

OPPENHEIMER HOLDINGS INC.

Fourth Quarter and Full Year 2019 Investor Update



This presentation and other written or oral statements made from time to time by representatives of Oppenheimer Holdings Inc. (the “company”) may contain “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements may relate to such matters as anticipated financial performance, future revenues or earnings, business prospects, new products or services, anticipated market performance and similar matters. The Private Securities Litigation Reform Act of 1995 provides a safe harbor for forward-looking statements. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on the company’s current beliefs, expectations and assumptions regarding the future of the company’s business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of the company’s control. The company cautions that a variety of factors could cause the company’s actual results to differ materially from the anticipated results or other expectations expressed in the company’s forwarding-looking statements. These risks and uncertainties include, but are not limited to, those risk factors discussed in Part I, “Item 1A. Risk Factors” of our Annual Report on Form 10-K for the year ended December 31, 2018 filed with the SEC on March 1, 2019 (the “2018 10-K”). In addition, important factors that could cause actual results to differ materially from those in the forward-looking statements include those factors discussed in Part II, “Item 7. Management’s Discussion & Analysis of Financial Condition and Results of Operations – Factors Affecting ‘Forward-Looking Statements’” of our Quarterly Report on Form 10-Q for the quarter ended September 30, 2019 filed with the SEC on October 25, 2019 (“2019 10-Q3”). Any forward-looking statements herein are qualified in their entirety by reference to all such factors discussed in the 2018 10-K, the 2019 10-Q3 and the company’s other SEC filings. There can be no assurance that the company has correctly or completely identified and assessed all of the factors affecting the company’s business. Therefore, you should not rely on any of these forward-looking statements. Any forward-looking statement made by the company in this presentation is based only on information currently available to the company and speaks only as of the date on which it is made. The company does not undertake any obligation to publicly update or revise any forward-looking statements, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise.

BUSINESS OVERVIEW

Oppenheimer is a leading investment bank and full-service investment firm that provides financial services and advice to high net worth investors, individuals, businesses and institutions.

Oppenheimer Snapshot (as of 12/31/19)

Listed NYSE Ticker: OPY

Shareholders' Equity (\$M): \$592.7

Market Cap (\$M): \$349.0

Book Value per Share: \$46.31

Tangible Book Value per Share: \$33.03

Share Price: \$27.48

Employees: 2,971

of Financial Advisors: 1,032

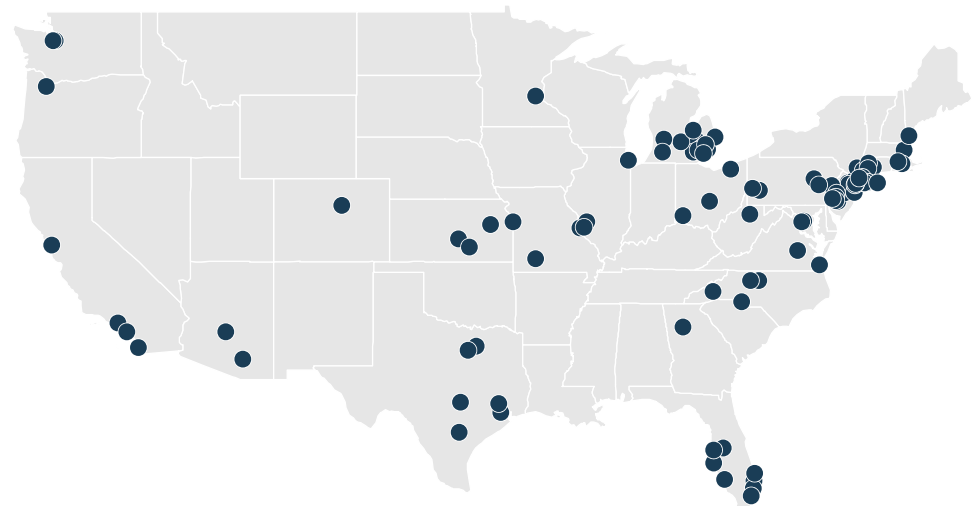
Retail Branches in the US: 93

Client Assets under Administration (\$B): \$91.0

Assets Under Management (\$B): \$32.1

\$1.03 billion
Revenue for 2019

\$53.0 million
Net Income for 2019



- London, UK
- Geneva, Switzerland
- St. Helier, Isle of Jersey
- Frankfurt, Germany



