



Piper Jaffray Companies

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

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, 2015 and updated in our subsequent reports filed with the SEC. These reports are available at our Web site at www.piperjaffray.com and at the SEC Web site at www.sec.gov. Forward-looking statements speak only as of the date they are made, and Piper Jaffray undertakes no obligation to update them in light of new information or future events

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Section I

Company Overview

Our Firm

Realize the Power of PartnershipSM

Piper Jaffray is a leading investment bank and asset management firm



- Reputation for client-first approach and straightforward advice
- Deep expertise and market leadership in focus industry sectors
- Strategic advisory relationships and expert execution
- 120+ year track record of delivering results

INVESTMENT BANKING AND EQUITIES

Investment Banking

- M&A Advisory
- Capital Markets
- Restructuring
- Merchant Banking

Equities

- Institutional Sales & Trading
- Equity Research
- Technical Research

PUBLIC FINANCE AND FIXED INCOME SERVICES

- Public Finance
- Municipal Underwriting, Sales & Trading
- Taxable Sales & Trading
- Strategic Analytics

ASSET MANAGEMENT

- Domestic and International Equity
- Master Limited Partnerships
- Growth Equity

Information as of November 2016. Piper Jaffray Companies (NYSE: PJC) is a leading investment bank and asset management firm. Securities brokerage and investment banking services are offered in the U.S. through Piper Jaffray & Co., member SIPC and FINRA; in Europe through Piper Jaffray Ltd. and Simmons & Company International Limited, authorized and regulated by the U.K. Financial Conduct Authority; and in Hong Kong through Piper Jaffray Hong Kong Limited, authorized and regulated by the Securities and Futures Commission. Asset management products and services are offered through five separate investment advisory affiliates—U.S. Securities and Exchange Commission (SEC) registered Advisory Research, Inc.; Piper Jaffray Investment Management LLC, PJC Capital Partners LLC and Piper Jaffray & Co.; and Guernsey-based Parallel General Partners Limited, authorized and regulated by the Guernsey Financial Services Commission.

Partnering With Clients Since 1895

1895

George B. Lane Commercial paper is established, later merging with Piper, Jaffray Co.

1931

Lane, Piper & Jaffray merges with Hopwood Investment Co. and gains a seat on the NYSE

1987

Piper Jaffray establishes a presence in London, expanding business into Europe

1998

U.S. Bancorp acquires Piper Jaffray in a cash transaction valued at \$730 million

2003

Piper Jaffray becomes independent, publicly held company following spin-off from U.S. Bancorp



PiperJaffray®

2006

Private client services division sold to UBS Financial Services, allowing Piper Jaffray to redirect business strategy toward building a leading investment bank

2010

Piper Jaffray acquires Advisory Research, Inc. to grow asset management capabilities

2013

Seattle-Northwest Securities and Edgeview Partners acquisitions expand the firm's municipal and advisory businesses, respectively

2015

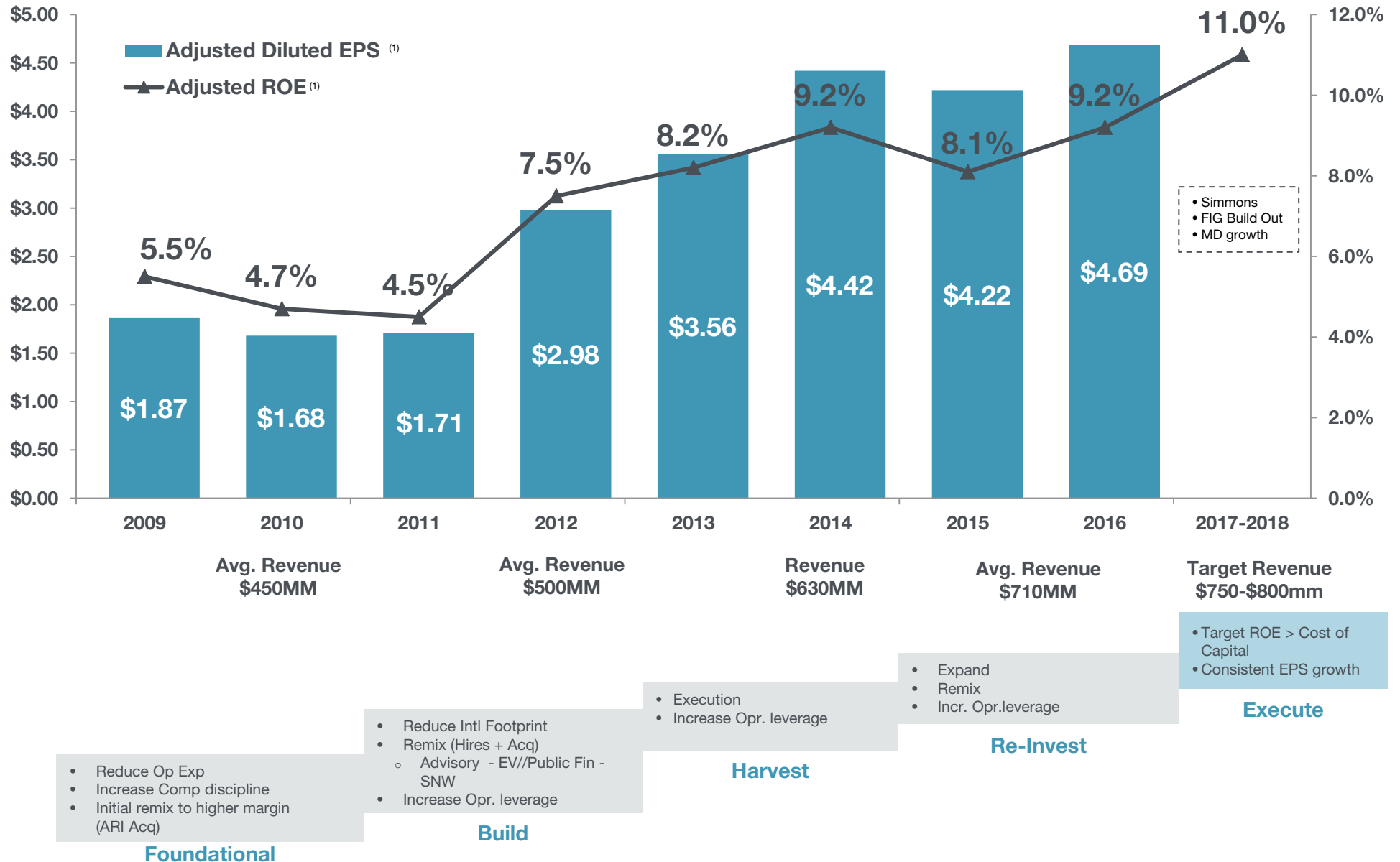
Firm acquires Simmons & Company and River Branch Holdings, bolstering sector coverage in energy and financial institutions respectively, and grows its fixed income services group with acquisition of BMO Capital Markets GKST

Investor Value Proposition

- Growing annual earnings
- Increasing mix of higher margin activities
- Diversifying the business to produce strong results across various markets
- Investing to drive growth
- Gaining market share in key markets
- Returning capital to our shareholders

Return on Equity on a path to exceed our Cost of Capital

Transformation Progress



¹ See Slide 30, 31 & 32 for a reconciliation of non-GAAP financial measures

OPERATING LEVERAGE = IMPROVED EARNINGS

REVENUE GROWTH DRIVERS

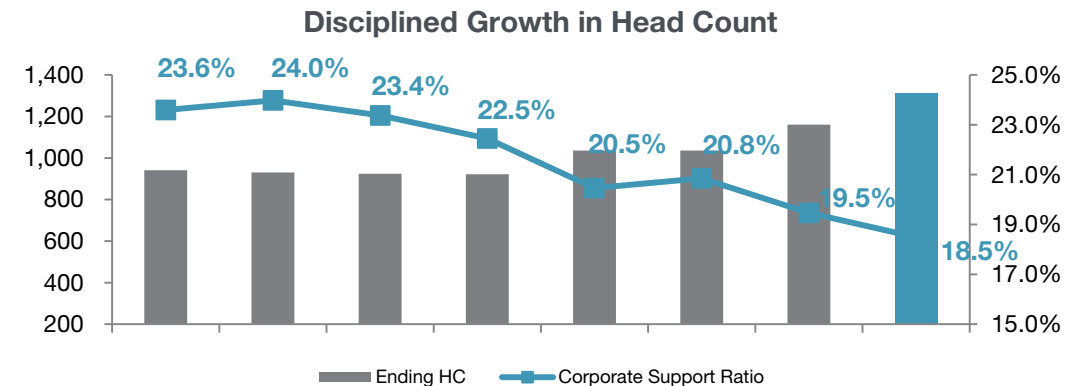
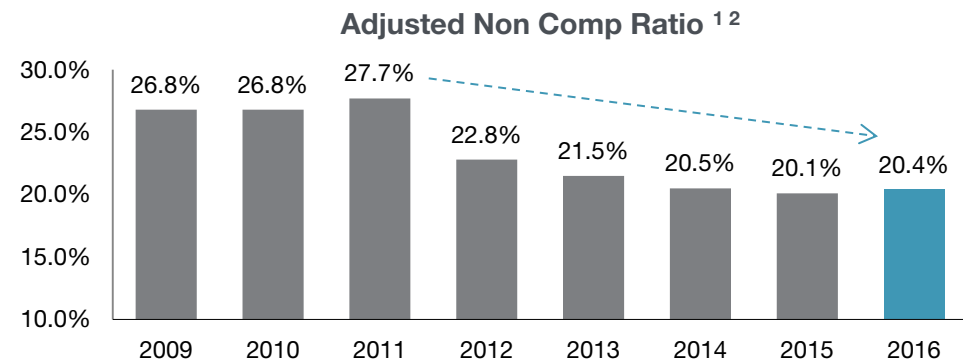
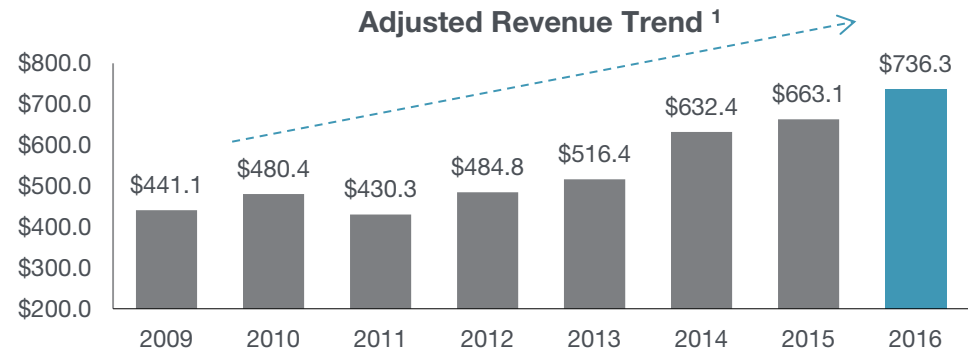
- Improved productivity
- Internal development
- Measured hiring
- Acquisitions

