

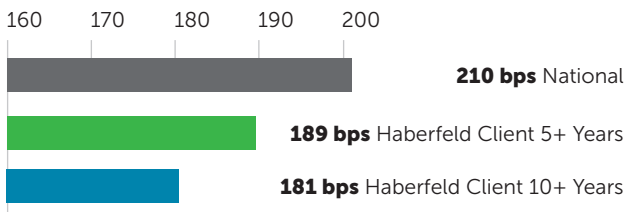
Cost of Funds

This study examined cost of funds trends comparing Haberfeld clients, by tenure, to overall banking industry performance.

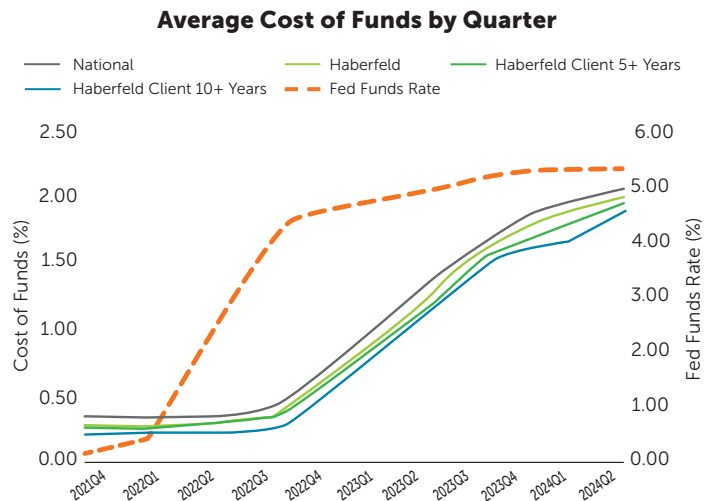
As the Fed aggressively increased rates (orange line), the cost of funds climbed gradually before a rapid growth from 2022Q4 through 2024Q2. Haberfeld clients were not immune to raising funding costs, but they began the period with a lower cost of funds and experienced less of an acceleration:

Tenured Haberfeld clients' COF was **29 bps better** than the industry as of 2024Q2

AVERAGE COST OF FUNDS CHANGE VS 2022Q4



Haberfeld clients enjoy a powerful cost of funds advantage over the industry, and this advantage widens with tenure. A 10-15 bps difference in cost of funds results in about \$1M-\$1.5M in savings for each \$1B in funding.



**Protect your institution.
Reduce your cost of funds.**

haberfeld.com