

AS OF MARCH 31, 2016

# Institutional Asset Management Services

## OUR PROMISES

- Focus on our clients' needs
- Utilize well defined and disciplined processes to manage investments
- Offer a wide range of investment options to meet strategic needs
- Deliver quality service to clients

## OUR VALUE PROPOSITION

We help guide corporations, governments, non-profits and other institutional investors to solutions that optimize the steps in investing and retirement.

Our culture, service and solutions differentiate and create value.

We stand for trusted relationships, flawless execution, specialized capabilities and actionable insight.

VISIT US ONLINE FOR MORE INFORMATION:

### **PNC Bank Open Architecture Solutions:**

[pnc.com/institutionalinsights](http://pnc.com/institutionalinsights)

### **PNC Capital Advisors:**

[pnccapitaladvisors.com](http://pnccapitaladvisors.com)

### **PNC Funds:**

[pncfunds.com](http://pncfunds.com)

### **PNC Bank Defined Contribution Plan Services:**

[pnc.com/vestedinterest](http://pnc.com/vestedinterest)

## INVESTMENT MANAGEMENT SOLUTIONS

### **OPEN ARCHITECTURE SOLUTIONS FROM PNC INSTITUTIONAL ADVISORY SOLUTIONS™**

- \$22.4 billion in discretionary assets under management<sup>1</sup>
- \$85.1 billion in non-discretionary assets under administration<sup>1</sup>

#### *Typical client:*

Foundation or endowment organizations and ERISA plans with at least \$1 million in assets

*Open architecture solutions that can help address client-specific needs in an unbiased, consultative manner*

- Utilize an analytical process taking into consideration cash requirements, capital markets forecasts and portfolio risk management to provide an optimized portfolio solution
- Maintain investment neutrality based upon and supported by a broad, open-architecture platform
- Employ well-defined, disciplined, integrated research and due diligence process

### **SINGLE MANDATE SOLUTIONS FROM PNC CAPITAL ADVISORS**

- \$43.3 billion assets under management<sup>1</sup>
- Six investment teams manage a range of products structured along asset class expertise

#### *Typical client:*

Corporate, Taft-Hartley and public fund retirement plans or charitable organizations that work with a consultant and have an overall pool of assets of \$15 million or more

*Comprehensive investment products delivered by an accessible and responsive team*

- Utilize a disciplined approach, with strict adherence to a stated investment objective, that provides highly competitive results over the course of a business cycle
- Demonstrate a clearly articulated process, along with transparency and communication, that provides a high level of client service
- Respect the consultant process and requirements

### **MUTUAL FUNDS FROM PNC FUNDS**

- 32 PNC Funds with \$10.4 billion in assets (advised by PNC Capital Advisors)<sup>1</sup>

#### *Typical client:*

Corporate, Taft-Hartley and public fund retirement plans with at least \$1 million in assets

*A diverse spectrum of funds for direct investment or a defined contribution investment option*

- Funds are managed to repeatable processes
- Diverse line-up of mutual funds including Equity, Fixed Income, International, Target Date and Index Funds
- Solutions specific to retirement plan participants, including four PNC Target Date Funds and PNC Retirement Income Fund
- PNC Funds is committed to producing consistently strong performance

## CORPORATE RETIREMENT SERVICES

### DEFINED CONTRIBUTION (DC) SERVICES FROM PNC RETIREMENT SOLUTIONS<sup>SM</sup>

- 803 DC plan clients<sup>1</sup>
- More than 237,725 plan participants served<sup>1</sup>
- More than \$13.0 billion in plan assets under administration<sup>1</sup>

#### *Typical client:*

Corporate, Taft-Hartley and public fund retirement plans with at least \$1 million in assets

### *A full-service bundled approach (Vested Interest<sup>®</sup>) for defined contribution plan administration*

- Nondiscretionary trustee services, record-keeping, administration, proprietary and non-proprietary investment options
- Access to fiduciary services through Mesirow Financial<sup>2</sup> to assist with defined contribution plan investment selection and monitoring
- Customized education and resources to help employees increase the probability of a successful retirement
- Individual participant investment advice through Morningstar<sup>®3</sup>
- High-tech and high-touch media (website, mobile app)

