



# **CDIAC-CMTA**

#### **Advanced Public Funds Investing**

#### **Utilizing Callables, Bullets, Step-Ups, and Floaters**

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#### Introduction

#### **Rick Phillips**

- City of Las Vegas Investment Officer 1989-1998
- Clark County Chief Investment Officer 1998-2005
- FHN Main Street President & Chief Investment Officer 2005-Present
- Manage/Consult on \$50+ Billion AUM for States and Local Agencies
- CMTA Investment Policy Review Committee
- CDIAC LAIG Committee
- GIOA Founder





#### **Putting Fundamentals in Your Favor**

#### 7 Habits of Highly Successful Investment Programs

- 1. You Have a Detailed Asset/Liability Matching Model (aka: Cash Flow Model)
- 2. You Have a Responsible Amount of Interest Rate Risk and Credit Risk
- 3. You Don't Try to Time the Market
- 4. You Love Losses and Hate Gains (the unrealized kind)
- 5. You Follow GAAP (Generally Accepted Accounting Principles)
- 6. You Benchmark Your Investment Program and Portfolio in Multiple Ways
- 7. You Provide Quality, Timely, Transparent Reporting





#### **GIOA Model Investment Policy--Primary Objectives**

- **1. Safety of Principal:** Safety of principal is the foremost objective of the [entity's] investment program. Investments by the [designated official] shall be undertaken in a manner that seeks to ensure the preservation of capital in the overall portfolio. To attain this objective, diversification of security types, sectors, issuers, and maturities is necessary in order that potential losses on individual securities do not exceed the income generated from the remainder of the portfolio.
- **2. Liquidity:** The investment portfolio <u>shall be structured to timely meet expected cash</u> <u>outflow needs and associated obligations which might be reasonably anticipated</u>. This objective shall be achieved by matching investment maturities with forecasted cash outflows and maintaining an additional liquidity buffer for unexpected liabilities.
- **3. Investment Income:** The investment portfolio shall be designed to earn a market rate of investment income in relation to prevailing budgetary and economic cycles, while taking into account investment risk constraints and liquidity needs of the portfolio.



## **Portfolio Structures and Strategies**

#### Using Bullets, Callables, Floaters, and Step-Ups

#### **Proactive Management or Buy & Hold Active Management Barbell/Maketing Timing** Market Timing/Relative Value **Cash Flow Matching** Index Matching Maturity Distribution Maturity Distribution Maturity Distribution Maturity Distribution 100% 100% 100% 100% 90% 90% 90% 90% 80.0% 80% 80% 80% 80% 70% 70% 70% 70% 60% 60% 60% 60% 50% 50% 50% 50% 45.0% 40.0% 40% 40% 40% 40% 30.0% 30.0% 30% 30% 30% 30% 24.0% 20.0% 17.5% 17.5% 17.5% 17.5% 16.0% 20% 20% 20% 20% 10.0% 10% 10% 10% 10% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 0% 0% 0% 0% 0-1Y 1-2Y 2-3Y 3-4Y -4-5Y+ 0-1Y 1-2Y 2-3Y 3-4Y -4-5Y+ 0-1Y 1-2Y 2-3Y 3-4Y -4-5Y+ 0-1Y 1-2Y 2-3Y 3-4Y -4-5Y+

**Creating a Stable'r Investment Income** 



**Security Type Selection for Different Strategies** 

#### **Securities to Match Cash Outflows:**

- Bullets
- Floating Rate Notes
- ABS Credit Card (soft bullets)

#### **Securities to Market Time:**

- Bullets
- Callables
- Floating Rate Notes
- Step-Ups/Step-Downs
- Paydowns (ABS/MBS/SBA)
- Bond Mutual Funds
- Floating NAV Funds
- TIPS



#### **Real World Example #1**





#### **Real World Example #2**





#### **Timing The Market**



"It's tough to make predictions, especially about the future."





"The only function of economic (and interest rate) forecasting is to make astrology look respectable." John Kenneth Galbraith, Economist



"The Federal Reserve is currently not forecasting a recession." Ben Bernanke (former Fed Chair), January 10, 2008



"Our ability to forecast is limited". CNBC November 2019



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## How Good is The Fed At Timing the Market?





Source: Bloomberg



#### Long-Term Fed Funds...Lower and Lower and Lower





Source: Bianco

Experts kNOw Better?



# Variety magazine, 1955.



http://www.buzzfeed.com/lukelewis/26-shockingly-bad-predictions#.fanwK6eXE

#### Experts kNOw Better?



# Microsoft CEO Steve Ballmer, 2007.



http://www.buzzfeed.com/lukelewis/26-shockingly-bad-predictions#.fanwK6eXE

# The "Bond King's" Predictions





Jeffrey Gundlach @TruthGundlach

Long maturity US Treasury price action today was consistent with a blowoff momentum top. I suspect buyer's remorse will set in fairly soon.

4:59 PM · 5/29/19

Source: CNBC, Twitte

#### How Did He Do? "Just a Bit Outside"



Source: Bloomberg



#### **Interest Rate Forecasting Makes Astrology...**



Sources: Bloomberg and Philadelphia Fed Survey of Professional Forecasters



#### **Fooled By Randomness**

"Generate a long series of coin flips, producing heads and tails with 50% odds each and fill up sheets of paper. If the series is long enough you may get eight heads or eight tails in a row, perhaps even ten of each. Yet you know that in spite of these wins the conditional odds of getting a head or a tail is still 50%."





#### It's Tough to Time the Bond Market

#### S&P Dow Jones Indices

A Division of S&P Global

# SPIVA<sup>®</sup> U.S. Scorecard

#### Report 11: Percentage of Fixed Income Funds Outperformed by Benchmarks

FUND CATEGORY	COMPARISON INDEX	1-YEAR (%)	3-YEAR (%)	5-YEAR (%)	10-YEAR (%)	15-YEAR (%)
Government Long Funds	Bloomberg Barclays US Government Long	100.00	76.79	98.31	98.73	98.00
Government Intermediate Funds	Bloomberg Barclays US Government Intermediate	94.12	89.47	85.71	85.29	91.07
Government Short Funds	Bloomberg Barclays US Government (1-3 Year)	91.67	84.00	82.14	69.70	82.86
Investment-Grade Long Funds	Bloomberg Barclays US Government/Credit Long	97.65	72.04	98.91	95.97	97.50
Investment-Grade Intermediate Funds	Bloomberg Barclays US Government/Credit Intermediate	50.50	39.90	55.50	51.65	72.68
Investment-Grade Short Funds	Bloomberg Barclays US Government/Credit (1-3 Year)	83.87	37.50	62.12	41.27	68.00





Research

So, When is the Best Time to Buy a Bond?

