
Introduction to:



CABRERA CAPITAL MARKETS, LLC

November, 2010

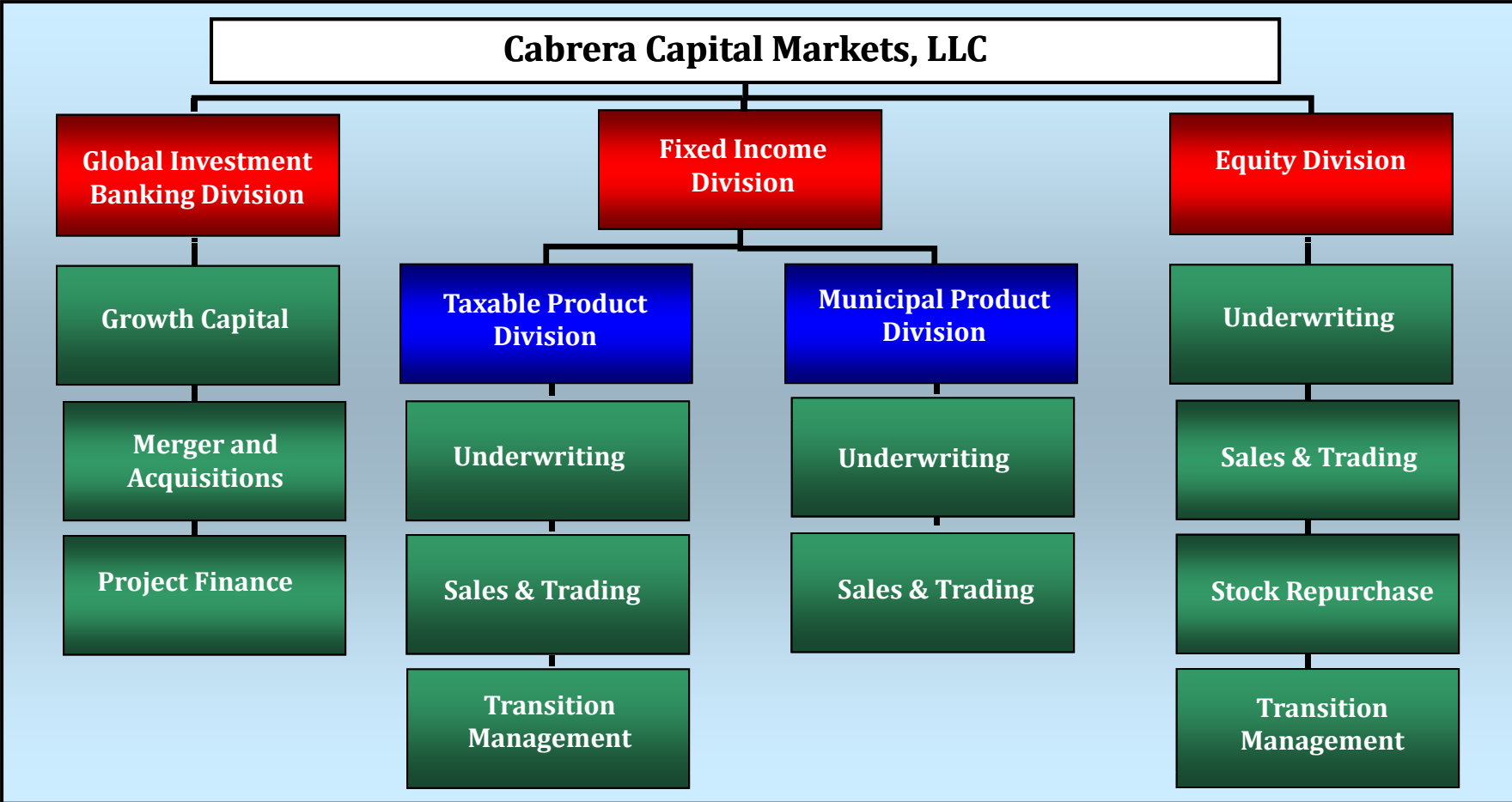
Company Background



Cabrera Capital Markets, LLC is an investment banking and institutional brokerage firm headquartered in Chicago's financial district with nine offices throughout the country. We provide a range of services to a substantial and diversified client base that includes financial institutions, corporations, unions, foundations, endowments, and state and local governments. *At the core of our business is our commitment to our clients and focus on building lasting relationships.* Our aim is to anticipate the rapidly changing needs of our clients and provide innovative and creative solutions to their needs.

Founded in 2001, **Cabrera Capital Markets, LLC** is one of the premier financial services firms in the country..

Company Structure



Business Areas



Fixed Income Sales & Trading	Investment Banking	Equity Sales & Trading
<ul style="list-style-type: none"> ❖ Investment grade and high yield corporates ❖ Member – FHLB, FNMA, FHLMC ❖ GSE/ TLGP ❖ Money Markets/ Treasury Curve ❖ U.S. Treasuries ❖ Tax exempt securities ❖ Transition management 	<ul style="list-style-type: none"> ❖ Debt and equity new issue ❖ Senior and subordinated debt ❖ Fixed and floating rate ❖ Preferred securities ❖ Asset-backed securities ❖ Municipal offerings ❖ Initial public offerings ❖ Secondary offerings 	<ul style="list-style-type: none"> Domestic execution ❖ International execution ❖ Block trading ❖ Program trading ❖ Transition management ❖ Stock repurchase programs

Why Cabrera? Distinctive Factors



We are exceptionally qualified to leverage the entire resources of the firm to lead-manage or co-manage significant transactions through our growing brand.

