Investor Presentation

November 2023

PIPER | SANDLER

Piper Sandler Investor Presentation Disclosures

Cautionary notice regarding forward-looking statements and non-GAAP financial measures

This presentation contains forward-looking statements. Statements that are not historical or current facts, including statements about beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties, and important factors could cause actual results to differ materially from those anticipated, including those factors identified in the document entitled “Risk Factors” in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2022 and updated in our subsequent reports filed with the SEC. These reports are available at our Website at www.pipersandler.com and at the SEC Website at www.sec.gov. Forward-looking statements speak only as of the date they are made, and Piper Sandler undertakes no obligation to update them in light of new information or future events.

This presentation also contains financial measures that are not prepared in accordance with U.S. generally accepted accounting principles (“GAAP”). Management believes that presenting results and measures on an adjusted basis alongside U.S. GAAP measures provides the most meaningful basis for comparison of its operating results across periods and enhances the overall understanding of our current financial performance by excluding certain items that may not be indicative of our core operating results. The non-GAAP financial measures should be considered in addition to, not as a substitute for, measures of financial performance prepared in accordance with U.S. GAAP. A reconciliation of each non-GAAP financial measure to the corresponding U.S. GAAP measure is available in Section 3 of this presentation.

Piper Jaffray and Sandler O’Neill merged on January 3, 2020 to become Piper Sandler Companies

Financial measures for periods ending on or prior to December 31, 2019 and presented herein, represent the results of Piper Jaffray Companies not including Sandler O’Neill. Financial results and measures beginning from the date of merger on January 3, 2020 include Sandler O’Neill.

About Piper Sandler Companies

Piper Sandler Companies (NYSE: PIPR) is a leading investment bank driven to help clients Realize the Power of Partnership®. Securities brokerage and investment banking services are offered in the U.S. through Piper Sandler & Co., member SIPC and NYSE; in Europe through Piper Sandler Ltd., authorized and regulated by the U.K. Financial Conduct Authority; and in Hong Kong through Piper Sandler Hong Kong Ltd., authorized and regulated by the Securities and Futures Commission. Alternative asset management and fixed income advisory services are offered through separately registered advisory affiliates.

For more information, please contact Tim Carter, chief financial officer at 612 303-5607 or investorrelations@psc.com

Contents

01

Value proposition and business highlights

A leading investment bank

We enable growth and success for our clients through deep sector expertise, candid advice and a differentiated, highly productive culture.

- Diversified firm with market leadership across businesses, deep expertise in focus sectors, and broad product capabilities
- One of the largest and broadest middle-market investment banks on the street with a reputation for client-first approach
- Top-ranked M&A advisor and represents one of the fastest growing platforms in the U.S.
- Book run, market-leading equity and debt underwriting franchises
- Scaled equity brokerage business and premier client destination that combines top-ranked research, trading, and capital markets capabilities
- Differentiated, advice-driven fixed income business
- Well capitalized and low leverage with meaningful capacity to generate free cash flow across cycles

Company Snapshot

- ✔ FOUNDED: 1895
- ✔ NYSE: PIPR
- ✔ OFFICES: 60+
- ✔ HEADCOUNT: 1,700

Note: Revenue amounts disclosed on this slide represents LTM 3Q 2023

1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

$1.3B

LTM 3Q 2023 ADJUSTED NET REVENUES[1]

INVESTMENT BANKING | $772M

- M&A advisory
- Equity and debt capital markets
- Debt advisory
- Restructuring advisory

PUBLIC FINANCE | $85M

- Municipal underwriting and advisory

EQUITY BROKERAGE | $211M

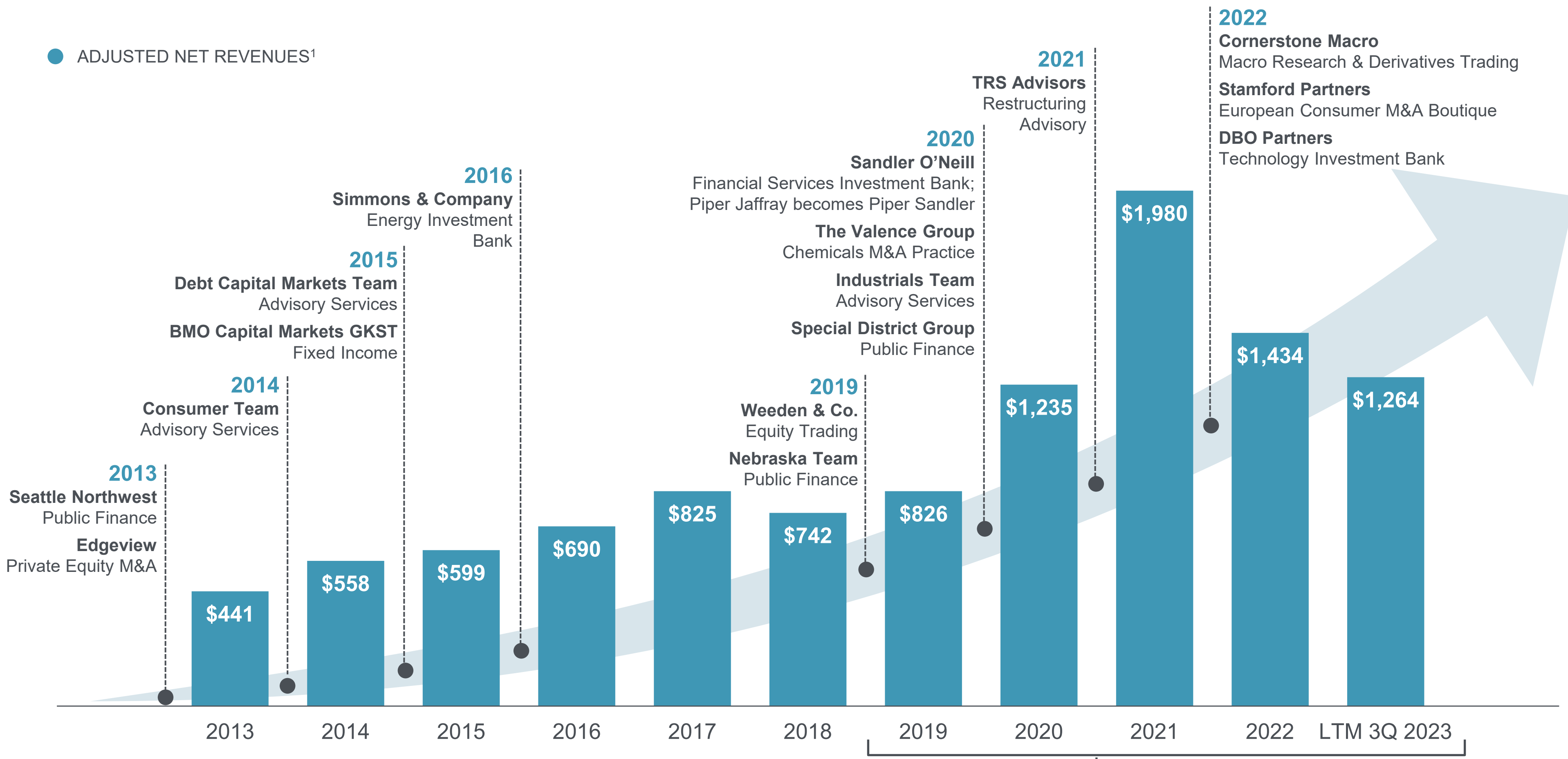
- Institutional sales and trading
- Equity and macro research

FIXED INCOME | $170M

- Municipal and taxable sales and trading
- Balance sheet strategy and analytics

Transforming our business through strategic investments

Building a stronger and more durable platform



Senior Hires (Last 5 Years)

2019
Public Finance
Colorado, Pennsylvania, Ohio

2021
Investment Banking
Pharma Services, Renewables & Clean Energy, Energy Services, Software, Internet Technology, Auto Aftermarket, Retail & Direct-to-Consumer, and Europe

2022
Investment Banking Restructuring, Transportation & Logistics, Mobility Technology, Insurance, Healthcare Services
Fixed Income
Credit Union Expansion

2023
Investment Banking
Healthcare Services, Real Estate, Asset & Wealth Management, Restructuring
Fixed Income
Non-Agency Structured Credit Build Out
Public Finance
Hospitality, Education

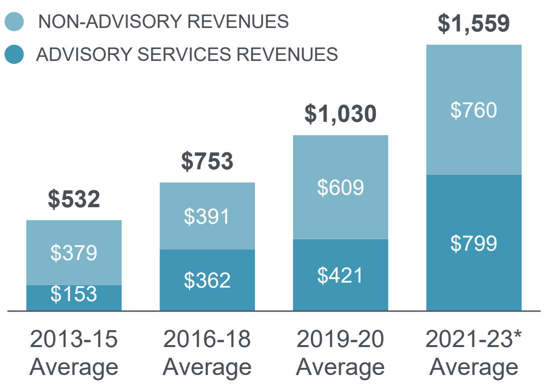
1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

Elevating the earnings power of our platform

Consistently Growing our Platform

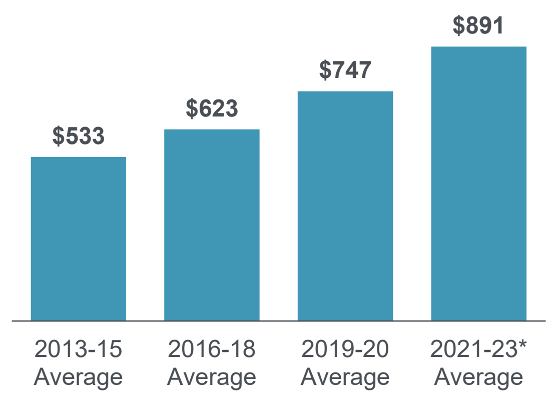
ADJUSTED NET REVENUES[1]

($ in millions)

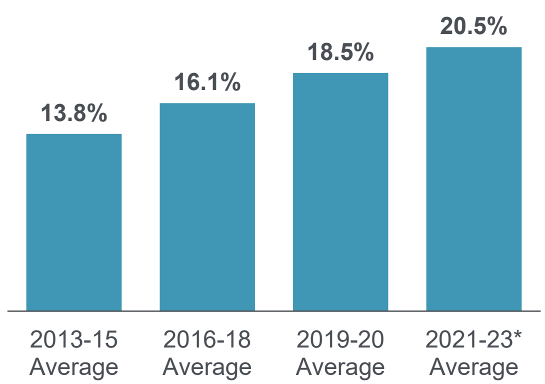


ADJUSTED NET REVENUES[1] PER EMPLOYEE

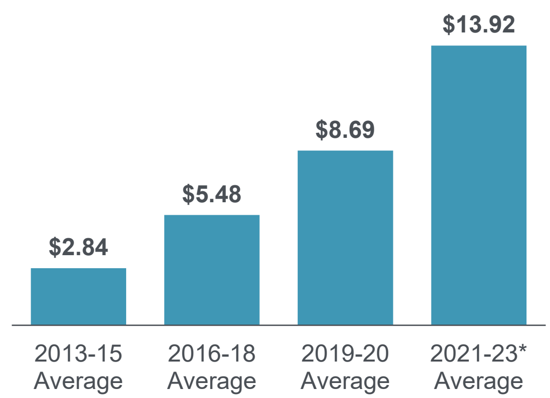
($ in thousands)



ADJUSTED OPERATING MARGIN[1]

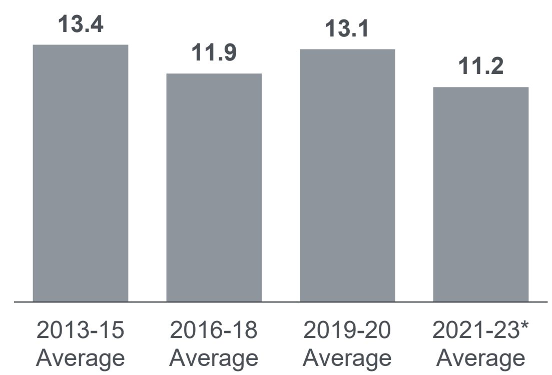


ADJUSTED DILUTED EPS[1]



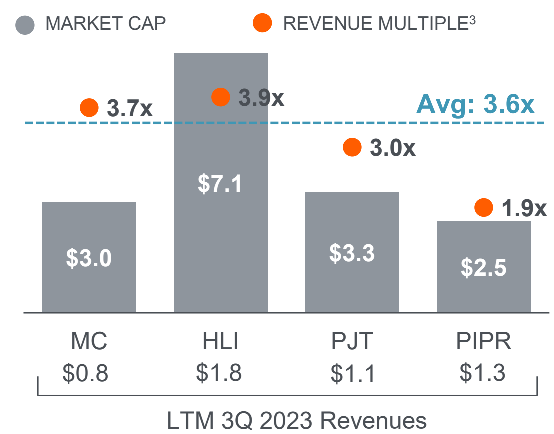
Compelling Valuation

NTM P/E MULTIPLE[2]



MARKET CAP & LTM REVENUE MULTIPLE

($ in billions)



* 2021-23 Average represents the average of FY 2021, FY 2022, and LTM 3Q 2023

1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

2) NTM P/E Multiple represents the median NTM P/E multiple for each calendar year, then averaged according to the year groupings. Source: Capital IQ.

