



# A Smarter Way for Credit Unions to Manage Risk, Create Liquidity, and Grow

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Introducing the ACUMA Lending Exchange – a powerful, modern liquidity platform designed specifically for credit union originators. Powered by Black Lake's proven technology, this solution transforms how credit unions access secondary market opportunities, manage portfolio risk, and create operational efficiency.

# Why We Built This Platform

ACUMA supports thousands of credit unions nationwide who are actively seeking better access to secondary market liquidity, pricing transparency, and execution optionality. The traditional approach to secondary market transactions has left many credit unions struggling with manual processes, limited buyer networks, and inconsistent pricing methodologies.

Credit unions have historically relied on single-investor relationships, manual rate sheets delivered via email, and lengthy back-and-forth negotiations that delay execution and create uncertainty. This traditional model limits competition, reduces transparency, and makes it difficult for credit unions to achieve best-execution pricing.

The ACUMA Lending Exchange addresses these challenges by providing a unified, turnkey platform where credit unions can price, sell, and transfer loans efficiently through a competitive marketplace designed specifically for their operational needs and regulatory requirements.



# What the Platform Is

The ACUMA Lending Exchange is a multi-buyer trading system that empowers credit union members with unprecedented access to secondary market liquidity. This comprehensive platform enables credit unions to compete in today's dynamic lending environment while maintaining the operational simplicity and compliance standards they require.



## Post Loan Pools

Create and publish loan opportunities with streamlined tape upload and opportunity management tools



## Receive Competitive Bids

Access multiple approved buyers competing simultaneously for your loan pools with transparent pricing



## Execute Best Pricing

Leverage automated best-execution engine to identify optimal pricing and allocation strategies



## Transfer Seamlessly

Complete loan transfers with automated commitment files and streamlined settlement workflows

This was built from the ground up for credit union compliance, operational simplicity, and trusted execution. The platform includes essential features like best-execution pricing engines, daily automated pricing updates, commitment file generation, comprehensive training, and an easy to use portal.



# The Liquidity Value Proposition for Credit Unions

## For ACUMA Members Overall

A centralized marketplace where both sellers and buyers can transact simply, transparently, and without added operational burden or technology complexity.

## For Sellers

### Immediate Liquidity:

Create instant liquidity by selling closed loans into a competitive multi-buyer environment

### Risk Mitigation:

Remove rate-risk exposure associated with warehouse timing and interest rate volatility

### Portfolio Diversification:

Reduce concentration exposure by diversifying across multiple approved buyers

### Price Competition:

Access daily, automated, multi-buyer pricing instead of relying on a single investor relationship

## For Buyers

### Quality Assets:

Access credit union-sourced, high-quality mortgage assets with strong credit profiles

### Automated Workflow:

Receive automated commitments and daily allocations without manual intervention

### Market Access:

Connect with a nationwide network of credit union originators through one platform

# How it Works

## Five Simple Steps to Liquidity

**01**

### Upload Opportunities

Credit unions publish individual loans or complete pools to the ACUMA Portal using simple tape upload tools. The system accepts standard loan tape formats and provides instant validation.

**02**

### Instant Buyer Connectivity

Approved buyers upload comprehensive pricing parameters including rate sheets, eligibility matrices, note-rate grids, and par rates. The system automatically matches opportunities with eligible buyers.

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**04**

### Commit & Transfer

Automated commitment files are generated and delivered daily to all parties. The system handles allocation logic, rate locks, and delivery confirmations seamlessly.

**05**

### Close Outside the Platform

Seller and buyer finalize settlement directly using the established price and terms from the portal. The platform facilitates the transaction without becoming a counterparty.

# Easy-to-Use Interface for CU Teams

The ACUMA Lending Exchange was designed with credit union staff in mind. Whether your team has decades of secondary market experience or is just getting started, the platform provides an intuitive, streamlined experience that reduces training time and eliminates complexity.



## Clean Onboarding

Universal navigation and intuitive user flows make getting started simple and fast



## Simple Tape Upload

Drag-and-drop opportunity creation with automatic field mapping and validation



## One-Click Publishing

Publish opportunities to all eligible buyers instantly with a single action



## Real-Time Dashboards

Live views of bids, pricing, allocations, and buyer eligibility across all opportunities



## Automated Reporting

Daily reporting packages for both sellers and buyers with complete transaction history



## Non-Technical Design

Built specifically for lending and secondary market staff without requiring IT expertise

# Advanced Automation for Power Users

Correspondent-in-a-Box:  
The Complete Solution

For credit unions ready to scale their secondary market operations or launch correspondent lending channels, ACUMA members can adopt the deeper Black Lake workflow automation solution. This optional upgrade transforms the entire loan lifecycle from initial tape receipt through final settlement.

