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Heading into munis' golden decade

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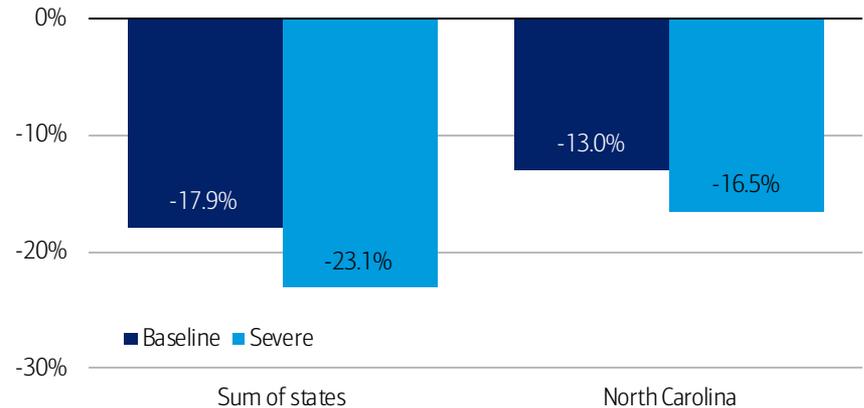
It's worth looking back at where we were: shortfall estimates were too dire



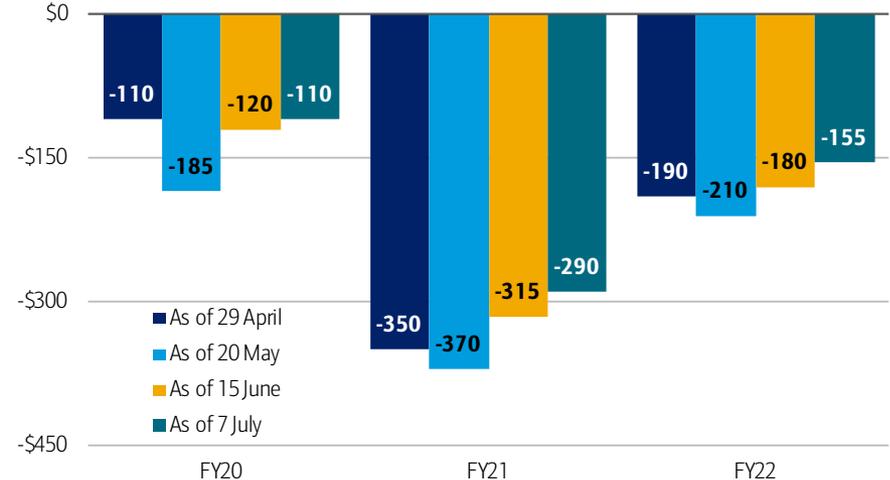
- Moody's Analytics first stress test of the states**
 - Baseline scenario: \$157.8bn combined fiscal shock to the states (\$130.4bn tax revenue shortfall and \$27.4bn Medicaid increase), representing 18% of FY19 revenues
 - Severe scenario: \$203.3bn combined fiscal shock to the states (\$172.1bn tax revenue shortfall and \$31.2bn Medicaid increase), representing 23% of FY19 revenues
 - North Carolina: Combined fiscal shock of 13% of FY19 revenues under baseline scenario and 16.5% under severe scenario

- Other state and local shortfall estimates from last Spring were also dire:**
 - Moody's Investors Service estimated that state tax revenues would decline by nearly \$121bn in FY20, \$154bn in FY21 and \$89bn in FY22
 - The Center on Budget and Policy Priorities' (CBPP) estimated budget shortfalls of \$185bn of shortfalls in FY20, \$370bn in FY21 and \$210bn in FY22

Moody's Analytics fiscal shock estimates at onset of pandemic
 NC relatively better positioned than the states more broadly



CBPP's initial estimates of state budget shortfalls, by fiscal year
 At its height, the CBPP estimated three year shortfalls of \$765bn



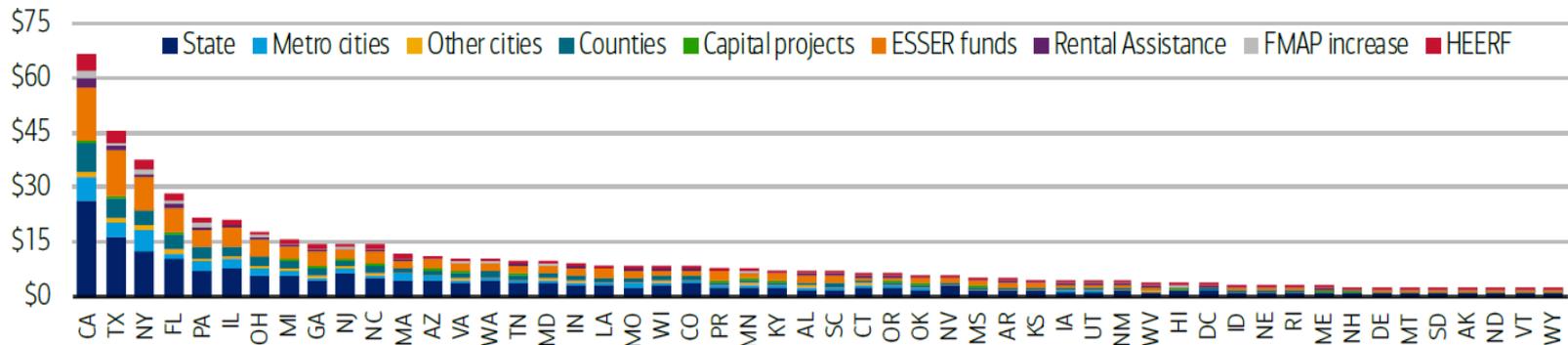
Because muni market issuers received significant amounts of federal aid



