



pfm

PFM Overview

Why Work With Us

We started with a simple insight. Governments and charitable institutions need independent advice from professionals who understand institutional financial needs and challenges inside and out. Advice from people who respect the amazing work they do every day for the benefit of others.

With this insight, we serve as a fiduciary, guided by our bedrock principles of Ingenuity, Sustainability and Resourcefulness.

Today, our asset managers, financial advisors and consultants work across a broad range of traditional and specialized sectors in every region of the country. Thanks to an unwavering commitment to serving our clients' interests above all else, PFM has grown into one of the nation's leading independent financial and investment advisors.

We provide visionaries the expertise to help them imagine—and create—a brighter future. This is why hundreds of state and local governments, health systems, universities, school districts, banks and non-profits trust PFM as their companion when navigating change and achieving tomorrow's goals.

Financial Advisory

Refinitiv (formerly Thomson Reuters) has ranked our financial advisory team number one in the nation for the last 22 years, advising on more than \$980 billion in debt and more than 18,000 separate transactions during that period. We got here by making a difference for our clients. See what we can do for you:

- Transaction Management & Bond Pricing
- Credit Strategies
- Capital Planning

Asset Management

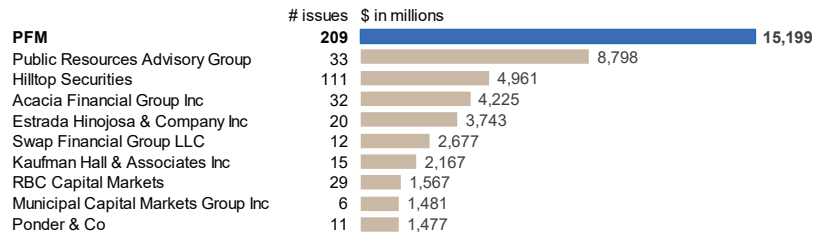
We specialize in providing independent, objective and well-informed investment advice and disciplined portfolio management for public sectors, charitable institutions and other institutional clients. Our investment services include:

- Separate Account Management & Fixed Income Consulting
- Local Government Investment Pools
- Multi-Asset Class Management
- Structured Products

2020 First Quarter Overall Long Term Municipal New Issues

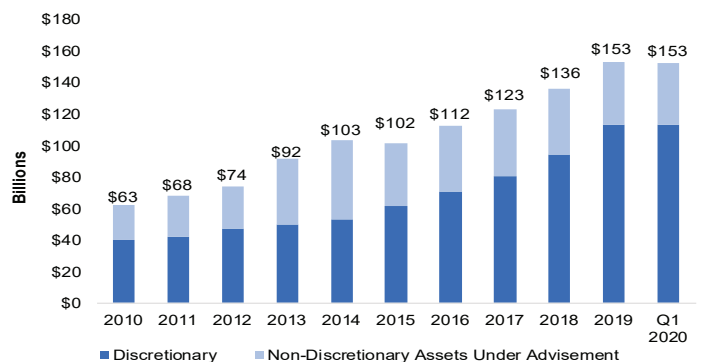
Municipal Financial Advisory Ranking - Equal to Each Financial Advisor

Source: Refinitiv



PFM's Growth in Assets Under Management and Advisement

Managed and Advised by PFM's asset management business





Consulting

We work at the intersection of policy, operations and budgeting to help solve our clients' toughest problems. Our experienced consultants focus on the complex challenges faced by public sector leaders, and deliver in-depth analysis and creative ideas that can truly make a difference.

- Financial Planning & Budgeting
- Organizational Efficiency & Effectiveness
- Policy & Program Analysis
- Workforce Strategy & Negotiation Support

Specialized Services

PFM is committed to meeting the varied needs of our client base, no matter their size or situation. That commitment means bringing our expertise to bear on behalf of clients through a broad array of capabilities designed specifically for institutions and the public sector.

- Derivatives Advisory
- Treasury Management Consulting
- Arbitrage & Tax Compliance Consulting
- Retirement Finance

Alternative Finance

When our clients weigh using private capital to support public goals, we are by their side to provide rigorously independent and objective counsel. We help clients evaluate any number of alternative financing techniques in order to create benefit for the public. What's distinctive about our approach to alternative finance is our decades deep grounding in public finance. This expertise places us in an optimal position to understand all of the financing tools at our clients' disposal.

- Public Private Partnerships and Economic Development
- Asset & Real Estate Portfolio Analysis & Monetization
- Environmental Finance
- Tax Credit & Incentive Policies

Financial Modeling

PFM Solutions LLC focuses exclusively on developing and delivering best-of-breed financial modeling technology and services to public and private markets. Our professionals have a 10-year track record of helping clients with mission-critical strategic decision-making.

PFM is the marketing name for a group of affiliated companies providing a range of services. All services are provided through separate agreements with each company. This material is for general information purposes only and is not intended to provide specific advice or a specific recommendation. Financial advisory services are provided by PFM Financial Advisors LLC and Public Financial Management, Inc. Both are registered municipal advisors with the Securities and Exchange Commission (SEC) and the Municipal Securities Rulemaking Board (MSRB) under the Dodd-Frank Act of 2010. Investment advisory services are provided by PFM Asset Management LLC which is registered with the SEC under the Investment Advisers Act of 1940. Swap advisory services are provided by PFM Swap Advisors LLC which is registered as a municipal advisor with both the MSRB and SEC under the Dodd-Frank Act of 2010, and as a commodity trading advisor with the Commodity Futures Trading Commission. Additional applicable regulatory information is available upon request. Consulting services are provided through PFM Group Consulting LLC. Institutional purchasing card services are provided through PFM Financial Services LLC. PFM's financial modeling platform for strategic forecasting is provided through PFM Solutions LLC. For more information regarding PFM's services or entities, please visit www.pfm.com.