NON COMP RATIO IMPROVEMENT

- Operating discipline
- Extracting costs through consolidating transactions
- Increased revenues over the fixed operating base

CORPORATE SUPPORT ADVANTAGE

- Increasing ratio of business line to corporate support contributes to operating margin
- Corporate support group is a competitive edge – adept at extracting cost synergies



¹ See Slide 31 for a reconciliation of non-GAAP financial measures

² Non Comp ratio excludes \$9.8MM legal settlement charge incurred in Q3 of 2015

Business Mix Evolution

Advisory and Asset Management firms attract a higher earnings' multiple than brokerage businesses throughout a cycle



Institutional Brokerage

- Low growth
- Low margins
- High fixed costs
- Capital intensive

Equity UW

- Volatile
- Cyclical
- High fixed costs
- Requires capital

Public Finance

- Less volatility
- Fee-like
- Higher margin
- Requires capital

Asset Mgmt.

- Fee-based
- Cyclical
- High Visibility
- Attractive margins
- Capital lite

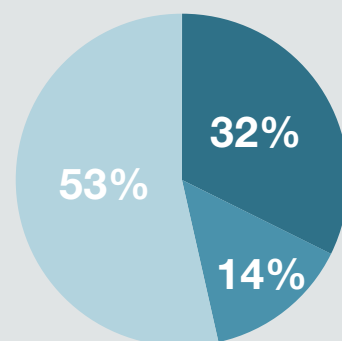
Advisory

- Some volatility
- Relative visibility
- Variable cost model
- Capital lite

- **Strong execution on our strategic objectives of top line growth & remixing to higher quality earnings**
- **Designed to grow earnings and attract a higher multiple**
- **Since 2009, we have grown revenues by 67%, while doubling the contribution from Advisory, Asset Management & Public Finance**

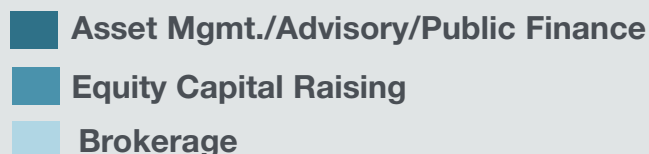
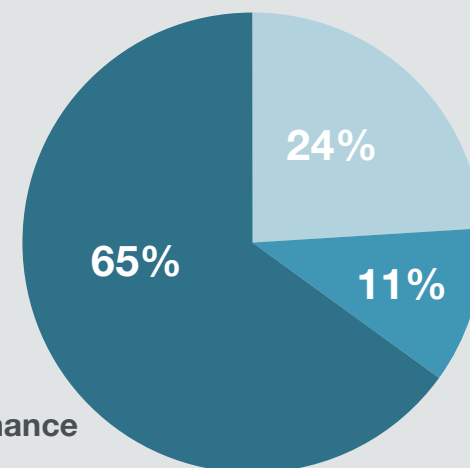
2009 Mix¹

Revenue \$441



2016 Mix¹

Revenue \$736

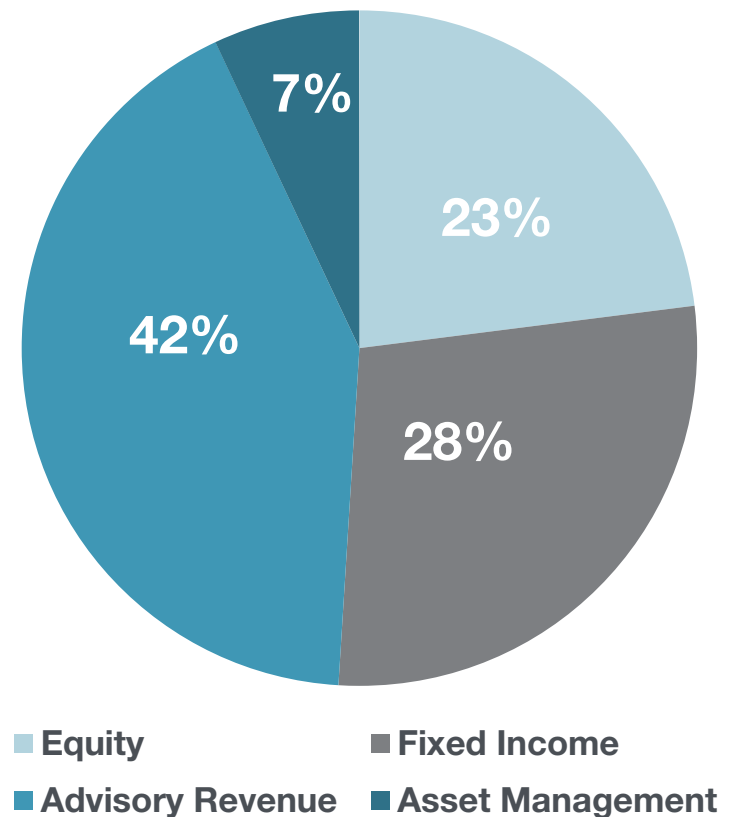


¹ See Slide 31 for a reconciliation of non-GAAP financial measures

Diversified Revenue Mix ¹

2016

- Firm diversified across multiple facets
 - Markets – Fixed Income & Equites
 - Products – Capital raising, Brokerage, Advisory & Asset Management
 - Industry – Expertise across all major industry sectors
- Recent investments expanded the breadth of our diversity
 - Simmons- Energy is now second largest IB franchise
 - FIG- Early stages of build out, can be countercyclical to traditional growth sectors
 - DCM Expansion - Can be countercyclical to equity capital markets
 - Public Finance - Focus on high margin activities has lead to non-Governmental business driving 30% of revenues



Diversified business positioned to produce solid results across a range of markets

¹ See Slide 31 for a reconciliation of non-GAAP financial measures

Strategic Growth Initiatives - Updates

Energy Expansion - Simmons Acquisition

- Preeminent franchise
- Retained all key personnel
- Business is gaining momentum
- Exceeded expectations in the first 10 months on Piper's platform
- Capturing revenue synergies with our broader product set
 - Priced 2 of the largest book run high yield deals in the firm's history
 - Priced 4 book run equity deals
 - Growth prospects solid as energy prices stabilize
 - Significant momentum to start the year

\$300,000,000



BLACKHAWK
SPECIALTY FOODS

Has been acquired by
FRANK'S
INTERNATIONAL

November 2016

\$760,000,000



Vitol


Has agreed to sell its
Premium Basin Crude Oil
System to



Sunoco Logistics

November 2016

\$600,000,000




Transocean

Senior Secured Notes

Sole
Bookrunner/Manager

October 2016

\$116,250,000




MAMMOTH
ENERGY SERVICES

IPO

Bookrunner


October 2016

\$227,000,000



element petroleum


Sell-Side Advisory
Midland Basin



Caltion Petroleum

October 2016

Undisclosed



SandBox
LOGISTICS

Announced Advisory and
Staple Financing


Sole Placement Agent

August 2016

FIG Build Out


- Expansion is meeting expectations
- Accretive to earnings in the first full year on platform
- Closed 24 transactions in 2016
- Leveraging full breadth of Piper's product expertise
- Opportunistically hiring bankers to drive further growth
- Significant growth opportunity; Under-penetrated relative to peers

\$110,000,000



CHICOPEE
BANCORP, INC.


has agreed to
merge with



WESTFIELD
FINANCIAL, INC.

