

**Year Founded:** 1895

**NYSE:** PIPR

**Headquarters:** Minneapolis, MN

**CEO:** Chad Abraham

**President:** Deb Schoneman

**Employees:** 1,700

**Offices:** 60+

## Firm overview

As a leading investment bank, we enable growth and success for our clients through deep sector expertise, candid advice and a differentiated, highly productive culture. We transcend transactions to define possibilities—enabling clients to achieve their short-term goals while realizing their long-term vision. Founded in 1895, the firm is headquartered in Minneapolis with offices across the United States and in London, Aberdeen and Hong Kong.

Learn more at [PiperSandler.com](http://PiperSandler.com)

### 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 and corporate & venture services.

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

- Chemicals
- Consumer
- Energy & power
- Financial services
- Healthcare
- Services & industrials
- Technology

### EQUITY SALES & TRADING

In equities, our sales & trading teams facilitate public offerings in our core sectors and deliver decades of experience and product expertise to identify unique liquidity and provide best execution. We are a market maker and transact in 2,500 securities, offering traditional, algorithmic and program trading approaches.

### EQUITY & MACRO RESEARCH

#### Equity Research

Piper Sandler research analysts are regularly recognized by Greenwich Associates, Institutional Investor and Thomson Reuters' Starmine Awards. Our 60+ senior analysts produce industry-leading, deep-sector research on more than 1,000 stocks under coverage, including the largest small/mid cap coverage on Wall Street. Our investor conferences and roadshows provide access to management teams from leading companies.

#### Macro Research

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

### PUBLIC FINANCE

In the negotiated and private placement market, we have a longstanding reputation as a leader in the municipal bond issuance industry<sup>1</sup> Supported by a broad national platform, our expert teams leverage localized knowledge to facilitate the issuance of tax-exempt and taxable debt across a range of sectors and services:

#### Our Sectors

- State & local government
- K-12 education
- Special districts
- Housing
- Healthcare
- Project finance
- Hospitality
- Senior living
- Charter schools
- Higher education
- Transportation
- Non-profits

#### Our Services

- Municipal bond underwriting
- Private placements
- Financial advisory
- Variable rate remarketing & underwriting
- Municipal derivatives and reinvestment products

<sup>1</sup>Ranked in the top 3 based on number of negotiated and private placement senior/sole long-term transactions, and ranked in the top 10 based on par value for each of the last 7 years; Source: Refinitiv

### 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 230+ sales, trading and analytics professionals. Additionally, the fixed income platform is closely integrated with investment banking and public finance groups providing insight on significant new issue product.

#### Financial Strategies

Our team of more than 30 dedicated strategists draw upon their expertise in balance sheet management, macroeconomics, and fixed income, along with comprehensive modeling capabilities of assets, liabilities, fixed income analytics, and interest rate derivatives to provide in-depth portfolio analysis and advisory services, ideas, market research and customized cash flow analysis. Clients receive market-leading insights through the group's holistic approach to balance sheet management and proprietary publications.

### PIPER SANDLER FINANCE, LLC

Our wholly owned lending subsidiary that provides committed debt facilities for middle-market clients based in North America. Piper Sandler Finance has been backed with \$1.0 billion of equity commitments and can underwrite loans of up to \$300 million.

### ALTERNATIVE ASSET MANAGEMENT

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

#### Merchant Banking Growth Equity Funds

Piper Sandler Merchant Banking seeks investments in private, commercial stage businesses with strong growth prospects within the industry sectors covered by Piper Sandler equity research and investment banking resources. Our portfolio companies have a defined path to liquidity within a time horizon of five years.

#### Healthcare Funds

Piper Heartland Healthcare Capital, LLC aligns the knowledge, expertise and capital of Piper Sandler with the interests of our limited partnership investors and with innovative healthcare companies at key moments in their growth path.

#### Energy Funds

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.



# 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. In 2022, the Piper Sandler Foundation supported 1,800+ charities.

## AWARDS AND RECOGNITION

- *Mergermarket* - Financial Services M&A Advisory Firm of the Year (2020, 2021, 2022)
- *Barron's* - 100 Most Influential Women in U.S. Finance - Nancy Lazar, Chief Global Economist (2022)
- *Human Rights Campaign (Corporate Equality Index)* - Ranked as one of the best places to work for LGBTQ+ equality (2022)
- *Business Journal* - CFO of the Year - Tim Carter (2021)
- *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 - Deb Schoneman, Former CFO (2014)
- *Global Finance* - World's Best Healthcare Investment Bank (2012, 2013)

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 the U.K. through Piper Sandler Ltd., authorized and regulated by the U.K. Financial Conduct Authority; and in Hong Kong through Piper Sandler Hong Kong Limited, authorized and regulated by the Securities and Futures Commission. Alternative asset management and fixed income advisory services are offered through separately registered advisory affiliates.

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