Computershare

# QUESTIONS TO CONSIDER
## When Choosing a Trustee to Facilitate Your ABS Deals

Companies who have successfully leveraged asset-backed securities as part of their financial strategy are likely to partner with a Trustee who offers specific key services, has a proven track record, and has the tools and people in place to provide effective and responsive service.

**The next time you need help with an important deal, consider these questions when choosing a Trustee, Backup Servicer and Custodian for your ABS transaction:**

## 1 Knowledge & Experience

- How long has your Trustee been in the business and what is the tenure of your trust professionals?
- Is ABS a core product offering for your trust provider?
- Does your Trustee have a dedicated team responsible for your transaction?

You can get a sense of a team's knowledge and expertise by looking at the tenure of the professionals, how many deals they have successfully closed and how much they currently hold in outstanding issuances.

**At Computershare Corporate Trust,**
We've been a leader in the industry for decades, offering a wide range of services for securitizations, warehouses, and structured finance deals, with over $148 billion in current outstanding issuance[1].

## 2 Asset Class Specialization

- Does your Trustee cover a wide array of assets and loan types across varied industries?
- When closing and administering deals does your Trustee engage an asset class specific team?

Specific asset class expertise will help ensure strong execution with deal closings as well as ongoing administration of your transaction.

**At Computershare Corporate Trust,**
We have a core focus on a wide range of asset classes including auto loans and leases, unsecured consumer loans, renewable energy/solar, equipment loans and leases, life settlements, student loans, and timeshare loans. Our team is dedicated to delivering competitive trustee, analytical, and agent services to more than 850 public and private issuers[1] in these asset classes.

## 3 Proven Back-up Servicing Expertise

- Does your Backup Servicer have proven experience not only monitoring transactions but transitioning servicing as well?
- Is your Backup Servicer highly engaged with multiple successor servicing options for your asset class?
- Does your Backup Servicer offer an investor-based approach to successor servicing?

It is important for your Backup Servicer to understand the intricacies of your transaction, asset class and servicing of your portfolio in order to be prepared in the event of a default.

**At Computershare Corporate Trust,**
Our Backup Servicing Team provides comprehensive support in the event of default, seamlessly transitioning servicing and maintaining the integrity of your assets.

## 4 Robust Document Custody Services

- What is the size and scale of your Custodian's operations?
- Does your Custodian maintain the highest-level facilities to protect your collateral?
- Does your Custodian have asset-specific teams dedicated to your custody transaction?

The facilitator should be able to provide fast and efficient initial certifications for fundings and closings and also ensure that your collateral files are safe, secure, and easily accessible.

**At Computershare Corporate Trust,**
Our ABS Document Custodian Team currently holds 4 million collateral files across approximately 25 different sectors and is part of a larger, highly sophisticated Custody operation of over 16 million files[1].

## 5 Deep Knowledge of Corporate Trust Operations

- Does your Trustee offer a broad range of trustee related services?

Knowing the full list of available services will help you understand whether or not the chosen provider will be able to adequately manage your immediate ABS needs and any related operations.

**At Computershare Corporate Trust,**
Our ABS Corporate Trust Team has extensive experience in managing trust accounts, cash, and compliance items, investing trust funds, preparing and distributing monthly cash reports, verifying servicer reports, providing investor reporting to bondholders and managing amendments to transaction documents.

## How well does Computershare check the boxes?

**We encourage you to ask these same questions to the Computershare Corporate Trust team. Visit our website and contact our team online, or reach out your local Computershare contact.**

www.computershare.com/corporatetrust

## Some of the Experts You'll be Working With

Our team is made up of experts like Rob Guimont and Shana Murray, who have the experience and knowledge to deliver competitive trustee, analytical, and agent services to more than 850 public and private issuers[1]. When you choose Computershare Corporate Trust, you can trust that you will be working with a team of industry-leading professionals who are dedicated to helping you succeed.



**Shana Stephens Murray**
SVP, Sales Executive

"With over two decades of experience in the structured finance industry, I have a deep understanding of the ABS market and the various asset classes within it. I have been instrumental in the development and support of new asset-backed sectors such as timeshare, middle-market business loans, renewable energy, structured settlements, and life settlements. I am excited to be a part of the Computershare team and to continue to help our clients navigate the complexities of the ABS market."



**Robert Guimont**
SVP, Sales Executive

"With over 30 years of experience in the structured finance industry, I have a deep understanding of the ABS market and the various asset classes within it. I have a proven track record of successfully bringing new products and services to market and am excited to be a part of the Computershare team, working to help our clients achieve their capital market goals."

**Trust the team at Computershare Corporate Trust to handle the complexities of your asset backed transaction as Trustee, Backup Servicer and Custodian and protect your investment. Contact us today to learn more about how we can support your ABS needs.**

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[1]Computershare internal data as of July 31, 2020.

Computershare Trust Company, N.A. does not provide legal, tax, or accounting services for its customers. Customers should always consult their own professional tax, accounting, and legal advisors in connection with any effort to qualify a particular transaction for favorable treatment under applicable tax laws and regulations.
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