## IACO Conference - November 2022

## US Treasury Securities - Soup to Nuts

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## Illinois Public Funds Investment Act

FINANCE
(30 ILCS 235/) Public Funds Investment Act.

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N
    (30 ILCS 235/0.01) (from Ch. 85, par. 900)
    Sec. 0.01. Short title. This Act may be cited as the
Public Funds Investment Act.
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    (Source: P.A. 86-1324.)
        (30 ILCS 235/1) (from Ch. 85, par. 901)
            Sec. 1. The words "public funds", as used in this Act,
    mean current operating funds, special funds, interest and
sinking funds, and funds of any kind or character belonging to
sinking funds, and funds of any kind or
The words "public agency", as used in this Act, mean the
State of Illinois, the various counties, townships, cities,
towns, villages, school districts, educational service
regions, special road districts, public water supply
districts, fire protection districts, drainage districts,
levee districts, sewer districts, housing authorities, the
Illinois Bank Examiners' Education Foundation, the Chicago
Park District, and all other political corporations or
subdivisions of the State of Illinois, now or hereafter
created, whether herein specifically mentioned or not. This
Act does not apply to the Illinois Prepaid Tuition Trust Fund,
private funds collected by the Illinois Conservation
private funds collected by the Illinois conservation
under the Illinois Pension Code, except as otherwise provided
in that Code
The words "governmental unit", as used in this Act, have
the same meaning as in the Local Government Debt Reform Act.
(Source: P.A. 98-297, eff. 1-1-14.)

## Illinois Public Funds Investment Act - Authorized Investments

(30 ILCs 235/2) (from Ch. 85, par. 902)
Sec. 2. Authorized investments.
(a) Any public agency may invest any public funds as
follows: (1) in bonds, notes, certificates of indebtedness,
treasury bills or other securities now or hereafter issued,
which are guaranteed by the full faith and credit of the
United States of America as to principal and interest;
(2) in bonds, notes, debentures, or other similar
obligations of the United States of America, its agencies,
and its instrumentalities;
(3) in interest-bearing savings accounts,
interest-bearing certificates of deposit or interest-bearing
time deposits or any other investments constituting direct
obligations of any bank as defined by the Illinois Banking
Act;
(4) in short-term obligations of corporations

Fifth Third
Securities

## What Are US Treasury Securities

- U.S. Treasury Securities-such as bills, notes and bonds-are debt obligations of the U.S. government. When you buy a U.S. Treasury security, you are lending money to the federal government for a specified period of time.
- Because these debt obligations are backed by the "full faith and credit" of the government, and thus by its ability to raise tax revenues and print currency, U.S. Treasury securities - or "Treasuries" - are generally considered the safest of all investments.
- They are viewed in the market as having virtually no "credit risk," meaning that it is highly probable your interest and principal will be paid fully and on time

Source: Investinginbonds.com

## Historical Market Value of US Treasury Securities




## US Treasury Statistics

## US Treasury Securities Statistics

 by tenor and is downloadable by monthly, quarterly and annual statistics including trend analysis.

## YTD statistics include:

- Issuance (as of October) $\$ 13.8$ trillion, $-13.5 \% \mathrm{Y} / \mathrm{Y}$
- Trading (as of October) $\$ 622.0$ billion ADV, $+0.4 \% \mathrm{Y} / \mathrm{Y}$
- Outstanding (as of October) $\$ 23.7$ trillion, $+7.3 \% ~ Y / Y$

```
Download xls
```


## Differences and Pros \& Cons of US Treasury Securities vs. CDs

## Pros:

- US Treasuries DO NOT NEED COLLATERAL - Only Bank Deposits / CD's Need Collateral
- Therefore, you don't need to worry about staying under $\$ 250,000$ - You can buy any Amount of US Treasury
- More Flexible on Maturity Dates than Brokered CDs - Treasuries Have Specific Maturity Dates
- Much More Liquid in Secondary Market


## Neutral:

- Yields are Constantly Changing - Intraday/ Daily / Stay in Line with Bond Market Movement


## Cons:

- A Little More Complicated from an Accounting Perspective -Accrued Interest, Premiums, Discounts, etc..., but it's also Not Rocket Science
- Fluctuations and Changes in Market Value - Unrealized Gains/Losses
- Need an Investment Partner to Purchase Treasury Bonds - Paperwork - Open up Separate Investment Account