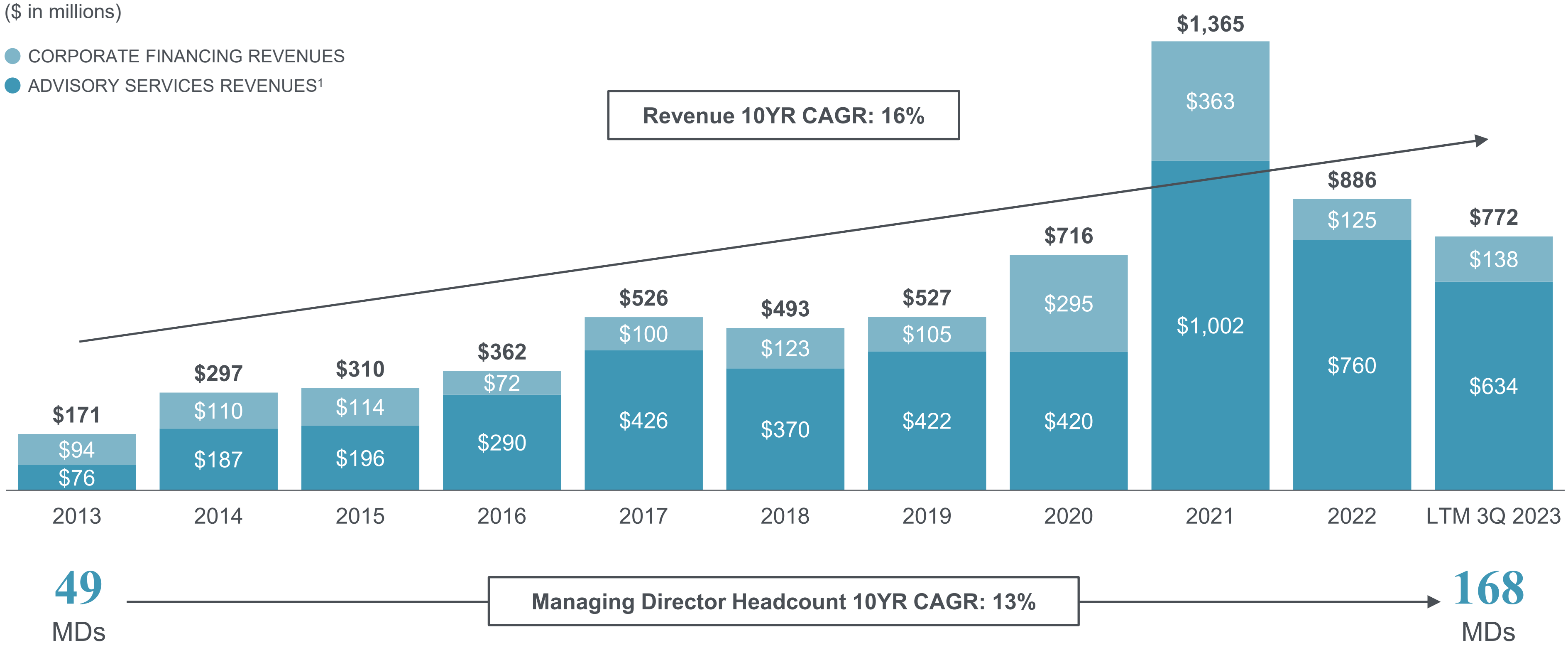
3) Revenue multiple represents market cap as of November 10, 2023 / LTM 3Q 2023 revenues, average multiple of 3.6x excludes PIPR. Source: Capital IQ.

Corporate investment banking

A decade of investing for growth

Revenues & Managing Director Headcount

($ in millions)



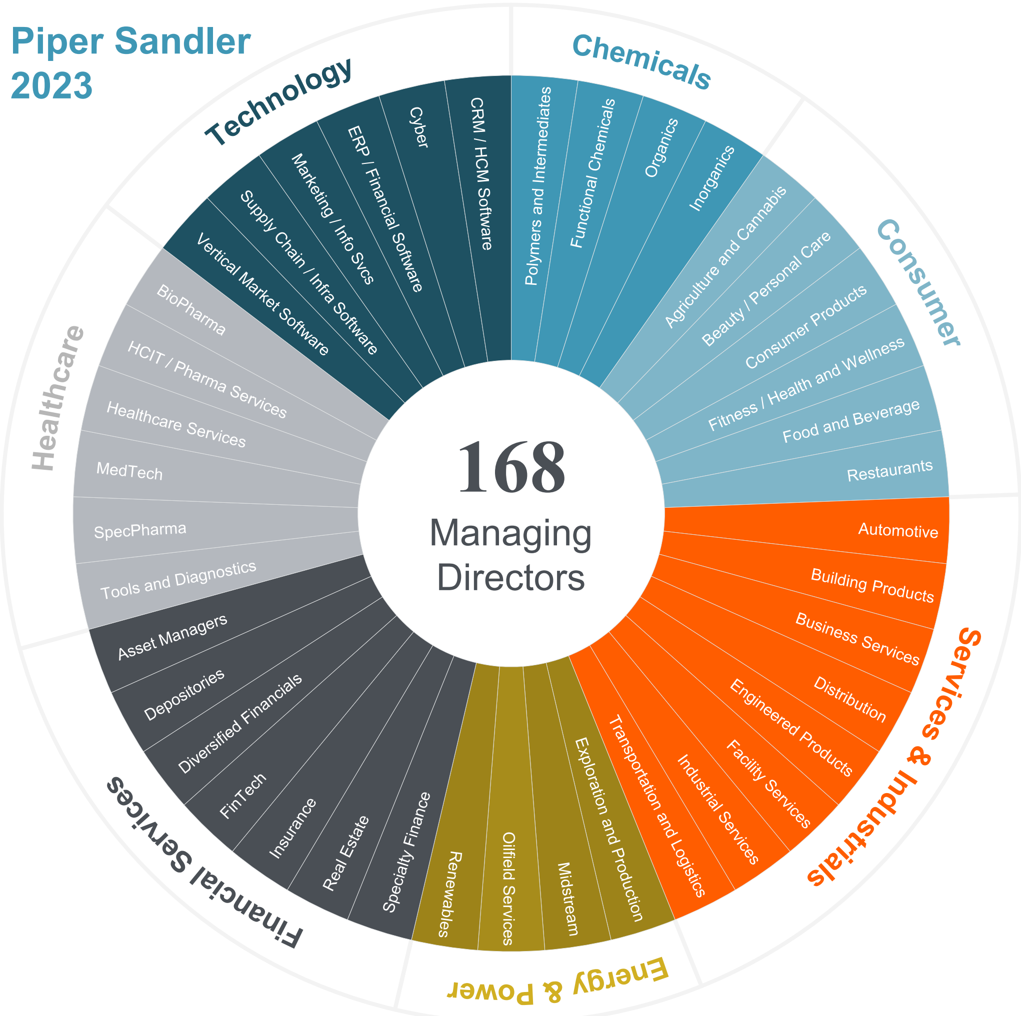
Market share gains → **Larger assignments / higher fees** → **MD growth through strategic hiring and internal development** → **Momentum with private equity** → **Accretive combinations**

1) Advisory services revenues exclude public finance advisory

Creating a scaled and diversified platform through organic and acquisitive growth

Piper Sandler 2013

Piper Sandler 2023



Since 2013

- Added sector and product expertise
- Grown revenues, productivity, and market share
- Acquired firms have contributed talented leadership to our senior management teams
- Multiple market-leading franchises in significant industry sectors provide resiliency across cycles

Note: Piper Sandler 2013 represents coverage and managing directors as of December 31, 2013; Piper Sandler 2023 represents coverage and managing directors as of September 30, 2023

Comprehensive suite of products and services

Providing the highest quality advice

M&A ADVISORY

- Top-ranked M&A advisor
- Industry-focused M&A
- Advised more than 1,078 M&A transactions worth more than $550 billion in the past 5 years[1]

EQUITY SECURITIES

- Leading underwriter of growth companies
- Leading aftermarket trading support
- Focused and dedicated research coverage

DEBT SECURITIES

- Product expertise across entire leveraged capital spectrum
- Leading market share in bank debt[2]

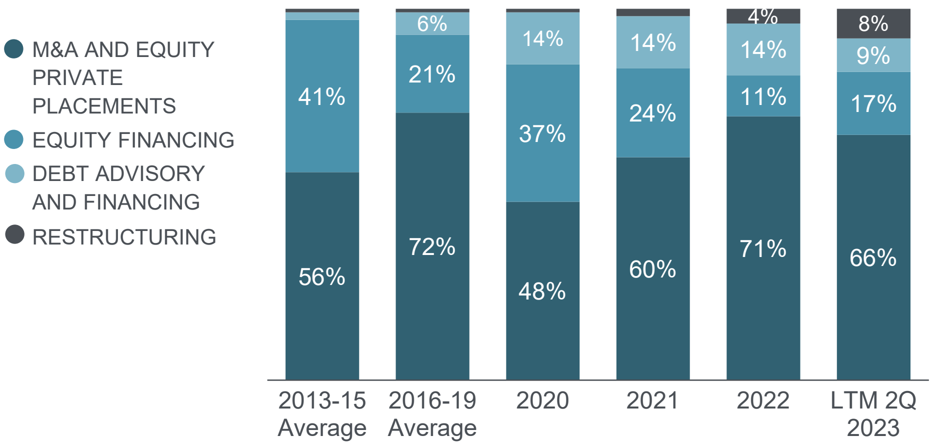
PRIVATE PLACEMENTS

- Leading industry expertise and products knowledge
- Extensive relationships with private equity and venture firms

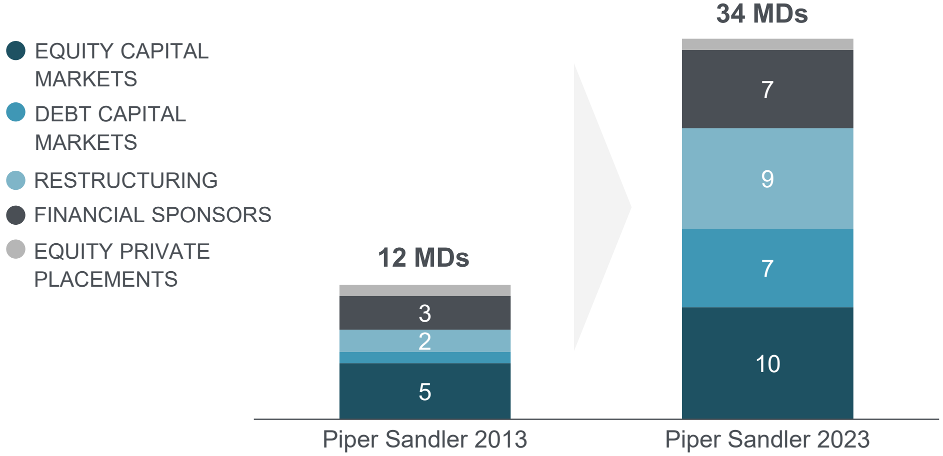
RESTRUCTURING AND SPECIAL SITUATIONS

- Advisor of recapitalization and balance sheet management for financial institutions
- Leading advisor to financially stressed businesses, creditor constituencies, investors
- Chapter 11, out-of-court workouts, sale of assets, reorganizations, exchange/tender offers, acquisitions

Corporate Investment Banking Revenue Mix by Product



Expanding our Product-Focused Managing Directors



Note: Piper Sandler 2013 is as of December 31, 2013; Piper Sandler 2023 is as of September 30, 2023

1) Completed M&A transactions from July 1, 2018 June 30, 2023; reflects combined data of Piper Sandler and its predecessors

2) Sources: S&P Global Market Intelligence, Bloomberg, Piper Sandler Syndicate Desk.

