

# **PENNYMAC CORRESPONDENT GROUP**

## **BULK ASSIGNMENT OF TRADE (AOT)**

# AOT GUIDELINES

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- AOT Hedge delivery dates:
  - Settlement dates for the current month are not accepted. Acceptable settlement dates are one month out from current month. (e.g. On 01/01/2023 acceptable AOT trades can have settlements in FEB. Please note, AOT's that settle in JAN will no longer be accepted on 01/01/2023.)
- AOT Hedge Amount:
  - Assignment amount does not need to match trade amount.
  - Sum of the trades assigned MINUS the sum of the loans hit must be less than \$1,000,000. (e.g. \$5.4m of won loans and \$7m in AOT assignments will not be accepted)
  - In the case of over delivery of a hedge, the current offer side will be quoted for the overage amount and used to calculate the P&L in the hedge trade.
- AOT Hedges coupons:
  - Hedge coupons DO NOT NEED to match loan delivery best execution coupons.
  - If hedge coupons do not match loan delivery coupons, the current offer side of the hedge coupon will be used to calculate the P&L in the hedge trade.
  - If hedge coupons match bid delivery coupons then current bid side will be used calculating P&L in the hedge trade.
- Miscellaneous
  - Minimum AOT per coupon: \$500,000
  - Max commitment period: 15 days

# BID TAPE AOT PROCESS

# AOT PROCESS

1. Seller submits bids to [AgencyTrading@pennymac.com](mailto:AgencyTrading@pennymac.com).
2. All-in loan level pricing will be provided by agency trading. Please note, initial pricing provided on bid is based on current market pricing, and does not reflect AOTs.
3. Seller returns winning loan population along with a filled out 'AOT Trade Entry' template and 'Tri-Party Agreements'.
4. Agency trading will return a final pricing sheet to seller, including AOT Trade pricing adjustment table (See slide 8 for example)
5. Seller will receive a confirmation email with commitment number.
6. All extension and pair-off requests should be submitted to [CorrespondentMandatory@pennymac.com](mailto:CorrespondentMandatory@pennymac.com).

# AOT TRADE ENTRY TEMPLATE

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Hedge Program	Dealer	Coupon	Trade Date	Trade Amount	Assign Amount	Trade Price	Settlement Month
G230	BMO Capital Markets Corporation	5	12/7/2022	10,000,000	3,000,000	99.914062500	Feb
G230	Daiwa Capital Mrkts	5.5	12/13/2022	12,500,000	1,000,000	100.875000000	Feb
FN30	Bank of Oklahoma	5	12/8/2022	6,000,000	1,500,000	99.562500000	Feb
FN30	Banc of America	5.5	11/17/2022	14,000,000	4,000,000	100.457031250	Feb
FN30	Banc of America	6	12/7/2022	9,000,000	500,000	102.132812500	Feb

Column Name	Field Type	Notes
Hedge Program	Drop Down	Selection options: FN15, FN30 and G230
Dealer	Drop Down	Selection limited to approved dealers
Coupon	Text	Original AOT coupon rate
Trade Date	Text	Original AOT trade date
Trade Amount	Text	Original AOT trade amount
Assign Amount	Text	Amount of original trade being assigned
Trade Price	Text	Must be to the last decimal
Settlement Month	Text	Examples: Jan, Feb and Mar

# FINAL PRICING SHEET INCLUDING AOT TRADE PRICING ADJUSTMENT TABLE

- Once all required materials have been sent to agency trading, the trade desk will verify the Trade Entry Template and AOT agreements
- The final pricing displays the AOT spread and final price, as highlighted below in red

**Pennymac Bulk Bid**

Client  
 Bid Date 01/11/23 12:00:00  
 Delivery Date 01/18/23  
 Commitment #

AOT Security & Coupon	AOT Trade	Loans Delivered	Delivery Variance (Over/Under)	AOT Trade Px	Current TBA Bid Px	Current TBA Ask Px (Used for loan under delivery only)	Pair off Amount (Offer Side)	Gain/Loss in Hedge	Gain/Loss (BPS)
UM30 5.0 2/23	\$1,500,000	\$1,524,500	\$24,500	99.562500	100.109375	100.203125	\$	-\$8,203	-0.5381
UM30 5.5 2/23	\$4,000,000	\$4,033,630	\$33,630	100.457031	101.328125	101.421875	\$	-\$34,844	-0.8638
UM30 6.0 2/23	\$500,000	\$860,650	\$360,650	102.132813	102.203125	102.312500	\$	-\$352	-0.0408

