

## Firm overview

### We are a leading investment bank and institutional securities firm.

At Piper Sandler, we help clients Realize the Power of Partnership®. Through a distinct combination of candid counsel, focused expertise and empowered employees, we deliver insight and impact to each and every relationship. We transcend transactions to define possibilities—enabling clients to achieve their short-term goals while realizing their long-term vision.

**Year Founded:** 1895

**NYSE:** PIPR

**Headquarters:** Minneapolis, MN

**CEO:** Chad Abraham

**President:** Deb Schoneman

**Employees:** 1,500+

**Offices:** 60+

### INVESTMENT BANKING

Our investment banking group partners with corporate clients and financial sponsors to provide advisory and financing services related to mergers and acquisitions, equity and debt capital markets, private placements, restructuring & special situations and corporate & venture services.

We offer in-depth knowledge and industry relationships in our core sectors:

- Agriculture, clean tech & renewables
- Consumer
- Diversified industrials & services
- Energy
- Financial services
- Healthcare
- Technology

### EQUITY SALES & TRADING

In equities, our sales & trading teams facilitate public offerings in our core sectors and dedicate firm capital to ensure the highest aftermarket support. We are a market maker and/or transact in over 7,500 securities, offering traditional, algorithmic and program trading approaches.

#### Equity Research

Piper Sandler research analysts are regularly recognized by *The Wall Street Journal* “Best on the Street” surveys, Greenwich Associates’ *Institutional Investor* surveys and Thomson Reuters’ Starmine Awards. Our 50+ senior analysts produce industry-leading, deep-sector research on more than 850+ small-, mid- and large-cap companies. Our investor conferences and roadshows provide access to management teams from leading companies.

### PUBLIC FINANCE

Our public finance group provides underwriting and financial advisory services to state & local governments and not-for-profit entities. Supported by a broad national platform, our expert teams leverage localized knowledge to facilitate the issuance of taxable and tax-exempt debt across a range of sectors:

- State & local government
- Charter schools
- Cultural & social service nonprofits
- Healthcare
- Higher education
- Hospitality
- Project finance
- K-12 school districts
- Senior living
- Transportation

#### Direct Placements

Through our traditional and non-traditional lending relationships, Piper Sandler partners with clients to secure a diverse range of loan opportunities. Our placement team has completed more than 1,100 transactions with a par amount in excess of \$14 billion across a variety of sectors.

### FIXED INCOME SALES & TRADING

Our fixed income sales and trading team provides the full array of taxable and tax-exempt investment solutions with multi product trading desks across a 50-state distribution network. Clients gain access to a diverse range of expertise and product knowledge from the Piper Sandler national team of 150+ sales and trading professionals.

### Strategic Analytics Group

Our strategic analytics group provides investment recommendations and in-depth regulatory guidance, as well as portfolio review, balance sheet analysis and pre-trade reporting. Clients gain access to the group’s proprietary publications, market outlooks, macroeconomic forecasts and webcasts.

### PRIVATE EQUITY STRATEGIES

Our alternative asset management teams offer an array of investment products.

#### Merchant Banking

Operating as the private equity arm of the firm, our merchant banking group invests in private companies within the firm’s areas of industry expertise. Merchant Banking Fund I and Fund II portfolio companies are typically commercial-stage businesses with a liquidity horizon of less than five years.

### Simmons Energy | A Division of Piper Sandler

The Simmons Parallel Energy Fund and Simmons Private Equity Fund II are private equity co-investment funds invested predominately in European-based energy businesses, including oilfield services and technology.

## OUR MISSION

We connect capital with opportunity to create value and build a better future

## GUIDING PRINCIPLES

We create and implement superior financial solutions for our clients. Serving clients is our fundamental purpose.

We earn our clients' trust by delivering the best guidance and service.

Great people working together as a team are our competitive advantage.

As we serve, we are committed to these core values:

- Always place our clients' interests first
- Conduct ourselves with integrity and treat others with respect
- Work in partnership with our clients and each other
- Attract, retain and develop a diverse group of the best people in a high-quality, inclusive environment
- Contribute our talents and resources to serve the communities in which we live and work

## COMMUNITY LEADERSHIP

Since our inception, we've kept our company solidly rooted in our time-tested core values of leadership and partnership. We are committed to contributing to the communities in which we live and work through the Piper Sandler foundation as well as corporate giving, sponsorships and volunteerism.

## AWARDS AND RECOGNITION

- *2020 Women on Boards* - "W" Award for female board representation (2011-2019)
- *Business Journal* - Most Admired CEOs - Andrew Duff, Former CEO (2017)
- *Forbes* - 50 Most Trustworthy Financial Companies (2015, 2017)
- *Mergers & Acquisitions Journal* - Investment Bank of the Year (2014)
- *Daily Worth* - Top 25 Companies for Women (2014)
- *Business Journal* - CFO of the Year (2014)
- *Global Finance* - World's Best Healthcare Investment Bank (2012, 2013)