Best-in-class connectivity to private equity buyers

Leading Private Equity Advisory Practice

8
Dedicated sponsor coverage bankers

$247M
Revenues from sponsors[1]

600+
M&A transactions with sponsors as buyers or sellers L5Y

213
Financial sponsors hired Piper Sandler[1]

59
First-time sponsor clients[1]

750+
Leading financial sponsors covered globally

340+
Companies sold to financial sponsors L5Y

Most Active Investment Banks to U.S. Private Equity[2]

LTM 3Q 2023

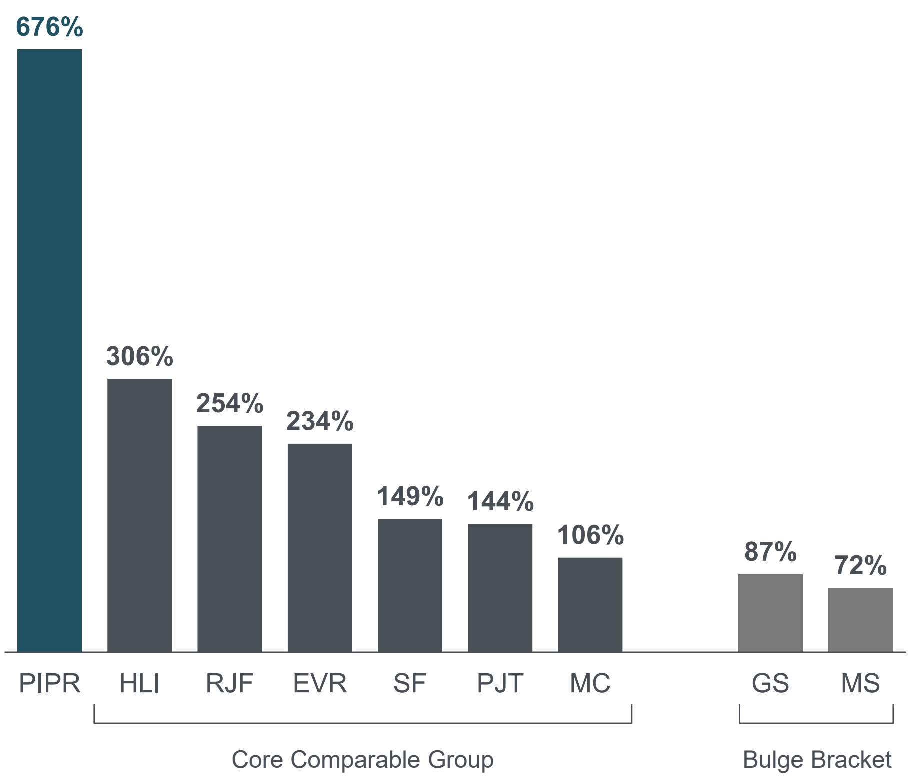
1	Houlihan Lokey	194
2	**Piper Sandler**	**161**
3	Jefferies	132
4	William Blair	120
5	Raymond James	113
6	Lincoln International	109
7	Evercore	104
8	Stifel	88

1) LTM 3Q 2023
2) Represents transactions closed in the U.S. by middle market banks on behalf of private equity groups. Source: Pitchbook.

Exceptional growth of advisory practice

Long-Term Growth in Advisory Revenues[1]

LTM 3Q 2023 vs. 2013



Advisory Revenues 3-Year CAGR[2]

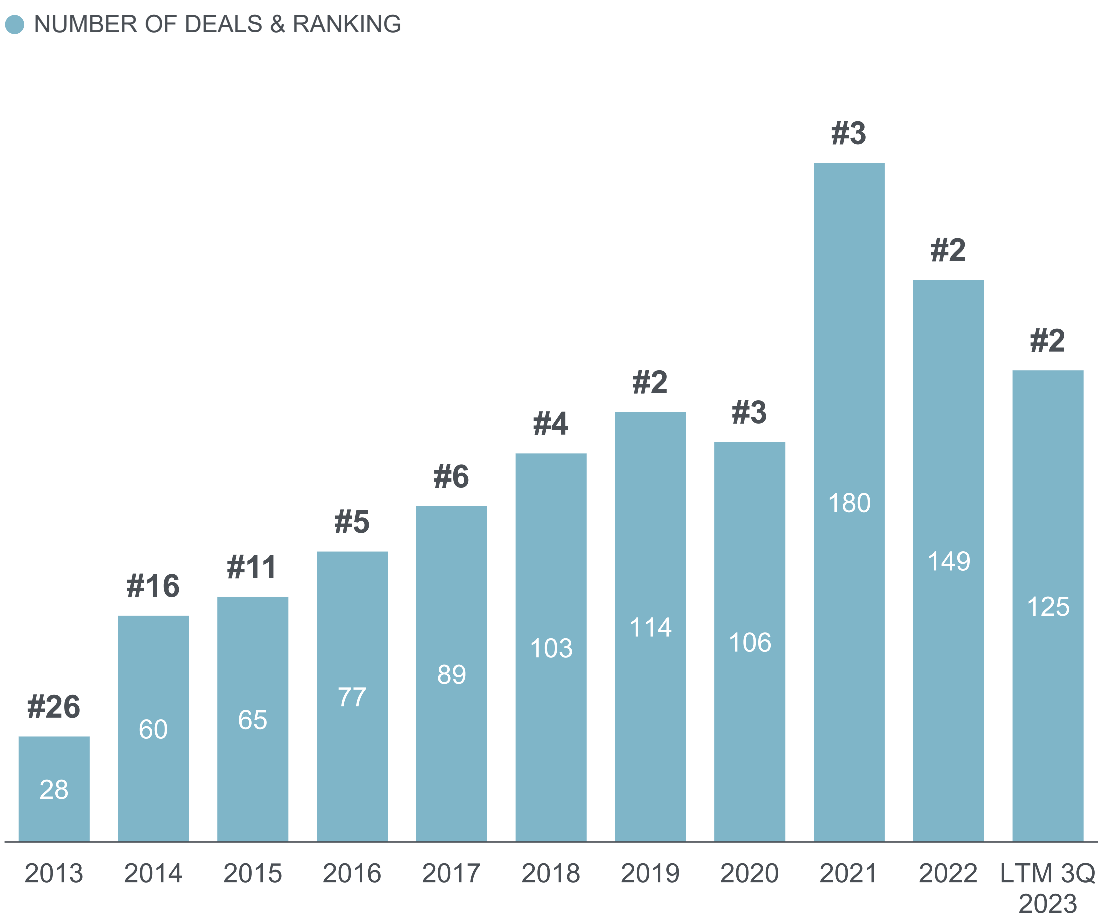
($ in millions)

	2020	2021	2022	LTM 3Q 2023	CAGR
HLI	$658	$1,615	$1,150	$1,057	17%
PIPR	**$443**	**$1,026**	**$776**	**$646**	**13%**
SF	$428	$856	$715	$502	5%
Median					**5%**
EVR	$1,757	$2,753	$2,394	$2,009	5%
PJT	$872	$763	$824	$967	4%
RJF	$379	$761	$540	$418	3%
MC	$943	$1,558	$970	$847	-4%
Total	**$5,480**	**$9,332**	**$7,369**	**$6,447**	**6%**

1) Represents growth in advisory revenues for LTM 3Q 2023 compared to 2013 (i.e., the twelve months ended December 31, 2013); amounts for HLI represent their Corporate Finance segment, and 2013 for HLI is the twelve months ended March 31, 2014. Source: SEC Filings & Earnings Releases.
2) 2020-2022 represent the twelve months ended December 31; amounts for HLI represent their Corporate Finance segment; table is sorted based on CAGR. Source: SEC Filings & Earnings Releases.

Market leadership in U.S. M&A

U.S. M&A Market Share Growth[1]



Top Ranked Financial Advisor in U.S. M&A[1]

LTM 3Q 2023

1	Houlihan Lokey, Inc.	185
2	**Piper Sandler**	**125**
3	Jefferies LLC	96
4	Lincoln International LLC	95
5	Raymond James	93
6	JPMorgan	85
7	Goldman Sachs & Co. LLC	82
8	Stifel/KBW	80
9	William Blair & Company	78
10	Evercore Inc.	71

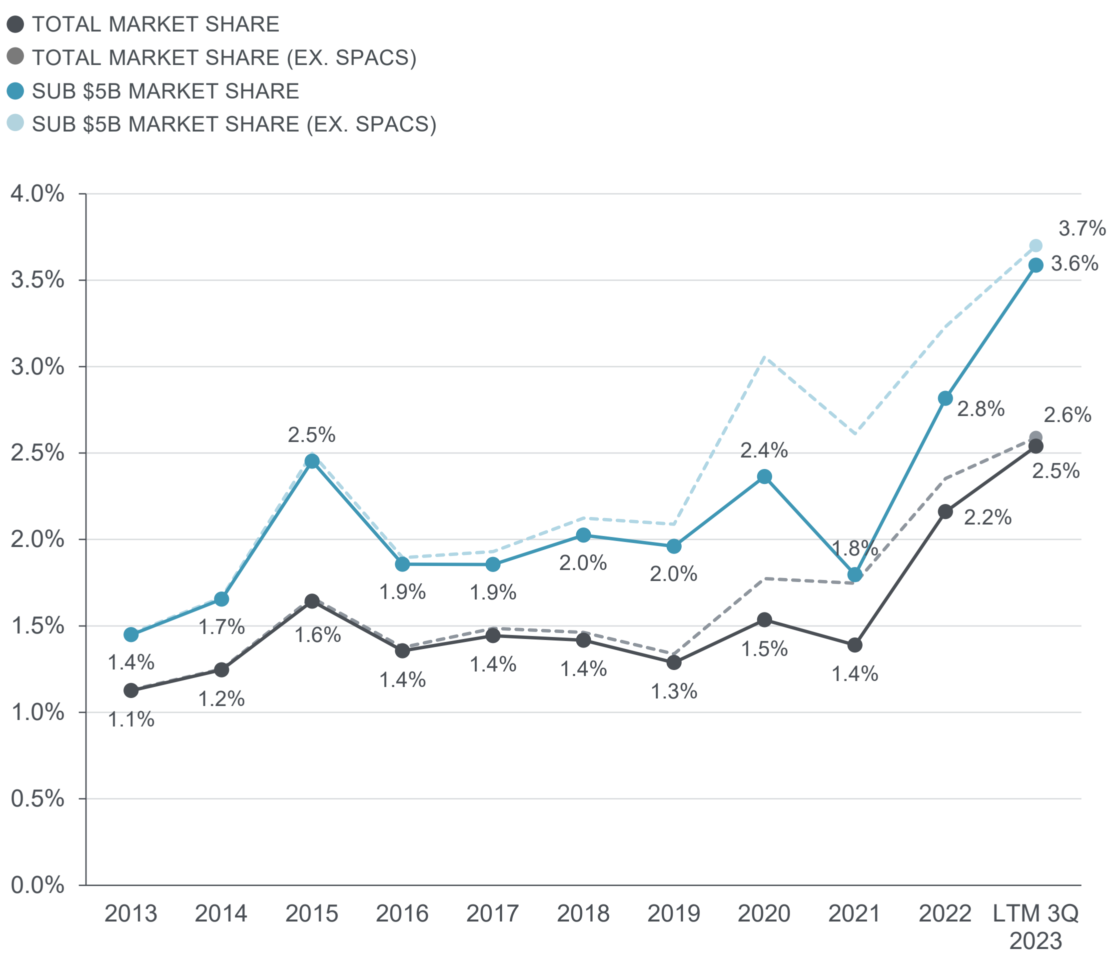
2013

26	**Piper Sandler**	**28**

1) Includes U.S. M&A announced activity across all industries with deal value <$1B; rankings based on number of deals announced for the same criteria. Source: Mergermarket.

