



# COMPARE TO COMPETE

A Comparison of Credit Unions and the  
Temenos Infinity Digital Banking Platform

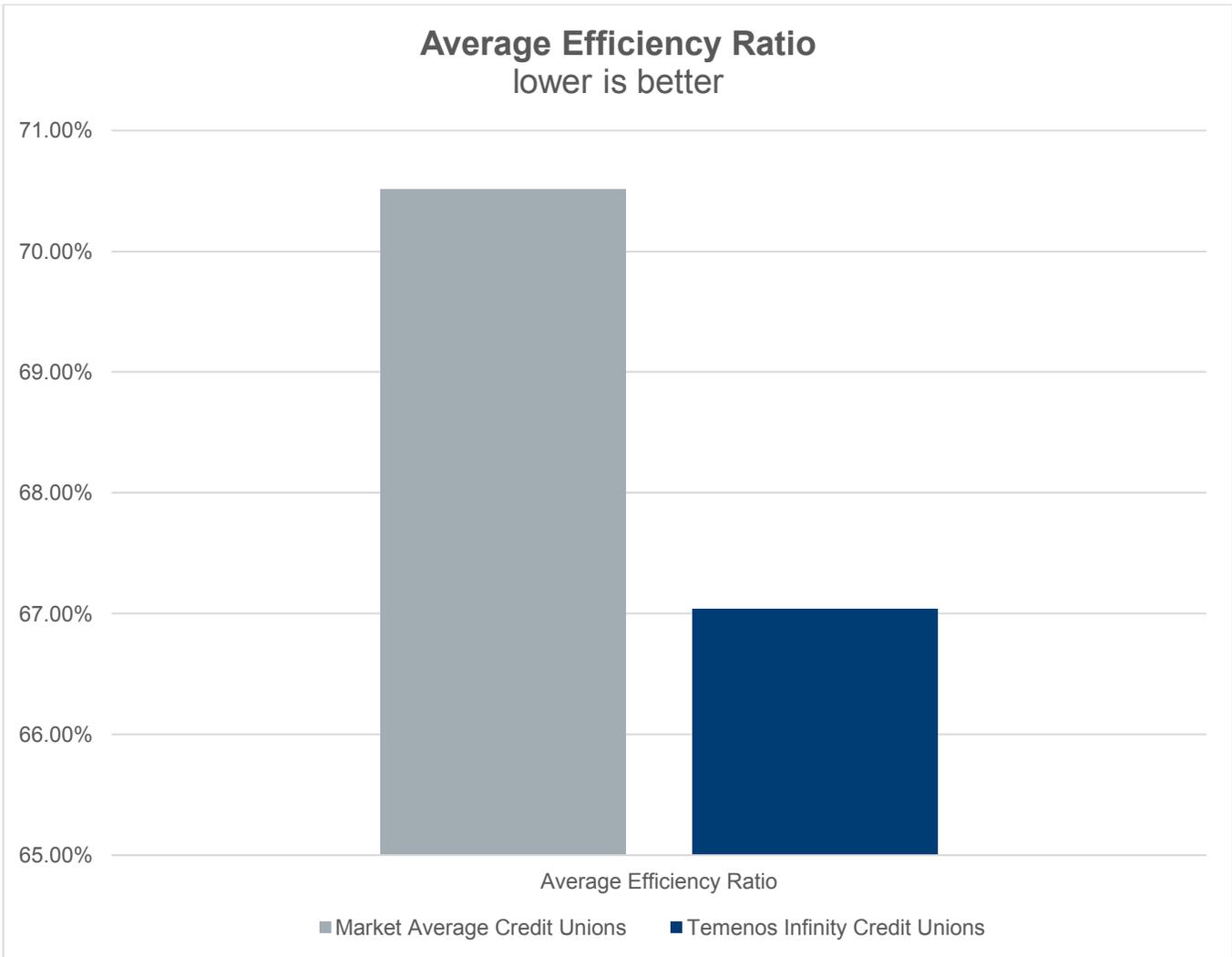
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## Overview

Data and Insights Provider: FedFIS

Methodology: This study compares financial data and vendor information across the US Credit Union space and was commissioned by Temenos Infinity as market research.