# WHEN YOU HAVE MONEY!



#### **Portfolio Strategy: Cash Flow Matching**

Can You Use Bullets, Callables, Floaters, and Step-Ups?



Portfolio Value at Month End



#### **Portfolio Strategy: Cash Flow Matching**

Can You Use Bullets, Callables, Floaters, and Step-Ups?







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#### **Structuring to Match Cash Outflows**

#### **Before: .9 Duration**

After: 2.1 Duration





### **Portfolio Strategy: Cash Flow Matching**

Can You Use Bullets, Callables, Floaters, and Step-Ups?







#### It Doesn't Exactly Repeat...But it Really Rhymes

#### **Month End Portfolio Balance**





#### **Real World Example: Shorter Duration vs. Longer Duration**

Using Bullets, Callables, Floaters, and Step-Ups to Manage Duration





#### **Real World Example: Shorter Duration vs. Longer Duration #2**



#### **Average Fiscal Year Yields**

Fiscal Year	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020*	Avg
CC Pool	5.30	5.92	6.15	4.36	2.74	2.06	2.79	3.74	4.57	4.53	3.45	2.21	1.66	1.06	0.77	0.78	0.89	1.08	1.30	1.61	2.14	2.19	2.79
NV LGIP	5.36	5.68	6.13	3.43	2.18	1.53	2.23	3.85	5.12	4.38	2.19	0.66	0.49	0.38	0.31	0.25	0.27	0.43	0.75	1.36	2.26	2.22	2.34
Variance	(0.05)	0.24	0.02	0.93	0.56	0.53	0.56	(0.11)	(0.55)	0.15	1.27	1.55	1.17	0.68	0.47	0.53	0.62	0.64	0.55	0.25	(0.12)	(0.03)	0.45

\*FYTD 2020

#### Avg WAMs: LAIF ~.5 Years, Clark County ~1.8 Years



#### **Optimal Duration: Risk Adjusted Return**

		1/31	L/1990 to 12	/31/2019			
			Avg	Modified	% Retu	of 30Yr	
	Maturity	Avg Yield	Duration	Sharp Ratio	o /% 30Yr		Risk
	3 Mon T-Bill	2.78	0.24		62%	1	3%
	6 Mon T-Bill	2.91	0.48	0.277	65%	1	6%
	1 Yr T-Bill	3.04	0.97	0.271	67%	1	12%
Sweet Spot	2 Yr T-Note	3.35	1.90	0.299	74%	1	24%
	3 Yr T-Note	3.57	2.85	0.277	79%	1	36%
	5 Yr T-Note	3.97	4.45	0.267	88%	1	56%
	10 Yr T-Note	4.52	7.96	0.218	100%	1	100%

#### Benchmark Treasury Modified Sharp Ratio Analysis

(Avg Yield – Risk Free Yield) / Avg Duration = MSR

$(3.33)^{10}$ Zy $(2.76)^{10}$ $(3.13)^{11}$ $(3.36)^{11}$ Zy $(23)^{11}$	(3.35% 2y –	2.78% 3m)	/	1.90 2y	= .299
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3.35% 2yr / 4.52% 10yr = 74%1.90 2Yr / 7.96 10Yr = 24%Yield ComparisonDuration Comparison







#### 1 Year WAM vs. 2 Year WAM





#### 1 Yr WAM vs. 2 Yr WAM: A Long View of Returns

Year	1Y WAM	2Y WAM	Var	Year	1Y WAM	2Y WAM	Var	
1965	4.06	3.90	(0.16)	1992	5.74	7.49	1.75	Treasury Portfolios: 2Yr WAM vs. 1 Yr WAM
1966	4.70	4.30	(0.40)	1993	4.41	6.49	2.08	14
1967	5.05	4.60	(0.45)	1994	4.99	6.03	1.03	
1968	5.28	5.00	(0.29)	1995	6.00	5.84	(0.16)	2Yr WAM 1Yr WAM
1969	6.38	5.73	(0.65)	1996	6.08	5.91	(0.16)	
1970	7.08	6.27	(0.81)	1997	5.91	6.26	0.35	
1971	6.31	6.46	0.15	1998	5.56	5.93	0.37	State of the second sec
1972	5.29	6.50	1.21	1999	5.26	5.71	0.45	
1973	6.24	6.48	0.24	2000	5.81	5.77	(0.04)	
1974	7.57	6.60	(0.97)	2001	5.04	5.29	0.25	
1975	7.56	7.01	(0.56)	2002	3.23	4.87	1.64	
1976	6.85	7.34	0.49	2003	2.20	4.19	2.00	
1977	6.43	7.31	0.88	2004	1.97	3.39	1.42	l a la construction de la constr
1978	7.40	7.44	0.04	2005	3.12	3.27	0.16	
1979	9.06	7.87	(1.18)	2006	4.33	3.60	(0.74)	
1980	10.77	8.91	(1.86)	2007	4.64	4.05	(0.59)	
1981	13.17	10.94	(2.22)	2008	3.34	3.95	0.61	
1982	13.68	12.11	(1.57)	2009	1.48	3.37	1.89	4
1983	11.61	12.34	0.74	2010	0.83	2.56	1.73	
1984	10.91	12.55	1.65	2011	0.60	1.80	1.20	$\Lambda \neq \Lambda $
1985	10.46	11.38	0.93	2012	0.38	1.27	0.89	2
1986	8.07	9.94	1.87	2013	0.29	1.02	0.73	
1987	7.15	9.30	2.15	2014	0.39	0.96	0.57	
1988	7.64	8.35	0.71	2015	0.55	0.98	0.43	0
1989	8.34	7.97	(0.37)	2016	0.74	1.12	0.38	8 6 8 7 8 7 6 8 8 8 6 8 7 8 6 8 7 8 6 8 7 8 9 6 7 8 9 7 8 9 7 8 9 7 8 9 7 8 7 8 6 7 8 7 8 9 7 8 7 8 7 8 7 8 7 8
1990	8.37	8.25	(0.11)	2017	1.12	1.37	0.25	
1991	7.44	8.13	0.69	2018	1.96	1.72	(0.24)	
1Yı		vg Yield=	5.53	2Yı	WAM A	vg Yield=	5.87	2Yr WAM vs. 1Yr WAM Yield = 0.34 Per Year

Notes: 2Yr WAM is the 48 month moving average of the 4yr treasury, the 1Yr WAM is the 24 month moving average of the 2 year treasury. The 4yr treasury is the average of the 3yr and 5yr treasury, since the US Treasury does not issue a 4 yr treasury.

