

*For municipal issuers, HilltopSecurities leverages national resources, a deep understanding of regional needs, and dedicated equity capital to support your issue as senior manager or co-managing underwriter. Plus, as a regional firm with national reach, we're a leading market maker and originator of fixed-income securities including corporate bonds, U.S. treasuries, and structured products.*

## CONTACT US

Find out how our municipal underwriting services can help advance your community. Call or visit us online today.

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# ADVANCING PURPOSE IN PUBLIC FINANCE



## REGIONAL WITH A NATIONAL REACH

As a regional firm with national reach, we're focused on understanding the economy and politics of the communities our clients serve. Our municipal finance team has more than 70 years of experience serving issuers across the country. By leveraging the resources of one of the nation's leading municipal finance firms, our investment bankers work across sectors and practice groups to implement the latest structuring ideas and marketing strategies.

## EXTENDING YOUR REACH

Our longstanding relationships with Tier I, II, and III institutional investors, as well as retail buyers, help extend the reach of your issue. With over 2,000 separate institutional accounts in our portfolio, we can connect your issue with the right investors. In addition, the connectivity between our underwriting desk and our secondary sales and trading platform allows us to determine potential investors, structure, and size of orders before pricing. This insight helps optimize the best possible deal structure and lowest interest cost when serving as lead manager.

## CAPITAL POSITION

<i>December 31, 2019 (Unaudited)</i>	<i>In Millions</i>
Equity Capital	\$391
Net Regulatory Capital	\$319
Excess Net Capital	\$311

## LEVERAGING RELATIONSHIP CAPITAL

While other investment banks are scaling back their fixed-income efforts, we continue to expand. With recent hires in sales, trading, and underwriting from national wirehouses and major regionals—and a long-tenured staff with established roots—you have over 200 experienced financial professionals supporting your issue. Our vast resources allow for deeper penetration into accounts as well as optimized negotiated pricing.

## UNDERWRITING BY THE NUMBERS

# \$391 MILLION

EQUITY CAPITAL<sup>1</sup>

# \$4.4 BILLION

UNDERWRITING CAPACITY<sup>1</sup>

# 1,333 DEALS

SINCE 2015<sup>2</sup>

# \$118 BILLION

PAR AMOUNT SINCE 2015<sup>2</sup>

# 22/WEEK

AVERAGE FINANCINGS<sup>3</sup>

1. Capital position as of Dec. 31, 2019 (unaudited). HilltopSecurities FOCUS report.

2. For the five-year period ending Dec. 31, 2019. Ipreo MuniAnalytics.

3. As municipal advisor or underwriter for the five-year period ending Dec. 31, 2019. Ipreo MuniAnalytics.