- CARES Act (March 2020)**
 - \$150bn Coronavirus Relief Fund
 - \$28bn for education
 - \$25bn for public transit
 - \$100bn for healthcare
- CRRSA (December 2020)**
 - \$82bn for education
 - \$14bn for mass transit
 - \$10bn for highways
 - \$15bn for airlines
- American Rescue Plan**
 - \$195bn for the states
 - \$130bn for local governments
 - \$4.5bn for territories
 - \$20bn for tribal governments
 - \$129bn for K-12
 - \$40bn for higher ed
 - \$31bn for public transit

Select revenue streams flowing into the states from ARP

Nearly \$15bn is set to flow into North Carolina from just these 9 revenue streams



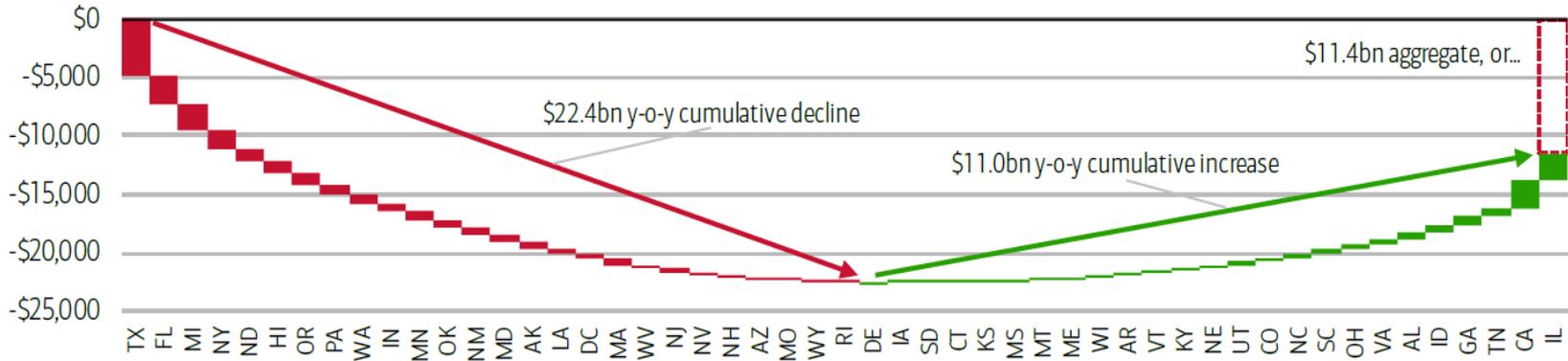
Source: National Conference of State Legislatures (funds for states under the Coronavirus State Fiscal Recovery Fund, for metro cities, other cities and counties under the Coronavirus Local Fiscal Recovery Fund and for states under the Coronavirus Capital Projects Fund); US Department of Education (Elementary and Secondary School Emergency Relief "ESSER" funds for school districts); Senate Democrats (Emergency Rental Assistance funds); Kaiser Family Foundation (Home and community-based services "HCBS" FMAP increase); Association of Public & Land-Grant Universities (funds under the Higher Education Emergency Relief Fund "HEERF"); BofA Global Research.

Which acted to stabilize, and boost, revenues



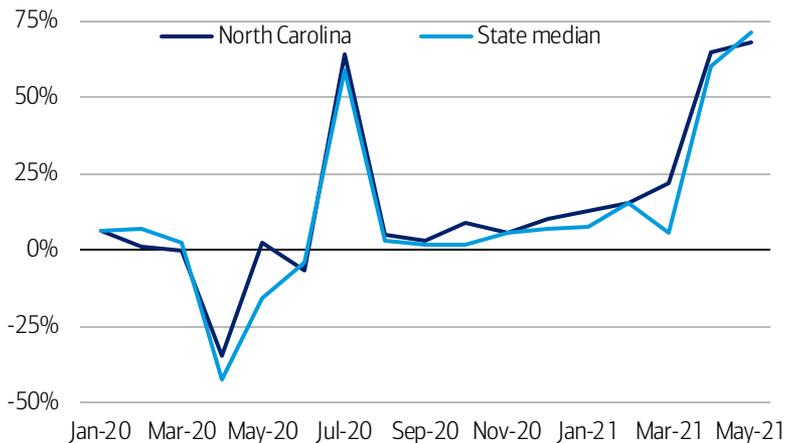
Year-over-year changes in state tax collections

While aggregate tax collections in 2020 fell 1% year-over-year, NC's actually grew 1%