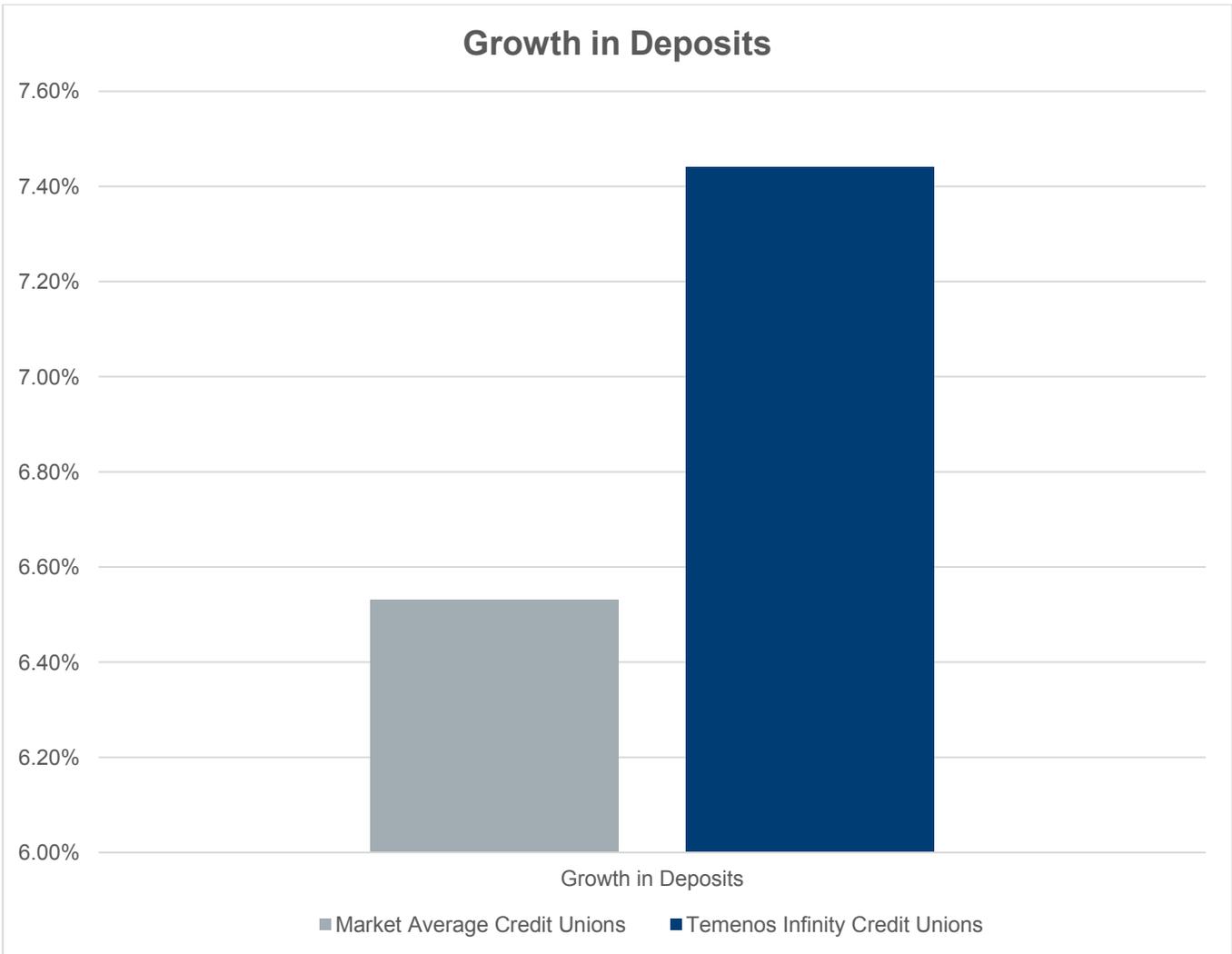
Solution by Company	Market Average Credit Unions	Temenos Infinity
Retail Online & Mobile Banking	Yes	Yes
Business Online & Mobile Banking	No	Yes
Onboarding/New Account Opening	Yes	Yes
Integrated Loan Origination	Yes	Yes
Engagement Digital Banking	No	Yes (Temenos Infinity)
Integrated or Standalone Mobile Wallet/ Cardless Cash/Payments App	No	Yes
Software Development Kit (SDK) Deployment	No	Yes
SaaS Deployment – Hosted	Yes	Yes
SaaS Deployment – On-Premise	No	Yes
Low-Code Deployment	No	Yes
Progressive Web Apps/HTML Software Code	Yes	Yes



