

# Incapital Overview

Incapital.com

For more than a decade, Incapital's products and services have evolved to meet the needs of a growing network of clients and partners—providing efficient access to a range of investment opportunities.

## A History of Growth and Innovation

Incapital was founded in 1999 with the mission of providing securities firms and individual investors more efficient access to corporate bonds. While Incapital's expertise in underwriting and distributing investment-grade corporate bonds remains a core competency, the firm now originates and distributes offerings across multiple asset classes. In addition to its broker-dealer and bank partners, Incapital now serves institutional investors and wealth managers. Incapital continues to provide market leadership with a growing range of product offerings, strong strategic partnerships and innovative technology.

## Why Incapital?

### Diverse Distribution Pipeline

As a leading underwriter and distributor, Incapital offers investment products through a diverse network of financial professionals. Incapital's distribution pipeline provides issuers convenient access to funding and a national investor base. Our depth in capital markets, trading and technology creates a unique channel for our issuing and distribution partners.

### Educational Focus

Since its inception, Incapital has been dedicated to providing access to education and information to financial professionals. From our suite of online educational courses to our content-rich website, Incapital provides a wealth of resources and tools that are aimed at sharing our extensive knowledge of our diverse product offerings.

### Dedicated Service

Incapital's origination, trading and distribution platforms provide issuers with a competitive source of funding and a broad investor base. Our experienced sales professionals distribute multiple products and serve as dedicated resources to financial professionals.

### Technology and Innovation

Incapnet®, Incapital's proprietary order entry and reporting site, offers complete product access for both issuers and broker-dealers. Through our issuer portal, products can be modeled, issued and tracked in real-time.

## HIGHLIGHTS

**800+**  
Distribution  
Partners

**\$400B+**  
Distribution of  
New Issue Securities

**10**  
10-Time Winner of  
U.S. Distributor  
of the Year Award\*

**7**  
Product  
Divisions

**1**  
Proprietary Platform for  
Web-based Structuring,  
Order Entry, and Reporting\*

\**mtn-i* and *Structured Products*  
magazines



## Broad Range of Product Offerings

Over the years, we've maintained stability in difficult markets due to our diverse lineup of offerings and have become a leader in many of the markets we serve due to strong relationships with our client and partner segments.

### Market-Linked Products

- Offering a unique platform of market-linked CDs and notes for both primary and secondary distribution

### Annuities

- Partnering with leading insurance carriers to distribute annuity products

### Sovereigns, Supranationals and Agencies (SSAs)

- A leading underwriter and distributor of Agency bonds and an emerging distributor of Supranationals

### Preferred Stock / LEOPARDS™

- New issue underwriter and distributor of preferred stock and baby bonds
- Incapital LEOPARDS are a product extension of Incapital's continuously offered note program



### Certificates of Deposit

- An industry leading Brokered CD underwriter & distributor
- New issue distribution for over 300 banks

### Corporate Debt/InterNotes®

- Originator and distributor of InterNotes, representing 50+ corporate issuers
- Secondary trading for a wide variety of issuers

### Mortgage-Backed Securities

- Structuring and trading of Agency and Private Label Collateralized Mortgage Obligations and pass-through securities

[Incapital.com](http://Incapital.com) | [StructuredInvestments.com](http://StructuredInvestments.com) | [Bloomberg: ICAN<GO>](https://www.bloomberg.com/quote/ICAN:GO)



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