- Tel Aviv, Israel



- Hong Kong, China

- Highest gross revenue since 2010
- Highest net income and earnings per share since 2007
- Record assets under management of \$32.1 billion at December 31, 2019
- Record client assets under administration of \$91.0 billion at December 31, 2019
- Incentive fees of \$38.3 million for the year ended December 31, 2019, the highest since 2007
- Highest investment banking quarterly and full year revenue since 2010
- Shareholders' equity of \$592.7 million, a record high
- Book value per share of \$46.31 and tangible book value per share of \$33.03 at December 31, 2019, both at record highs

SUMMARY OPERATING RESULTS: 4Q-19 (UNAUDITED)

(\$000's)	For the 3-Months Ended		
	12-31-19	12-31-18	% Change
REVENUE			
Commissions	\$ 81,182	\$ 83,733	(3.0)
Advisory fees	118,430	81,377	45.5
Investment banking	44,364	30,911	43.5
Bank deposit sweep income	22,730	31,849	(28.6)
Interest	12,102	13,798	(12.3)
Principal transactions, net	8,005	5,351	49.6
Other	9,068	(3,765)	*
Total Revenue	295,881	243,254	21.6
EXPENSES			
Compensation and related expenses	190,292	149,371	27.4
Non-Compensation related expenses	70,616	78,306	(10.9)
Total Expenses	260,908	227,677	14.6
Pre-tax Income	34,973	15,577	124.5
Net income	\$ 25,435	\$ 8,261	207.9
Basic net income per share	\$ 1.99	\$ 0.62	+221.0%
Diluted net income per share	\$ 1.84	\$ 0.59	+211.9%

Highlights

- Advisory fees higher due to higher incentive fees earned on alternative investments
- Investment banking fees increased due to higher debt and equities underwriting income
- Lower short-term interest rates negatively impacted bank deposit sweep income
- Other revenue increased primarily due to increases in cash surrender value of Company-owned life insurance
- Legal and regulatory costs declined significantly
- Compensation as a percentage of revenue was 64.3% in 4Q-19 compared to 61.4% in 4Q-18

* Percentage not meaningful.

SUMMARY OPERATING RESULTS: FY 2019 (UNAUDITED)



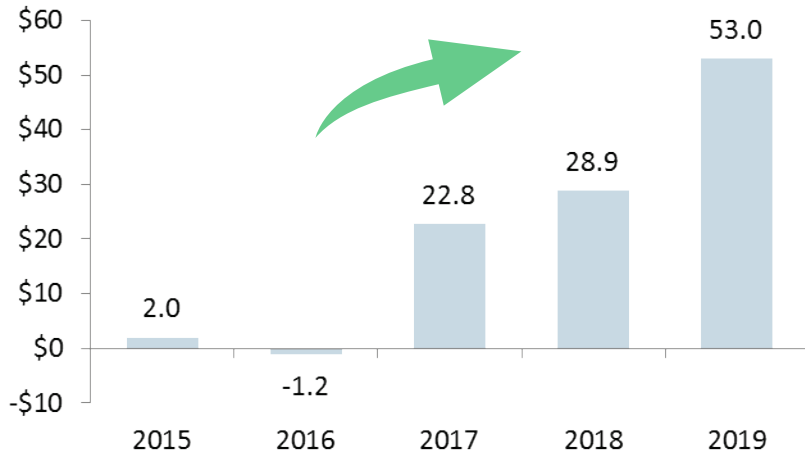
(\$000's)	For the 12-Months Ended		
	12-31-19	12-31-18	% Change
REVENUE			
Commissions	\$ 320,114	\$ 329,668	(2.9)
Advisory fees	353,671	314,349	12.5
Investment banking	126,211	115,353	9.4
Bank deposit sweep income	117,422	116,052	1.2
Interest	50,723	52,484	(3.4)
Principal transactions, net	30,094	14,461	108.1
Other	35,144	15,787	122.6
Total Revenue	1,033,379	958,154	7.9
EXPENSES			
Compensation and related expenses	657,714	607,192	8.3
Non-Compensation related expenses	300,753	306,093	(1.8)
Total Expenses	958,467	913,285	4.9
Pre-tax Income	74,912	44,869	67.0
Net income	\$ 52,953	\$ 28,892	83.3
Basic net income per share	\$ 4.10	\$ 2.18	+88.1%
Diluted net income per share	\$ 3.82	\$ 2.05	+86.3%

