

OPPENHEIMER HOLDINGS INC.

Second Quarter 2020 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, 2019 filed with the SEC on March 2, 2020 (the “2019 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’” and Part II, “Item IA. Risk Factors” of our Quarterly Report on Form 10-Q for the quarter ended June 30, 2020 filed with the SEC on July 30, 2020 (“2020 10-Q2”). Any forward-looking statements herein are qualified in their entirety by reference to all such factors discussed in the 2019 10-K, the 2020 10-Q2 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 6/30/20)

Listed NYSE Ticker: OPY

Shareholders' Equity (\$M): \$601.1

Market Cap (\$M): \$275.0

Book Value per Share: \$47.92

Tangible Book Value per Share: \$34.37

Share Price: \$21.79

Employees: 2,921

of Financial Advisors: 1,029

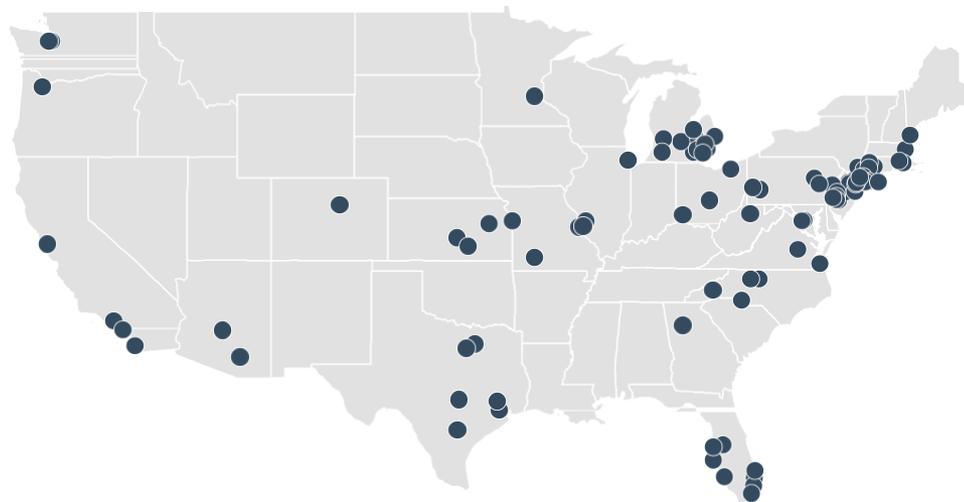
Retail Branches in the US: 93

Client Assets under Administration (\$B): \$89.7

Assets Under Management (\$B): \$32.7

\$499.5 million
Revenue for 1H-20

\$25.5 million
Net Income for 1H-20



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



- Tel Aviv, Israel



- Hong Kong, China

SUMMARY OPERATING RESULTS: 2Q-20 (UNAUDITED)



(\$000's)

REVENUE	For the 3-Months Ended		
	6-30-20	6-30-19	% Change
Commissions	\$ 101,636	\$ 80,896	25.6%
Advisory fees	75,981	80,707	-5.9%
Investment banking	46,186	32,006	44.3%
Bank deposit sweep income	7,122	31,830	-77.6%
Interest	6,220	13,550	-54.1%
Principal transactions, net	12,064	3,045	296.2%
Other	15,521	8,901	74.4%
Total Revenue	264,730	250,935	5.5%
EXPENSES			
Compensation and related expenses	179,594	155,783	15.3%
Non-Compensation related expenses	61,872	77,761	-20.4%
Total Expenses	241,466	233,544	3.4%
Pre-tax Income	23,264	17,391	33.8%
Net income	\$ 17,649	\$ 12,375	42.6%
Earnings per share (Basic)	\$ 1.40	\$ 0.95	47.4%
Earnings per share (Diluted)	\$ 1.34	\$ 0.89	50.6%

Highlights

- Revenue increased 5.5% during the period driven by robust underwriting revenue, increased institutional equities and fixed income sales and trading activity, and higher retail investor participation
- Lower short-term interest rates negatively impacted bank deposit sweep income
- Other revenue increased primarily due to increases in value of assets supporting company-owned life insurance policies used to hedge deferred compensation obligations
- Investment banking had its best quarter since the fourth quarter of 2010 with revenue of \$46.2 million
- Compensation expense as a percentage of revenue was higher at 67.8% during the current period versus 62.1% during the same period last year due to substantially lower bank deposit sweep income which has no associated compensation costs