October 2016

\$65,000,000



STERLING
BANCORP

5.2% Subordinated
Notes Offering Due 2026

Co-Manager

August 2016

\$74,000,000



The Bancorp

PIPE Offering

Sole Placement Agent

July 2016

\$438,000,000



cardconnect

A portfolio company of
FIVE
CAPITAL

Has been acquired by
Fintech Acquisition Corp

Buy-Side Advisor

July 2016

\$244,300,000



FOX CHASE BANK
Doing What's Right For You

Has merged with
Univest Corporation of
Pennsylvania

Sell-Side Advisor

July 2016

\$34,310,000



GREAT
AJAX

CMFO

Joint Bookrunner

June 2016

GKST –Fixed Income Consolidation

- Team exceeding financial targets
- Enabled us to lower risk profile of fixed income business (increase turnover and lower capital)
- Increased scale to enhance returns with lower risk
- Meaningful opportunity to deepen our penetration of banks with broader product set
- Opportunity to continue to pursue other consolidating transactions with market turmoil

Growing Market Share

Significant investments and strong relative performance in core businesses has driven market share growth in our investment banking platforms.

M&A – Middle Market Fee Ranking¹

Rank	2016	2014
1	Houlihan Lokey	Houlihan Lokey
2	Jefferies LLC	Moelis & Co
3	Evercore Partners	Evercore Partners
4	Moelis & Co	Jefferies LLC
5	Lazard	RBC Capital Markets
6	RBC Capital Markets	Lazard
7	Piper Jaffray & Co	Wells Fargo & Co
8	PJT Partners LP	Stifel Nicolaus & Co Inc
9	Stifel Nicolaus & Co Inc	Raymond James
10	Raymond James	Piper Jaffray & Co
11	Robert W Baird & Co Inc.	William Blair & Co
12	William Blair & Co	Robert W Baird & Co Inc.
13	Sandler O'Neill Partners	PNC Financial Services Group Inc

ECM – Middle Market Fee Ranking²

Rank	2016	2014
1	J P Morgan Securities LLC	J P Morgan Securities LLC
2	Goldman Sachs & Co	Morgan Stanley
3	Citi	Bank of America Merrill Lynch
4	Credit Suisse	Citi
5	Morgan Stanley	Credit Suisse
6	Bank of America Merrill Lynch	Goldman Sachs & Co
7	Jefferies LLC	Deutsche Bank
8	Barclays	Barclays
9	Deutsche Bank	Jefferies LLC
10	Cowen & Co	RBC Capital Markets
11	Wells Fargo & Co	Wells Fargo & Co
12	Piper Jaffray & Co	Piper Jaffray & Co
13	Leerink Swann & Co	Cowen & Co

Public Finance – Par Value Ranking³

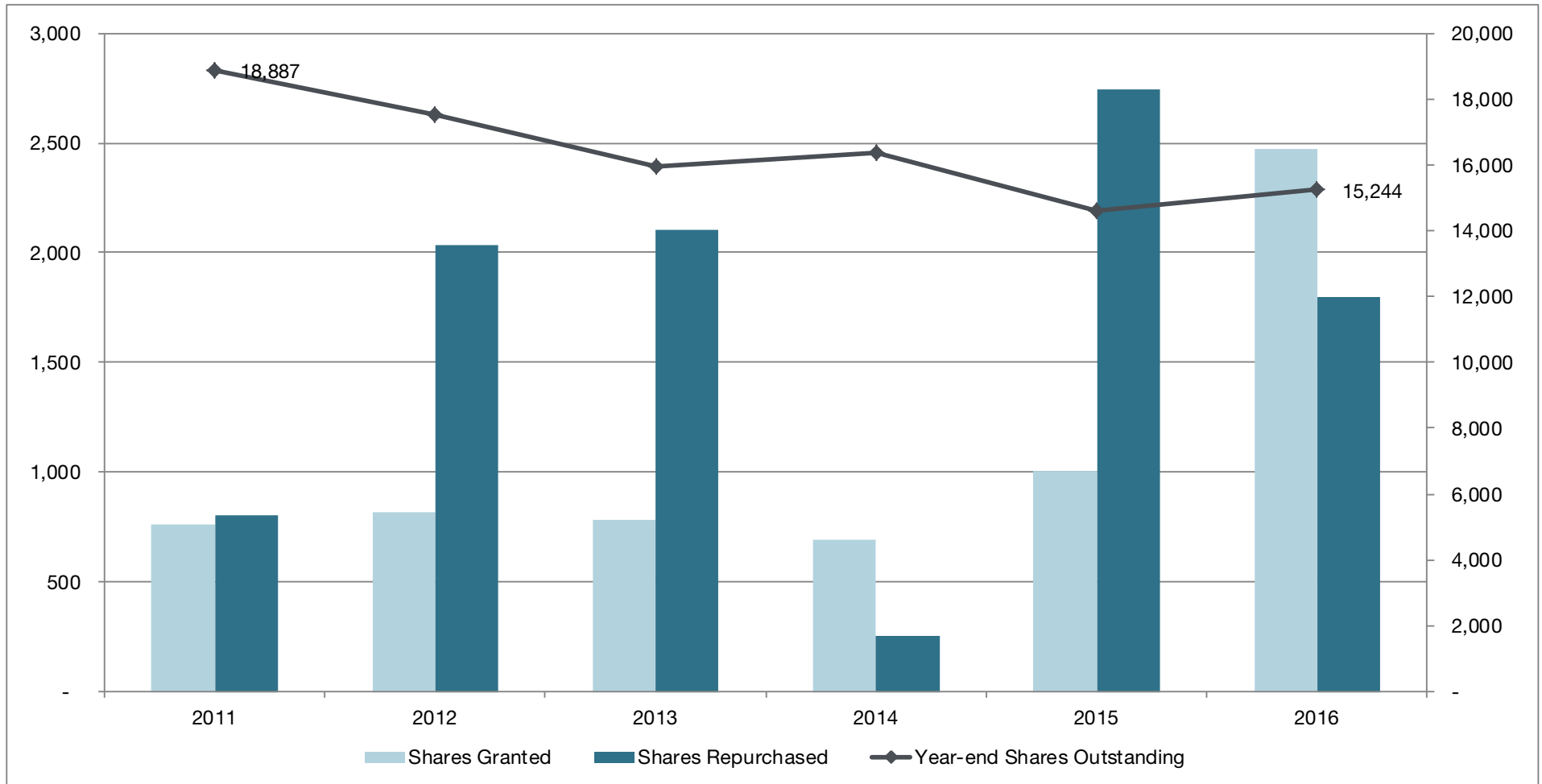
Rank	2016	2014
1	Bank of America Merrill Lynch	Bank of America Merrill Lynch
2	Citi	J P Morgan Securities LLC
3	J P Morgan Securities LLC	Citi
4	Morgan Stanley	Morgan Stanley
5	RBC Capital Markets	RBC Capital Markets
6	Wells Fargo & Co	Wells Fargo & Co
7	Stifel Nicolaus & Co Inc	Barclays
8	Piper Jaffray & Co	Stifel Nicolaus & Co Inc
9	Goldman Sachs & Co	Raymond James
10	Barclays	Piper Jaffray & Co
11	Raymond James	Goldman Sachs & Co
12	Ramirez & Co Inc	Siebert Cisneros Shank & Co LLC
13	Jefferies LLC	PNC Financial Services Group Inc

¹ Source: *Freeman & Co.* Middle market deals with values under \$500MM. Represents all investment banks other than 10 largest bulge bracket firms.

² Source: *Dealogic.* Deals with Market Cap under \$2.0BB. Includes IPOs, FOs/CMFOs, Cvtfs & PJ Blocks > \$10M; PIPEs/RDs > \$5M; excludes CEFs.

³ Source: *Thomson Financial.* Sole/ Senior negotiated and Private Placement Municipal Transactions.

SHARE REPURCHASES



- Share purchases net of new issuance over time has reduced share count and enhanced EPS
- Total shares outstanding have decreased about 20% since 2011
- The average price of shares repurchased since 2011 was 7% lower than the price at which the shares were issued



Section II

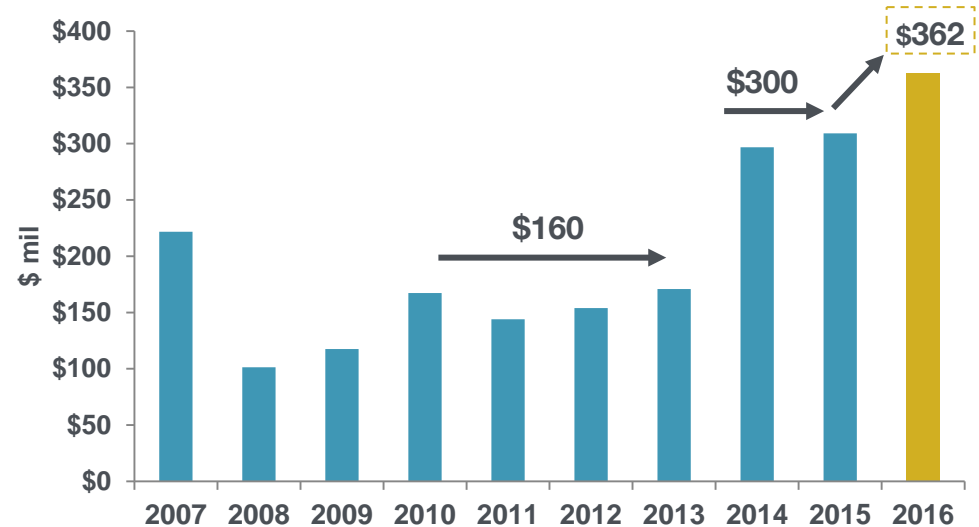
Investment Banking and Equities

Investment Banking and Equities

Leading Middle-Market Investment Bank

- Team of 545 investment banking, sales, trading and research professionals
- Differentiated industry sector expertise
- Broad range of equity and equity-linked financing solutions
- Substantial merger and acquisition advisory practice with cross-border capabilities to source international opportunities
- Comprehensive advisory services that span the entire capital spectrum (M&A, DCM, Private Placement, Restructuring)

