

Jefferies Key Facts

October 2013

Jefferies—the global investment banking firm focused on serving our clients for over 50 years

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 over 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 Americas, 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 Statistics	<ul style="list-style-type: none"> • 3,800 employees, including 950 in Europe and 250 in Asia • \$39 billion in assets • Over \$10 billion in long-term capital • Client focused—over 95% of net revenue comes from our client-focused businesses • Wholly owned subsidiary of Leucadia National Corporation • Offices in 30+ cities worldwide • Global headquarters in New York; regional headquarters in London and Hong Kong • 250 research professionals covering over 2,200 companies in the Americas, Europe and Asia
Investment Banking	<ul style="list-style-type: none"> • 650 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 18 years' experience • Strong capital markets and advisory capability in Aerospace & Defense, Airlines, Banks, Business Services, Chemicals, Construction & Building Materials, Consumer, Energy, Financial Sponsors, Gaming, General Industrials, Healthcare, Insurance, Maritime, Media, Mining & Metals, Real Estate, Retailing, Specialty Finance, Technology and Telecommunications • In the last 12 months, completed 444 M&A, restructuring and bookrun financing transactions, totaling \$217 billion in value, including 101 transactions executed for non-U.S. clients • In the last 12 months, acted as a bookrunner on 89% of all equity offerings we have completed and as a bookrunner on 94% of all leveraged loan and high yield offerings we have completed
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 and corporate access • Consistently ranked one of the top brokers in U.S. equities trading volume • Top ranked for lowest transaction costs among full-service and bulge-bracket brokers (-25bps per Elkins/McSherry study in <i>Institutional Investor</i>, Dec 2012/Jan 2013 issue) • Top-rated prime broker for hedge funds below \$1 billion AUM in 2013 Global Custodian Survey • 22 awards received in 2013 including the 2013 U.S., Europe and Asia StarMine/FT Equity Research Analyst Survey; The Wall Street Journal "Best on the Street" Analyst Survey and The Wall Street Journal "Europe's Master Stock Pickers" Survey • 6 analysts ranked in Institutional Investor's 2013 All-American Equity Research Survey • 6 #1 Analyst awards in 2012 AsiaMoney Broker Poll
Fixed Income	<ul style="list-style-type: none"> • 550 fixed income sales, trading, research and strategy professionals worldwide • Primary Dealer or equivalent in U.S., UK, Germany, Netherlands, Portugal, Slovenia, Belgium and Hungary • 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 and execution. Top 3 market maker in trade count on MarketAxess for Credit in 2012 • A market leader in all fixed income products including ABS, MBS, CMBS, Levered Loans, HY Bonds, Mezzanine and Investment Grade. Jefferies provides significant warehousing and lending capabilities to support its Debt Capital Markets Platform • 8 top 5 rankings and 10th overall in the 2013 <i>Institutional Investor</i> All-American Fixed Income Research Survey • #2 underwriter of Ginnie Mae Commercial Mortgage-Backed Securities 2013 YTD by deal size by IFR Markets/Thomson Reuters
Commodities	<ul style="list-style-type: none"> • 350 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, COMEX, ICE, NYSE Liffe & Euronext, LME and EUREX • Leading market maker in OTC metals, precious and ferrous including Category One member of LME, market maker in all foreign exchange products (spot, forwards, options, NDFs, EFPs)
Wealth Management	<ul style="list-style-type: none"> • 80 wealth management professionals worldwide • \$5 billion of client assets receiving advisory and/or brokerage services • Top-tier financial solutions delivered through open architecture platform • Institutional-quality execution and advisory capabilities across all asset classes • Highly tailored services and solutions for sophisticated clients
Asset Management	<ul style="list-style-type: none"> • \$1.8 billion in assets under management (as of August 31, 2013) • Long-term track record in convertible bond markets and quantitative asset management
Recent Developments	<ul style="list-style-type: none"> • On March 1, 2013, Leucadia National Corporation (LUK) and Jefferies Group, Inc. merged, creating a unique combination and one of the world's best capitalized firms, with over \$10 billion in shareholders' equity • Named one of the World's Most Admired Companies by <i>Fortune</i> magazine in 2011 • Recognized as the Best Place to Work in the Global Financial Markets by <i>Here Is the City</i> for 2010, 2011, 2012 and 2013 and as one of the 100 Best Companies to work for by <i>The Sunday Times</i> for 2011 and 2012

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

Industry Expertise

- Aerospace & Defense
- Airlines
- Banks
- Business Services
- Chemicals
- Construction & Building Materials
- Consumer
- Energy
- Financial Sponsors
- Gaming
- General Industrials
- Healthcare
- Insurance
- Maritime
- Media & Telecom
- Mining & Metals
- Real Estate
- Retailing
- Specialty Finance
- Technology

Commodities

- Base Metals & Ferrous Markets
- Precious Metals
- Foreign Exchange
- Financial Futures & Options
- Energy
- Soft & Agricultural Commodities
- Futures Sales & Alternative Investment Services
- Commodity SWAPs
- OTC Prime Brokerage
- FIX Connectivity Solutions

Asset Management

- Convertible Bonds
- Long/Short Equity
- Quantitative Strategies

Fixed Income

Government Securities

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

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
- Public Finance
- Rates

Exchange Traded Funds (ETFs)

Fixed Income Research, Strategy & Economics

Equities

Equity Research

- Business Services
- Consumer
- Energy
- Financials
- Healthcare
- Industrials
- Natural Resources
- REITs
- Strategy
- TMT

Cash Equities

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

Electronic Trading Solutions

- 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

Wealth Management

- Portfolio Management
- Access to all of Jefferies' Institutional Execution Capabilities
- 10b5-1 Selling Plans
- Directed Share Programs
- Insurance Solutions