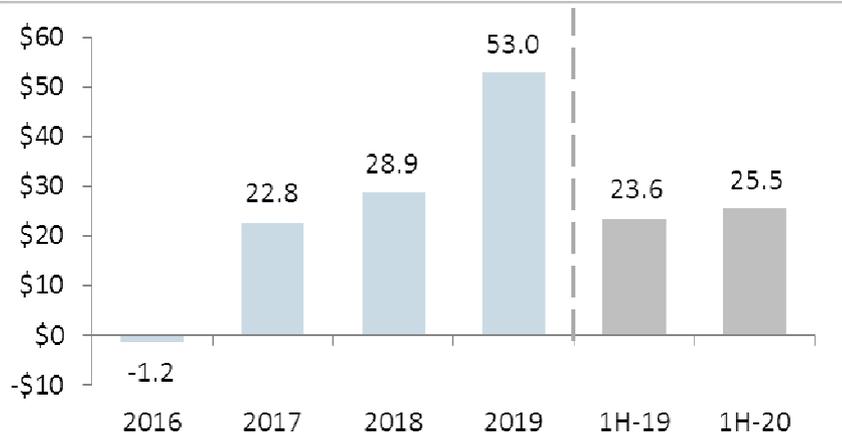
SUMMARY OPERATING RESULTS: IH-20 (UNAUDITED)



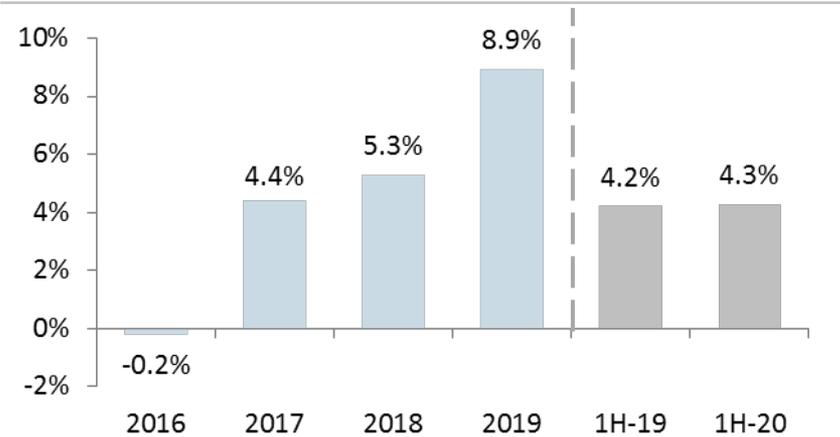
(\$000's)	For the 6-Months Ended		
	6-30-20	6-30-19	% Change
REVENUE			
Commissions	\$ 204,885	\$ 160,305	27.8%
Advisory fees	162,145	154,354	5.0%
Investment banking	71,914	60,049	19.8%
Bank deposit sweep income	25,948	65,798	-60.6%
Interest	17,110	26,277	-34.9%
Principal transactions, net	11,196	14,483	-22.7%
Other	6,302	21,439	-70.6%
Total Revenue	499,500	502,705	-0.6%
EXPENSES			
Compensation and related expenses	337,270	316,138	6.7%
Non-Compensation related expenses	128,743	153,124	-15.9%
Total Expenses	466,013	469,262	-0.7%
Pre-tax Income	33,487	33,443	0.1%
Net income	\$ 25,467	\$ 23,569	8.1%
Earnings per share (Basic)	\$ 1.99	\$ 1.81	9.9%
Earnings per share (Diluted)	\$ 1.92	\$ 1.70	12.9%