## Treasury Securities - Information Needed - How They Work

## T-Bills

- Maturities less than $1 y r$
- Trade using a discount rate - Pay Interest at Maturity (Zero Coupon) - Discounted Price
- Usually mature on Thursdays
- Same or Next Day Settle


## Treasury Notes

- Maturities between 1-10 years - Mature on $15^{\text {th }}$ and Last Day of Month
- Coupon Bonds - Prices Paid are Par, Premiums, Discounts
- Pay Interest Semi-Annually (Every 6-months)
- Same or Next Day Settle


## Treasury Bonds

- Maturities between 10-30 years - Mature on $15^{\text {th }}$ and Last Day of Month
- Coupon Bonds - Prices Paid are Par, Premiums, Discounts
- Pay Interest Semi-annually
- Same or Next Day Settle


## Treasury Strips

- Maturities between 0-30 years
- Zero Coupon Bonds (No Interest Payments) / Bought at a Discounted Price
- Same or Next Day Settle


## Treasury Bills（T－Bills）－11／14／22

United States
12：06 Outright

| 4）Actives | 5）Bills | （6）Notes 7 TIPS | 8）Strips |  | Sprds | 10）Curves |  | 11）FRN | 12）Bfly | 13）WI |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 35） $11 / 29 / 22$ |  | $3.498 / 3.445$ | 3.498 | －0．015 |  | 64）02／16／23 |  |  | 4.120 ／ 4.095 |  | 4.196 | ＋0．068 | $\wedge$ |
| 36） $12 / 01 / 22$ | 四 | 3.328 ／ 3.295 | 3.346 | ＋0．040 |  | 65） $02 / 21 / 23$ |  |  | 4．118／ 4.057 |  | 4.160 | ＋0．017 |  |
| 37） $12 / 06 / 22$ |  | 3.495 ／ 3.448 | 3.502 | －0．010 |  | 66） $02 / 23 / 23$ |  |  | 4.057 ／ 4.008 |  | 4.109 | ＋0．035 |  |
| 38） $12 / 08 / 22$ |  | 3.350 ／ 3.257 | 3.310 | ＋0．037 |  | 67） $02 / 28 / 23$ |  |  | 4．137／ 4.085 |  | 4.192 | ＋0．038 |  |
| 39） $12 / 13 / 22$ |  | 3.613 ／ 3.563 | 3.622 | ＋0．112 |  | 68） $03 / 02 / 23$ |  |  | 4．175／ 4.078 |  | 4.185 | ＋0．008 |  |
| 40）WI 1MTH |  | ／ |  |  |  | 69） $03 / 07 / 23$ |  |  | 4.235 ／ 4.218 |  | 4.333 | ＋0．048 |  |
| 41）1M ROLL |  | ／ |  |  |  | 70）03／09／23 |  |  | 4.238 ／ 4.135 |  | 4.248 | ＋0．030 |  |
| 42） $12 / 15 / 22$ |  | 3.365 ／ 3.273 | 3.327 | ＋0．040 |  | 71） $03 / 14 / 23$ |  |  | 4．273／ 4.258 |  | 4.378 | ＋0．018 |  |
| 43） $12 / 20 / 22$ |  | 3.705 ／ 3.665 | 3.729 | ＋0．112 |  | 72）WI 4MTH |  |  | ／ |  |  |  |  |
| 44） $12 / 22 / 22$ |  | 3.695 ／ 3.610 | 3.674 | ＋0．032 |  | 73）4M ROLL |  |  | ／ |  |  |  |  |
| 45） $12 / 27 / 22$ |  | 3.745 ／ 3.703 | 3.770 | ＋0．010 |  | 74） $03 / 16 / 23$ |  |  | 4．262／ 4.173 |  | 4.291 | ＋0．035 |  |
| 46） $12 / 29 / 22$ |  | 3.835 ／ 3.770 | 3.840 | ＋0．055 |  | 75） $03 / 23 / 23$ |  |  | 4.273 ／ 4.177 |  | 4.299 | －0．015 |  |
| 47） $01 / 03 / 23$ |  | 3.823 ／ 3.805 | 3.878 | ＋0．058 |  | 76）03／30／23 |  |  | 4.220 ／ 4.125 |  | 4.248 | ＋0．013 |  |
| 48） $01 / 05 / 23$ |  | $3.730 / 3.648$ | 3.717 | ＋0．015 |  | 77）04／06／23 |  |  | 4.262 ／ 4.190 |  | 4.320 | ＋0．035 |  |
| 49） $01 / 10 / 23$ |  | 3.852 ／ 3.842 | 3.919 | ＋0．125 |  | 78） $04 / 13 / 23$ |  |  | 4．323／ 4.278 | 四 | 4.415 | ＋0．020 |  |
| 50）WI 2MTH |  | ／ |  |  |  | 79） $04 / 20 / 23$ |  |  | 4.403 ／ 4.318 |  | 4.461 | ＋0．025 |  |
| 51）2M ROLL |  | ／ |  |  |  | 80） $04 / 27 / 23$ |  |  | 4.395 ／ 4.363 |  | 4.512 | ＋0．045 |  |
| 52） $01 / 12 / 23$ | 四 | 3.760 ／ 3.668 | 3.741 | ＋0．015 |  | 81） $05 / 04 / 23$ | m |  | 4.405 ／ 4.373 |  | 4.527 | ＋0．033 |  |
| 53）CMB 1／17 |  | 3.838 ／ 3.813 | 3.891 | ＋0．067 |  | 82） $05 / 11 / 23$ |  |  | 4.427 ／ 4.390 |  | 4.549 | ＋0．020 |  |
| 54） $01 / 19 / 23$ |  | 3.805 ／ 3.753 | 3.831 | －0．017 |  | 83）WI 6MTH |  |  | 4.460 ／ 4.430 |  | 4.594 | ＋0．035 |  |
| 55）CMB 1／24 |  | 3.925 ／ 3.847 | 3.930 | ＋0．015 |  | 84）6M ROLL |  |  | ／ |  |  |  |  |
| 56） $01 / 26 / 23$ |  | 3.927 ／ 3.850 | 3.934 | ＋0．010 |  | 85） $05 / 18 / 23$ |  |  | 4.415 ／ 4.325 |  | 4.483 | ＋0．042 |  |
| 57）CMB 1／31 |  | 3.920 ／ 3.863 | 3.949 | ＋0．018 |  | 86） $06 / 15 / 23$ |  |  | 4.298 ／ 4.155 |  | 4.305 | －0．007 |  |
| 58） $02 / 02 / 23$ |  | 4.012 ／ 3.990 | 4.081 | ＋0．042 |  | 87）07／13／23 |  |  | $4.330 / 4.220$ |  | 4.379 | ＋0．003 |  |
| 59）CMB 2／07 |  | 4.083 ／ 4.023 | 4.117 | ＋0．040 |  | 88）08／10／23 |  |  | 4．330／ 4.218 | 国 | 4.384 | ＋0．013 |  |
| 60）02／09／23 |  | 4.095 ／ 4.088 | 4.185 | ＋0．028 |  | 89） $09 / 07 / 23$ |  |  | 4．345／ 4.213 | 困 | 4.387 | －0．010 |  |
| 61）WI 3MTH |  | $4.150 / 4.120$ | 4.221 | －－ |  | 90）10／05／23 |  |  | 4.403 ／ 4.305 |  | 4.497 | ＋0．043 |  |
| 62）3M ROLL |  | ／ |  |  |  | 91）11／02／23 | 四 |  | 4.430 ／ 4.395 |  | 4.605 | ＋0．053 | $\checkmark$ |

