



# Investor Presentation

August 2024

# Piper Sandler Investor Presentation Disclosures

## Cautionary notice regarding forward-looking statements and non-GAAP financial measures

This presentation contains forward-looking statements. Statements that are not historical or current facts, including statements about beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties, and important factors could cause actual results to differ materially from those anticipated, including those factors identified in the document entitled “Risk Factors” in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2023 and updated in our subsequent reports filed with the SEC. These reports are available at our Website at [pipersandler.com](https://pipersandler.com) and at the SEC Website at [sec.gov](https://sec.gov). Forward-looking statements speak only as of the date they are made, and Piper Sandler undertakes no obligation to update them in light of new information or future events.

This presentation also contains financial measures that are not prepared in accordance with U.S. generally accepted accounting principles (“GAAP”). Management believes that presenting results and measures on an adjusted basis alongside U.S. GAAP measures provides the most meaningful basis for comparison of its operating results across periods and enhances the overall understanding of our current financial performance by excluding certain items that may not be indicative of our core operating results. The non-GAAP financial measures should be considered in addition to, not as a substitute for, measures of financial performance prepared in accordance with U.S. GAAP. A reconciliation of each non-GAAP financial measure to the corresponding U.S. GAAP measure is available in Section 3 of this presentation.

## Piper Jaffray and Sandler O’Neill merged on January 3, 2020 to become Piper Sandler Companies

Financial measures for periods ending on or prior to December 31, 2019 and presented herein, represent the results of Piper Jaffray Companies not including Sandler O’Neill. Financial results and measures beginning from the date of merger on January 3, 2020 include Sandler O’Neill.

## About Piper Sandler Companies

Piper Sandler Companies (NYSE: PIPR) is a leading investment bank driven to help clients Realize the Power of Partnership®. Securities brokerage and investment banking services are offered in the U.S. through Piper Sandler & Co., member SIPC and NYSE; in Europe through Piper Sandler Ltd., authorized and regulated by the U.K. Financial Conduct Authority; and in Hong Kong through Piper Sandler Hong Kong Ltd., authorized and regulated by the Securities and Futures Commission. Alternative asset management and fixed income advisory services are offered through separately registered advisory affiliates.

© 2024. Since 1895. Piper Sandler Companies. 800 Nicollet Mall, Minneapolis, Minnesota 55402-7036

For more information, please contact Kate Clune, chief financial officer at 212 466-7799 or [investorrelations@psc.com](mailto:investorrelations@psc.com)

# Contents

---

- 1. Value proposition and business highlights**
- 2. Investment rationale**
- 3. Reconciliation of non-GAAP financial measures**

01



**Value proposition and business highlights**

# A leading investment bank

We enable growth and success for our clients through deep sector expertise, candid advice and a differentiated, highly productive culture.

- Diversified firm with market leadership across businesses, deep expertise in focus sectors, and broad product capabilities
- One of the largest and broadest middle-market investment banks on the street with a reputation for client-first approach
- Top-ranked M&A advisor and represents one of the fastest growing platforms in the U.S.
- Book run, market-leading equity and debt underwriting franchises
- Scaled equity brokerage business and premier client destination that combines top-ranked research, trading, and capital markets capabilities
- Differentiated, advice-driven fixed income business
- Well capitalized and low leverage with meaningful capacity to generate free cash flow across cycles

## Company Snapshot

✓ **FOUNDED: 1895**

✓ **OFFICES: 60+**

✓ **NYSE: PIPR**

✓ **HEADCOUNT: 1,700**

Note: Revenue amounts disclosed on this slide represents LTM 2Q 2024

1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

# \$1.4B

LTM 2Q 2024  
ADJUSTED  
NET REVENUES<sup>1</sup>



### INVESTMENT BANKING | \$935M

- M&A advisory
- Equity and debt capital markets
- Debt advisory
- Restructuring advisory

### PUBLIC FINANCE | \$111M

- Municipal underwriting and advisory

### EQUITY BROKERAGE | \$207M

- Institutional sales and trading
- Equity and macro research

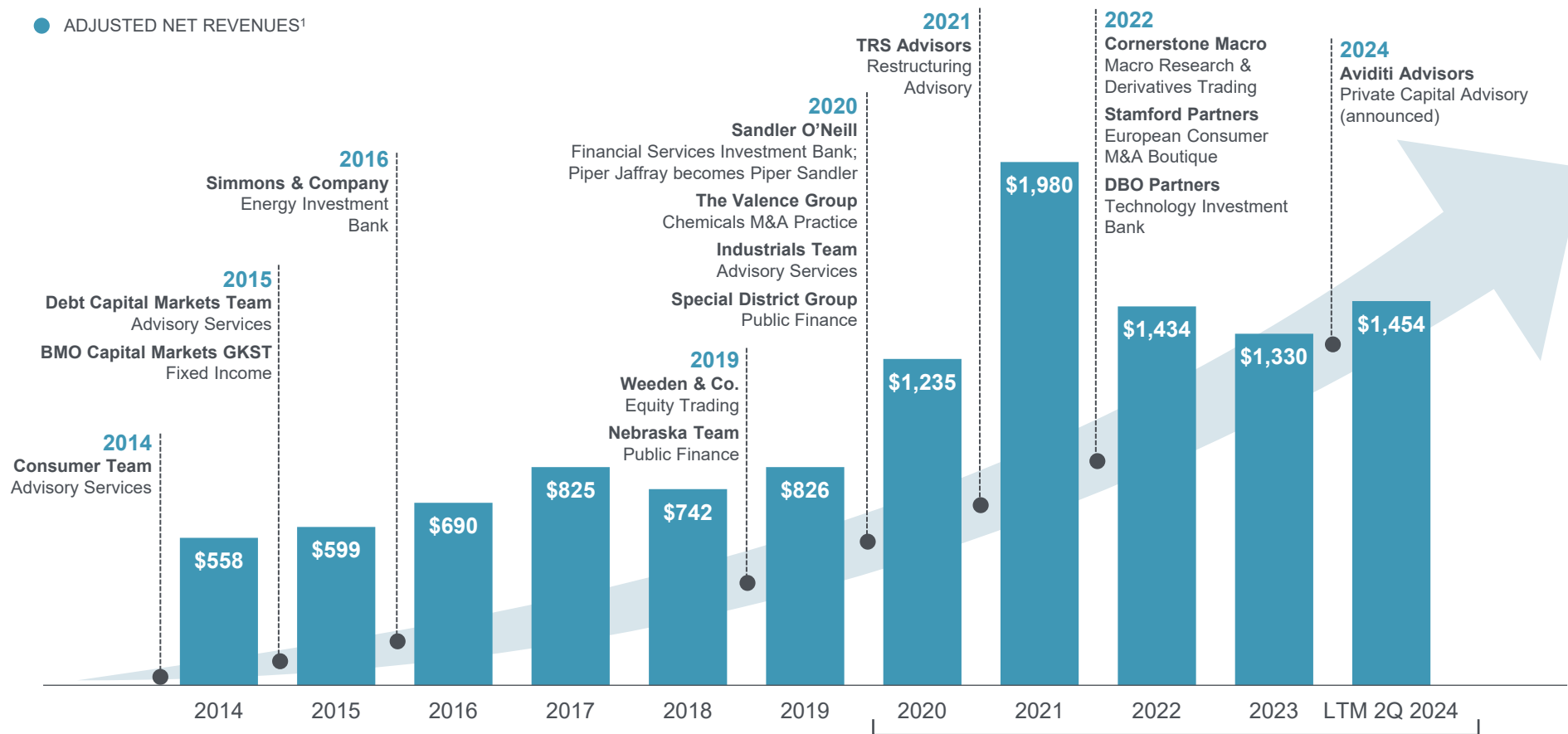
### FIXED INCOME | \$170M

- Municipal and taxable sales and trading
- Balance sheet strategy and analytics

# Transforming our business through strategic investments

Building a stronger and more durable platform

● ADJUSTED NET REVENUES<sup>1</sup>



Senior Hires (Last 5 Years)			
<b>2021</b> <b>Investment Banking</b> Pharma Services, Renewables & Clean Energy, Energy Services, Software, Internet Technology, Auto Aftermarket, Retail & Direct-to-Consumer, and Europe	<b>2022</b> <b>Investment Banking</b> Restructuring, Transportation & Logistics, Mobility Technology, Insurance, Healthcare Services <b>Fixed Income</b> Credit Union Expansion	<b>2023</b> <b>Investment Banking</b> Healthcare Services, Real Estate, Asset & Wealth Management, Restructuring <b>Fixed Income</b> Non-Agency Structured Credit Build Out <b>Public Finance</b> Hospitality, Education	<b>2024</b> <b>Investment Banking</b> Convertible Origination, Financial Technology, Residential & Commercial Services, Oilfield Services & Technology

1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

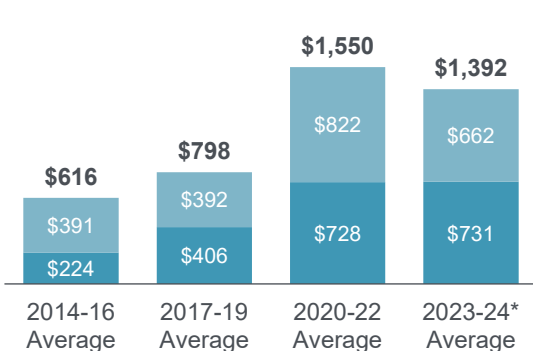
# Elevating the earnings power of our platform

## Consistently Growing our Platform

### ADJUSTED NET REVENUES<sup>1</sup>

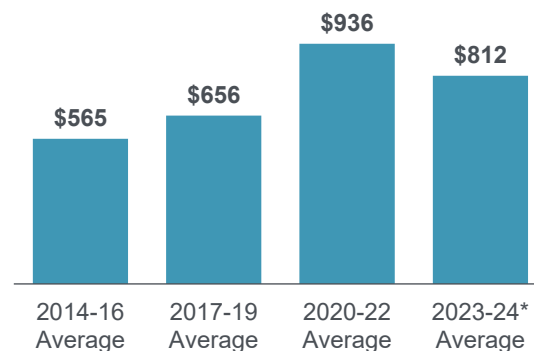
(\$ in millions)

- NON-ADVISORY REVENUES
- ADVISORY SERVICES REVENUES

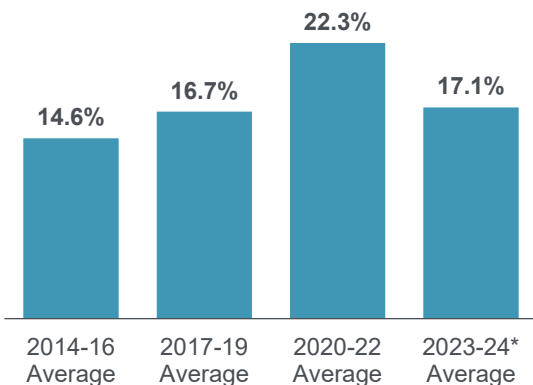


### ADJUSTED NET REVENUES<sup>1</sup> PER EMPLOYEE

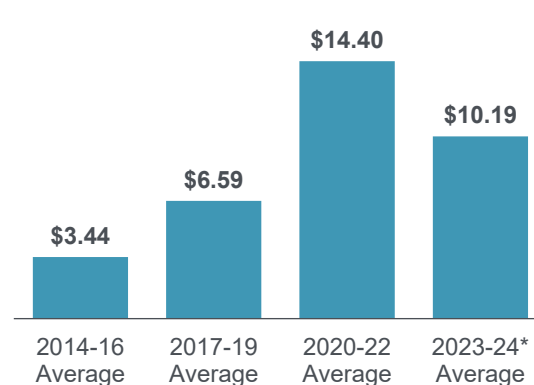
(\$ in thousands)



### ADJUSTED OPERATING MARGIN<sup>1</sup>

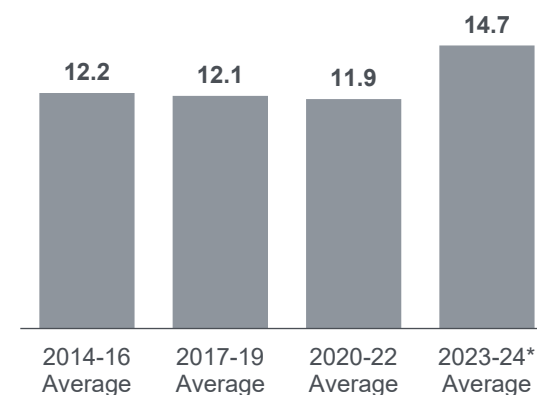


### ADJUSTED DILUTED EPS<sup>1</sup>



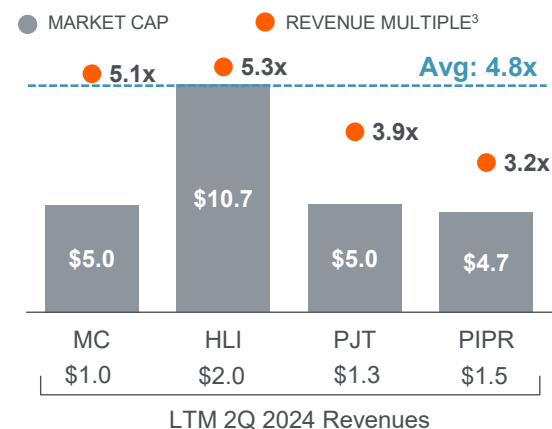
## Compelling Valuation

### NTM P/E MULTIPLE<sup>2</sup>



### MARKET CAP & LTM REVENUE MULTIPLE

(\$ in billions)



\* Note: 2023-24 Average represents the average of 2023 and LTM 2Q 2024

1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

2) NTM P/E Multiple represents the median NTM P/E multiple for each calendar year, then averaged according to the year groupings. Source: Capital IQ.

