

# INTELLIGENCE



- ✓ What's going on in the market and economy
- ✓ Peer analysis and member trends data
- ✓ Balance sheet strategies
- ✓ Tools and products available through your membership in FHLBank Topeka

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#### **Discussion Topics**

- Economic Update
- Member Financial Trends
- Funding Strategies & Considerations
- FHLBank Update on Capitol Hill
- FHLBank Community and Grant Programs

#### **Poll Questions**

Do you need CPE credit for today's webinar?

- a. Yes
- b. No

Which area of the webinar are you most excited to learn about today?

- a. market and economic update
- b. peer analysis and member trends
- c. funding strategies and considerations
- d. FHLBank update

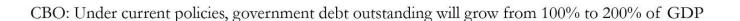


## **Economic Update**

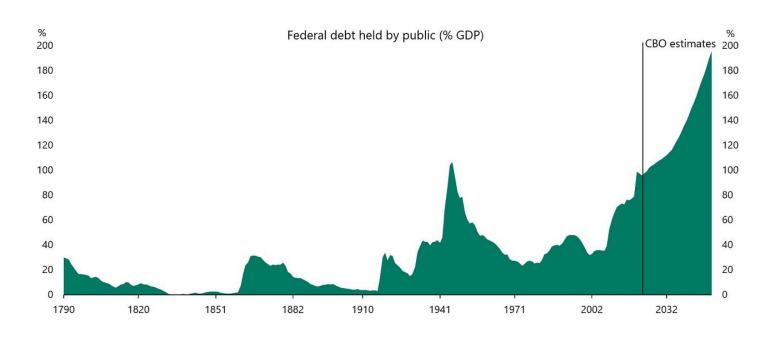
#### **Economic Outlook**

## Inflation Improving, Debt Bubble,& Long-Term Rates Rising

- Fed Considering a Pause?
- GDP | 2.80% ↓
- Core PCE | 2.70% ↓
- Core CPI | 3.30% 1
- U3 Unemployment Rate | 4.10%
- HPI YOY | 5.73% 🖈
- Pending Home Sales | 2.20% 1
- Debt Bubble?



APOLLO

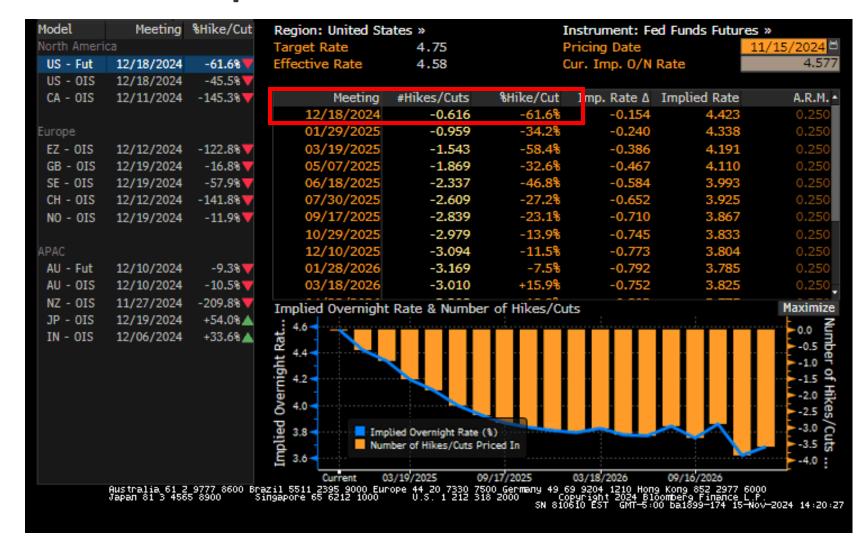


## **Poll Question**

Where do you think the terminal low will land for the Fed's Rate Cuts?

- a. 4%+
- b. 3-4%
- c. 2-3%
- d. 1-2%
- e. 0-1%

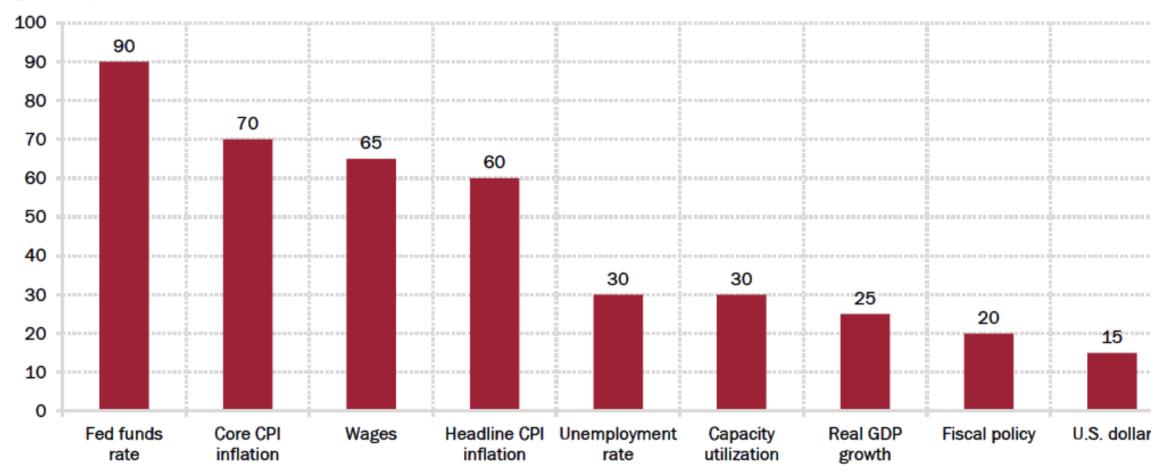
#### **Fed Funds Futures | 60% Chance for December Rate Cut**



