



# Oppenheimer Holdings Inc.

First Quarter 2022 Investor Update



## Safe Harbor Statement

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, 2021 filed with the SEC on February 28, 2022 (the “2021 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 March 31, 2022 filed with the SEC on April 29, 2022 (“2022 10-Q1”). Any forward-looking statements herein are qualified in their entirety by reference to all such factors discussed in the 2021 10-K, the 2022 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.

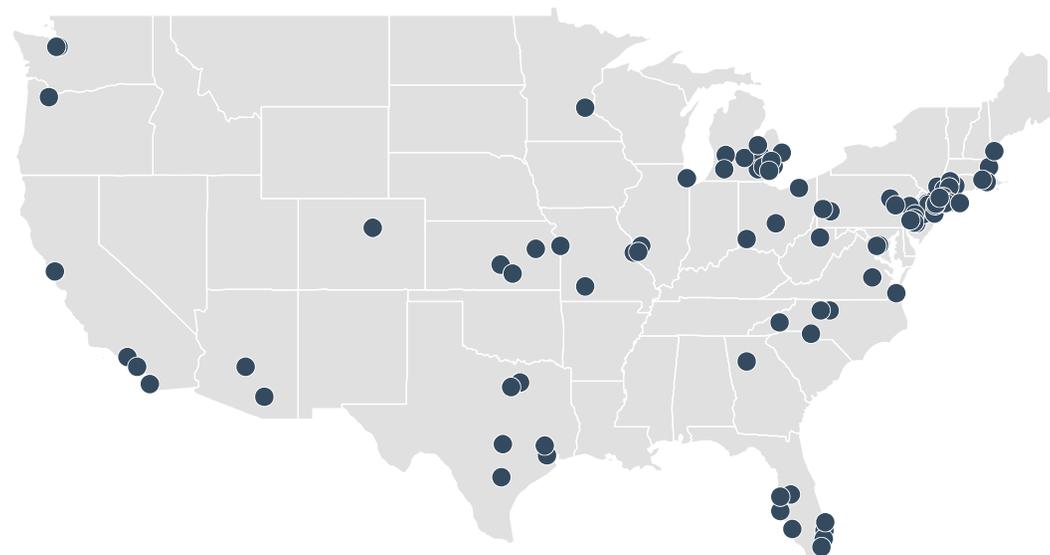
Oppenheimer Snapshot (as of 3/31/22)	
Listed NYSE Ticker:	OPY
Stockholders' Equity (\$M):	\$814.4
Market Cap (\$M):	\$541.3
Book Value per Share:	\$66.45
Tangible Book Value per Share: <sup>(1)</sup>	\$52.58
Share Price:	\$43.58
1Q-22 Earnings per Share (Basic):	\$0.75
1Q-22 Earnings per Share (Diluted):	\$0.69
P/E Ratio (TTM):	4.24
Dividend Yield (TTM): <sup>(2)</sup>	3.67%
Employees:	2,896
# of Financial Advisors:	993
Retail Branches in the US:	93
Client Assets under Administration (\$B):	\$117.2
Assets Under Management (\$B):	\$42.7

**\$266.0** million

Revenue in 1Q-22

**\$9.3** million

Net Income in 1Q-22



Europe

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



Middle East

- Tel Aviv, Israel



Asia

- Hong Kong, China

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

(2) Includes special dividend of \$1.00 per share paid on December 31, 2021 to holders of Class A non-voting and Class B voting common stock.