3) Revenue multiple represents market cap as of August 22, 2024 / LTM 2Q 2024 revenues, average multiple of 4.8x excludes PIPR. Source: Capital IQ and SEC Filings & Earnings Releases.

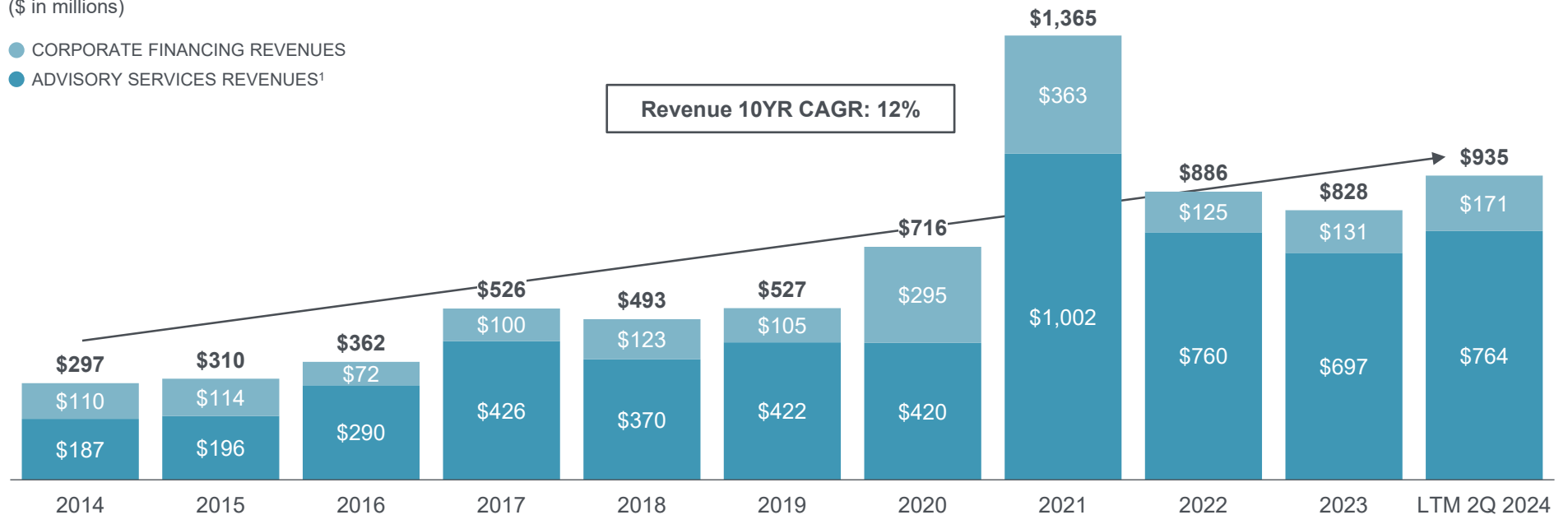
# Corporate investment banking

A decade of investing for growth

## Revenues & Managing Director Headcount

(\$ in millions)

- CORPORATE FINANCING REVENUES
- ADVISORY SERVICES REVENUES<sup>1</sup>



51  
MDs

Managing Director Headcount 10YR CAGR: 12%

170  
MDs



1) Advisory services revenues exclude public finance advisory

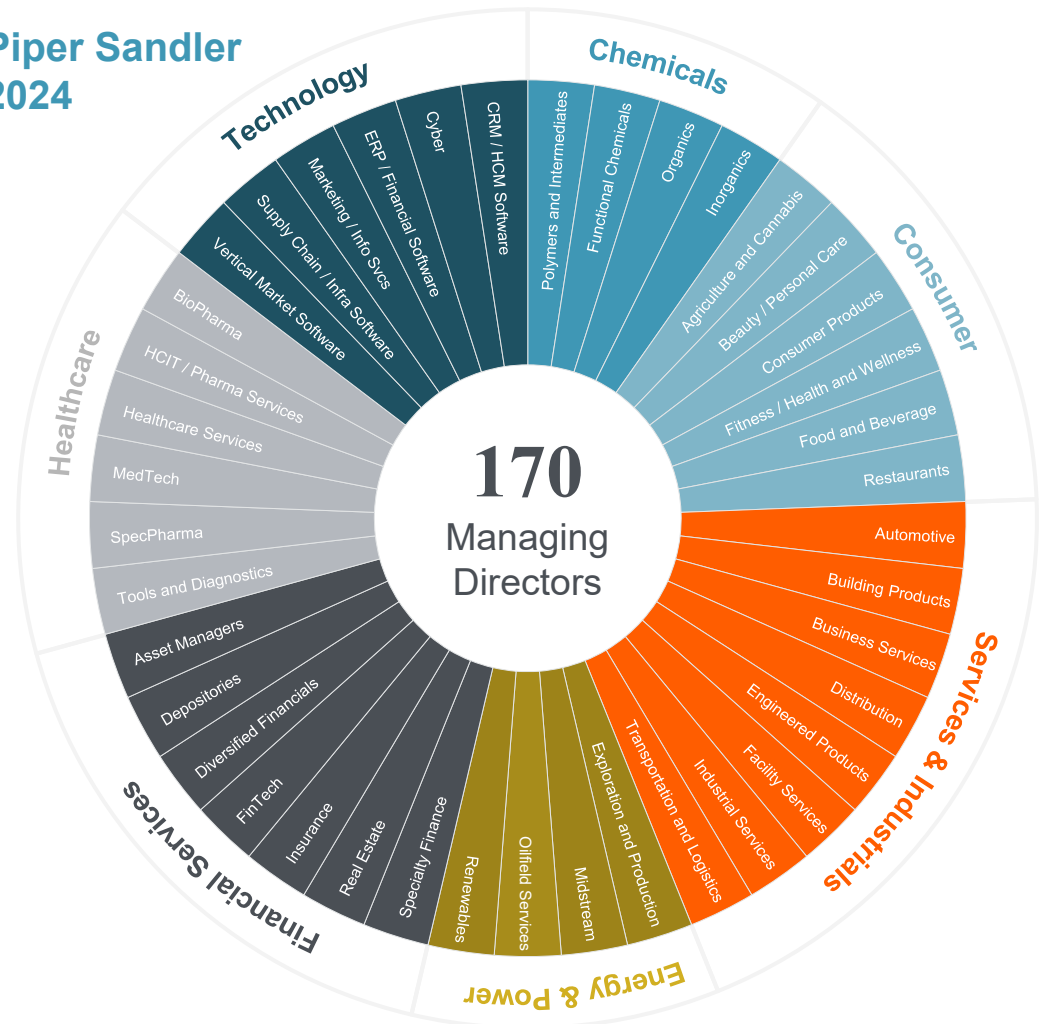


# Creating a scaled and diversified platform through organic and acquisitive growth

**Piper Sandler  
2014**



**Piper Sandler  
2024**



**Since 2014**

- ✓ Added sector and product expertise
- ✓ Grown revenues, productivity, and market share
- ✓ Acquired firms have contributed talented leadership to our senior management teams
- ✓ Multiple market-leading franchises in significant industry sectors provide resiliency across cycles

Note: Piper Sandler 2014 represents coverage and managing directors as of December 31, 2014; Piper Sandler 2024 represents coverage and managing directors as of June 30, 2024

# Comprehensive suite of products and services

Providing the highest quality advice

## M&A ADVISORY

- Top-ranked M&A advisor
- Industry-focused M&A
- Advised more than 1,050 M&A transactions worth more than \$550 billion in the past 5 years<sup>1</sup>

## EQUITY SECURITIES

- Leading underwriter of growth companies
- Leading aftermarket trading support
- Focused and dedicated research coverage

## DEBT SECURITIES

- Product expertise across entire leveraged capital spectrum
- Leading market share in bank debt<sup>2</sup>

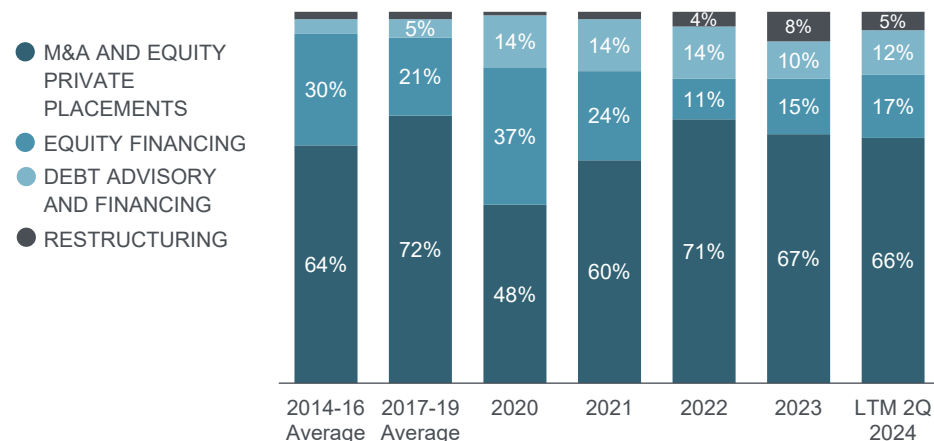
## PRIVATE PLACEMENTS

- Leading industry expertise and products knowledge
- Extensive relationships with private equity and venture firms

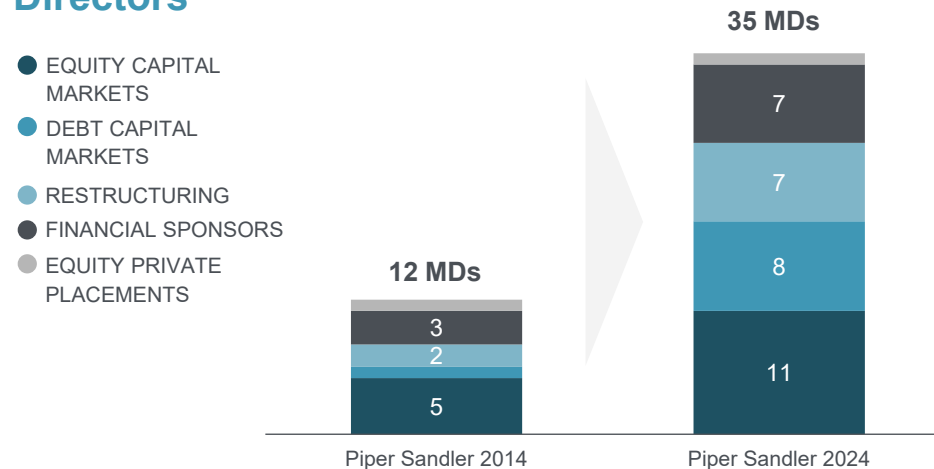
## RESTRUCTURING AND SPECIAL SITUATIONS

- Advisor of recapitalization and balance sheet management for financial institutions
- Leading advisor to financially stressed businesses, creditor constituencies, investors
- Chapter 11, out-of-court workouts, sale of assets, reorganizations, exchange/tender offers, acquisitions