#### NOTHING MORE IMPORTANT FOR BONDS THAN THE FED!

#### 10-year Treasury Note Historical Correlations

(percent)



Source: Haver Analytics, Rosenberg Research

## 14 Prior Fed Hikes, 11 Landed in Recession

Start of Hiking Cycle	Start of Recession	From The Start of the Fed Hiking Cycle to Start of Recession (Months)
August 1958	April 1960	20
July 1967	December 1969	29
April 1971	November 1973	31
May 1977	January 1980	32
March 1988	July 1990	28
July 1999	March 2001	20
June 2004	December 2007	42
March 2022	?	32?
Average		29

First Hike	Last Hike	Result
October 1950	May 1953	Recession
October 1955	August 1957	Recession
September 1958	September 1959	Recession
December 1965	September 1966	No Recession
November 1968	June 1969	Recession
April 1972	September 1973	Recession
May 1977	March 1980	Recession
August 1980	December 1980	Recession
March 1983	August 1984	No Recession
March 1988	May 1989	Recession
February 1994	February 1995	No Recession
June 1999	May 2000	Recession
June 2004	June 2006	Recession
December 2015	December 2018	Recession
March 2022	July 2023	?

Source: Federal Reserve, Rosenberg Research

#### **Yield Curve – Bull Steeping**

- 1mo down 80bps
- 5yr up 50bps
- 20yr & 30yr up 60bps



## **Treasury 10s/2s Spread – Back to Positive**

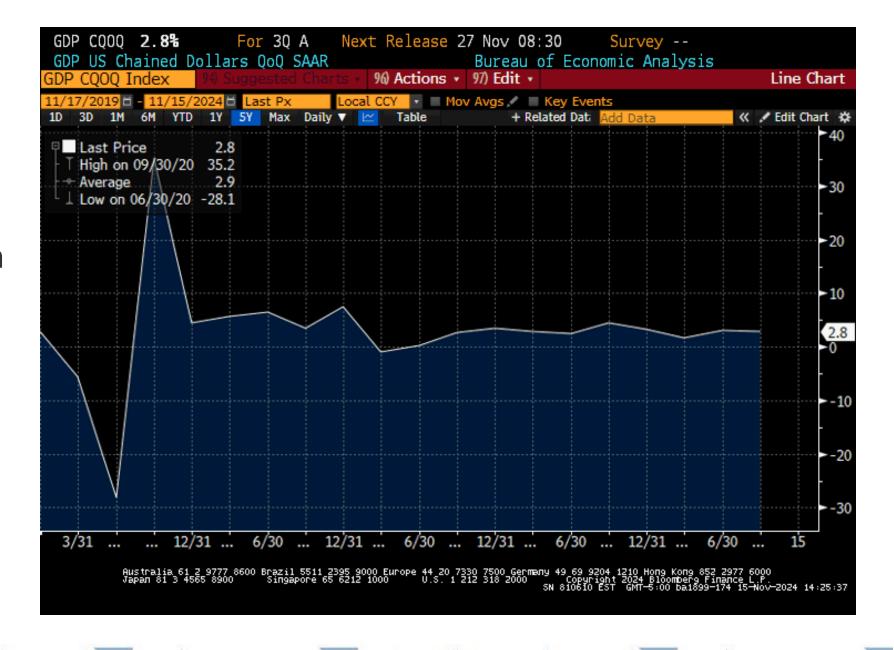


#### 10-Year Treasury Has Nearly Reversed Prior Rally



#### **Q2 GDP - 2.80%**

- GDP Inching Lower
- Debt Inhibits Growth



**Quarterly Core PCE | 2.70%** 

- PCE Nearing Fed Target of 2%
- Disconnect w/ CPI due to shelter inputs
- CPI ex-shelter already at Fed Target



#### **Unemployment Rate – 4.10%**

- Unemployment rate fell after increasing for most of the year
- But is the labor market improving?



## **S&P Overbought?**

#### PASSIVE INDEX FUNDS NOW EXCEED MORE THAN 50% OF THE STOCK MARKET

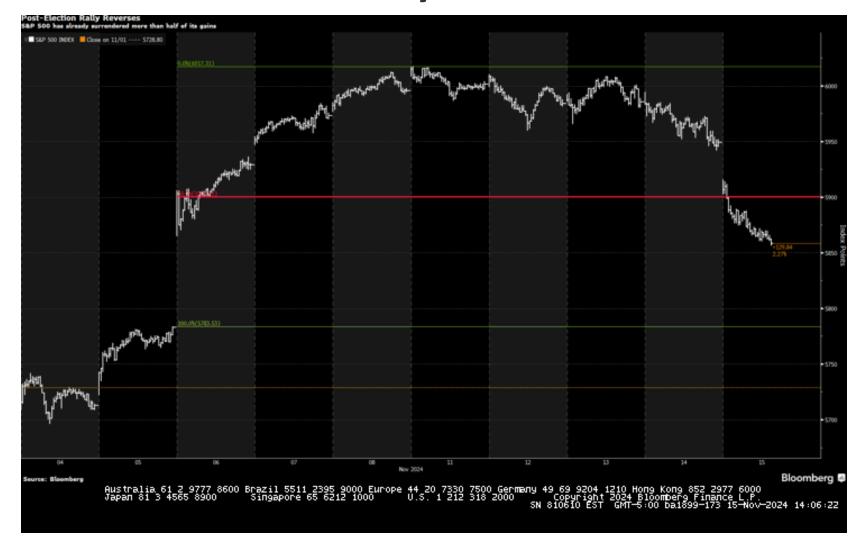
Historical Fund Assets: Active vs. Passive

(orange line; Active Assets; \$ billions) (green line; Passive Assets; \$ billions)



Source: Morningstar Direct Asset Flows

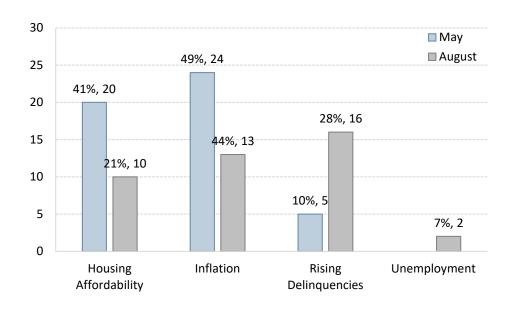
## **S&P** Reversed the Election Rally



#### **Poll Question**

What's the biggest concern you have for your local economy?