Market leadership in equity underwriting

Equity Underwriting Economic Fee Market Share Growth[1]



Top Ranked, Book Run Equity Underwriting Franchise[2]

LTM 3Q 2023

1	BofA Securities	103
2	JPMorgan	100
3	Goldman Sachs	92
4	Jefferies	79
5	Morgan Stanley	72
6	Citigroup	58
7	RBC Capital Markets	51
8	**Piper Sandler**	**49**
9	Barclays Bank	46
10	Cowen & Co	44

2013

14	**Piper Sandler**	**40**

1) Includes IPO, FO & CVT deal values > $10 million, and PIPEs/RDs > $5 million; SPAC IPO fees represented as the standard 2% up front fee unless noted as smaller on the IPO cover. Source: Dealogic & Piper Sandler ECM.

2) Ranking based on number of book run equity underwriting deals during LTM 3Q 2023 for companies with < $5 billion of market cap; includes IPO, FO & CVT deal values > $10 million, and PIPEs/RDs > $5 million, excludes SPACs. Same criteria for 2013. Source: Dealogic & Piper Sandler ECM.

Path to $2 billion of corporate investment banking revenues

Growth as a core competency: the same playbook as the last decade

$1.4B

Corporate Financing

Advisory Services

2021

Lever 1

Scaling of Industry Groups

- Healthcare: HC Services; HC IT
- Tech/Fintech Expansion
- Diversified Industrials & Services: Industrial Tech; Business Services; Government Services; A&D
- Energy & Power: Renewables & Alternative Power
- Chemicals: Private Equity Sell-Side Mandates
- Consumer: e-Commerce; DTC; new verticals
- Financial Services: Non-Depository (Insurance, Spec. Finance, Real Estate, Asset Mgmt.)
- European Expansion

Lever 2

Product Share Gains

- DCM: Expand wallet share with private equity
- Restructuring: Leverage industry teams to drive incremental growth opportunities
- Drive growth in non-healthcare equity capital markets
- Continue to expand market share in growing PE fee pool

Lever 3

Increased Transaction & Fee Size

- Fee discipline
- Continue to increase average deal size
- Grow number of mega-fees

Lever 4

Corporate Development

- “Close to the Core” acquisitions
- Leverage client base and add capabilities
  - Tech
  - Europe
  - Services
  - GP advisory / secondaries

$2.0B+

Corporate Development

Corporate Financing

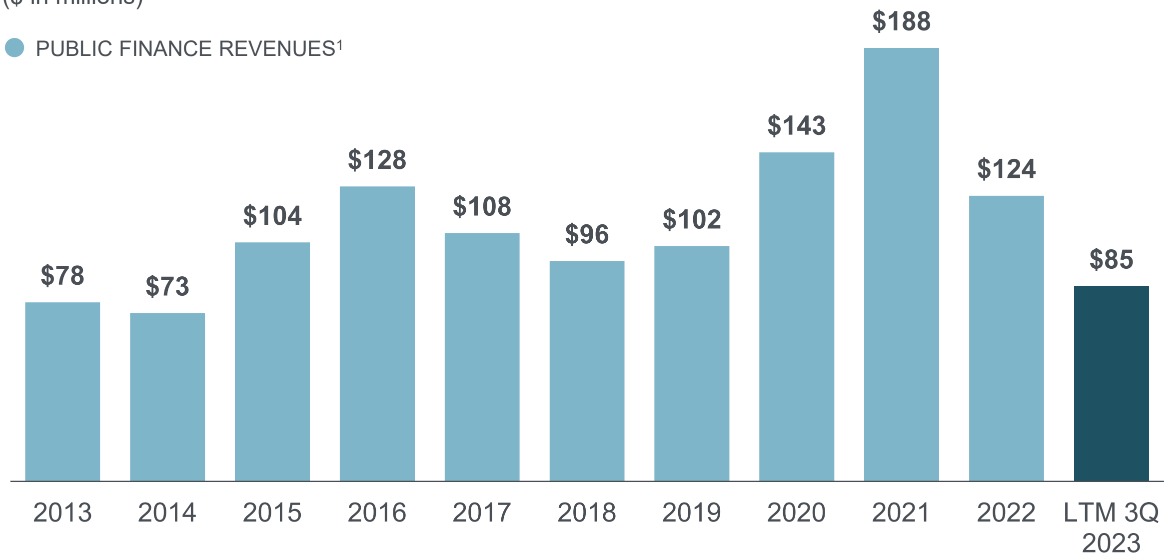
Advisory Services

2026+

Public finance

Leading Middle-Market Tax-Exempt Underwriter

($ in millions)



Local market relationships and knowledge amplified by the strength of substantial scale and expertise

- Uniquely positioned market leader in a steady business with solid margins
- Broad product set to meet client's needs
- Robust distribution capabilities with a team of 300+ public finance and distribution professionals
- Industry sector expertise in high-margin specialty sectors
- We are a destination of choice – we continually attract professionals or firms and their clients

Sector Expertise

GOVERNMENT

- Local Municipalities
- School Districts
- State and State Agencies
- Infrastructure for Development

SPECIAL DISTRICTS

HEALTHCARE

- Non-Profit Health Care Providers

SENIOR LIVING

- Assisted & Independent Living
- Retirement Communities (CCRCs)

EDUCATION

- Higher Education
- Charter Schools

HOSPITALITY

- Hotels and Convention Centers

HOUSING

- Single & Multi-Family Housing

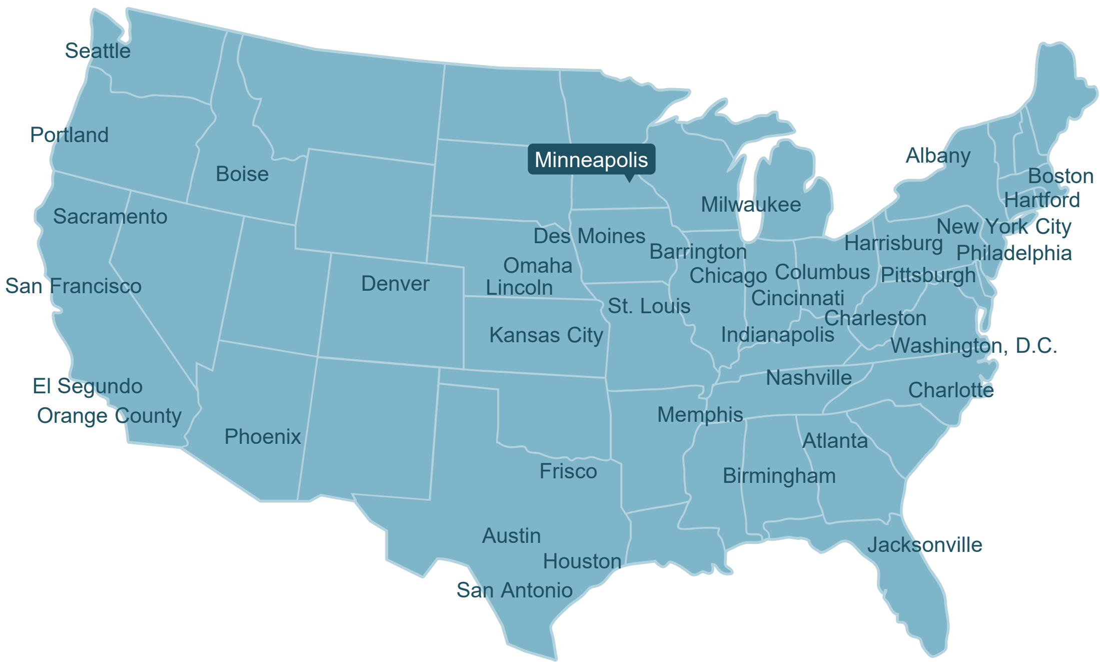
TRANSPORTATION

- Toll Roads & Surface Transportation
- Airports

1) Public finance revenues include municipal financing and public finance advisory

Longstanding public finance leadership

National platform, regional expertise



39 OFFICES[1]

24 STATES[1]

149 PROFESSIONALS[1]

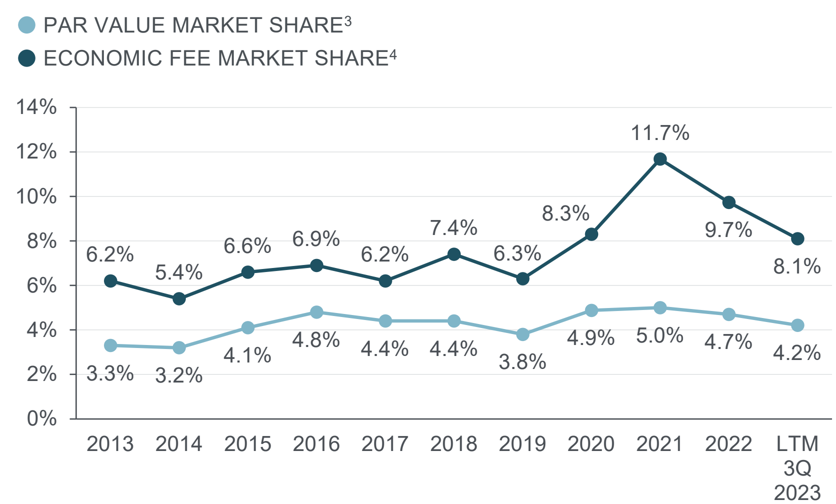
4.2% LTM 3Q 2023 PAR VALUE MARKET SHARE[3]

Negotiated and Private Placements[2]

LTM 3Q 2023

1	Stifel Nicolaus & Co Inc	657
2	**Piper Sandler**	**444**
3	RBC Capital Markets	339
4	Raymond James	284
5	Robert W Baird & Co Inc	274

Consistently Improving a Strong Franchise



1) As of September 30, 2023
2) Rank based on number of sole/senior negotiated and private placement transactions from October 1, 2022 to September 30, 2023. Source: Refinitiv.
3) Par value market share based on par value of sole/senior negotiated and private placement transactions. Source: Refinitiv.
4) Economic fee market share is calculated using Piper Sandler municipal financing revenues for deals < $500 million from October 1, 2022 to September 30, 2023 divided by the public finance sub-$500 million market fee pool which is estimated using spread detail from The Bond Buyer. Source: The Bond Buyer, and Piper Sandler & Co.