## Corporate Investment Banking Revenue Mix by Product



## Expanding our Product-Focused Managing Directors



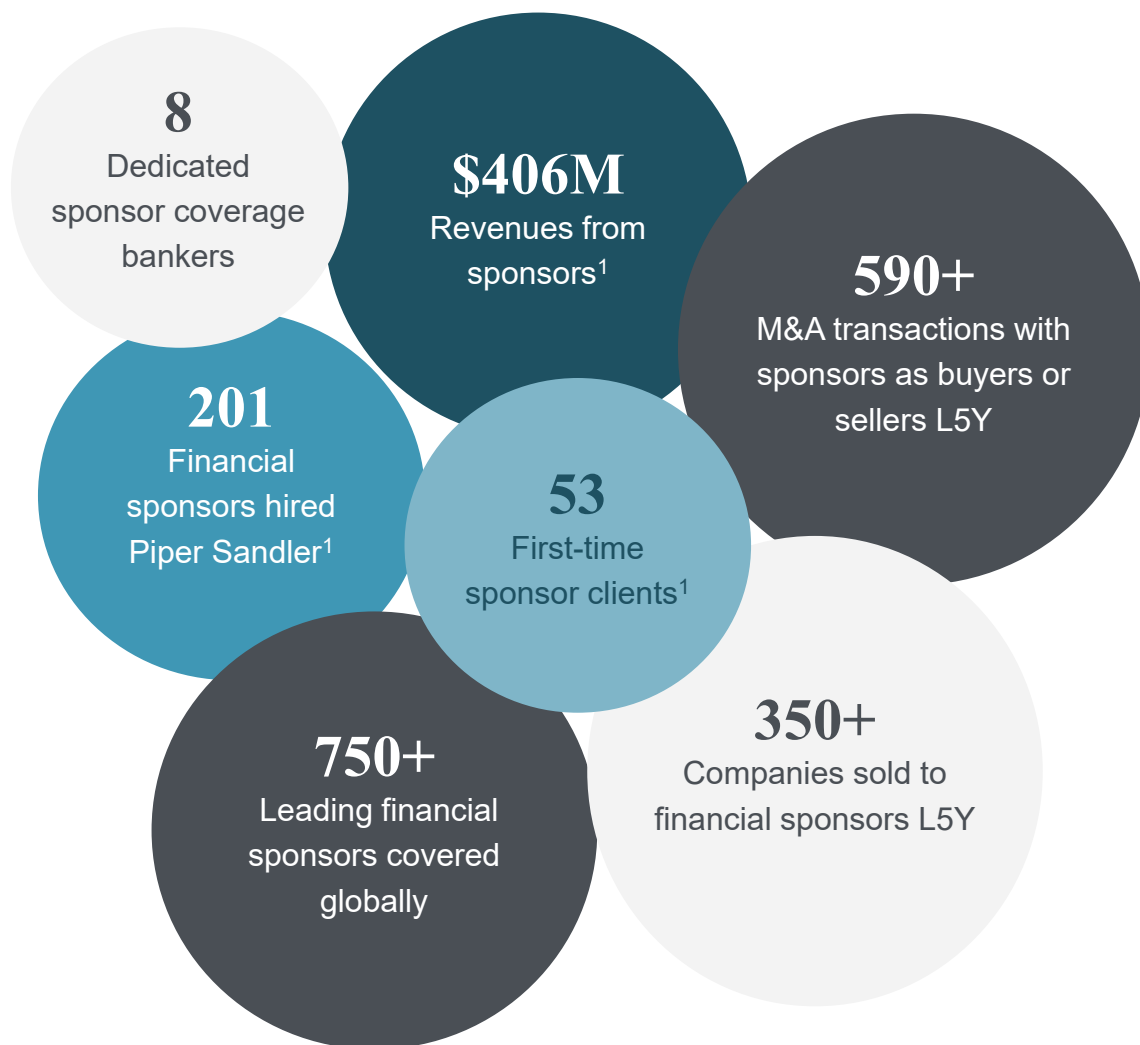
Note: Piper Sandler 2014 is as of December 31, 2014; Piper Sandler 2024 is as of June 30, 2024

1) Completed M&A transactions from January 1, 2019 to December 31, 2023; reflects combined data of Piper Sandler and its predecessors

2) Sources: S&P Global Market Intelligence, Bloomberg, Piper Sandler Syndicate Desk.

# Best-in-class connectivity to private equity buyers

## Leading Private Equity Advisory Practice



## Most Active Investment Banks to U.S. Private Equity<sup>2</sup>

LTM 2Q 2024

1	Houlihan Lokey	204
2	<b>Piper Sandler</b>	<b>192</b>
3	Jefferies	191
4	William Blair	161
5	Raymond James	144
6	Stifel	143
7	Evercore	124
8	Baird	115

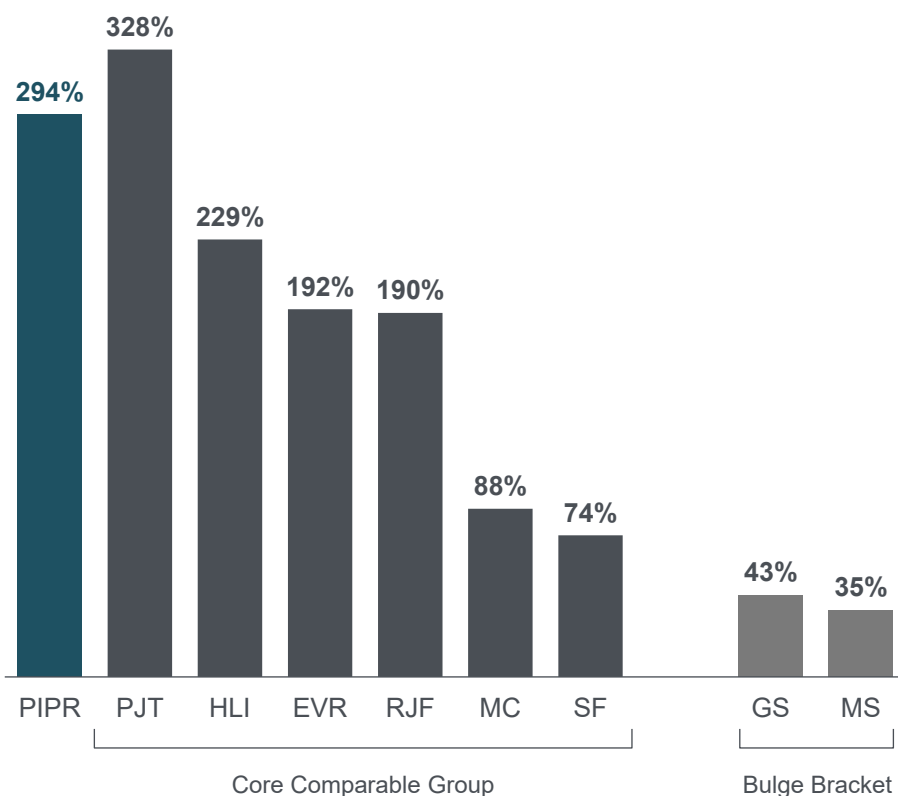
1) LTM 2Q 2024

2) Represents transactions closed in the U.S. by middle market banks on behalf of private equity groups. Source: Pitchbook.

# Exceptional growth of advisory practice

## Long-Term Growth in Advisory Revenues<sup>1</sup>

LTM 2Q 2024 vs. 2014



## Advisory Revenues 4-Year CAGR<sup>2</sup>

(\$ in millions)

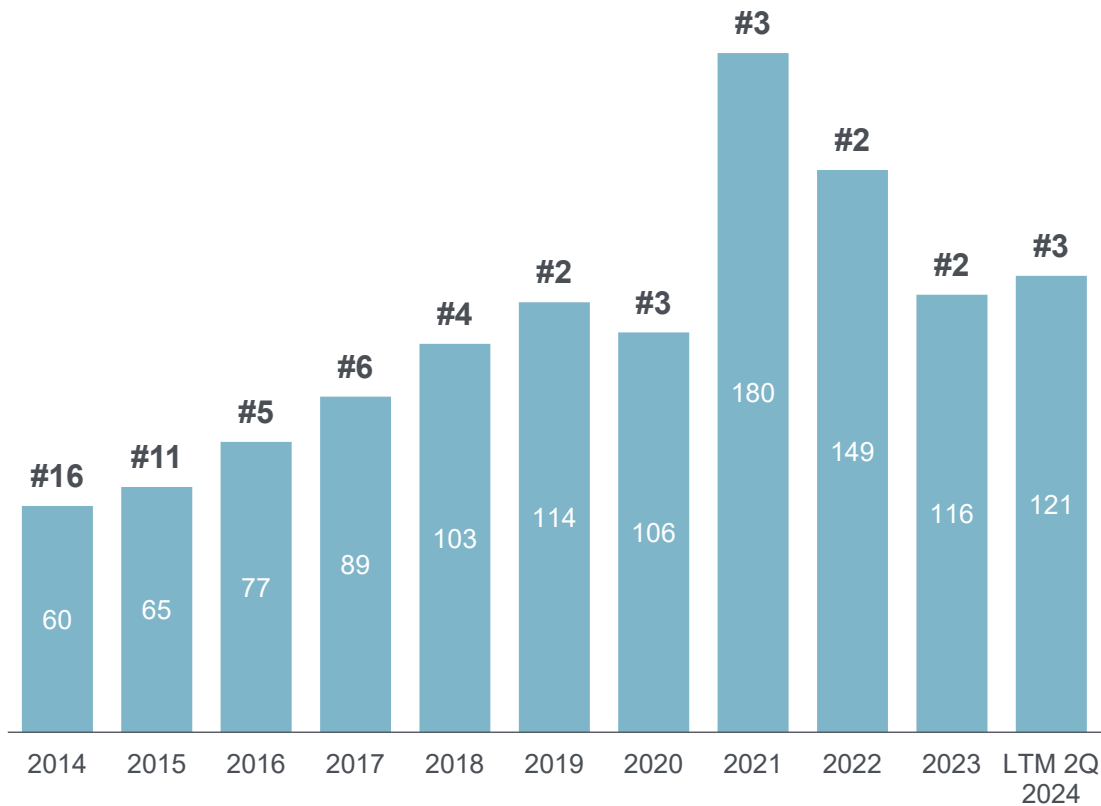
	2020	2021	2022	2023	LTM 2Q 2024	CAGR
HLI	\$658	\$1,615	\$1,150	\$1,076	\$1,209	16%
<b>PIPR</b>	<b>\$443</b>	<b>\$1,026</b>	<b>\$776</b>	<b>\$709</b>	<b>\$780</b>	<b>15%</b>
PJT	\$872	\$763	\$824	\$1,027	\$1,131	7%
<b>Median</b>						<b>5%</b>
RJF	\$379	\$761	\$540	\$434	\$457	5%
EVR	\$1,757	\$2,753	\$2,394	\$1,964	\$2,127	5%
SF	\$428	\$856	\$715	\$464	\$476	3%
MC	\$943	\$1,558	\$970	\$860	\$975	1%
<b>Total</b>	<b>\$5,480</b>	<b>\$9,332</b>	<b>\$7,369</b>	<b>\$6,535</b>	<b>\$7,155</b>	<b>7%</b>

1) Represents growth in advisory revenues for LTM 2Q 2024 (i.e., the twelve months ended June 30, 2024) compared to 2014 (i.e., the twelve months ended December 31, 2014); amounts for HLI represent their Corporate Finance segment, and 2014 for HLI is the twelve months ended March 31, 2015. Source: SEC Filings & Earnings Releases.  
 2) 2020-2023 represent the twelve months ended December 31 and LTM 2Q 2024 represent the twelve months ended June 30, 2024; amounts for HLI represent their Corporate Finance segment; table is sorted based on CAGR. Source: SEC Filings & Earnings Releases.

# Market leadership in U.S. M&A

## U.S. M&A Market Share Growth<sup>1</sup>

● NUMBER OF DEALS & RANKING



## Top Ranked Financial Advisor in U.S. M&A<sup>1</sup>

LTM 2Q 2024

<b>1</b>	Houlihan Lokey Inc	171
<b>2</b>	Jefferies LLC	132
<b>3</b>	<b>Piper Sandler &amp; Co</b>	<b>121</b>
<b>4</b>	JP Morgan	102
<b>5</b>	William Blair & Company	100
<b>6</b>	Raymond James	98
<b>7</b>	Robert W Baird & Co Inc	93
<b>8</b>	Goldman Sachs & Co LLC	92
<b>9</b>	Lincoln International LLC	92
<b>10</b>	Stifel/KBW	85

2014

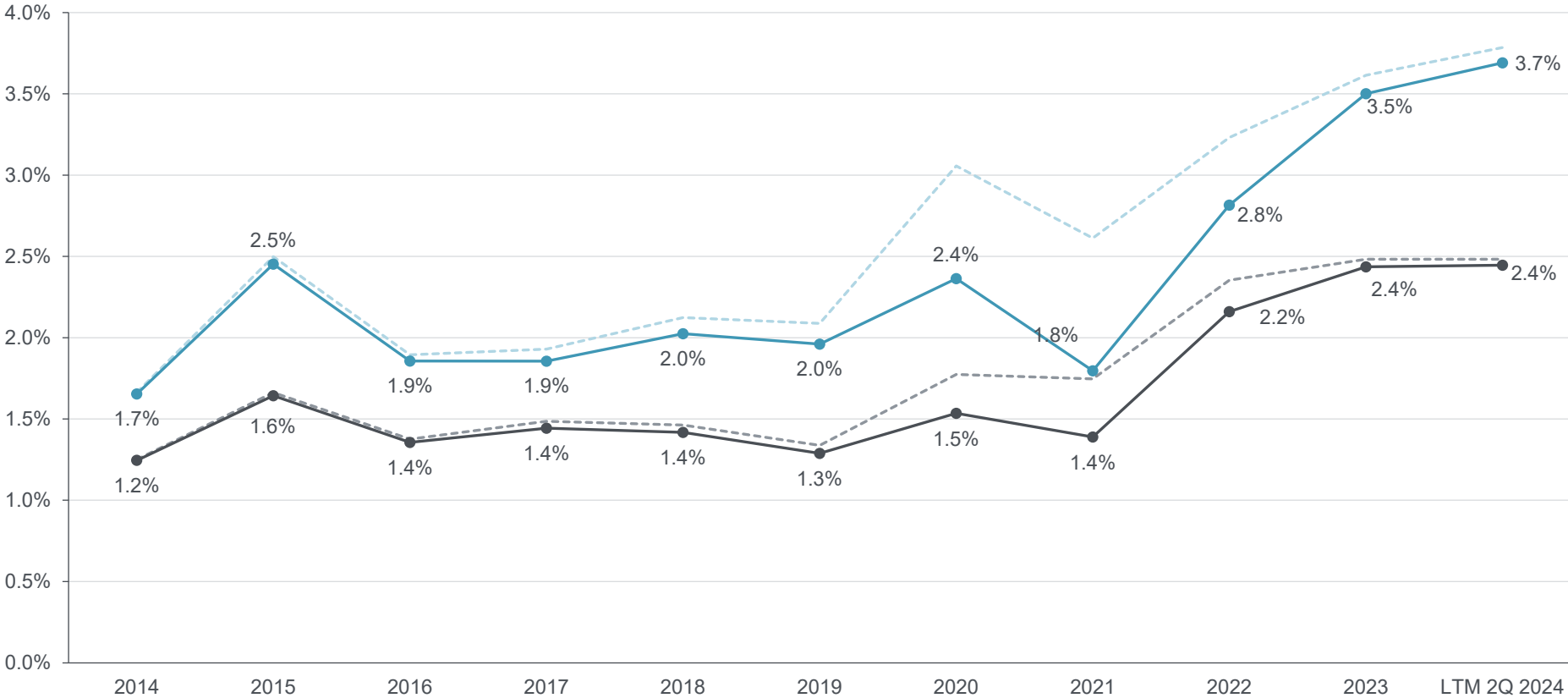
**16** Piper Sandler **60**

1) Includes U.S. M&A announced activity across all industries with deal value <\$1B; rankings based on number of deals announced for the same criteria. Source: Mergermarket.

