BROKERED DEPOSITS

A DEEPER DIVE

Sam Vaughan
Vice President
Financial Northeastern
June 5, 2019
T.A.I.C

Texas

Approved

Insurance

Custody
FEATURES

Terms

Coupon

Interest

Price
DTC ELIGIBLE EXAMPLE
FIXED RATE

Affinity FCU
1-Year Certificate @ 2.45%

• Interest at maturity
• $244,000 maximum principal
• Settles 5/17/19
• Non-callable
DTC ELIGIBLE EXAMPLE VARIABLE RATE

BMO Harris Bank
42-Month Certificate YTM 2.648%

• Quarterly interest
• Step-up coupon (2.50%, 2.75%, 3.00%)
• $248,000 maximum principal
• Settles 5/23/19
• Callable
BENCHMARK RATES
as of May 15, 2019

Government Investment Pool: 2.40% (7-Day Yield)

Prime Investment Pool: 2.55% (7-Day Yield)
BENCHMARK RATES
as of May 15, 2019

Fed Funds: 2.38%

Treasuries:
6-Month: 2.41%
1-Year: 2.34%
2-Year: 2.20%
3-Year: 2.16%
WAY: 2.28%
# POTENTIAL DTC PORTFOLIO
## as of May 15, 2019

<table>
<thead>
<tr>
<th>INSTITUTION</th>
<th>CERT</th>
<th>Amount</th>
<th>Coupon</th>
<th>Settle Date</th>
<th>Maturity Date</th>
<th>Term</th>
<th>First Call</th>
<th>CUSIP®</th>
<th>Pay Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>MOUNTAIN COMMERCE BANK</td>
<td>4931</td>
<td>$249,000</td>
<td>2.45%</td>
<td>5/30/2019</td>
<td>11/29/2019</td>
<td>6 MO</td>
<td></td>
<td>62400PGP9</td>
<td>MONTHLY</td>
</tr>
<tr>
<td>AFFINITY FCU</td>
<td>857</td>
<td>$244,000</td>
<td>2.45%</td>
<td>5/17/2019</td>
<td>5/15/2020</td>
<td>1 YR</td>
<td></td>
<td>00832KAY5</td>
<td>AT MATURITY</td>
</tr>
<tr>
<td>CIBC BANK USA</td>
<td>33306</td>
<td>$246,000</td>
<td>2.50%</td>
<td>5/23/2019</td>
<td>11/23/2020</td>
<td>18 MO</td>
<td></td>
<td>12547CAF5</td>
<td>SEMI-ANNUAL</td>
</tr>
<tr>
<td>STATE BANK OF INDIA</td>
<td>33682</td>
<td>$246,000</td>
<td>2.55%</td>
<td>5/30/2019</td>
<td>6/1/2021</td>
<td>2 YR</td>
<td>8/30/2019</td>
<td>856285PX3</td>
<td>SEMI-ANNUAL</td>
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<tr>
<td>UNIVERSITY OF IOWA COMMUNITY CU</td>
<td>60269</td>
<td>$249,000</td>
<td>2.50%</td>
<td>5/20/2019</td>
<td>11/19/2021</td>
<td>30 MO</td>
<td></td>
<td>91435LAZ0</td>
<td>MONTHLY</td>
</tr>
<tr>
<td>COMENITY BANK</td>
<td>27499</td>
<td>$200,000</td>
<td>2.60%</td>
<td>5/31/2019</td>
<td>5/31/2022</td>
<td>3 YR</td>
<td></td>
<td>PER200LZ0</td>
<td>MONTHLY</td>
</tr>
</tbody>
</table>

$1,434,000

WAM WAY

21 MONTHS 2.51%
# ACTUAL DTC PORTFOLIO
as of May 15, 2019

<table>
<thead>
<tr>
<th>INSTITUTION</th>
<th>AMOUNT</th>
<th>COUPON</th>
<th>MATURITY</th>
<th>INTEREST IF HTM</th>
</tr>
</thead>
<tbody>
<tr>
<td>VALLEY NATIONAL BANK</td>
<td>$14,000</td>
<td>2.50%</td>
<td>6/19/2019</td>
<td>$174.52</td>
</tr>
<tr>
<td>FIRST NATIONAL BANK</td>
<td>$246,000</td>
<td>2.50%</td>
<td>6/21/2019</td>
<td>$3,066.57</td>
</tr>
<tr>
<td>STIFEL BANK &amp; TRUST</td>
<td>$249,000</td>
<td>2.40%</td>
<td>11/13/2019</td>
<td>$3,012.56</td>
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<tr>
<td>AFFINITY FCU</td>
<td>$242,000</td>
<td>3.00%</td>
<td>12/13/2019</td>
<td>$7,240.11</td>
</tr>
<tr>
<td>MORGAN STANLEY PRIVATE BANK</td>
<td>$244,000</td>
<td>2.40%</td>
<td>5/1/2020</td>
<td>$5,856.00</td>
</tr>
<tr>
<td>KEESSER FCU</td>
<td>$249,000</td>
<td>3.00%</td>
<td>6/22/2020</td>
<td>$11,235.70</td>
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<tr>
<td>JP MORGAN CHASE</td>
<td>$246,000</td>
<td>2.45%</td>
<td>10/30/2020</td>
<td>$9,065.27</td>
</tr>
<tr>
<td>FIRST TECHNOLOGY FCU</td>
<td>$249,000</td>
<td>3.25%</td>
<td>12/28/2020</td>
<td>$16,251.51</td>
</tr>
<tr>
<td>WEBBANK</td>
<td>$249,000</td>
<td>2.55%</td>
<td>4/29/2021</td>
<td>$12,716.39</td>
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<tr>
<td><strong>Total</strong>:</td>
<td><strong>$1,988,000</strong></td>
<td></td>
<td></td>
<td><strong>$68,618.63</strong></td>
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</tbody>
</table>

**WAM** WAY

12.5 MONTHS 2.69%
CONSIDERATIONS

Rate Comparison
Suitability
Bullet or Callable?
Fixed Rate or Variable?
Insolvency of Issuer
Changing Brokers
OTHER “FLAVORS”

Secondary DTC

Direct Placement CDs

Principal Protected, Structured CDs
FINALLY…

If any of these securities are callable, we have chosen to use the final maturity date. Although all information has been obtained from sources which Financial Northeastern Corporation and Financial Northeastern Securities believe to be reliable we do not guarantee its accuracy or completeness. All prices, yields, and availability are subject to change without notice. Securities offered through Financial Northeastern Securities, Inc.

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