Equity institutional brokerage

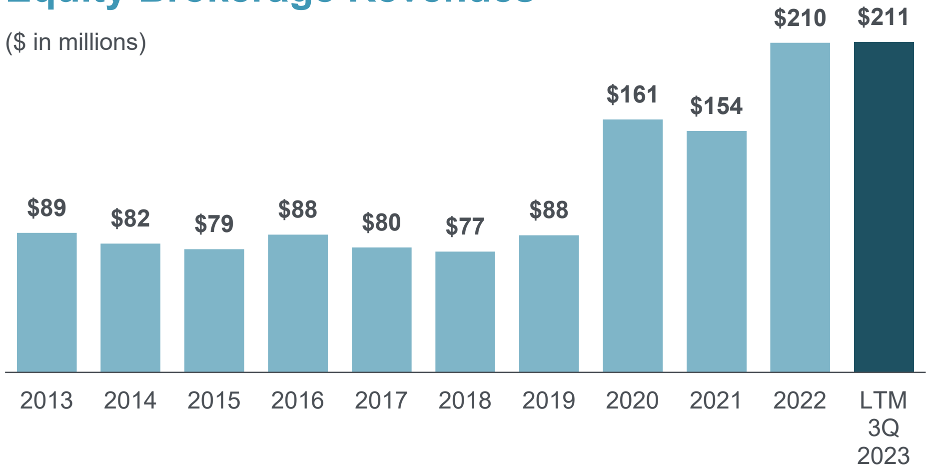
Creating real value for institutional investors

Combination of top-ranked research, trading, and capital markets capabilities creates a premier client destination

- Delivers deep sector expertise, trading excellence, advisory resources, and natural liquidity to our clients
- Complemented by fully integrated research, investment banking, corporate access and execution services
- Consistently providing strong guidance and transaction skills to our corporate and institutional clients

Equity Brokerage Revenues

($ in millions)



EQUITY TRADING

One of the largest and most experienced trading teams on Wall Street

- A leader in client breadth, with the No. 4 largest U.S. account base and No. 8 largest global account base (inclusive of all investment banks)[1]
- One of the highest crossing rates on Wall Street (over 20%)[2], we find the true buyers and sellers in the marketplace
- Bespoke mix of high-touch trading, program trading, algorithmic trading, commissions management, derivatives trading, international trading, and event-driven trading minimizes market impact

EQUITY SALES

Our team is large and experienced, regionally focused and industry specialized

- Combination of generalist and specialty sales ranked top 5 in multiple industry verticals[3]
- A highly rated multigenerational sales force with an average tenure of 14+ years, 25+ years for regional sales leaders
- Facilitate direct access between company management teams and investors via conferences, symposiums, unique events, roadshows and one-on-one meetings (over 40,000 client touches annually)

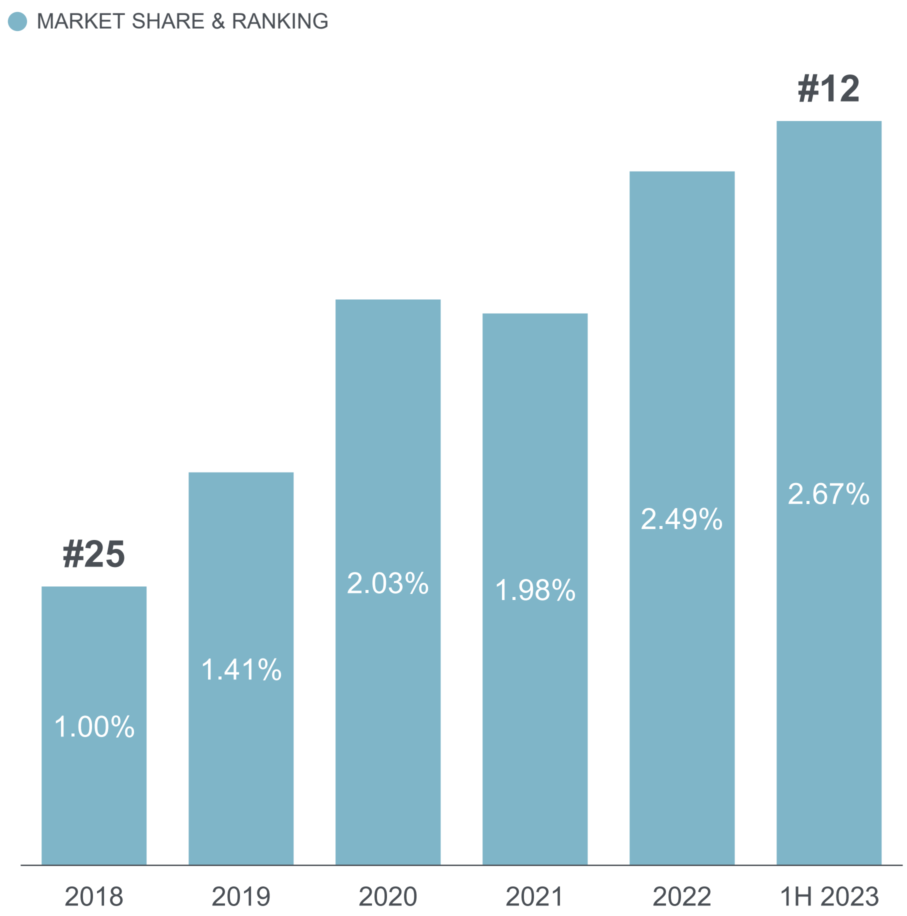
1) GPS Revenue Report for FY 2022; Source: McLagan
2) Based on FY 2022; Source: Piper Sandler, Refinitiv Autex
3) Based on FY 2022; Source: Greenwich Associates

One of the fastest growing equity platforms on Wall Street

Meaningfully Expanded Trading Platform

Products	Piper Sandler 2013	Piper Sandler 2023
High-Touch (Cash) Trading	✔	✔
Program Trading		✔
Algo (No-Touch) Trading		✔
Commission Management		✔
Derivatives Trading		✔
International Trading (24-Hour)		✔
Event-Driven Strategies	✔	✔

U.S. Cash Trading Market Share Growth[1]



Note: Piper Sandler 2013 represents platform as of December 31, 2013; Piper Sandler 2023 represents platform as of September 30, 2023

1) Ranking and market share in U.S. equities cash trading (excludes UK, Europe, CVS, and derivatives). Source: McLagan.

Industry-leading research

Our top-ranked research analysts offer genuine thought leadership and unique perspectives

No. 1
U.S. SMID cap coverage[1]

No. 6
Total U.S. equities coverage[2]

13,000+
Research reports published in 2022

975+
Small-, mid- and large-cap stocks

55+
Publishing analysts

A Leading Research Franchise

FINANCIAL SERVICES	HEALTHCARE	TECHNOLOGY	CONSUMER	ENERGY	MACRO	TECHNICAL

Equity Research

- Multiple Institutional Investor and Starmine ranked analysts
- We publish collaborative, cross-sector research that provides extensive market, industry and technical research

80%
INCREASE IN STOCKS COVERED[3]

100%
INCREASE IN PUBLISHING ANALYSTS[3]

Macro Research

Our research teams develop and connect macro insights from around the world, delivering an impartial comprehensive overview of important global trends and help identify macro inflection points

The Cornerstone Macro acquisition added best-in-class macro research and an expanded equity derivatives team to Piper Sandler’s market-leading platform.

Our analysts are consistently ranked in the top three annually in the Institutional Investor All-America Research Survey.

1) SMID cap < $5 billion; data as of August 2023. Source: Thomson Reuters
2) Data as of August 2023. Source: Thomson Reuters
3) Represents change from November 2023 compared to January 2013

Fixed income

Differentiated model providing comprehensive solutions to clients

Leads with advice in defined client verticals and strategically utilizes capital to facilitate client needs

- Strength of product expertise and analytics driving a shift toward a more advisory centric model

Leadership in focused markets

- Deep penetration and leadership within banks
- Unique expertise in municipal bond markets
- Growing business focused on public entity, credit union and RIA clients

Capital efficient model with industry leading distribution and product capabilities

- Meaningful increase in scale combined with a significant reduction in inventory and risk driving higher and more consistent returns

Closely integrated with investment banking providing access to significant new issue product

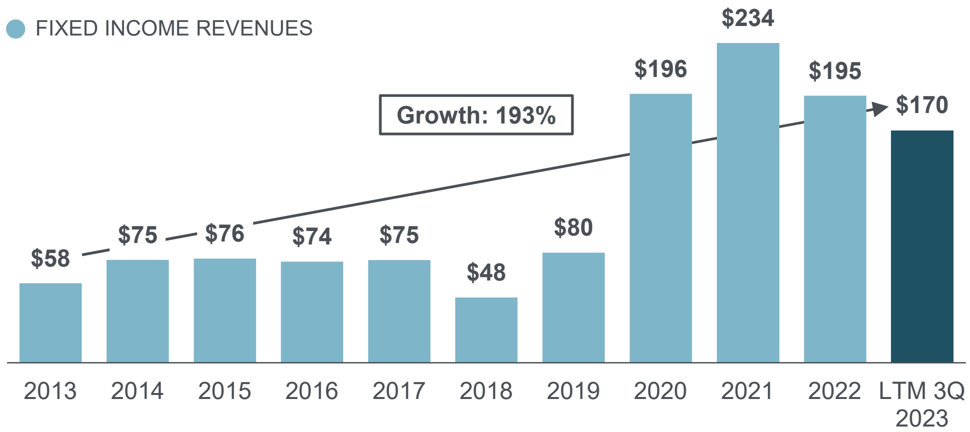
- Both origination and distribution capabilities
- Strong distribution in municipal new issue and financial services-related debt deals

Expanded sales force and capabilities creates significant organic growth opportunities

- 235+ professionals including 115 sales professionals, 36 trading professionals, and 34 financial strategies professionals

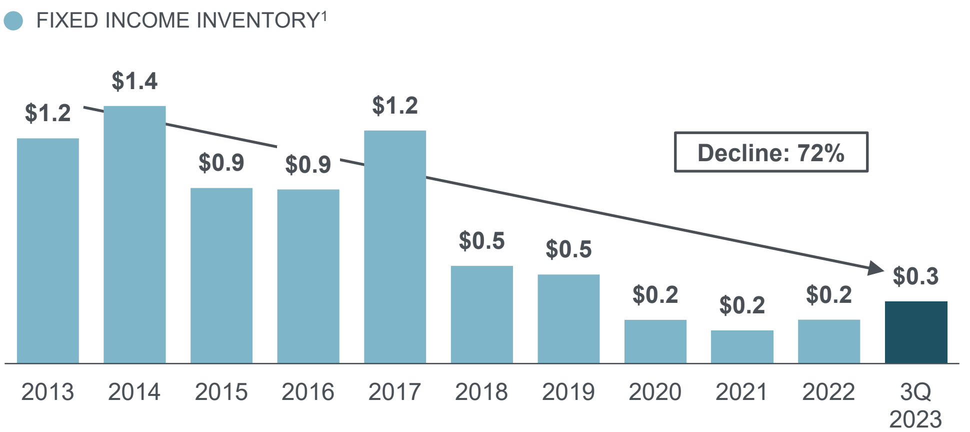
One of the Largest Middle-Market Platforms

($ in millions)



Shifting to an Advice-Driven Model

($ in billions)



1) Fixed income inventory represents financial instruments and other inventory positions owned excluding equity securities, convertible securities, and derivative contracts.