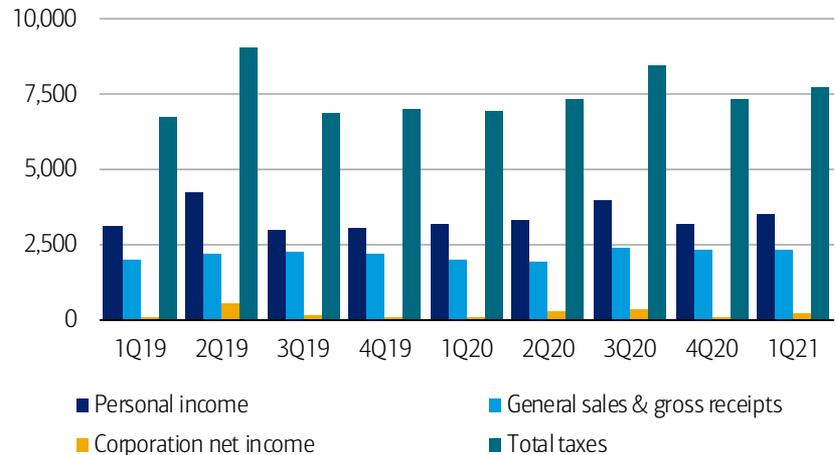
NC's and state median's year-over-year collection growth

In most months, NC monthly y-o-y growth outperformed the median



NC's quarterly tax collections

1Q21 collections up 11.5% y-o-y; the 50 states combined up 10%



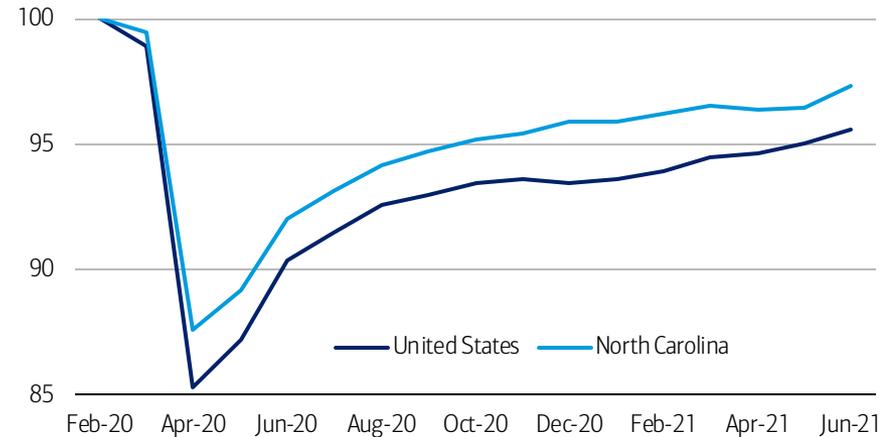


And jobs

- For the US as a whole, June payrolls at 95.6% of February 2020 levels
- North Carolina's payroll level at 97.3% of February 2020 levels
- Wilmington is closest to pre-pandemic levels by MSA, with preliminary June payrolls at 99.0% of February 2020 levels

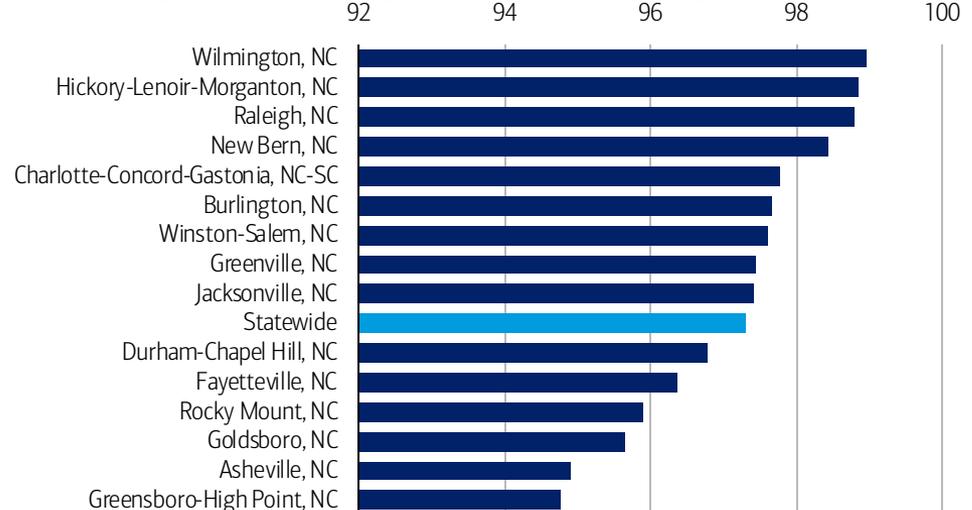
Monthly payrolls as % of February 2020's