SELECT FINANCIAL MEASURES

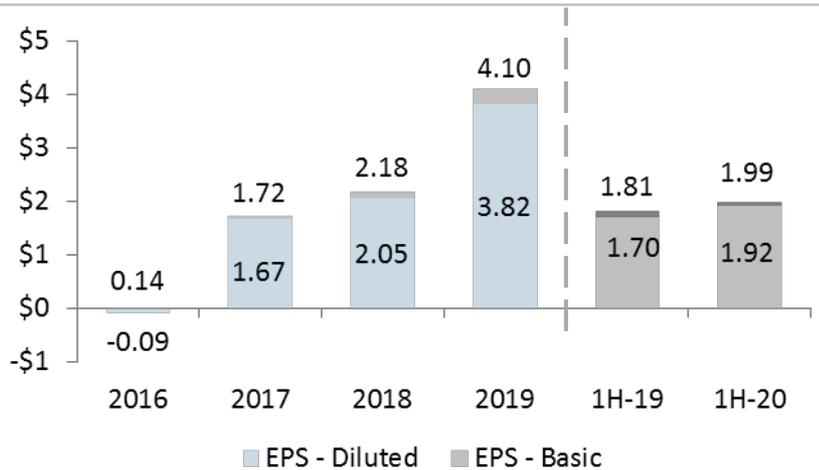
Net Income (\$M)



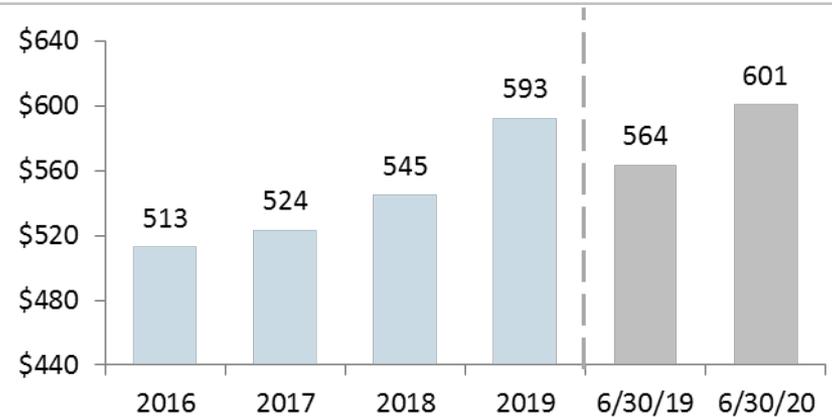
Return on Equity (%)



Earnings per Share (\$)