# Summary Operating Results: 1Q-22 (Unaudited)



(\$000's)

For the 3-Months Ended

REVENUE	03/31/22	03/31/21	% Change
Commissions	\$ 98,321	\$ 113,471	-13.4%
Advisory fees	115,766	104,496	10.8%
Investment banking	38,470	124,501	-69.1%
Bank deposit sweep income	4,354	4,008	8.6%
Interest	9,517	8,666	9.8%
Principal transactions, net	2,364	10,865	-78.2%
Other	(2,764)	7,275	*
<b>Total Revenue</b>	<b>266,028</b>	<b>373,282</b>	<b>-28.7%</b>
<b>EXPENSES</b>			
Compensation and related expenses	186,031	255,601	-27.2%
Non-Compensation related expenses	65,784	65,554	0.4%
<b>Total Expenses</b>	<b>251,815</b>	<b>321,155</b>	<b>-21.6%</b>
Pre-tax Income	14,213	52,127	-72.7%
<b>Net income</b>	<b>\$ 9,292</b>	<b>\$ 38,658</b>	<b>-76.0%</b>
<b>Earnings per share (Basic)</b>	<b>\$ 0.75</b>	<b>\$ 3.07</b>	<b>-75.6%</b>
<b>Earnings per share (Diluted)</b>	<b>\$ 0.69</b>	<b>\$ 2.91</b>	<b>-76.3%</b>

## Highlights

Reduced 1Q-22 gross revenue, net income, and earnings per share reflected a significant decline in industry-wide activity, and lower net revenues in underwriting, trading and M&A fees

Advisory fees increased from the same period last year due to near record assets under management

Compensation expense as a percentage of revenue was higher at **69.9%** during the 1Q-22 vs. **68.5%** in the same period last year

The effective tax rate for the 1Q-22 period was **31.2%** compared with **25.8%** for the prior year period

Client assets under administration and under management were both at near record levels at March 31, 2022 and up from the same point in 2021

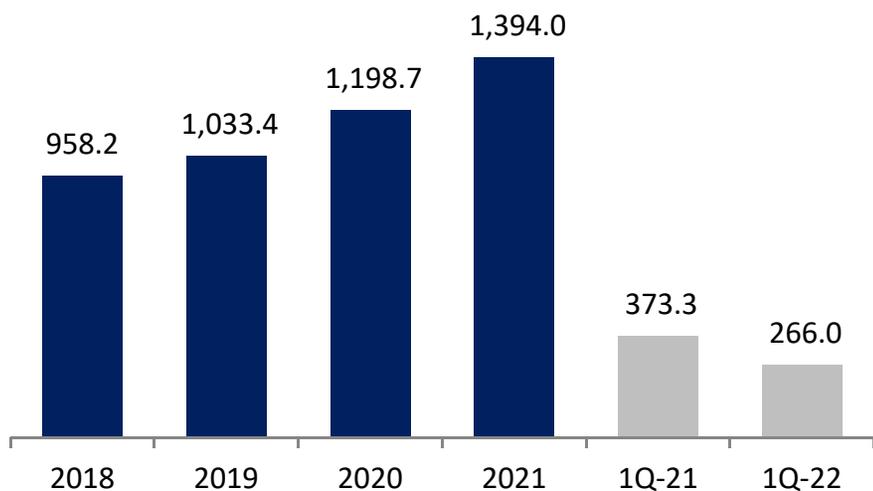
Book value and tangible book value per share reached record levels at March 31, 2022

\* Percentage change not meaningful.