- ❖ **Firm Momentum** – Cabrera Capital Markets is a world class investment bank that continues to demonstrate leadership positions in both debt and equity underwriting
- ❖ **Distribution capabilities** to place a significant volume of securities with institutional investors
- ❖ Very **high quality of new issue distribution** as a result of a key account mix that is heavily weighted towards **long-term investors**
- ❖ Strong local representation through our various **regional offices** has allowed Cabrera to generate **excellent penetration of secondary and tertiary accounts**
- ❖ **Diverse investor base** that includes: Financial Institutions, Corporations, Money Managers, Mutual Funds, Pension Funds, State and Local Governments, Unions, Endowments and Foundations
- ❖ **Strong capital position** and commitment to putting it to work for our clients
- ❖ Significant **experience** in the fixed income & equity capital markets resulting in high quality execution

Why Cabrera? Distinctive Factors (cont.)



We are exceptionally qualified to leverage the entire resources of the firm to lead-manage or co-manage significant transactions through our growing brand.

- ❖ Support trading in the **secondary market** – our traders average over 15 years experience
- ❖ Access to various conduits and deep pools of **liquidity**
- ❖ We have formed alliances with various **transition management** groups to formulate and execute portfolio transition management strategies that preserve capital by minimizing both the explicit and implicit costs of trading, as well as operational risk
- ❖ **Compliance** department well versed in all securities regulations – our CCO has over 25 years experience
- ❖ **Community involvement** – Stock Market Game, New America Alliance, etc.

Capital Markets



Cabrera Capital Markets underwrites public offerings of debt and equity securities. Our model provides clients with new sources of demand by effectively penetrating 2nd and 3rd tier investors that are typically overlooked by large firms in addition to large tier 1 accounts with a goal of creating a diverse investor base. As a co-manager on corporate debt and equity offerings, we provide our issuer clients with insightful market coverage and ongoing market pricing analysis of outstanding debt issues. We also provide our issuer clients with other financial services including share repurchase, cash management and pension fund trading and execution.



Utility Debt Transactions



We aggressively participate in primary offerings to place a significant volume of securities with institutional investors.

<p>\$750,000,000</p> <p>4.5% First Mortgage Bonds Series III due 8/15/2040 Cabrera Capital Markets Co-Manager August 2010</p>	<p>\$750,000,000</p> <p>Series 2010C 4.75% Senior Notes due 9/1/2040 Cabrera Capital Markets Underwriter August 2010</p>	<p>\$750,000,000</p> <p>5.55% Notes due 2014 6.65% Notes due 2019 Cabrera Capital Markets Co-Manager March 2009</p>	<p>\$900,000,000</p> <p>5.75% Notes due 2013 7.00% Notes due 2018 Cabrera Capital Markets Co-Manager November 2008</p>	<p>\$500,000,000</p> <p>8.25% Notes due 2018 Cabrera Capital Markets Co-Manager October 2008</p>	<p>\$600,000,000</p> <p>5.75% Notes due 2014 Cabrera Capital Markets Co-Manager October 2008</p>
<p>\$300,000,000</p> <p>5.60% Notes due 2013 Cabrera Capital Markets Co-Manager September 2008</p>	<p>\$3,000,000,000</p> <p>4.95% Notes due 2013 5.60% Notes due 2018 6.40% Notes due 2038 Cabrera Capital Markets Co-Manager May 2008</p>	<p>\$91,000,000</p> <p>Illinois Finance Authority Variable Notes due 2017 Cabrera Capital Markets Co-Manager May 2008</p>	<p>\$120,265,000</p> <p>Matagorda County, TX 5.125% Notes due 2030 Cabrera Capital Markets Co-Manager March 2008</p>	<p>\$325,000,000</p> <p>6.30% Notes due 2038 Cabrera Capital Markets Co-Manager March 2008</p>	<p>\$700,000,000</p> <p>6.20% Notes due 2017 Cabrera Capital Markets Co-Manager September 2007</p>
(7)	(2)	(6)	(2)		(6)

() # of deals with Issuer


Case Study: AT&T Inc.



- ❖ One of 11 total underwriters with 4 book-runners
- ❖ Generated \$70mm in orders from a handful of 2nd/3rd tier accounts
- ❖ 43% (\$30mm) allocation jointly supported by the issuer and book-runners
- ❖ Total book almost 3x subscribed
- ❖ Committed firm's capital by underwriting 2% of total issue
- ❖ Ongoing pricing analysis & issuer coverage with pre-pricing and post-pricing updates

May 8, 2008

\$3,000,000,000


at&t

\$750,000,000 4.95% Global Notes due 2013

\$1,000,000,000 5.60% Global Notes due 2018

\$1,250,000,000 6.40% Global Notes due 2038

Joint Lead Managers

Bank of America Securities	Deutsche Bank
Morgan Stanley	UBS Investment Bank

Senior Co-Managers

Citi	RBS Greenwich Capital	Barclays
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Co-Managers

Blaylock Robert Van	Cabrera Capital Markets
Siebert Capital Markets	Utendahl Capital Partners

Case Study: Pacific Gas and Electric Company



- ❖ Books closed 30 minutes after our invitation to the deal
- ❖ Generated \$16mm in orders from two 2nd/3rd tier accounts
- ❖ 69% (\$11mm) allocation jointly supported by the issuer and book-runners
- ❖ Committed firm's capital by underwriting 3.5% of total issue
- ❖ One of the larger utility deals done in 2008
- ❖ Ongoing pricing analysis & issuer coverage with pre-pricing and post-pricing updates

October 16, 2008

\$600,000,000



8.25% Senior Unsecured Notes due 2018

Joint Lead Managers

Banc of America Securities Citi Deutsche Bank Securities

Co-Managers

BNY Mellon Capital Markets Cabrera Capital Markets
Siebert Capital Markets US Bancorp Investments