- a. Inflation
- b. Housing Affordability
- c. Unemployment
- d. Rising Delinquencies





## **Member Financial Trends**

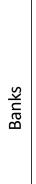
#### 3<sup>rd</sup> Quarter Key Balance Sheet Takeaways

- Change in on-balance sheet liquidity positions mixed across bank and credit union members
- Loan growth slowed across all segments
- Although the need for alternative funding remains elevated
  - Deposit inflows for larger institutions while smaller members face persistent core funding pressure
- Continued shift in share/deposit composition towards higher-rate, term products
- Provision expense accelerates, reserve build mode underway at credit unions, growth in reserves minimal at bank members
  - Net charge-offs surge across larger institutions
- Equity positions stable, tangible equity positions improved with favorable rate volatility in the third quarter

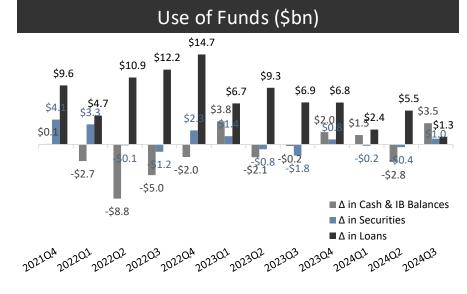


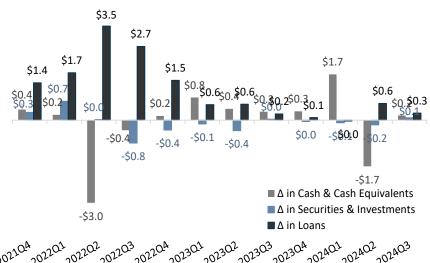
#### **Balance sheet changes**

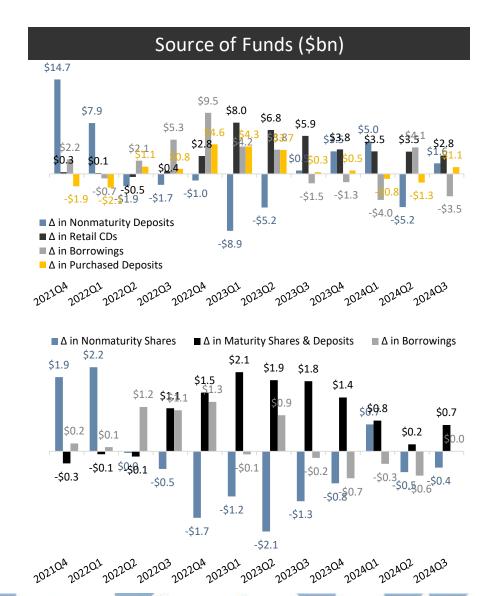
Quarter-over-quarter change in asset and funding composition



**Credit Unions** 







#### **Poll Questions**

What are your deposit growth expectations for 2025?

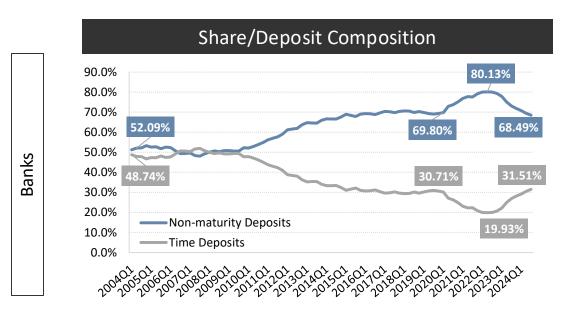
- a. decline in balances
- b. flat balances
- c. minimal growth
- d. moderate growth
- e. strong growth

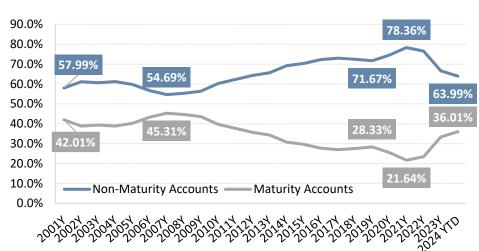
What is your expected use of funds in the next 12-18 months?

- a. loans
- b. bonds/investment portfolio
- c. cash
- d. unchanged

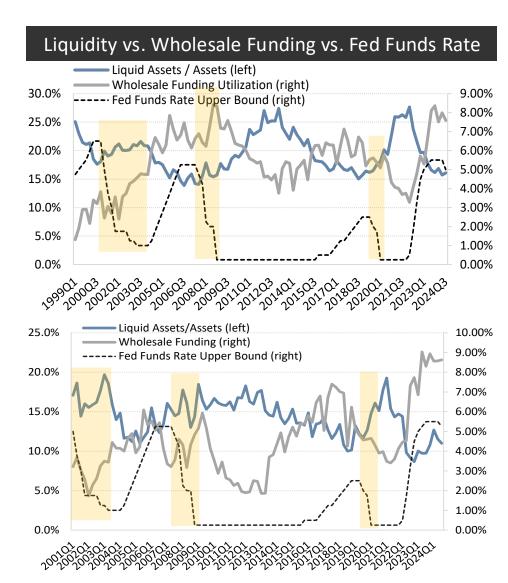
## Share/deposit composition returns to pre-pandemic mix