Shareholders' Equity



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

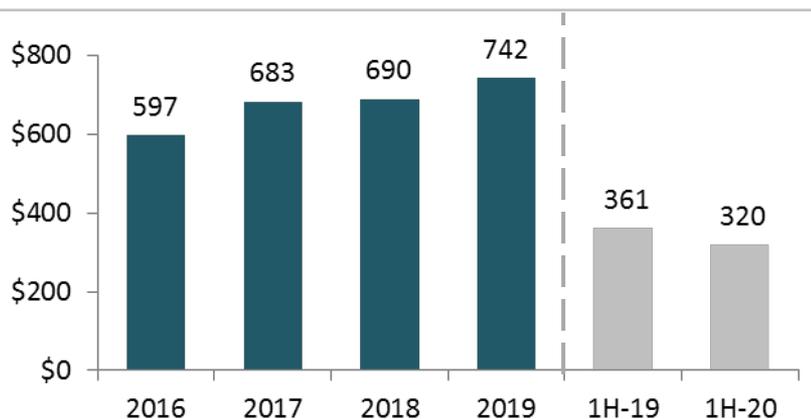
ADVISORY SERVICES

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

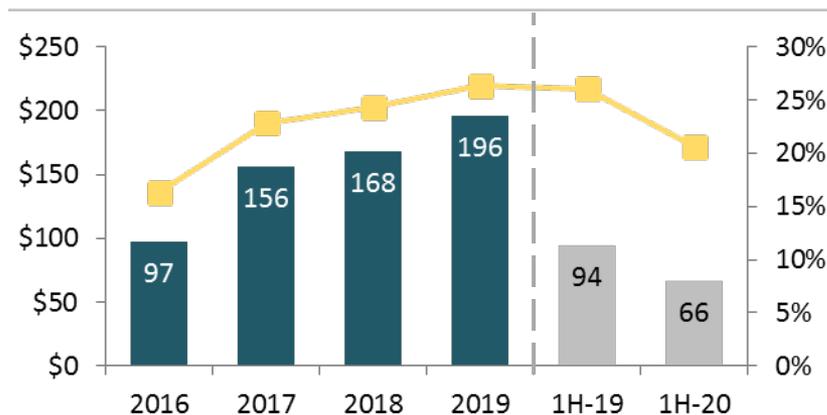
ALTERNATIVE INVESTMENTS

- 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

1,029

Financial Advisors

At 6/30/20

\$89.7B

Assets under Administration

At 6/30/20

\$32.7B

Assets under Management

At 6/30/20

\$329million

Net Positive Client Asset Inflows

2Q-20

* 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)

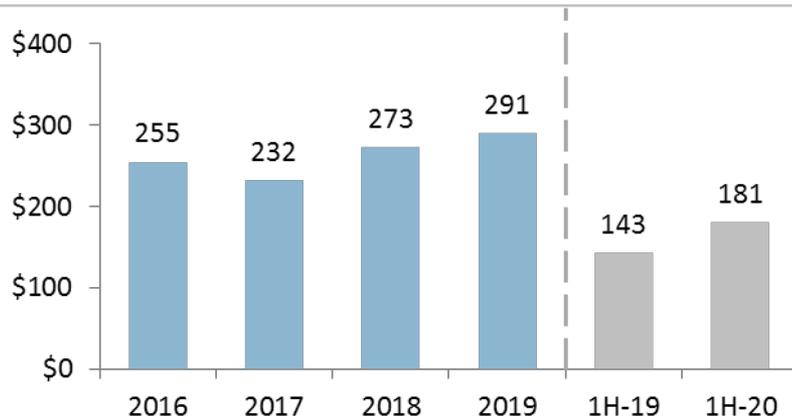
INVESTMENT BANKING

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

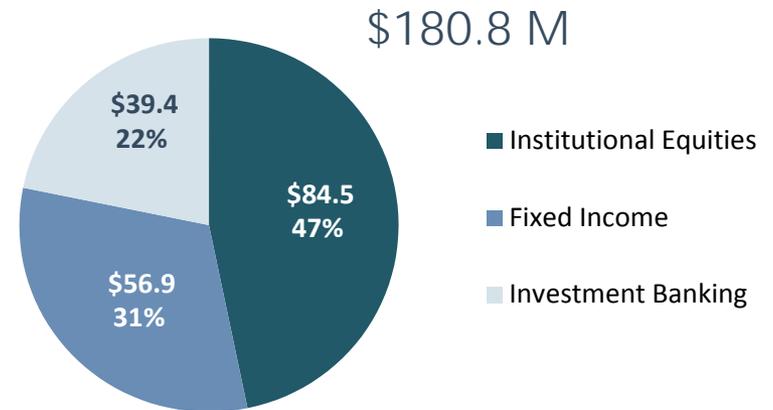
FIXED INCOME

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

Capital Markets Revenue (\$M)



Capital Markets Revenue Breakdown 1H-20



Investment Banking Focus Industries



SELECT 2Q-20 INVESTMENT BANKING TRANSACTIONS

\$150,000,000



*Financial Institutions
Convertible Senior Notes
Sole Bookrunner*

June 2020

\$600,000,000



*Debt Capital Markets
Sovereign Bond Issuance for the
Republic of Honduras
Joint Lead Manager & Bookrunner*