<sup>1</sup> As of March 31, 2016

<sup>2</sup> The Mesirow Financial Investment Strategies Group is a division of Mesirow Financial Investment Management Inc. (MFIM), a SEC-registered investment advisor. The information contained herein has been obtained from sources believed to be reliable, but is not necessarily complete and its accuracy cannot be guaranteed. Any opinions expressed are subject to change without notice. Other MFIM affiliates may receive fees for selling or advising on the purchase or sale of products mentioned herein. Additionally, MFIM affiliates may also receive fees paid by manufacturers or distributors of said products in connection to other professional services provided by the applicable MFIM affiliate. The sale or advice provided is in no way related or contingent upon the payment received for these other services. MFIM does not provide legal or tax advice. Advisory Fees are described in MFIM's Part II of the Form ADV. Mesirow Financial refers to Mesirow Financial Holdings, Inc. and its divisions, subsidiaries and affiliates. The Mesirow Financial name is a registered service mark of Mesirow Financial Holdings, Inc. ©2015, Mesirow Financial Holdings, Inc. All rights reserved.

<sup>3</sup> The Morningstar name and logo are registered marks of Morningstar, Inc. Morningstar<sup>®</sup> Retirement Manager<sup>SM</sup> is offered by Morningstar Associates, LLC, a registered investment advisor and wholly owned subsidiary of Morningstar, Inc., and is intended for citizens or legal residents of the United States or its territories. Morningstar Associates is not affiliated with PNC Bank, National Association.

The PNC Financial Services Group, Inc. ("PNC") uses the marketing name "PNC Institutional Asset Management" for various discretionary and non-discretionary institutional investment activities conducted by PNC Bank, National Association ("PNC Bank"), which is a **Member FDIC**, and investment management activities conducted by PNC Capital Advisors, LLC, a registered investment adviser ("PNC Capital Advisors"). PNC Bank uses the marketing names "PNC Retirement Solutions" and "Vested Interest<sup>®</sup>" to provide non-discretionary defined contribution plan services and "PNC Institutional Advisory Solutions" to provide discretionary investment management, trustee and other related services. Standalone custody, escrow and directed trustee services, FDIC-insured banking products and services and lending of funds are also provided through PNC Bank. 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 does not provide services in any jurisdiction in which it is not authorized to conduct business. PNC does not provide investment advice to PNC Retirement Solutions and Vested Interest plan sponsors or participants. PNC Bank is not registered as a municipal advisor under the Dodd-Frank Wall Street Reform and Consumer Protection Act ("Act"). Investment management and related products and services provided to a "municipal entity" or "obligated person" regarding "proceeds of municipal securities" (as such terms are defined in the Act) will be provided by PNC Capital Advisors.

"Vested Interest" is a registered service mark and "PNC Institutional Asset Management," "PNC Retirement Solutions" and "PNC Institutional Advisory Solutions" are service marks of The PNC Financial Services Group, Inc.

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

PNC Capital Advisors, LLC serves as investment adviser and co-administrator to PNC Funds and receives fees for its services. PNC Funds are distributed by PNC Funds Distributor, LLC, which is not affiliated with the adviser and is not a bank. The Funds are not guaranteed or insured by PNC Bank.

This does not constitute an offer to sell or the solicitation of an offer to buy nor shall there be any sale of shares of the PNC Funds in any jurisdiction in which such offer, solicitation or sale would be unlawful.

You should consider the investment objectives, risks, charges and expenses of the PNC Funds carefully before investing. A prospectus or summary prospectus with this and other information may be obtained at 1-800-622-FUND (3863) or [pncfunds.com](http://pncfunds.com). Please read it carefully before investing.

©2016 The PNC Financial Services Group, Inc. All rights reserved.

0416