Source: Bloomberg



#### **A Long View of Rates**





#### Which Portfolios Own Callables? Shorter Duration?





#### **Bond Risk Metrics**

**Convexity**: A measure of how much a fixed-income instrument's duration changes when interest rates change. A high convexity indicates greater sensitivity of a bond's price to interest rate changes.

**Duration**: A measure of the timing of the cash flows, such as the interest payments and the principal repayment, to be received from a given fixed-income security. This calculation is based on three variables: term to maturity, coupon rate, and yield to maturity. The duration of a security is a useful indicator of its price volatility for given changes in interest rates. There are three primary types of duration: Macaulay Duration, Modified Duration, and Effective Duration.

**Macaulay Duration** was developed in 1938 by Frederic Macaulay, this form of duration measures the number of years required to recover the true cost of a bond, considering the present value of all coupon and principal payments received in the future. Thus, it is the only type of duration quoted in "years." Interest rates are assumed to be continuously compounded.

**Modified Duration** expands or modifies Macaulay duration to measure the responsiveness of a bond's price to interest rate changes. It is defined as the percentage change in price for a 100 basis point change in interest rates. The formula assumes that the cash flows of the bond do not change as interest rates change (which is not the case for most callable bonds).

**Effective Duration** (sometimes called option-adjusted duration) further refines the modified duration calculation and is particularly useful when a portfolio contains callable securities. Effective duration requires the use of a complex model for pricing bonds that adjusts the price of the bond to reflect changes in the value of the bond's "embedded options" (e.g., call options or a sinking fund schedule) based on the probability that the option will be exercised. Effective duration incorporates a bond's yield, coupon, final maturity and call features into one number that indicates how price-sensitive a bond or portfolio is to changes in interest rates.





#### **Bullet Basics: T-Bill**

B 0 12/31/20 Gov	t	Settings	- Acti	ons 🝷			Ра	ge 1/11	Secu	urity D	)escr	iption:	Bond
									95)	Buy		96) Se	ll
25) Bond Description	on 26)	Issuer Desc	ription										
Pages	Issuer	Informatio	n					Identif	iers				
11) Bond Info	Name	TREASUR	RY BILL					ID Num	nber	91279	96TY	5	
12) Addtl Info	Indust	ry Treasur	y (BCLAS	S)				CUSIP		91279	96TY	5	
14) Guarantors	Securit	y Informat	ion					ISIN		US912	2796	TY52	
1) Bond Ratings	Issue I	Date			01,	/02/2	020	SEDOL	1	BK7K	295		
16) Identifiers	Interes	st Accrues						FIGI		BBG0	OR7T	T3K9	
17) Exchanges	1st Cou	upon Date						Issuan	ce &	Tradi	ng		
18) Inv Parties	Maturi	y Date			12,	/31/2	020	Disc @	Issu	е		1.55	0000
M) Schedules	Floater	Formula				Ν	N.A.	Risk Fa	actor				.961
21) Coupons	Workou	ut Date						Amoun	t Iss	ued	2	26000 (	(MM)
				Secu	rity	Type l	USD	Amoun	t Out	standi	ing 2	26000 (	(MM)
Quick Links	Cpn Fre	equency		Туре		ZERO		Minimu	ım Pi	iece			100
32) ALLQ Pricing	Mty/Re	efund Type	NORMAL	Serie	S			Minimu	ım In	creme	ent		100
3) QKD Quote Recap	Calc Ty	/pe DISC	OUNT					SOMA H	loldir	ngs			N.A.
35) CN Sec News	Day Co	unt	ACT/3	60									
36) HDS Holders	Market	Sector	US GC	VT									
	Countr	y US	Curre	ncy	U	SD							

Source: Bloomberg

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MAIN STREET ADVISORS

#### **Are T-Bills and Discount Notes Legal Investments?**

#### **53601.6.** Prohibited Securities

(a) A local agency shall not invest any funds pursuant to this article or pursuant to Article 2 (commencing with Section 53630) in inverse floaters, range notes, or mortgage-derived, interest-only strips.

(b) <u>A local agency shall not invest any funds pursuant to this article or pursuant to Article 2 (commencing</u> with Section 53630) in any security that could result in zero interest accrual if held to maturity. However, a local agency may hold prohibited instruments until their maturity dates. The limitation in this subdivision shall not apply to local agency investments in shares of beneficial interest issued by diversified management companies registered under the Investment Company Act of 1940 (15 U.S.C. Sec. 80a-1 et seq.) that are authorized for investment pursuant to subdivision (I) of Section 53601.



#### LAIG Info



Some investments, such as straight floaters or floating rate notes that are not otherwise prohibited have the potential to result in zero interest accrual. Before purchasing these types of investments, the local agency should evaluate all possible outcomes, and, as a safeguard, should consider including in its investment policy a statement establishing an acceptable positive spread or floor for all securities, which pay interest based on a spread to an index.



