

# Jefferies Key Facts

May 2018

Jefferies—the global investment banking firm focused on serving our clients for over 50 years	
Key Strengths	<ul style="list-style-type: none"> <li>• A global leader in providing insight, expertise and execution to investors, companies and governments</li> <li>• Clients are our #1 priority—for over 50 years, our clients' success has driven our success</li> <li>• Full-service platform provides a full range of investment banking, sales, trading, research and strategy across the spectrum of equities, fixed income, and foreign exchange, as well as wealth management, in the Americas, Europe and Asia</li> <li>• Our flat organization and accessible team enables us to mobilize our firm's resources to deliver ideas and execution for our clients</li> <li>• Deep industry knowledge globally generates an ongoing flow of insight and ideas</li> <li>• Global execution and distribution platform facilitates client needs anywhere in the world</li> </ul>
Corporate Statistics	<ul style="list-style-type: none"> <li>• 3,500 employees, including 800 in Europe and 250 in Asia</li> <li>• Client focused—over 95% of net revenue comes from our client-focused businesses</li> <li>• Offices in 30 cities worldwide with global headquarters in New York; regional headquarters in London and Hong Kong</li> <li>• \$11 billion in long-term capital</li> <li>• Wholly owned subsidiary of Jefferies Financial Group Inc. (NYSE: JEF), a diversified financial services company that comprises the 262nd largest company in the Fortune 500 and a member of the S&amp;P 500</li> </ul>
Investment Banking	<ul style="list-style-type: none"> <li>• 800 investment bankers in the Americas, Europe and Asia, providing clients with deep industry knowledge across all major industry sector verticals and led by senior bankers with an average of 20 years of experience</li> <li>• Strong capital markets and advisory capabilities in Autos &amp; Auto Aftermarket, Aviation, Aerospace &amp; Defense, Building Materials, Business &amp; Industrial Services, Chemicals, Consumer Products, Energy, Financial Sponsors, FinTech &amp; Market Structure, Food &amp; Beverage, Healthcare, Insurance, Maritime, Media &amp; Information Services, Metals &amp; Mining, Municipal Finance, Packaging, Power, Renewables &amp; Infrastructure, Real Estate, Gaming &amp; Leisure, Restaurants, Retailing, Specialty Finance, Technology &amp; Technology-Enabled Services</li> <li>• In the last 12 months, completed 671 M&amp;A, restructuring and bookrun financing transactions, totaling \$430 billion in value, including 136 transactions executed for non-U.S. clients</li> <li>• In the last 12 months, acted as a bookrunner on 96% of all equity offerings we have completed and as a bookrunner on 99% of all leveraged loan and high yield offerings we have completed</li> </ul>
Equities	<ul style="list-style-type: none"> <li>• 750 equity sales, trading and research professionals worldwide</li> <li>• Full-service platform spans cash equities, electronic trading, derivatives, convertibles, prime services, research and corporate access</li> <li>• Equity execution capabilities in nearly 50 countries across the Americas, Europe, Middle East &amp; Africa; and Asia Pacific</li> <li>• Top 10 broker of U.S. cash equities, equity options and convertibles</li> <li>• #1 in U.S. Sales Trading Coverage, #1 in U.S. Small &amp; Mid Cap Cash &amp; Electronic Execution, #1 in U.S. Algo Quality of Product &amp; Services, Top 4 in U.S. Research Sales Coverage (2018 Greenwich Associates)</li> <li>• U.S. Convertibles Ranked 3rd with greater than 10% market share and only 40 bps of market share from 2nd ranked broker</li> <li>• 30 Thomson Reuters Equity Research Analyst awards received in 2017 in the U.S., Europe and Asia</li> <li>• 10 awards in the 2017 Institutional Investor (II) All-American Research Team Survey and 3 awards in the 2017 II All-Europe Team Survey</li> <li>• 140 publishing analysts provide global coverage of over 2,000 stocks across a wide range of sectors, strategy and economics</li> <li>• Alliances add another 88 analysts and coverage of over 850 stocks in 9 Asian countries, for a combined total of 2,850 stocks globally</li> <li>• An alliance with Bluestar (Israel) provides data, insights and key economic data on the Israeli capital markets</li> </ul>
Fixed Income	<ul style="list-style-type: none"> <li>• 425 fixed income sales, trading, research and strategy professionals worldwide</li> <li>• Primary Dealer or equivalent in U.S., UK, Germany, Netherlands, Portugal and Slovenia</li> <li>• Significant provider of liquidity and execution with substantial fixed income inventory maintained across all products globally including credit, global rates, ABS, MBS, CMBS, municipal securities and emerging markets</li> <li>• A market leader in all fixed income products including ABS, MBS, CMBS, CLOs, Leveraged Loans, HY Bonds, Mezzanine and Investment Grade</li> <li>• Jefferies provides significant capital in support of our debt origination platforms through committed financings, warehouse lines and repo operations</li> <li>• Foreign Exchange market-maker offering 24-hour global trade execution, prime brokerage, e-commerce solutions, and direct market access through automated execution tools across a wide range of products, including spot, forwards, and NDFs</li> <li>• Voted #1 most positive business momentum in U.S. Fixed Income (2017 Greenwich Associates)</li> <li>• U.S. Fixed Income clients ranked Jefferies as a Top 10 trading counterparty among Core Products, up from #12 (2017 Greenwich Associates)</li> <li>• Top ranked U.S. Emerging Markets team, ranking #1 overall trading desk and #2 research/desk analyst team (2017 Greenwich Associates)</li> <li>• #4 underwriter of Ginnie Mae Commercial Mortgage-Backed Securities YTD by IFR Markets/Thomson Reuters (through 9/30/2017)</li> </ul>
Wealth Management	<ul style="list-style-type: none"> <li>• 60 wealth management advisors worldwide</li> <li>• Nearly \$11 billion of Assets Under Management (AUM)</li> <li>• Top-tier estate planning, family office consulting, and financial solutions delivered through open architecture platform</li> <li>• Institutional-quality execution and advisory capabilities across all asset classes</li> <li>• Equity and Option Plan Administration, Directed Share Programs, 10b5-1 Selling Plans, and Block Trades</li> <li>• Access to traditional brokerage, custody, and lending</li> </ul>

