



Oppenheimer Holdings Inc.

Fourth Quarter and Full Year 2023 Investor Update



This presentation and other written or oral statements made from time to time by representatives of Oppenheimer Holdings Inc. ("Oppenheimer" or 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, 2022 filed with the Securities and Exchange Commission (the "SEC") on February 28, 2023 (the "2022 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 I, "Item 2. 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, 2023 filed with the SEC on October 27, 2023 (the "2023 10-Q3"). Any forward-looking statements herein are qualified in their entirety by reference to all such factors discussed in the 2022 10-K, the 2023 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.

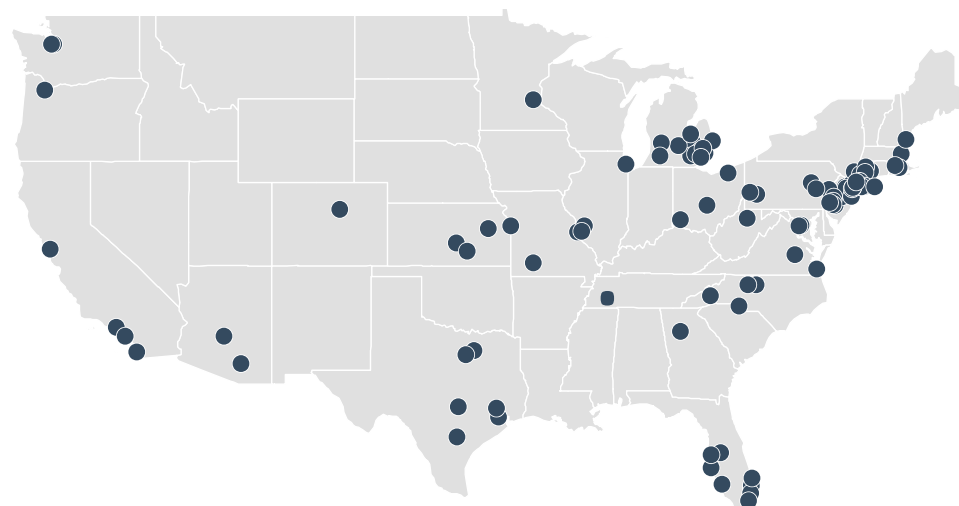
Oppenheimer Snapshot (as of 12/31/23)	
Listed NYSE Ticker:	OPY
Stockholders' Equity (\$M):	\$789.2
Market Cap (\$M):	\$428.71
Book Value per Share:	\$76.72
Tangible Book Value per Share ⁽¹⁾ :	\$59.54
Share Price:	\$41.32
2023 Earnings per Share (Basic):	\$2.81
2023 Adjusted Earnings Per Share (Basic) ⁽²⁾ :	\$4.02
2023 Earnings per Share (Diluted):	\$2.59
2023 Adjusted Earnings per Share (Diluted) ⁽²⁾ :	\$3.71
P/E Ratio (TTM):	14.70
Dividend Yield (TTM):	1.45%
Employees:	2,942
# of Financial Advisors:	931
Retail Branches in the US:	90
Client Assets under Administration (\$B):	\$118.2
Assets Under Management (\$B):	\$43.9

\$1.2 billion

Revenue in 2023

\$30.2 million

Net Income in 2023



Europe

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



Middle East

- Tel Aviv, Israel



Asia

- Hong Kong, China

(1) Represents preliminary book value less goodwill and intangible assets divided by number of shares outstanding.

(2) Adjusted earnings per share attributable to Oppenheimer Holdings Inc. (a non-GAAP financial measure) excludes \$13.0 million of expense related to a regulatory settlement associated with an industry-wide focus on 'off channel' communications that was recognized during the year ended December 31, 2023. Refer to the schedule on page 12 for additional explanation of non-GAAP financial measures and a reconciliation of adjusted earnings per share to U.S. GAAP.