Investment Banking Revenues



Sector Expertise

Healthcare

- BioPharmaceuticals
- Health care services
- Information-driven health care
- Medical technology

Energy

- Upstream oil & gas
- Energy services & equipment
- Midstream and downstream
- Energy infrastructure

Consumer

- Apparel, footwear & softline retail
- Consumer products
- Food & beverage
- Restaurants
- Specialty & hardlines retail
- Healthy active & sustainable living

Industrial Growth

- Building products
- Capital goods
- Distribution
- Industrial services
- Industrial technology
- Infrastructure
- Packaging
- Transportation and logistics

Technology

- Software
- Storage
- Internet & digital media
- E-commerce
- Financial technology
- 3D printing
- Drones and robotics

Clean Technology & Renewables

- Energy efficiency
- Feedstock technologies
- Lighting
- Renewable conversion technologies
- Renewable power
- Smart grid
- Solar
- Storage

Financial Institutions

- Depositories
- Specialty Finance
- Broker Dealers
- Asset Managers

Business Services

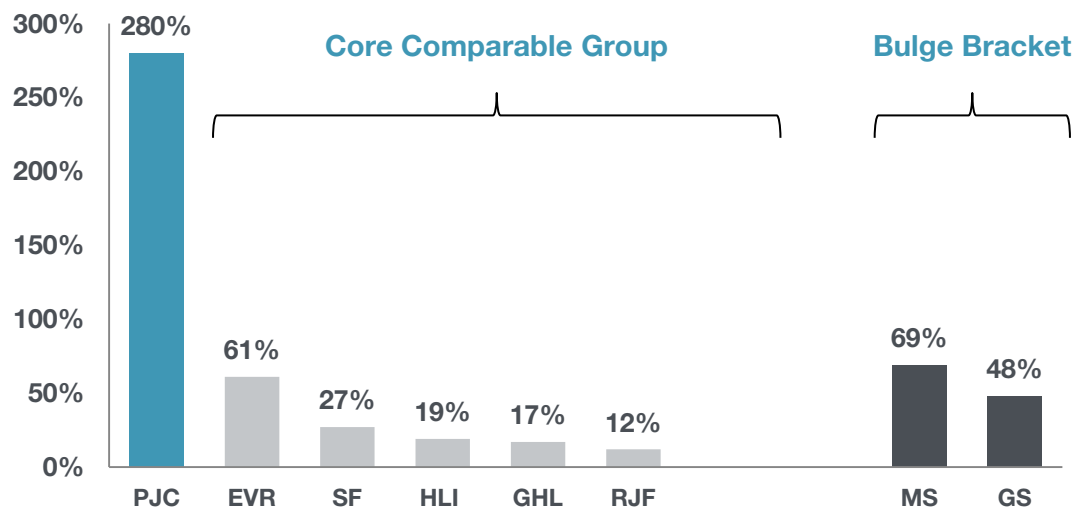
- Customer care & BPO
- Education & learning services
- Human resources services
- Facilities services
- Marketing & information services
- Professional & IT services

Investing Across Our Advisory Platform

We are making meaningful investments in our business and are generating growth that significantly outpaces our competitors