NC's June payrolls at 97.3% of Feb 2020 levels, 1.75ppt better than US



Monthly payrolls as % of February 2020's by NC MSA

Wilmington's 99% is strongest, while Greensboro-High Point's 94.8% weakest



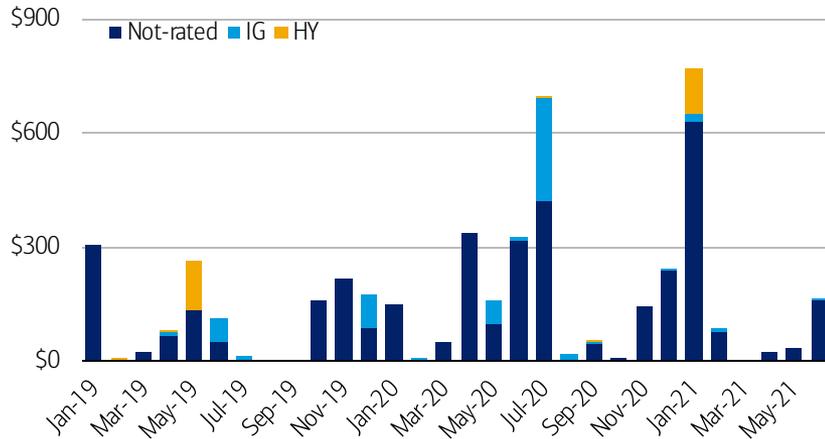


While containing defaults and distress

- Defaults totaled \$2.2bn in 2020, up 61% y-o-y
- 2021 YTD defaults total \$1.1bn, concentrated in January (pre-ARP)
- Feb-June 2021 defaults total just \$307mn, down 65% y-o-y
- Newly distressed debt totals \$1.1bn in 2021YTD, down 40% y-o-y

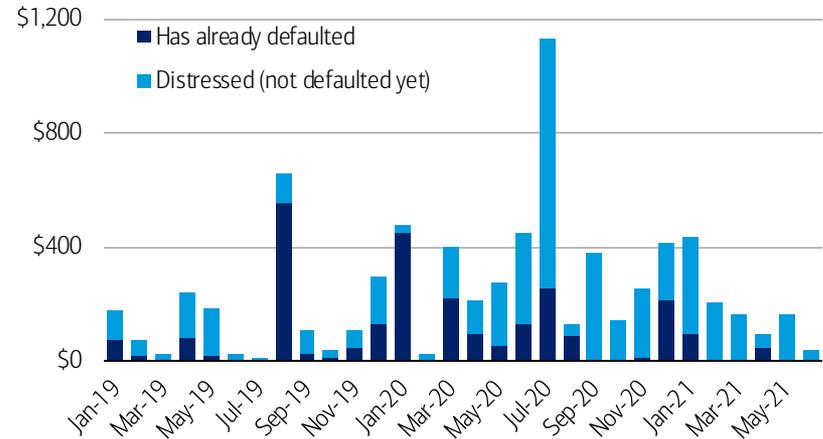
Muni monthly defaults (\$mn)

Defaults spiked in mid-2020, but since Feb 2021, have been low



Newly distressed muni debt, monthly (\$mn)

New distressed debt in 2021 is down 40% y-o-y



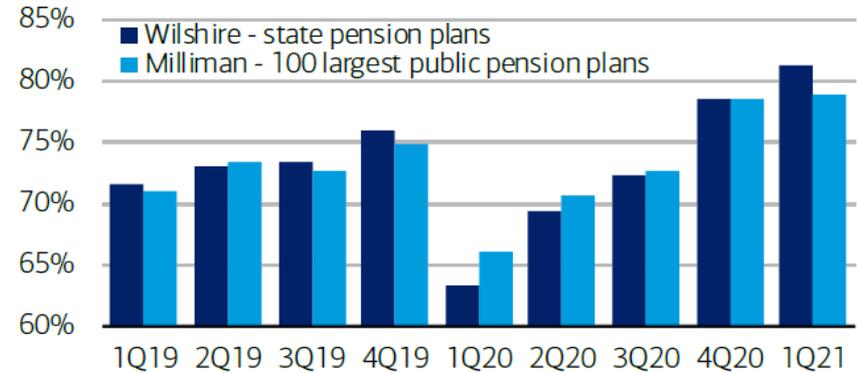
Which, when added with improved pension funded ratios



- Milliman's PFI funded ratio hit 79% in 1Q21
- State pension plans hit 81.3% in 1Q21, per Wilshire Consulting

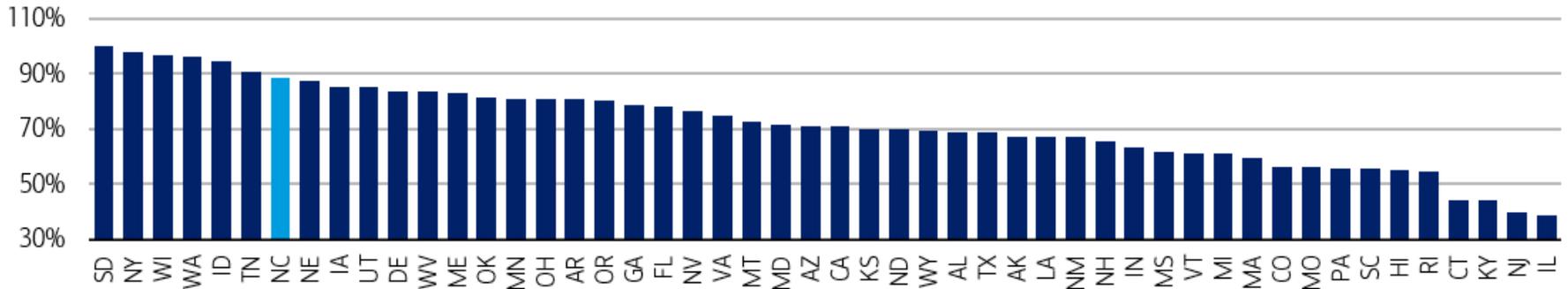
Public pension funded ratios

Funded ratios climb from bottoms in 1Q20



State pension funded ratios (FY19)