# Jefferies Global Capabilities

## Investment Banking

### Equity Capital Markets

- IPOs & Follow-Ons
- Equity-Linked
- Private Placements

### Debt Capital Markets

- Leveraged Finance
- Investment Grade
- Ratings Advisory

### Mergers & Acquisitions Restructuring & Recapitalization Private Capital Advisory

### Industry Expertise

- Autos & Auto Aftermarket
- Aviation, Aerospace & Defense
- Building Materials
- Business & Industrial Services
- Chemicals
- Consumer Products
- Energy
- Financial Sponsors
- FinTech & Market Structure
- Food & Beverage
- Healthcare
- Insurance
- Maritime
- Media & Information Services
- Metals & Mining
- Municipal Finance
- Packaging
- Power, Renewables & Infrastructure
- Real Estate, Gaming & Leisure
- Restaurants
- Retailing
- Specialty Finance
- Technology & Technology-Enabled Services

## Wealth Management

- Estate Planning/Insurance Solutions
- Asset Allocation/Portfolio Management
- Institutional Execution Capabilities
- Lending
- Equity and Option Plan Administration
- Directed Share Programs
- 10b5-1 Selling Plans
- Restricted Stock Sales/  
Block Trades

## Fixed Income

### Government Securities

- Sovereigns
- Agencies
- Money Markets
- Repo Financing
- Short-Term Interest Rates
- Inflation
- Swaps
- Volatility
- Financial Futures

### Mortgage- and Asset-Backed

- Agency and Non-Agency Residential Mortgage-Backed Securities
- Asset-Backed Securities
- Commercial Mortgage-Backed Securities
- CDO/CLO
- Project Finance

### Corporate Credit

- Investment Grade Corporates
- High Yield Corporates
- Leveraged Credit Loans
- Distressed and Special Situations

### Emerging Markets

- Sovereigns
- Corporates
- Latin America
- EMEA
- Asia Pacific

### Municipal Securities

- Taxable and Tax-Exempt
- High Yield Taxable and Tax-Exempts
- Taxable and Tax-Exempt Money Market Instruments
- Credit and Quantitative Analysis
- Derivatives

### Capital Markets

- ABS/MBS
- CMBS
- Rates

### Exchange Traded Funds (ETFs)

### Foreign Exchange

### Structured Notes

### Fixed Income Research, Strategy & Economics

## Equities

### Equity Research

- Business Services
- Consumer
- Energy
- Financial Services
- Healthcare
- Industrials
- Insurance
- Maritime
- MLPs
- Natural Resources
- Real Estate
- Strategy
- TMT
- Utilities

### Cash Equities

- High-Touch Sales Trading
- Agency, Principal & Block Trading
- Equity Research Sales
- Sector & Event-Driven Strategy

### Electronic Trading

- Algorithmic Trading
- Direct Market Access
- Portfolio Trading

### Convertibles

### Equity Derivatives

- Exchange-Listed Options
- Over-the-Counter Options
- Exchange Traded Funds (ETFs)
- Derivatives Strategy

### Prime Services

- Securities Finance
- Portfolio Margining
- Capital Introduction
- Portfolio Reporting
- Total Return Swap Financing

### Corporate Access

- Sector Conferences and Summits
- Deal & Non-Deal Roadshows
- Analyst & Strategist Marketing

### Commission Management Services