1）Actions v
3）Settings v
Fixed Income Trading

Source：Bloomberg

## Treasury Bills (T-Bills) - Use Discount Rate

```
B 05/11/23 Govt 1) Send (VCON) 
    11/14/2022 12:14:39 Trade Date 11/14/22-12:14:39
    Trade Information
    Trader JOE PELLEGRINO
    At FIFTH THIRD SECURITIES, INC
                        1000/M/F of B 05/11/23
                                4 . 3 9 0 0 0 0
                                or Yield
                                4 . 5 4 9 1 6 2
    Price 97.841583 ■ Round
    Settlement 11/15/22品
    Notes
    Trade Numbers
    View Amounts in USD
    Total Cost
    USD
    978,415.83
```


## T-Bill Discount Rate Calculation

## T-Bills

- Maturities less than 1yr
- Trade using a discount rate - Pay Interest at Maturity
- Usually mature on Thursdays
- Same or Next Day Settle


## Discount Rate Calculation/Formula:

T-Bill Day Count = ACT/360
Settlement Date $=11 / 15 / 22$ Maturity Date $=5 / 11 / 23$
$11 / 15 / 22->5 / 11 / 23=177$ Actual Days to Maturity
Price $=100$ (1-(dr / 360)
$\mathrm{d}=$ Discount Rate $=4.39 \%$
$r=$ Days to Maturity $=177$ Days
$P=100$ * ( $1-(0.0439$ * $177 / 360)$
$P=100$ * ( $1-(0.02158417$ )
$P=100$ * 0.97841583
$\mathrm{P}=$ Price $=\$ 97.841583$ (Rounded to 6 Decimals)
\$1,000,000 Investment Costs \$978,415.83 on 11/15/22