North Carolina's 88.4% funded ratio ranks it 7th-highest nationally



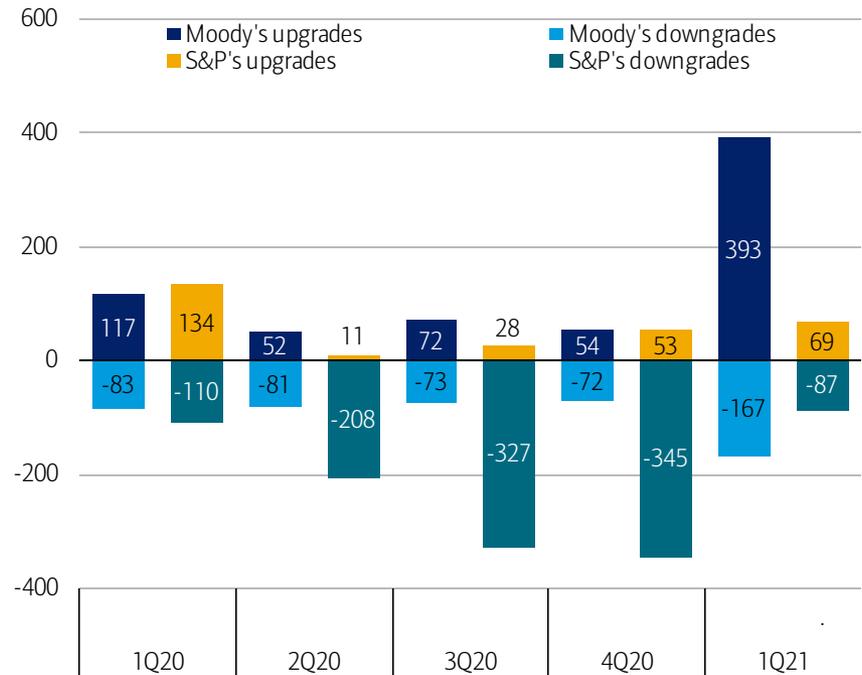
Which has positioned munis for a credit upswing now



- 2Q20 through 4Q20 rating activity was decidedly negative
 - Moody's upgrade to downgrade ratio was 0.8 to 1
 - S&P's upgrade to downgrade ratio was lower at 0.1 to 1
- 1Q21 activity was more positive
 - Moody's ratio was 2.4 to 1 (impacted by methodology change)
 - S&P's ratio was 0.8 to 1

Moody's and S&P's public finance rating activity, 1Q20 through 1Q21

1Q21 activity shows a change of the tide toward the positive as COVID recovery accelerates



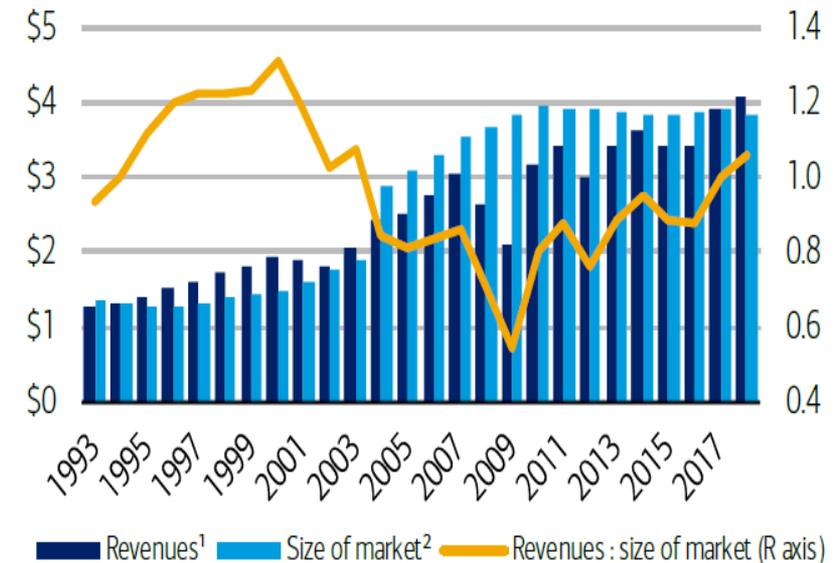


And for this decade

- We expect a “Golden Decade” for muni credit based on:
 - ARP funds
 - Possible infrastructure package
 - Possible tax changes
- Characterized by:
 - Increased issuance
 - But even more revenue
 - And more demand
- Much like the 1990s

Outstanding annual muni debt, revenue (\$tn, left axis) and revenue/debt ratio (right axis)