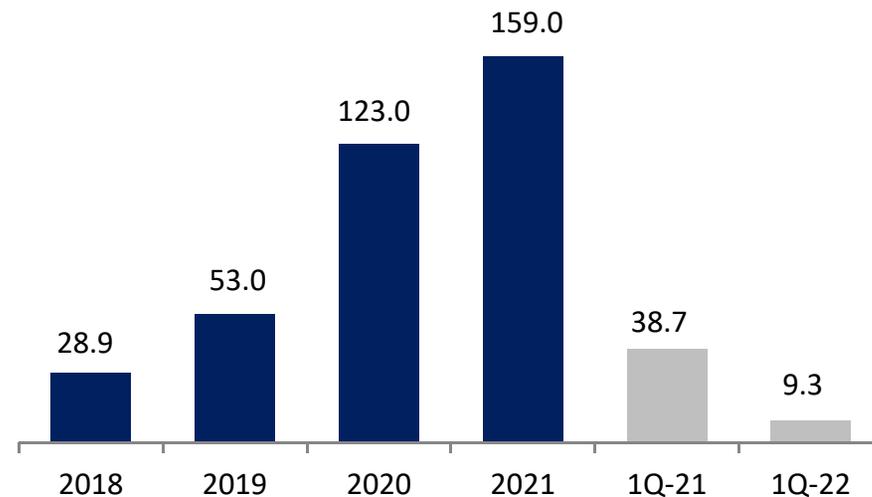
# Select Financial Measures



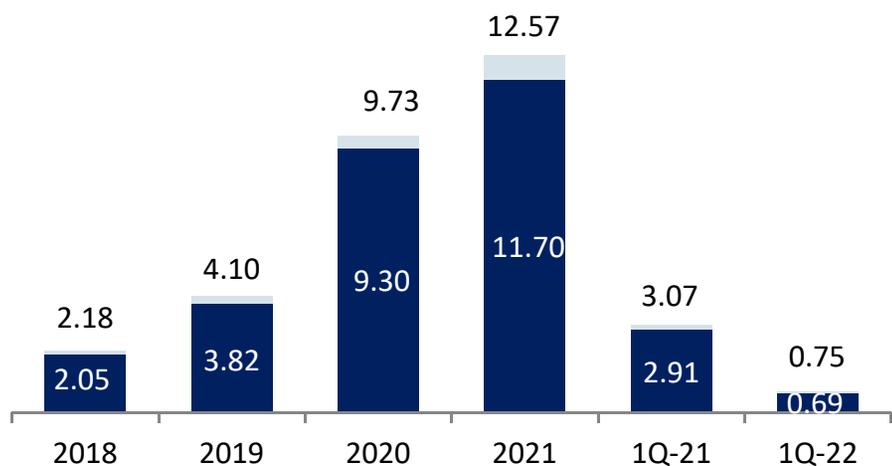
### Revenue (\$M)



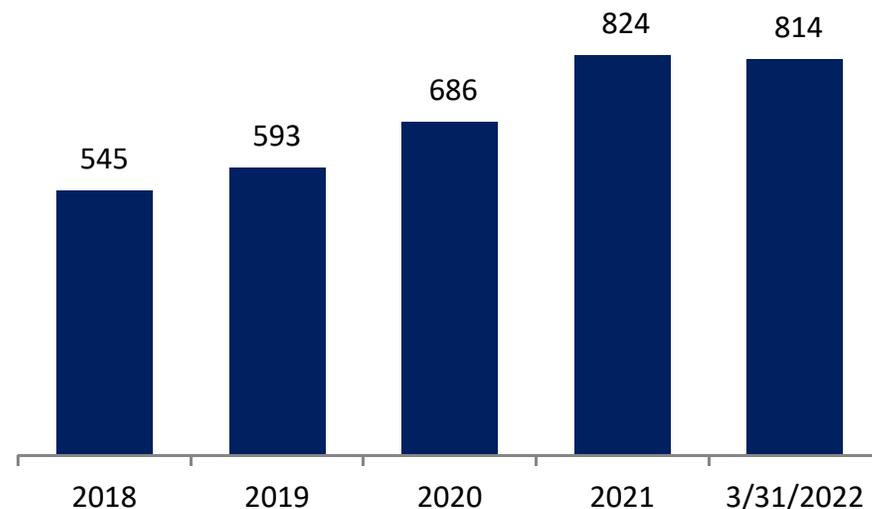
### Net Income (\$M)