## T-Bill Yield Calculation

$$
\text { Yield }=\frac{100-\text { price }}{\text { price }} \times 100
$$

## T-Bill Yield Calculation/Formula:

$100-97.841583=2.158417$
$2.158417 / 97.841583$ * $100=2.2060323$

Annualized return $=$ Yield $x \frac{365}{\text { Days to maturity }}$

T-Bill Yield Calculation/Formula:
2.2060323 * $365 / 177=4.549162 \%$

## Treasury Notes (0-1yr) - 11/14/22

United States

1) Actions
2) Settings v


## Treasury Notes (1-2yr) - 11/14/22



## Treasury Notes (2-4yr) - 11/14/22



## Treasury Notes (4-7yr) - 11/14/22



## Treasury Notes (7-10yr) - 11/14/22



Source: Bloomberg

## Treasury Bonds (10-30yr) - 11/14/22



## Treasury Yield Curve - Current Rates - 11/18/22

| 4) Actives 5) Bills | 6) Notes 7) TIPS | 8) Stri |
| :---: | :---: | :---: |
| Bills |  |  |
| 31) $12 / 20 / 22$ | $3.750 / 3.648$ | 3.709 |
| 32) $01 / 17 / 23$ | $3.950 / 3.895$ | 3.974 |
| 33) $02 / 16 / 23$ | $4.150 / 4.128$ | 4.227 |
| 34) $03 / 21 / 23$ | $4.340 / 4.323$ | 4.446 |
| 35) $05 / 18 / 23$ | $4.480 / 4.455$ | 4.619 |
| 36) $11 / 02 / 23$ | $4.533 / 4.485$ | 4.700 |
| Notes \& Bonds |  |  |
| 37) $4^{1} 4924$ | $99-13_{8}^{7} / 14^{3}$ | 4.560 |
| 38) $4^{3} 8024$ 2YR | $99-22^{3} 4$ / 23 | 4.527 |
| 39) WI 2YR | $4.510 / 4.500$ |  |
| 40) $3^{\frac{1}{2}} 925$ | $97-27 / 27^{3} 4$ | 4.311 |
| 41) $4^{\frac{1}{4}} 025$ | $99-26^{3}{ }_{4} / 27^{1}{ }_{4}$ | 4.304 |
| 42) $4^{\frac{1}{2}}$ N25 3YR | 100-18/ $18^{1}{ }_{4}$ | 4.294 |
| 43) $4 \frac{1}{8} 927$ | 100-15 / 15+ | 4.013 |
| 44) $4^{1}{ }_{8} 027$ 5YR | 100-16 ${ }^{1} 4$ / 16+ | 4.008 |
| 45) WI 5YR | $3.980 / 3.965$ |  |
| 46) 4029 7YR | 100-13 / 14 | 3.927 |
| 47) WI 7YR | 3.920/3.915 |  |
| 48) $2^{7} 853$ | 92-12+ / 13+ | 3.836 |
| 49) $2^{3}{ }_{4} 832$ | 91-07 / 08 | 3.835 |
| 50) $4^{\frac{1}{8}}$ N32 10YR | 102-14+ / 15 | 3.825 |
| 51) $3^{\frac{3}{8}} 842$ | 89-09 / 11 | 4.172 |
| 52) 4 N42 20YR | 97-30+ / 00+ | 4.147 |

## Treasury Yield Curve - Investment Strategy - Why Ladder?



## Sample Investment Comparison - Which One is Better

| Option | $\# 1$ | $\# 2$ | $\# 3$ |
| :--- | :---: | :---: | :---: |
| Term | 3yr | 3yr | $3 y r$ |
| Issuer | T-Note | T-Note | T-Note |
| Par Amount | $\$ 1,000,000$ | $\$ 1,000,000$ | $\$ 1,000,000$ |
| Coupon | $1.00 \%$ | $2.00 \%$ | $3.00 \%$ |


| Option | $\# 1$ | $\# 2$ | $\# 3$ |
| :--- | :---: | :---: | :---: |
| Term | $3 y r$ | $3 y r$ | $3 y r$ |
| Issuer | T-Note | T-Note | T-Note |
| Par Amount | $\$ 1,000,000$ | $\$ 1,000,000$ | $\$ 1,000,000$ |
| Coupon | $1.00 \%$ | $2.00 \%$ | $3.00 \%$ |
| Price | $\$ 97.00$ | $\$ 100.00$ | $\$ 103.00$ |