Summary Operating Results: 4Q-23 vs. 4Q-22 (Unaudited)



(\$000's, except otherwise indicated)

For the 3-Months Ended

REVENUE	12/31/23	12/31/22	% Change
Commissions	\$90,074	\$88,075	2.3%
Advisory fees	105,465	99,517	6.0%
Investment banking	22,311	34,013	-34.4%
Bank deposit sweep income	37,534	49,590	-24.3%
Interest	25,859	22,046	17.3%
Principal transactions, net	18,712	10,907	71.6%
Other	8,334	9,432	-11.6%
Total Revenue	308,289	313,580	-1.7%
EXPENSES			
Compensation and related expenses	193,196	197,683	-2.3%
Non-compensation related expenses	97,261	85,625	13.6%
Total Expenses	290,457	283,308	2.5%
Pre-tax Income	17,832	30,272	-41.1%
Net income attributable to Oppenheimer Holdings Inc.	\$11,100	\$22,413	-50.5%

Earnings per share (Basic)	\$ 1.07	\$ 2.04	-47.6%
Earnings per share (Diluted)	\$ 0.98	\$ 1.87	-47.6%

Highlights

Reduced revenue, net income, and earnings per share for 4Q-23 largely reflected fewer investment banking transactions and regulatory charges

Client assets under administration and management of **\$118.2B** and **\$43.9B** at December 31, 2023 increased by **12.6%** and **19.3%**, respectively, from the same period last year primarily due to market appreciation

Advisory fees increased due to higher management fees resulting from an increase in billable assets under management

Compensation expense as a percentage of revenue was flat at **62.7%** during 4Q-23 vs. **63.0%** in the same period in the prior year

Non-compensation expenses increased from the prior year quarter primarily due to higher interest expense and regulatory charges

Book value per share reached record levels of **\$76.72** at December 31, 2023 as a result of positive earnings and share repurchases

Summary Operating Results: 2023 vs. 2022 (Unaudited)



(\$000's, except otherwise indicated)

For the 12-Months Ended

REVENUE	12/31/23	12/31/22	% Change
Commissions	\$349,248	\$370,382	-5.7%
Advisory fees	415,679	425,615	-2.3%
Investment banking	117,665	127,529	-7.7%
Bank deposit sweep income	172,807	104,558	65.3%
Interest	104,550	60,713	72.2%
Principal transactions, net	65,347	21,031	210.7%
Other	23,529	1,113	2,014.0%
Total Revenue	1,248,825	1,110,941	12.4%
EXPENSES			
Compensation and related expenses	782,396	740,827	5.6%
Non-compensation related expenses	419,659	324,560	29.3%
Total Expenses	1,202,055	1,065,387	12.8%
Pre-tax Income	46,770	45,554	2.7%
Net income attributable to Oppenheimer Holdings Inc.	\$30,179	\$32,351	-6.7%
Earnings per share (Basic)	\$ 2.81	\$ 2.77	0.1%
Earnings per share (Diluted)	\$ 2.59	\$ 2.57	0.1%

Highlights

Revenue of **\$1.2 billion**, net income of **\$30.2 million** and basic earnings per share of **\$2.81** for the full year 2023

Increased revenues for the full year 2023 due to record bank deposit sweep income and margin interest income and substantially higher fixed income sales and trading revenues than prior year

Compensation expense as a percentage of revenue was **62.7%** during the 2023 year vs. **66.7%** during the prior year primarily due to higher interest-sensitive revenues that are not directly correlated with compensation

Higher non-compensation expenses for the full year 2023 largely due to the impact of significant legal costs and an accrual for a regulatory settlement

The effective tax rate for the 2023 year was **35.3%** compared with **29.5%** for the prior year primarily due to the impact of a non-deductible \$13 million regulatory settlement. The adjusted tax rate is 27.6%¹ when this expense is excluded.

