions thrive. With a 20-year record and high quality, consistent reporting, you can be rest assured that your members investment is in good hands.

4

Will this purchase be a drag on my staff?

As a flow program, due diligence only needs to be completed once. After your first monthly purchase, the program is lather, rinse, repeat for your staff. CULS offers a turnkey program for investors, we handle all aspects of originations and servicing, in addition, we provide a custom reporting/analytics package each month.

5

Should I just increase my organic originations instead of buying loans?

Obviously, your loans to members are paramount to the long term success of your credit union, and need to be prioritized. But, inspiring members to take new loans can be difficult, especially when high interest rates have made borrowing unattractive for some. CULS focuses on providing revenue to our participants. We benchmark 2-year treasury rates and have a long track record of providing richer returns.

Let CULS help your credit union thrive!

Contact us at: learnmore@culoansource.com