



Oppenheimer Holdings Inc.

First Quarter Update – 2019



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 March 31, 2019 filed with the SEC on April 26, 2019 (“2019 10-Q1”). 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-Q1 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 3/31/19)

Listed NYSE Ticker: OPY

Shareholders' Equity (\$mm): \$554.5

Market Cap (\$mm): \$336.9

Book Value per Share: \$42.58

Tangible Book Value per Share: \$29.52

Share Price: \$26.02

TTM 3-31-19 Revenue (\$mm): \$975.4

Employees: 2,984

of Financial Advisors: 1,062

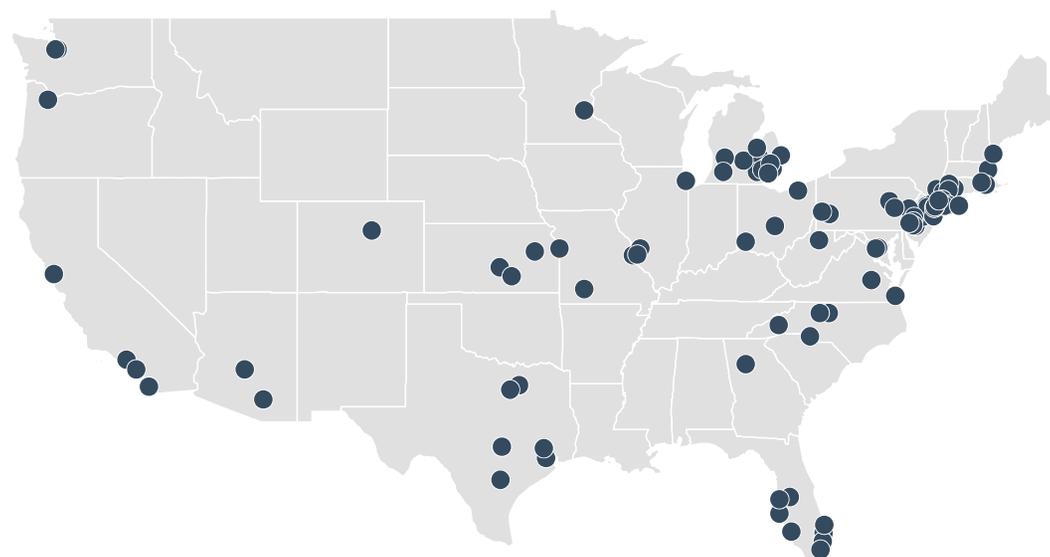
Retail Branches in the US: 94

Client Assets under Administration (\$bn): \$87.5

Assets Under Management (\$bn): \$29.5

\$251.8 million
Revenue for 1Q-19

\$975.4 million
Revenue for TTM 3-31-19



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



- Tel Aviv, Israel



- Hong Kong

Summary Operating Results – 1Q-19 (Unaudited)



(\$000's)	For the 3-Months Ended		
	3-31-19	3-31-18	% Change
REVENUE			
Commissions	\$ 79,409	\$ 83,407	(4.8)%
Advisory fees	73,647	77,548	(5.0)%
Investment banking	28,043	28,210	(0.6)%
Bank deposit sweep income	33,968	25,297	34.3%
Interest	12,727	12,227	4.1%
Principal transactions, net	11,438	2,726	319.6%
Other	12,538	5,115	145.1%
Total Revenue	251,770	234,530	7.4%
EXPENSES			
Compensation and related expenses	160,355	153,104	4.7%
Non-Compensation related expenses	75,363	71,805	5.0%
Total Expenses	235,718	224,909	4.8%
Pre-tax Income	16,052	9,621	66.8%
Net income	\$ 11,194	\$ 6,705	67.0%
Basic net income per share	\$ 0.86	\$ 0.51	68.6%
Diluted net income per share	\$ 0.81	\$ 0.48	68.8%