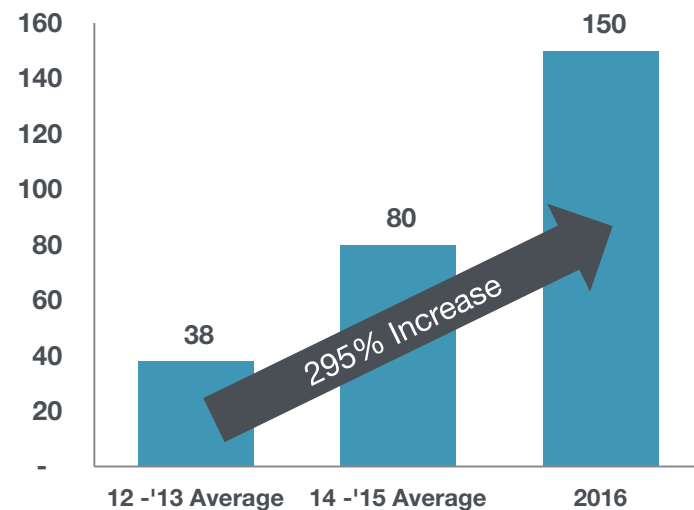


2013 – 2016 Advisory Revenue¹



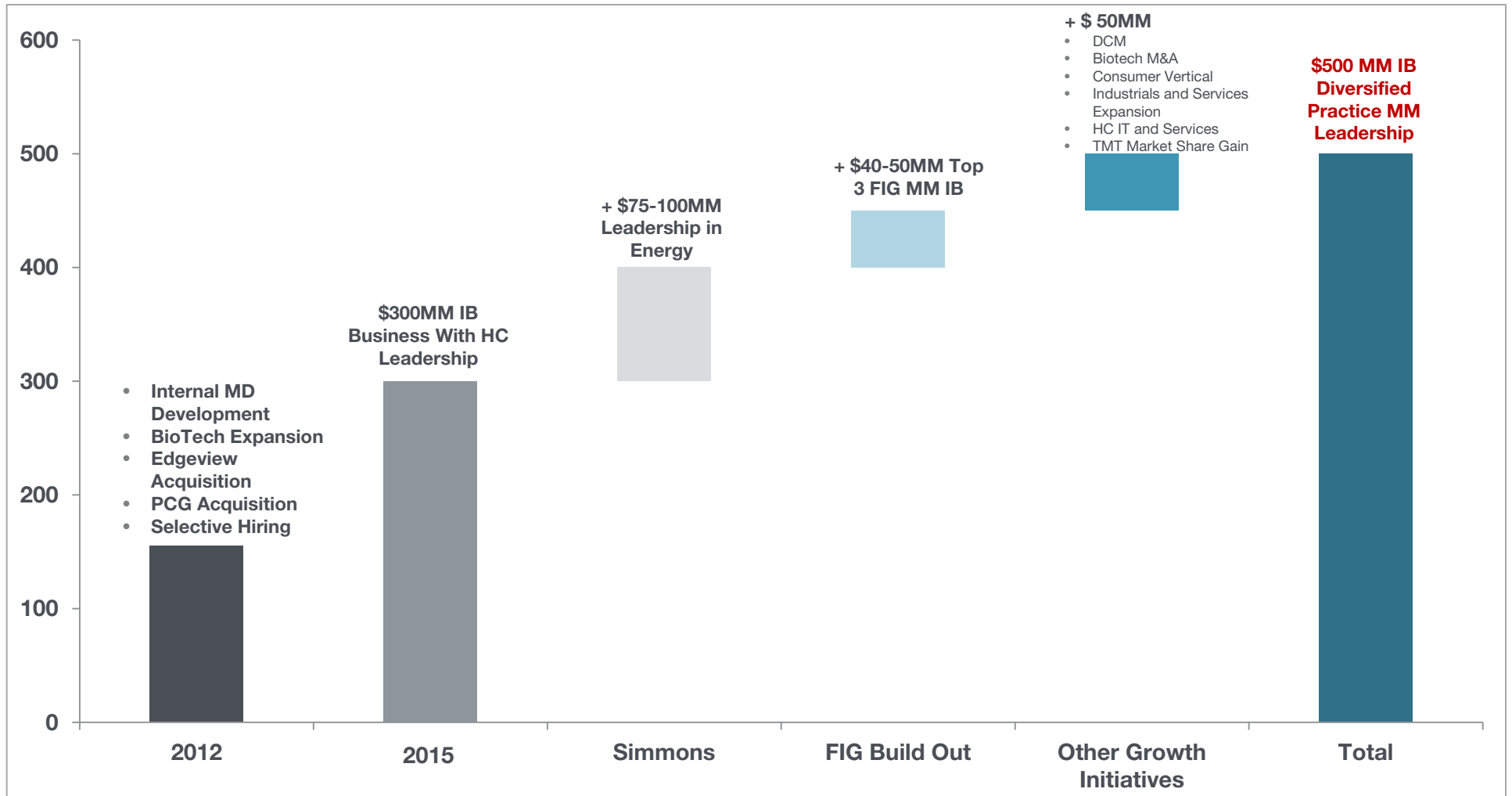
(1): SEC Filings & Earnings Releases

Piper Jaffray Closed M&A Transactions

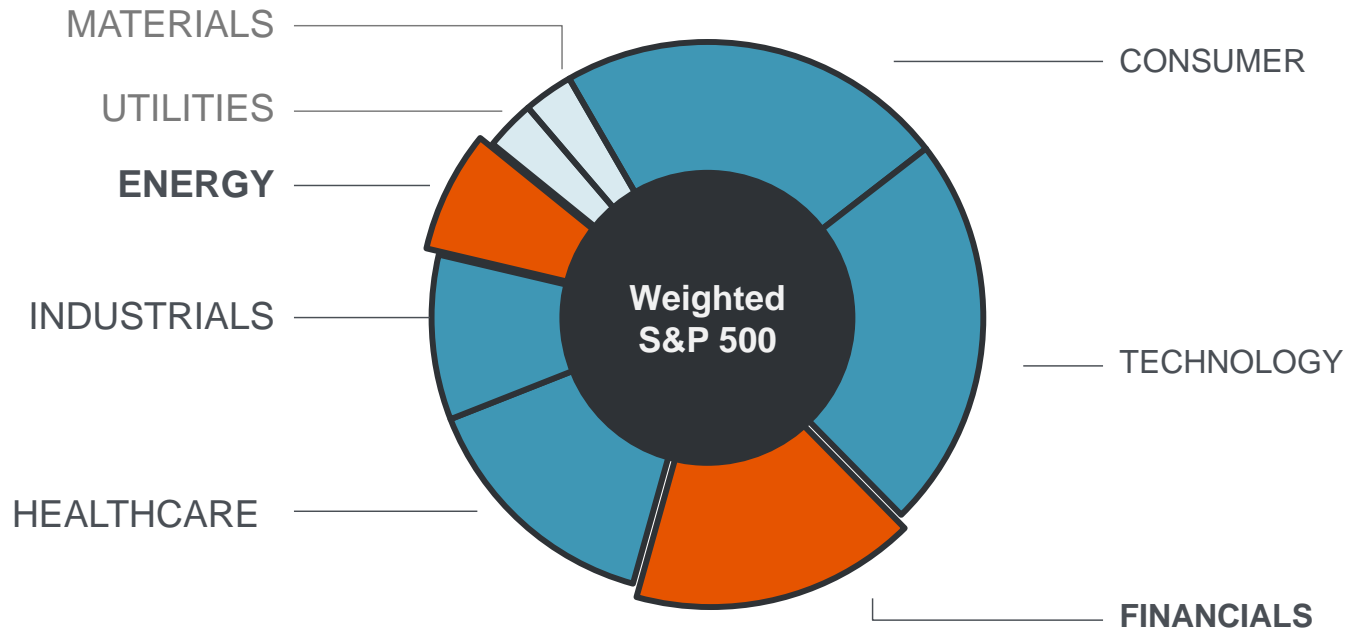


Trajectory to a \$500 Million Investment Banking Business

We are on a clear path to generating \$500 million in annual revenue as we continue to execute on current initiatives



Expanded Research Product



37

Senior Research Analysts

718

Covered Companies

- Expansion into FIG & Energy increases Research product by over 25%
- PJC sector coverage includes most major sectors within the S&P 500
- Expect revenue growth from new research product and new accounts



Section III

Public Finance and Fixed Income

Long Term Public Finance Leadership

Sector Expertise

GOVERNMENT

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

HEALTHCARE

- Non-Profit Health Care Providers

SENIOR LIVING

- Assisted & Independent Living
- Retirement Communities (CCRC's)

EDUCATION

- Higher Education
- Charter Schools

HOSPITALITY

- Hotels and Convention Centers

HOUSING

- Single & Multi-Family Housing

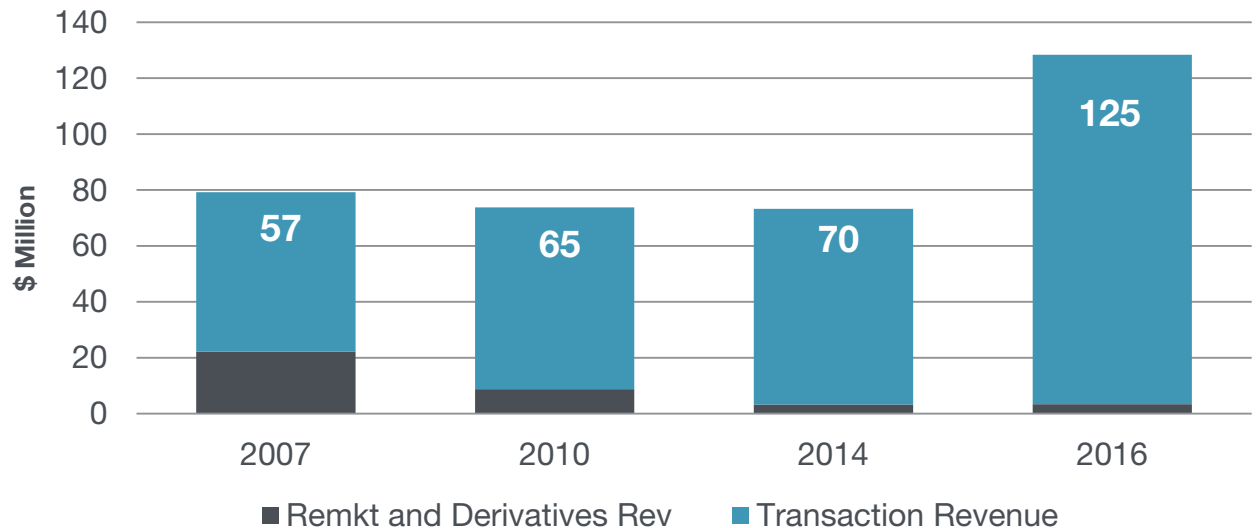
TRANSPORTATION

- Toll Roads & Surface Transportation
- Airports

Leading Middle-Market Tax Exempt Underwriter

- Team of 340 public finance and distribution professionals
- Success built on local market relationships and knowledge benefitted by the strength of substantial scale and expertise
 - Broader product set to meet client's needs
 - Industry sectors expertise in high spread specialty sectors
 - Robust distribution capabilities
- Considered a destination of choice for industry professionals seeking a stable home and broader resources for their clients

Public Finance Revenues



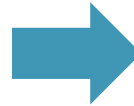
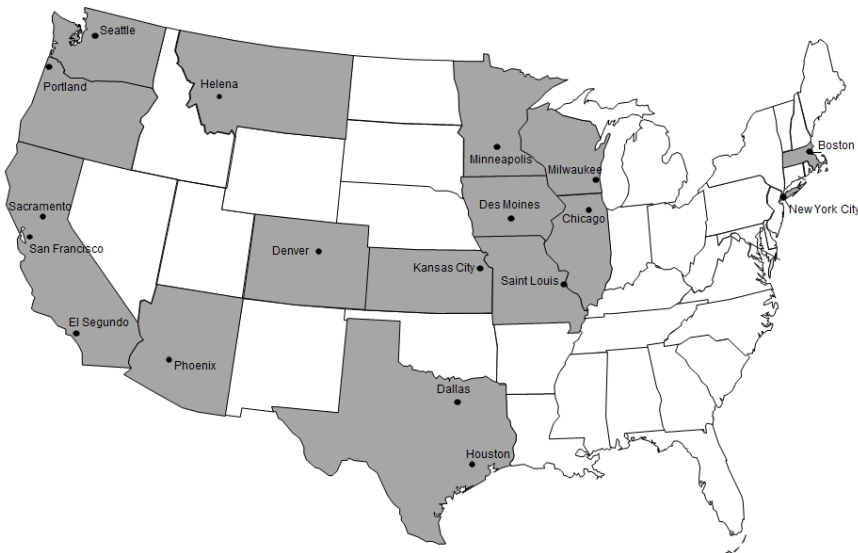
Consistently improving a strong franchise

- Periods of market instability create industry consolidation opportunities
- We represent an attractive destination for professionals or firms and their clients
- We have taken advantage of these opportunities to expand our footprint, strengthen areas of industry expertise and add product capabilities

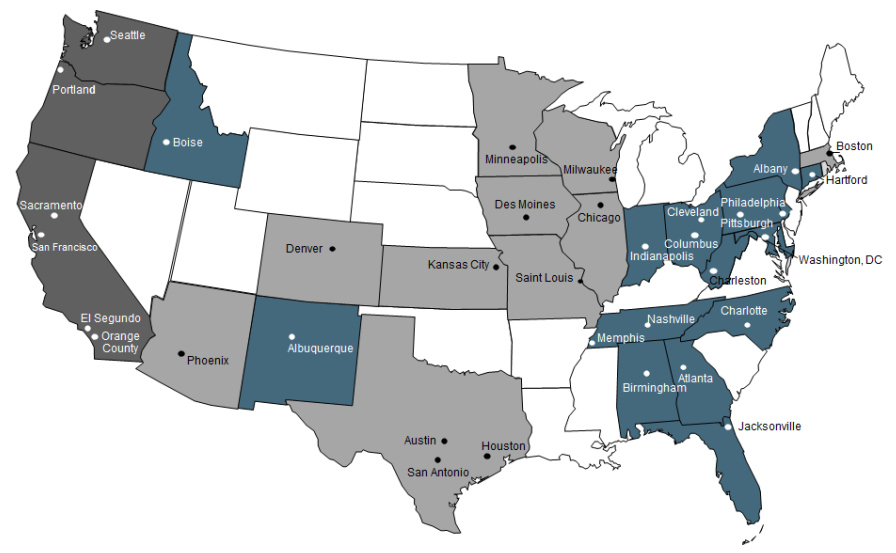
	2007	2010	2014	2016
Number of Offices	18	23	36	36
Number of States	15	18	27	28
Number of Professionals	93	100	125	142
Negotiated Market Share	1.4%	1.8%	3.2%	4.8%

