

RBC Capital Markets' strength in the muni bond market



Wealth Management

A leader in U.S. municipal finance

Headquartered in New York, RBC Capital Markets (RBC CM) employs 358 banking, sales, trading, underwriting and research professionals in 27 cities. We have one of the largest municipal finance practices in the U.S. For 80 years, the Municipal Finance Group has expanded in size, breadth and expertise, providing municipal financing assistance to thousands of clients, and underwriting tens of thousands of bond issues.

Royal Bank of Canada — consistently high credit ratings¹

Moody's	Standard & Poor's	Fitch
Aa1 ²	AA ⁻²	AA ²
A1 ³	A ³	AA ⁻³
Stable ⁴	Stable ⁴	Stable ⁴

Investment banking

RBC CM's banking offices provide local clients with public finance professionals with first-hand knowledge of the communities they serve. The bankers can sustain a level of active involvement with the issuer by attending local meetings and establishing a direct relationship free from geographic barriers. The growth of RBC CM's public finance practice is built upon maintaining significant banking offices in select cities across the country. These core market offices are staffed

with public finance bankers with municipal finance expertise and knowledge of their specific market's economy, demographics and public finance laws.

Trading and underwriting

RBC CM's regional underwriting and trading expertise coupled with a national focus gives us an advantage in gathering information on bonds issued in the areas we serve. Through our five regional trading desks and numerous underwriting groups, we have in-depth knowledge and access to local markets. We maintain extensive inventory positions and participate in both the primary and secondary markets, offering our clients a wide range of investment opportunities. Tradeweb, a live and executable trading platform, gives our traders and financial advisors access to more than 150 commingled retail inventories, from primary and regional dealers across the country. This allows us to provide competitive offerings and the largest selection of fixed income products in the marketplace. We can provide our customers with more opportunities, achieving better pricing for their trades.

Market distribution

Through RBC Wealth Management, we have a network of retail branch offices throughout the nation serving individual investors. Our underwriting and trading capabilities are broadly dispersed and client

focused, allowing us to deliver a wide range of municipal products.

Research and Strategies Group

RBC provides quality research. The municipal credit strategists in our Fixed Income Strategies Group provide in-depth access to credit information, market conditions and product information for investors. We publish commentaries on the economy, fixed income markets and investment strategies. Plus, the Strategies Group professionals provide portfolio review services for our financial advisors and their clients.

Municipal underwriting

RBC CM is the most active underwriter of municipal bonds by total number of senior managed issues, underwriting hundreds of issues annually.

We maintain two fundamental advantages: enduring client relationships, and significant capital to underwrite unsold balances in the primary market and maintain an active secondary market for client issues.

In 2021, RBC Capital Markets' Public Finance Department ranked as the #3 lead manager on negotiated issues with 583 issues for a 7.5% market share. Total par amount on these issues was \$26,806,900,000.

Please see the following tables for RBC CM's lead manager rankings.

Investment and insurance products offered through RBC Wealth Management are not insured by the FDIC or any other federal government agency, are not deposits or other obligations of, or guaranteed by, a bank or any bank affiliate, and are subject to investment risks, including possible loss of the principal amount invested.

Lead manager league table (01/01/2021–12/31/2021)

Negotiated: True economics to book runner | Source: Reuters

Manager	Par amount (US\$ mil)	Rank	Market share (%)	# of Issues
BofA Securities Inc	44,204.8	1	12.4	352
Citi	36,534.5	2	10.2	239
RBC Capital Markets	26,806.9	3	7.5	583
Goldman Sachs & Co LLC	26,566.2	4	7.4	152
Stifel Nicolaus & Co Inc	23,271.6	5	6.5	993
Morgan Stanley	22,665.5	6	6.4	173
J P Morgan Securities LLC	22,634.6	7	6.3	214
Jefferies LLC	17,849.1	8	5.0	109
Piper Sandler & Co	15,849.4	9	4.4	740
Barclays	15,740.2	10	4.4	136
Raymond James	15,212.1	11	4.3	452
Wells Fargo & Co	14,586.6	12	4.1	169
Siebert Williams Shank & Co	8,057.7	13	2.3	65
Loop Capital Markets	6,153.5	14	1.7	55
UBS Financial Services Inc	5,395.4	15	1.5	58
Robert W Baird & Co Inc	5,377.7	16	1.5	366
Ramirez & Co Inc	5,107.3	17	1.4	37
D A Davidson & Co	4,891.6	18	1.4	446
Ziegler	4,330.8	19	1.2	132
PNC Financial Services Group Inc	3,708.4	20	1.0	142
Hilltop Securities	3,576.6	21	1.0	127
KeyBanc Capital Markets	2,891.9	22	.8	101
FHNC Financial Capital Markets	2,387.7	23	.7	69
Oppenheimer & Co	2,284.4	24	.6	76
Huntington Bancshares Inc	1,914.2	25	.5	122
Top 25	337,998.7	-	94.5	6,108
Industry Total	357,198.1	-	100.0	7,541