Muni revenue/debt ratio in 1993 roughly the same level as today





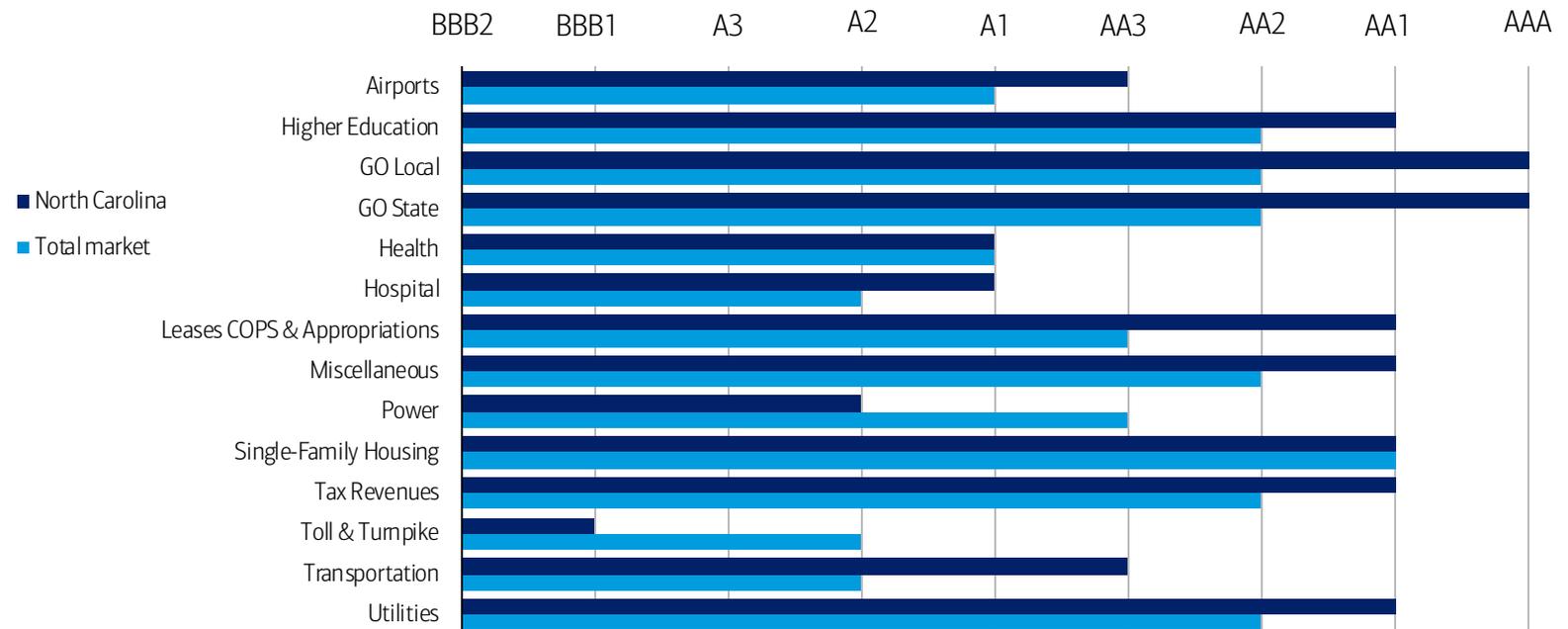
North Carolina issuers starting from a strong position

NC issuers vs the market:

- On average, NC's issuers are rated 0.7 notches above the market more broadly

Average rating, by sector

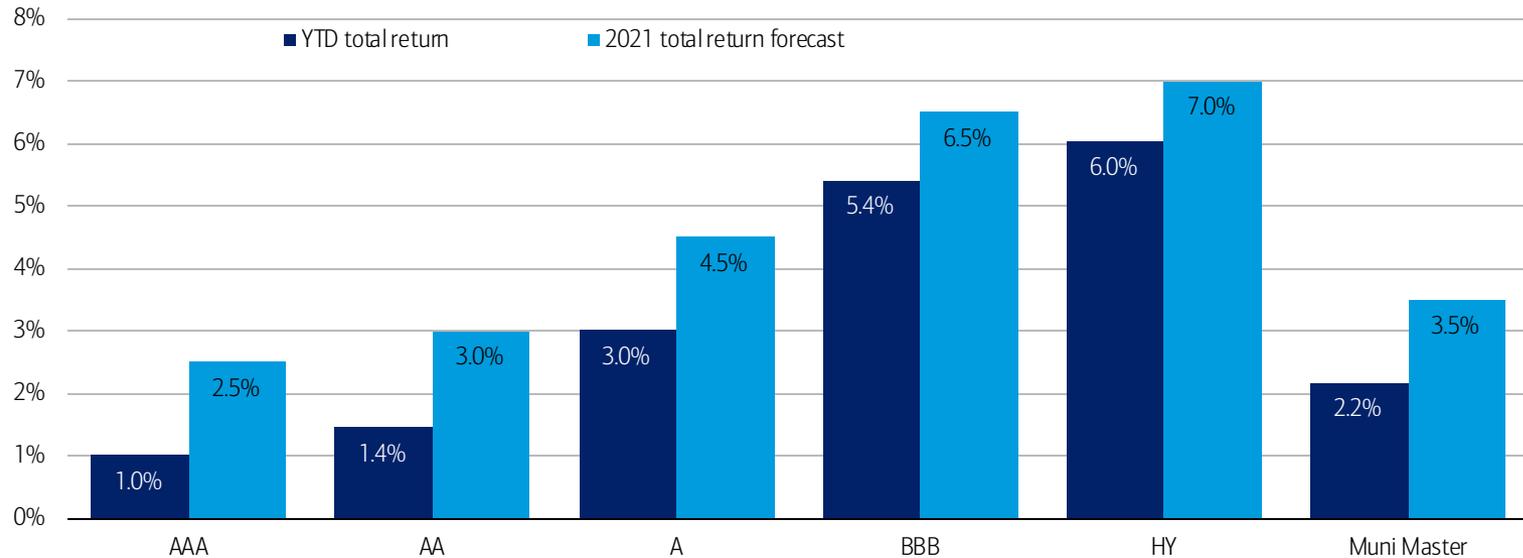
NC's issuers generally rated higher than their counterparts nationally



