

# Our profile

Global corporate trust supports the United States and Europe, serving private and public companies, government and tax-exempt entities, and financial institutions. The group operates a network of more than 45 domestic offices and international locations in London, England; and Dublin, Ireland. Our tenured teams provide expert guidance backed by financial strength and resources to help our clients achieve success.

## Industry landscape – Q1/2020 market share

### Collateralized Loan Obligation

| Rank            | Trustee          | # of Issues | Proceeds (US\$ Mil) | Market share % on Dollars |
|-----------------|------------------|-------------|---------------------|---------------------------|
| 1               | <b>U.S. Bank</b> | <b>22</b>   | <b>11,690</b>       | <b>54%</b>                |
| 2               | Citibank         | 6           | 2,908               | 13%                       |
| 3               | Wilmington Trust | 4           | 2,796               | 13%                       |
| 4               | Wells Fargo      | 4           | 1,801               | 8%                        |
| 5               | Bank of New York | 2           | 901                 | 4%                        |
| Total w/Trustee |                  | 42          | 21,762              | 100%                      |

### Municipal

| Rank            | Trustee          | # of Issues | Proceeds (US\$ Mil) | Market share % on Issues |
|-----------------|------------------|-------------|---------------------|--------------------------|
| 1               | <b>U.S. Bank</b> | <b>222</b>  | <b>20,275</b>       | <b>42%</b>               |
| 2               | Bank of New York | 114         | 15,933              | 22%                      |
| 3               | UMB Bank         | 57          | 1,056               | 11%                      |
| 4               | Wells Fargo      | 32          | 3,675               | 6%                       |
| 5               | Zions Bank       | 30          | 1,601               | 6%                       |
| Total w/Trustee |                  | 531         | 48,028              | 25%                      |

### ABS/MBS

| Rank            | Trustee          | # of Issues | Proceeds (US\$ Mil) | Market share % on Dollars |
|-----------------|------------------|-------------|---------------------|---------------------------|
| 1               | <b>U.S. Bank</b> | <b>40</b>   | <b>25,095</b>       | <b>30%</b>                |
| 2               | Wilmington Trust | 24          | 13,550              | 16%                       |
| 3               | Wells Fargo      | 21          | 12,169              | 15%                       |
| 4               | Bank of New York | 15          | 8,952               | 11%                       |
| 5               | Citibank         | 16          | 7,918               | 10%                       |
| Total w/Trustee |                  | 142         | 82,756              | 100%                      |

### Corporate

| Rank            | Trustee          | # of Issues | Proceeds (US\$ Mil) | Market Share % on Issues |
|-----------------|------------------|-------------|---------------------|--------------------------|
| 1               | Bank of New York | 131         | 196,155             | 44%                      |
| 2               | <b>U.S. Bank</b> | <b>73</b>   | <b>70,626</b>       | <b>25%</b>               |
| 3               | Wells Fargo      | 47          | 56,473              | 16%                      |
| 4               | Deutsche Bank    | 29          | 56,861              | 10%                      |
| 5               | Wilmington Trust | 5           | 1,519               | 2%                       |
| Total w/Trustee |                  | 298         | 398,274             | 59%                      |

## In the news

One of the World's Most Ethical Companies® for the sixth consecutive year

– *Ethisphere Institute, February 2020*

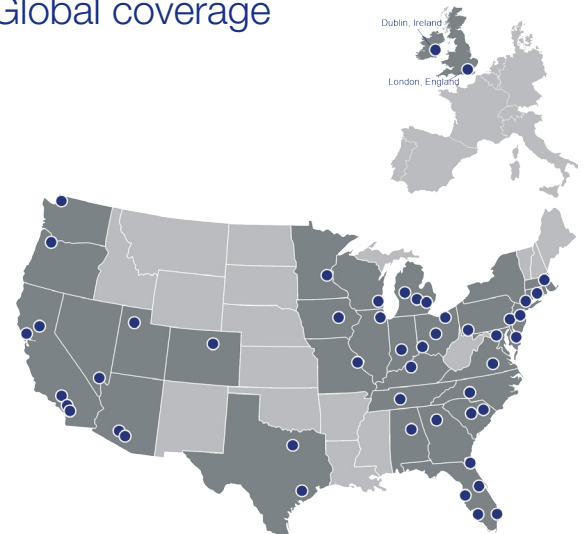
One of the World's Most Admired Companies for the 10th consecutive year

– *Fortune, January 2020*

## Global corporate trust statistics

- 2,029 U.S. and 167 EU employees
- AUA: \$5.49 trillion
- Issuances: 147,597
- Bondholders: 30,445
- 11,191,806 collateral files
- 49 domestic and 3 international offices

## Global coverage



## Comprehensive solutions

### Corporate/municipal

#### Capacities

Arbitrage calculation  
 Depository tender exchange agent  
 Disbursing agent  
 Dissemination agent  
 Distribution agent  
 Escrow agent  
 Fiscal agent  
 Paying agent  
 Reinsurance trust  
 Successor trustee  
 Tender agent  
 Trustee

#### Transaction types

Certificates of participation  
 Commercial paper  
 Consent solicitations  
 Corporate bond, debenture and note issues  
 Environmental settlements  
 First mortgage bonds  
 General obligation bonds  
 Litigation/liquidating trusts  
 Medium-term note obligations  
 Personal injury trusts  
 Project financings  
 Reinsurance trusts  
 Tax-exempt bonds  
 Tax/lease revenue bonds

### Global collateralized debt obligations

#### Capacities

Custodian  
 Loan administration/closing  
 Loan agency  
 Middle office  
 Trustee

#### Transaction types

Collateralized debt obligation (CDO/ABS CDO)  
 Collateralized loan obligation (CLO)  
 Commercial real estate (CRE)  
 Funds and separately managed accounts  
 Synthetic CLN  
 Total return swap (TRS)

#### Collateral types

Bank loans  
 Commercial real estate loans  
 Credit default swaps  
 Fixed income securities

### Global structured finance

#### Capacities

Bond and tax administration  
 Collateral agent  
 Commercial paper issuing and paying agent  
 Delaware owner trustee  
 Document custodian  
 Loan administration/closing  
 Loan agency  
 Middle office  
 Securities intermediary for senior settlements  
 Titling trustee for vehicle leases  
 Trustee, registrar and paying agent

#### Transaction types

Commercial real estate (CRE)  
 Consumer receivables ABS  
 Funds and separately managed accounts  
 Synthetic CLN  
 Total return swap (TRS)

### Service offering

Administrative agent  
 Arbitrage calculations  
 Auction agent  
 Authentication agent  
 Calculation/reference agent  
 Cash manager  
 Collateral agent  
 Collecting agent  
 Common depository  
 Consent agent  
 Conversion agent  
 Custodian  
 Depository agent  
 Delaware trustee  
 Distribution agent  
 Escrow agent  
 Exchange agent  
 Facility agent  
 Fiscal agent  
 FX agent  
 Information agent  
 Intercreditor agent  
 Issuing agent  
 Paying agent  
 Portfolio administrator  
 Registrar and transfer agent  
 Securities intermediary  
 Security trustee  
 Tax and reporting agent  
 Tender/exchange agent  
 Settlement agent  
 Trustee  
 Verifications agent  
 Warrant agent



## Contact

Contact us today to partner with a business development officer committed to helping you develop your strategy for success.

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Data and statistics - Q1/2020, as of March 31, 2020.

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