#### **Bullet Basics: T-Note**

T 1 <sup>3</sup> 4 12/31/24 0	ovt Settings 🗸	Actions 🝷	Ра	ge 1/11 Sec	urity Description: Bond
				95)	Buy 96) Sell
25) Bond Description	on 20 Issuer Descri	ption			
Pages	<b>Issuer Information</b>			Identifiers	
11) Bond Info	Name US TREAS	JRY N/B		ID Number	912828YY0
12) Addtl Info	Industry Treasury	(BCLASS)		CUSIP	912828YY0
B) Covenants	Security Informatio	n		ISIN	US912828YY08
15) Bond Ratings	Issue Date		12/31/2019	SEDOL 1	BKRM495
16) Identifiers	Interest Accrues		12/31/2019	FIGI	BBG00R4RS6F6
17) Exchanges	1st Coupon Date		06/30/2020	Issuance &	Trading
18) Inv Parties	Maturity Date		12/31/2024	Issue Price	99.971399
19) Fees, Restrict	Floater Formula		N.A.	<b>Risk Factor</b>	4.793
20) Schedules 21) Coupons	Workout Date		12/31/2024	Amount Iss	ued 41000 (MM)
<b>2</b> , 000p0110	Coupon 1.750	Secur	ity Type USN	Amount Out	tstanding 41000 (MM)
Quick Links	Cpn Frequency S/A	А Туре	FIXED	Minimum P	iece 100
32) ALLQ Pricing	Mty/Refund Type N	ORMAL Serie	s 🔶	Minimum Ir	ncrement 100
33) QRD Quote Recap	Calc Type STREE	<b>CONVENTION</b>		SOMA Holdi	ngs N.A.
34) CAUS COLD ACTON 35) CN Sec News	Day Count	ACT/ACT			
36) HDS Holders	Market Sector	US GOVT			
	Country US	Currency	USD		



#### **Bullet Basics: T-Note Cash Flow**

T 1 <sup>3</sup> <sub>4</sub> 12/31/24 Gov	/t 1) Expor	t 97) Settings		Cash	Flow Analysis
100-24 <sup>1</sup> /100-24+	1.591/1.590 CBE	3T@ 01/03		95) Buy	96) Sell
				BBID	912828YY0
2) Cash Flows 3) Pr	esent Values 4 Distre	essed Analysis			
Price 100-	-00 Settlement 01/	/06/20 🗀 Issue	12/31/2019	Maturity	12/31/2024
Yield 1.7499	75 to Worst 🔹 12/	/31/24 🗎 🙆 100.0	00000	Face Amt	1000 M 🔻
Payment Date	Interest		Principal		Total
06/30/2020	8,750.00		0.00		8,750.00
12/31/2020	8,750.00		0.00		8,750.00
06/30/2021	8,750.00		0.00		8,750.00
12/31/2021	8,750.00		0.00		8,750.00
06/30/2022	8,750.00		0.00		8,750.00
12/31/2022	8,750.00		0.00		8,750.00
06/30/2023	8,750.00		0.00		8,750.00
12/31/2023	8,750.00		0.00		8,750.00
06/30/2024	8,750.00		0.00		8,750.00
12/31/2024	8,750.00	1,0	00,000.00		1,008,750.00



#### **Does Coupon Reinvestment Affect YTM?**

JOURNAL OF ECONOMICS AND FINANCE EDUCATION • Volume 7 • Number 1 • Summer 2008 48

# Yield-to-Maturity and the Reinvestment of Coupon Payments

Shawn M. Forbes, John J. Hatem, and Chris Paul<sup>1</sup>

#### ABSTRACT

This note addresses a common misconception, found in investment texts and popular investment education literature, that in order to earn the yield to maturity on a coupon bond an investor must reinvest the coupon payments. We identify a sample of text and professional sources making this claim, demonstrate that yield to maturity entails no assumption of coupon reinvestment, discuss a cause for this confusion and offer a possible remedy.

https://www.economics-finance.org/jefe/econ/ForbesHatemPaulpaper.pdf





#### **Bullet Basics: 5 Yr T-Note**

T 1 <sup>3</sup> <sub>4</sub> 12/31/24 Govt Set	ttings 🔹		١	/ield and Spread /	Analysis
				95) Buy 96	) Sell
1) Yield & Spread 2) Yields 3) Gr	aphs 4 P	Pricing 5) Des	scription 6) Cust	om	
T 1 <sup>3</sup> <sub>4</sub> 12/31/24 (912828YY0)		Risk			
Price 100-00 (100.00	)	Duration			4.809
Settle 12/31/19 d Maturity	12/31/2	2024 Modified	Duration		4.768
		Risk			4.768
Street Convention	1.75	00 Convexit	y		0.257
Treasury Convention	1.75	00 DV 🔹 01	on 1MM		477
True Yield	1.75	00 YV 🔹 0.0	31	0	.00655
Equiv 1 Vr Compound	1.75	77 Invoice			
Japanese Yield (Simple)	1.75	00 Face			1,000 M
Mmkt (Act/ 360 • )		Principal		1,000,	00.00
Current Yield	1.7	750 Accrued	(0 Days)		0.00
		Total (U	SD)	1,000,0	00.00
After Tax (Inc 40.800 % CG 23.800 %)	1.(	0360			
Issue Price = 99.971. Bond Purchas	sed at Par.				



Source: Bloomberg

#### **Bullet Basics: 2 Yr T-Note**

T 1 5 12/31/21 Govt	Settings 🔹		Yield and Sp	oread Analysis
			95) Buy	%) Sell
1) Yield & Spread 2) Yields 3)	Graphs 4 Pricin	g 5) Description	6) Custom	
T 1 <sup>5</sup> / <sub>8</sub> 12/31/21 (912828YZ7)		Risk		
Price 100-00 (100.	.00)	Duration		1.976
Settle 12/31/19 🖬 Matur	ity 12/31/202	Modified Duration		1.960
		Risk		1.960
Street Convention	1.6250	Convexity		0.048
Treasury Convention	1.6250	DV v 01 on 1MM		196
True Yield	1.6250	YV v 0.031		0.01594
Equiv 1 🗸 /Yr Compound	1.6316	Invoice		
Japanese Yield (Simple)	1.6250	Face		1,000 M
Mmkt (Act/ 360 • )		Principal		1,000,000.00
Current Yield	1.625	Accrued (0 Days)		0.00
		Total (USD)	1	L,000,000.00
After Tax (Inc 40.800 % CG 23.800	<b>%)</b> 0.9620	)		
Issue Price = 99.945. Bond Purc	hased at Par.			