2021 Total Return Targets Well on Track



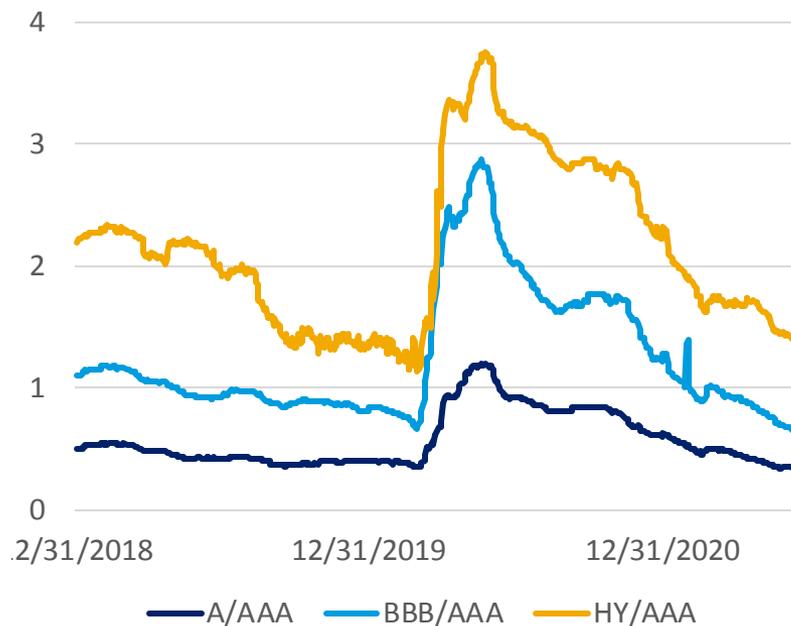
2021 YTD total returns vs targets



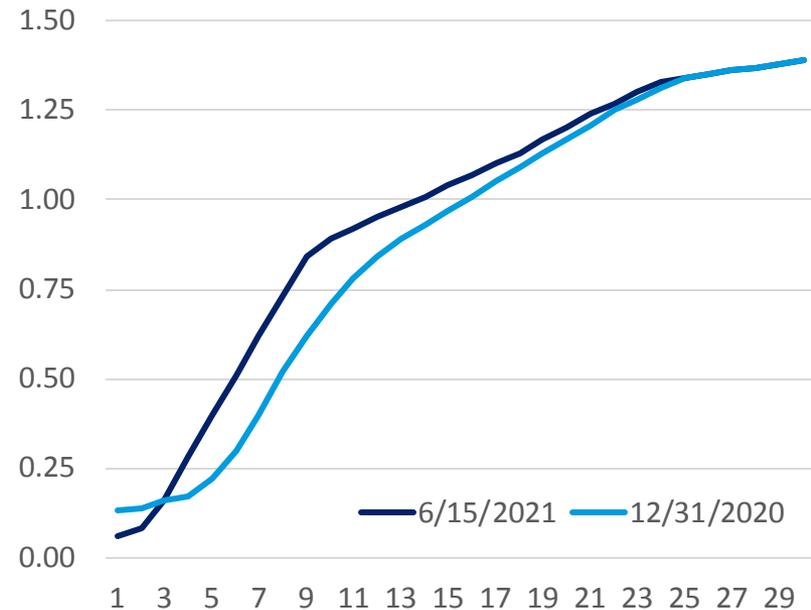
Crushing credit spreads; rounds & rounds rates trip



Credit spreads continue to grind lower in 2H (%)



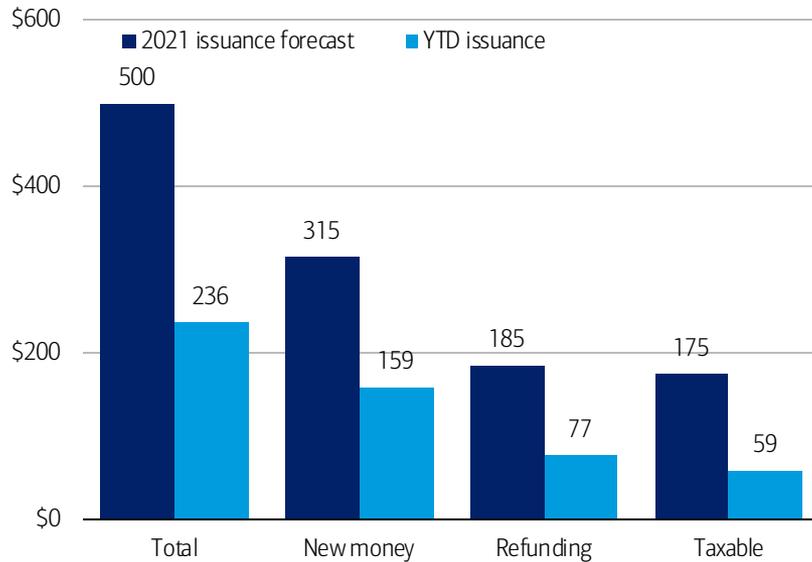
Not much change of AAA Curve in 1H, and also for 2H