Highlights

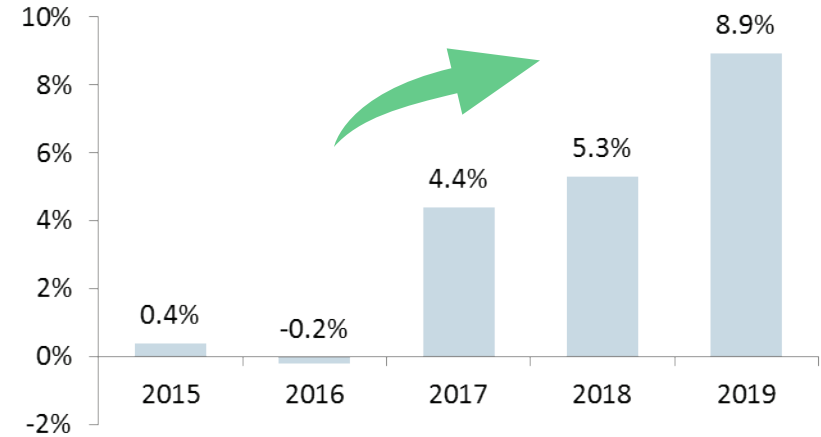
- Year-to-date revenues up approximately 8%
- Advisory fees higher due to higher incentive fees earned on alternative investments
- Investment banking fees increased due to higher M&A fees and debt underwriting income
- Bank deposit sweep income increased due to higher short-term interest rates over the comparable period
- Other revenue increased primarily due to increases in cash surrender value of Company-owned life insurance
- Compensation as a percentage of revenue was 63.6% FY 2019 compared to 63.4% FY 2018

SELECT FINANCIAL MEASURES

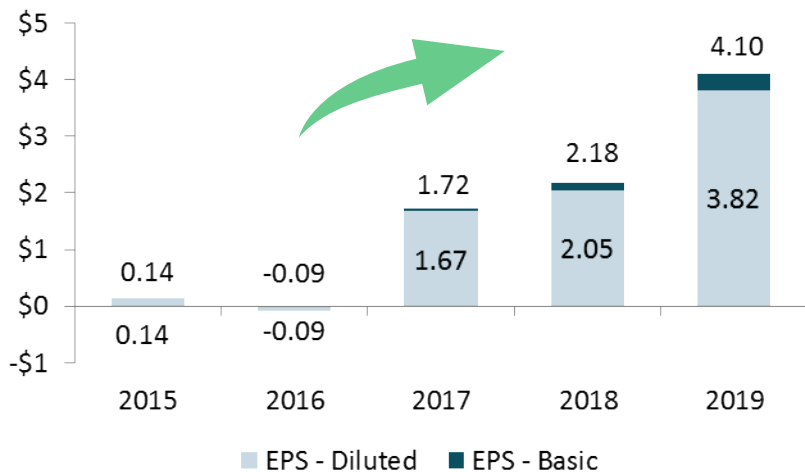
Net Income (\$M)



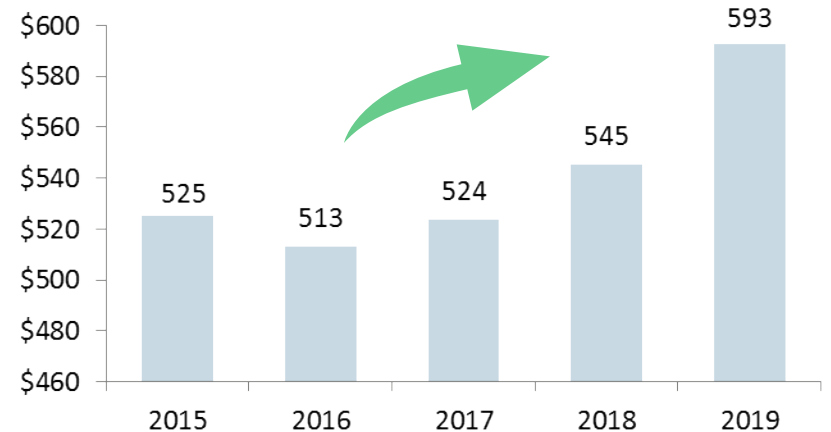
Return on Equity (%)



