

Quarterly Report

JAN-MAR 2016



HOPE for CREATIVITY

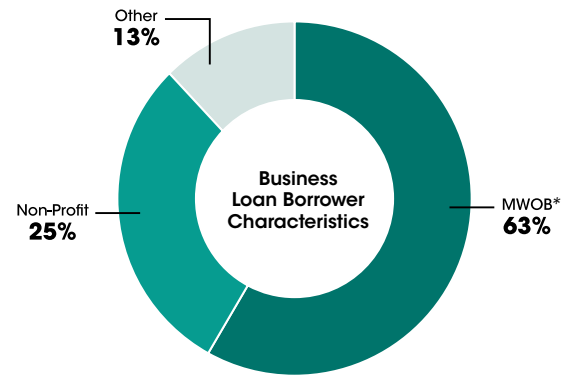
Building a Business in New Orleans, LA

As a young entrepreneur, Matthew looked forward to expanding his wood working business. He founded Matthew Holden Design and specialized in the reclamation and salvaging of materials from New Orleans historic homes. When the opportunity came to expand his studio, his lack of a credit history prevented him from getting financing from a bank. "I've always been kind of a cash business and didn't have a lot

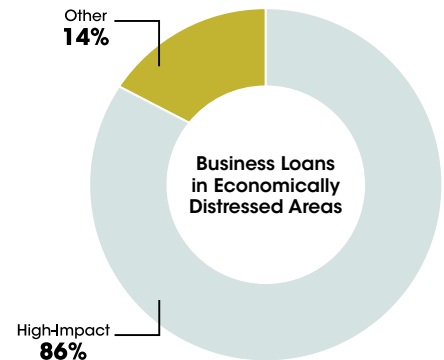
of credit built up. So, it was really hard-to-basically impossible to get a loan through conventional banks." Upon the urging of his family, Matthew came to HOPE. HOPE worked with Matthew to structure a business loan that he could afford to repay while also expanding his business. HOPE's \$215,000 construction loan enabled Matthew to become the proud owner of a new studio that gives him the room to grow his business.

From 1994 through 1st Quarter 2016, HOPE made

954
business loans totaling
\$371 Million



*Minority- and Women-Owned Businesses





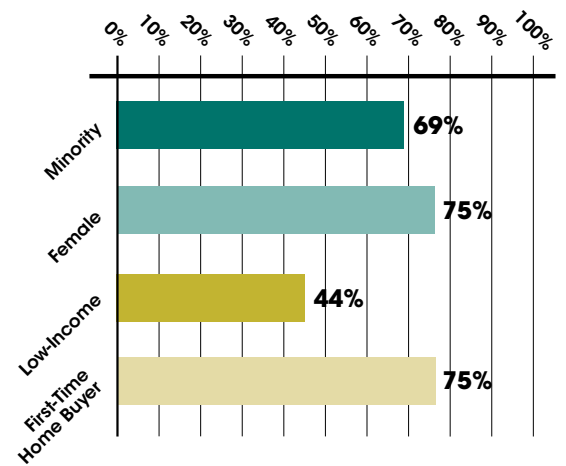
HOPE for FAMILIARITY

Finding a Home in Biloxi, MS

For three years, Thai and Duc searched for a home near their children and grandchildren in Biloxi. Whenever one became available they worried that their mortgage application would be denied due to their age, so they just did not apply. They turned to their church and friends who recommended Hope Credit Union. "Because of my age,

I thought I could not get a house" said Duc. Thai and Duc worked with the team at HOPE's Biloxi branch and learned that age could not be used to evaluate a borrower's ability to repay. In short order, HOPE financed a new home close to their family. "This house is a gift from God. It's a miracle" said Duc.

Mortgage Loan Borrower Characteristics



In the 1st Quarter of 2016, **100%** of HOPE's new mortgage loans were high-impact loans. These are to minorities, female, low-income home buyers and first-time home buyer.

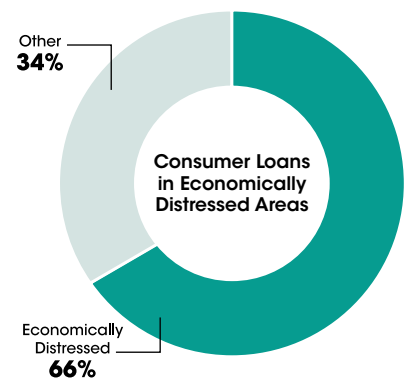


HOPE for STABILITY

Getting Back to Life in New Orleans, LA

Looking to purchase a home, Denise came to HOPE and applied for a mortgage. Unfortunately, due to existing high interest debt, she could not qualify. Rather than turn her away, however, HOPE's team reviewed her overall financial picture and developed a plan for her. First, HOPE refinanced a predatory auto loan.

By refinancing her car loan, her monthly payment was reduced by \$299. Then, Denise used the extra cash to pay off other debts. After following the plan for a year, Denise returned to HOPE to apply for a mortgage. This time HOPE was able to approve the loan and Denise is now a proud homeowner.



In the 1st Quarter of 2016, **69%** of HOPE's consumer loans were credit-builder loans & payday loan alternatives.



HOPE for SECURITY

Starting Over in Memphis, TN

Karen thought she would never be able to have a bank account given her police record, but after working with HOPE she now has both a checking and savings account. "I was in prison for four years," Karen says. "I thought everybody was drug addicts and inmates, basically, because that was the world I lived in for 20 years." After her release, she went to Women Ablaze Ministries' transitional home, where a member of HOPE's Memphis team visited the re-entry program to teach a financial education class. With her new accounts, Karen is setting personal financial goals, and plans to start school to become a certified substance abuse counselor.



Delta Branch Manager Assisting Member with a Consumer Loan

HOPE Named as 2016 Barry & Marie Lipman Family Prize Honoree

Hope Enterprise Corporation was named as an honoree for the 2016 Lipman Family Prize. The annual, global award recognizes organizations that implement innovative approaches to create positive social impact. More than 170 organizations from around the world were considered for the award. As one of three honorees, HOPE will receive a \$50,000 grant and access to executive education, pro-bono consultation from University faculty and staff, peer learning events, and expert- and student-driven research from the Wharton School of Business and the University of Pennsylvania.



US Partnership on Mobility from Poverty

US Partnership on Mobility from Poverty

HOPE CEO, Bill Bynum, was recently invited to join the US Partnership on Mobility from Poverty, a new collaborative aimed at discovering permanent ladders of mobility for the poor. Bill is one of 24 experts, advocates and academics from across the country selected for this initiative funded by the Bill & Melinda Gates Foundation and staffed by the Urban Institute. An independent effort, the Partnership will seek out diverse expertise to examine the causes of persistent poverty and stagnant mobility, and identify breakthrough solutions that can be put into action by philanthropy, practitioners, and the private sector.