Market share based on par value of long-term senior municipal negotiated issuance

2007 FOOTPRINT



CURRENT FOOTPRINT



Long Term Public Finance Leadership

2016

National Long-Term Municipal Par Value

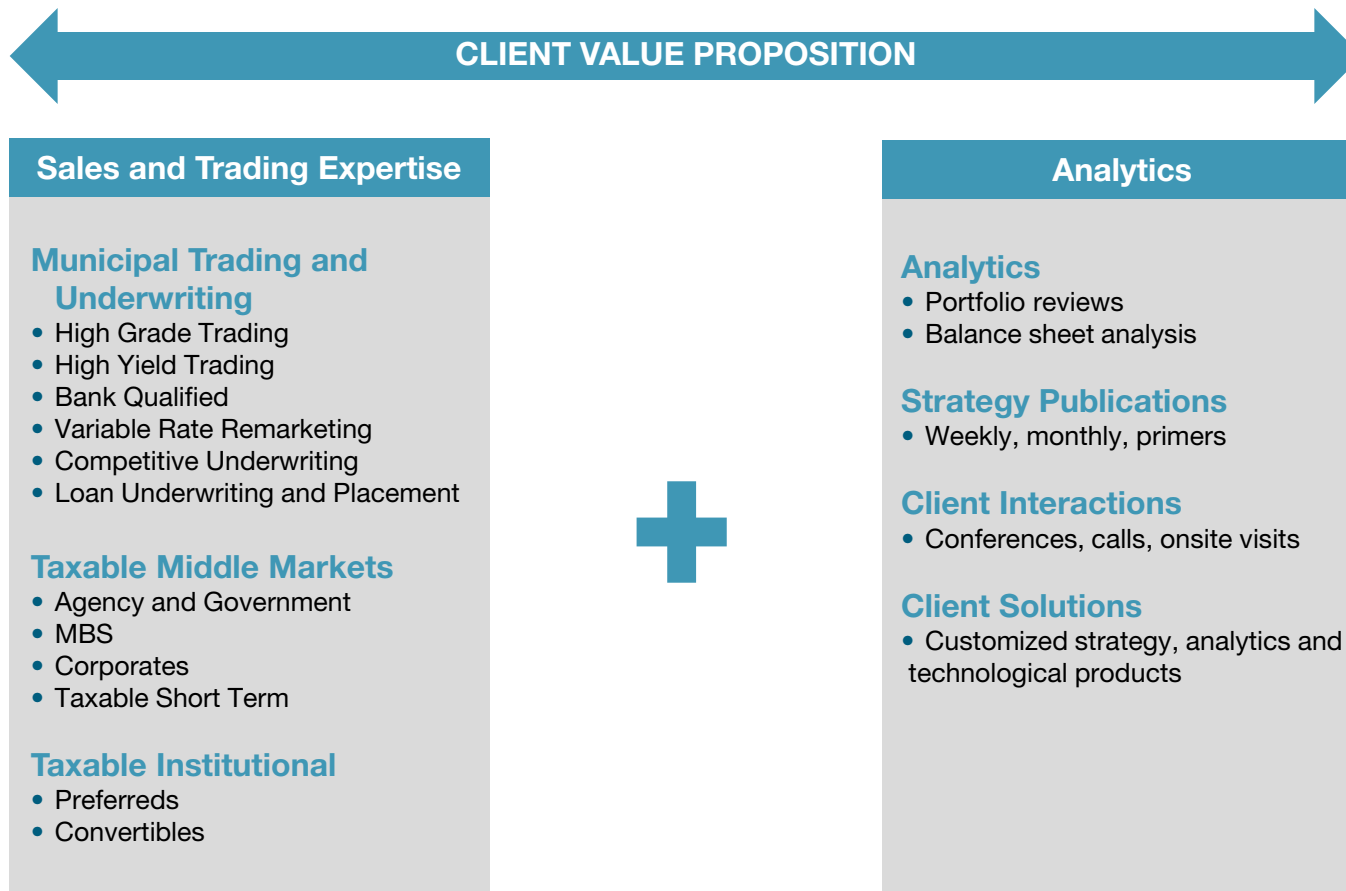
Rank	Firm	Par Value
1	Bank of America Merrill Lynch	48,216
2	Citi	36,245
3	J P Morgan Securities LLC	32,298
4	Morgan Stanley	24,903
5	RBC Capital Markets	23,194
6	Wells Fargo & Co	19,855
7	Stifel Nicolaus & Co Inc	17,234
8	Piper Jaffray & Co	16,710
9	Goldman Sachs & Co	15,852
10	Barclays	15,546

National Long-Term Municipal Issues

Rank	Firm	No. of Issues
1	Stifel Nicolaus & Co Inc	826
2	Piper Jaffray & Co	712
3	RBC Capital Markets	656
4	Raymond James	465
5	D A Davidson & Co	442
6	Bank of America Merrill Lynch	399
7	Citi	350
8	Robert W Baird & Co Inc	315
9	J P Morgan Securities LLC	305
10	Wells Fargo & Co	245

Diversified Fixed Income Trading Business

- Scaled, multiproduct middle market business primarily focused on investment grade products
- Unique expertise in municipal bond markets
- Broad distribution capabilities to support public finance
- Analytical services to complement trading
- Strong capital base to pursue investment opportunities



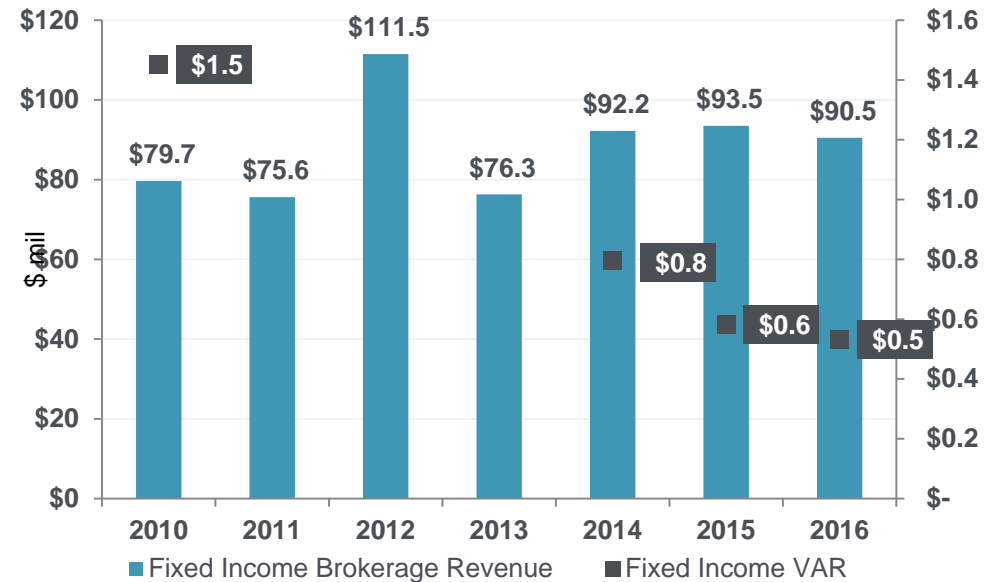
Fixed Income Capital Management

OVERALL GOALS

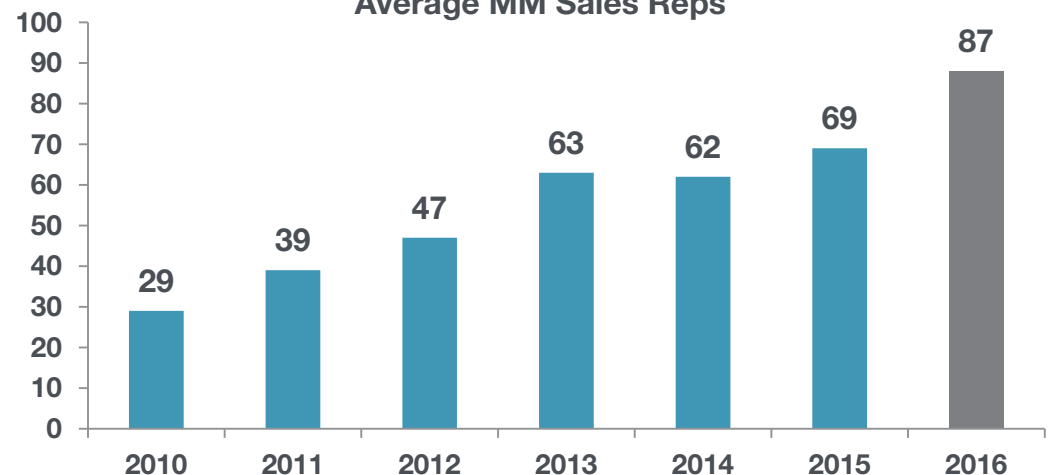
Reduce inventories, lower risk and improve ROC

- Increasing turnover and reducing aging to lower inventories
- Reducing VAR while maintaining revenue as we lower the risk profile of the business
- GKST acquisition represents a strategic step in achieving our overall goal
 - Evolving our value proposition from a capital provider to product expertise and analytical services
 - Expands our salesforce by 30% to increase inventory turnover
 - Expanded analytics product broadens our client base, improves client targeting and expands our client relationships