Earnings per Share (\$)



Shareholders' Equity



■ EPS - Diluted ■ EPS - Basic

Well recognized brand and one of the few independent, non-bank broker-dealers with full service capabilities

RETAIL SERVICES

- Full-Service Brokerage
- Financial Planning, Retirement Services, Corporate & Executive Services, and Trust Services
- Margin & Securities Lending

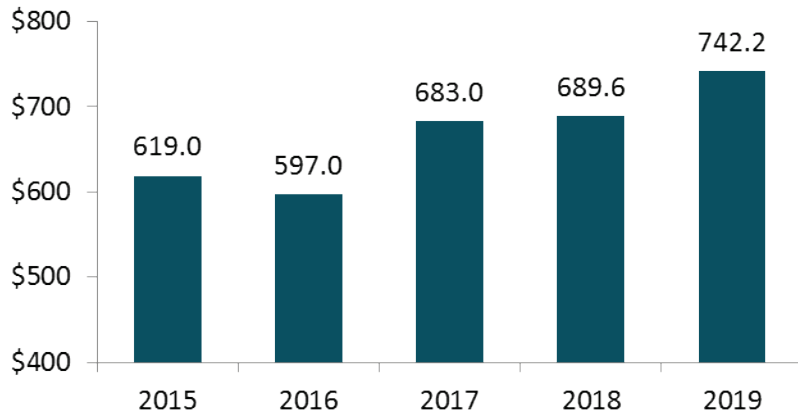
ADVISORY SERVICES

- Investment Policy Design & Implementation
- Asset Allocation & Portfolio Construction
- Research, Diligence & Manager Selection
- Portfolio Monitoring & Reporting

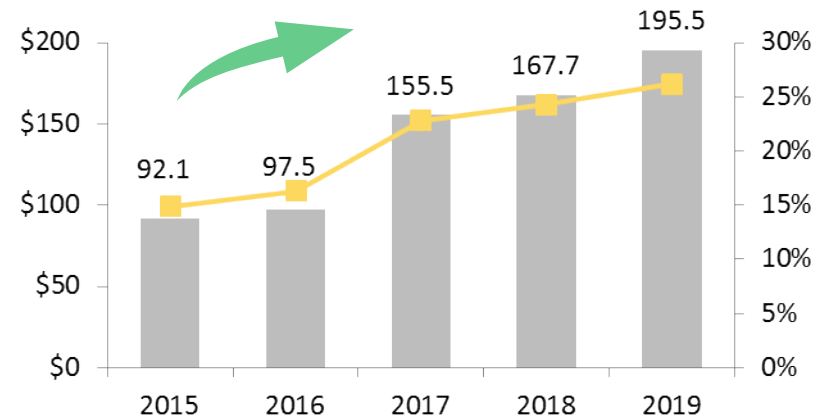
ALTERNATIVE INVESTMENTS

- Hedge Funds and Fund-of-Funds
- Private Equity
- Private Market Opportunity (Qualified Investors only) recently launched to source investments across the private markets continuum

Wealth Management Revenue (\$M)



Pre-Tax Income (\$M) and Pre-Tax Margin (%)



Key Business Metrics

1,032

Financial Advisors

At 12/31/19

\$91.0B

Assets under Administration

At 12/31/19

\$32.1B

Assets under Management

At 12/31/19

\$1.5B

Net New Client Assets

For 2019

* Wealth Management includes both Private Client and Asset Management business segments.