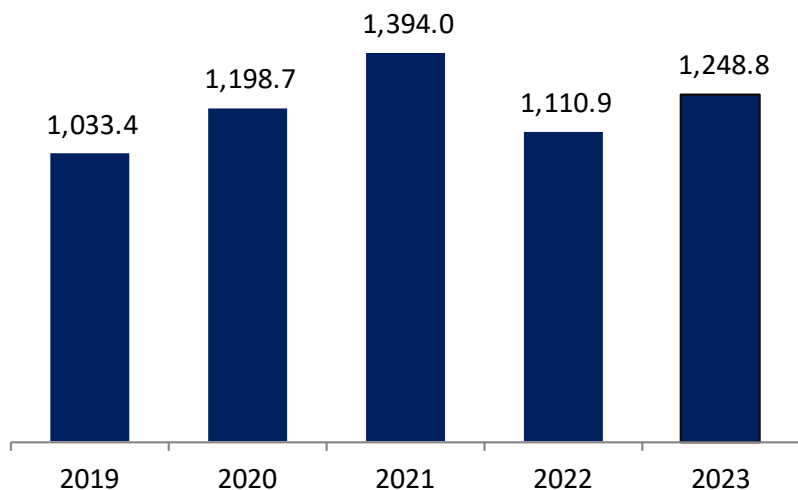
The Company repurchased 900,518 shares of Class A non-voting common stock during the full year 2023 under its previously announced share repurchase program and "Dutch Auction" tender offer

¹Adjusted effective tax rate (a non-GAAP financial measure) excludes \$13.0 million of expense related to a regulatory settlement associated with an industry-wide focus on 'off channel' communications that was recognized during the year ended December 31, 2023. Refer to the schedule on page 12 for additional explanation of non-GAAP financial measures and a reconciliation of the adjusted effective tax rate to U.S. GAAP.

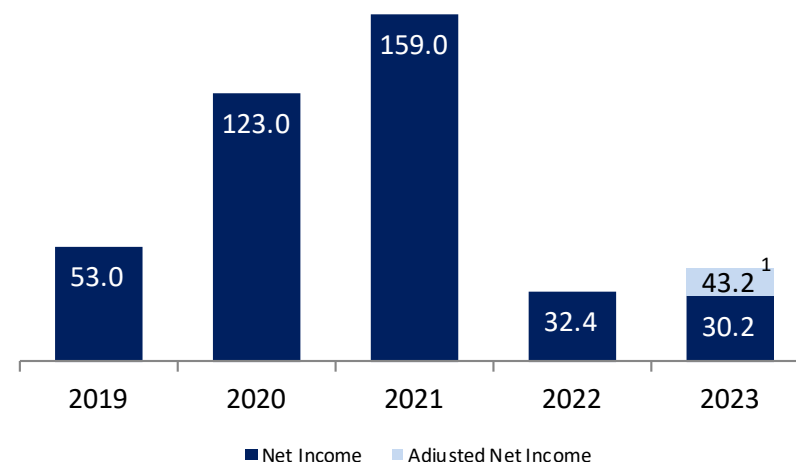
Select Financial Measures



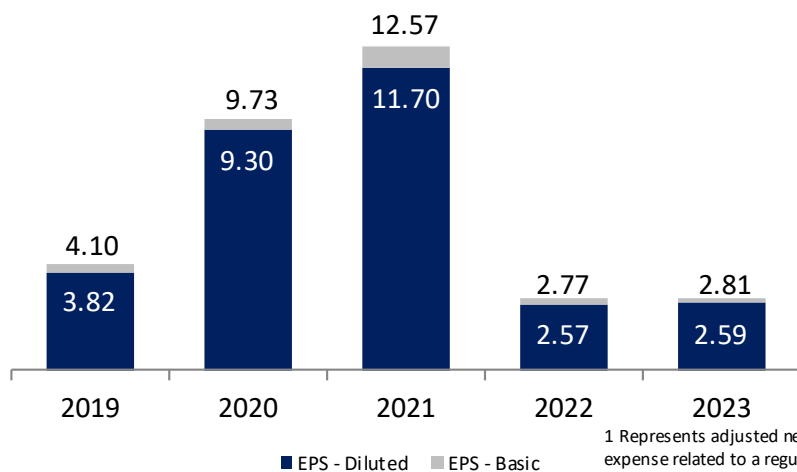
Revenue (\$M)



