



National Association of Health and Educational
Facilities Finance Authorities
2018 Fall Conference
**Borrower's Meeting the Challenges and
Discussing Strategy in Today's World**

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Presented by:

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UMB Bank, n.a.

Recognized as a market leader in the financial industry

Total Quarterly Revenue	\$250.5 million
Market Cap	\$3.8 billion
Total Assets	\$20.5 billion
Assets Under Management	\$13.4 billion
Percentage Noninterest Bearing Deposits	34.4%
Quarterly Dividends Per Share	\$0.29
Diluted Price to Earnings Ratio*	18.2
Percentage Revenue From Fees	40.0%
Fitch Rating	A/Stable
S&P Rating	A-/Negative
Employees	3,552

*Price to earnings ratio is calculated using the last 12 months EPS from continuing operations. As of 6/30/2018

UMB Financial Corporation (Nasdaq: UMBF) is a diversified financial services holding company based in Kansas City, Missouri, offering complete banking, payment solutions, asset servicing and institutional investment management to our customers.

Our brand promise, *the* unparalleled customer experience, is at the core of everything we do, and our diversified business model is unlike any other in the industry. For more than 105 years, the commitment of every single associate has driven UMB's success and we are dedicated to delivering bottom-line results for our customers, communities, shareholders and one another.

Our Footprint

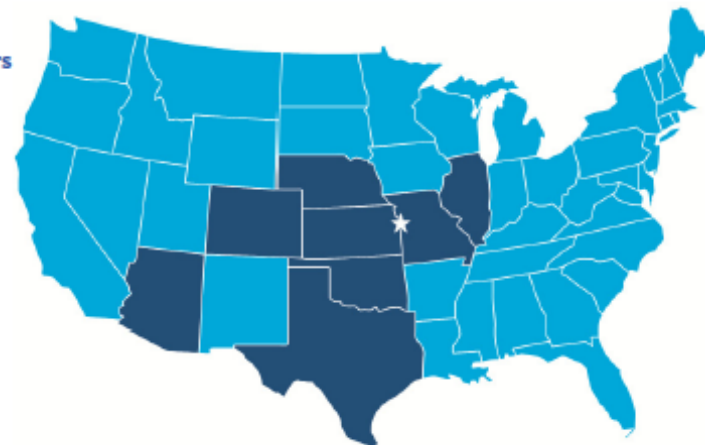
We serve customers across the entire country.

☆ UMB Financial Corporation Headquarters

■ UMB Bank Presence

■ National Presence

- Corporate Trust / Investment Banking Division
- Fund Services
- Healthcare Services
- Marquette Business Credit
- Marquette Transportation Finance
- Prairie Capital Management
- Private Wealth Management / Personal Trust
- UMB Trust Company of South Dakota



Importance of Strategy to UMB

UMB – multi-layered strategy

- Our shared vision to be recognized for “the unparalleled customer experience”, TUCE, and with our shared mission “With our position of trust and our tradition of integrity, our shared mission is to know our customers and anticipate their needs; advocate and advise; innovate and surprise.”
- A commitment to the communities in which we work
- A focus in diversified financial services by specific department and division
- A strategy for business development and execution by each employee

Results in:

- Knowing the customer, their strategy, their goals for growth and success
- Tailoring specific products and providing relationship focused service

VOLUNTEER TIME OFF (VTO)

Eligible associates receive 16 hours each year to spend volunteering with a qualifying 501(c)3 of their choice.



1,293

Associates Used VTO



10,574

Total VTO Hours



1,322

VTO Workdays

COMMUNITY INVOLVEMENT

Activities supporting nonprofit and civic organizations, including board and committee service as well as VTO.



23,995

Community Involvement Hours



\$579,239¹

Value of Community Involvement Activities

As of 12/31/2017. Reported in my Data and Archer. Independent Sector's estimated value of volunteer time off \$24.14/hr

Organizations with which UMB is a collaborative partner include:

Mile High United Way
 Junior Achievement
 Boy Scouts of America
 Amp the Cause
 Denver Art Museum
 Mizel Museum

Denver Botanic Gardens
 Denver Museum of Nature & Science
 Denver Young Artists Orchestra Association
 Children's Museum of Denver at Marsico Campus
 Arvada Center for the Arts & Humanities
 Curious Theatre Company

Importance of Strategy to our Customers

Strategy provides organizational focus among employees, management and governing boards.