## Complete Workflow Automation

### Tape Cracking & Data Normalization:

LLM-powered auto-mapping handles any tape format and standardizes data instantly

### Automated Pricing & Best-Execution:

Real-time pricing across all buyers with intelligent allocation logic

### QC & Document Ingestion:

125+ automated quality control rules validate every data point and document

### Exception Remediation Portal:

Streamlined workflow for resolving issues quickly and efficiently

### Investor Boarding Files:

Automatic generation of FNMA 3.4 and other investor-specific delivery formats

### Purchase Advice & Treasury:

Complete wire workflow automation from commitment through settlement

**96%**

Faster onboarding compared to traditional manual processes

**99.9%**

Data accuracy automated validation and error detection

**<1hr**

QC Time from tape receipt to completion

# Liquidity Impact: Before vs. After

## Before ACUMA Exchange

### Single Investor Dependency

Limited negotiating power and price discovery

### Narrow Bid Windows

Restricted timing and execution flexibility

### Days to Price & Commit

Lengthy manual processes delay liquidity creation

### Manual Rate Sheets

Email-based pricing creates errors and delays

### Uncertain Market Depth

Limited visibility into buyer appetite and capacity

### Slow Settlement

Extended timelines limit capital recycling

## After ACUMA Exchange

### ✓ Multiple Competing Buyers

Daily competition drives optimal execution

### ✓ Transparent Market Depth

Real-time visibility into all buyer demand

### ✓ Instant Pricing

Automated commitments in minutes, not days

### ✓ Operationally Simple

Streamlined transfer flows eliminate complexity

### ✓ Same-Day Liquidity

Fast execution accelerates capital deployment

### ✓ Balance Sheet Velocity

Improved capital efficiency and portfolio turnover

Transforming Secondary  
Market Operations

# Platform Features Highlight



## Multi-Buyer Bid System

Simultaneous competitive bidding from multiple approved buyers creates true price discovery



## Daily Automated Pricing

Fresh pricing updates every business day ensure market-responsive execution



## Eligibility Filtering

Intelligent matching ensures only qualified buyers see relevant opportunities



## Best-Execution Model

Sophisticated algorithms identify optimal pricing and allocation across all buyers



## Commitment File Automation

Automated generation and delivery of commitment documentation to all parties



## User Management

Granular permissions and role-based access controls for team collaboration



## Real-Time Dashboards

Live analytics and reporting across all transactions and opportunities



## Enterprise Reliability

98% uptime guarantee with monitored service levels and proactive support

# Compliance & Security

Built on a Foundation  
of Trust and Protection

Security and compliance are paramount in financial services. The ACUMA Lending Exchange incorporates enterprise-grade protections and regulatory safeguards that meet the stringent requirements of credit union operations and secondary market transactions.



## GLBA-Aligned Controls

Comprehensive data protection controls aligned with Gramm-Leach-Bliley Act requirements ensure member information privacy and security. Multi-layer encryption protects data in transit and at rest.



## Platform Integrity Monitoring

Continuous monitoring ensures no harmful code or security vulnerabilities. Regular security audits and penetration testing validate system defenses against evolving threats.



## No Counterparty Risk for ACUMA

ACUMA is not exposed to buyer or seller contract risk. All transactions occur directly between credit unions and approved buyers, with ACUMA providing the platform infrastructure only.



## Direct Transaction Model

All contractual obligations and settlement responsibilities remain between the credit union seller and the buyer. The platform facilitates the transaction without becoming a party to the financial commitment.

# Benefits for Credit Union Originators

## Operational Advantages

✓ **Simple**

Removes complexity from secondary marketing operations, allowing teams to focus on origination and member service

✓ **Fast**

Complete the entire workflow from publishing to allocation in minutes instead of days

✓ **Accurate**

Automated calculations, rate sheet application, and margin controls eliminate manual errors

## Strategic Impact



### Diversified Relationships

Build multiple investor partnerships reducing single-buyer dependency risk



### Capital Efficiency

Faster liquidity creation improves balance sheet management and lending capacity



### Portfolio Control

Strategic flexibility to sell what you need, when you need it for optimal portfolio composition



### Liquidity Planning

Predictable execution enhances treasury management and capital deployment strategies



Join the ACUMA Lending Exchange Today

# Transform Your Secondary Market Operations

## Ready to Get Started?

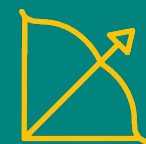
Join hundreds of credit unions already benefiting from the ACUMA Lending Exchange. Our team is ready to help you onboard quickly and start realizing the benefits of competitive secondary market execution.

[Join the Platform](#)



### Start Pricing Loans

Access competitive daily pricing from multiple approved buyers instantly



### Improve Execution

Achieve best-execution pricing through automated market competition



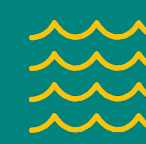
### Increase Liquidity

Create immediate balance sheet liquidity for continued lending growth



### Strengthen Performance

Enhance secondary market results while reducing operational complexity



### Operate with Confidence

Trust in enterprise-grade security, compliance, and ACUMA support