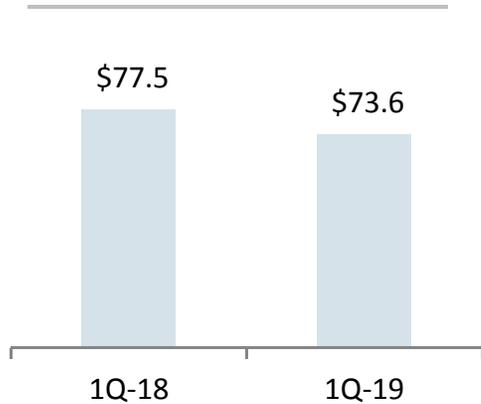
Highlights

- ✓ Quarterly revenues in excess of \$250 million
- ✓ Advisory fees lower due to lower assets under management at 12/31/18 compared to 12/31/17
- ✓ Increase of 77.7% in fees earned from M&A activities
- ✓ Higher short-term interest rates continue to benefit bank deposit sweep income
- ✓ Principal transactions revenue higher due to higher trading income in fixed income and equities during 1Q-19
- ✓ Other revenue increase primarily due to increases in cash surrender value of company-owned life insurance during 1Q-19
- ✓ Compensation as a percentage of revenue was 63.7% in 1Q-19 compared to 65.3% in 1Q-18

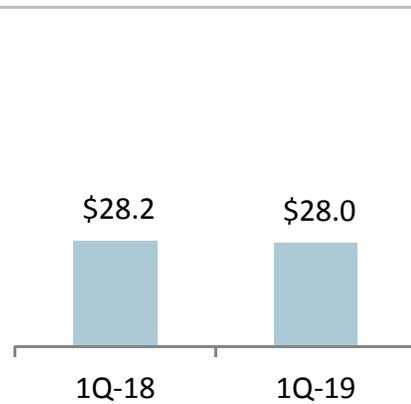
First Quarter 2019 Highlights

(In \$millions)