Diversified mix of clients and products provides durability across market cycles

Providing an Integrated, End-to-End Solution

- Providing holistic approach to balance sheet management, focused on building core franchise value for financial institutions
- Designing unique portfolio solutions for public entity clients focused on their liquidity needs and risk tolerances
- Executing the appropriate investment strategy while employing competitive bidding to ensure advantageous pricing
- Evaluating suitable investments using relative value analysis and credit monitoring tools
- Maintaining constant dialogue with clients to ensure changes in investment parameters are immediately implemented
- Access to meaningful new issue deal flow and a broad array of taxable and tax-exempt fixed income products

Client Base

- Financial institutions (banks, credit unions)
- Public entities
- Funds
- Money managers
- RIAs
- Insurance companies
- Trust departments

Product Offerings

- Municipal bonds (taxable and tax-exempt)
- Mortgage-backed securities (MBS) and asset-backed securities (ABS)
- CLOs
- Agency securities
- Corporate bonds
- CDs and commercial paper
- Money market funds and variable-rate securities
- Preferred stock
- Treasuries
- Derivatives/Interest rate management
- Loans
- New issue municipal and financial services debt

02

Investment rationale

Investment rationale

Diversified firm with market leadership, broad product capabilities and scale across all business lines

Track record of, and continued focus on, profitable growth

Advice-driven model with low incremental operating capital needs and the capacity to generate significant cash flows

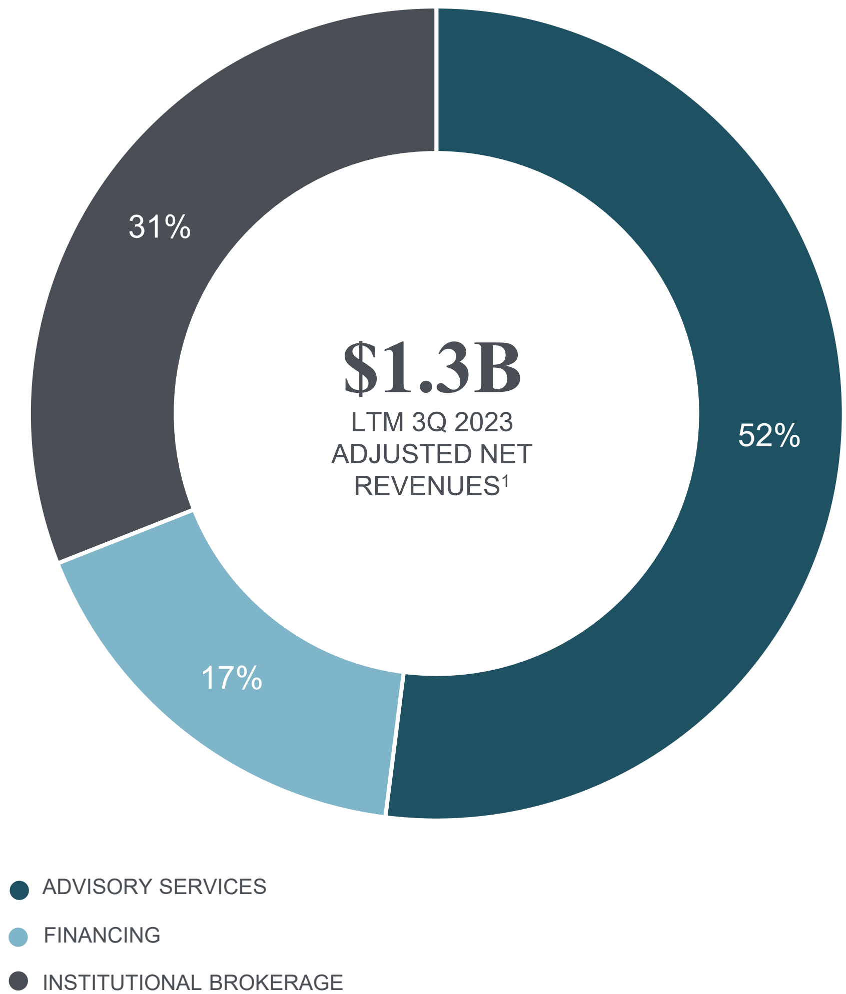
Disciplined operating management and financial flexibility to drive shareholder returns

Destination of choice for top tier franchises and talent looking to grow their business and leverage the combined platform

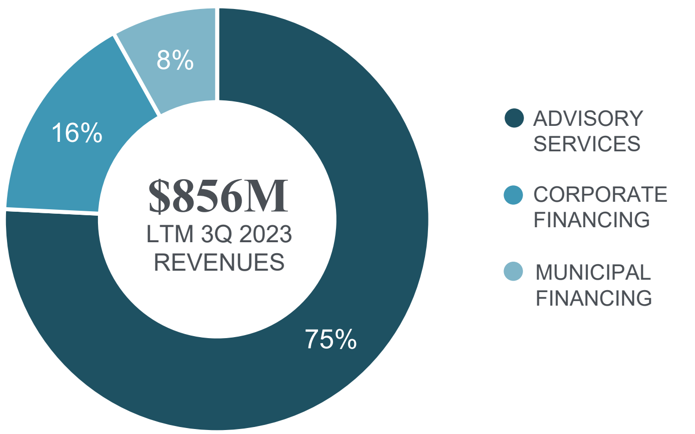
Consistently expanding market reach and share over time

Diversified firm with broad product capabilities

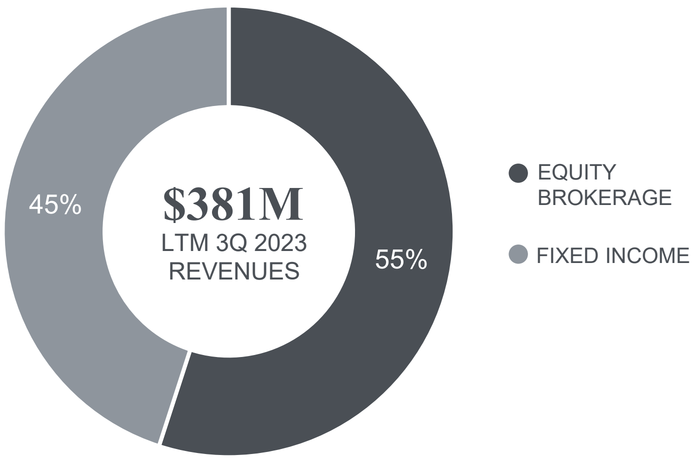
Adjusted Net Revenue Mix



Investment Banking Revenue Mix



Institutional Brokerage Revenue Mix

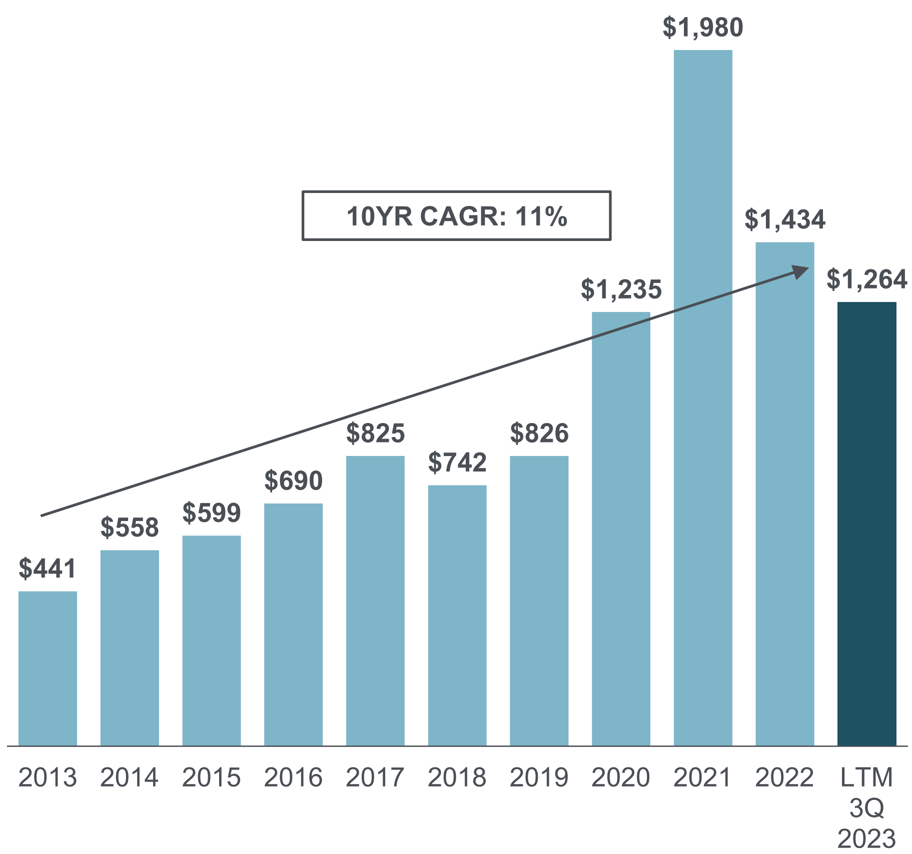


1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

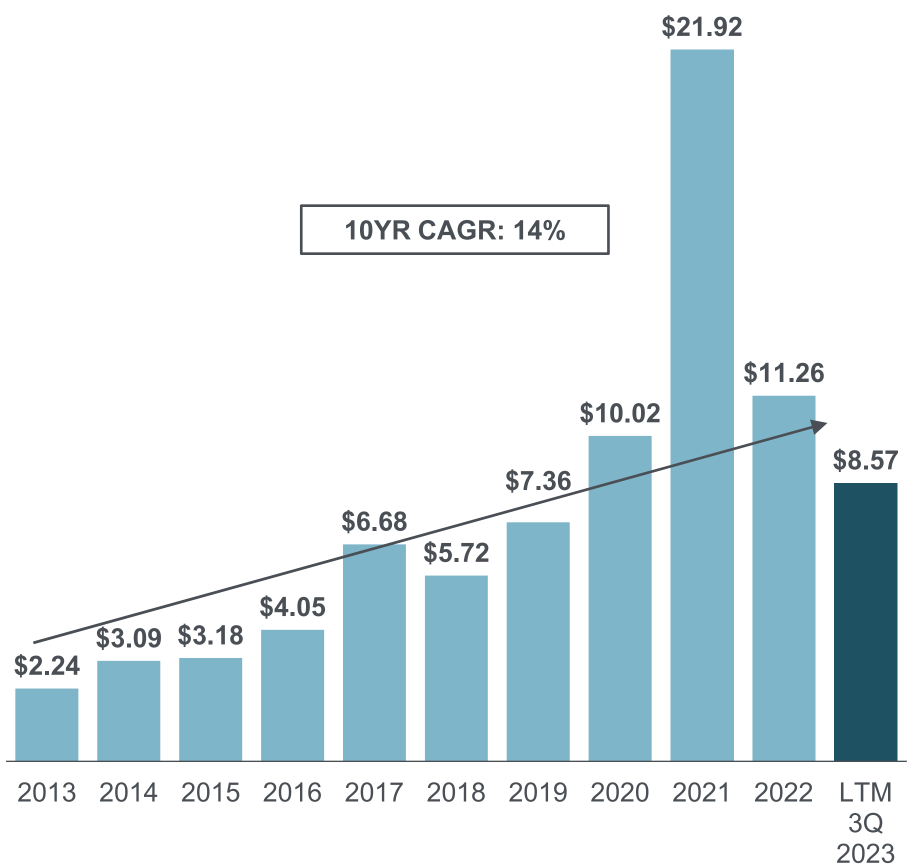
Track record of, and continued focus on, profitable growth

Adjusted Net Revenues[1]

($ in millions)



Adjusted Earnings Per Diluted Share[1]