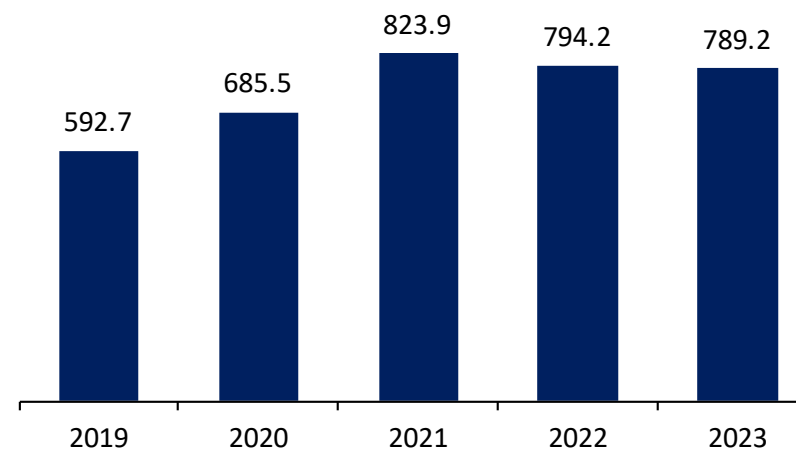
Net Income (\$M)



Earnings per Share (\$)



Stockholders' Equity (\$M)



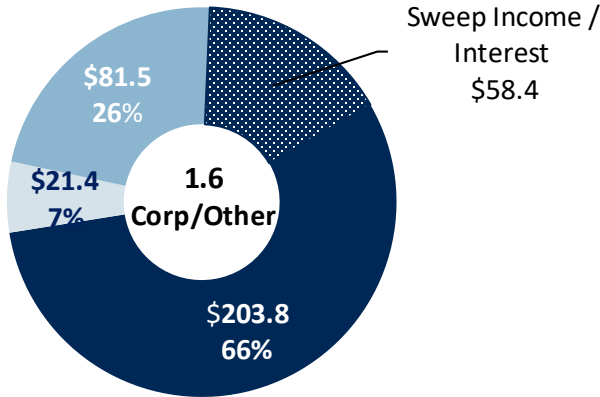
¹ Represents adjusted net income attributable to Oppenheimer Holdings Inc. (a non-GAAP financial measure) which excludes \$13.0 million of expense related to a regulatory settlement associated with an industry-wide focus on 'off channel' communications that was recognized during the year ended December 31, 2023. Refer to the schedule on page 12 for additional explanation of non-GAAP financial measures and a reconciliation of adjusted net income to U.S. GAAP.

Segment Revenue Breakdown: 4Q-23 vs. 4Q-22

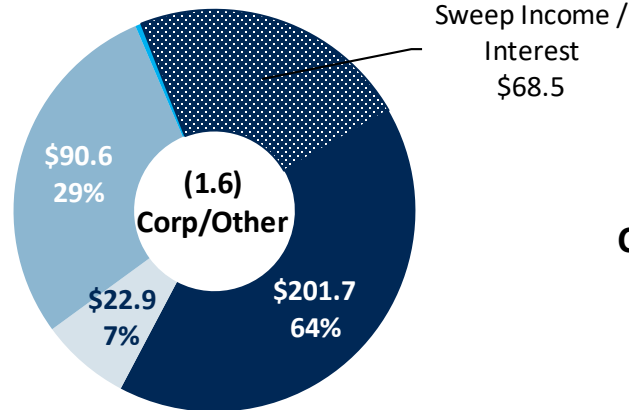
Revenue Breakdown by Segment (\$M)

■ Private Client ■ Asset Management ■ Capital Markets

4Q-23 Revenue
\$308.3M



4Q-22 Revenue
\$313.6M



Pre-Tax Income Breakdown by Segment (\$M)