June 2020

\$48,300,000



*Consumer
Follow-On
Sole Bookrunner*

June 2020

\$800,000,000



*Consumer
Initial Public Offering
Co-Manager*

June 2020

\$81,000,000



*Financial Institutions
Initial Public Offering
Joint Bookrunner*

June 2020

\$73,900,000



*Healthcare
Convertible Senior Notes
Sole Advisor*

June 2020

\$130,281,658



*Technology
Follow-On
Joint Bookrunner*

May 2020

\$200,000,000



*Technology
Initial Public Offering
Joint Bookrunner*

May 2020

\$287,500,000



*Healthcare
Convertible Senior Notes
Co-Manager*

May 2020

\$575,000,000



*Technology
Convertible Senior Notes
Co-Manager*

May 2020

\$57,500,000



*Healthcare
Confidentially Marketed Public
Offering
Joint Bookrunner*

April 2020

\$36,225,000



*Healthcare
Confidentially Marketed Public
Offering
Lead Bookrunner*

April 2020

CAPITAL STRUCTURE

Conservative risk profile with strong balance sheet

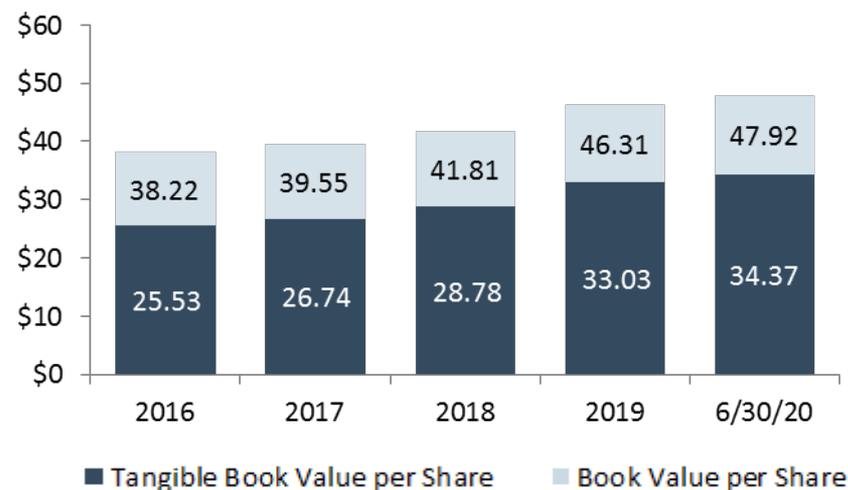
As of June 30, 2020 (\$ in thousands)	
Total Assets:	\$2,364,317
Shareholders' Equity:	\$601,137
Long-Term Debt:	\$148,600
Total Capitalization:	\$749,737
Debt to Equity Ratio: 24.7%	
Gross Leverage Ratio ⁽¹⁾ :	3.9x
Broker-Dealer Regulatory Capital (\$ in thousands)	
Regulatory Net Capital:	\$251,309
Regulatory Excess Net Capital:	\$228,283

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

Liquidity & Capital

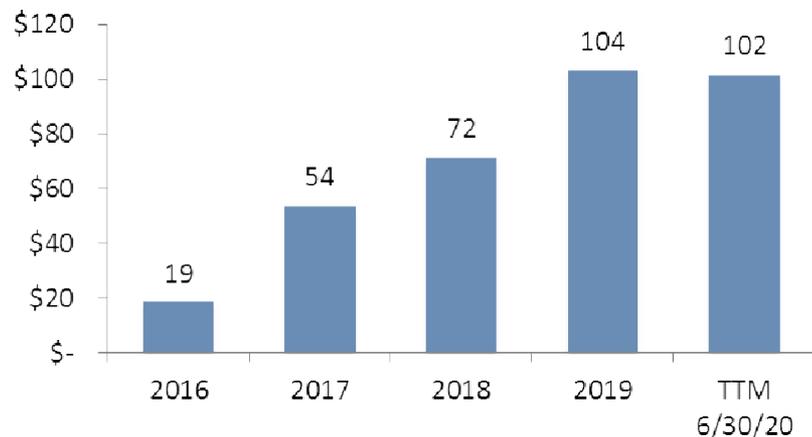
- Our balance sheet, capital levels, and liquidity remain strong during these unprecedented times
- Book value and tangible book value per share reached record levels at June 30, 2020
- The Company bought back a total of 191,044 shares of its Class A Non-Voting Common Stock for \$3.8 million (average price of \$20.06 per share) during the 2Q-20
- Level 3 assets, primarily comprised of auction rate securities, were \$29.6 million as of June 30, 2020
- The Company's broker-dealer regulatory net capital was near all-time highs as of June 30, 2020