Wholesale funding use remains elevated amid tight liquidity



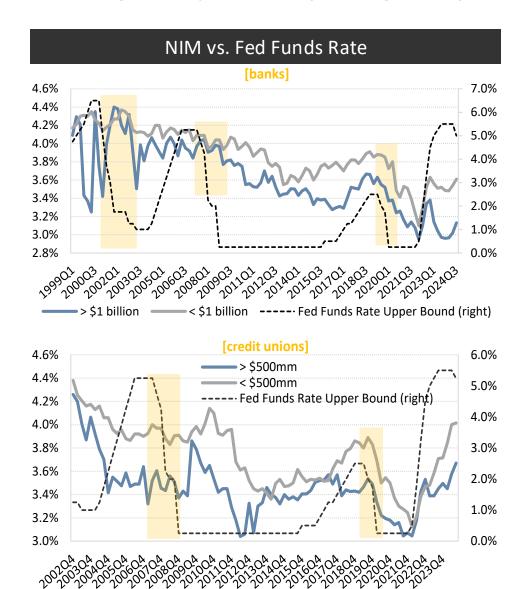


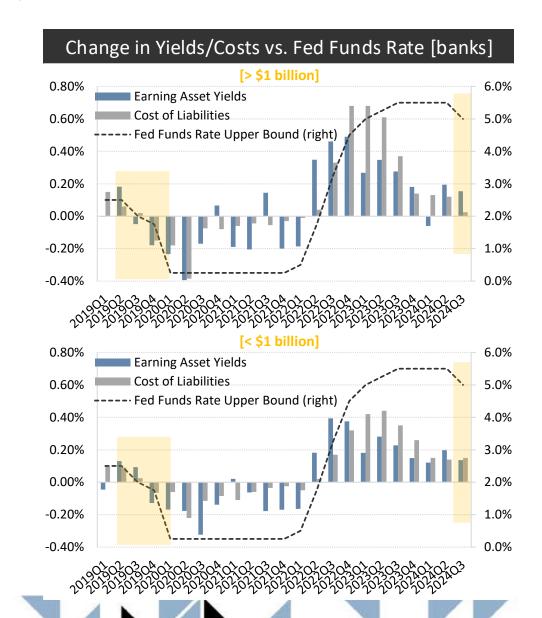
**Credit Unions** 



#### Recent margin improvement for banks, continued credit union expansion

Will earning asset yields and funding costs follow prior cycle patterns?

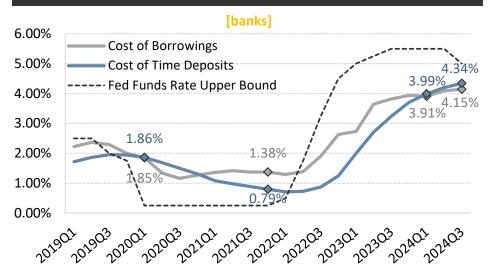




#### Upcoming term maturities keeps pressure on funding costs

Along with increased reliance on term funding

#### Cost of Time Deposits vs. Cost of Borrowings



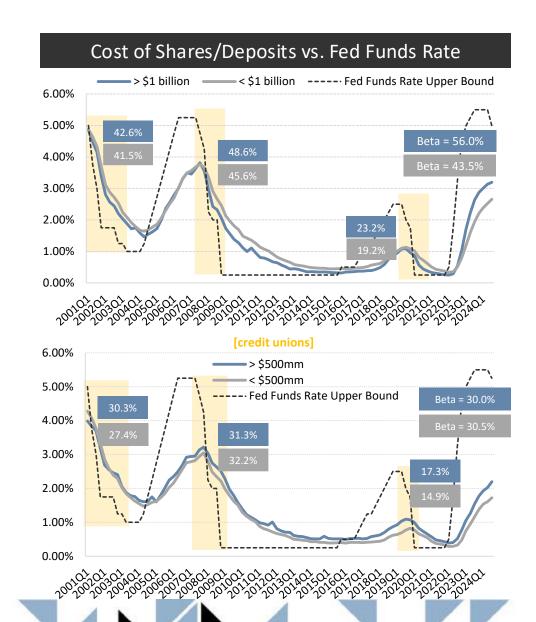
\$112bn bank term funding maturing < 1 year **87%** retail CDs maturing < 1 year

**99%** brokered deposits maturing < 1 year

**\$22bn**CU term funding maturing < 1 year

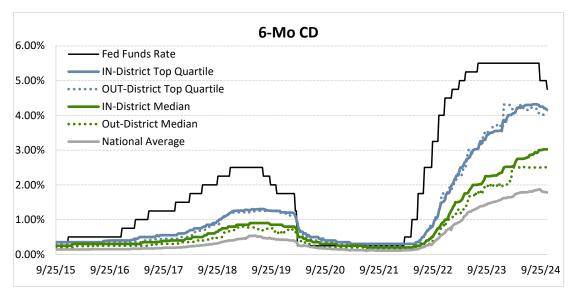
**87%** share certificates maturing < 1 year

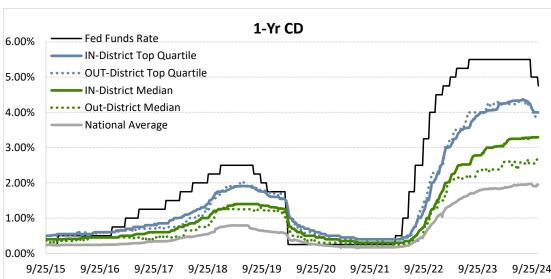
**50%** brokered deposits maturing < 1 year