\$6,000,000 \$6,743,780 \$743,780 AOT dollar value -\$43,399 -0.6435

AOT Security & Coupon	AOT Trade	Loans Delivered	Delivery Variance (Over/Under)	AOT Trade Px	Current TBA Bid Px	Current TBA Ask Px (Used for loan under delivery only)	Pair off Amount (Offer Side)	Gain/Loss in Hedge	Gain/Loss (BPS)
GNII30 5.0 2/23	\$3,000,000	\$2,917,112	-\$82,888	99.914063	100.312500	100.359375	-\$82,888	-\$11,992	-0.4111
GNII30 5.5 2/23	\$1,000,000	\$1,312,065	\$312,065	100.875000	101.187500	101.250000	\$	-\$3,125	-0.2382

\$4,000,000 \$4,988,527 \$988,527 AOT dollar value -\$15,117 -0.3030

Loan	Borrower Last	State	Loan Program	Curr. Int. Rate	Term	Loan Amount	LTV	CLTV	Usage	Type	DTI	Purpose	Cashout Ty	Credit Score	Doc Type	Escrows	Sec Slot	Sec Price	Current Bid	AOT Spread	Final Price
Loan1	LastName1	FL	FHA Fixed 30 Year	5.750		360	\$391,674	96.50	96.50	PrimaryRes	PUD	40.04	Purchase	NoCashOut	653	Full	Y	GNII30 5.0 2/2 100-10	102.7580	-0.3030	102.4550
Loan2	LastName2	WA	Conv Fixed 30 Year	6.625		360	\$248,465	70.00	70.00	PrimaryRes	PUD	46.42	Purchase	NoCashOut	804	Full	Y	UM30 5.5 2/23 101-10+	104.4877	-0.6435	103.8442
Loan3	LastName3	FL	Conv Fixed 30 Year	5.875		360	\$111,700	36.50	36.50	PrimaryRes	1FAM	48.56	Purchase	NoCashOut	717	Full	Y	UM30 5.0 2/23 100-03+	104.3100	-0.6435	103.6665
Loan4	LastName4	TX	FHA Fixed 30 Year	5.750		360	\$242,526	96.50	96.50	PrimaryRes	1FAM	48.34	Purchase	NoCashOut	712	Full	Y	GNII30 5.0 2/2 100-10	103.4734	-0.3030	103.1704
Loan5	LastName5	TX	Conv Fixed 30 Year	6.625		360	\$486,412	90.00	90.00	PrimaryRes	PUD	43.01	Purchase	NoCashOut	781	Full	Y	UM30 5.5 2/23 101-10+	103.7059	-0.6435	103.0624
Loan6	LastName6	FL	FHA Fixed 30 Year	6.250		360	\$373,117	96.50	96.50	PrimaryRes	PUD	55.13	Purchase	NoCashOut	668	Full	Y	GNII30 5.5 2/2 101-06	103.3461	-0.3030	103.0431
Loan7	LastName7	FL	Conv Fixed 30 Year	6.625		360	\$315,250	65.00	65.00	PrimaryRes	1FAM	49.27	Purchase	NoCashOut	791	Full	Y	UM30 5.5 2/23 101-10+	103.7829	-0.6435	103.1394
Loan8	LastName8	NJ	Conv Fixed 30 Year	6.500		360	\$415,000	64.84	64.84	PrimaryRes	1FAM	47.86	Purchase	NoCashOut	698	Full	Y	UM30 5.5 2/23 101-10+	102.9467	-0.6435	102.3032
Loan9	LastName9	GA	FHA Fixed 30 Year	6.000		360	\$338,751	96.50	96.50	PrimaryRes	1FAM	47.54	Purchase	NoCashOut	664	Full	Y	GNII30 5.5 2/2 101-06	102.8905	-0.3030	102.5875
Loan10	LastName10	AZ	USDA Fixed 30 Year	6.750		360	\$237,373	100.58	100.58	PrimaryRes	1FAM	33.15	Purchase	NoCashOut	654	Full	Y	GNII30 6.5 2/2 102-20+	103.8407	-0.3030	103.5377