### Earnings per Share (\$)



### Stockholders' Equity (\$M)

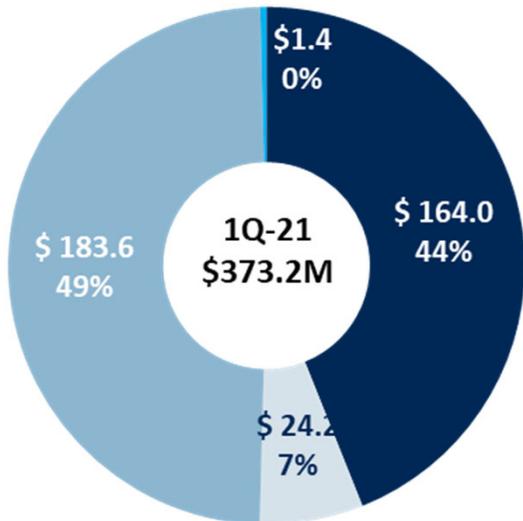
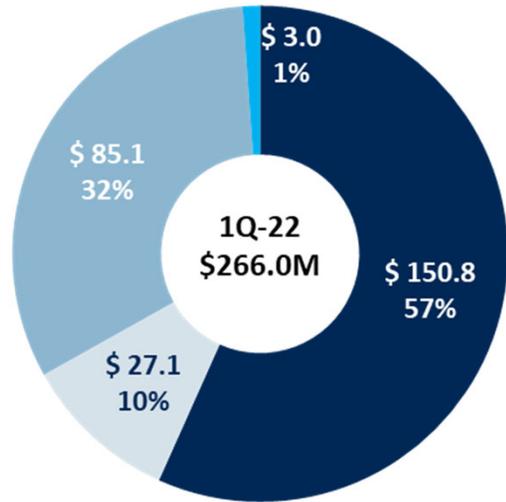


■ EPS - Diluted    ■ EPS - Basic

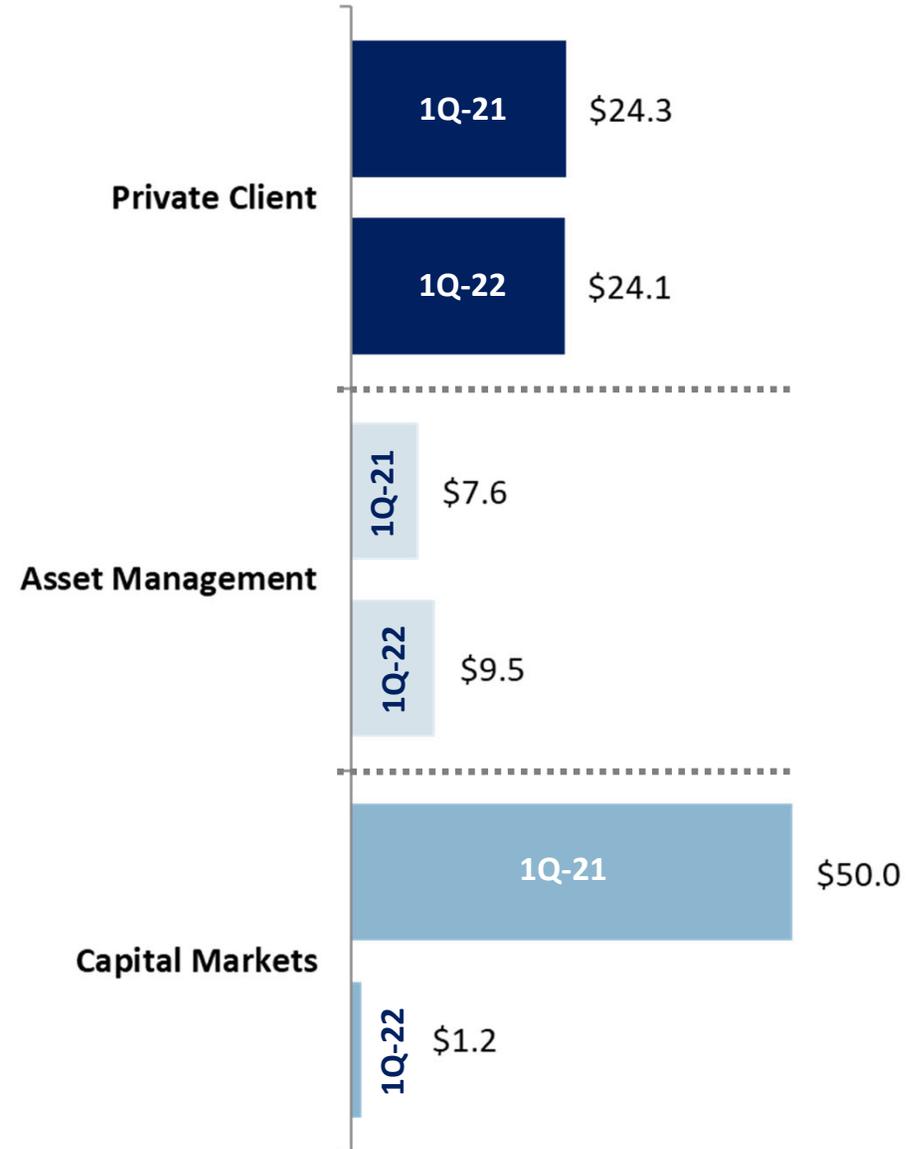
# Segment Revenue Breakdown 1Q-22 vs. 1Q-21