#### **Bullet Basics: Spreads to Treasuries**



Source: Bloomberg

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#### **Bullet Basics: 3Yr Spreads to Treasuries**

SIZE	CUSIP	ISSUE	SPRD	BENCH	YTM	ISPD	<u>GSPD</u>	NOTE
10MM+	3135G0W33	FNMA 1 3/8 09/06/22	2	3YR	1.611%	-1.2	2.5	BMARK
2MM+	313380GJ0	FHLB 2 09/09/22	1.5	3YR	1.606%	-1.7	1.9	ТАР
25MM+	3133ELGN8	FFCB 1.6 10/13/22	2	3YR	1.611%	-1.0	2.3	MTN
20MM+	3133EA7E2	FFCB 1.96 11/07/22	1.5	3YR	1.606%	-1.4	1.7	MTN
25MM+	313381BR5	FHLB 1 7/8 12/09/22	2	3YR	1.611%	-0.7	2.0	ТАР
SOLD	3133ELGU2	FFCB 1.55 01/10/23	1.5	3YR	1.606%	-1.0	1.4	MTN
25MM+	3133ELHZ0	FFCB 1.6 07/17/23	1.5	3YR	1.606%	-1.2	-0.5	MTN
10MM+	3130A3VC5	FHLB 2 1/4 12/08/23	2.5	3YR	1.616%	-0.4	-1.0	MTN
2MM	3133EH2U6	FFCB 2.35 12/12/23	3	3YR	1.621%	0.1	-0.5	MTN
5MM+	3133ELFW9	FFCB 1.71 01/02/24	3.5	3YR	1.626%	0.5	-0.2	MTN
20MM+	3133ELGV0	FFCB 1.55 01/10/24	2.5	3YR	1.616%	-0.5	-1.3	MTN



#### **Bullet Basics: 5Yr Spreads to Treasuries**

SIZE	CUSIP	ISSUE	SPRD	BENCH	YTM	ISPD	GSPD	NOTE
10MM+	3135G0V34	FNMA 2 1/2 02/05/24	-0.5	5YR	1.641%	1.9	1.1	BMARK
10MM+	3135G0V75	FNMA 1 3/4 07/02/24	0	5YR	1.646%	1.6	0.9	BMARK
10MM+	3135G0ZR7	FNMA 2 5/8 09/06/24	-1	5YR	1.636%	0.3	-0.5	BMARK
5MM+	3130A2UW4	FHLB 2 7/8 09/13/24	2	5YR	1.666%	3.2	2.5	ТАР
10MM+	3135G0W66	FNMA 1 5/8 10/15/24	1.5	5YR	1.661%	2.5	1.8	BMARK
10MM+	3130A3GE8	FHLB 2 3/4 12/13/24	2	5YR	1.666%	2.7	2.0	ТАР
10MM+	3135G0X24	FNMA 1 5/8 01/07/25	4	5YR	1.686%	4.6	3.8	BMARK
3MM+	3133EEWP1	FFCB 2.37 04/01/25	7	5YR	1.716%	7.0	5.4	MTN
15MM+	3130A5R35	FHLB 2 7/8 06/13/25	9	5YR	1.736%	8.4	6.1	TAP
2MM+	3133EHXQ1	FFCB 2 1/4 09/08/25	12	5YR	1.766%	10.9	7.7	MTN
2MM+	3133EKSU1	FFCB 2.08 10/01/25	13	5YR	1.776%	11.7	8.3	MTN
20MM+	3130AEB74	FHLB 3 1/8 12/12/25	13.5	5YR	1.781%	11.7	7.5	TAP
5MM+	3130A6ZQ3	FHLB 2 5/8 12/12/25	13	5YR	1.776%	11.2	7.1	TAP



#### **Bullet Basics: 5Yr+ Spreads to Treasuries**

SIZE	CUSIP	ISSUE	SPRD	BENCH	YTM	ISPD	GSPD	NOTE
5MM+	3135G0K36	FNMA 2 1/8 04/24/26	1	7YR	1.767%	9.3	4.2	BMARK
???	3134A1Z60	FHLMC 6.93 06/01/26	8.5	7YR	1.842%	16.5	11.1	MTN
10MM+	3135G0Q22	FNMA 1 7/8 09/24/26	4.5	7YR	1.802%	11.6	5.6	BMARK
10MM+	3133ELCU6	FFCB 1.78 12/09/26	14	7YR	1.897%	20.4	14.1	MTN
5MM+	3130A9YY1	FHLB 2 1/8 12/11/26	14.5	7YR	1.902%	20.9	14.5	ТАР
1MM+	3133EJDF3	FFCB 3.06 02/16/27	17	7YR	1.927%	22.9	16.4	MTN
4MM+	3133EHC84	FFCB 2.57 03/03/27	15	7YR	1.907%	20.8	14.3	MTN
5MM+	3130A3DU5	FHLB 3 03/12/27	15	7YR	1.907%	20.7	14.2	ТАР
4MM+	3133EJW21	FFCB 3.4 11/23/27	14	7YR	1.897%	17.5	11.3	MTN
50MM+	3133ELHN7	FFCB 2.03 01/21/28	25	7YR	2.007%	28.1	21.8	MTN
SIZE	CUSIP	ISSUE	SPRD	BENCH	YTM	ISPD	GSPD	NOTE
2MM+	313382GT4	FHLB 3 03/10/28	13.5	10YR	1.976%	24.4	18.1	TAP
1MM+	3133EKEZ5	FFCB 2.72 03/28/28	15	10YR	1.991%	25.8	19.4	TAP
10MM+	3133EHWF6	FFCB 2.65 08/25/28	18	10YR	2.021%	27.5	21.0	MTN
5MM+	3133EK6Q4	FFCB 1.94 11/13/28	18	10YR	2.021%	26.8	20.3	MTN
10MM+	3130AFFX0	FHLB 3 1/4 11/16/28	14	10YR	1.981%	22.8	16.3	GLOBAL
5MM+	3133EHZ48	FFCB 2.77 12/04/28	18	10YR	2.021%	26.6	20.2	MTN
25MM+	3130AHVE0	FHLB 2 12/08/28	19	10YR	2.031%	27.5	21.1	MTN
25MM+	3133ELEH3	FFCB 2 12/18/28	19	10YR	2.031%	27.5	21.1	MTN
10MM+	3133EJCH0	FFCB 3.2 02/09/29	15	10YR	1.991%	23.1	16.7	MTN
5MM+	31359MEU3	FNMA 6 1/4 05/15/29	14	10YR	1.981%	21.3	15.1	BMARK
5MM+	3130AGDY8	FHLB 2 3/4 06/08/29	20.5	10YR	2.046%	27.6	21.5	ТАР
3MM+	3133EHQU0	FFCB 2.83 07/06/29	22	10YR	2.061%	28.8	22.8	MTN
10MM+	3130AGUW3	FHLB 2 1/8 09/14/29	20.5	10YR	2.046%	26.7	20.8	TAP
10MM+	3133ELBN3	FFCB 1.95 11/27/29	21	10YR	2.051%	26.6	20.8	MTN
3MM+	3133EGL86	FFCB 2.86 11/28/29	22	10YR	2.061%	27.6	21.8	MTN
50MM+	3130AHKT9	FHLB 2 1/8 12/14/29	23.5	10YR	2.076%	29.0	23.2	TAP



