

# Committed to healthcare with dedicated, industry-focused solutions and expertise

## Get to know PNC's Corporate Healthcare Group



PNC's Corporate Healthcare Group focuses on coordinating strategic, collaborative and customized sets of solutions for PNC's healthcare clients. As part of a relationship with PNC, the Corporate Healthcare team provides consultative advisory and idea generation to our clients across the healthcare spectrum, ranging from private practices to the largest Fortune 500 healthcare disruptors.

### Investment Banking & Advisory Services

#### Discover and Execute the Right Strategic Options

Advice and consulting solutions that go beyond traditional bank financing.

- Harris Williams, a global investment bank specializing in M & A and private capital advisory services, has served clients for more than 30 years
- The firm advises clients on a wide range of engagements, including sellside and buy-side M&A
- The Harris Williams Private Capital Advisory Group (f/k/a Sixpoint Partners) offers private capital solutions and primary fund placement for private capital sponsors
- Equity Capital Markets (ECM): Advisory and transaction management services through Solebury Capital
  - 90+ priced healthcare ECM transactions to date, totaling \$37B+ in proceeds
- Strategic Communications: Leading advisory services for investor relations and corporate communications strategies via Solebury Strategic Communications
  - 140 investor relations and corporate communications healthcare engagements

### Asset Management and Private Banking Services

#### Address Complex Portfolio and Fiduciary Challenges at the Institutional or Personal Level

Consultative solutions to address complex portfolio and fiduciary challenges across asset management, custody and outsourced investment solutions. Asset pools include operating and investment funds, defined benefits plans, defined contribution plans, insurance pools, foundations, and endowments.

- Significant experience and expertise managing asset portfolios, with a specific focus on healthcare businesses
- Private banking services offer high-touch, white-glove service to individuals
- Health savings accounts, workplace banking and wealth management platform for employees help differentiate employers of choice in a tight labor market
- An array of approaches to manage investment policy, including dynamic portfolio analysis, pension/ALM capabilities, custom cash management and fiduciary investment services

With decades of experience in healthcare and roles across Providers, Payors, Private Equity, and Corporate & Investment Banking, we are well-equipped to bring PNC's suite of solutions to bear for our healthcare clients. In tandem with PNC's high-touch, locally situated coverage teams, Corporate Healthcare team members engage the C-suite in the common parlance of the industry, bringing market research, trends, insights and ideas to our healthcare clientele.

## \$37B

in capital dedicated to the healthcare industry<sup>1</sup>

## 50,000+

clients of varied size and scope across healthcare<sup>1</sup>

## 500+

employees in direct service of healthcare clients<sup>1</sup>

## Capital Financing

### Access Capital and Mitigate Financial Risk

Traditional bank lending and interest rate risk management solutions with PNC Bank N.A., or securities underwriting through its registered broker/dealer PNC Capital Markets LLC, all delivered through one cohesive deal team with deep experience in healthcare financing.

- \$37 billion in capital committed to the healthcare industry<sup>1</sup>
- \$1+ billion of medical equipment financed in the last 2 decades (2023)
- Robust Debt Capital Markets business engaged in structuring/originating both investment-grade and high-yield corporate debt securities
  - Top 10 U.S. Healthcare lead arranger and bookrunner, leading over 230 deals in the syndicated loan markets since 2000<sup>1</sup>
- Asset securitization solutions for lower-cost access to significant capital
  - Trade receivables securitization, monetization and supply chain finance
  - Bilateral and multibank financing for private capital firms across the fund finance spectrum
- 7th-largest interest rate derivative book among U.S.-regulated banks<sup>2</sup>

## Treasury, Revenue Cycle and Liquidity

### Maximize Working Capital, Improve Revenue Cycle and Reduce Costs

Transaction processing and liquidity management experience to help streamline collections and payments and improve efficiencies. Services include multichannel collections and payment tools, fraud protection, information reporting, and repayment services.

- Full-service clearinghouse capabilities, owned and operated by PNC
- Extensive experience integrating with Electronic Health Record (EHR) systems
- Bolstered PNC's Payment Gateway solution by acquiring Tempus Technologies®, streamlining collections and the patient experience
- Winner of Celent Model Bank 2023 Award for Embedded Banking and Payment Processing
- Finalist of 2023 BAI Global Innovation Awards
- Named by Celent as a Bank and Tech Provider Frontrunner



For 160 years, The PNC Financial Services Group, Inc. (PNC) has navigated a steady course while growing in size, sophistication and service. Today, PNC is one of the largest, most highly regarded and well-capitalized financial services companies in the country.

## PNC Awards & Recognition

- Most Trusted Bank, Bankrate (2023)
- U.S. Best Super-Regional Bank, Euromoney Awards for Excellence (2022)
- 100 Best Companies, Seramount (2022)
- 100 Most Sustainable Companies, Barron's (2022)
- Outstanding Community Reinvestment Act Rating (2022)
- Top 50 Employers, *Equal Opportunity Magazine* (2022)

## Modern Healthcare

2024 **BEST IN BUSINESS**

PNC Credit Ratings <sup>1</sup>			
	Moody's	Standard & Poor's	Fitch
<b>The PNC Financial Services Group, Inc.</b>			
Senior Debt	A3	A-	A
Subordinated Debt	A3	BBB+	A-
Preferred Stock	Baa2	BBB-	BBB
<b>PNC Bank, N.A.</b>			
Senior Debt	A2	A	A+
Long-Term Deposits	Aa3	A*	AA-
Short-Term Deposit	P-1	A-1*	F1+

\*S&P does not provide depositor ratings. PNC Bank's long-term issuer rating is A and short-term issuer rating is A-1.

PNC Key Highlights <sup>1</sup>	
\$560 Billion	Assets
\$421 Billion	Assets Under Management and Administration
\$427 Billion	Deposits
\$54 Billion	Shareholder Equity
Approx. 55,000	Employees

## Brilliant begins here

At PNC, we combine a wider range of financial resources with a deeper understanding of your business to help you achieve your goals. To learn more about how PNC Healthcare can deliver ideas, insight and solutions to help you move your business forward, contact your Relationship Manager or visit [pnc.com/healthcare](https://pnc.com/healthcare).



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<sup>1</sup> As of 12/31/2024.

<sup>2</sup> Notional value of interest rate derivatives including but not limited to customer hedging activities; S&P Global Market Platform 12/31/24.

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**Important Investor Information – Securities and insurance products are:**

**Not FDIC Insured • Not Bank Guaranteed • Not A Deposit • Not Insured By Any Federal Government Agency • May Lose Value**

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