**Market Average Credit Unions: 70.51%**  
**Temenos Infinity Credit Unions: 67.04%**

The Average Efficiency ratio is the Credit Union’s cost to produce a new dollar of revenue. The lower the efficiency ratio, the less expensive it is for the Credit Union to produce new revenue.

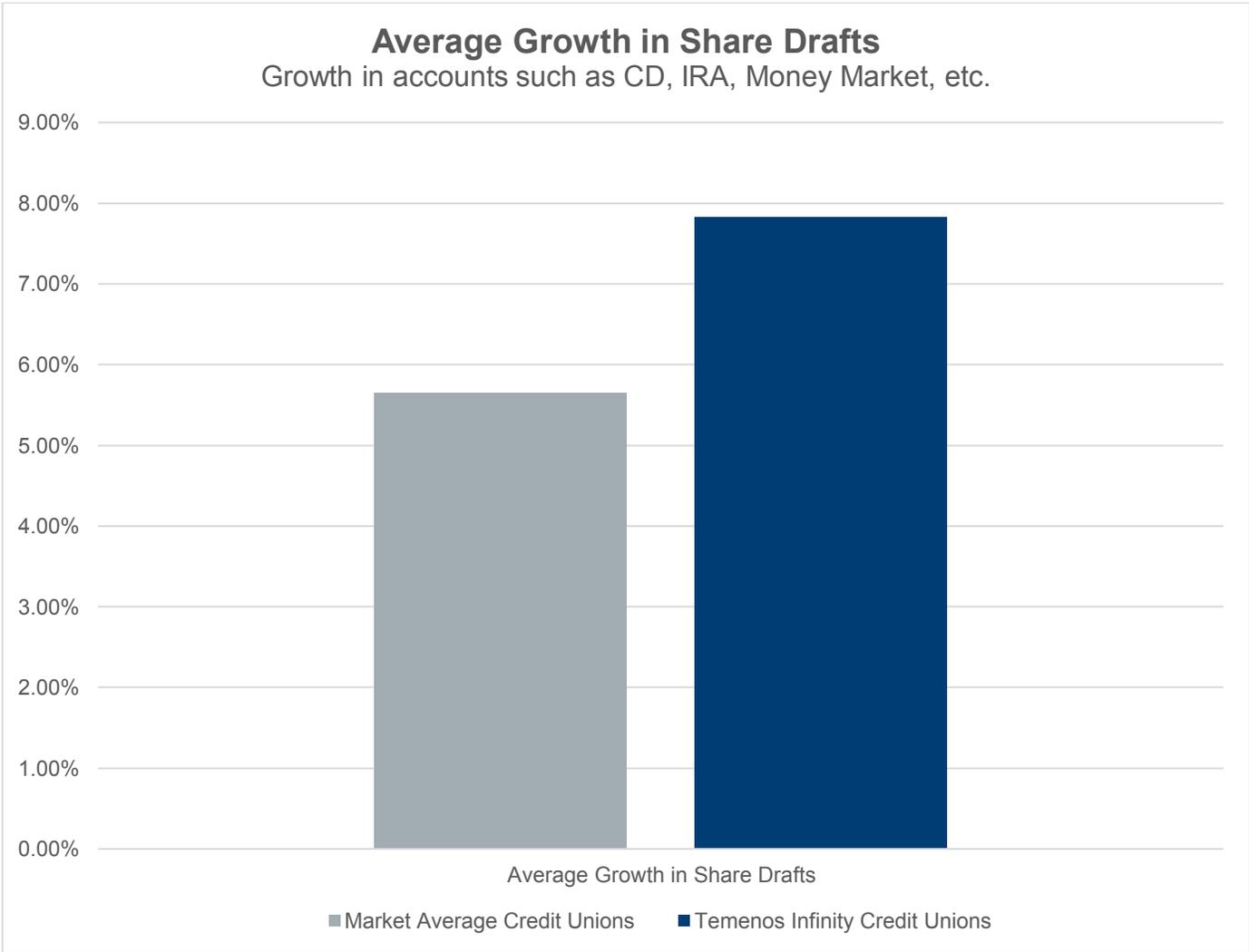
More modern technology can drive more efficient front and back office internal operations at the Credit Union.