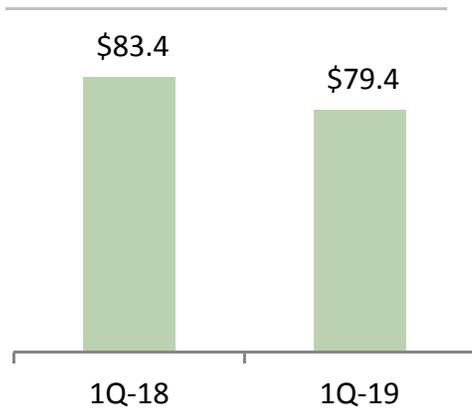
Advisory Fees



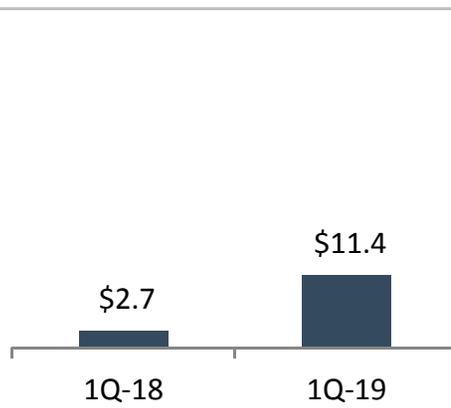
Investment Banking Revenue



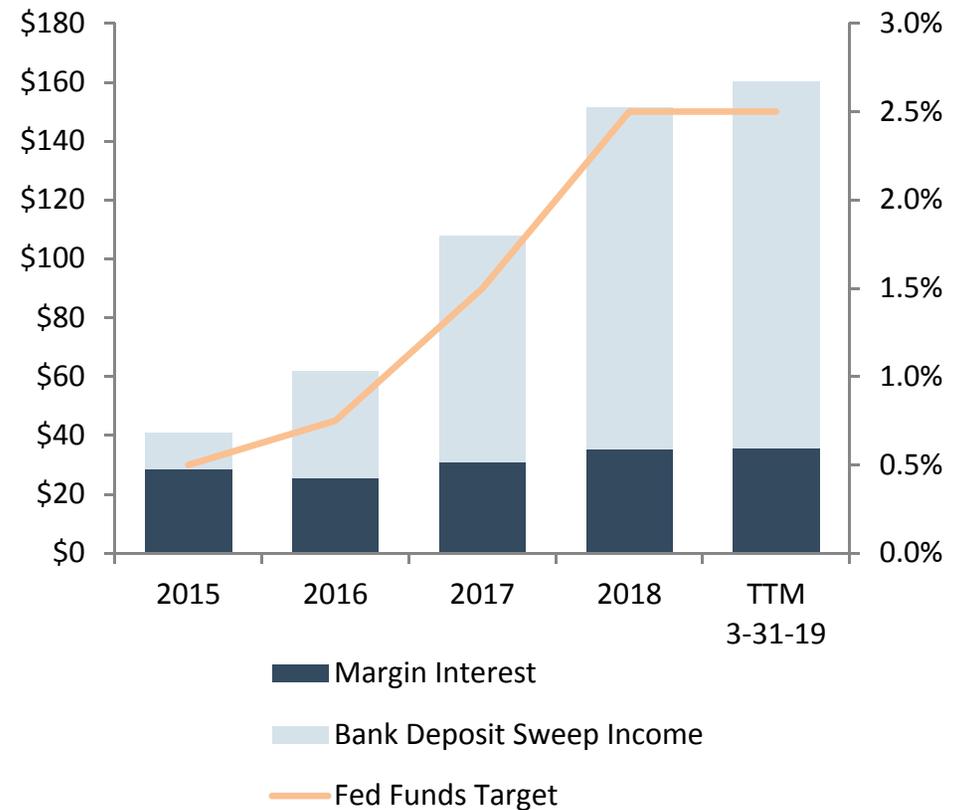
Commission Revenue



Principal Transactions Revenue



Interest and Fee Revenues



Business Segments

Our business is well diversified across a wide range of clients, services and industries

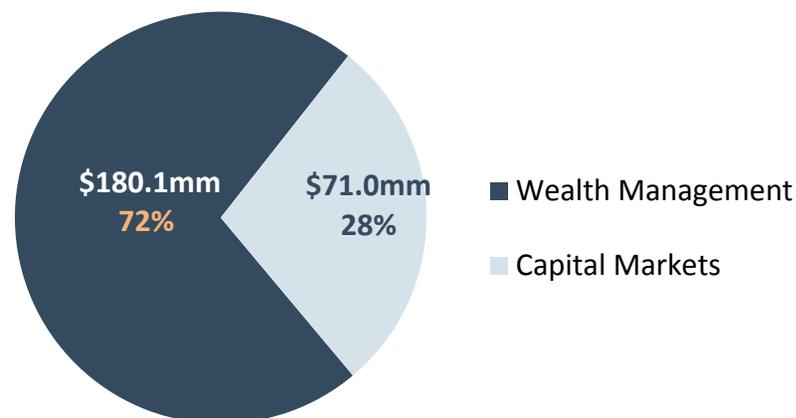
WEALTH MANAGEMENT

Private client services and asset management solutions tailored to unique financial objectives

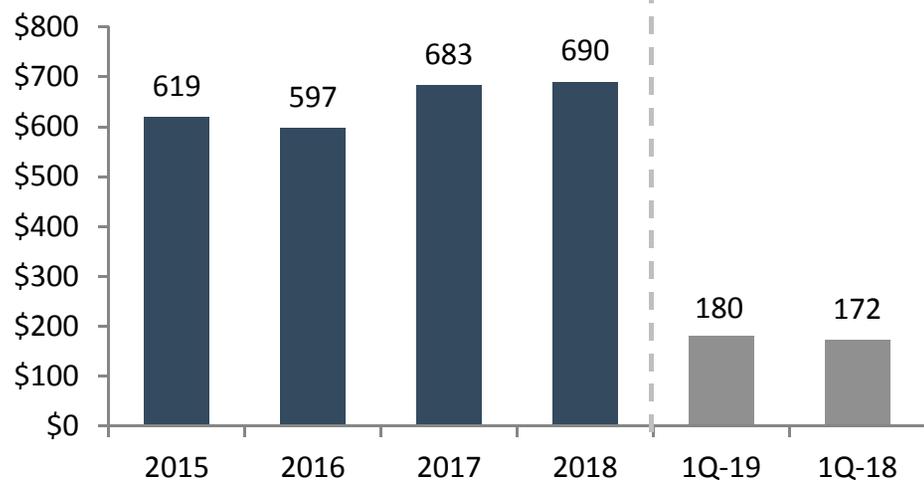
CAPITAL MARKETS

Investment banking services and capital markets products for institutions and corporations