## Sample Investment Comparison - Which One is Better

| Option | $\# 1$ | $\# 2$ | $\# 3$ |
| :--- | :---: | :---: | :---: |
| Term | $3 y r$ | $3 y r$ | $3 y r$ |
| Issuer | T-Note | T-Note | T-Note |
| Par Amount | $\$ 1,000,000$ | $\$ 1,000,000$ | $\$ 1,000,000$ |
| Coupon | $1.00 \%$ | $2.00 \%$ | $3.00 \%$ |


| Option | $\# 1$ | $\# 2$ | $\# 3$ |
| :--- | :---: | :---: | :---: |
| Term | $3 y r$ | $3 y r$ | $3 y r$ |
| Issuer | T-Note | T-Note | T-Note |
| Par Amount | $\$ 1,000,000$ | $\$ 1,000,000$ | $\$ 1,000,000$ |
| Coupon | $1.00 \%$ | $2.00 \%$ | $3.00 \%$ |
| Price | $\$ 97.00$ | $\$ 100.00$ | $\$ 103.00$ |


| Option | $\# 1$ | $\# 2$ | $\# 3$ |
| :--- | :---: | :---: | :---: |
| Term | $3 y r$ | $3 y r$ | $3 y r$ |
| Issuer | T-Note | T-Note | T-Note |
| Par Amount | $\$ 1,000,000$ | $\$ 1,000,000$ | $\$ 1,000,000$ |
| Coupon | $1.00 \%$ | $2.00 \%$ | $3.00 \%$ |
| Price | $\$ 97.00$ | $\$ 100.00$ | $\$ 103.00$ |
| Yield | $2.00 \%$ | $2.00 \%$ | $2.00 \%$ |

## Sample Investment Comparison - Which One is Better

| Option | $\# 1$ | $\# 2$ | $\# 3$ |
| :--- | :---: | :---: | :---: |
| Term | $3 y r$ | $3 y r$ | $3 y r$ |
| Issuer | T-Note | T-Note | T-Note |
| Par Amount | $\$ 1,000,000$ | $\$ 1,000,000$ | $\$ 1,000,000$ |
| Coupon | $1.00 \%$ | $2.00 \%$ | $3.00 \%$ |
| Discount / Par/ Premium Price | $\$ 97.00$ | $\$ 100.00$ | $\$ 103.00$ |
| Yield | $\mathbf{2 . 0 0 \%}$ | $\mathbf{2 . 0 0 \%}$ | $\mathbf{2 . 0 0 \%}$ |
| Dollars Spent (Cost) | $\$ 970,000$ | $\$ 1,000,000$ | $\$ 1,030,000$ |
| Annual Interest Earned (Par Amount x Coupon) | $\$ 10,000$ | $\$ 20,000$ | $\$ 30,000$ |
| Six Semi-Annual Interest Payments (3yrs) | $\$ 5,000 \times 6$ | $\$ 10,000 \times 6$ | $\$ 15,000 \times 6$ |
| Total Interet Earned Over 3 Years | $\$ 30,000$ | $\$ 60,000$ | $\$ 90,000$ |

You can't just look at the Coupon or the Interest Earned
"

## Sample Investment Comparison - Which One is Better

| Option | $\# 1$ | $\# 2$ | $\# 3$ |
| :--- | :---: | :---: | :---: |
| Term | $3 y r$ | $3 y r$ | $3 y r$ |
| Issuer | T-Note | T-Note | T-Note |
| Par Amount | $\$ 1,000,000$ | $\$ 1,000,000$ | $\$ 1,000,000$ |
| Coupon | $1.00 \%$ | $2.00 \%$ | $3.00 \%$ |
| Discount / Par/ Premium Price | $\$ 97.00$ | $\$ 100.00$ | $\$ 103.00$ |
| Yield | $\mathbf{2 . 0 0} \%$ | $\mathbf{2 . 0 0 \%}$ | $\mathbf{2 . 0 0 \%}$ |
| Dollars Spent (Cost) | $\$ 970,000$ | $\$ 1,000,000$ | $\$ 1,030,000$ |
| Annual Interest Earned (Par Amount x Coupon) | $\$ 10,000$ | $\$ 20,000$ | $\$ 30,000$ |
| Six Semi-Annual Interest Payments (3yrs) | $\$ 5,000 \times 6$ | $\$ 10,000 \times 6$ | $\$ 15,000 \times 6$ |
| Total Interet Earned | $\$ 30,000$ | $\$ 60,000$ | $\$ 90,000$ |
| Overall Net Interest Earned | $\$ 60,000$ | $\$ 60,000$ | $\$ 60,000$ |

You need to look at BOTH Interest Earned (derived from the Coupon) AND the Price Appreciation/Depreciation.