Revenue Breakdown by Segment (\$M)

■ Private Client ■ Asset Management ■ Capital Markets ■ Corporate/Other



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



# 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

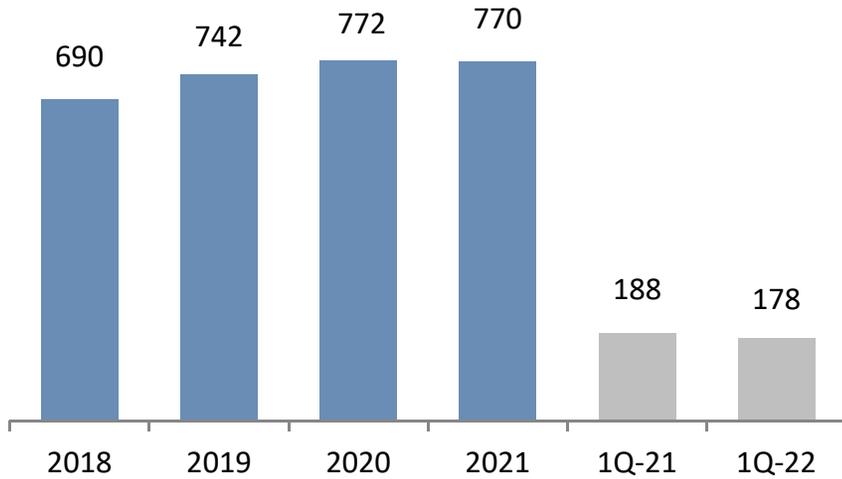
## Advisory Services

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

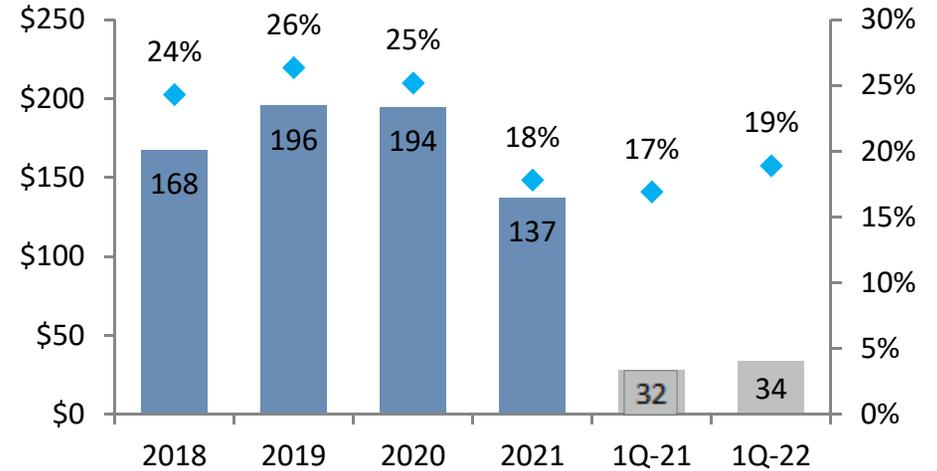
## Retail Investments

- 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)