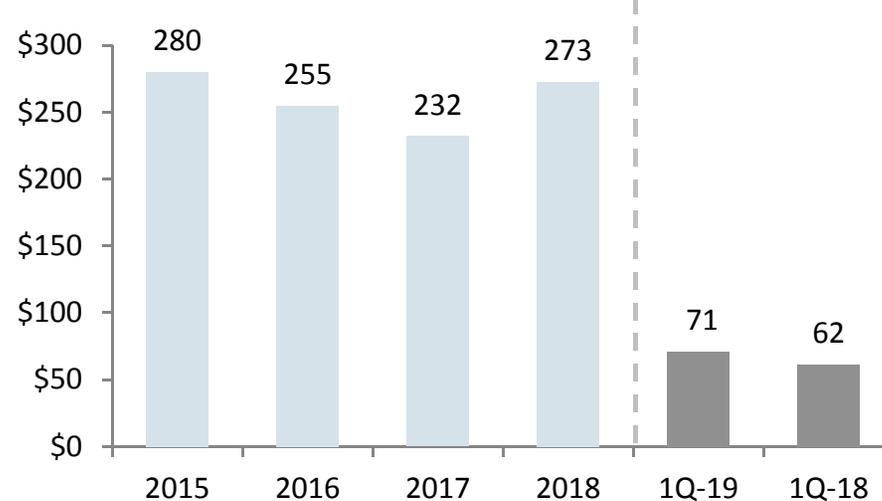
Business Mix – 1Q-19 Revenue (\$251.1mm)⁽¹⁾



Wealth Management Revenue (\$mm)



Capital Markets Revenue (\$mm)



Note: Wealth Management includes both Private Client and Asset Management business segments.

(1) Does not include \$0.7 million allocated to Corporate/Other.

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, and Trust Services
- Margin & Securities Lending

ADVISORY SERVICES

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

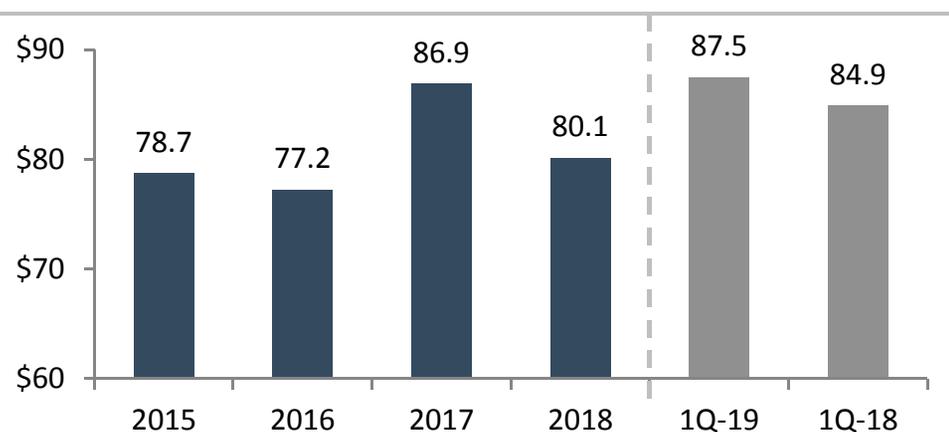
ALTERNATIVE INVESTMENTS

- Hedge Funds and Fund-of-Funds
- Private Equity
- Private Market Opportunity, recently launched to source investments across the private markets continuum

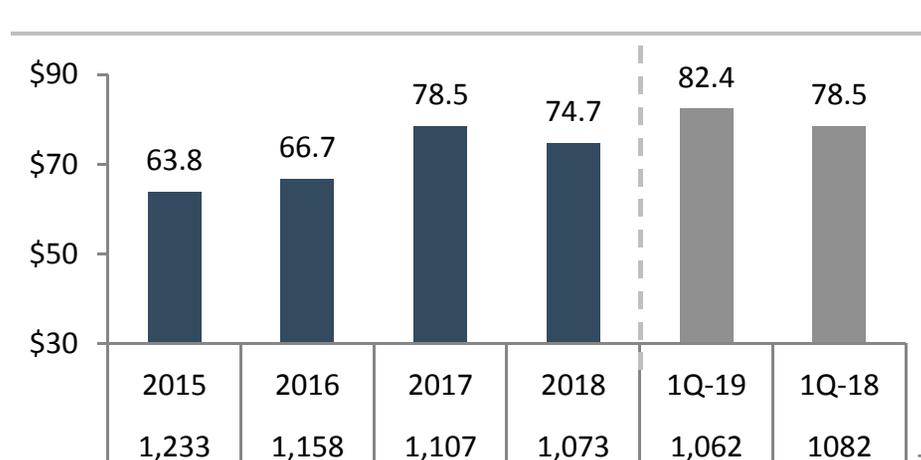
Financial Snapshot (\$mm)	1Q-19	1Q-18	% Change
Revenue	\$ 180.1	\$ 171.7	4.9%
Pre-tax Income	\$ 45.1	\$ 43.9	2.7%
Profit Margin	25.0%	25.6%	(2.1)%
# of Financial Advisors	1,062	1,082	