Decision Needs to Be Based On YIELD, Not Coupon or Price
Yield = Net Interest Earned +/- Price Appreciation/Depreciation

## T-Note Calculation



## T-Note - Principal \& Accrued Interest Calculation



## Principal Amount

- Principal $=$ Par Amount $\times$ Price $/ 100$
- Principal $=\$ 1,000,000 \times \$ 94.45703125 / 100=\$ 944,570.31$


##  <br> Viedd 4.25000 to worst, $11 / 15 / 25 \pm$ © 1.100.00000 Fre Amit $1000 / 4$

| Paymetit Date | Interest | Principal | Total |
| :---: | :---: | :---: | :---: |
| 05/15/2033 | 11.25000 | 0.00 | 1125000 |
| 11/15/203 | 11,2500 | 0.00 | 11,2500 |
| 05/15/2024 | 11,2500 | 0.00 | 11,250, |
| 11/15/2024 | 11,250,00 | 0.00 | 11,50000 |
| 05/15/205 | 11,55000 | 0.00 | 11250000 |
| 11/15/205 | 11,2500 | 1,00, OOMOO | 1,011,250,00 |

## Accrued Interest for T-Notes = ACT/ACT

- Interest Payment Dates on $11 / 15$ and $5 / 15$
- Example \# - 181 Actual Days in Payment Period 11/15/22 -> 5/15/22
- $\$ 11,250$ * 7 Days / 181 Days $=\$ 435.08$ Accrued Interest Paid
- Regardless of what day you bought bond - Receive Full Payment of $\$ 11,250$ on $5 / 15$ \& 11/15


## What Did We Learn Today - US Treasuries

- Considered Safest Investment in the World - Full Faith and Credit of US Government

No Collateral Needed for US Treasuries
We Can Buy Whatever Amount We Want
Many Maturity Date/Options
Yields Constantly Changing/Fluctuating and Will Move With the Market

- A Little More Complicated than CDs

T-Bills are Bought Using a Discounted Rate (Under \$100) = Get Exact 1 mm Amount back at Maturity
Treasury Bonds have Coupon Rates and Semi-Annual Interest Payments
Must Pay Discounts/Premiums at Times along with Accrued Interest
Market Value will Change

- Don't Need be Afraid to Learn About New Investments - Broaden Your Horizons


## What Did We Learn Today

Evaluating Bonds

- You Can't Just Look at Coupon

Higher Coupon Does Not Always = Higher Yield
Lower Coupon Does Not Always = Lower Yield

- Dollar Price Paid also affects Yield

Discounted Price (Under \$100) = Yield Higher than Coupon Rate
Par Price $(\$ 100)=$ Coupon Rate and Yield the Same
Premium Price (Over \$100) = Yield less than Coupon Rate

- Yield = Coupon Payments +/- Price Appreciation/Depreciation Over Time
- Yield is the Way to Evaluate Different Bonds


# Fixed Income Product Offerings - 5 Different Asset Classes 

$\checkmark \mathrm{CDs}$
$\checkmark$ Treasury Bonds
$\checkmark$ Government Agency Bonds
$\checkmark$ Municipal Bonds
$\checkmark$ Commercial Paper / Corporate Bonds

## Rely on Your Professional Partners More in This Area

$\checkmark$ Days of just using CDs and Money Market Funds are in the Past
$\checkmark$ Days of just using Local Banks in the County should be in the Past
$\checkmark$ Educate Yourselves More - Stay in Tune with Market
$\checkmark$ Utilize/Lean on knowledge from Experts
$\checkmark$ Add Diversification / Increase Yield Without Adding Much Incremental Risk
$\checkmark$ Update/Amend Policies - Stay Current
$\checkmark$ Ask Questions / Understand Better / Ignorance is Not Bliss
$\checkmark$ Investment Opportunities Exist to Help Increase Your Bottom Line

## Why Do We Do All of This - To Increase Your Bottom Line



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