**Market Average Credit Unions: 6.53%**  
**Temenos Infinity Credit Unions: 7.44%**

Growth in Deposits is the holy grail; it is the funding mechanism for loans. At a time in good lending, such as today, Credit Unions need to grow deposits to grow loans. It’s also important to look at the Credit Union’s Loans to Deposits Ratio to ensure the Credit Union isn’t exposed and at risk. Simply put, Growth in Deposits is the fuel that goes in the vehicle.

By offering online onboarding and new account opening, Temenos Infinity credit unions can provide their members with seamless new member and new account acquisition; all digitally, without the need for physical branch interactions.

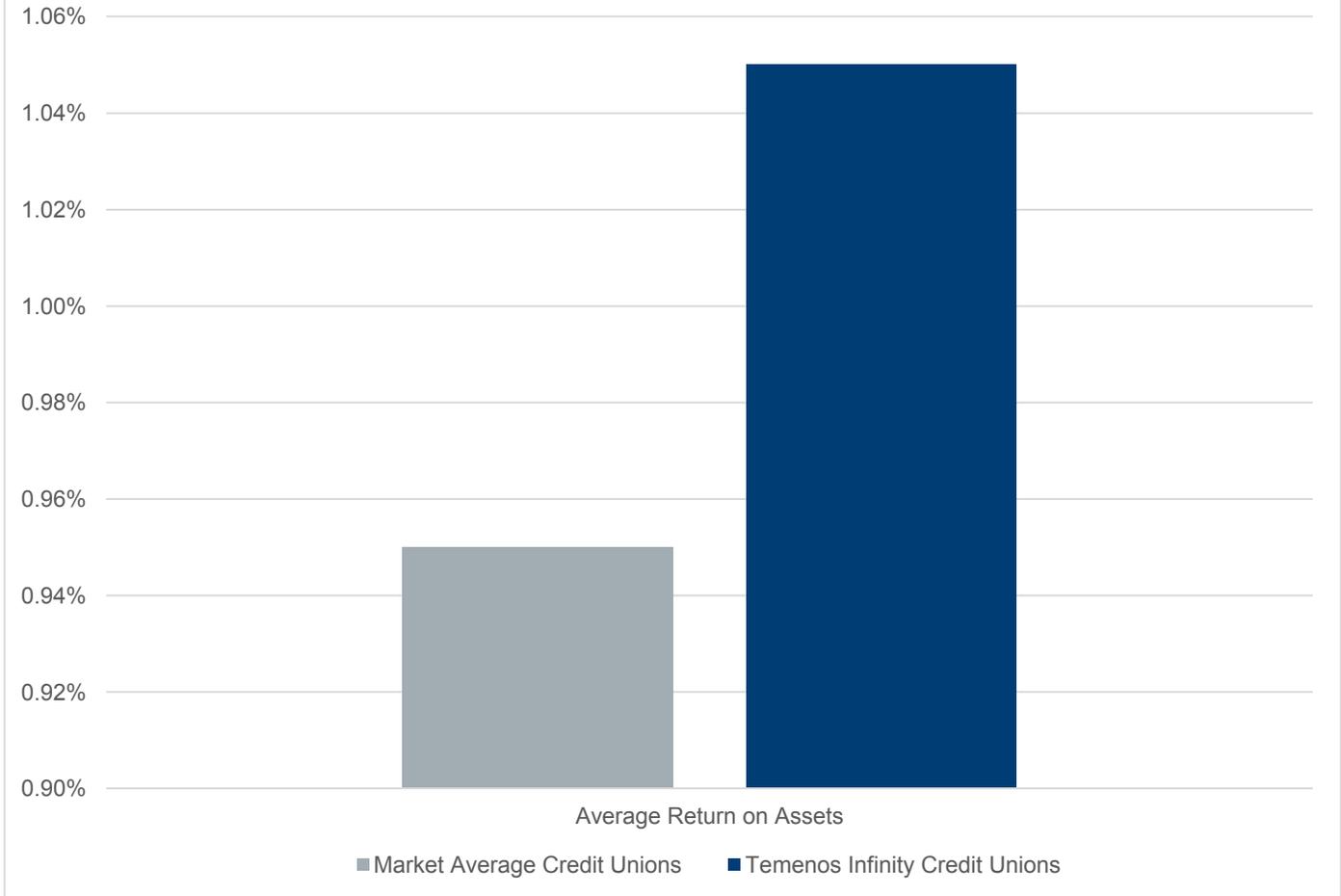


**Market Average Credit Unions: 5.65%**  
**Temenos Infinity Credit Unions: 7.83%**

Growth in Share Drafts illustrates the Credit Union’s growth in high quality deposits. Not only are Credit Unions using Temenos Infinity growing deposits, but they are growing high quality and high net-worth deposits.

By offering easy to use technology, Temenos Infinity credit unions offer digital banking that creates a “sticky” effect for the members. That is, members of these credit unions are more engaged and embedded with their credit union, thus driving more growth in Share Draft Accounts in addition to Deposit Accounts.