Q1-19 Highlights	
✓	Assets under management increase of 4.6% to \$29.5 billion, near all-time highs, which will be the basis for 2Q-19 asset management fees
✓	Bank Deposit Sweep Income up 34.3% in 1Q-19 compared to 1Q-18
✓	Relocated our largest branch office in midtown Manhattan which will result in significant annual savings

Client Assets Under Administration (\$bn)



Client Assets Per Financial Advisor (\$mm)



* Wealth Management includes both Private Client and Asset Management divisions.

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

INSTITUTIONAL EQUITIES

- Sales and Trading
- Equity Research
 - 32 senior research analysts covering 500+ companies
- Corporate Access (Conferences & NDRs)

INVESTMENT BANKING

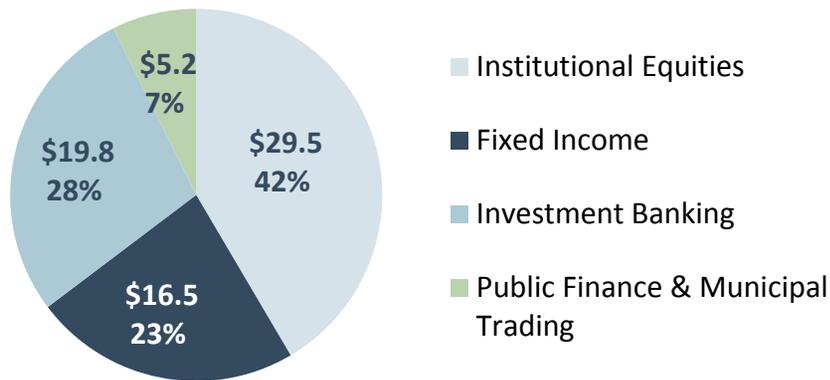
- Mergers & Acquisitions
- Equity Capital Markets
- Debt Capital Markets
- Restructuring & Special Situations

FIXED INCOME

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

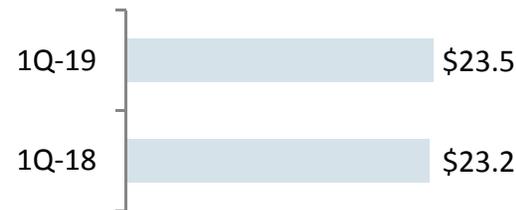
(In \$millions)

1Q-19 Capital Markets Revenue Breakdown (\$71.0mm)



(In \$millions)

