

Placement Groups

CORPORATE BANKING:

U.S. Corporate Banking (New York, Los Angeles & San Francisco) – The U.S. Corporate Banking group serves U.S. based multinational corporations, and is comprised of 1) a group of relationship bankers who are primary point of contact for clients, identifying their financial need and providing them with comprehensive suite of MUFG's products, and 2) a group of portfolio managers who focus on the evaluation of clients' creditworthiness through industry and financial analysis. Coverage is industry based with 11 sectors.

INVESTMENT BANKING:

Capital Markets:

Debt Capital Markets – The Debt Capital Markets group leverages MUFG's strong banking relationships with corporates across industries and services the fixed income needs of these clients. Funding strategies range from origination and underwriting to interest rate and cross-currency hedging activities; and from liability management and hybrid capital to project bonds and private placements. The group, along with the International Syndicate desk, formulates pricing strategy and manages the entire execution of the funding exercise. MUFG is consistently a global leader in debt capital market transactions across a variety of currencies.

Leveraged Capital Markets – The Leveraged Capital Markets group structures and executes leveraged debt financings for corporate and private equity clients and seeks to source investors for those debt financings. The group focuses on understanding their clients' business and financial goals to develop a capital structure and syndication strategy to meet those needs.

Loan Syndications – The Loan Syndications group originates, structures, underwrites, and distributes loans for Fortune 1000 multinational corporations, sovereign governments, and financial institutions with a long term strategic relationship perspective. The group provides an advisory approach and focuses on the best execution available for the clients, tailored to support their financing needs that include debt capital restructuring, event driven financing, acquisition financing, spin-off/split-off financing, growth financing and recapitalization transactions.

Commodity and Structured Trade Finance – The Commodity and Structured Trade Finance group encompasses Commodity Finance and Structured Trade Finance. Commodity Finance structures and arranges working capital and short-term fixed asset financing solutions to commodity trading and marketing companies involved in energy, metal, and soft commodities. It specializes in secured borrowing base or secured transactional lending facilities. Structured Trade Finance team structures and arranges both short-term and long-term working capital solutions and balance sheet optimization strategies for trade across various regions including North America and Latin America. Products include pre-export finance, prepayment finance, buyer-led finance, seller-led finance, Letter of Credit (LC) issuance, commercial import/export LC, LC confirmation and discounting.

Corporate Advisory – The Corporate Advisory group advises on acquisition and event-driven finance, corporate finance, and strategic alternatives. On a day-to-day basis, the group functions within the broader structure of the bank to execute event-driven financings as well as coordinate/support internal processes for complex transactions. The group also provides clients with advice on possible alternate financing arrangements, optimal capital structure and capital allocation policies, and corporate valuation.

Global Financial Solutions – The Global Financial Solutions group is unique within the bank as it is a financial structuring group that offers complex financial solutions to clients for their CFO level financial issues. The business is comprised of transactions customized to fit clients' needs that do not fit within an established product area. Global Financial Solutions transactions typically involve accounting, tax, or regulatory objectives for the client.

Institutional Investor Sales – The Institutional Investor group develops and implements MUFG Securities' Financial Institution client strategy, and is driving the International Sales Reform initiative. The group works closely with Sales and Trading teams across product lines and regions to strengthen relationships with target clients, and ultimately increase client profitability. Core areas of focus include: 1) ensuring that we have a robust client planning process, with coverage across all relevant product lines and regions; 2) driving Sales initiatives to enhance our offering for institutional investors; 3) sponsoring development of client infrastructure including enhancement of core Client Relationship Management and Client Value Management Information systems; 4) streamlining credit, legal documentation and other onboarding processes; and 5) leveraging our relationship with other MUFG group entities.

Leasing & Asset Finance (Los Angeles) – The Leasing & Asset Finance group develops and underwrites customized capital solutions for physical assets through highly structured financings involving debt, lease and equity products. Investments include renewable energy generation facilities, aircraft, corporate campuses, railcars, distribution facilities, power plants, data farms, industrial production lines and sports facilities. The group enjoys a leadership position in many of the markets it serves including renewable energy where it is one of the industry's pioneers.

Project Finance (New York & Los Angeles) – The Project Finance group arranges non-recourse financing of project assets in a variety of industries, including power and renewable energy, oil and gas, metals and mining, and infrastructure, and with offices in New York and Los Angeles, takes leading roles in transactions across the Americas as a lender, underwriter and a financial advisor. MUFG has been the #1 Mandated Lead Arranger (MLA) in the Americas Project Finance market since 2009 and was named the Global Project Finance Bank of the Year for 2018 and Global Bond House of the Year for 2017 by PFI.

Securitized Products – The Securitized Products group provides a variety of structured products and tailor made financing and hedging solutions across all major asset classes to MUFG Wholesale clients and investors. Securitized Products is a market leader in bank and asset backed commercial paper funded securitization facilities and is a leading arranger in the U.S. Securitized Products focuses on originating, structuring and either retaining for our portfolio or on the capital market side distributing and trading Asset-Backed Securities (ABS) and Collateralized Loan Obligation (CLO) transactions.

Supply Chain Finance – The Supply Chain Finance group provides a variety of tailor-made solutions and financings across the spectrum of clients' accounts receivables and payables. The group works closely with the banks' corporate banking clients with a focus on enhancing a client's working capital utilizing a variety of receivable monetization structures; account payable solutions, and traditional supply chain finance programs. Supply Chain Finance is relationship focused and transacts in the capacity of lead bank and arranger, co-purchaser and participant in both domestic US and global programs.

Transaction Banking – Transaction Banking provides integrated solutions to clients with evolving requirements. MUFG supports customers' daily business growth by providing efficient solutions for needs such as working capital management and trade risk management through our cash management and trade solutions. The organization includes three distinct profitable businesses, Treasury Management, Trade Finance, and Global Trust Services. We serve clients across various segments, including U.S. Corporate Banking, Asian Corporate Banking, Commercial Banking, Private and Retail Banking. Transaction Banking is a core driver of deposit balances and generates sizable fee income for the bank, with more than 550 employees located across the Americas.

SALES & TRADING:

Credit Sales and Trading – The Credit Trading & Sales team operates on a global platform with trading desks in New York, London, and Hong Kong. This international presence allows to service clients globally and seamlessly over each 24-hour trading day. MUFG has trading expertise which spans throughout major liquid corporate and bank sectors. Currently, the international securities business covers global investment grade, high yield, and emerging markets credit. The significant presence in electronic trading ensures consistent and timely execution of all client corporate bond trades. The team also works closely with the Capital Markets group to distribute primary products.

Rates Sales & Trading – The Rates team has extensive expertise in multi-currency trading, managing dynamic books in EUR, USD, GBP, JPY and many peripheral currencies, and in a vast range of interest rate products including swaps, bonds, options and repo. Clients range from institutional asset managers to leveraged funds, pension funds and central banks.

U.S. Corporate Derivatives Sales & Foreign Exchange Sales (rotation) – The U.S. Corporate Derivatives Sales group provides interest rate and long-term currency hedging for clients of U.S. Corporate and Investment Banking, and MUFG Canada. Primary products are interest rate swaps, cross-currency interest rate swaps and related options. Most corporate clients are interested in managing interest rate risk in their liability portfolios, matching asset and liability risks, and/or hedging long-term currency risks. The U.S. Corporate Foreign Exchange Sales group works closely with multinational corporations with large foreign currency exposures. The group helps companies develop risk management programs in order to reduce the volatility of cash flows and earnings due to changes in exchange rates. The primary foreign exchange products which are used in these programs are spot, forwards, swaps, and options.