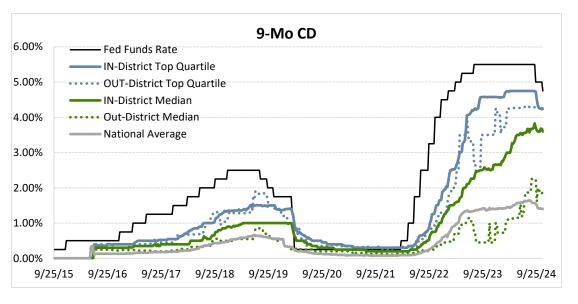


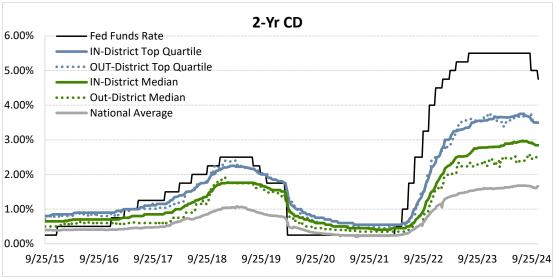
#### **Shorter-term CD pricing remains high**

Near-term repricing relief not expected with approaching maturities



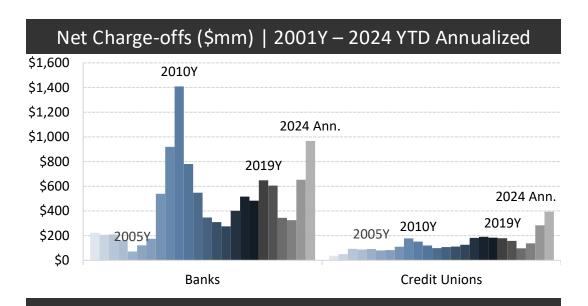


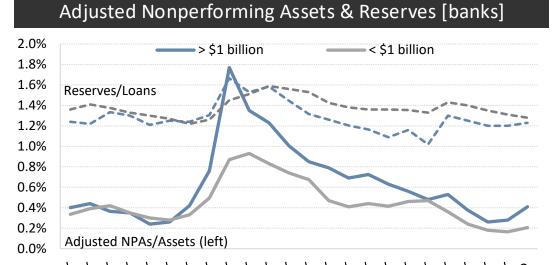


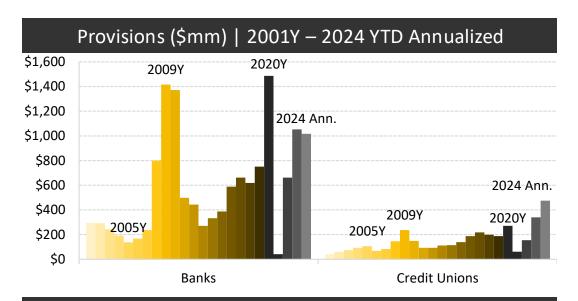


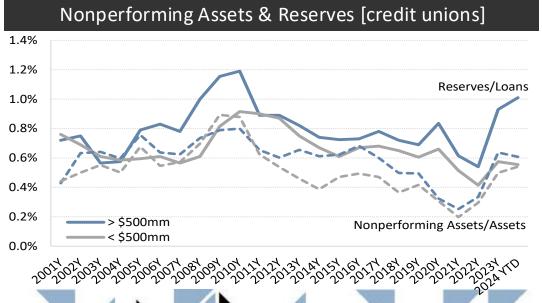
#### Credit remains on solid footing, normalizing towards pre-Covid levels

CRE exposure to play out over next few years while consumer stress on high alert









#### **Poll Questions**

Over the past three months, how have your institutions underwriting credit standards changed?

#### CRE and C&I loans

- a. tightened considerably
- b. tightened somewhat
- c. remained basically unchanged
- d. eased somewhat
- e. eased considerably

#### Consumer loans

- a. tightened considerably
- b. tightened somewhat
- c. remained basically unchanged
- d. eased somewhat
- e. eased considerably

#### Agricultural loans

- a. tightened considerably
- b. tightened somewhat
- c. remained basically unchanged
- d. eased somewhat
- e. eased considerably

#### Looking ahead to close out 2024 and turn into 2025

- EARNINGS!/Margin management Cost of funds top of mind
- Deposit funding environment
   Persistent headwinds
- Interest rate policy pivot ——— Outlook complicated
- Economic outlook
  Soft landing on doorstep?
- Credit containmentConcerns linger
- LIQUIDITY!
   Regulator emphasis on access and stress scenario analysis





## **Funding Strategies & Considerations**

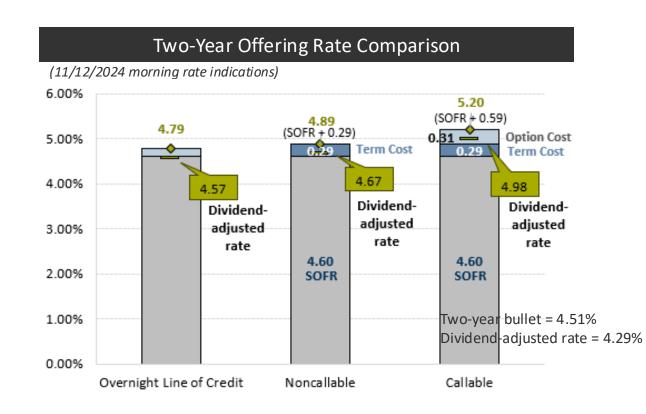
#### New terms added to popular SOFR adjustable advance

#### Both 1-month and 2-month terms added to maturity mix

- Maturities available up to 10 years for noncallable advances
- Terms of one to five years for advances with call options

#### **Attributes**

- ✓ Provides benefit to liquidity metrics
- ✓ Spread component to SOFR fixed for life of advance
- ✓ Reprices daily
- ✓ Correlates well with the Effective Fed Funds Rate







#### Funding strategy considerations for an evolving rate outlook

Preparing for different rate scenarios

- Soft landing? Hard landing? Higher for longer?
- Funding considerations for upcoming maturities and general balance sheet funding:
  - Cost
    - What does market have priced into yield curve?
    - Potential for market expectations to change over time
    - What does balance sheet need gaps to fill and what does our interest-rate risk profile look like?