# Market leadership in equity underwriting

## Equity Underwriting Economic Fee Market Share Growth<sup>1</sup>

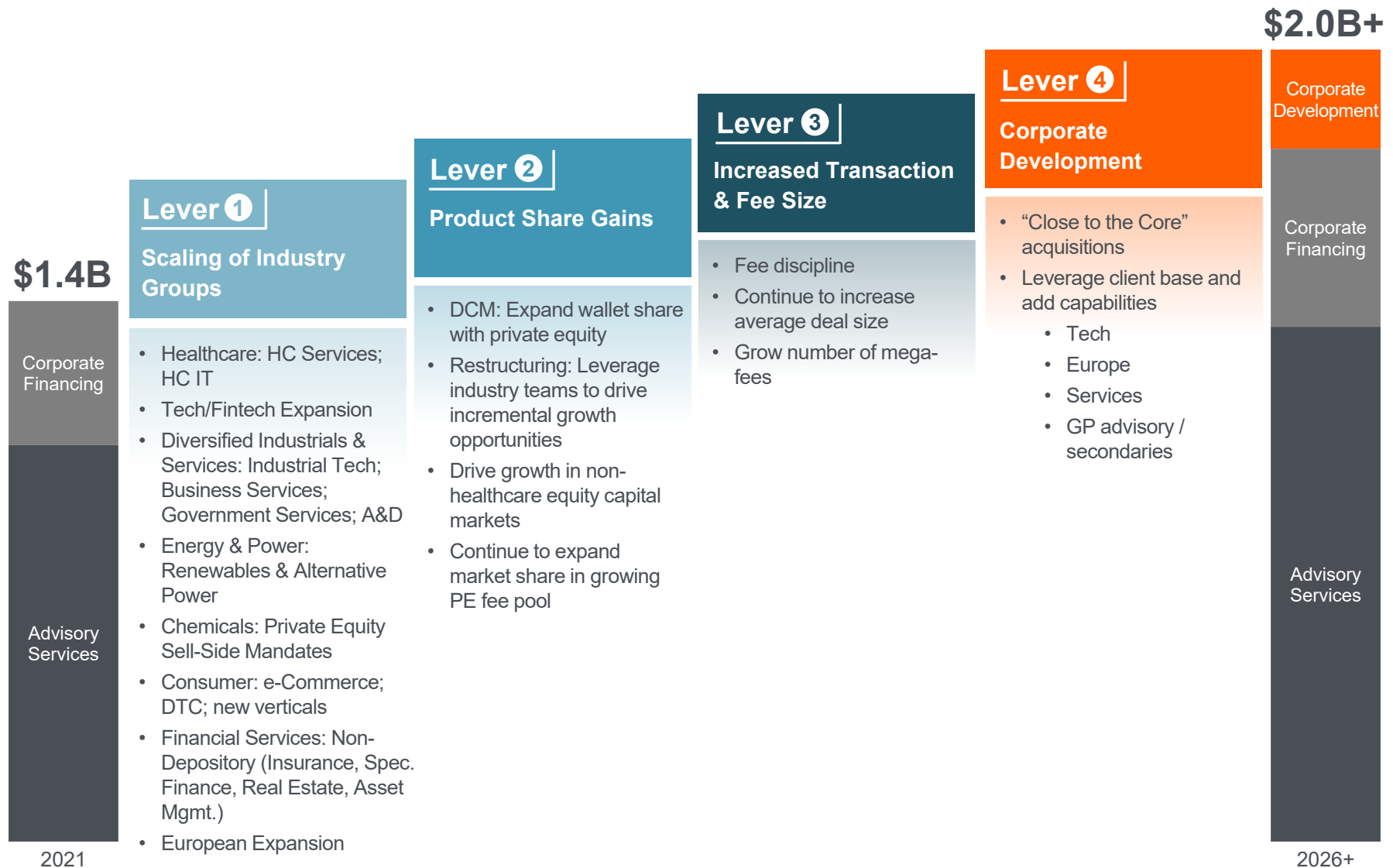
- TOTAL MARKET SHARE
- SUB \$5B MARKET SHARE
- TOTAL MARKET SHARE (EX. SPACS)
- SUB \$5B MARKET SHARE (EX. SPACS)



1) Includes IPO, FO & CVT deal values > \$10 million, and PIPEs/RDs > \$5 million; SPAC IPO fees represented as the standard 2% up front fee unless noted as smaller on the IPO cover. Source: Dealogic & Piper Sandler ECM.

# Path to \$2 billion of corporate investment banking revenues

Growth as a core competency: the same playbook as the last decade

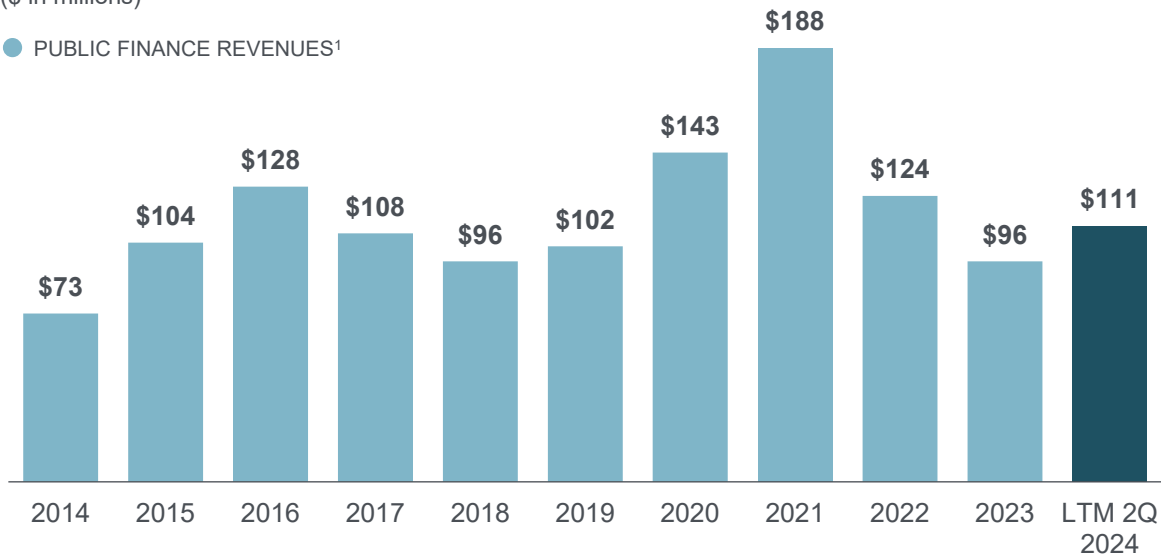


# Public finance

## Leading Middle-Market Tax-Exempt Underwriter

(\$ in millions)

● PUBLIC FINANCE REVENUES<sup>1</sup>



### Local market relationships and knowledge amplified by the strength of substantial scale and expertise

- Uniquely positioned market leader in a steady business with solid margins
- Broad product set to meet client's needs
- Robust distribution capabilities with a team of 300+ public finance and distribution professionals
- Industry sector expertise in high-margin specialty sectors
- We are a destination of choice – we continually attract professionals or firms and their clients

## Sector Expertise

### GOVERNMENT

- Local Municipalities
- School Districts
- State and State Agencies
- Infrastructure for Development

### SPECIAL DISTRICTS

### HEALTHCARE

- Non-Profit Health Care Providers

### SENIOR LIVING

- Assisted & Independent Living
- Retirement Communities (CCRCs)

### EDUCATION

- Higher Education
- Charter Schools

### HOSPITALITY

- Hotels and Convention Centers

### HOUSING

- Single & Multi-Family Housing

### TRANSPORTATION

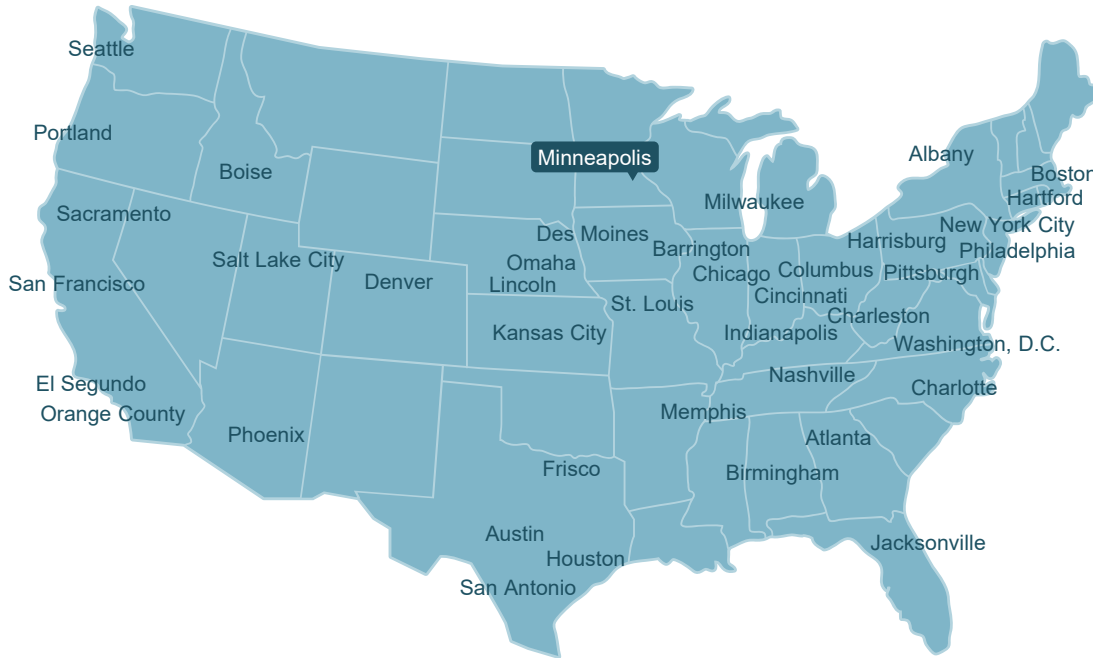
- Toll Roads & Surface Transportation
- Airports

1) Public finance revenues include municipal financing and public finance advisory



# Longstanding public finance leadership

National platform, regional expertise



**40**

OFFICES<sup>1</sup>

**22**

STATES<sup>1</sup>

**140**

PROFESSIONALS<sup>1</sup>

**3.9%**

LTM 2Q 2024  
PAR VALUE  
MARKET SHARE<sup>3</sup>

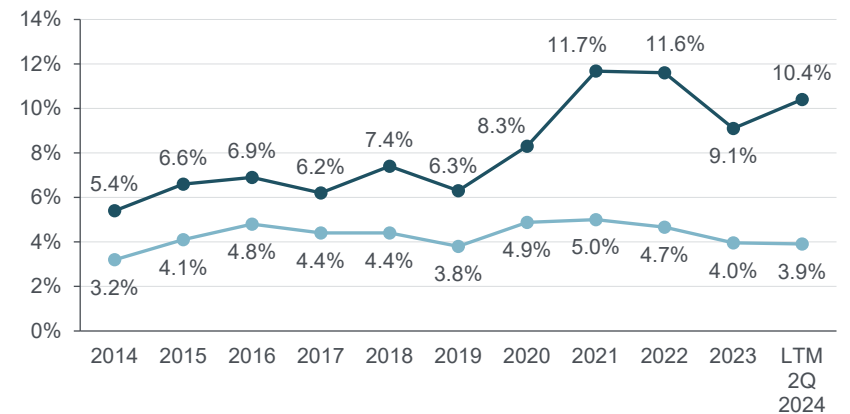
## Negotiated and Private Placements<sup>2</sup>

LTM 2Q 2024

<b>1</b>	Stifel Nicolaus & Co Inc	733
<b>2</b>	Raymond James	429
<b>3</b>	<b>Piper Sandler &amp; Co</b>	<b>409</b>
<b>4</b>	RBC Capital Markets	392
<b>5</b>	BofA Securities Inc	305

## Consistently Improving a Strong Franchise

- PAR VALUE MARKET SHARE<sup>3</sup>
- ECONOMIC FEE MARKET SHARE<sup>4</sup>



1) As of June 30, 2024

2) Rank based on number of sole/senior negotiated and private placement transactions during LTM 2Q 2024. Source: Refinitiv.

