

# Global Corporate Trust Services

## Corporate Trust Connection

Financial strength. Market expertise. Global reach.



### Corporate Trust: An Industry on the Move

*By Bryan Calder, President, U.S. Bank Global Corporate Trust Services*

As the #1 trustee in the nation,\* U.S. Bank Global Corporate Trust Services is uniquely positioned to observe movements and trends in the capital markets and proactively respond to market needs and specific deal requirements for each of our clients. Through strategic client and industry partnerships, combined with our industry expertise, ability to execute and superior service delivery, U.S. Bank can quickly accommodate you and your investors.

#### What's on the Horizon?

As confidence returns to the markets, we are seeing sectors of the overall capital markets gain traction and move toward issuance levels not seen since 2008. Specifically, CLO issuance has already reached \$40 billion in the first six months of 2013\* — nearly double the YTD 2012 amount and well above 2008 through 2011 levels. The ABS market has also seen positive growth, a trend that should continue through 2013. The Public Finance market pace slowed in the first half of 2013 due to the interest rate uptick, but should remain steady for the remainder of the year as the need to fund projects continues.

In terms of global activity, Europe is seeing a variety of deals and issuance volume steadily increasing as signs of a broader recovery are becoming more apparent.

#### The #1 Choice for Today's Environment

Today's issuers and investors are looking for their service providers to give them a higher level of customer service, the ability to have increased transactional transparency and customized reporting capabilities, combined with regulatory compliance.

Savvy service providers will make the investments necessary to keep up with issuer needs in the areas of personal service and technology and provide increased benefits to their clients including advanced information access, strong compliance with new and ever-changing regulations and process efficiencies.

With the wind at our backs and our investments in people and technology, U.S. Bank continues to be one of the premier trust providers in the U.S. and globally. We are ranked the #1 trustee for U.S. asset-backed securitizations, collateralized debt obligations and municipal trustee transactions, corporate debt issues as well as the #1 municipal paying agent in the United States.\* While others have closed or consolidated offices, U.S. Bank, has remained active in continuous service improvement. We have continued to build upon our corporate trust business through strategic acquisitions and the hiring of additional quality people to deliver local service through our 48 U.S. and three international offices. U.S. Bank also continues to invest significantly in technology platforms and we look forward to launching our two



*Bryan Calder*

new client account portals to help improve access to key data and improve the efficiency and effectiveness of our relationships.

U.S. Bank is proud to bring expertise and service commitment to every client through every transaction, every day. Thank you for your partnership.

\* Source: Thomson Financial SDC (municipal & corporate data) and Asset-Back Alert (ABS & CLO data)-3/31/13



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### U.S. Bank Global Corporate Trust Services Rolls Out Client Information Delivery System

Clients looking for a comprehensive solution that provides online access to transaction information need look no further. Our new Client Information Delivery System will be rolled out to interested U.S. Bank Global Corporate Trust Services customers over the next six to nine months.

"The original purpose behind developing the system was to create internal efficiencies for setting up new clients," says Terry McRoberts, Executive Vice President. "Once we started populating documents and saw the advantages, we quickly realized it could also serve as a valuable tool for clients. The system provides access to an array of information that can help our customers streamline the day-to-day administration of their transactions."

#### More Transparency for Customers

"We have a number of different systems that we use to manage our business, and much of this information was not accessible to clients," says Dennis Egan, Senior Vice President/Southeast Regional Manager. "With the Client Information Delivery System, we've built the foundation for better and more comprehensive communication and data management. Customers will have the ability to see into our bond accounting systems and controls. The system also allows us to communicate easily and securely with customers and provides a repository for documents."

The system doesn't replace TrustNow Essentials; customers will continue to use that application. But the new system will allow them to view all their bond listings and outstanding issues within our system. The system also includes a compliance feature that allows us to remind customers of their compliance obligations and provides a place for them to upload the necessary documents.

"This system increases our clients' risk management capabilities beyond what they've been able to do with trustees before," McRoberts says. "With all the information readily available, customers can be confident they are remaining compliant."

"Now it will be much easier and more efficient when requesting compliance documents, debt service, maturity bills and more," Egan says. "Delivery through the system will replace snail mail requests."

#### Commitment to Technology

Technology improvements enhance the partnership between U.S. Bank and its clients. "Developing this system is an example of how we further our service delivery and strategic management," McRoberts says. "We felt there was a gap in the market for a systematic, efficient flow and so we chose to build it ourselves. Not only that, we're looking forward to feedback from our customers to help us enhance and improve the system and make it even more useful for them."

The Client Information Delivery system will be rolled out gradually to customers as the legacy information is populated into the system. “We have an initial rollout schedule and are in the planning stages for subsequent rollouts,” Egan says. “However, if a customer has a need and wants to be signed up, we will do our best to accommodate them.”

To learn more about the features and benefits of the Client Information Delivery System, [click here](#) or contact your Account Manager.



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