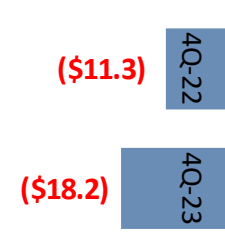
Private Client



Asset Management



Capital Markets

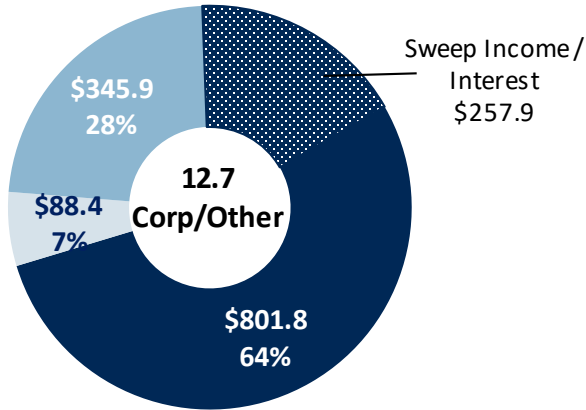


Segment Revenue Breakdown: 2023 vs. 2022

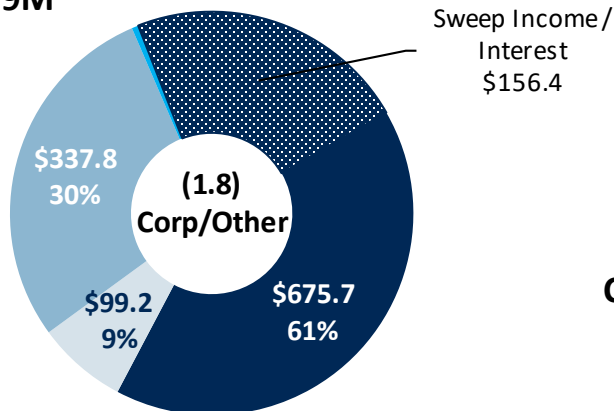
Revenue Breakdown by Segment (\$M)

■ Private Client ■ Asset Management ■ Capital Markets

2023
\$1,248.8M



2022
\$1,110.9M

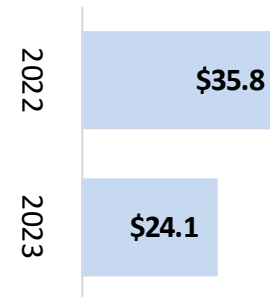


Pre-Tax Income Breakdown by Segment (\$M)

Private Client



Asset Management



Capital Markets



Wealth Management*

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 & Trust Services
- Margin & Securities Lending

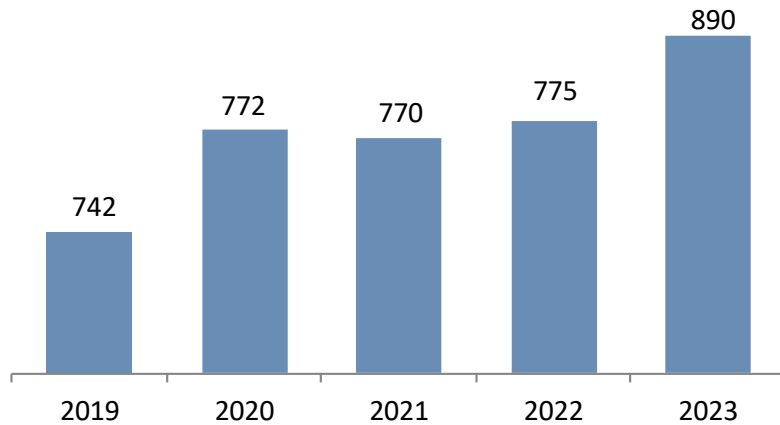
Advisory Services

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

Retail Investments

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

Wealth Management Revenue (\$M)



931

Financial Advisors

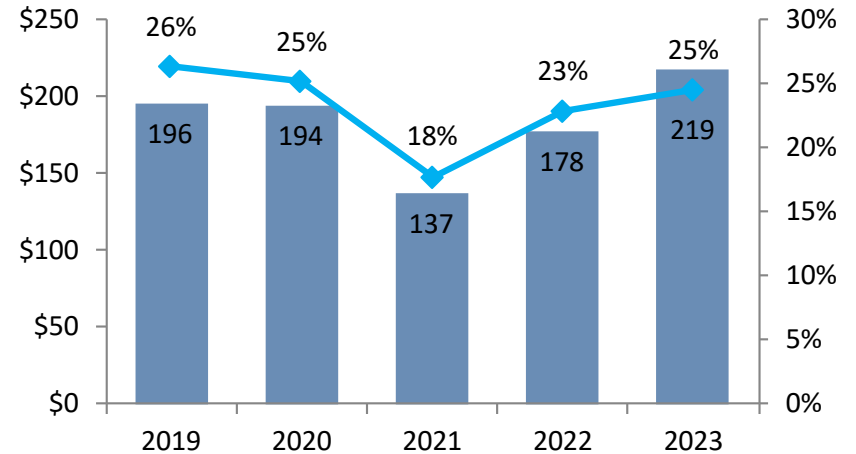
At 12/31/23

\$118.2B

Assets under Administration

At 12/31/23

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



\$43.9B

Assets under Management

At 12/31/23

↓2.3%

Advisory Fees

2023 vs 2022

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

Capital Markets

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

Retail Services

- Sales and Trading
- Equity Research
 - 35+ 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