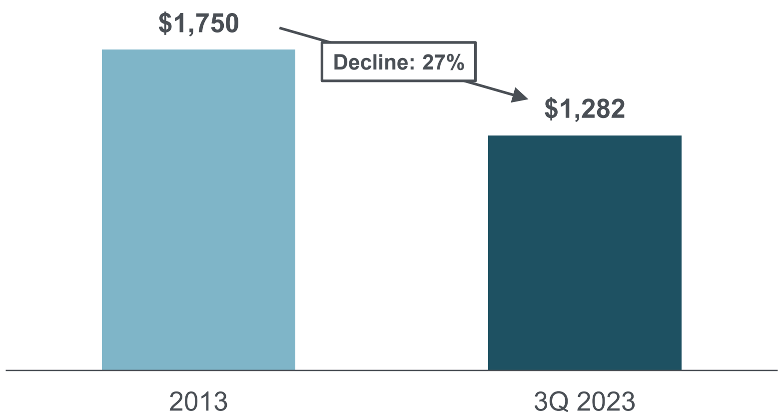
1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

Advice-driven model with low operating capital needs

Decreasing operating capital while growing revenues and investing in the business

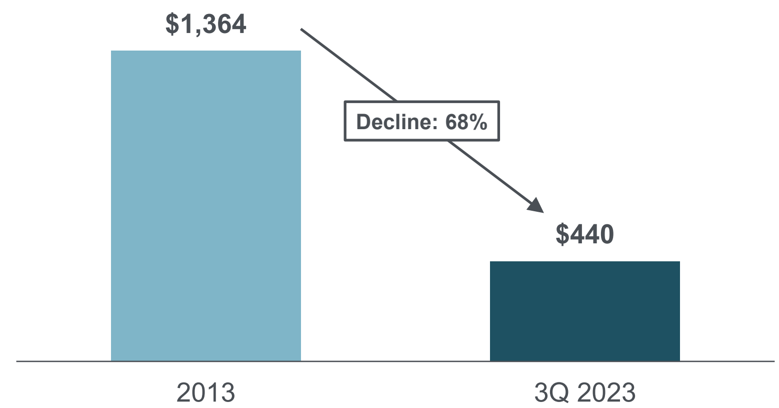
Adjusted Assets[1]

($ in millions)

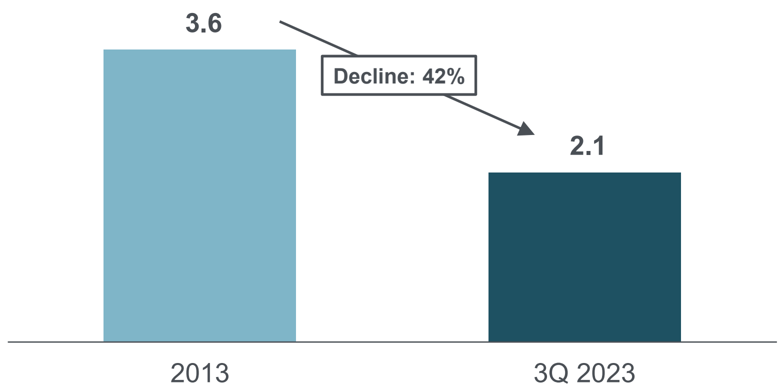


Inventory

($ in millions)

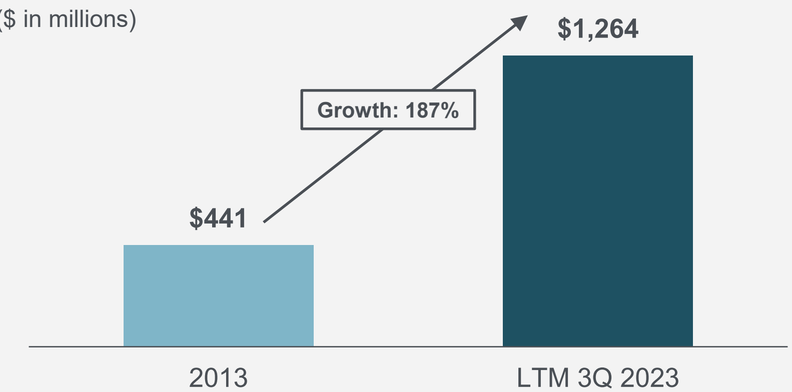


Tangible Leverage Ratio[1]



Adjusted Net Revenues[2]

($ in millions)

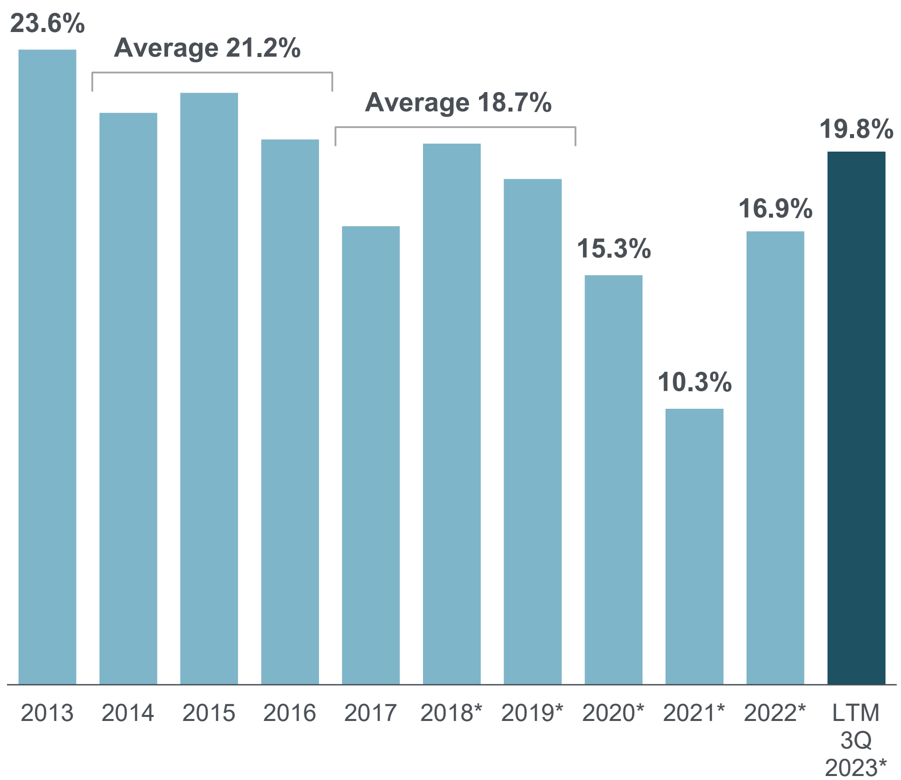


1) Adjusted assets equal total assets excluding goodwill and intangible assets, right-of-use lease asset, and assets from noncontrolling interests. Tangible leverage ratio equals adjusted assets divided by tangible common shareholders' equity (i.e. total shareholders' equity less goodwill and intangible assets, and noncontrolling interests).
2) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

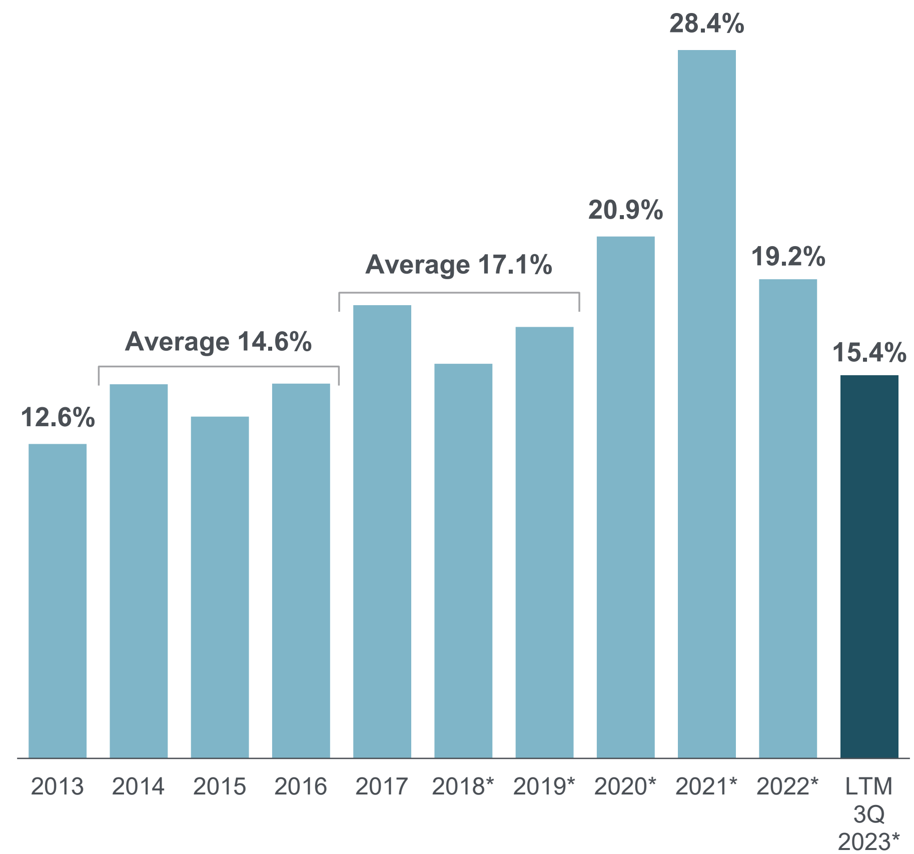
Disciplined cost management driving operating leverage

Prudently manage costs to drive margin across market cycles

Adjusted Non-Compensation Ratio[1]



Adjusted Operating Margin[2]



1) A non-GAAP financial measure which represents adjusted non-compensation expenses* as a percentage of adjusted net revenues. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

2) A non-GAAP financial measure which represents adjusted operating income* as a percentage of adjusted net revenues. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

* For comparison purposes, 2018, 2019, 2020, 2021, 2022, and LTM 3Q 2023 have been adjusted to assume reimbursed deal expenses of $25.1 million, $25.8 million, $38.1 million, $42.9 million, $31.9 million and $30.2 million respectively, are reported on a net basis.

Multiple levers to generate returns for shareholders

$154M
LTM 3Q 2023 ADJUSTED NET INCOME[1]

SHARE REPURCHASES

$708M	Capital returned to shareholders through repurchases since 2013
12%	Increase in number of common shares outstanding[2] since 2013 relative to a 3.8x increase in adjusted diluted earnings per share[3]

DIVIDENDS

$411M	Capital returned to shareholders through dividends since implementing dividend policy in 2017
2.8%	Dividend yield based on the total dividend of $3.65 per share for fiscal year 2022, and the average closing share price for 2022

ACQUISITIONS

10	Acquisitions completed since 2013

1) A non-GAAP financial measure. See Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.
2) Common shares outstanding at September 30, 2023 of 17.8 million compared to 15.9 million at December 31, 2013
3) Adjusted diluted earnings for LTM 3Q 2023 of $8.57 per share compared to $2.24 for 2013; adjusted diluted earnings is a non-GAAP financial measure, see Section 3 for a reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measure.