- Aligns goals and performance throughout the organization no matter individual roles and responsibilities

To a lender/investor:

- Indicates awareness of strengths/weaknesses within industry among competing, legislative and economic forces
- Identifies a plan for success despite challenges
- Represents competency and experience of management

To a rating agency:

- Scrutinized in how it is measured; important to quantify and track performance under a specific strategy:
 - budgeting, capital improvement, revenue generation, expense control and efficiency
- Exhibits control and flexibility in uncertain conditions and industry specific headwinds:
 - fund balance, debt management and budgeting policies and procedures

Disclosure



Disclosure

UMB Bank, n.a. Investment Banking Division (“UMB”) is providing the information contained in this document in anticipation of serving as either underwriter or placement agent to the Issuer (“Issuer”). The primary role of UMB is to purchase securities, for resale to investors in an arm’s-length commercial transaction between the Issuer and UMB. UMB has financial and other interests that differ from those of the Issuer. UMB Bank is acting in its own interest. UMB is not acting as a municipal advisor, financial advisor or fiduciary to the Issuer or any other person or entity. UMB does not owe a fiduciary duty pursuant to Section 15B of the Securities and Exchange Act of 1934 to the Issuer. The information provided is not intended to be and should not be construed as “advice” within the meaning of Section 15B of the Securities Exchange Act of 1934. The Issuer should consult with its own financial and/or municipal, legal, accounting, tax and other advisors, as applicable, to the extent it deems appropriate. If the Issuer would like a municipal advisor in this transaction that has legal fiduciary duties to the Issuer, then the Issuer is free to engage a municipal advisor to serve in that capacity.

MSRB Rule G-17 Disclosure

This is intended to provide you, as an authorized official of the Issuer, with certain disclosures relating to the proposed bond issue (the “Bonds”) as required by the Municipal Securities Rulemaking Board (MSRB) Rule G-17 as set forth in MSRB Notice 2012-25.

UMB proposes to serve as an underwriter, or placement agent, and not as a financial advisor or municipal advisor, in connection with the issuance of the Bonds. As part of our services, UMB may provide recommendations concerning the structure, timing, terms and other similar matters concerning the issuance of the Bonds.

Disclosures Concerning UMB’s Role:

- (i) Municipal Securities Rulemaking Board Rule G-17 requires UMB to deal fairly at all times with both municipal issuers and investors;
- (ii) UMB’s primary role is to purchase securities with a view to distribution, or place securities, in an arm’s-length commercial transaction with the Issuer and it has financial and other interests that differ from those of the Issuer;
- (iii) Unlike a municipal advisor, UMB does not have a fiduciary duty to the Issuer under the federal securities laws and is, therefore, not required by federal law to act in the best interests of the Issuer without regard to its own financial or other interests;
- (iv) UMB has a duty to purchase securities from the Issuer at a fair and reasonable price, but must balance that duty with its duty to sell municipal securities to investors at prices that are fair and reasonable; and
- (v) UMB will review the official statement (if any) for the Issuer’s securities in accordance with, and as part of, its responsibilities to investors under the federal securities laws, as applied to the facts and circumstances of the transaction.

Disclosure cont.

Disclosures Concerning UMB's Compensation

UMB will be compensated by a fee and/or an underwriting discount that will be set forth in the bond purchase agreement to be negotiated and entered into in connection with the issuance of the Bonds. Payment or receipt of the fee or underwriting discount will be contingent on the closing of the transaction and the amount of the fee or discount may be based, in whole or in part, on a percentage of the principal amount of the Bonds. While this form of compensation is customary in the municipal securities market, it presents a conflict of interest since UMB may have an incentive to recommend to the Issuer a transaction that is unnecessary or to recommend that the size of the transaction be larger than is necessary.

Additional Conflicts Disclosures

UMB has not identified any additional potential or actual material conflicts that require disclosure.

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