3) Par value market share based on par value of sole/senior negotiated and private placement transactions. Source: Refinitiv.

4) Economic fee market share is calculated using Piper Sandler municipal financing revenues for deals < \$500 million during LTM 2Q 2024 divided by the public finance sub-\$500 million market fee pool which is estimated using spread detail from The Bond Buyer. Source: The Bond Buyer, and Piper Sandler & Co.

# Equity institutional brokerage

Creating real value for institutional investors

## Combination of top-ranked research, trading, and capital markets capabilities creates a premier client destination

- Delivers deep sector expertise, trading excellence, advisory resources, and natural liquidity to our clients
- Complemented by fully integrated research, investment banking, corporate access and execution services
- Consistently providing strong guidance and transaction skills to our corporate and institutional clients

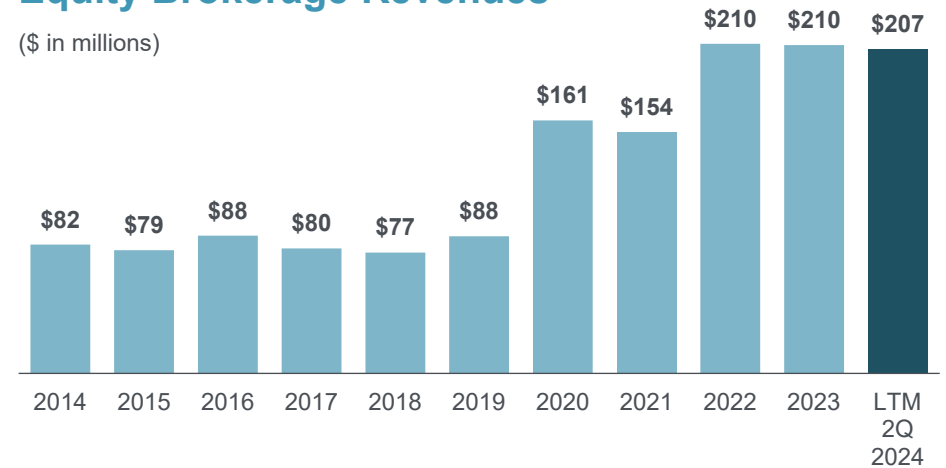
## EQUITY TRADING

### One of the largest and most experienced trading teams on Wall Street

- A leader in client breadth, with the No. 4 largest U.S. account base and No. 8 largest global account base for U.S. cash equities<sup>1</sup>
- Experts in mid- and small-cap liquidity with a bespoke mix of high-touch trading, program trading, algorithmic trading, commissions management, derivatives trading, international trading, and event-driven strategies

## Equity Brokerage Revenues

(\$ in millions)



## EQUITY SALES

### Our team is large and experienced, regionally focused and industry specialized

- Combination of generalist and specialty sales ranked top 5 in multiple industry verticals<sup>2</sup>
- A highly rated multigenerational sales force with an average tenure of 15+ years, 27+ years for regional sales leaders
- Facilitate direct access between company management teams and investors via conferences, symposiums, unique events, roadshows and one-on-one meetings (over 30,000 client touches annually)

1) GPS Revenue Report for FY 2023; Source: McLagan, inclusive of all investment banks

2) Source: Greenwich Associates

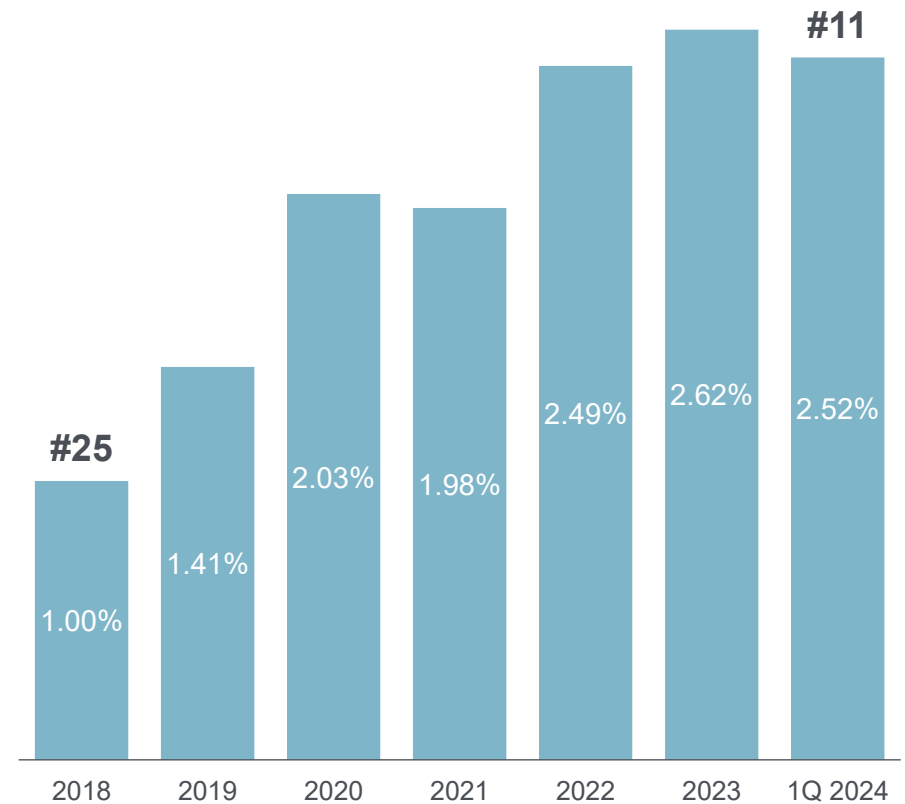
# One of the fastest growing equity platforms on Wall Street

## Meaningfully Expanded Trading Platform

Products	Piper Sandler 2014	Piper Sandler 2024
High-Touch (Cash) Trading	✓	✓
Program Trading		✓
Algo (No-Touch) Trading		✓
Commission Management		✓
Derivatives Trading		✓
International Trading (24-Hour)		✓
Event-Driven Strategies	✓	✓

## U.S. Cash Trading Market Share Growth<sup>1</sup>

● MARKET SHARE & RANKING



Note: Piper Sandler 2014 represents platform as of December 31, 2014; Piper Sandler 2024 represents platform as of June 30, 2024

1) Ranking and market share in U.S. equities cash trading (excludes UK, Europe, CVS, and derivatives). Source: McLagan.

# Industry-leading research

Our top-ranked research analysts offer genuine thought leadership and unique perspectives

**No. 2**

U.S. SMID cap coverage<sup>1</sup>

**No. 6**

Total U.S. equities coverage<sup>2</sup>

**13,000+**

Research reports published in 2022

**1,000+**

Small-, mid- and large-cap stocks

**50+**

Publishing analysts

## A Leading Research Franchise



### Equity Research

- Multiple Institutional Investor and Starmine ranked analysts
- We publish collaborative, cross-sector research that provides extensive market, industry and technical research

**68%**

INCREASE IN STOCKS COVERED<sup>3</sup>

**79%**

INCREASE IN PUBLISHING ANALYSTS<sup>3</sup>

### Macro Research

**Our research teams develop and connect macro insights from around the world, delivering an impartial comprehensive overview of important global trends and help identify macro inflection points**

The Cornerstone Macro acquisition added best-in-class macro research and an expanded equity derivatives team to Piper Sandler's market-leading platform.

Our analysts are consistently ranked in the top three annually in the Institutional Investor All-America Research Survey.

1) SMID cap < \$5 billion; data as of December 2023. Source: Thomson Reuters

2) Data as of December 2023. Source: Thomson Reuters

3) Represents change from January 2024 compared to January 2015

# Fixed income

Differentiated model providing comprehensive solutions to clients

## Leads with advice in defined client verticals and strategically utilizes capital to facilitate client needs

- Strength of product expertise and analytics driving a shift toward a more advisory centric model

## Leadership in focused markets

- Deep penetration and leadership within banks
- Unique expertise in municipal bond markets
- Growing business focused on public entity, credit union and RIA clients

## Capital efficient model with industry leading distribution and product capabilities

- Meaningful increase in scale combined with a significant reduction in inventory and risk driving higher and more consistent returns

## Closely integrated with investment banking providing access to significant new issue product

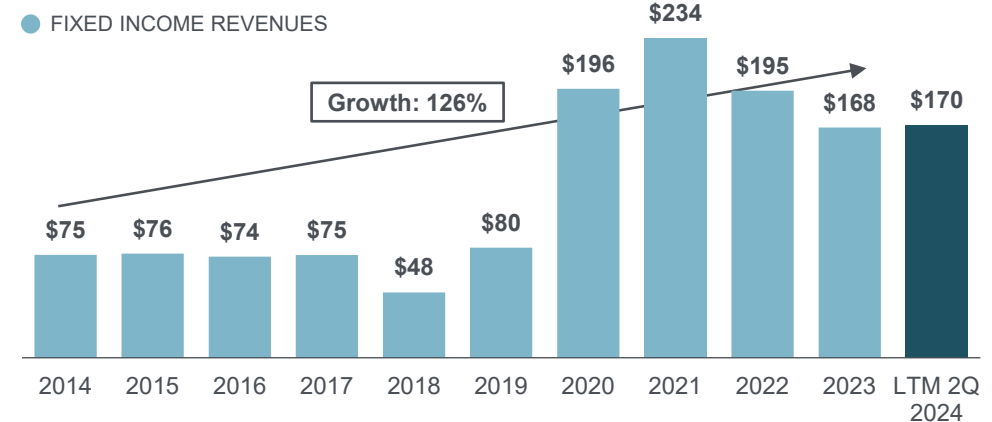
- Both origination and distribution capabilities
- Strong distribution in municipal new issue and financial services-related debt deals

## Expanded sales force and capabilities creates significant organic growth opportunities

- 225+ professionals including 111 sales professionals, 35 trading professionals, and 30 financial strategies professionals

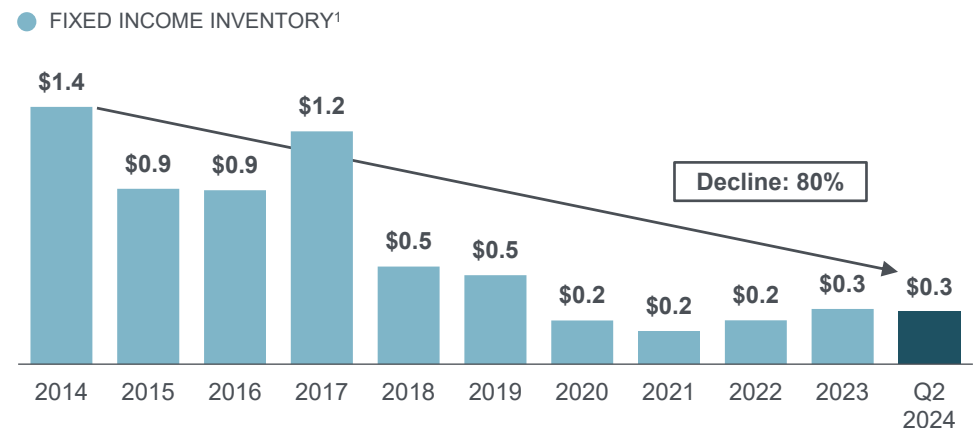
## One of the Largest Middle-Market Platforms

(\$ in millions)



## Shifting to an Advice-Driven Model

(\$ in billions)



1) Fixed income inventory represents financial instruments and other inventory positions owned excluding equity securities, convertible securities, and derivative contracts.