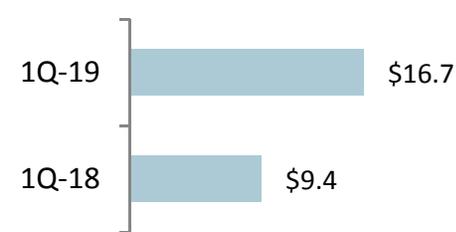
Institutional Equities Commissions



Equity Underwriting Fees



Advisory Fees from IBK



Fixed Income Revenue



Investment Banking Focus Industries



Select 1Q-19 Investment Banking Transactions

\$1,397,000,000



*Rental Services
Mergers & Acquisitions
Exclusive Financial Advisor*

March 2019

\$2,000,000,000



*Technology
Debt Private Placement
Joint Bookrunner*

March 2019

Undisclosed



*Rental Services
Mergers & Acquisitions
Exclusive Financial Advisor*

February 2019

\$287,500,000



*Technology
Convertible Debt
Co-Lead Manager*

February 2019

\$143,000,000



*Energy
Distressed Exchange
Exclusive Financial Advisor & Sole
Dealer Manager*

February 2019

\$30,500,001



*Healthcare
U.S. IPO
Sole Bookrunner*

February 2019

\$172,500,000



*Healthcare
Follow-on
Lead Manager*

January 2019

\$45,000,000



*Technology
Mergers & Acquisitions
Exclusive Financial Advisor*

January 2019

Capital Structure

Conservative risk profile with strong balance sheet

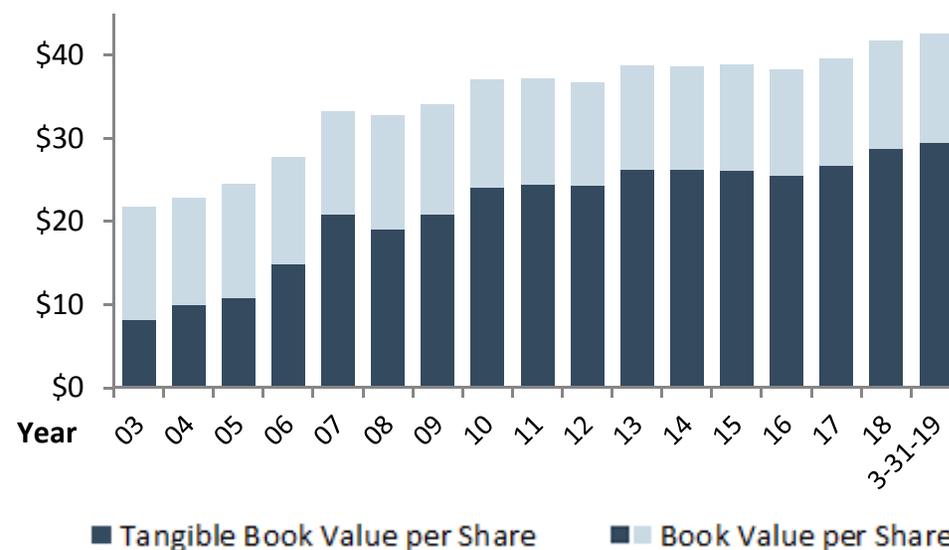
As of March 31, 2019 (\$ in thousands)	
Total Assets:	\$2,527,510
Stockholders' Equity:	\$554,487
Long-Term Debt:	\$200,000
Total Capitalization:	\$754,487
Debt to Equity Ratio: 36.1%	
Gross Leverage Ratio⁽¹⁾: 4.6x	
Broker-Dealer Regulatory Capital (\$ in thousands)	
Regulatory Net Capital:	\$202,415
Regulatory Excess Net Capital:	\$187,019

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

Liquidity & Capital

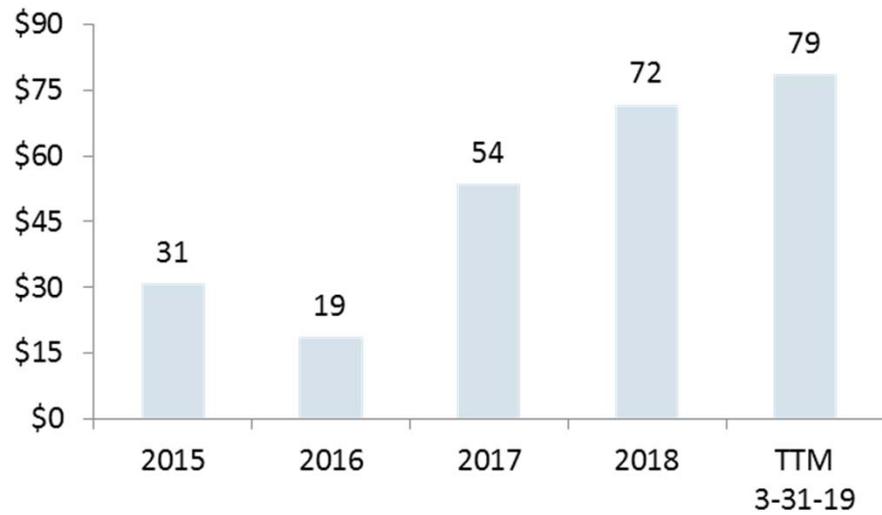
- Issued \$200 million 5 year 6.75% Senior Secured Notes in June 2017
- Level 3 assets represent .86% of total assets
- Broker-Dealer Regulatory Net Capital at highest level in several years
- Book value per share of \$42.58 and tangible book value per share of \$29.52, both record highs