# TRADE PRICING ADJUSTMENTS CALCULATIONS

AOT Security & Coupon	AOT Trade	Loans Delivered	Delivery Variance (Over/Under)	AOT Trade Px	Current TBA Bid Px	Current TBA Ask Px (Used for loan under delivery only)	Pair off Amount (Offer Side)	Gain/Loss in Hedge	Gain/Loss (BPS)
UM30 5.0 2/23	\$1,500,000	\$1,524,500	\$24,500	99.562500	100.109375	100.203125		\$ -8,203	-0.5381
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UM30 6.0 2/23	\$500,000	\$860,650	\$360,650	102.132813	102.203125	102.312500		\$ -352	-0.0408
	\$6,000,000	\$6,743,780	\$743,780				AOT dollar value	-\$43,399	-0.6435

## AOT Trade Less Than Loans Delivered:

### Gain/Loss Hedge Calculation:

- $(\text{AOT Trade Px} - \text{Current TBA Px}) / 100 * \text{AOT Trade}$ 
  - $(99.562500 - 100.109375) / 100 * 1,500,000 = -8,203$

### Gain/Loss Hedge Calculation (BPS):

- $(\text{Gain/Loss in Hedge} / \text{Loans Delivered}) * 100$ 
  - $(-8,203 / 1,524,500) * 100 = -.5381$

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GNI30 5.0 2/23	\$3,000,000	\$2,917,112	-\$82,888	99.914063	100.312500	100.359375	-\$82,888	-\$11,992	-0.4111
GNI30 5.5 2/23	\$1,000,000	\$1,312,065	\$312,065	100.875000	101.187500	101.250000	\$	-\$3,125	-0.2382
	\$4,000,000	\$4,988,527	\$988,527				AOT dollar value	-\$15,117	-0.3030

## AOT Trade Greater Than or Equal Loans Delivered:

### Gain/Loss Hedge Calculation:

- $(\text{AOT Trade Px} - \text{Current TBA Px}) / 100 * \text{Loans Delivered}$ 
  - $(99.914063 - 100.312500) / 100 * 2,917,112 = -11,623$
- $(\text{AOT Trade Px} - \text{Current TBA Ask Px}) / 100 * (-\text{Delivery Variance})$ 
  - $(99.914063 - 100.359375) / 100 * -82,888 = -369$

### Gain/Loss Hedge Calculation (BPS):

- $(\text{Gain/Loss in Hedge} / \text{Loans Delivered}) * 100$ 
  - $(-11,992 / 2,917,112) * 100 = -.4111$

# PENNYMAC'S APPROVED DEALERS

Pennymac is currently accepting AOTs from the following dealers:

- Banc of America
- Bank of Oklahoma
- Barclays Capital
- BMO Capital Markets Corporation
- BNP Paribas
- BNY Mellon
- Brean Capital
- Cantor Fitzgerald LP
- Citigroup
- Daiwa Capital Markets
- Fannie Cap Markets
- Goldman Sachs
- Hilltop Securities Inc.
- Janney Montgomery
- Jefferies
- JP Morgan
- JVB Financial Group
- Marex North America LLC (formerly ED&F Man Capital Markets)
- Mizuho Securities
- Morgan Stanley
- MUFG Securities Americas
- Multi-Bank Securities
- Nomura Securities
- PNC Bank
- Raymond James & Associates
- Santander US Capital Markets LLC (formerly Amherst Pierpont)
- South Street Securities
- Stifel, Nicolaus & Co., Inc.
- StoneX Group Inc. (formerly INTL FCstone Inc.)
- Texas Capital Securities
- Wells Fargo

The most up-to-date list can be found at:

<https://www.gopennymac.com/tools/seller-guide/exhibit-1-aot-slash-acceptable-broker-dealers>