Lead and co-manager league table (01/01/2021–12/31/2021)

Negotiated: Full credit to each manager | Source: Reuters

Manager	Par amount (US\$ mil)	Rank	Market share (%)	# of Issues
BofA Securities Inc	126,877.6	1	35.5	697
Citi	109,422.3	2	30.6	528
J P Morgan Securities LLC	103,227.8	3	28.9	541
Morgan Stanley	94,543.7	4	26.5	485
RBC Capital Markets	90,995.8	5	25.5	967
Wells Fargo & Co	90,898.7	6	25.5	527
Siebert Williams Shank & Co	81,912.2	7	22.9	342
Goldman Sachs & Co LLC	79,136.7	8	22.2	293
Ramirez & Co Inc	75,759.5	9	21.2	349
Loop Capital Markets	74,603.4	10	20.9	307
Raymond James	74,365.2	11	20.8	818
Barclays	73,095.5	12	20.5	343
Stifel Nicolaus & Co Inc	72,485.8	13	20.3	1247
Jefferies LLC	69,657.9	14	19.5	308
UBS Financial Services Inc	65,262.2	15	18.3	266
Academy Securities Inc	56,953.6	16	15.9	171
Piper Sandler & Co	50,054.6	17	14.0	931
Blaylock Van LLC	41,161.2	18	11.5	107
Stern Brothers & Co	40,206.3	19	11.3	112
Cabrera Capital Markets Inc	39,454.4	20	11.1	83
Rice Financial Products Company	37,512.0	21	10.5	109
Drexel Hamilton LLC	31,087.7	22	8.7	136
TD Securities (USA) LLC	28,635.2	23	8.0	94
PNC Financial Services Group Inc	22,629.5	24	6.3	271
Roosevelt & Cross Inc	20,315.4	25	5.7	192
Top 25	1,650,254.2	-	462.1	10,224
Industry Total	357,198.1	-	100.0	7,541

Healthcare lead manager league table (01/01/2021–12/31/2021)

Negotiated: True economics to book runner | Source: Reuters

Manager	Par amount (US\$ mil)	Rank	Market share (%)	# of Issues
J P Morgan Securities LLC	4,197.2	1	19.2	43
BofA Securities Inc	4,052.9	2	18.6	42
Barclays	2,741.0	3	12.6	21
Citi	2,223.3	4	10.2	10
RBC Capital Markets	1,884.8	5	8.6	21
Goldman Sachs & Co LLC	1,464.2	6	6.7	19
Morgan Stanley	1,058.3	7	4.9	11
Piper Sandler & Co	692.2	8	3.2	17
Raymond James	596.7	9	2.7	9
KeyBanc Capital Markets	369.8	10	1.7	5
Top 10	19,280.4	-	88.4	198
Industry Total	21,839.9	-	100.0	228

Single family housing lead manager league table (01/01/2021–12/31/2021)

Negotiated: True economics to book runner | Source: Reuters

Manager	Par amount (US\$ mil)	Rank	Market share (%)	# of Issues
RBC Capital Markets	3,306.9	1	23.2	58
Citi	1,894.2	2	13.3	20
BofA Securities Inc	1,831.8	3	12.8	21
Morgan Stanley	1,173.9	4	8.2	16
Barclays	1,106.1	5	7.8	15
Jefferies LLC	1,076.2	6	7.6	12
J P Morgan Securities LLC	1,068.9	7	7.5	20
Wells Fargo & Co	849.4	8	6.0	11
Raymond James	626.3	9	4.4	7
Stifel Nicolaus & Co Inc	614.1	10	4.3	16
Top 10	13,547.8	-	95.1	196.0
Industry Total	14,261.3	-	100.0	214

Airports lead manager league table (01/01/2021–12/31/2021)

