



# FTN FINANCIAL<sup>®</sup>

## CONTINUES GROWTH IN MUNICIPAL MARKET

At FTN Financial Capital Markets, we are fully committed to investing in the municipal sector and transaction expertise. As a result, our total par underwritten and number of transactions has increased exponentially over the last five years.

### #2

*Ranked second among Senior Managers of Competitive BQ Issues*

*Ranked fifth in number of deals for all Competitive Underwriting*

### #5

### #14

*Ranked fourteenth among Senior Managers of all Competitive Issues*

### Negotiated and Competitive Volume and Issues





*FTN Financial Capital Markets, a division of First Tennessee Bank, has a strong history and tradition of underwriting new-issue transactions for municipal issuers throughout the country. We continue our recognition as an active competitive sale underwriter and now turn our focus on establishing ourselves as a leader in negotiated underwriting. The figures below show our growing presence in the negotiated market.*

# \$45.4B

total par underwritten for 2017  
(including co-manager roles), an  
increase of more than 36% over 2016

## Competitive

# \$11B

total par underwritten  
for 2017

# 372

Issues in 2017

## Negotiated

# \$34B

total par underwritten  
for 2017

# 133

Issues in 2017

*Source: Bloomberg*

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