### Average Return on Assets Net Income divided by Average Assets

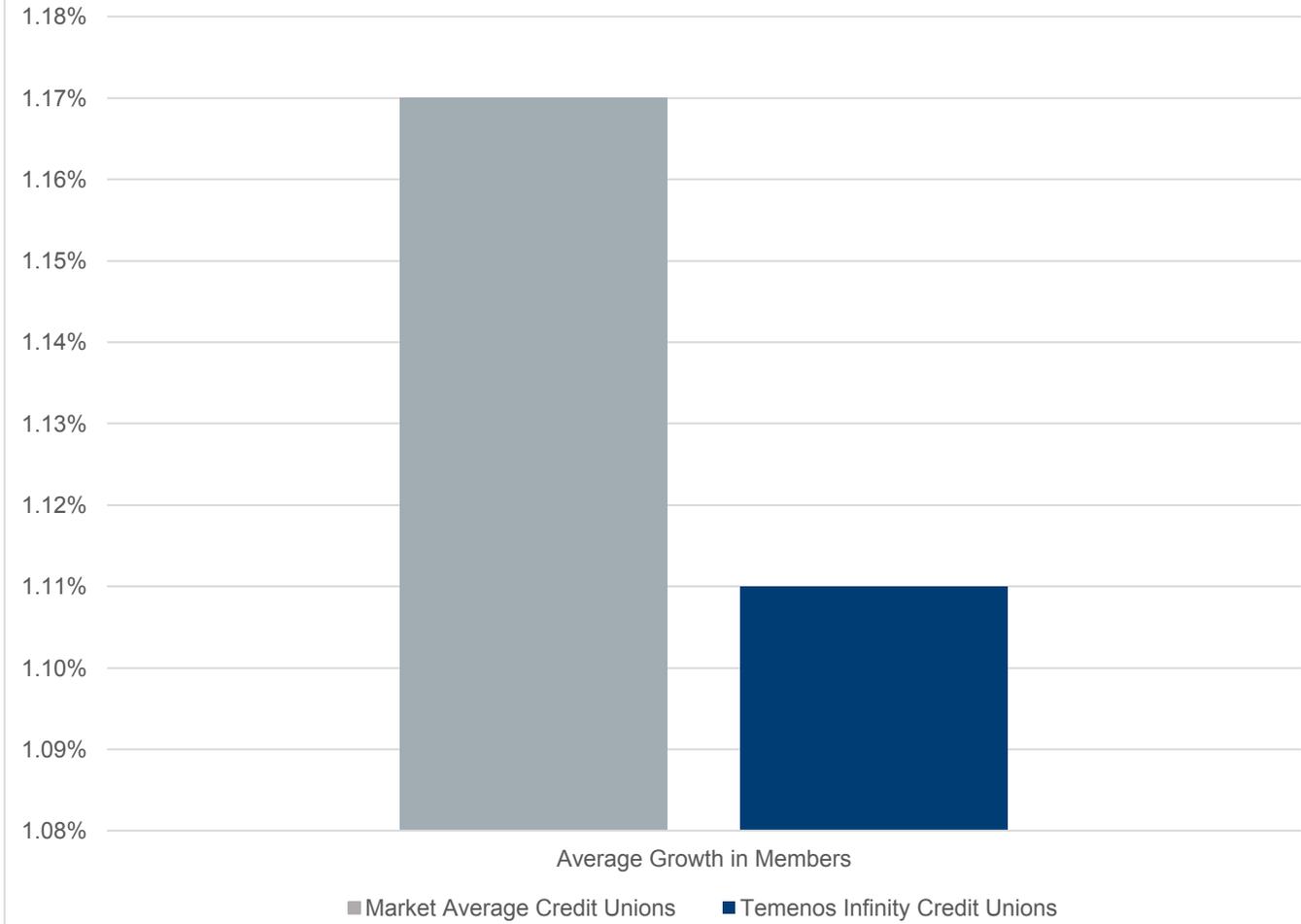


**Market Average Credit Unions: 0.95%**  
**Temenos Infinity Credit Unions: 1.05%**

Return on Assets measures the income a credit union earns on all assets. Credit Unions that have quality deposits (Share Draft Accounts) can make more loans to quality borrowers, thus reflecting higher returns. Non-performing loans hurt the Return on Assets Ratio. Quality deposits correlate to more money per deposit account, better educated account holders, and better account holder adoption of technology.

Credit Unions using Temenos Infinity are attracting and retaining their most profitable members by offering technology that is engaging and easy to use.

## Average Growth in Members



**Market Average Credit Unions: 1.17%**  
**Temenos Infinity Credit Unions: 1.11%**

Growth in Members is simply organic growth. Organic Growth in Members means the Credit Union is bringing in new, outside account holders. A Credit Union that grows their member base organically will grow deposits.

By offering online onboarding and new account opening, Temenos Infinity credit unions can offer their members seamless new member and new account acquisition; all digitally, without the need for physical branch interactions.

## **Closing Remarks**

Without a holistic approach to analyzing these KPIs, one can dispute any of these indicators. However, by looking at the five KPIs together, the results paint a clear picture: Temenos Infinity Credit Unions outperform credit unions using the Industry Average. Temenos Infinity has positioned itself as a strong leader in the Credit Union market by strategically driving results for its credit union clients. By reviewing each Credit Union's incumbent software vendors (Core Processor, Digital Banking, Lending, etc.), their historical financials, and these KPIs, Temenos Infinity is armed to efficiently implement their best of breed technology to the most ideal credit unions.

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