# Diversified mix of clients and products provides durability across market cycles

## Providing an Integrated, End-to-End Solution



Providing holistic approach to balance sheet management, focused on building core franchise value for financial institutions



Designing unique portfolio solutions for public entity clients focused on their liquidity needs and risk tolerances



Executing the appropriate investment strategy while employing competitive bidding to ensure advantageous pricing



Evaluating suitable investments using relative value analysis and credit monitoring tools



Maintaining constant dialogue with clients to ensure changes in investment parameters are immediately implemented



Access to meaningful new issue deal flow and a broad array of taxable and tax-exempt fixed income products

## Client Base

- Financial institutions (banks, credit unions)
- Public entities
- Funds
- Money managers
- RIAs
- Insurance companies
- Trust departments

## Product Offerings

- Municipal bonds (taxable and tax-exempt)
- Mortgage-backed securities (MBS) and asset-backed securities (ABS)
- CLOs
- Agency securities
- Corporate bonds
- CDs and commercial paper
- Money market funds and variable-rate securities
- Preferred stock
- Treasuries
- Derivatives/Interest rate management
- Loans
- New issue municipal and financial services debt

02



Investment rationale

## Investment rationale



**Diversified firm with market leadership, broad product capabilities and scale across all business lines**



**Track record of, and continued focus on, profitable growth**



**Advice-driven model with low incremental operating capital needs and the capacity to generate significant cash flows**



**Disciplined operating management and financial flexibility to drive shareholder returns**



**Destination of choice for top tier franchises and talent looking to grow their business and leverage the combined platform**

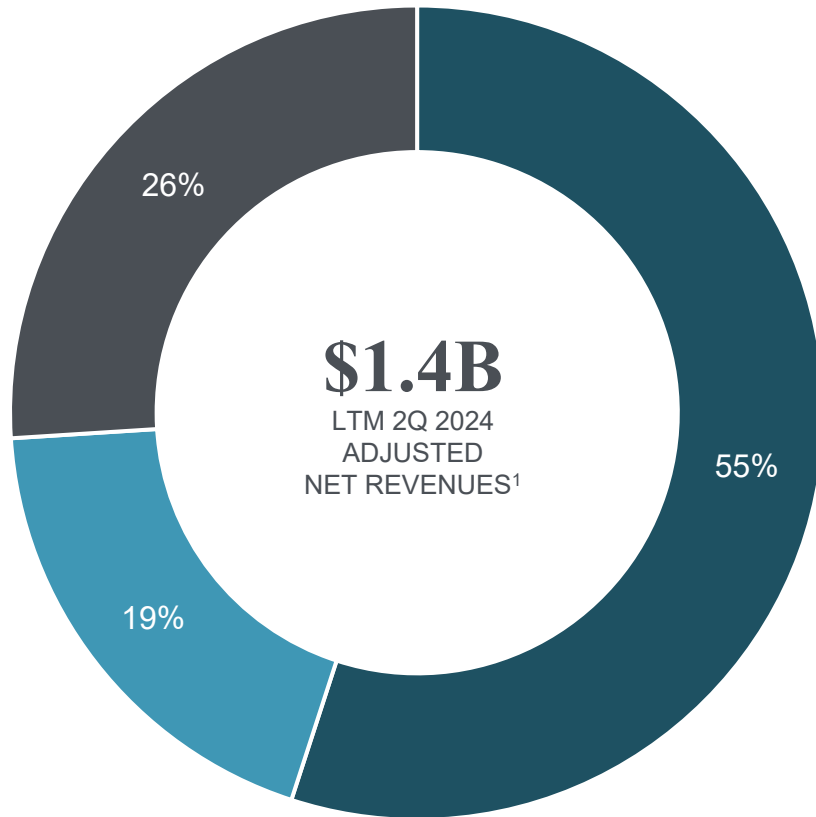


**Consistently expanding market reach and share over time**



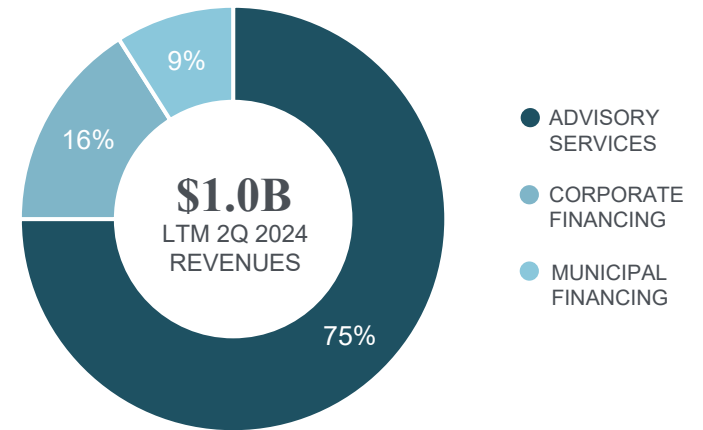
# Diversified firm with broad product capabilities

## Adjusted Net Revenue Mix



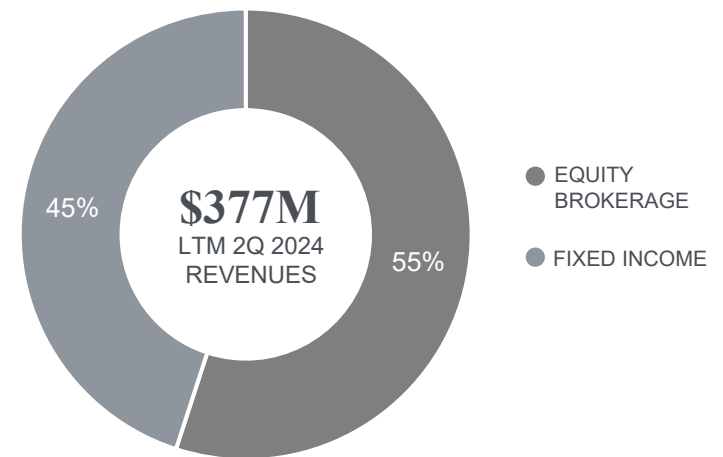
- ADVISORY SERVICES
- FINANCING
- INSTITUTIONAL BROKERAGE

## Investment Banking Revenue Mix



- ADVISORY SERVICES
- CORPORATE FINANCING
- MUNICIPAL FINANCING

## Institutional Brokerage Revenue Mix



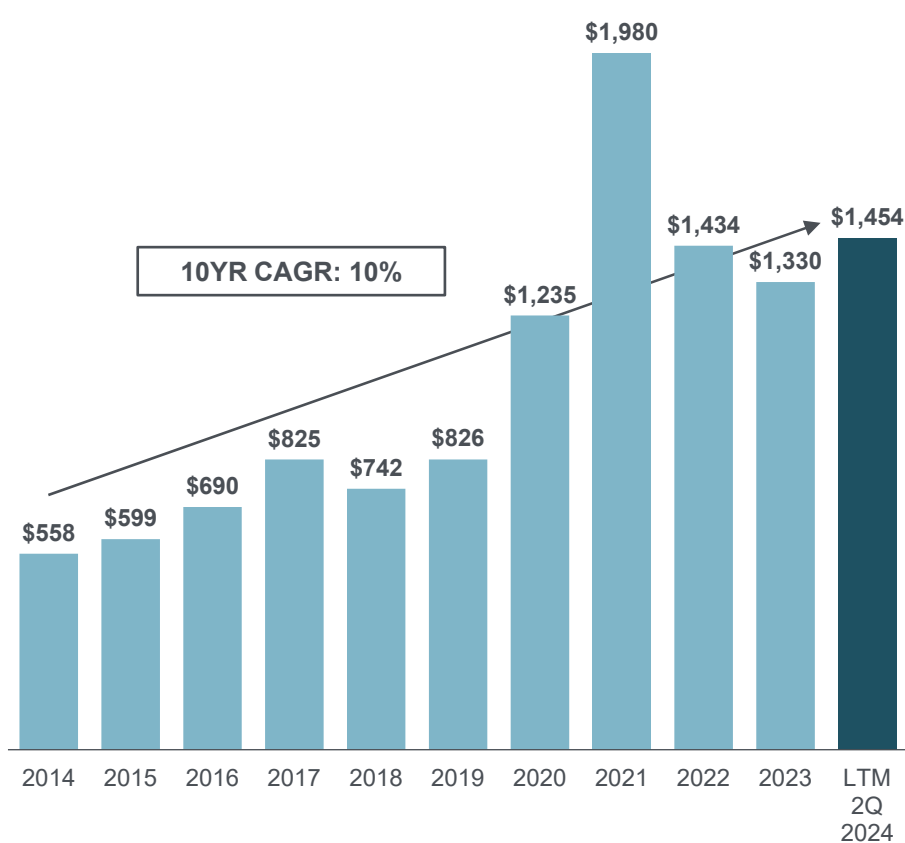
- EQUITY BROKERAGE
- FIXED INCOME

1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

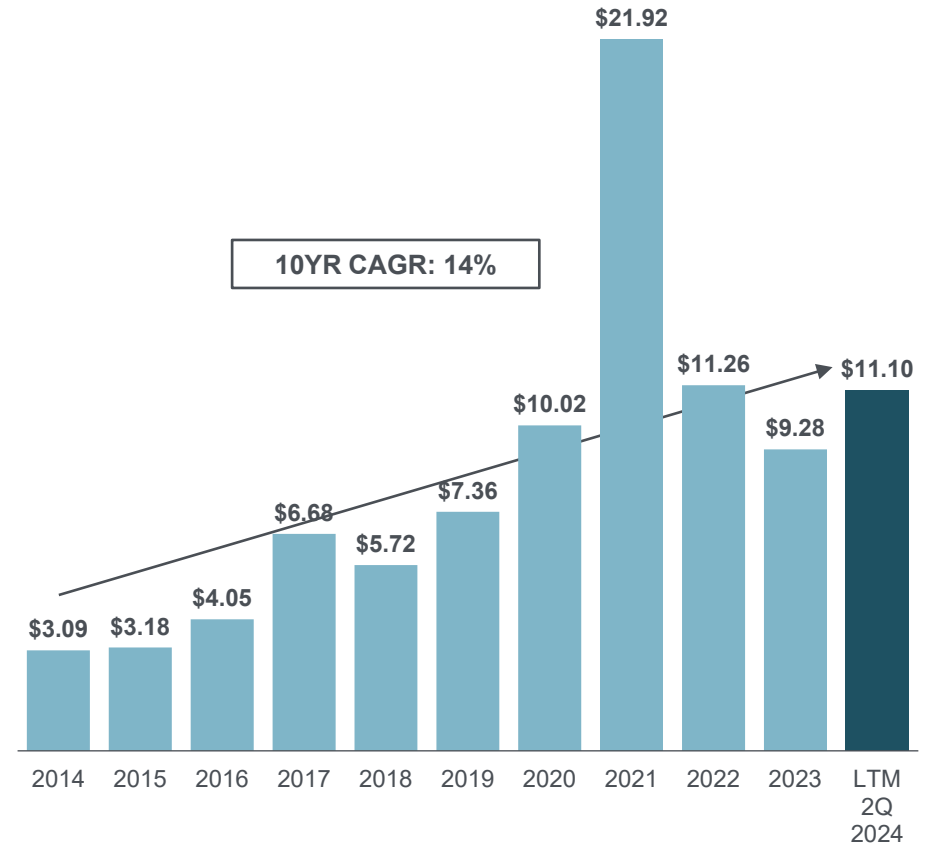
# Track record of, and continued focus on, profitable growth

## Adjusted Net Revenues<sup>1</sup>

(\$ in millions)



## Adjusted Earnings Per Diluted Share<sup>1</sup>



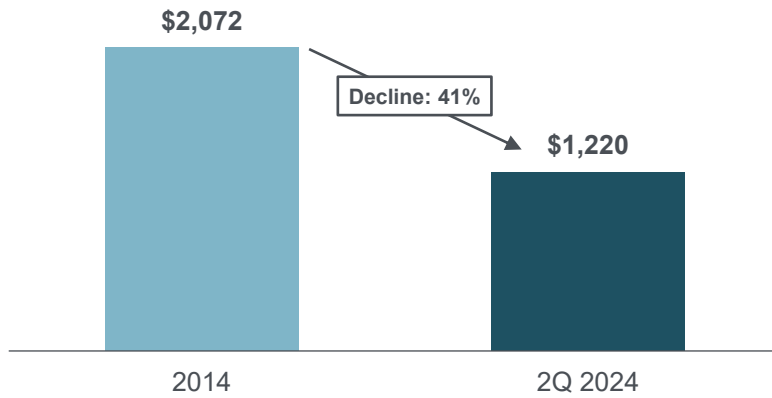
1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

# Advice-driven model with low operating capital needs

Decreasing operating capital while growing revenues and investing in the business

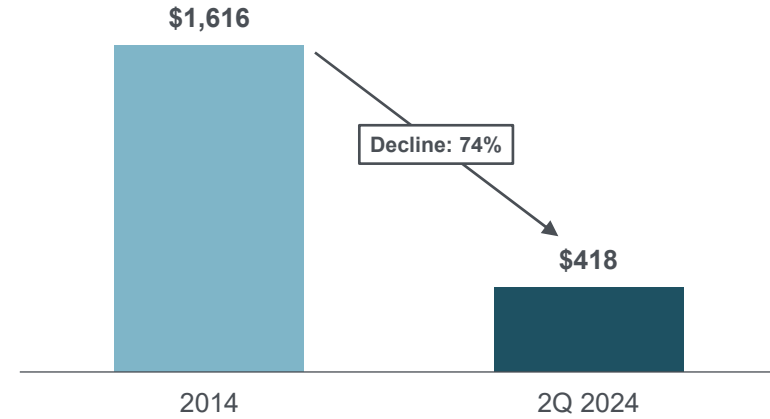
## Adjusted Assets<sup>1</sup>

(\$ in millions)

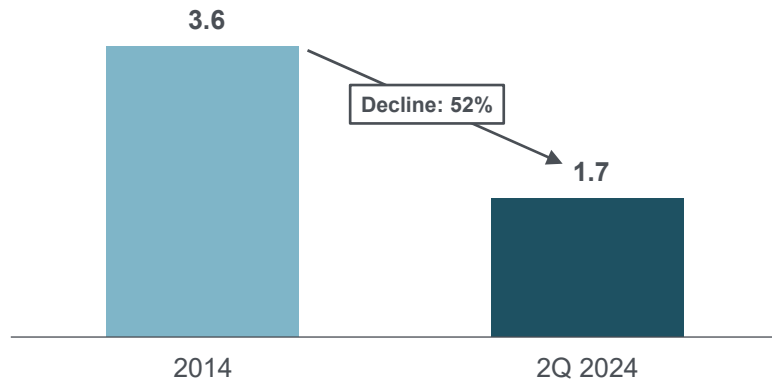


## Inventory

(\$ in millions)