A leading capital markets business providing sophisticated investment banking, research and trading solutions

INSTITUTIONAL EQUITIES

- Sales and Trading
- Equity Research
 - ~40 senior research analysts covering 600+ companies
- Corporate Access (Conferences & NDRs)

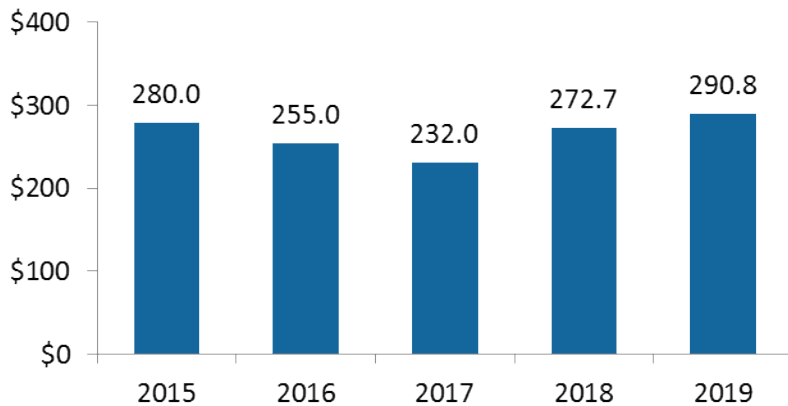
INVESTMENT BANKING

- Mergers & Acquisitions
- Equity Capital Markets
- Debt Capital Markets
- Restructuring & Special Situations

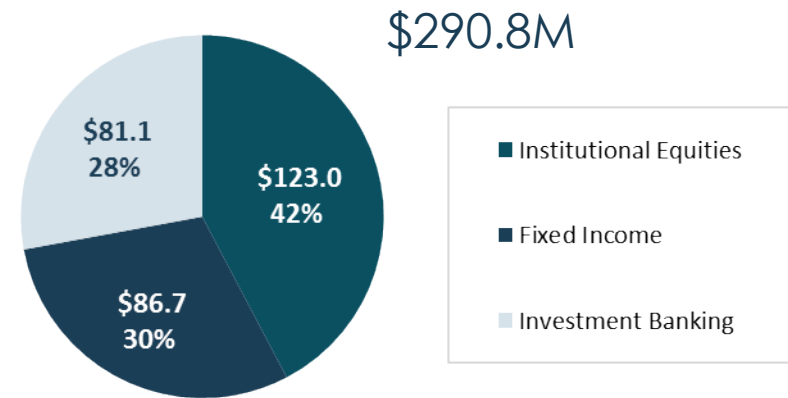
FIXED INCOME

- Taxable Fixed Income
- Non-Taxable Fixed Income
- Public Finance

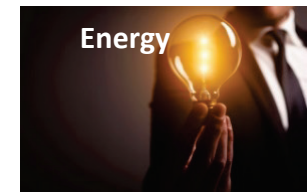
Capital Markets Revenue (\$M)



Capital Markets Revenue Breakdown 2019



Investment Banking Focus Industries



SELECT 4Q-19 INVESTMENT BANKING TRANSACTIONS

\$70,250,000



Healthcare
 Confidentially Marketed Public Offering
 & Concurrent Private Placement
 Lead Bookrunner
 December 2019

\$125,000,000



Debt Capital Markets
 Republic of Suriname
 Sovereign Notes Issuance
 Sole Bookrunner & Lead Manager
 December 2019

\$150,000,000



Debt Capital Markets
 Lao People's Democratic Republic
 Sovereign Notes Issuance
 Sole Bookrunner & Lead Manager
 December 2019

\$195,615,000



Healthcare
 Confidentially Marketed Public Offering
 Lead Manager
 December 2019

\$72,909,000



Healthcare
 Convertible Senior Notes Offering
 Sole Placement Agent
 November 2019

\$143,000,000
 \$121,500,000



Restructuring
 2020 Note Discounted Exchange &
 Second Lien Term Loan
 Exclusive Financial Advisor
 November 2019

\$80,500,000



Technology
 Follow-On
 Joint Bookrunner
 November 2019

Undisclosed



Rental Services
 Sale of Company
 Exclusive Financial Advisor
 November 2019

Undisclosed



Financial Institutions
 Sale of Foresters Life Insurance &
 Annuity Company to Nassau Re
 Financial Advisor
 November 2019

Undisclosed



Consumer
 Sale of Wisconsin Cheese Group
 Exclusive Financial Advisor
 October 2019