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

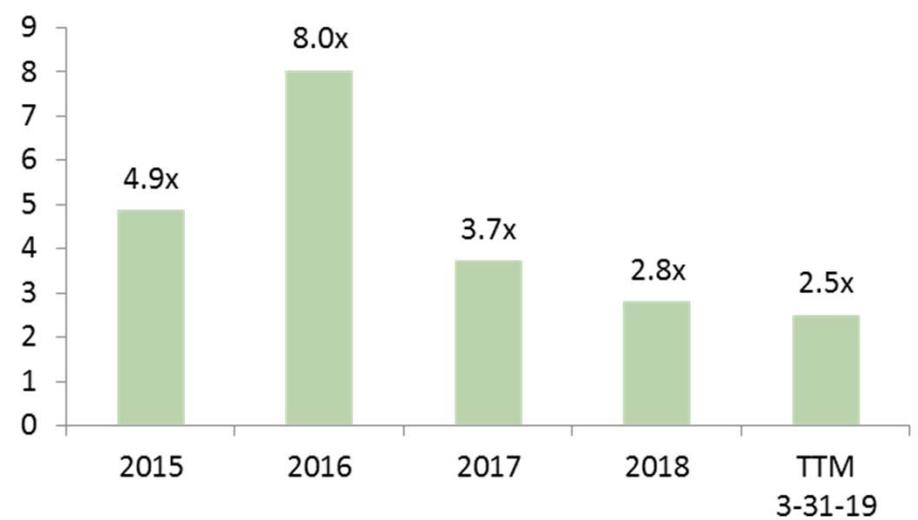


Historical Financial Ratios

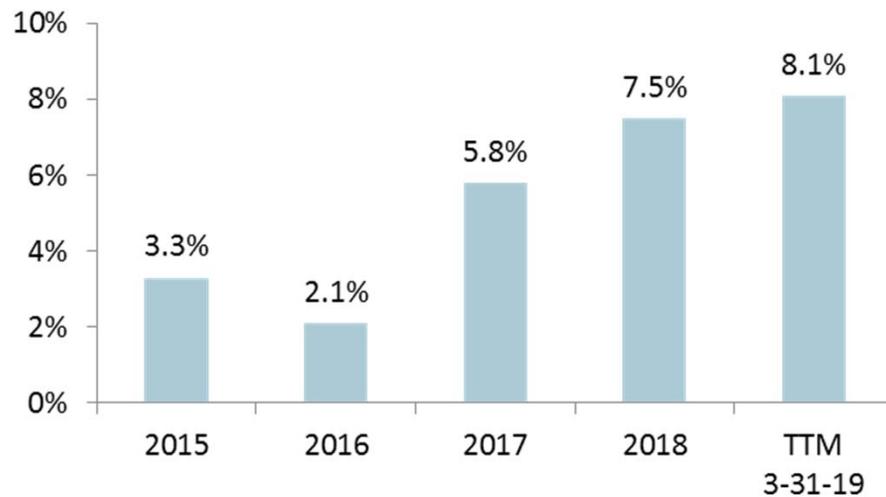
Consolidated Adjusted EBITDA (\$mm)



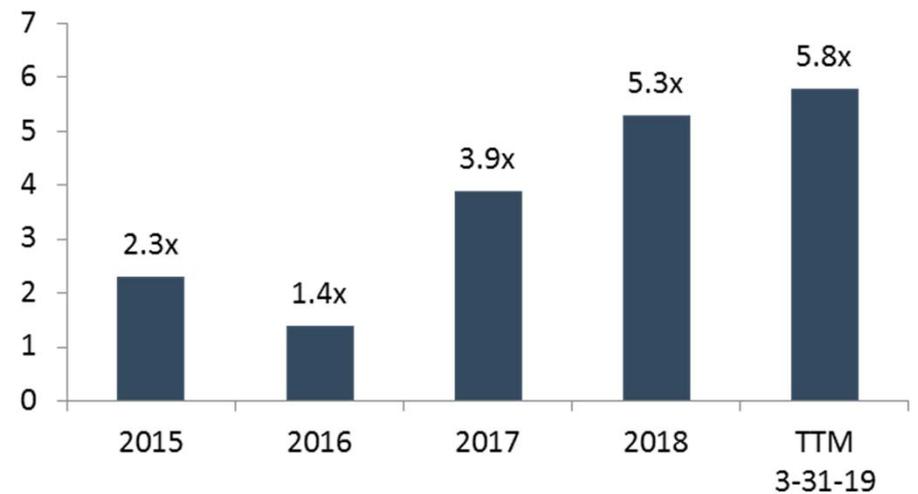
Long-Term Debt to Consolidated Adjusted EBITDA (x)



Consolidated Adjusted EBITDA Margin (%)



Interest Coverage (x)





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