#### **Floater Features**

95) Acti	ons 🔹	96) <i>I</i>	Alerts 🔹	97) S	ummary	98	) Set I	Homepag	je 9	9) Expo	rt 🔹		New Issue	Monitor
Selectio	on *	VIM2-A	gency (N	IIM2)		•	1)	Show Fil	ters	2)	Clear	Filters	Issues	
Real	Time	• Iss	ue Histor	y Da	ite Rang	e 1	1/05	/19 🖽 -	01	/04/20		6) My N	ew Issues	NIMY »
Date	e↓Iss	suer		Со	upon	Mat	turity	Spread	Curr	Outst	Book	Mgr	Note	
				Flo	bati 🔹		All	All 🔹	US -	All 🔹				
101) 12/	27 FEI	d Farm	CREDIT		FRN	07/0	)2/21		USD	50	FCS-s	sole	0 01/02/2	0
102) 12/	23 FEI	d Farm	CREDIT		FRN	01/0	)3/22		USD	100	TDSE	C-sole	01/03/20	
103) 12/	12 FEI	d Farm	CREDIT		FRN	05/2	20/21		USD	75	BNYM	I,MIZ	12/20/19	
104) 12/	11 FAI	RMER M	1AC		FRN	06/1	14/21		USD	25	CF-so	ole	0 01/02/2	0
105) 12/	10 FEI	d Farm	CREDIT		FRN	12/1	10/21		USD	540	JOIN	t leads	0 12/12/1	9
106) 12/	5 FEI	d Farm	CREDIT		FRN	12/1	16/20		USD	200	DAIW	A,FCS	0 12/16/1	9
107) 12/	5 FEI	d Farm	CREDIT		FRN	09/1	16/20		USD	150	DAIW	A-sole	12/16/19	
108) 12/	3 FEI	d Farm	CREDIT		FRN	12/1	12/22		USD	466 <b>.</b> 75	JOIN	t leads	0000	
109) 12/	3 FEI	d Farm	CREDIT		FRN	12/0	)9/22		USD	500	JOIN	t leads	12/09/19	
110) 11/	25 FEI	d Farm	CREDIT		FRN	11/(	)2/21		USD	500	DAIW	A,FCS	0 12/02/1	9
111) 11/	22 FEI	d Farm	CREDIT		FRN	05/0	)3/21		USD	375	JOIN	t leads	12/03/19	
112) 11/	19 FEI	d home	LN BANK	(	FRN	05/2	20/21		USD	50	FCS-s	sole	11/20/19	
113) 11/	15 FEI	d Farm	CREDIT		FRN	06/1	14/21		USD	550	TDSE	C-sole	INCREASE	
114) 11/	14 FEI	d Farm	CREDIT		FRN	11/1	18/21		USD	355	JOIN	t leads	11/18/19	
115) 11/	13 FEI	D FARM	CREDIT		FRN	03/1	17/21		USD	600	CITI-	sole	0 11/19/1	9
116) 11/	13 FEI	D FARM	CREDIT		FRN	11/1	18/21		USD	650	BCLY	,DAIWA	0000	
117) 11/	8 FEI	D FARM	CREDIT		FRN	06/1	15/20		USD	50	CF,RE	BCCM	00 11/15/	19
118) 11/	5 FEI	D FARM	CREDIT		FRN	11/(	)7/22		USD	383	JOIN	T LEADS	11/07/19	

Floating Indexes: LIBOR, SOFR, Fed Funds Effective, T-Bill, Prime Rate





#### **Floating Rate Indexes**





#### **SOFR Shenanigans: September Jump**





#### **Floater Features: Spread**

FFCB Float 06/10/	<mark>′20 Cor</mark> Settings <del>→</del> Actions →	Page	1/12 Security	Description: Bond				
		94)Notes 📄	95) Buy	96) Sell				
25) Bond Description	25) Bond Description 20 Issuer Description							
Pages	Issuer Information		Identifiers					
11) Bond Info	Name FEDERAL FARM CREDIT B	ANK	ID Number	AZ0159857				
12) Addtl Info	Industry Government Sponsored (	(BCLASS)	CUSIP	3133EKQB5				
14) Covenants	Security Information		ISIN	US3133EKQB52				
15) Guarantors	Mkt Iss US Domestic		Bond Ratings					
16) Bond Ratings	Country US Currence	y USD	Moody's	Aaa				
17) Identifiers	Rank Unsecured Series	0	S&P	NA				
18) Exchanges	Coupon 1.700130 Type	Floating	Composite	NR				
19) Inv Parties	Formula MONTHLY US LIBOR -1.50	000						
2) Schedules	Day Cht ACT/360 Iss Pric	e 100.00000	Issuance & Tr	ading				
22) Coupons	Maturity 06/10/2020		Amt Issued/0	utstanding				
Quick Links	BULLET		USD	350,000.00 (M)/				
32) ALLQ Pricing	Iss Sprd		USD	350,000.00 (M)				
33) QRD Qt Recap	Calc Type (21)FLOAT RATE NOTE		Min Piece/Inc	rement				
STICACS Corn Action	Pricing Date	06/04/2019	1,000.0	00 / 1,000.00				
36) CF Prospectus	Interest Accrual Date	06/10/2019	Par Amount	1,000.00				
37) CN Sec News	1st Settle Date	06/10/2019	Book Runner	DAIWA-sole				
38) HDS Holders	1st Coupon Date	07/10/2019	Reporting	TRACE				



