

Jefferies Key Facts

As of January 1, 2012

Jefferies—the global investment banking firm focused on serving our clients for nearly 50 years (NYSE: JEF)

Key Strengths	<ul style="list-style-type: none"> • A global leader in providing insight, expertise and execution to investors, companies and governments • Clients are our #1 priority—for nearly 50 years, our clients' success has driven our success • Full-service platform provides a full range of investment banking, sales, trading, research and strategy across the spectrum of equity and fixed income securities, as well as commodities, across the U.S., Europe and Asia • Our flat, accessible team enables us to mobilize our firm's resources to deliver ideas and execution for our clients • Deep industry knowledge globally generates an ongoing flow of insight and ideas • Global execution and distribution platform facilitates client needs anywhere in the world
Corporate Stats	<ul style="list-style-type: none"> • 3,850 employees, including 900 in Europe and 170 in Asia • Over \$35 billion in assets • \$8.2 billion in long-term capital • Client focused—over 95% of our net revenue from our client-focused businesses • Majority-owned by employees, directors and strategic partner • Offices in 30+ cities worldwide • Global headquarters in New York; regional headquarters in London and Hong Kong • 250 research professionals covering 2,000 companies in the U.S., Europe and Asia
Investment Banking	<ul style="list-style-type: none"> • 650 investment bankers in the U.S., 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' experience • Strong capital markets and advisory capability in Aerospace & Defense, Banks, Business Services, Chemicals, CleanTech, Consumer, Energy, Financial Sponsors, Gaming, General Industrials, Healthcare, Maritime, Media, Mining & Metals, Real Estate, Retailing, Specialty Finance, Technology and Telecommunications • Have completed 625 M&A, restructuring and bookrun financing transactions, totaling nearly \$366 billion in value, since January 1, 2010, including 104 transactions executed for non-U.S. clients • Have acted as a bookrunner on 82% of all equity offerings we have completed and as a lead arranger on 92% of all leveraged loan and high yield offerings we have completed since January 1, 2010
Equities	<ul style="list-style-type: none"> • 700 equity sales, trading and research professionals worldwide • Full-service platform spans cash equities, electronic trading, derivatives, convertibles, prime brokerage, corporate access, and 40+ exchange memberships • Ranked #1 in U.S. Stock Picking in FT / StarMine 2011 Broker Survey • Ranked #1 Prime Broker for \$100 million–\$1 billion hedge funds in 2011 Global Custodian survey • #1 Conglomerates, Consumer Staples, Energy, Real Estate, and Telecom Analysts in Asia Money Broker Poll 2011 • Ranked #12 in <i>Institutional Investor's</i> 2011 All-American Equity Research poll
Fixed Income	<ul style="list-style-type: none"> • 525 fixed income sales, trading, research and strategy professionals worldwide • Primary Dealer or equivalent in U.S., UK, Germany, Austria, Netherlands, Portugal, Slovenia and Belgium • Substantial fixed income inventory maintained across all products globally including credit, global rates, MBS/ABS/CMBS, municipal securities and emerging markets • Significant provider of liquidity, execution and underwriting and capital markets expertise in all fixed income sectors
Commodities	<ul style="list-style-type: none"> • 450 employees worldwide • Leading provider of execution and clearing services on all major listed derivatives exchanges (commodities and financials) • Global access to all major exchanges including CME, CBOT, NYMEX, ICE, NYSE Liffe & Euronext, LME and EUREX • Leading market maker in OTC base metals and precious metals • Market maker in all foreign exchange products (spot, forwards, options, NDFs, EFPs)
Wealth Management	<ul style="list-style-type: none"> • 70 wealth management professionals worldwide • \$4.7 billion of assets under management • Top-tier financial solutions delivered through open architecture platform • Institutional-quality execution and asset management capabilities across all asset classes • Highly tailored services and solutions for sophisticated clients
Asset Management	<ul style="list-style-type: none"> • 65 asset management professionals worldwide • A leader in the Commodity Asset Management business offering innovative products to the world's largest institutional investors, including sovereigns, pensions, endowments and foundations • Excellent long-term results managing capital within the Global Convertible Bond markets as well as through our Quantitative Strategy group
Recent Developments	<ul style="list-style-type: none"> • Named one of the World's Most Admired Companies by <i>Fortune</i> magazine in 2011 and Best Place to Work by <i>Here Is The City News</i> in 2011 and 2010 • Acquisition of Prudential Bache, giving clients global access to listed futures and options, and over-the-counter precious metals, base metals, foreign exchange and commodity swaps

Jefferies Global Capabilities

Investment Banking

Equity Capital Markets

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

Debt Capital Markets

- Investment Grade
- Leveraged Finance
- Ratings Advisory

Mergers & Acquisitions

Restructuring & Recapitalization

Industry Expertise

- Aerospace & Defense
- Banks
- Business Services
- Chemicals
- CleanTech
- Consumer
- Energy
- Gaming
- General Industrials
- Healthcare
- Maritime
- Media
- Mining & Metals
- Real Estate
- Retailing
- Specialty Finance
- Technology
- Telecommunications

Commodities

Futures and Options

- Financials
- Commodities

Metals

- OTC and Listed
- Precious
- Prime Brokerage
- Base

Foreign Exchange

- Spot
- Forwards
- NDFs
- Options
- Prime Brokerage
- EFPs

Asset Management

Commodities

Global Convertible Bonds

Long/Short Equity

Quantitative Strategies

Fixed Income

Government Securities

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

Mortgage- and Asset-Backed

- Agency and Non-Agency Residential Mortgage-Backed Securities
- Asset-Backed Securities
- Commercial Mortgage-Backed Securities
- CDO/CLO
- Public and Private Infrastructure

Corporate Credit

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

Emerging Markets

- Sovereigns
- Corporates
- LatAm
- 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
- Public Finance
- Rates

Fixed Income Research, Strategy & Economics

Equities

Equity Research

- Consumer
- Energy
- Financials
- Healthcare
- Industrials
- Natural Resources
- Strategy
- TMT

Cash Equities

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

Electronic Trading Services

- Algorithmic Trading
- Direct Market Access
- Portfolio Trading

Convertibles

Equity Derivatives

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

Prime Brokerage

- Securities Finance
- Portfolio Margining
- Capital Introduction
- Portfolio Reporting

Corporate Access

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

Commission Management Services

Wealth Management

Portfolio Management

Access to all of Jefferies' Institutional Execution Capabilities

10b5-1 Selling Plans

Directed Share Programs

Insurance Solutions