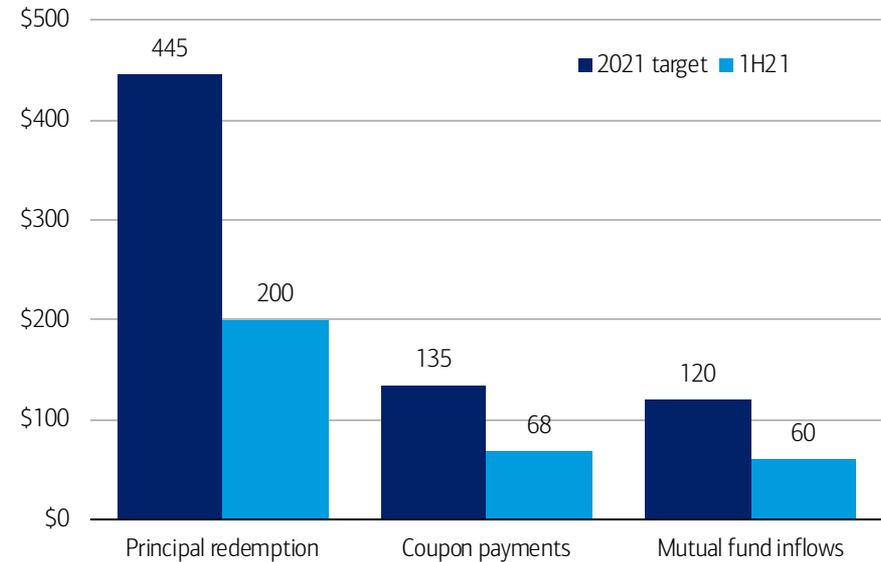
Supply/demand imbalance continues in 2H2021



2021 year target and 1H2021 issuance (\$bn)



Principal & Coupon redemptions, mutual funds flows (\$bn)

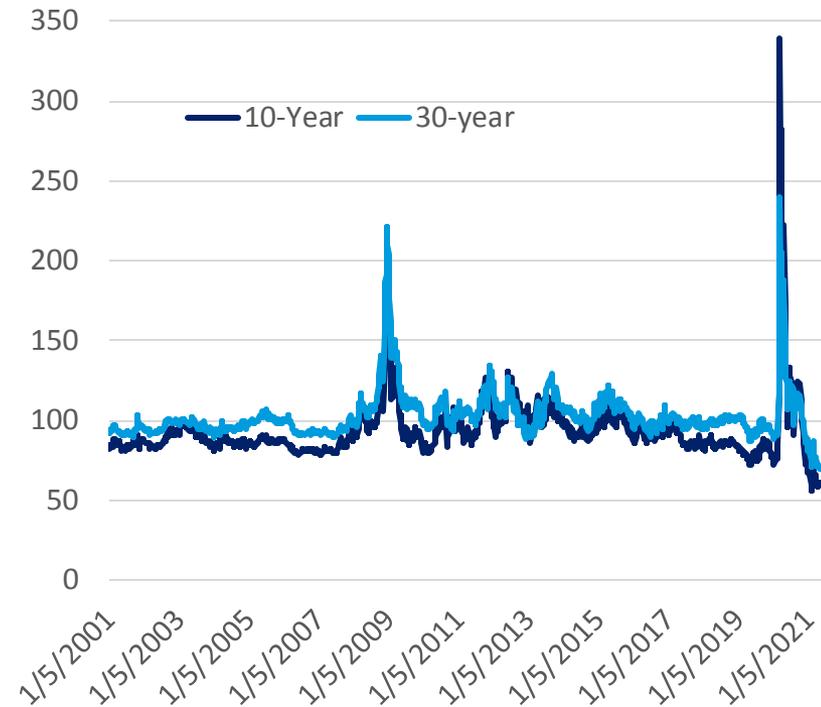




Low ratios to persist or get more extreme

- Extreme ratios to get more extreme
- 50% for 10-year and 55% for 30-year?
- Higher tax rates almost a certainty
- Supply/demand imbalance
- More taxable bonds and less tax-exempt bond issuance

Record low ratios to persist



What we have suggested investors to do



- **Buy credit spreads**

- Credit strength continue to improve
- Lower credits continue to offer more yields
- Transportation & airports have been leading sectors

- **Buy high grade low coupon bonds in September**

- Passing of infrastructure deal may push up rates some, but should end the year flat
- If in September rates does not exceed February/March levels, then we doubt the so-called multi-decade bear market for bonds
- Only believe the Fed tapering when the Fed tapers

- **Active hedging**

- Under-hedge in the next several weeks, but neutral to over-hedged when infrastructure discussion switches to high gear

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