



Advisory Service

YOUR PARTNER FOR
TRUSTED INSIGHTS AND
DEDICATED SUPPORT

What makes the Catalyst Strategic Solutions advisory service different?

We've been in the business of helping credit unions succeed since 1989. As the wholly-owned subsidiary of Catalyst Corporate Federal Credit Union, Catalyst Strategic Solutions combines extensive experience and a cooperative business model to provide unparalleled, unbiased ALM and advisory services for credit unions.

Member-owned, credit union-focused expertise you can trust. With Catalyst Strategic Solutions' Advisory Service, credit unions have access to analytical resources, strategic consultation and investment portfolio management services – all provided by professionals with deep credit union expertise.



EXPANSIVE TEAM OF EXPERTISE.

Catalyst Strategic Solutions' team of knowledgeable industry professionals is comprised of expert advisors and analysts.

ROBUST RANGE OF SKILLS & EXPERIENCE.

Each of our highly skilled team members offers a wealth of expert insight with a wide range of financial services experience.

DEDICATED SERVICE.

Our roots are buried deep in the relationships we've built with our members over the last 30 years.

Advisory service overview.

The Catalyst Strategic Solutions Advisory Service is a comprehensive, SEC-registered investment advisory program that provides balance sheet solutions, portfolio management and integrated ALM guidance from experienced industry professionals. For more than 30 years, Catalyst Strategic Solutions has assisted credit unions of all sizes and complexities – all with varying needs and goals.

The Advisory team can help your credit union achieve strategic objectives by creating tactical plans that incorporate earnings, capital, liquidity, and risk management.

THE VALUE OF CATALYST'S ADVISORY SERVICE:

- Skilled & experienced team
- Dedicated advisor
- Customized strategies
- Full balance sheet consultation
- Access to primary dealer inventories
- Institutional pricing on securities
- Safekeeping
- Regulatory-ready, monthly investment accounting reports
- Quarterly NCUA 5300 investment reports
- Expanded authorities assistance

Full balance sheet consulting.

As your credit union's trusted partner, your goals become our goals. We work together to implement plans formulated around protecting long-term income streams and equity capital, as well as preserving liquidity, in accordance with your credit union's objectives. To achieve your credit union's short and long-term strategic goals, advisors work with management to build and implement strategies to improve balance sheet structure and efficiencies.

BALANCE SHEET SERVICES:

- Comprehensive balance sheet strategies
- Liquidity, loan, investment and funding strategies
- Risk management exposure assessment
- Performance assessment to measure strategy effectiveness
- Relative value of financial activities, asset valuation and market pricing
- On-and off-balance sheet hedging strategies
- Balance sheet optimization strategies
- Investment portfolio strategies
- Cash flow performance, price volatility and total return
- Secondary market and sector analysis

BENEFITS:

- Achieve long-term net interest margin, equity capital, & ROA goals
- Attain efficient loan and deposit allocation and pricing strategies
- Quantify risk and build sound growth strategies

ADDED INSIGHT:
balance sheet strategies to effectively manage earnings and risk.



Investment portfolio management.

What sets our Investment Portfolio Management Service apart? The unparalleled support you'll receive from your credit union's dedicated advisor. Catalyst's Advisory Service has the expertise needed to create value-added recommendations specific to both your investment portfolio goals, as well as your credit union's overall financial objectives.

PORTFOLIO MANAGEMENT SERVICES:

- Monitor primary and regional brokerage inventories
- Institutional pricing for securities
- Safekeeping
- Monthly investment accounting reports
- Quarterly NCUA 5300 investment reports

BENEFITS:

- Work with a dedicated advisor focused on your credit union's needs
- Evaluate the relative value of each investment
- Monitor and identify investment options within the context of your portfolio and balance sheet

TRUSTED GUIDANCE:

Catalyst's advisors are salaried, non-commissioned consultants.

Asset/liability management.

Asset/Liability Management reporting is a process that identifies how much a credit union's earnings and equity may change as market interest rates change. This is accomplished through a complex evaluation of all earning assets and cost liabilities on the balance sheet under multiple interest rate environments.

Catalyst's team of seasoned advisors use in-house ALM and industry-leading income simulation models to provide an accurate, thorough assessment of your credit union's risk profile.



ASSET/LIABILITY MANAGEMENT SERVICES:

- Robust ALM analytic capabilities
- Stress testing and sensitivity analysis
- Comprehensive risk reporting
- Customized balance sheet management strategies

BENEFITS:

- Comprehensive ALM service offerings for credit unions of any size
- Trusted balance sheet management insight from dedicated advisor

CUSTOMIZED SERVICE:

ALM solutions tailored to fit your credit union's specific needs.

LEARN MORE.

Catalyst Strategic Solutions' Advisory Service provides balance sheet solutions, portfolio management and integrated ALM guidance from a team of seasoned financial services professionals. Explore new earnings possibilities and drive future success with tailored services and the dedicated support of a Catalyst advisor.

For more information on how your credit union can benefit from Catalyst Strategic Solutions' Advisory Service, contact your financial solutions consultant at contactis@catalystcorp.org or 800.301.6196.

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