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



**993**

Financial Advisors  
At 3/31/22

**\$117.2B**

Assets under Administration  
At 3/31/22

**\$42.7B**

Assets under Management  
At 3/31/22

**\$0.06B**

Net Positive Client Asset Inflows  
In 1Q-22

**↑11%**

Advisory Fees  
1Q-22 vs. 1Q-21

\* 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

## Institutional Equities

- 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

**\$1.2M**

Pre-Tax Income

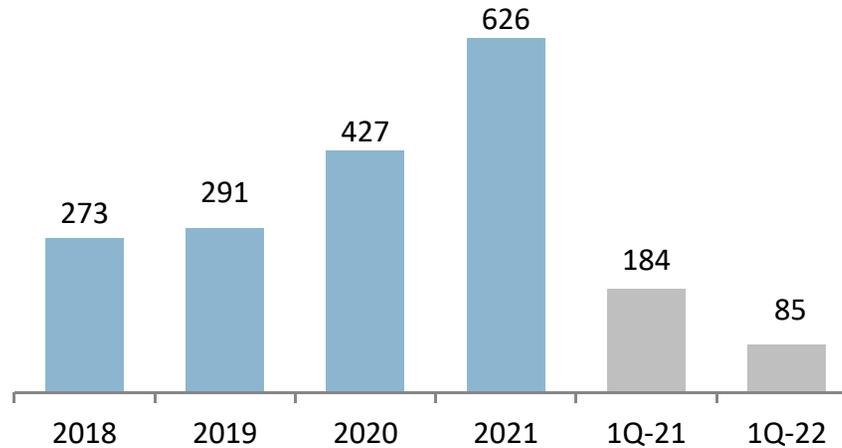
1Q-22

**1.4%**

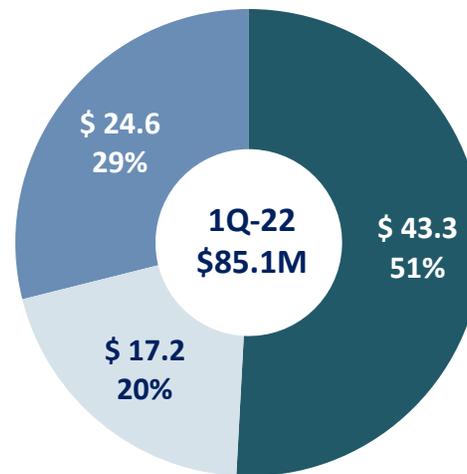
Profit Margin

1Q-22

Capital Markets Revenue (\$M)



Capital Markets Revenue Breakdown 1Q-22



■ Institutional Equities   ■ Fixed Income   ■ Investment Banking

## Investment Banking Focus Industries



# Capital Structure

Conservative risk profile with strong balance sheet

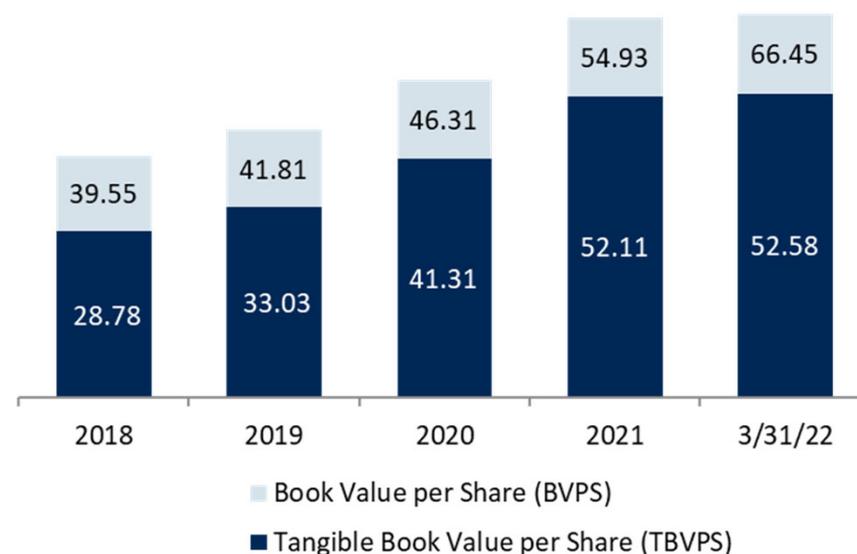
As of March 31, 2022 (\$ in thousands)	
Total Assets:	\$3,019,457
Stockholders' Equity:	\$814,391
Long-Term Debt:	\$125,000
Total Capitalization:	\$939,391
<b>Debt to Equity Ratio: 15.3%</b>	
<b>Gross Leverage Ratio<sup>(1)</sup>: 3.7x</b>	
Broker-Dealer Regulatory Capital (\$ in thousands)	
Regulatory Net Capital:	\$440,382
Regulatory Excess Net Capital:	\$411,407