03

Reconciliation of non-GAAP financial measures

Reconciliation of non-GAAP financial measures

(Amounts in thousands)	LTM Sept. 30, 2023	For the year ended December 31, 2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
Net revenues:											
Net revenues – U.S. GAAP basis	$1,267,165	$1,425,638	$2,031,061	$1,238,213	$834,566	$740,953	$823,621	$693,214	$602,264	$567,841	$443,508
Adjustments:											
Investment (income)/loss related to noncontrolling interests	(9,989)	1,575	(59,050)	(12,881)	(10,769)	(3,621)	(5,319)	(11,070)	(9,810)	(15,699)	(8,794)
Interest expense on long-term financing	6,500	6,500	8,446	9,628	1,848	4,902	7,171	8,195	6,406	5,454	5,803
Adjusted net revenues	$1,263,676	$1,433,713	$1,980,457	$1,234,960	$825,645	$742,234	$825,473	$690,339	$598,860	$557,596	$440,517
Compensation and benefits:											
Compensation and benefits – U.S. GAAP basis	$858,622	$983,524	$1,305,166	$877,462	$516,090	$488,487	$589,637	$482,749	$388,895	$359,219	$282,474
Adjustments:											
Compensation from acquisition-related agreements	(59,310)	(87,525)	(116,795)	(113,396)	(5,138)	(29,246)	(54,999)	(36,241)	(4,019)	(3,945)	(1,620)
Adjusted compensation and benefits	$799,312	$895,999	$1,188,371	$764,066	$510,952	$459,241	$534,638	$446,508	$384,876	$355,274	$280,854
Non-compensation expenses:											
Non-compensation expenses – U.S. GAAP basis	$329,133	$307,745	$284,383	$292,203	$199,497	$179,977	$154,668	$168,821	$147,653	$126,251	$113,631
Adjustments:											
Non-compensation expenses related to noncontrolling interests	(9,142)	(7,919)	(7,196)	(4,029)	(4,306)	(4,827)	(2,932)	(2,864)	(3,403)	(4,546)	(3,400)
Restructuring and integration costs	(6,020)	(11,440)	(4,724)	(10,755)	(14,321)	-	-	(10,197)	(10,652)	-	(4,707)
Amortization of intangible assets related to acquisitions	(19,933)	(15,375)	(30,080)	(44,728)	(4,298)	(4,858)	(10,178)	(15,587)	(1,622)	(2,972)	(1,349)
Non-compensation expenses from acquisition-related agreements	(2,690)	(4,450)	(249)	(12,085)	(114)	(683)	(600)	-	-	-	-
Non-compensation expenses from potential regulatory settlement	(16,363)	-	-	-	-	-	-	-	-	-	-
Adjusted non-compensation expenses	$274,985	$268,561	$242,134	$220,606	$176,458	$169,609	$140,958	$140,173	$131,976	$118,733	$104,175
Income/(loss) from continuing operations before income tax expense:											
Income/(loss) from continuing operations before income tax expense – U.S. GAAP basis	$79,410	$134,369	$441,512	$68,548	$118,979	$72,489	$79,316	$41,644	$65,716	$82,371	$47,403
Adjustments:											
Revenue related to noncontrolling interests	(9,989)	1,575	(59,050)	(12,881)	(10,769)	(3,621)	(5,319)	(11,070)	(9,810)	(15,699)	(8,794)
Interest expense on long-term financing	6,500	6,500	8,446	9,628	1,848	4,902	7,171	8,195	6,406	5,454	5,803
Non-compensation expenses related to noncontrolling interests	9,142	7,919	7,196	4,029	4,306	4,827	2,932	2,864	3,403	4,546	3,400
Compensation from acquisition-related agreements	59,310	87,525	116,795	113,396	5,138	29,246	54,999	36,241	4,019	3,945	1,620
Restructuring and integration costs	6,020	11,440	4,724	10,755	14,321	-	-	10,197	10,652	-	4,707
Amortization of intangible assets related to acquisitions	19,933	15,375	30,080	44,728	4,298	4,858	10,178	15,587	1,622	2,972	1,349
Non-compensation expenses from acquisition-related agreements	2,690	4,450	249	12,085	114	683	600	-	-	-	-
Non-compensation expenses from potential regulatory settlement	16,363	-	-	-	-	-	-	-	-	-	-
Adjusted operating income	$189,379	$269,153	$549,952	$250,288	$138,235	$113,384	$149,877	$103,658	$82,008	$83,589	$55,488
Interest expense on long-term financing	(6,500)	(6,500)	(8,446)	(9,628)	(1,848)	(4,902)	(7,171)	(8,195)	(6,406)	(5,454)	(5,803)
Adjusted income before adjusted income tax expense	$182,879	$262,653	$541,506	$240,660	$136,387	$108,482	$142,706	$95,463	$75,602	$78,135	$49,685

Reconciliation of non-GAAP financial measures – continued

(Amounts in thousands)	LTM Sept. 30, 2023	Twelve Months Ended December 31, 2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
Income tax expense:											
Income tax expense – U.S. GAAP basis	$6,996	$33,189	$111,144	$19,192	$24,577	$18,046	$53,808	$10,926	$19,618	$25,087	$9,376
Tax effect of adjustments:											
Compensation from acquisition-related agreements	14,347	20,872	23,646	27,456	1,014	7,254	19,244	12,541	1,563	1,535	630
Restructuring and integration costs	1,609	2,528	1,180	2,043	3,551	-	-	3,188	4,144	-	1,831
Amortization of intangible assets related to acquisitions	5,023	3,599	6,436	11,345	1,048	1,203	3,877	6,060	630	1,073	331
Non-compensation expenses from acquisition-related agreements	694	1,148	63	3,069	-	169	(7)	-	-	-	-
Non-compensation expenses from potential regulatory settlement	352	-	-	-	-	-	-	-	-	-	-
Impact of the Tax Cuts and Jobs Act legislation	-	-	-	-	-	(952)	(36,356)	-	-	-	-
Impact of deferred tax asset valuation allowance	-	-	-	-	-	(4,650)	-	-	-	-	-
Adjusted income tax expense	$29,021	$61,336	$142,469	$63,105	$30,190	$21,070	$40,566	$32,715	$25,955	$27,695	$12,168
Net income/(loss) applicable to Piper Sandler Companies:											
Net income/(loss) applicable to Piper Sandler Companies – U.S. GAAP basis	$71,567	$110,674	$278,514	$40,504	$111,711	$57,036	($61,939)	($21,952)	$52,075	$63,172	$45,090
Adjustment to exclude net income/(loss) from discontinued operations	-	-	-	-	23,772	1,387	(85,060)	(44,464)	12,384	17,041	12,457
Net income/(loss) from continuing operations	$71,567	$110,674	$278,514	$40,504	$87,939	$55,649	$23,121	$22,512	$39,691	$46,131	$32,633
Adjustments:											
Compensation from acquisition-related agreements	44,963	66,653	93,149	85,940	4,124	21,992	35,755	23,700	2,456	2,410	990
Restructuring and integration costs	4,411	8,912	3,544	8,712	10,770	-	-	7,009	6,508	-	2,876
Amortization of intangible assets related to acquisitions	14,910	11,776	23,644	33,383	3,250	3,655	6,301	9,527	992	1,899	1,018
Non-compensation expenses from acquisition-related agreements	1,996	3,302	186	9,016	114	514	607	-	-	-	-
Non-compensation expenses from potential regulatory settlement	16,011	-	-	-	-	-	-	-	-	-	-
Impact of the Tax Cuts and Jobs Act legislation	-	-	-	-	-	952	36,356	-	-	-	-
Impact of deferred tax asset valuation allowance	-	-	-	-	-	4,650	-	-	-	-	-
Adjusted net income	$153,858	$201,317	$399,037	$177,555	$106,197	$87,412	$102,140	$62,747	$49,647	$50,440	$37,517

Reconciliation of non-GAAP financial measures – continued

	LTM Sept. 30,	Twelve Months Ended December 31,									
(Amounts in thousands, except per share data)	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
Net income/(loss) applicable to Piper Sandler Companies' common shareholders:											
Net income/(loss) applicable to Piper Sandler Companies' common shareholders – U.S. GAAP basis	$71,567	$110,674	$278,514	$40,504	$107,200	$49,993	($64,875)	($21,952)	$48,060	$58,141	$40,596
Adjustment to exclude net income/(loss) from discontinued operations	-	-	-	-	22,928	1,217	(85,060)	(44,464)	11,429	15,684	11,215
Net income/(loss) from continuing operations	$71,567	$110,674	$278,514	$40,504	$84,272	$48,776	$20,185	$22,512	$36,631	$42,457	$29,381
Adjustment related to participating shares (1)	-	-	-	-	625	40	(614)	(3,948)	-	-	-
	$71,567	$110,674	$278,514	$40,504	$84,897	$48,816	$19,571	$18,564	$36,631	$42,457	$29,381
Adjustments:											
Compensation from acquisition-related agreements	44,963	66,653	93,149	85,940	3,981	19,428	30,266	19,552	2,267	2,218	891
Restructuring and integration costs	4,411	8,912	3,544	8,712	10,397	-	-	5,782	6,006	-	2,589
Amortization of intangible assets related to acquisitions	14,910	11,776	23,644	33,383	3,138	3,212	5,334	7,858	916	1,748	917
Non-compensation expenses from acquisition-related agreements	1,996	3,302	186	9,016	110	452	514	-	-	-	-
Non-compensation expenses from potential regulatory settlement	16,011	-	-	-	-	-	-	-	-	-	-
Impact of the Tax Cuts and Jobs Act legislation	-	-	-	-	-	837	30,774	-	-	-	-
Impact of deferred tax asset valuation allowance	-	-	-	-	-	4,087	-	-	-	-	-
Adjusted net income applicable to Piper Sandler Companies' common shareholders	$153,858	$201,317	$399,037	$177,555	$102,523	$76,832	$86,459	$51,756	$45,820	$46,423	$33,778
Earnings/(loss) per diluted common share:											
Earnings/(loss) per diluted common share – U.S. GAAP basis	$4.18	$6.52	$16.43	$2.72	$7.69	$3.72	($4.99)	($1.72)	$3.34	$3.87	$2.70
Adjustment to exclude net income/(loss) from discontinued operations	-	-	-	-	1.65	0.09	(6.56)	(3.48)	0.79	1.04	0.75
Income/(loss) from continuing operations	$4.18	$6.52	$16.43	$2.72	$6.05	$3.63	$1.57	$1.76	$2.55	$2.83	$1.95
Adjustment related to participating shares (1)	-	-	-	-	0.04	-	(0.05)	(0.31)	-	-	-
Adjustment for inclusion of unvested acquisition-related stock	(0.42)	(0.60)	(1.62)	(1.89)	-	-	-	-	-	-	-
	$3.76	$5.92	$14.81	$0.83	$6.09	$3.63	$1.52	$1.45	$2.55	$2.83	$1.95
Adjustments:											
Compensation from acquisition-related agreements	2.63	3.93	5.49	5.76	0.29	1.44	2.33	1.53	0.16	0.15	0.06
Restructuring and integration costs	0.26	0.53	0.21	0.58	0.75	-	-	0.45	0.42	-	0.17
Amortization of intangible assets related to acquisitions	0.87	0.69	1.39	2.24	0.23	0.24	0.41	0.61	0.06	0.12	0.06
Non-compensation expenses from acquisition-related agreements	0.12	0.19	0.01	0.61	0.01	0.04	0.04	-	-	-	-
Non-compensation expenses from potential regulatory settlement	0.94	-	-	-	-	-	-	-	-	-	-
Impact of the Tax Cuts and Jobs Act legislation	-	-	-	-	-	0.06	2.38	-	-	-	-
Impact of deferred tax asset valuation allowance	-	-	-	-	-	0.31	-	-	-	-	-
Adjusted earnings per diluted common share	$8.57	$11.26	$21.92	$10.02	$7.36	$5.72	$6.68	$4.05	$3.18	$3.09	$2.24
Weighted average diluted common shares outstanding:											
Weighted average diluted common shares outstanding – U.S. GAAP basis	17,111	16,965	16,955	14,901	13,937	13,425	12,978	12,779	14,389	15,025	15,061
Adjustment:											
Unvested acquisition-related restricted stock with service conditions	837	909	1,251	2,814	-	-	-	-	-	-	-
Adjusted weighted average diluted common shares outstanding	17,948	17,874	18,206	17,715	13,937	13,425	12,978	12,779	14,389	15,025	15,061

1) For periods prior to 2020, Piper Sandler Companies calculated earnings per common share using the two-class method, which requires the allocation of consolidated adjusted net income between common shareholders and participating security holders, which in the case of Piper Sandler Companies, represented unvested stock with non-forfeitable dividend rights. No allocation of undistributed earnings was made for periods in which a loss was incurred, or for periods in which the special cash dividend exceeded adjusted net income resulting in an undistributed loss.