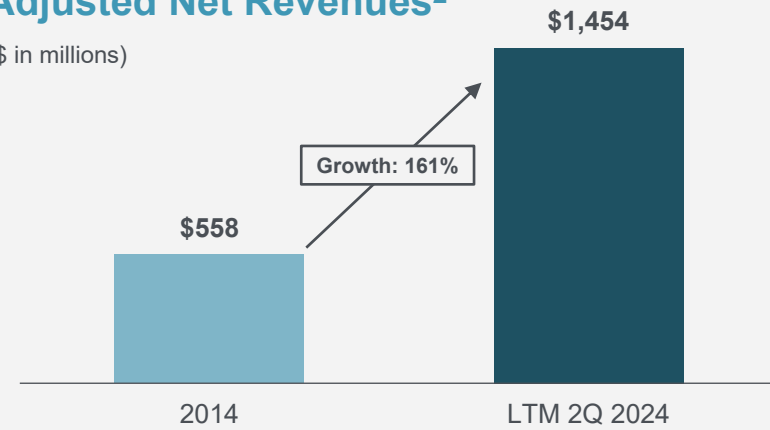


## Tangible Leverage Ratio<sup>1</sup>



## Adjusted Net Revenues<sup>2</sup>

(\$ in millions)



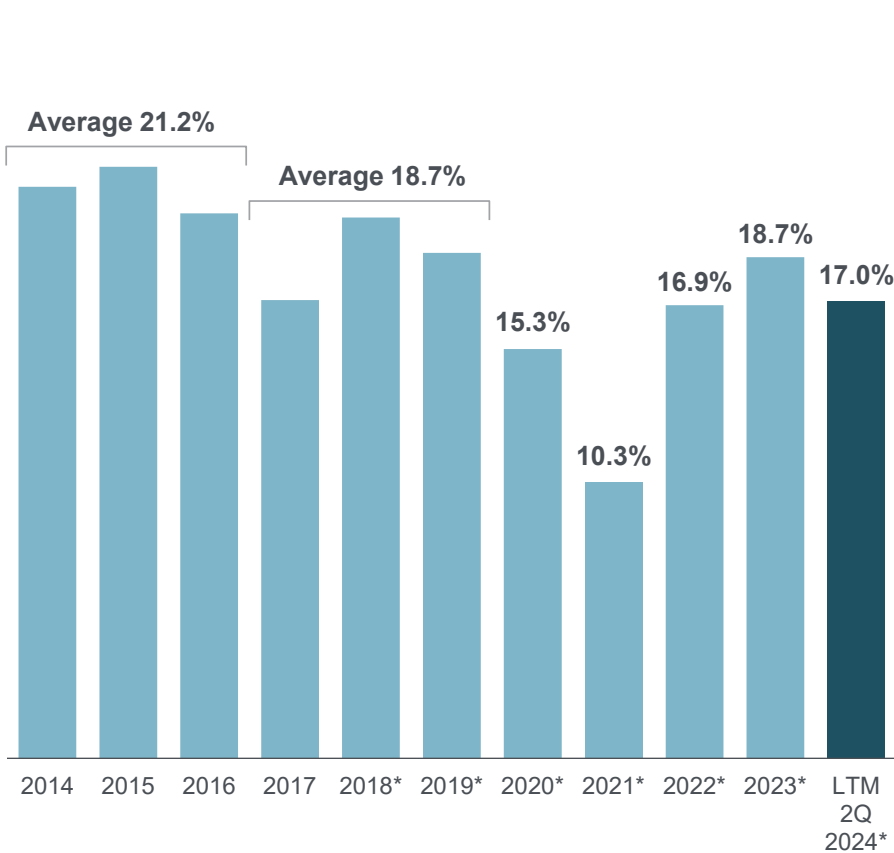
1) Adjusted assets equal total assets excluding goodwill and intangible assets, right-of-use lease asset, and assets from noncontrolling interests. Tangible leverage ratio equals adjusted assets divided by tangible common shareholders' equity (i.e. total shareholders' equity less goodwill and intangible assets, and noncontrolling interests).

2) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

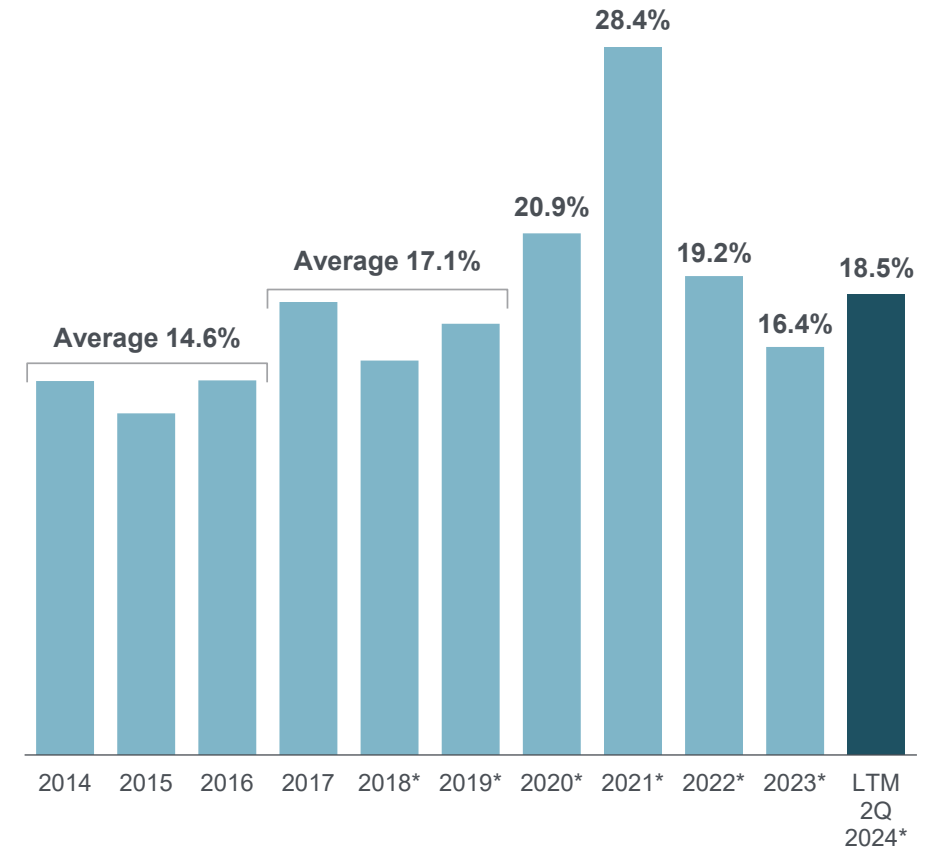
# Disciplined cost management driving operating leverage

Prudently manage costs to drive margin across market cycles

## Adjusted Non-Compensation Ratio<sup>1</sup>



## Adjusted Operating Margin<sup>2</sup>

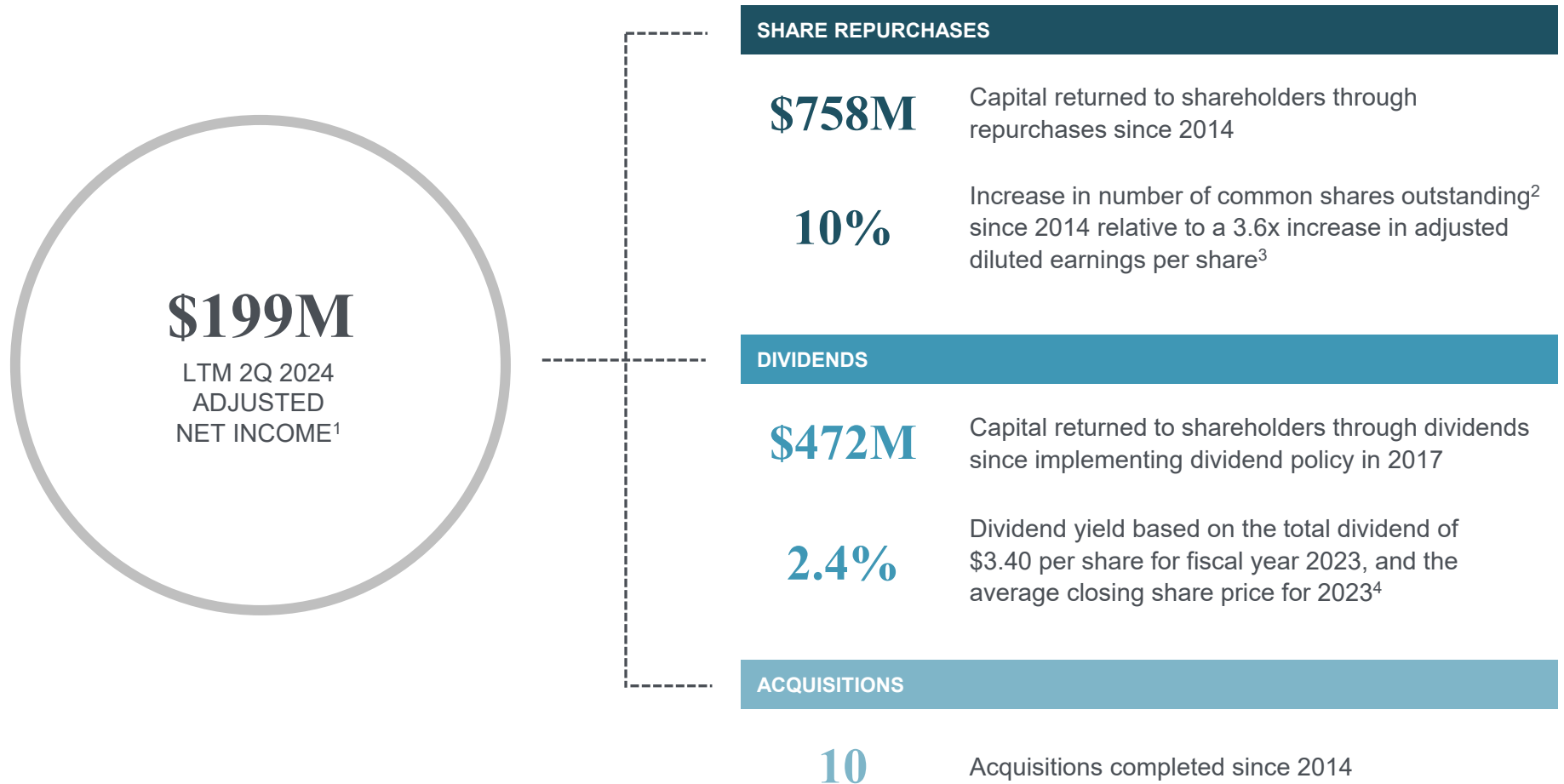


1) A non-GAAP financial measure which represents adjusted non-compensation expenses\* as a percentage of adjusted net revenues. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

2) A non-GAAP financial measure which represents adjusted operating income\* as a percentage of adjusted net revenues. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

\* For comparison purposes, 2018, 2019, 2020, 2021, 2022, 2023, and LTM 2Q 2024 have been adjusted to assume reimbursed deal expenses of \$25.1 million, \$25.8 million, \$38.1 million, \$42.9 million, \$31.9 million, \$28.2 million, and \$27.0 million respectively, are reported on a net basis.

