



# PROVIDING DIRECTION PRODUCING RESULTS

## Northland Securities, Inc. is a NATIONAL Leader in Underwriting Bank-Qualified Municipal Bonds

### 2018 NATIONAL BANK QUALIFIED NEGOTIATED & COMPETITIVE NEW MUNICIPAL ISSUES

<i>Managing Underwriters</i>	<i>Par Amount (US \$ mil)</i>	<i>Rank</i>	<i># of Issues</i>
Robert W Baird & Co	1,720.74	1	394
Oppenheimer & Co	782.05	2	244
Roosevelt & Cross Inc	613.32	3	235
Jefferies	1,020.30	4	198
D A Davidson & Co	526.82	5	157
Raymond James & Associates	784.91	6	156
Stifel	777.27	7	156
<b>NORTHLAND SECURITIES</b>	<b>506.87</b>	<b>8</b>	<b>138</b>
RBC Capital Markets	667.94	9	116
Ameritus Investment Corp	194.14	10	116
Piper Jaffray & Co	659.35	11	108
TD Securities	643.64	12	106
BOK Financial Corp	285.90	13	94
FTN Financial	555.71	14	87
Samco Capital Markets	272.74	15	80

### 2018 NATIONAL BANK QUALIFIED COMPETITIVE NEW MUNICIPAL ISSUES

<i>Managing Underwriters</i>	<i>Par Amount (US \$ mil)</i>	<i>Rank</i>	<i># of Issues</i>
Robert W Baird & Co	1,274.09	1	298
Roosevelt & Cross Inc	480.30	2	146
Raymond James & Associates	520.15	3	109
<b>NORTHLAND SECURITIES</b>	<b>364.62</b>	<b>4</b>	<b>93</b>
FTN Financial	529.19	5	83
BOK Financial Corp	234.71	6	78
Baker Group	171.15	7	78
Samco Capital Markets	233.85	8	70
Piper Jaffray & Co	329.57	9	45
Bankers Bank/Madison WI	93.82	10	45
JJB Hilliard WL Lyons LLC	140.67	11	43
Janney Montgomery Scott LLC	314.37	12	41
Hutchinson Shockey Erley & Co	172.94	13	41
Bernardi Securities	86.05	14	39
Stifel	171.72	15	38

For information on how Northland's experienced  
Fixed Income Professionals can help your bank,  
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**612-851-5900 | 800-851-2920**  
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***Serving Community Banks with  
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Source: Bloomberg Finance L.P., 2018 League Tables Rankings, Full Year 2018. Calculations are based on full credit to the book running manager, or equal credit for joint managers.

RC 19-75; Muni 19-66  
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