



FINANCIAL STRATEGIES GROUP

Bond Portfolio and ALM Specialists

Our Financial Strategies Group professionals have extensive experience partnering with our financial institution clients to deliver industry-leading products and services.

- Investment Portfolio Analytics
- Bond Portfolio Accounting
- Asset Liability Management (ALM) Reporting
- ALM Third-Party Review and Validation Services
- Core Deposit Studies
- Municipal Bond Credit Support
- Safekeeping (offered through FNBO)

We appreciate the opportunity to discuss how Northland can partner with your financial institution!

Investment Portfolio Analytics

Northland utilizes a robust bond analytic platform to provide perspective as our clients manage risk in their fixed income portfolio and identify opportunities to enhance returns.

- Access an extensive selection of reports designed to capture your portfolio's unique behaviors and optionality, including relative performance against your peers.
- Evaluate portfolio performance across various market rate environments, including "what-if scenarios" on the effect of proposed purchases/sales.
- Measure the impact that interest rate changes have on your portfolio's market values, cash flow projections, weighted average lives and duration changes.

Bond Portfolio Accounting

We are proud to offer our clients industry-leading portfolio accounting services.

- Online reports designed to meet your accounting, regulatory and management needs.
- Accurate calculations of principal accretion/ amortization and security interest accruals in conformity with the current Generally Accepted Accounting Principles.
- Access to a large selection of customizable reports, allowing easy tracking of accounting accruals, cash flow reconciliation and general ledger balancing.
- **A general ledger interface solution that automates all your investment portfolio's accounting entries. No more manual entries!**

Asset Liability Management Reporting

Northland offers a comprehensive asset liability management reporting solution to our financial institution clients. The experience of our industry experts ensures reporting that is accurate, easy to review and up-to-date with the latest regulatory requirements.

- Interest rate risk reporting for earnings at risk (years 1 and 2), value at risk and GAP metrics spanning a wide variety of interest rate shocks, ramps and non-parallel scenarios.
- Liquidity, contingency funding, budgeting, CECL and capital reporting.
- Thorough and concise graphical summaries to assist in presentations to management and the board of directors.
- “What-if scenarios” to evaluate different strategies and potential balance sheet changes.
- Ongoing review of your institution’s results and continuous improvement of the reporting to keep up with industry best practices and new regulatory requirements.
- Back-testing of results, stress-testing of key assumptions and third-party validation of the model.

ALM Third-Party Review and Validation Services

Already have an ALM reporting system in place? Northland’s team of experts can help satisfy the requirement to have your data reviewed by an independent third party by performing a thorough review of your modeling procedures, assumptions and results.

Core Deposit Studies

Whether to satisfy examiner requirements to improve the assumptions used in your ALM model or to gain better insight into the behaviors of your non-time deposits, Northland’s proprietary core deposit study model can provide your institution with valuable information. Statistical analyses are performed on your data to determine the implied maturities, average lives and betas for your DDA, NOW, savings and MMDA deposits.

NorthlandSecurities.com

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Investments and Insurance Products: Not a Deposit | Not Guaranteed by the Bank or its Affiliates | Not FDIC Insured | Not Insured by Any Federal Government Agency | May Go Down in Value | Not a Condition to Any Banking Service or Activity

Northland Securities, Inc., Member FINRA/SIPC, Registered with SEC and MSRB, is a diversified financial services firm offering wealth management, public finance, municipal advisory, and equity and fixed income capital markets services. Northland Securities, Inc., is also a SEC Registered Investment Adviser, doing business as Northland Asset Management offering investment advisory services.

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Municipal Bond Credit Support

Northland can help you tailor your credit review process to make well-informed decisions and create appropriate documentation for regulators.

- Receive an initial credit summary for municipal bonds at the time of purchase.
- Obtain updates on securities requiring more thorough review on an ongoing basis.
- Enhance credit risk analysis using a holding summary with links to issuer financial information.
- Expand resources you can access any time to evaluate issuer financials.

Safekeeping (through FNBO)

First National Bank of Omaha provides Northland clients with safekeeping services administered by dedicated and experienced professionals.

- Accurate and timely settlement of security purchases and sales, interest and principal payments, and called bond notifications. Includes a five-day advance payment forecasting.
- Internet-based functionality with all notifications and reports available online. Receive email alerts when activity is posted to your account.
- Online pledging capabilities.
- Seamless tie-in with Northland’s portfolio accounting, analytics and ALM services.

Northland Securities is a Leading Underwriter of Midwest Bank Qualified Municipal Bonds*.

*Bloomberg Finance L.P., League Tables Rankings, Full Year Annual.

Please contact Northland to learn more about the services we provide.