- Liquidity
  - Deposit growth expectations
  - Loan demand, capacity to grow
  - Organic cash flows

- When we think about incremental funding needs, do we look to fund short or extend? Or maybe consider a blended funding strategy?
  - Determining optimal point on yield curve function of balancing interest-rate risk management, liquidity needs and market conditions



#### Alternative funding strategies to consider in today's environment

Opportunity to extend and capture priced-in rate cuts **Bullet SOFR** Reprices daily with market rates but with term liquidity benefits Adjustable, **Putable** Margin relief offered through immediate cost savings and cushion for rate moves lower

#### **Poll Questions**

Where are you concentrating your funding needs?

- a. short, stay less than 12-months
- b. medium term, 12-60-months
- c. longer-term, > 60-months
- d. blend of terms
- e. not borrowing in near future

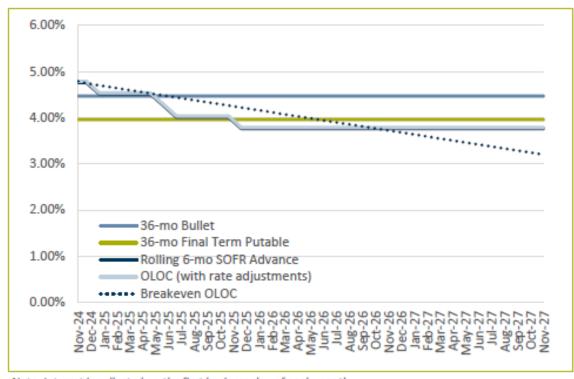
What types of funding structures are you evaluating?

- a. call or put features
- b. variable rate structures
- c. fixed rate funding
- d. blend of structures
- e. not borrowing in near future

### **Funding Strategy Illustrations**

New tool offered by Member Solutions

	Funding Assu	ımp	tions	
Funding Amount:	\$ 5,000,000	Set	ttlement Date:	11/12/2024
Funding Term:	36-months	Ma	aturity Date:	11/12/2027
	<b>Funding Strategy</b>	Cor	mparison	
		T	otal Interest	Weighted
Paid Over Life Average			Average Rate	
36-month Bullet Advance		\$	670,468.21	4.47%
			actual/actual	
Putable Advance (3	yr/6-mo Berm)	\$	593,971.84	3.96%
			actual/actual	
Rolling 6-mo SOFR Advance		\$	598,427.08	3.94%
			actual/360	
OLOC Funding (w/ra	ate adjustments)	\$	602,229.17	3.97%
			actual/360	
Expected FOMC Rate Adjustments				FOMC Rate
Reset 1: 2-mos	(25 bps)		January-25	4.50%
Reset 2: 7-mos	(25 bps)		June-25	4.25%
Reset 3: 8-mos	(25 bps)		July-25	4.00%
Reset 4: 13-mos	(25 bps)		December-25	3.75%



Note: Interest is collected on the first business day of each month.

Breakeven OLOC rate reflects average monthly interest rate change of -0.044% or quarterly rate change of -0.131% at which OLOC has same average lifetime rate as the 36-month putable rate.

Cumulative FOMC Rate Adjustments = (100 bps)





### Utilize marginal cost analytics with upcoming wave of maturities

Even in shift to falling rate environment

- Objectives of marginal cost pricing:
  - Manage average cost of funds
  - Retain existing or raise new money at the lowest marginal cost of funds
- Higher interest expense on repricing maturing shares/deposits has adverse effect on ability to manage spread
- Deposit pricing strategies:
  - Research: evaluate composition and rate sensitivity of depositors, know your competition
  - Pricing: incorporate advance funding as a companion to deposit growth strategies
  - Analysis: understand how deposit pricing impacts overall profitability
- FHLBank Topeka's Deposit Portfolio Pricing Strategies Tool is available to help analyze various scenarios and strategies associated with the potential restructure or repricing of your share/deposit portfolio and resulting impact on your cost of funds



## FHLBank Topeka Marginal Cost of Funds / Deposit Portfolio Pricing Strategies Tool Overview

The tool includes two versions to illustrate the marginal cost of funds concept:

- 1. Marginal Cost Analysis: simpler, more concise version
  - Provides ability to illustrate the cost of implementing a retail strategy versus using FHLBank advances
  - Allows for cost comparison between acquiring purchased deposit funds or using FHLBank advances
- 2. Portfolio Pricing Strategies: builds on the Marginal Cost Analysis with increased scope and capabilities
  - Provides ability to show the impact of restructuring the cost components of the deposit portfolio and the related inter-portfolio movement of funds
  - Can illustrate various retail funding strategies compared to wholesale funding strategies, or a blend thereof
  - Demonstrate the impact of various funding strategies in both rising rate and falling, or zero rate, environments
  - Compares up to three potential strategies to find the optimum strategy from the perspective of the lowest cost alternative



### Sign up for daily rate indications!



#### Rate Indications as of November 12, 2024

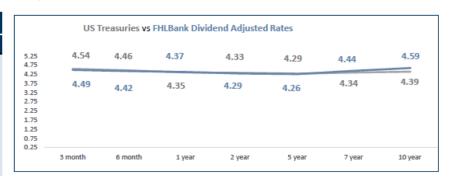
Contact Lending at 800.809.2733 to discuss your funding options.