Fixed Income Brokerage Revenue and VAR (In \$MM)¹



Average MM Sales Reps



¹ See Slide 31 for a reconciliation of non-GAAP financial measures

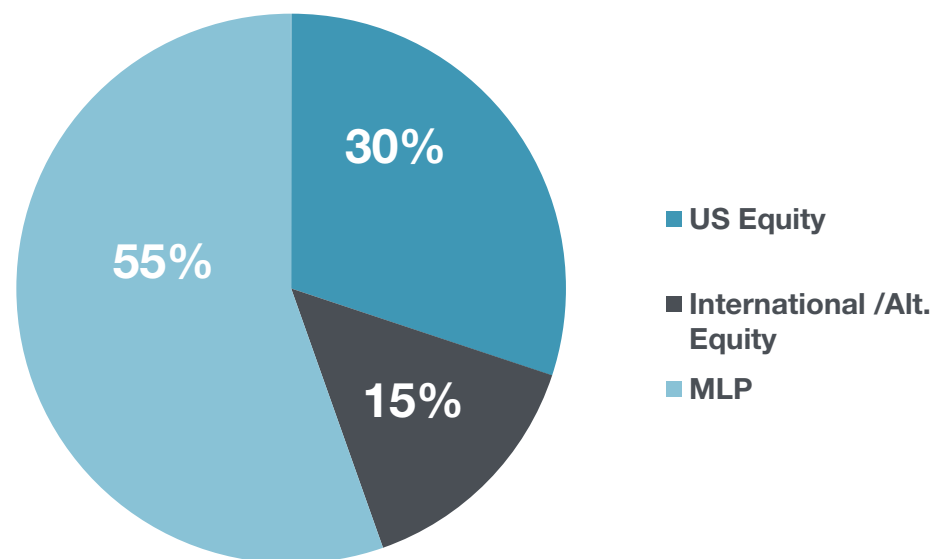


Section IV

Asset Management

Asset Management Business

- High quality, institutional-centric Asset Manager
- \$8.7 billion in AUM
- Attractive mix of products
- Long-tenured portfolio managers
- Distribution through multiple channels
- Meaningful contributor to financial results
- Stable source of earnings



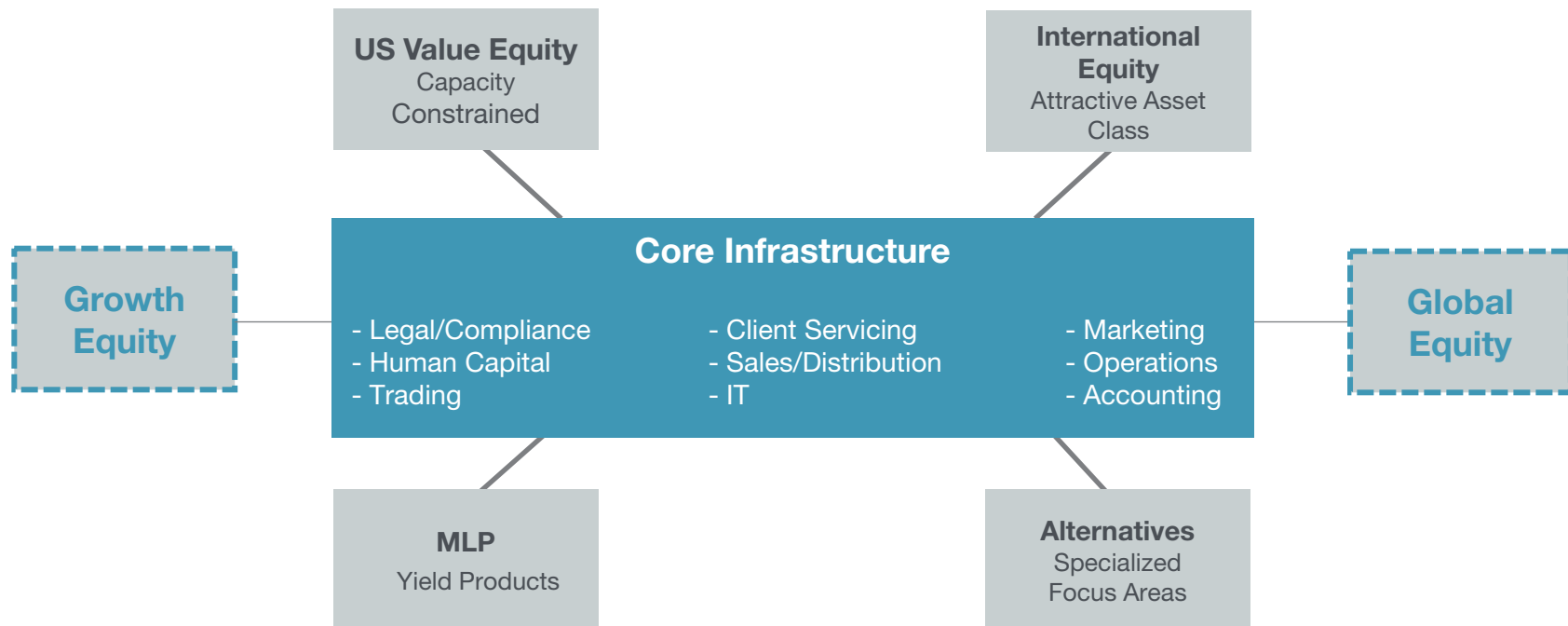
Annualized Gross Returns as of Dec 31, 2016

Product	Qtr.	1 year	3 year	5 year
MLP Equity	3.2	22.6	-2.5	4.8
<i>Alerian MLP Index</i>	2.0	18.3	-5.8	2.3
MLP Balanced	3.8	36.0	0.1	5.4
<i>Alerian MLP Index</i>	2.0	18.3	-5.8	2.3
Small/Mid Cap Value	9.2	17.9	2.0	10.5
<i>Russell 2500 Value Index</i>	9.3	25.2	8.2	15.0
Small Cap Value	10.2	21.4	7.1	13.0
<i>Russell 2000 Value Index</i>	14.1	31.7	8.3	15.1
Japan Value (USD)	0.6	6.9	8.1	11.6
<i>TOPIX Index</i>	-0.2	3.5	3.8	8.8
International Small Cap Value	0.5	6.5	1.7	10.3
<i>MSCI EAFE Small Cap Value Index</i>	-0.3	5.9	1.8	11.0

Asset Management Growth Model

Positioned for Growth

- Competitive Product Mix
- First Class Infrastructure
- Capacity to Integrate Additional Strategies



Model Attributes

- Enables portfolio managers to focus on their investment strategies to drive better performance
- Facilitates on-boarding and marketing of new strategies
- Creates operating leverage from core infrastructure as a shared service



Section v

Financial Information Reconciliation

ROE RECONCILIATION FOR NON-GAAP MEASURES

The following table sets forth a reconciliation of net income from operations and return on shareholders' equity excluding the impact of the noted item in the relevant year.

	For the year ended December 31,							
	2016	2015	2014	2013	2012	2011	2010	2009
Average common shareholders' equity	\$ 785,899	\$ 808,551	\$ 783,425	\$ 728,187	\$ 721,131	\$ 834,594	\$ 813,449	\$ 771,051
Deduct: goodwill attributable to PJC Inc. acquisition by USB	-	-	-	-	-	105,522	105,522	105,522
Adjusted average common shareholders' equity, excluding the impact of the noted item in the relevant periods	<u>\$ 785,899</u>	<u>\$ 808,551</u>	<u>\$ 783,425</u>	<u>\$ 728,187</u>	<u>\$ 721,131</u>	<u>\$ 729,072</u>	<u>\$ 707,927</u>	<u>\$ 665,529</u>
Return on average common shareholders' equity	-2.8%	6.4%	8.1%	6.2%	5.7%	2.3%	3.4%	4.6%
Adjusted return on average common shareholders' equity ⁽¹⁾	9.2%	8.1%	9.2%	8.2%	7.5%	4.5%	4.7%	5.5%
	For the year ended December 31,							
	2016	2015	2014	2013	2012	2011	2010	2009
Net Income/(loss) applicable to Piper Jaffray Companies	\$ (21,952)	\$ 52,075	\$ 63,172	\$ 45,090	\$ 41,268	\$ (102,020)	\$ 24,362	\$ 30,369
Add: Impairment of goodwill attributable to PJC Inc. acquisition by USB, net of income tax	-	-	-	-	-	118,448 ⁽²⁾	-	-
Net income applicable to Piper Jaffray Companies, excluding the impact of the noted item in the relevant periods	<u>\$ (21,952)</u>	<u>\$ 52,075</u>	<u>\$ 63,172</u>	<u>\$ 45,090</u>	<u>\$ 41,268</u>	<u>\$ 16,428</u>	<u>\$ 24,362</u>	<u>\$ 30,369</u>

⁽¹⁾ Adjusted return on average common shareholders' equity is computed by dividing adjusted net income from continuing operations for the last 12 months by average monthly common shareholders' equity. For a detailed explanation of the components of adjusted net income from continuing operations, see the "Financial Trend Reconciliation for Non-GAAP Measures." Management believes that the adjusted return on average common shareholders' equity provides a meaningful measure of our return on the core operating results of the business.

⁽²⁾ For the year ended December 31, 2011, Piper Jaffray Companies recorded a \$118.4 million after-tax charge for goodwill impairment. Management believes that excluding the impact of this item increases the comparability of period-to-period results and allows a more meaningful representation of results.