Book & Tangible Book Value per Share (\$)

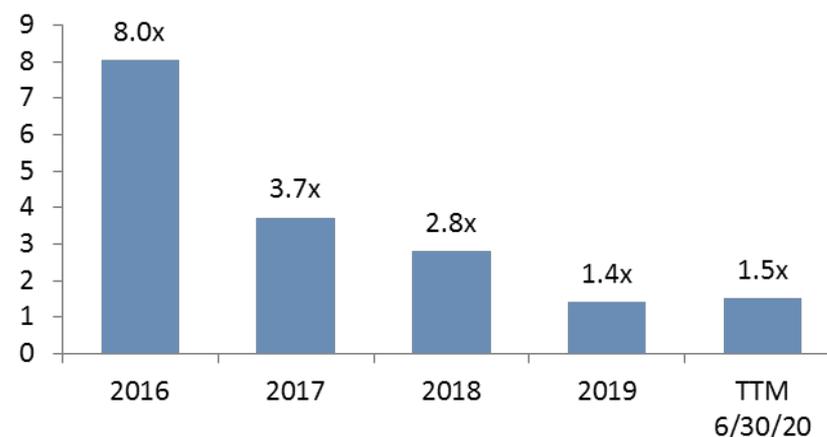


HISTORICAL FINANCIAL RATIOS

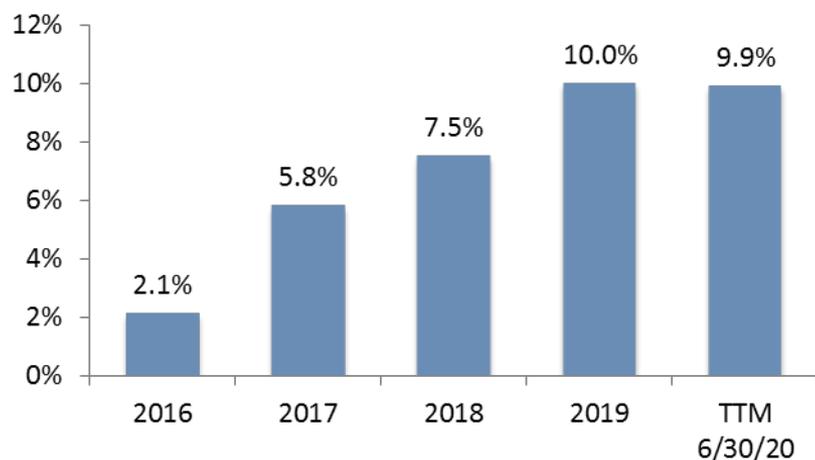
Consolidated Adjusted EBITDA (\$M)



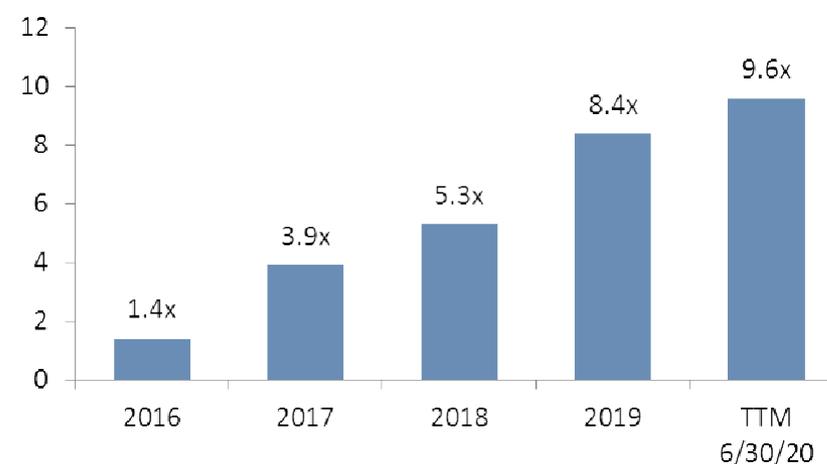
Long-Term Debt to Consolidated Adjusted EBITDA (x)



Consolidated Adjusted EBITDA Margin (%)



Interest Coverage (x)





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