\$615,000,000



Financial Institutions
 Initial Public Offering
 Co-Lead Manager
 October 2019

\$400,000,000



Debt Capital Markets
 Senior Notes
 Global Bookrunner & Lead Manager
 October 2019

Conservative risk profile with strong balance sheet

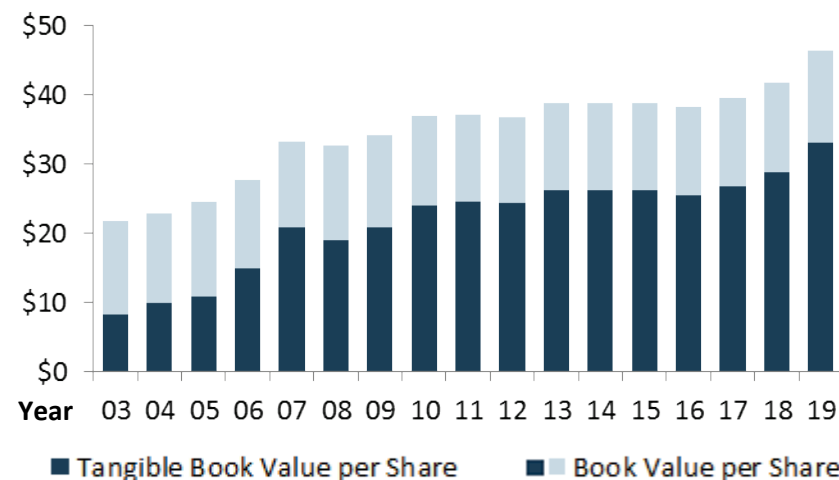
As of December 31, 2019 (\$ in thousands)	
Total Assets:	\$2,464,749
Shareholders' Equity:	\$592,722
Long-Term Debt:	\$150,000
Total Capitalization:	\$742,722
Debt to Equity Ratio: 25.3%	
Gross Leverage Ratio⁽¹⁾: 4.2x	
Broker-Dealer Regulatory Capital (\$ in thousands)	
Regulatory Net Capital:	\$223,407
Regulatory Excess Net Capital:	\$206,753

(1) Total Assets divided by Total Shareholders' Equity.

Liquidity & Capital

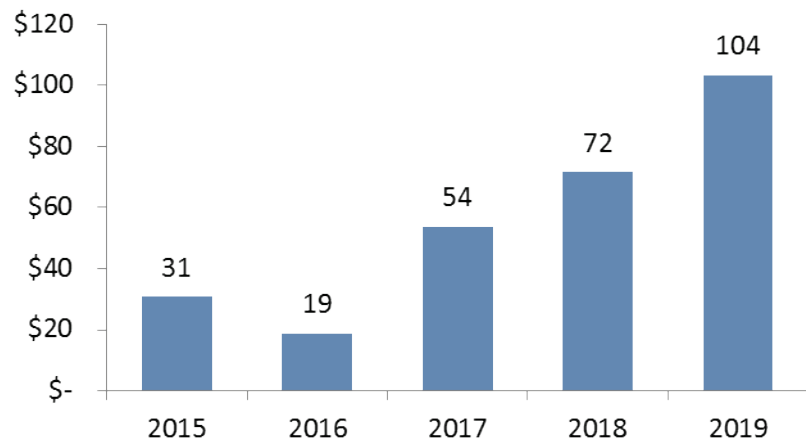
- During the year ended December 31, 2019, the Company redeemed a total of \$50 million (25%) of its Senior Secured Notes
- The Company bought back a total of 323,249 shares for \$8.4 million (average price of \$25.99 per share) during the year ended December 31, 2019
- The Company's level 3 assets were \$nil at December 31, 2019 (compared with \$21.8 million at December 31, 2018)
- Regulatory Net Capital and Excess Net Capital at highest levels in over a decade
- Historical book and tangible book value per share both at record highs

Historical Book & Tangible Book Value per Share (\$)

