

SOLUTIONS FOR NATIVE AMERICAN TRIBES

LET'S SUPPORT YOUR FINANCIAL GOALS

PNC Bank, National Association (PNC), has provided banking and investment services to Native American tribes for more than 30 years and has an established team of specialists committed to meeting the needs of tribes. PNC has provided more than \$4 billion in bank financing and worked with more than 100 tribes located throughout the country to help solve their financial needs.

Within PNC, PNC Institutional Asset Management® (PNC IAM) invests in specialized resources, human capital, and the technology needed to help institutional investors, such as Native American tribes, solve their unique investment challenges. Our services include:

INVESTMENT MANAGEMENT SERVICES

- Outsourced chief investment officer (OCIO) solutions provided by a dedicated investment advisor through a consultative approach
- Responsible investing, so that your investment portfolio can align with your mission
- Customized fixed income, liquidity, and cash management solutions

RETIREMENT/BENEFIT SOLUTIONS

- 3(21) and 3(38) investment advisory solutions for defined contribution plans
- Employee education for participant-directed plans, including financial wellness and customized education campaigns
- Defined benefit plan investment management, custody, and trustee services

CUSTODY AND TRUSTEE SERVICES

- Custody, trustee, and safekeeping of assets
- Access to I-Hub, an online tool that makes information retrieval and transactions simple
- Subaccounting services to manage multiple pools of assets

SPECIALIZED SERVICES FOR TRIBES

- Investment solutions to meet your environmental, social justice, and community well-being goals
- Investment management of funds for minors' and elders' trusts
- Short-term liquidity solutions for government operations

PNC INSTITUTIONAL ASSET MANAGEMENT BY THE NUMBERS¹

Total Assets Under Management
\$62.32B

Total Assets Under Administration
\$121.41B

Total Clients
7,019

PNC IAM Employees
440

Years of Experience
100+

¹ All data as of 12/31/20. AUM represents discretionary assets managed by PNC IAM: (i) \$29.2B in full service OCIO assets managed by PNC Bank, National Association ("PNC Bank"), (ii) \$30.1B managed by PNC Capital Advisors, LLC ("PCA"), an SEC-registered investment adviser and wholly-owned subsidiary of PNC Bank, (iii) \$2.8B managed by PNC Bank in single mandate separately managed accounts, and (iv) \$5.1B managed by PNC Realty Investors (an SEC-registered investment adviser and affiliate of PNC Bank), in its capacity as subadvisor to PNC Bank as trustee of the Building Investment Trust, a bank collective trust fund. PCA \$30.1B in assets includes \$5.0B managed by PCA in its capacity as a subadvisor to PNC Bank, thus \$5.0B of PCA's assets are eliminated from total PNC IAM AUM. AUA represents assets custodied at PNC Bank.

MORE THAN JUST AN INVESTMENT MANAGER

We know that Native American tribes need more than just investment management. As a national financial services firm with a deep understanding of, and respect for, tribal sovereignty, PNC Bank provides a wide range of banking services through our specialized team of Relationship Managers who focus on providing financial solutions to Native American tribes and their business enterprises.

Additional services offered by PNC Bank include:

- Taxable and tax-exempt financing, including tribal economic development (TED) bonds, for tribal governments, gaming enterprises, and economic diversification corporations (EDCs)
- Treasury management services, including specialized deposit, payable, and card solutions
- Nationwide cash vault service
- Interest rate management solutions
- Financial wellness education and resources for your employees

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COMMITMENT TO THE COMMUNITIES WE SERVE

- More than \$80 million in charitable giving and sponsorships (in 2019)
- PNC has earned an "Outstanding" rating under the Office of the Comptroller of the Currency's Community Reinvestment Act (CRA) since those exams began more than 40 years ago
- \$500 million commitment to PNC Grow Up Great®, our early childhood education initiative
- PNC employees receive 40 hours of annual paid time off for volunteer service in support of early childhood education
- Please see pnc.com/CSR for more information

NATIVE AMERICAN GAMING NATIONAL PRACTICE GROUP (NAG NPG)

PNC IAM's Native American Gaming National Practice Group is committed to providing value-added banking and investment solutions to tribes across the country.

Our group is structured to help tribal organizations address their distinct investment, distribution, and capital preservation challenges. This group helps to provide ongoing education, best practices, and actionable insights to our Native American clients.



READY TO HELP

To learn more about our solutions, visit pnc.com/iam.
Want more insights and thought leadership? Visit pnc.com/insights or follow us on [LinkedIn](https://www.linkedin.com/company/pnc).



The PNC Financial Services Group, Inc. ("PNC") uses the marketing name PNC Institutional Asset Management® for the various discretionary and nondiscretionary institutional investment, trustee, custody, consulting, and related services provided by PNC Bank, National Association ("PNC Bank"), which is a **Member FDIC**, and investment management activities conducted by PNC Capital Advisors, LLC, an SEC-registered investment adviser and wholly-owned subsidiary of PNC Bank ("PNC Capital Advisors"). PNC does not provide legal, tax, or accounting advice unless, with respect to tax advice, PNC Bank has entered into a written tax services agreement. PNC Bank is not registered as a municipal advisor under the Dodd-Frank Wall Street Reform and Consumer Protection Act.

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Investments: Not FDIC Insured. No Bank Guarantee. May Lose Value.

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