

June 23, 2021

Ms. Ann Santilli
Chief Financial Officer
Department of Water and Power of the City of Los Angeles
111 North Hope Street
Los Angeles, CA 90012

Re: Power System Negotiated New Money Bond Sales

Dear Ms. Santilli:

The Department of Water and Power of the City of Los Angeles ("LADWP") has requested that Public Resources Advisory Group ("PRAG"), as municipal advisor to LADWP, discuss the merits of negotiated bond transactions for the issuance of new money debt related to the Power System. We understand that LADWP is currently seeking authorization to issue up to \$2.552 billion of new money bonds for the Power System.

The benefits of negotiated versus competitive sales have been analyzed by municipal market participants for many years. The debate will continue into the future due to the rare frequency (or possible absence) of simultaneous negotiated and competitive bond pricings for the same issuer, same credit, same amounts, and same maturities. In general, PRAG believes, that all things being equal, a competitive sale will provide an issuer with the lowest cost of funds for the majority of issuances, but not necessarily in all cases. There are other important factors and market circumstances that have an impact on the decision for issuers to negotiate bond sales. The following are some of the factors that LADWP faces with its upcoming issuances of Power System Revenue Bonds that support the reasoning for issuing on a negotiated basis:

- \$2.552 billion is a significant amount of bonds to place, over a relatively short period of time, with investors;
- A negotiated sale will allow LADWP to provide meaningful roles for smaller local and regional firms;
- Retail investors can be an important source of demand in the municipal bond market, as the retail buyer can be less sensitive to price compared to the institutional investor and retail orders in significant volume can only be achieved through a negotiated sale;
- LADWP relies on commercial banks to provide a significant amount of credit support for its \$2.074 billion of variable rate debt and revolving line of credit;
 - By offering negotiated underwriting business, LADWP receives more aggressive credit support fee bids and, very importantly, will often secure bids from banks that have received negotiated underwriting business during periods of time when other banks refuse to offer credit;
- Negotiated sales allow LADWP to structure specific portions of an issuance to meet investor demand (such as bifurcated coupons, callable premium bonds, non-traditional call features, specified par amounts, non-traditional couponing and similar features);

- An underwriter is the party that can best assist LADWP with comprehensive investor outreach (e.g. investor road shows, meetings, conference calls, etc.) as they have direct relationships with investors; and
- Negotiated bond sales provide increased flexibility in timing and structuring, including shifting maturities to meet investor demand, which will allow LADWP to navigate through difficult market conditions;
 - Recent market conditions, including unavailable public capital markets as a result of the COVID-19 outbreak in this country, volatile and rapid shifts in interest rates, changing supply and demand relationships for municipal bonds, changes in tax rates and deductions impacting the benefit of municipal bonds, political and geopolitical events causing volatility in the fixed income markets, and the narrowing and widening credit spreads and
 - Negotiated issuers, including LADWP, have been able to respond to then current market conditions by modifying the timing and structure of their bonds to better meet investor demands.

In addition, LADWP may be considering issuing a portion of the new money as variable rate debt. Historically, tax-exempt variable rate debt has been low cost to municipal issuers and can only practically be issued on a negotiated basis due to the very nature of changing interest rates and the need for a remarketing agent to regularly interact with existing and new investors every time interest rates reset which can be as frequently as daily.

In our opinion, the factors above should be considered by LADWP when making the decision to issue new money bonds for the Power System on a negotiated sale basis. I hope the foregoing meets your needs. Please call me at 310-477-1453 or Michelle Issa, Senior Managing Director, at 310-477-2786 if you have any questions on this matter.

Sincerely,



Edmund Soong
Executive Vice President