Start of day indications. Visit members only for the most current rates. Under rates/historical advance rates

Short Term Bullet				
Short Term Bullet				
Term	Rate	Div Adj <sup>1</sup>		
Overnight	4.79	4.57		
1 week	4.79	4.57		
2 week	4.79	4.57		
3 week	4.79	4.57		
1 month	4.79	4.57		
2 month	4.75	4.53		
3 month	4.71	4.49		

Amortizing <sup>2</sup>				
Term	Rate	Div Adj <sup>1</sup>		
1 year	4.610	4.390		
2 year	4.575	4.355		
3 year	4.546	4.326		
5 year	4.534	4.314		
7 year	4.603	4.383		
10 year	4.709	4.489		
15 year	4.905	4.685		

Regular Fixed Callable			
Term	Rate	Div Adj <sup>1</sup>	
5yr/3yr	4.76	4.54	
7yr/3yr	4.93	4.71	
10yr/3yr	5.04	4.82	
10yr/5yr	4.91	4.69	
15yr/3yr	5.49	5.27	
15yr/5yr	5.35	5.13	
20yr/5yr	5.40	5.18	



Long Term Bullet			
Term	Rate	Div Adj <sup>1</sup>	
6 month	4.64	4.42	
1 year	4.59	4.37	
2 year	4.51	4.29	
3 year	4.47	4.25	
4 year	4.48	4.26	
5 year	4.48	4.26	
6 year	4.62	4.40	
7 year	4.66	4.44	
8 year	4.73	4.51	
9 year	4.78	4.56	
10 year	4.81	4.59	
15 year	5.04	4.82	
20 year	5.25	5.03	
30 year	5.25	5.03	

SOFR Adjustable <sup>3</sup>			
Term	Rate	Div Adj <sup>1</sup>	
3 month	4.745	4.525	
4 month	4.755	4.535	
6 month	4.765	4.545	
1 year	4.825	4.605	
2 year	4.885	4.665	
3 year	5.025	4.805	
4 year	5.075	4.855	
5 year	5.135	4.915	
6 year	5.270	5.050	
7 year	5.315	5.095	
8 year	5.400	5.180	
9 year	5.440	5.220	
10 year	5.480	5.260	
Inclusive of SOFR at 4.60%			

Regular Adjustable Callable <sup>3</sup>				
Term	Rate	Div Adj <sup>1</sup>		
1yr/one time	4.920	4.700		
1yr/quarterly	4.940	4.720		
1yr/monthly	5.205	4.985		
2yr/one time	5.050	4.830		
2yr/quarterly	5.070	4.850		
2yr/monthly	5.195	4.975		
3yr/one time	5.290	5.070		
3yr/quarterly	5.315	5.095		
3yr/monthly	5.410	5.190		
4yr/one time	5.400	5.180		
4yr/quarterly	5.420	5.200		
4yr/monthly	5.490	5.270		
5yr/one time	5.520	5.300		
5yr/quarterly	5.540	5.320		
5yr/monthly	5.600	5.380		

Inc	lusive c	of SOFR	at 4.	.60%

Putables				
Term/First Put	Rate	Div Adj <sup>1</sup>		
2yr/6mo Berm	4.24	4.02		
3yr/6mo Berm	3.96	3.74		
3yr/1yr Euro	4.11	3.89		
5yr/6mo Berm	3.61	3.39		
5yr/1yr Berm	3.76	3.54		
5yr/1yr Euro	3.92	3.70		
5yr/2yr Berm	4.02	3.80		
5yr/2yr Euro	4.07	3.85		
5yr/3yr Berm	4.23	4.01		
10yr/6mo Berm	3.26	3.04		
10yr/1yr Berm	3.41	3.19		
10yr/2yr Berm	3.60	3.38		
10yr/3yr Berm	3.90	3.68		
10yr/3yr Euro	4.01	3.79		
10yr/5yr Berm	4.30	4.08		

Other structures	available	upon	request
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Forward Settlement			
Term	1 year	2 year	
1 year	4.55	4.49	
2 year	4.52	4.55	
3 year	4.55	4.56	
4 year	4.55	4.77	
5 year	4.72	4.81	
6 year	4.82	4.95	
7year	4.90	5.00	
8 year	4.95	5.04	
9 year	4.99	5.08	
10 year	5.04	5.13	

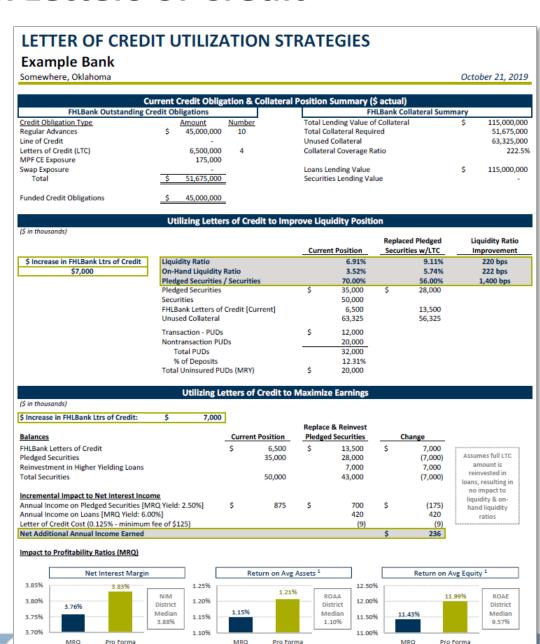
Forward Settlement

These rates are for FHLBank use only and are not intended to be used by third parties as reference rates or in any manner other than conducting FHLBank business. These rates are indications only and are subject to change. Contact the Lending Desk for advance pricing and dividend adjusted pricing for products not shown above.

