## CU Investment Solutions LLC

Statements of Financial Condition

|  | April 30 |  |  |  | $\begin{aligned} & \text { September 30, } \\ & \hline 2017 \\ & \text { (audited) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 <br> (unaudited) |  | $\begin{gathered} \hline 2017 \\ \text { (unaudited) } \end{gathered}$ |  |  |  |
| Assets |  |  |  |  |  |  |
| Cash | \$ | 466,391 | \$ | 893,907 | \$ | 633,710 |
| Investments, at fair market value |  | 1,222,118 |  | 1,226,980 |  | 1,228,218 |
| Receivables: |  |  |  |  |  |  |
| Commissions |  | 19,575 |  | 58,565 |  | 14,171 |
| Advisory fees |  | 17,031 |  | 17,032 |  | 8,632 |
| Other |  | 2,309 |  | 530 |  | 791 |
| Accrued interest |  | 1,535 |  | 1,535 |  | 724 |
| Total receivables |  | 40,450 |  | 77,662 |  | 24,318 |
| Other assets |  | 51,287 |  | 53,173 |  | 42,863 |
| Total Assets | \$ | 1,780,246 | \$ | 2,251,722 | \$ | 1,929,109 |
| Liabilities and Equity |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |
| Commissions payable | \$ | 141,673 | \$ | 160,203 | \$ | 80,481 |
| Deferred revenue |  | - |  | - |  | - |
| Accounts payable |  | 7,702 |  | 20,083 |  | 14,296 |
| Accrued liabilities |  | 208,887 |  | 127,111 |  | 204,037 |
| Total Liabilities |  | 358,262 |  | 307,397 |  | 298,814 |
| Members' Equity: |  |  |  |  |  |  |
| Members' shares |  | 800,000 |  | 900,000 |  | 800,000 |
| Retained earnings* |  | 621,984 |  | 1,044,325 |  | 830,294 |
| Total Members' Equity |  | 1,421,984 |  | 1,944,325 |  | 1,630,294 |
| Total Liabilities and Members' Equity | \$ | 1,780,246 | \$ | 2,251,722 | \$ | 1,929,109 |

* Net of cumulative capital distributions of $\$ 662,782$ in ' $12, \$ 800,000$ in ' 13 and $\$ 13,869$ in ' 14


## CU Investment Solutions LLC

## Statement of Income (unaudited)

|  | One Month Ended April 30 |  |  |  | Seven Months Ended April 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2017 |  | 2018 |  | 2017 |  |
| Revenue |  |  |  |  |  |  |  |  |
| Corporate agent program | \$ | 206,118 | \$ | 239,432 | \$ | 1,047,208 | \$ | 2,029,464 |
| Financial product sales |  | 108,147 |  | 32,647 |  | 419,152 |  | 251,780 |
| Advisory and other income |  | 19,341 |  | 17,032 |  | 117,221 |  | 103,224 |
| Net interest income |  | 1,469 |  | 1,555 |  | 10,687 |  | 10,949 |
| Total Revenue |  | 335,075 |  | 290,665 |  | 1,594,268 |  | 2,395,417 |
| Net gains (losses) on investment securities |  | 531 |  | (206) |  | $(6,970)$ |  | $(15,141)$ |
| Expenses |  |  |  |  |  |  |  |  |
| Salaries and benefits | \$ | 92,572 | \$ | 87,732 | \$ | 640,955 | \$ | 618,171 |
| Commissions |  | 161,736 |  | 169,270 |  | 792,257 |  | 1,444,061 |
| Professional and outside services |  | 24,048 |  | 23,890 |  | 179,057 |  | 170,589 |
| Office occupancy and administration |  | 7,639 |  | 8,716 |  | 54,399 |  | 55,404 |
| Data processing |  | 5,843 |  | 6,532 |  | 35,507 |  | 38,361 |
| Memberships and registrations |  | 3,604 |  | 5,220 |  | 16,739 |  | 24,598 |
| Travel and incidentals |  | 421 |  | 190 |  | 19,405 |  | 16,617 |
| Insurance and other |  | 8,100 |  | 6,458 |  | 57,291 |  | 44,637 |
| Total Expenses |  | 303,963 |  | 308,008 |  | 1,795,608 |  | 2,412,438 |
| Net Income/(Loss) | \$ | 31,643 | \$ | $(17,549)$ | \$ | $(208,310)$ | \$ | $(32,162)$ |

