

Jefferies. The global investment banking firm.



Jefferies

# Our clients are our priority,

and throughout our history, our clients' success has driven our success. Jefferies provides insight, expertise and execution to investors, companies and government entities. For nearly 50 years, we've provided our clients with high value, quality, unbiased and actionable ideas based on our strategic thinking and deep market knowledge. Our full service platform is uniquely positioned to meet clients' needs with a complete range of investment banking services.



# Jefferies, the global investment banking firm, has served companies and investors for nearly 50 years.

Headquartered in New York, with offices in over 30 cities around the world, the firm provides clients with capital markets and financial advisory services, institutional brokerage and securities research, as well as wealth and asset management. With 3,750 employees worldwide, Jefferies has experienced significant growth in capabilities. The firm provides research and execution services in equity, fixed income, currencies and commodities markets, and a full range of investment banking services including underwriting, merger and acquisition, restructuring and recapitalization and other advisory services, with all businesses now operating across the U.S., Europe and Asia.

## Jefferies Key Facts & Statistics

Founded .....	1962	Investment Banking Professionals .....	650
Publicly held .....	NYSE (JEF)	Equities Professionals .....	700
LTM 5/31/2011 Net Revenue .....	\$2.7 billion	Fixed Income Professionals .....	525
Offices .....	30+ Cities Worldwide	Commodities Professionals .....	450
Number of Employees .....	3,750	Companies Under Research Coverage .....	2,000

Note: Data references are approximate as of 9/1/2011

## Equities

Jefferies Equities is focused on providing best-in-class ideas, execution, and service to our clients, with superior sales, trading and research products. With one of the largest, most experienced institutional sales forces, Jefferies has dedicated equity trading desks across the U.S., Europe and Asia. We provide seamless execution and outstanding liquidity with a focus on minimal market impact. We serve a network of more than 2,000 institutional investors around the globe. Our U.S. equity trading business consistently ranks among the Top 10 investment banks in market share and trading quality.

- Equity Research
- Cash Equities
- Electronic Trading Services
- Convertibles
- Equity Derivatives
- Prime Brokerage
- Corporate Access
- Commission Management Services

## Fixed Income

Jefferies Fixed Income is comprised of a highly experienced team of sales, trading, capital markets, research and strategy professionals who deliver a complete range of investment banking services. Our knowledge-driven sales and trading professionals provide best-in-class trade execution and 24-hour liquidity in the global markets, with the highest level of service to our clients. Jefferies is a leading market maker in the full spectrum of fixed income products.

- Government Securities
- Mortgage- and Asset-Backed
- Corporate Credit
- Emerging Markets
- Municipal Securities
- Capital Markets
- Research, Strategy & Economics

## Commodities

Jefferies Bache is a global leader with a 130-year track record specializing in exchange-traded futures and options, commodities, and over-the-counter products. Our dedicated sales and trading professionals partner with producers, consumers and institutional investors to provide liquidity and 24-hour market access. Our open architecture, robust technology and global connectivity allow us to meet clients' execution, clearing, reporting and risk management requirements.

- Financial Futures and Options
- Commodity Futures and Options
- Foreign Exchange
- Precious & Base Metals
- FX & Precious Metals Prime Brokerage
- Carbon & Emissions



## Investment Banking

Jefferies is a valued partner for corporate clients globally. Our talented professionals provide a full range of advisory and underwriting services through creative and idea-driven M&A, leveraged finance, equity & equity-linked financing and restructuring & recapitalization solutions. Our industry expertise spans a range of sectors including aerospace & defense, banks, business services, chemicals, clean technology, consumer, energy, gaming, general industrials, healthcare, maritime, media, mining & metals, real estate, retailing, specialty finance, technology and telecommunications. We also have one of the largest and most experienced groups dedicated to serving the private equity community.

- Equity Capital Markets
- Debt Capital Markets
- Leveraged Finance
- Mergers & Acquisitions
- Restructuring & Recapitalization

## Wealth Management

Jefferies provides tailored wealth management services designed to meet the unique needs of high net worth individuals, their families and their businesses, private equity and venture funds, and small institutions. Our advisors provide access to all of Jefferies' institutional execution capabilities and deliver world-class financial services. Our commitment to providing an open architecture platform affords clients with access to products and services from both within Jefferies and from a variety of other major financial services institutions.

- Portfolio Management
- 10b5-1 Selling Plans
- Directed Share Programs
- Insurance Solutions

## Asset Management

Jefferies has an established asset management effort. The firm's strategic fund managers seek to manage risk effectively and to consistently deliver favorable returns in all market conditions. Products offered within Jefferies' asset management platforms can include equities, fixed income securities, convertible securities, financial futures, as well as commodity-based and other real assets. These products are offered through various investment advisory entities including Jefferies Asset Management and Jefferies Investment Advisers.

- Commodities
- Global Convertible Bonds
- Long/Short Equity
- Quantitative Strategies



**NORTH AMERICA**

- NEW YORK
- ALBANY
- ATLANTA
- BOSTON
- CHARLOTTE
- CHICAGO
- CLEVELAND
- DALLAS
- DENVER
- HOUSTON
- JERSEY CITY
- KANSAS CITY
- LOS ANGELES
- NASHVILLE
- SAN FRANCISCO
- SHORT HILLS
- SILICON VALLEY
- STAMFORD
- WASHINGTON, DC

**EUROPE**

- LONDON
- FRANKFURT
- HAMBURG
- MILAN
- PARIS
- ZURICH

**ASIA**

- HONG KONG
- MUMBAI
- SHANGHAI
- SINGAPORE
- TOKYO

**GLOBAL FOOTPRINT**

Sales, trading and investment banking presence in more than 30 cities across the United States, Europe and Asia.