Secure public funds with FHLBank Letters of Credit

Influx of funds expected in Q4

- Convenient, fast, efficient
- Collateralize public unit deposits with typically illiquid loan collateral
- Utilization Strategies:
  - Improve liquidity position
  - Boost earnings



### **Funding Strategy Wrap-up**

- FHLBank Topeka provides access to funding solutions that can be tailored to meet your desired balance sheet needs
- Scenario and breakeven analysis: when comparing funding strategies, look at the tradeoff between what the cost savings may be initially – in the shorter-term – and how much rates may have to move in order for one strategy to look better than another
  - Contact your account manager to utilize our Funding Strategy Illustrations tool
- Combat margin pressure with liability side of the balance sheet
  - Blended funding strategies
  - If you have capital and liquidity capacity, consider staying invested to support earnings in near-term
  - Advance products can provide a strong alternative to brokered deposits and alternative funding sources
    - Use marginal cost of funds analytics to help manage cost of funds as retail CD portfolios near maturity





### **FHLBank Update on Capitol Hill**

# **Ryan Gilliland**FVP, Director of Government and Industry Relations 785.478.8082 ryan.gilliland@fhlbtopeka.com



## FHLBank Housing and Community Development Grant Programs

### **Housing & Community Development (HCD) Programs**

#### **Affordable Housing Program (AHP)**

The FHLBank system's Affordable Housing Program is the largest privately funded housing grant program in the United States. FHLBank members, in partnership with public and private housing development organizations, prepare a detailed application for this competitive program.

### TurnKey (HSP, HSP+, HOPE)

TurnKey, FHLBank's new suite of products designed to provide assistance and address the challenges of attaining homeownership in Colorado, Kansas, Nebraska and Oklahoma.

### **Community Housing Program (CHP)/Community Development Program (CDP)**

CHP and CDP provide advances priced below FHLBank's regular advance rates to help members finance housing in their communities, and finance qualifying commercial loans, farm loans and community and economic development initiatives in the areas they serve.

### **Native American Housing Initiative (NAHI)**

NAHI was first implemented in 2023 as a voluntary grant program, unique to FHLBank Topeka, benefiting our Native American communities across the district.



### **NAHI: Our Commitment**





### **2024 NAHI Award Recipients**

Awards announced October 31, 2024

- 12 recipients totaling \$5,313,498
- 2 awards in Colorado
- 4 awards in Kansas
- 1 award in Nebraska
- 5 awards in Oklahoma

NAHI grants provide Native American Tribes and Tribally Designated Housing Entities access to grant funds intended to support housing for tribal members in our district. Grants with flexibility to apply funds for various purposes.



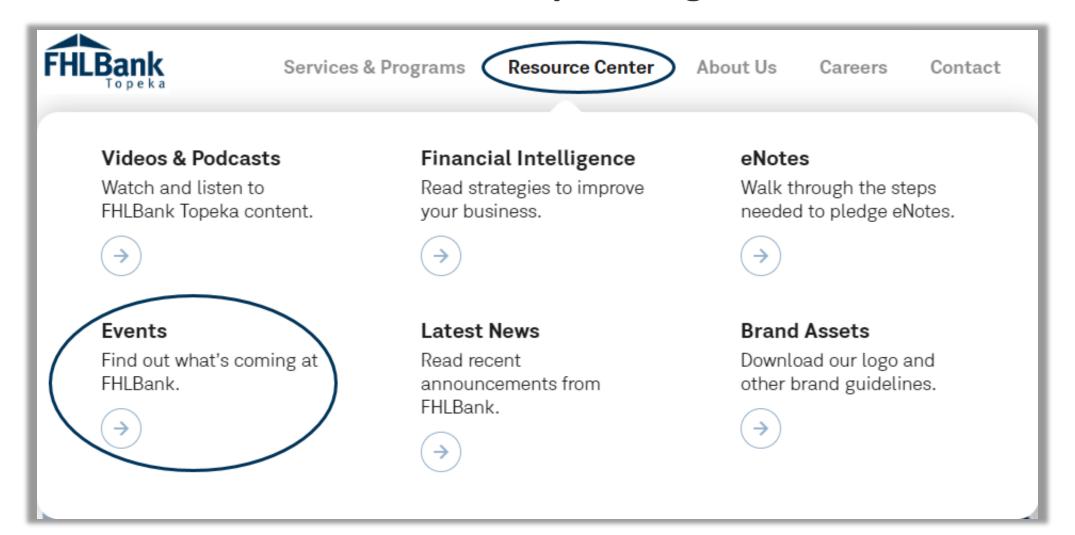
### **Prepare for TurnKey 2025!**

- Be on the lookout for announcements, trainings and user guides in January/February
- Board approved Implementation Plan and Targeted Community Lending Plan will be published in early January and includes the "rules" of the program
- Link to <u>TurnKey Resources</u>, <u>Links and Guides</u>



### FHLBank is Here to Help

### Visit our Resource Center for upcoming events!



Resource Center - Federal Home Loan Bank Topeka (fhlbtopeka.com) [link]

### Save the Date! 2025 Annual Member Conference

Join us for in a new location in 2025! Hear from industry experts and expect a packed agenda that includes the return of special breakout track dedicated to helping new leaders sharpen their skills.

When: Wednesday, April 16 – Friday, April 18

Where: Wichita, Kansas | Hyatt Regency

### **FHLBank Contacts**

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#### Lending

800.809.2733

#### **Wire Services**

800.934.9473

#### **Housing & Community Development**

866.571.8155

#### **MPF Program**

866.571.8171

#### **Collateral & Safekeeping Operations**

877.933.7803

#### **Member Credit Analysis**

800.905.2733







# THANK YOU FOR JOINING US TODAY!

### 2025 FI Live Sessions:

- Thursday, Feb. 20<sup>th</sup>
- Wednesday, May 21<sup>st</sup>
- Thursday, Aug. 21<sup>st</sup>
- Thursday, Nov. 20<sup>th</sup>

### **REGISTER HERE!**