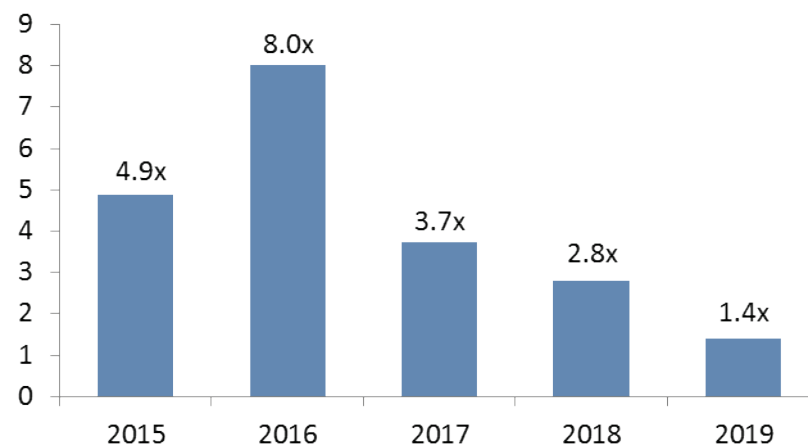


HISTORICAL FINANCIAL RATIOS

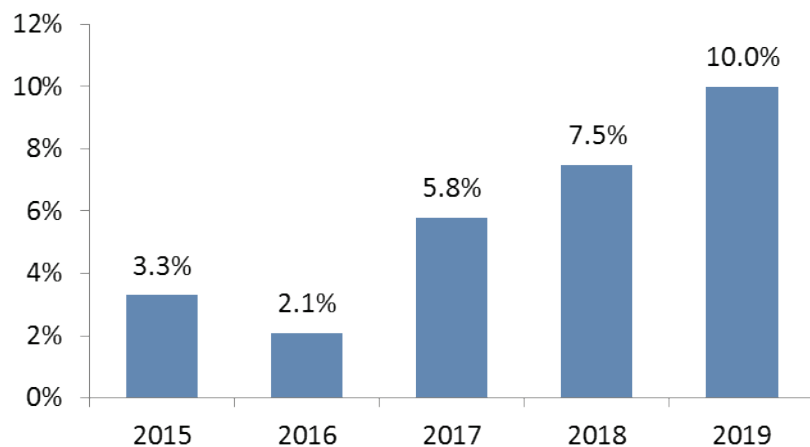
Consolidated Adjusted EBITDA (\$M)



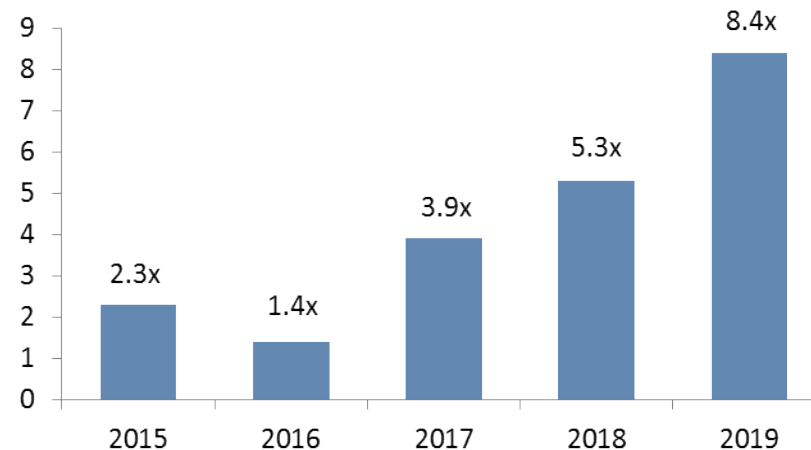
Long-Term Debt to Consolidated Adjusted EBITDA (x)



Consolidated Adjusted EBITDA Margin (%)



Interest Coverage (x)



- Firm's operating results have significantly improved over the last few years
- Business model is low risk and well diversified with low leverage
- Building momentum in investment banking business
- Increasing shift from transaction-based business to fee-based business
- Stable short-term interest rate environment will put pressure on net interest margins
- Investing in technology to enhance compliance efforts and to support business initiatives
- Conservative balance sheet
- Reduced leverage as a result of additional liquidity
- Reviewing prospects of independent wealth management channel
- ARS portfolio significantly reduced by tender offers and redemptions
- Lower legal and regulatory costs



For more information contact Investor Relations at info@opco.com