↑ 6.5%

Sales & Trading Revenues

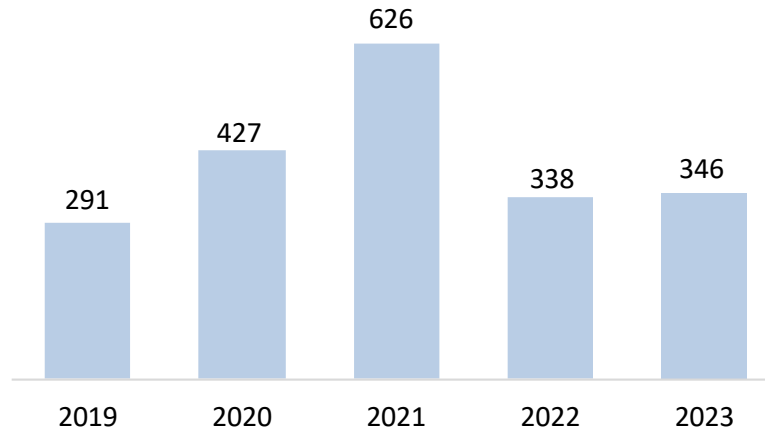
2023 vs. 2022

↓ 4.5%

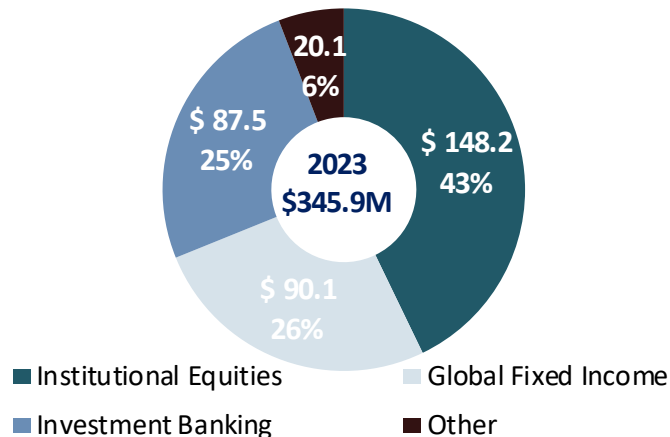
Investment Banking Revenues

2023 vs. 2022

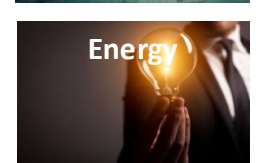
Capital Markets Revenue (\$M)