#### **Floater Features: Monthly Reset**

FFCB Float 06/10/	<mark>/20 Cor</mark> Settings <del>→</del> Actions	-	Page 12/12	Security De	escription: Bond	
		94) Notes	Ê	95) Buy	96) Sell	
25) Bond Description	on 20 Issuer Description					
Pages	Coupons					
11) Bond Info	Coupon Information					
12) Addtl Info	Benchmark US0001M	Benchm	ark Fred	Monthly		
B) Reg/Tax	Fix Frequency Monthly	Next Co	upon Date	01/10/20	)20	
14) Covenants	Paving Agent	Prev Co	upon Date	12/10/20	)19	
16) Bond Ratings	Pay Calendars US	Can		Floor	0	
17) Identifiers	Refix Calendars FN	Margin	-15	Reset Da	vs Prior 2	
18) Exchanges	Current Coupon 1 70013 Lockout 4					
19) Inv Parties	Last Irrog Con Normal	Con Conv. Mod-Unadi Con Freq. Monthly				
20) Fees, Restrict	Last meg oph Normat	срп соп			Montinty	
21) Schedules	Table View Chart View					
2) Coupons Quick Links	Dest Coupon Posets			Margin List	051	
3) ALLO Pricing	Past Coupoil Resets	Data	r		Ul y Marrein	
3) QRD Qt Recap	Accruat Start	Rate	l	Jale	Margin	
34) TDH Trade Hist	01/10/2020	4 70040				
35) CACS Corp Action	12/10/2019	1./0013				
36) CF Prospectus	11/10/2019	1.74300				
37) CN Sec News	10/10/2019	1.92375				
38) HDS Holders	09/10/2019	2.03400				
6) Send Bond	08/10/2019	2.18588				
	07/10/2019	2.36438 -				



#### **Floater Features: Trading Convention**

FFCB 0 06/10/20 Corp	Settings 🔹		Yield and Sprea	ad Analysis
99.979/100.032 3.749/-8	3.520 BVAL@ 1,	/ 3/	95) Buy	96) Sell
1) Yield & Spread 2) Yields	3) Graphs 4) Price	ing 5) Description 6	6) Custom	
FFCB Float 06/10/20 ( 3133	EKQB5)	M/M Equiv to Next Fi	x Floater Cp	n History
Price 100.0320 S	ettle 01/06/20	🗎 💿 ACT/360 🛛 🔍 ACT/	/365 Date	e Rate
DM (bp) -8.519877 to	o Wst 🔻	Price at Refix 100.	.02955 <sup>4</sup> 12/10/19	1.70013
Workout 06/10/2020 @	100.00	on 01/10/2020	4 Days 01/10/20	0.00000
Т	rade 01/03/20	20 Mmkt 1.4	477616	
Neutral Price	100.029554			
Adjusted Price	100.030502	Risk		
			To 01/10/20	OAS
Adjusted Simple Margin (bp	<b>p)</b> -8.536	Mod Duration	0.011	0.422
Adjusted Total Margin (bp	<b>p)</b> -8.589	Risk	0.011	0.423
Spread For Life (bp	-9.005	Convexity	0.000002	0.003883
		DV 01 on 1MM	1	42
Floater Information		Invoice		
Benchmark US0001M As	sumed Rt d 1.714	25 Face		1,000 M
Quoted Margin -1.50 Co	upon 1.700	13 Principal	1,0	00,320.00
Next Pay 01/10/2020 Co	oupon Freq Month	ly Accrued (27 Days)		1,275.10
Re	efix Freq Month	ily Total (USD)	1,0	01,595.10
Index to 01/10/2020	1.562815 d			
Repo to 01/10/2020 1.5	56282			



#### "WAM Real Estate"

**Callable Characteristics** 

## **Two Types of Options**

#### **Calls and Puts**

When you purchase a callable bond, you are selling a call option to the issuer

What is the issuer's right?

What is your obligation?

How are you getting paid when you sell that option?



#### **Callable Characteristics: Types**





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**Callable Characteristics: Number of Calls** 

#### **5 Year Securities: Callables' Lockouts 1 Year**

Instrument	Number of Calls	Yield
Treasury	0	1.60%
Bullet	0	1.66%
One-Time Call	1	1.76%
Discrete Call (quarterly)	15	1.95%
Continuous Call*	1,450	2.00%

\*10 Day Call Notice

# Are You Getting Paid Enough For the Options You're Selling?

Source: Bloomberg, FHN Capital Markets (callables: using avg spreads, 3 weeks settlement, standard fees)



**Callable Characteristics: Yield/Coupon** 

# **Primary Items Affecting Yield/Coupon**

- Number of Calls
- Volatility
- Level of Rates
- Days to Settlement
- Auction/Reverse Inquiry
- Fees





#### **Callable Characteristics: Spreads to Treasuries**



Source: Bloomberg, FHN Capital Markets (callables: using avg spreads, 3 weeks settlement, standard fees)



#### **Callable Characteristics: Bond Volatility**



Source: Bloomberg



#### **Callable Characteristics: Option Adjusted Spread**

OPTI	ON-AI	DJUS	TED S	SPREAD	ANAL	YS	IS	
FREDDIE MAC	FHLMC 1.9	01/24	99.94	6/100.002 (	1.914/1.8	392) B	VAL	
						2) C	ustomiz	ze
Calculate Pi	rice	OAS	<b>5</b> (bp) 🚺	/olati	lity	Curve	I111	Semi
(P,O,V) <mark>O</mark> P) <mark>10</mark>	0	0) -:	26.91	V) <mark>35.39</mark>		US On	/Off Th	ne Run
						Dated	1/ 4	1/2020
Cusip / ID# 31	.34GUS35	Opti	on Px Val	ue: -2.34		Settl	e 1/ 8	3/2020
Settle 1/ 8/202	0 Bench	settle	1/ 6/20	20 Vega:	0.00	<mark>N</mark> Non	le	
Spread <u>37.6</u> bp	vs <mark>1Y</mark> B	0 12/31	/20 Govt	<mark>@</mark> 1.4825	( 1.524)	Shift	+(	(bps)
							Yield S	Spread
{NUM} <go> for:</go>		OAS	Option	To Call on	То	3 m	1.508	
<pre>3) Call Schedule</pre>	M	1ethod	Free	4/ 8/2020	Mty	6m	1.529	
4/ 8/20 100.00	Yld		1.29	8 1.900	1.900	1y	1.524	
7/ 8/20 100.00	Sprd		-26.9	39.2	33.3	2y	1.525	
10/ 8/20 100.00	M Dur	1.20		0.49	3.83	Зу	1.540	
1/ 8/21 100.00	Risk	1.20		0.49	3.83	4y	1.567	
4/ 8/21 100.00	Cnvx	-2.48		0.00	0.17	5 y	1.590	
7/ 8/21 100.00						7y	1.705	
10/ 8/21 100.00						10y	1.788	
1/ 8/22 100.00	Model	L L=	Lognormal			20y	2.103	
4/ 8/22 100.00						30y	2.244	
7/ 8/22 100.00	Exercise	e Premiu	m 0.	00				



#### **Advanced Bond Math**

**Bond Convexity** is a measure of the non-linear relationship of bond prices to changes in interest rates, the <u>second derivative</u> of the price of the bond with respect to interest rates (duration is the first derivative).





