

***WE DON'T FOLLOW THE HERD.  
WE LEAD IT.***

*HilltopSecurities is dedicated to helping you pursue your boldest financing needs. As your municipal advisor, we put more than 70 years of experience in the municipal bond market to work. Our national network of financial professionals works together to give you timely, informed market solutions.*

*We like to think of ourselves as facilitators of bold visions. And we're honored to work with those who move our society forward.*

**CONTACT US**

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

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**ADVANCING  
PURPOSE IN  
PUBLIC FINANCE**

## MUNICIPAL ADVISORY SERVICES

For more than 70 years, we've helped municipalities meet their funding needs. How? By advising on the whole of your financial picture. By keeping our professionals local, so they know the political and funding challenges you face. And by implementing the following four-phase focus on your present and future—one that goes beyond bond issuances and helps advance your community:

- Analyze & evaluate your debt profile
- Review & evaluate your objectives
- Strategize on implementation
- Anticipate future needs

## SAGE ADVICE ACROSS SECTORS

Wherever you are, chances are we have a branch nearby or an advisor who knows your community. We serve over 1,650 clients from more than 29 offices in 17 states,<sup>1</sup> and our professionals have experience in a wide range of sectors and focus areas, including:

- Airports
- Convention Centers/Hotels
- General Obligation Projects
- Healthcare
- Higher Education
- Housing
- Pension and OPEB
- Ports
- Public Power
- Public-Private Partnerships
- School Districts
- Special Districts
- Student Loans
- Toll Roads/Rapid Transit
- Water & Sewer Projects

## BOND EXECUTION SERVICES

Our tailored approach to bond execution has helped make us the No. 1 municipal advisor to state and local governments across the nation.<sup>2</sup> Whether it's new money or a refunding, we guide you through all phases of the bond issuance process, including:

- Developing a financing program
- Setting financing terms
- Coordinating related service providers
- Coordinating the rating & credit enhancement process
- Preparing issue documentation
- Conducting the marketing & sale of debt

On top of bond execution, we also review the feasibility of alternative financing vehicles.

## NAVIGATING BOND ELECTIONS

Federal and state funding can be more and more difficult to come by, making the bond election process paramount. From creating voter information materials to coordinating with bond counsel on filing deadlines, we do everything we can to give your issue the best chance of authorization.

## ANCILLARY SERVICES

We can also help you with a variety of needs related to the issuance of public debt. Whether it's remaining compliant or managing your entity's investment portfolio, our in-house continuing disclosure, arbitrage rebate, and asset management services can help.

## COMMUNITY IMPACT BY THE NUMBERS

**#1** MUNICIPAL ADVISORY FIRM NATIONWIDE,  
BASED ON NUMBER OF TRANSACTIONS  
IN THE PAST DECADE<sup>2</sup>

**1,650**

MUNICIPAL CLIENTS SERVED FROM MORE THAN  
29 OFFICES IN 17 STATES<sup>1</sup>

**1,368 FINANCINGS**

**27**

NUMBER OF DEAL OF THE YEAR AWARDS OUR  
CLIENTS HAVE WON<sup>3</sup>

PER YEAR AS EITHER MUNICIPAL  
ADVISOR OR UNDERWRITER<sup>4</sup>