Capital Markets Revenue Breakdown 2023



Investment Banking Focus Industries



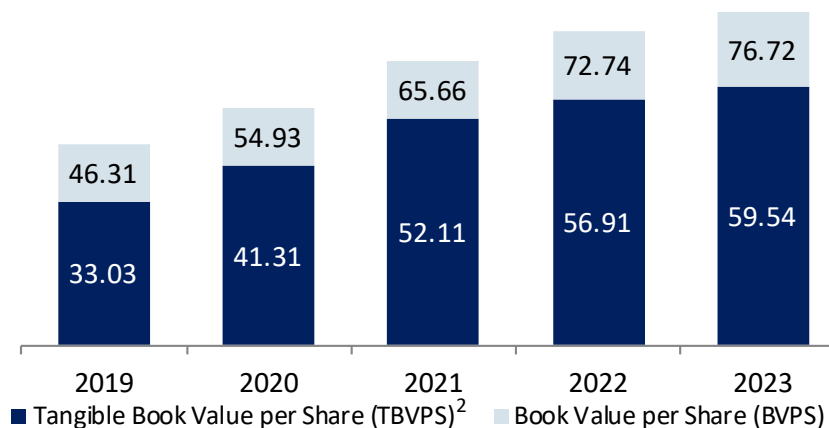
Capital Structure

As of December 31, 2023 (\$ in thousands)	
Total Assets:	\$2,869,175
Stockholders' Equity:	\$789,239
Long-Term Debt:	\$113,050
Total Capitalization:	\$902,289
Debt to Equity Ratio: 14.3	
Gross Leverage Ratio⁽¹⁾: 3.6	
Broker-Dealer Regulatory Capital (\$ in millions)	
Regulatory Net Capital:	\$453.6
Regulatory Excess Net Capital:	\$435.0

Liquidity & Capital

- Stockholders' equity of **\$789.2** million as of December 31, 2023
- Book value of **\$76.72** per share reached record levels at December 31, 2023
- The Board of Directors announced a quarterly dividend in the amount of \$0.15 per share payable on February 23, 2024 to holders of Class A non-voting and Class B voting common stock of record on February 9, 2024
- Level 3 assets, comprised of auction rate securities, were **\$2.7** million as of December 31, 2023

Book & Tangible Book Value per Share (\$)



(1) Total Assets divided by Stockholders' Equity.

(2) Represents preliminary book value less goodwill and intangible assets divided by number of shares outstanding.

Explanation of Non-GAAP Financial Measures



The company included certain non-GAAP financial measures within these materials to supplement the U.S. GAAP financial information. Adjusted results begin with information prepared in accordance with U.S. GAAP, and such results are adjusted to exclude certain items. Specifically, we included non-GAAP measures that adjust the company's net income, earnings per share and effective tax rate to exclude the expense associated with a non-recurring regulatory settlement. The company believes that these non-GAAP financial measures provide additional useful information for investors because they permit investors to view the financial measures on a basis consistent with how management views the operating performance of the Firm. These non-GAAP financial measures, when presented in conjunction with comparable U.S. GAAP measures, also are useful to investors when comparing the company's results across different financial reporting periods on a consistent basis. The following tables reconcile our non-GAAP financial measures to their respective U.S. GAAP measures. These non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation from, as a substitute for, or superior to the analysis of U.S. GAAP financial measures.

Net Income Attributable to Oppenheimer Holdings Inc., Earnings Per Share and Effective Tax Rate U.S. GAAP Reconciliation

Reconciliation of net income attributable to Oppenheimer Holdings Inc. to adjusted net income attributable to Oppenheimer Holdings Inc., reconciliation of basic earnings per share to adjusted basic earnings per share, reconciliation of diluted earnings per share to adjusted diluted earnings per share and reconciliation of our effective tax rate to the adjusted tax rate are as follows:

	For the Three Months Ended December 31, 2023	For the Year Ended December 31, 2023
<i>('000s, except per share amounts)</i>		
Net income attributable to Oppenheimer Holdings Inc. (U.S. GAAP)	\$ 11,100	\$ 30,179
Net income impact of regulatory settlement	5,000	13,000
Adjusted net income attributable to Oppenheimer Holdings Inc. (non-GAAP)	<u>\$ 16,100</u>	<u>\$ 43,179</u>
Basic earnings per share (U.S. GAAP)	\$ 1.07	\$ 2.81
Basic earnings per share impact of regulatory settlement	\$ 0.49	\$ 1.21
Adjusted basic earnings per share (non-GAAP)	<u>\$ 1.56</u>	<u>\$ 4.02</u>
Diluted earnings per share (U.S. GAAP)	\$ 0.98	\$ 2.59
Diluted earnings per share impact of regulatory settlement	\$ 0.44	\$ 1.12
Adjusted diluted earnings per share (non-GAAP)	<u>\$ 1.42</u>	<u>\$ 3.71</u>
The table below reconciles our effective tax rate to the adjusted effective tax rate:		
		For the Year Ended December 31, 2023
Effective tax rate (U.S. GAAP)		<u>35.3%</u>
Tax rate impact of regulatory settlement		<u>(7.7)%</u>
Adjusted effective tax rate (non-GAAP)		<u>27.6%</u>



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