Negotiated: True economics to book runner | Source: Reuters

Manager	Par amount (US\$ mil)	Rank	Market share (%)	# of Issues
BofA Securities Inc	3,532.5	1	24.7	15
Citi	3,376.7	2	23.6	17
Barclays	1,531.1	3	10.7	5
Goldman Sachs & Co LLC	1,198.0	4	8.4	8
Jefferies LLC	879.0	5	6.2	2
Siebert Williams Shank & Co	860.9	6	6.0	6
Morgan Stanley	715.6	7	5.0	7
RBC Capital Markets	442.8	8	3.1	5
PNC Financial Services Group Inc	416.3	9	2.9	2
Loop Capital Markets	335.9	10	2.4	2
Top 10	13,288.8	-	93.0	69
Industry Total	14,295.0	-	100.0	81

Higher education lead manager league table (01/01/2021–12/31/2021)

Negotiated: True economics to book runner | Source: Reuters

Manager	Par amount (US\$ mil)	Rank	Market share (%)	# of Issues
Morgan Stanley	3,111	1	10.5	29
Barclays	3,002	2	10.2	25
RBC Capital Markets	2,817.7	3	9.6	41
Citi	2,624	4	8.9	24
BofA Securities Inc	2,605	5	8.8	39
Jefferies LLC	2,426	6	8.2	9
Piper Sandler & Co	2,308	7	7.8	43
J P Morgan Securities LLC	2,081	8	7.1	18
Stifel Nicolaus & Co Inc	1,431	9	4.9	40
Goldman Sachs & Co LLC	1,349	10	4.6	18
Top 10	23,753.6	-	80.6	286
Industry Total	29,506.7	-	100.0	423

Bank qualified lead manager league table (01/01/2021–12/31/2021)

Negotiated: True economics to book runner | Source: Reuters

Manager	Par amount (US\$ mil)	Rank	Market share (%)	# of Issues
Piper Sandler & Co	1,024.4	1	13.6	261
Stifel Nicolaus & Co Inc	803.7	2	10.7	163
RBC Capital Markets	763.9	3	10.1	130
D A Davidson & Co	747.1	4	9.9	227
Robert W Baird & Co Inc	527.5	5	7.0	116
Samco Capital Markets	371.8	6	4.9	98
Raymond James	342.8	7	4.5	81
LJ Hart & Company	313.3	8	4.2	84
PNC Financial Services Group Inc	279.4	9	3.7	41
Northland Securities	214.8	10	2.9	67
Roosevelt & Cross Inc	199.7	11	2.7	67
Boenning & Scattergood Inc	184.1	12	2.4	25
The Frazer Lanier Company Inc	152.0	13	2.0	28
Stephens Inc	126.1	14	1.7	21
Ameritas Investment Corp	115.1	15	1.5	59
Colliers Securities	113.5	16	1.5	36
Huntington Bancshares Inc	110.9	17	1.5	28
Hilltop Securities	104.0	18	1.4	25
Bernardi Securities Inc	103.4	19	1.4	30
Crews & Associates Inc	91.5	20	1.2	19
FHNC Financial Capital Markets	88.6	21	1.2	18
First National Capital Markets Inc	81.8	22	1.1	52
Janney Montgomery Scott LLC	75.2	23	1.0	10
Fifth Third Securities Inc	63.3	24	.8	12
Mesirow Financial Inc	60.4	25	.8	12
Top 25	7,058.3	-	93.7	1,710
Industry Total	7,546.0	-	100.0	1,844

Investing in municipal bonds involves risks such as interest rate risk, credit risk and market risk, including the possible loss of principal. Clients should contact their tax advisor regarding the suitability of tax-exempt investments in their portfolio. If sold prior to maturity, municipal securities are subject to gain/losses based on the level of interest rates, market conditions and the credit quality of the issuer. Income may be subject to the alternative minimum tax (AMT) and/or state and local taxes, based on state of residence. Income from municipal bonds could be declared taxable because of unfavorable changes in tax laws, adverse interpretations by the Internal Revenue Service or state tax authorities, or noncompliant conduct of a bond issuer.

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² Ratings (as of January 31, 2022) for legacy senior long-term debt issued prior to September 23, 2018 and senior long-term debt issued on or after September 23, 2018, which is excluded from the Canadian Bank Recapitalization (Bail-in) regime.

³ Ratings (as of January 31, 2022) for senior long-term debt issued on or after September 23, 2018 which is subject to conversion under the Bail-in regime.

⁴ Ratings outlook.

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