(1) Total Assets divided by Stockholders' Equity.

## Liquidity & Capital

- Stockholders' equity of \$814.4 million as of March 31, 2022
- Book value (\$66.45) and tangible book value (\$52.58) per share reached record levels at March 31, 2022
- The Board of Directors announced a quarterly dividend in the amount of \$0.15 per share payable on May 27, 2022 to holders of Class A non-voting and Class B voting common stock of record on May 13, 2022
- Level 3 assets, comprised of auction rate securities, were \$31.8 million as of March 31, 2022

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



# Select 1Q-22 Investment Banking Transactions

Undisclosed



Consumer  
Sell-Side M&A  
Exclusive Financial Advisor  
March 2022

\$14,800,000



Healthcare  
Confidentially Marketed  
Follow-On Offering  
Sole Bookrunner  
March 2022

Undisclosed



Strategic minority stake sale to  
Financial Institutions  
Exclusive Financial Advisor  
March 2022

\$79,350,000



Healthcare  
IPO  
Lead Manager  
March 2022

\$385,000,000



Consumer  
Business Combination  
Exclusive Financial Advisor  
February 2022

\$316,250,000



Technology  
IPO  
Sole Underwriter  
February 2022

\$15,000,000



Healthcare  
Follow-On Offering & Uplisting  
Sole Bookrunner  
February 2022

Undisclosed



Financial Institutions  
Valuation of Portfolio Companies  
Exclusive Financial Advisor  
February 2022