FINANCIAL TREND RECONCILIATION FOR NON-GAAP MEASURES

	For the year ended December 31,							
	2016	2015	2014	2013	2012	2011	2010	2009
<i>(Amounts in thousands, except per share data)</i>								
Net revenues:								
Net revenues – U.S. GAAP basis	\$ 747,349	\$ 672,918	\$ 648,138	\$ 525,195	\$ 488,952	\$ 432,083	\$ 479,934	\$ 440,916
Adjustments:								
Revenue related to noncontrolling interests	(11,070)	(9,810)	(15,699)	(8,794)	(4,174)	(1,785)	433	174
Adjusted net revenues	<u>\$ 736,279</u>	<u>\$ 663,108</u>	<u>\$ 632,439</u>	<u>\$ 516,401</u>	<u>\$ 484,778</u>	<u>\$ 430,298</u>	<u>\$ 480,367</u>	<u>\$ 441,090</u>
Compensation and benefits:								
Compensation and benefits – U.S. GAAP basis	\$ 510,612	\$ 421,733	\$ 394,510	\$ 322,464	\$ 296,882	\$ 265,015	\$ 280,047	\$ 257,842
Adjustments:								
Compensation from acquisition-related agreements	(36,241)	(4,233)	(5,229)	(2,904)	(1,284)	(1,284)	(1,071)	—
Adjusted compensation and benefits	<u>\$ 474,371</u>	<u>\$ 417,500</u>	<u>\$ 389,281</u>	<u>\$ 319,560</u>	<u>\$ 295,598</u>	<u>\$ 263,731</u>	<u>\$ 278,976</u>	<u>\$ 257,842</u>
Non-compensation expenses:								
Non-compensation expenses – U.S. GAAP basis	\$ 267,611	\$ 164,762	\$ 143,317	\$ 127,118	\$ 123,059	\$ 247,257	\$ 146,070	\$ 122,985
Adjustments:								
Non-compensation expenses related to noncontrolling interests	(2,864)	(3,403)	(4,546)	(3,400)	(1,708)	(322)	—	—
Restructuring and integration costs	(10,206)	(10,652)	—	(4,689)	(3,642)	—	(10,699)	(3,541)
Goodwill impairment	(82,900)	—	—	—	—	(120,298)	—	—
Amortization of intangible assets related to acquisitions	(21,214)	(7,662)	(9,272)	(7,993)	(6,944)	(7,256)	(6,474)	(1,329)
Adjusted non-compensation expenses	<u>\$ 150,427</u>	<u>\$ 143,045</u>	<u>\$ 129,499</u>	<u>\$ 111,036</u>	<u>\$ 110,765</u>	<u>\$ 119,381</u>	<u>\$ 128,897</u>	<u>\$ 118,115</u>
Income/(loss) from continuing operations before income tax expense/(benefit):								
Income/(loss) from continuing operations before income tax expense/(benefit) – U.S. GAAP basis	\$ (30,874)	\$ 86,423	\$ 110,311	\$ 75,613	\$ 69,011	\$ (80,189)	\$ 53,817	\$ 60,089
Adjustments:								
Revenue related to noncontrolling interests	(11,070)	(9,810)	(15,699)	(8,794)	(4,174)	(1,785)	433	174
Expenses related to noncontrolling interests	2,864	3,403	4,546	3,400	1,708	322	—	—
Compensation from acquisition-related agreements	36,241	4,233	5,229	2,904	1,284	1,284	1,071	—
Restructuring and integration costs	10,206	10,652	—	4,689	3,642	—	10,699	3,541
Goodwill impairment	82,900	—	—	—	—	120,298	—	—
Amortization of intangible assets related to acquisitions	21,214	7,662	9,272	7,993	6,944	7,256	6,474	1,329
Adjusted income from continuing operations before adjusted income tax expense	<u>\$ 111,481</u>	<u>\$ 102,563</u>	<u>\$ 113,659</u>	<u>\$ 85,805</u>	<u>\$ 78,415</u>	<u>\$ 47,186</u>	<u>\$ 72,494</u>	<u>\$ 65,133</u>
Income tax expense/(benefit):								
Income tax expense/(benefit) – U.S. GAAP basis	\$ (17,128)	\$ 27,941	\$ 35,986	\$ 20,390	\$ 19,470	\$ 9,120	\$ 32,163	\$ 26,706
Tax effect of adjustments:								
Compensation from acquisition-related agreements	12,541	1,647	2,034	1,130	500	500	417	—
Restructuring and integration costs	3,192	4,144	—	1,824	1,417	—	4,162	1,377
Goodwill impairment	31,999	—	—	—	—	1,850	—	—
Amortization of intangible assets related to acquisitions	8,235	2,981	3,525	2,914	2,700	2,824	2,518	517
Adjusted income tax expense	<u>\$ 38,839</u>	<u>\$ 36,713</u>	<u>\$ 41,545</u>	<u>\$ 26,258</u>	<u>\$ 24,087</u>	<u>\$ 14,294</u>	<u>\$ 39,260</u>	<u>\$ 28,600</u>

FINANCIAL TREND RECONCILIATION FOR NON-GAAP MEASURES (Cont.)

(Amounts in thousands, except per share data)

	For the year ended December 31,							
	2016	2015	2014	2013	2012	2011	2010	2009
Net income/(loss) from continuing operations applicable to Piper Jaffray Companies:								
Net income/(loss) from continuing operations applicable to Piper Jaffray Companies – U.S. GAAP basis	\$ (21,952)	\$ 52,075	\$ 63,172	\$ 49,829	\$ 47,075	\$ (90,772)	\$ 22,086	\$ 33,556
Adjustments:								
Compensation from acquisition-related agreements	23,700	2,586	3,195	1,774	784	784	654	—
Restructuring and integration costs	7,014	6,508	—	2,865	2,225	—	6,537	2,164
Goodwill impairment	50,901	—	—	—	—	118,448	—	—
Amortization of intangible assets related to acquisitions	12,979	4,681	5,747	5,079	4,244	4,432	3,956	812
Adjusted net income from continuing operations	<u>\$ 72,642</u>	<u>\$ 65,850</u>	<u>\$ 72,114</u>	<u>\$ 59,547</u>	<u>\$ 54,328</u>	<u>\$ 32,892</u>	<u>\$ 33,233</u>	<u>\$ 36,532</u>
Net income/(loss) from continuing operations applicable to Piper Jaffray Companies' common shareholders:								
Net income/(loss) from continuing operations applicable to Piper Jaffray Companies' common stockholders – U.S. GAAP basis	\$ (21,952)	\$ 48,060	\$ 58,141	\$ 44,863	\$ 40,307	\$ (90,772)	\$ 17,161	\$ 27,500
Adjustment for loss allocated to participating securities	3,842 ⁽¹⁾	—	—	—	—	16,671 ⁽¹⁾	—	—
	(18,110)	48,060	58,141	44,863	40,307	(74,101)	17,161	27,500
Adjustments:								
Compensation from acquisition-related agreements	19,552	2,387	2,941	1,596	671	640	508	—
Restructuring and integration costs	5,786	6,006	—	2,579	1,905	—	5,079	1,773
Goodwill impairment	41,993	—	—	—	—	96,694	—	—
Amortization of intangible assets related to acquisitions	10,708	4,320	5,289	4,573	3,634	3,618	3,073	665
Adjusted net income from continuing operations applicable to Piper Jaffray Companies' common stockholders	<u>\$ 59,929</u>	<u>\$ 60,773</u>	<u>\$ 66,371</u>	<u>\$ 53,611</u>	<u>\$ 46,517</u>	<u>\$ 26,851</u> ⁽²⁾	<u>\$ 25,821</u>	<u>\$ 29,938</u>
Earnings/(loss) per diluted common share from continuing operations:								
U.S. GAAP basis	\$ (1.73)	\$ 3.34	\$ 3.87	\$ 2.98	\$ 2.58	\$ (5.79)	\$ 1.12	\$ 1.72
Adjustment for loss allocated to participating securities	0.30 ⁽¹⁾	—	—	—	—	1.06 ⁽¹⁾	—	—
	(1.43)	3.34	3.87	2.98	2.58	(4.73)	1.12	1.72
Adjustments:								
Compensation from acquisition-related agreements	1.53	0.17	0.20	0.11	0.04	0.04	0.03	—
Restructuring and integration costs	0.45	0.42	—	0.17	0.12	—	0.33	0.11
Goodwill impairment	3.29	—	—	—	—	6.16	—	—
Amortization of intangible assets related to acquisitions	0.84	0.30	0.35	0.30	0.23	0.23	0.20	0.04
Non-U.S. GAAP basis, as adjusted	<u>\$ 4.69</u>	<u>\$ 4.22</u>	<u>\$ 4.42</u>	<u>\$ 3.56</u>	<u>\$ 2.98</u>	<u>\$ 1.71</u>	<u>\$ 1.68</u>	<u>\$ 1.87</u>

This presentation includes non-GAAP measures. The non-GAAP measures are not meant to be considered in isolation or as a substitute for the corresponding U.S. GAAP measures, and should be read only in conjunction with our consolidated financial statements prepared in accordance with U.S. GAAP.

⁽¹⁾ Piper Jaffray Companies calculates 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 Jaffray Companies, represents unvested stock with dividend rights. Losses are not allocated to participating securities for periods in which a loss is incurred.