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# **Callable Characteristics: Rate Change Impact**



#### Same Bond...Interest Rates Up 50 Basis Points (Bullet'ish)





Source: Bloomber

# **Callable Characteristics: Convexity/Effective Dur.**



<b>1</b> X	FHLB 2.	06 10/25/22	2 ( 31	130AC	LK8)			Risk		
Ϋ́	Spread	10.390 bp	VS	5y T	1 78 09/30	/22	۲		Workout	OAS
all 2	Price	100.0000		tð	99-19 <sup>3</sup> 4	07:56:4	5	🗢 M. Dur 📃 Dur	1.950	3.698
ů L	Yield	2.0600	Wst	Ŧ	1.9561	S/A		Risk	1.950	3.698
No	Wkout	10/25/2019	<mark>@ 10</mark> (	0.00	Consensus	4	4	Convexity	0.048	-0.877
5Yr	Settle	10/25/17	Ľ.		10/10/17			DV v 01 on 1MM	195	370



#### **The Callable Conundrum: Effective Duration**





Source: Bloomber

#### **The Callable Conundrum: Price Changes**



Source: Bloomberg



# The Callable Conundrum: Total Return

**1-5 Year Callables vs. 1-5 Year Bullets** 



Avg Effective Duration: Bullets 2.33 Callables 1.48



#### The Callable Conundrum: Total Return

**1-5 Year Callables vs. 1-3 Year Bullets** 





#### The Callable Conundrum: Awesome Timing!



Source: Bloomberg



5Yr Yield

#### The Callable Conundrum: Awesome Timing!







#### **The Step-Up Standoff**

FHLMC 1 <sup>3</sup> <sub>4</sub> 12/30	<mark>/24 Cor</mark> Settings 👻 Ac	tions 🝷 Page	1/12 Secur	rity Description	h: Structured Note
Data not provided	I by Bloomb	94) N	lotes 🗎	95) Buy	96) Sell
25) Bond Description	on 20 Issuer Description				
Pages	Issuer Information			Identifiers	
11) Bond Info	Issuer FREDDIE MAC			ID Number	ZP1476636
12) Addtl Info	Industry Government Ow	ned, No Guar	antee (BC	CUSIP	3134GUH37
L) Reg/Tax	Security Information	,		ISIN	US3134GUH371
15) Guarantors	Mkt Iss Domestic MTN			Bond Ratings	
16) Bond Ratings	Country US	Currency l	JSD	Moody's	Aaa
17) Identifiers	Rank Unsecured	Series		Fitch	AAA
18) Exchanges	Coupon 1.750000	Туре 5	Step-Up	Composite	AAA
19) Inv Parties	Cpn Freg S/A	5.			
20) rees, Restrict	Day Cnt 30/360 NON	Iss Price	00.00000	Issuance & Tr	ading
2) Coupons	Maturity 12/30/2024			Amt Issued/0	utstanding
Quick Links	CALL 03/30/20@100.00			USD	15,000.00 (M) /
32) ALLQ Pricing	Iss Sprd			USD	15,000.00 (M)
33) QRD Qt Recap	Calc Type (1311)MULTI-	STEP CPN BN	D	Min Piece/Inc	rement
34) IDH Irade Hist	Pricing Date	12	/18/2019	1.000.0	00 / 1.000.00
3) CF Prospectus	Interest Accrual Date	12	/30/2019	Par Amount	1.000.00
37) CN Sec News	1st Settle Date	12	/30/2019	Book Runner	MISCH-sole
38) HDS Holders	1st Coupon Date	06,	/30/2020	Reporting	TRACE



#### **The Step-Up Standoff**

FHLMC 1 <sup>3</sup> 4 12/30	<mark>/24 Cor</mark> Settings →	Actions 👻 Page	12/12 Security	Description: S	tructured Note
Data not provided	by Bloomb	94) N	lotes 📄	95) Buy	96) Sell
25) Bond Description	on 20 Issuer Descrip	tion			
Pages	Coupons				
11) Bond Info	Coupon Information				
12) Addtl Info	Issue Date	12/30/2019	First Coupon	Normal	
B) Reg/Tax	1st Coupon Date	06/30/2020	Last Coupon	Normal	
15) Guarantors	Observation Index	N/A	Paying Index		
16) Bond Ratings		Coupor	1		End Date
17) Identifiers		1.750			06/30/2020
18) Exchanges		1.875			12/30/2020
19) INV Parties		2.000			06/30/2021
20) Schedules		2.100			12/30/2021
22) Coupons		2.200			06/30/2022
Quick Links		2.300			12/30/2022
32) ALLQ Pricing		2.400			06/30/2023
30 QRD Qt Recap		2.500			12/30/2023
3) CACS Corn Action		2.600			06/30/2024
36) CF Prospectus		2.750			12/30/2024



#### **The Step-Up Standoff**

Step Up Analysis - 5yr Semi-Annual Steps								
	Step Cumltv Fixed							
Time	Cpns	Cpn	Cpns	Var				
.5 Yr	1.750	1.750	2.100	(0.350)				
1 Yr	1.875	1.813	2.100	(0.288)				
1.5 Yr	2.000	1.875	2.100	(0.225)				
2 Yr	2.100	1.931	2.100	(0.169)				
2.5 Yr	2.200	1.985	2.100	(0.115)				
3 Yr	2.300	2.038	2.100	(0.063)				
3.5 Yr	2.400	2.089	2.100	(0.011)				
4 Yr	2.500	2.141	2.100	0.041				
4.5 Yr	2.600	2.192	2.100	0.092				
5 Yr	2.750	2.248	2.100	0.148				





Source: Bloomberg

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#### **Final Comments or Questions**





#### Disclaimer

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