\$212,653,008



Healthcare  
IPO  
Lead Manager  
January 2022

\$4,640,000,000



Technology  
SPAC Business Combination  
Capital Markets Advisor  
January 2022

\$155,250,000



Healthcare  
Follow-On Offering  
Lead Manager  
January 2022

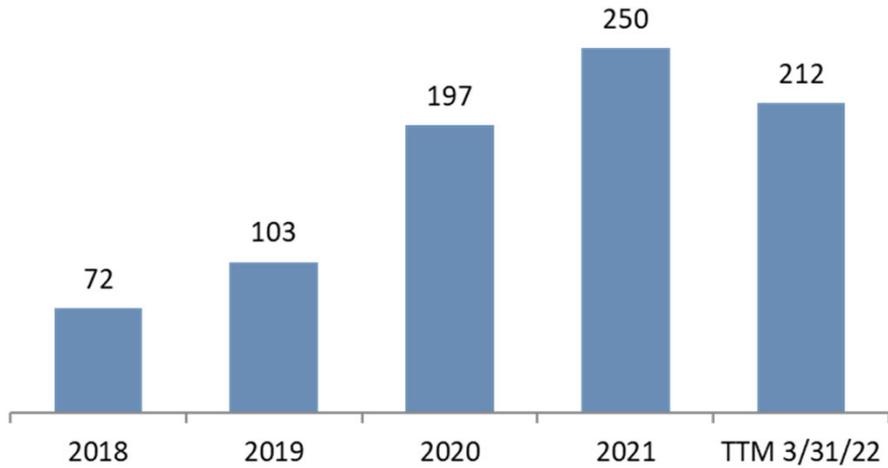
\$239,680,000



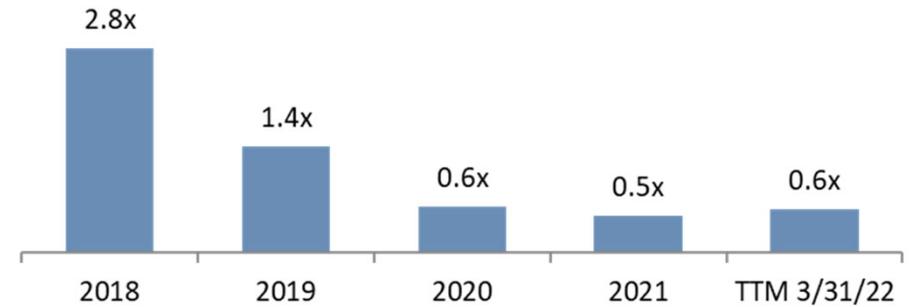
Financial Institutions  
Follow-On Offering  
Co-Manager  
January 2022

# Historical Financial Ratios

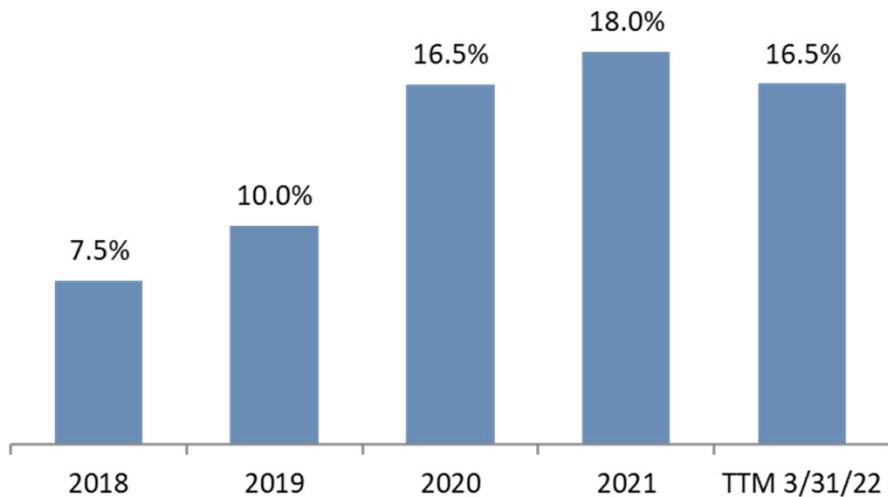
### Consolidated Adjusted EBITDA (\$M)



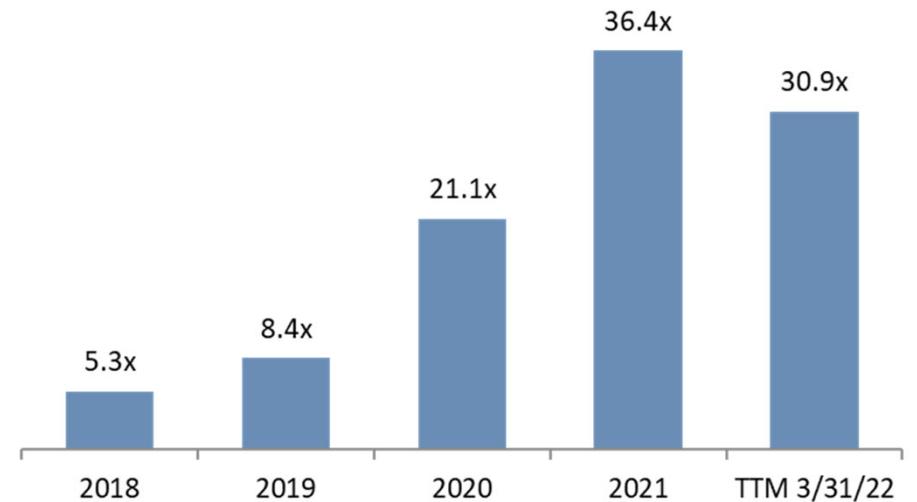
### Long-Term Debt to Consolidated Adjusted EBITDA (x)



### Consolidated Adjusted EBITDA Margin (%)



### Interest Coverage (x)





For more information contact Investor Relations at [info@opco.com](mailto:info@opco.com)