# Multiple levers to generate returns for shareholders



1) A non-GAAP financial measure; see Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure

2) Common shares outstanding at June 30, 2024 of 17.8 million compared to 16.2 million at December 31, 2014

3) Adjusted diluted earnings for LTM 2Q 2024 of \$11.10 per share compared to \$3.09 for 2014; adjusted diluted earnings is a non-GAAP financial measure; see Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure

4) Average closing share price for 2023 is \$142.86 per share

03



**Reconciliation of non-GAAP  
financial measures**

# Reconciliation of non-GAAP financial measures

(Amounts in thousands)	LTM	Twelve Months Ended December 31,									
	June 30, 2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
<b>Net revenues:</b>											
Net revenues – U.S. GAAP basis	\$1,443,571	\$1,347,967	\$1,425,638	\$2,031,061	\$1,238,213	\$834,566	\$740,953	\$823,621	\$693,214	\$602,264	\$567,841
Adjustments:											
Investment (income)/loss related to noncontrolling interests	8,749	(22,916)	1,575	(59,050)	(12,881)	(10,769)	(3,621)	(5,319)	(11,070)	(9,810)	(15,699)
Interest expense on long-term financing	1,896	5,146	6,500	8,446	9,628	1,848	4,902	7,171	8,195	6,406	5,454
Adjusted net revenues	\$1,454,216	\$1,330,197	\$1,433,713	\$1,980,457	\$1,234,960	\$825,645	\$742,234	\$825,473	\$690,339	\$598,860	\$557,596
<b>Compensation and benefits:</b>											
Compensation and benefits – U.S. GAAP basis	\$965,591	\$897,034	\$983,524	\$1,305,166	\$877,462	\$516,090	\$488,487	\$589,637	\$482,749	\$388,895	\$359,219
Adjustments:											
Compensation from acquisition-related agreements	(44,655)	(51,058)	(87,525)	(116,795)	(113,396)	(5,138)	(29,246)	(54,999)	(36,241)	(4,019)	(3,945)
Adjusted compensation and benefits	\$920,936	\$845,976	\$895,999	\$1,188,371	\$764,066	\$510,952	\$459,241	\$534,638	\$446,508	\$384,876	\$355,274
<b>Non-compensation expenses:</b>											
Non-compensation expenses – U.S. GAAP basis	\$314,916	\$328,347	\$307,745	\$284,383	\$292,203	\$199,497	\$179,977	\$154,668	\$168,821	\$147,653	\$126,251
Adjustments:											
Non-compensation expenses related to noncontrolling interests	(8,976)	(9,434)	(7,919)	(7,196)	(4,029)	(4,306)	(4,827)	(2,932)	(2,864)	(3,403)	(4,546)
Restructuring and integration costs	(4,823)	(7,749)	(11,440)	(4,724)	(10,755)	(14,321)	-	-	(10,197)	(10,652)	-
Amortization of intangible assets related to acquisitions	(14,354)	(19,440)	(15,375)	(30,080)	(44,728)	(4,298)	(4,858)	(10,178)	(15,587)	(1,622)	(2,972)
Non-compensation expenses from acquisition-related agreements	1,102	1,102	(4,450)	(249)	(12,085)	(114)	(683)	(600)	-	-	-
Non-compensation expenses from potential regulatory settlement	(17,916)	(21,548)	-	-	-	-	-	-	-	-	-
Adjusted non-compensation expenses	\$269,949	\$271,278	\$268,561	\$242,134	\$220,606	\$176,458	\$169,609	\$140,958	\$140,173	\$131,976	\$118,733
<b>Income/(loss) from continuing operations before income tax expense:</b>											
Income/(loss) from continuing operations before income tax expense – U.S. GAAP basis	\$163,064	\$122,586	\$134,369	\$441,512	\$68,548	\$118,979	\$72,489	\$79,316	\$41,644	\$65,716	\$82,371
Adjustments:											
Investment (income)/loss related to noncontrolling interests	8,749	(22,916)	1,575	(59,050)	(12,881)	(10,769)	(3,621)	(5,319)	(11,070)	(9,810)	(15,699)
Interest expense on long-term financing	1,896	5,146	6,500	8,446	9,628	1,848	4,902	7,171	8,195	6,406	5,454
Non-compensation expenses related to noncontrolling interests	8,976	9,434	7,919	7,196	4,029	4,306	4,827	2,932	2,864	3,403	4,546
Compensation from acquisition-related agreements	44,655	51,058	87,525	116,795	113,396	5,138	29,246	54,999	36,241	4,019	3,945
Restructuring and integration costs	4,823	7,749	11,440	4,724	10,755	14,321	-	-	10,197	10,652	-
Amortization of intangible assets related to acquisitions	14,354	19,440	15,375	30,080	44,728	4,298	4,858	10,178	15,587	1,622	2,972
Non-compensation expenses from acquisition-related agreements	(1,102)	(1,102)	4,450	249	12,085	114	683	600	-	-	-
Non-compensation expenses from potential regulatory settlement	17,916	21,548	-	-	-	-	-	-	-	-	-
Adjusted operating income	\$263,331	\$212,943	\$269,153	\$549,952	\$250,288	\$138,235	\$113,384	\$149,877	\$103,658	\$82,008	\$83,589
Interest expense on long-term financing	(1,896)	(5,146)	(6,500)	(8,446)	(9,628)	(1,848)	(4,902)	(7,171)	(8,195)	(6,406)	(5,454)
Adjusted income before adjusted income tax expense	\$261,435	\$207,797	\$262,653	\$541,506	\$240,660	\$136,387	\$108,482	\$142,706	\$95,463	\$75,602	\$78,135

# Reconciliation of non-GAAP financial measures – continued

(Amounts in thousands)	LTM	Twelve Months Ended December 31,									
	June 30, 2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
<b>Income tax expense:</b>											
Income tax expense – U.S. GAAP basis	\$47,620	\$23,613	\$33,189	\$111,144	\$19,192	\$24,577	\$18,046	\$53,808	\$10,926	\$19,618	\$25,087
Tax effect of adjustments:											
Compensation from acquisition-related agreements	9,363	10,467	20,872	23,646	27,456	1,014	7,254	19,244	12,541	1,563	1,535
Restructuring and integration costs	1,305	2,053	2,528	1,180	2,043	3,551	-	-	3,188	4,144	-
Amortization of intangible assets related to acquisitions	3,874	5,152	3,599	6,436	11,345	1,048	1,203	3,877	6,060	630	1,073
Non-compensation expenses from acquisition-related agreements	(292)	(292)	1,148	63	3,069	-	169	(7)	-	-	-
Non-compensation expenses from potential regulatory settlement	509	411	-	-	-	-	-	-	-	-	-
Impact of the Tax Cuts and Jobs Act legislation	-	-	-	-	-	-	(952)	(36,356)	-	-	-
Impact of deferred tax asset valuation allowance	-	-	-	-	-	-	(4,650)	-	-	-	-
Adjusted income tax expense	\$62,379	\$41,404	\$61,336	\$142,469	\$63,105	\$30,190	\$21,070	\$40,566	\$32,715	\$25,955	\$27,695
<b>Net income/(loss) applicable to Piper Sandler Companies:</b>											
Net income/(loss) applicable to Piper Sandler Companies – U.S. GAAP basis	\$133,169	\$85,491	\$110,674	\$278,514	\$40,504	\$111,711	\$57,036	(\$61,939)	(\$21,952)	\$52,075	\$63,172
Adjustment to exclude net income/(loss) from discontinued operations	-	-	-	-	-	23,772	1,387	(85,060)	(44,464)	12,384	17,041
Net income/(loss) from continuing operations	\$133,169	\$85,491	\$110,674	\$278,514	\$40,504	\$87,939	\$55,649	\$23,121	\$22,512	\$39,691	\$46,131
Adjustments:											
Compensation from acquisition-related agreements	35,292	40,591	66,653	93,149	85,940	4,124	21,992	35,755	23,700	2,456	2,410
Restructuring and integration costs	3,518	5,696	8,912	3,544	8,712	10,770	-	-	7,009	6,508	-
Amortization of intangible assets related to acquisitions	10,480	14,288	11,776	23,644	33,383	3,250	3,655	6,301	9,527	992	1,899
Non-compensation expenses from acquisition-related agreements	(810)	(810)	3,302	186	9,016	114	514	607	-	-	-
Non-compensation expenses from potential regulatory settlement	17,407	21,137	-	-	-	-	-	-	-	-	-
Impact of the Tax Cuts and Jobs Act legislation	-	-	-	-	-	-	952	36,356	-	-	-
Impact of deferred tax asset valuation allowance	-	-	-	-	-	-	4,650	-	-	-	-
Adjusted net income	\$199,056	\$166,393	\$201,317	\$399,037	\$177,555	\$106,197	\$87,412	\$102,140	\$62,747	\$49,647	\$50,440



# Reconciliation of non-GAAP financial measures – continued

	LTM										
	June 30, 2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
(Amounts in thousands, except per share data)											
<b>Net income/(loss) applicable to Piper Sandler Companies' common shareholders:</b>											
Net income/(loss) applicable to Piper Sandler Companies' common shareholders – U.S. GAAP basis	\$133,169	\$85,491	\$110,674	\$278,514	\$40,504	\$107,200	\$49,993	(\$64,875)	(\$21,952)	\$48,060	\$58,141
Adjustment to exclude net income/(loss) from discontinued operations	-	-	-	-	-	22,928	1,217	(85,060)	(44,464)	11,429	15,684
Net income/(loss) from continuing operations	\$133,169	\$85,491	\$110,674	\$278,514	\$40,504	\$84,272	\$48,776	\$20,185	\$22,512	\$36,631	\$42,457
Adjustment related to participating shares (1)	-	-	-	-	-	625	40	(614)	(3,948)	-	-
	\$133,169	\$85,491	\$110,674	\$278,514	\$40,504	\$84,897	\$48,816	\$19,571	\$18,564	\$36,631	\$42,457
Adjustments:											
Compensation from acquisition-related agreements	35,292	40,591	66,653	93,149	85,940	3,981	19,428	30,266	19,552	2,267	2,218
Restructuring and integration costs	3,518	5,696	8,912	3,544	8,712	10,397	-	-	5,782	6,006	-
Amortization of intangible assets related to acquisitions	10,480	14,288	11,776	23,644	33,383	3,138	3,212	5,334	7,858	916	1,748
Non-compensation expenses from acquisition-related agreements	(810)	(810)	3,302	186	9,016	110	452	514	-	-	-
Non-compensation expenses from potential regulatory settlement	17,407	21,137	-	-	-	-	-	-	-	-	-
Impact of the Tax Cuts and Jobs Act legislation	-	-	-	-	-	-	837	30,774	-	-	-
Impact of deferred tax asset valuation allowance	-	-	-	-	-	-	4,087	-	-	-	-
Adjusted net income applicable to Piper Sandler Companies' common shareholders	\$199,056	\$166,393	\$201,317	\$399,037	\$177,555	\$102,523	\$76,832	\$86,459	\$51,756	\$45,820	\$46,423
<b>Earnings/(loss) per diluted common share:</b>											
Earnings/(loss) per diluted common share – U.S. GAAP basis	\$7.64	\$4.96	\$6.52	\$16.43	\$2.72	\$7.69	\$3.72	(\$4.99)	(\$1.72)	\$3.34	\$3.87
Adjustment to exclude net income/(loss) from discontinued operations	-	-	-	-	-	1.65	0.09	(6.56)	(3.48)	0.79	1.04
Income/(loss) from continuing operations	\$7.64	\$4.96	\$6.52	\$16.43	\$2.72	\$6.05	\$3.63	\$1.57	\$1.76	\$2.55	\$2.83
Adjustment related to participating shares (1)	-	-	-	-	-	0.04	-	(0.05)	(0.31)	-	-
Adjustment for inclusion of unvested acquisition-related stock	(0.31)	(0.38)	(0.60)	(1.62)	(1.89)	-	-	-	-	-	-
	\$7.33	\$4.58	\$5.92	\$14.81	\$0.83	\$6.09	\$3.63	\$1.52	\$1.45	\$2.55	\$2.83
Adjustments:											
Compensation from acquisition-related agreements	2.02	2.36	3.93	5.49	5.76	0.29	1.44	2.33	1.53	0.16	0.15
Restructuring and integration costs	0.20	0.33	0.53	0.21	0.58	0.75	-	-	0.45	0.42	-
Amortization of intangible assets related to acquisitions	0.60	0.83	0.69	1.39	2.24	0.23	0.24	0.41	0.61	0.06	0.12
Non-compensation expenses from acquisition-related agreements	(0.05)	(0.05)	0.19	0.01	0.61	0.01	0.04	0.04	-	-	-
Non-compensation expenses from potential regulatory settlement	1.00	1.23	-	-	-	-	-	-	-	-	-
Impact of the Tax Cuts and Jobs Act legislation	-	-	-	-	-	-	0.06	2.38	-	-	-
Impact of deferred tax asset valuation allowance	-	-	-	-	-	-	0.31	-	-	-	-
Adjusted earnings per diluted common share	\$11.10	\$9.28	\$11.26	\$21.92	\$10.02	\$7.36	\$5.72	\$6.68	\$4.05	\$3.18	\$3.09
<b>Weighted average diluted common shares outstanding:</b>											
Weighted average diluted common shares outstanding – U.S. GAAP basis	17,438	17,224	16,965	16,955	14,901	13,937	13,425	12,978	12,779	14,389	15,025
Adjustment:											
Unvested acquisition-related restricted stock with service conditions	498	715	909	1,251	2,814	-	-	-	-	-	-
Adjusted weighted average diluted common shares outstanding	17,936	17,939	17,874	18,206	17,715	13,937	13,425	12,978	12,779	14,389	15,025

1) For periods prior to 2020, Piper Sandler Companies calculated earnings per common share using the two-class method, which requires the allocation of consolidated adjusted net income between common shareholders and participating security holders, which in the case of Piper Sandler Companies, represented unvested stock with non-forfeitable dividend rights. No allocation of undistributed earnings was made for periods in which a loss was incurred, or for periods in which the special cash dividend exceeded adjusted net income resulting in an undistributed loss.



[pipersandler.com](https://pipersandler.com)

Piper Sandler Companies (NYSE: PIPR) is a leading investment bank driven to help clients Realize the Power of Partnership®. Securities brokerage and investment banking services are offered in the U.S. through Piper Sandler & Co., member SIPC and NYSE; in the U.K. through Piper Sandler Ltd., authorized and regulated by the U.K. Financial Conduct Authority; and in Hong Kong through Piper Sandler Hong Kong Ltd., authorized and regulated by the Securities and Futures Commission. Alternative asset management and fixed income advisory services are offered through separately registered advisory affiliates.

©2024. Since 1895. Piper Sandler Companies. 800 Nicollet Mall, Minneapolis, Minnesota 55402-7036.