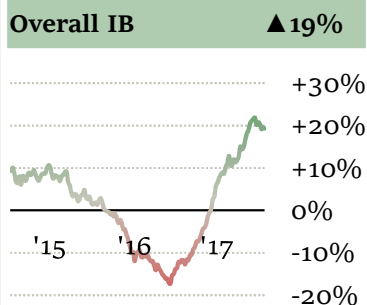




GROWTH SCORECARD

U.S. IB Fee Pool



Product Trend

LevFin	▲43%
ECM	▲32%
M&A	▲4%
IG Corp. Debt	▲1%

Competitive Trend

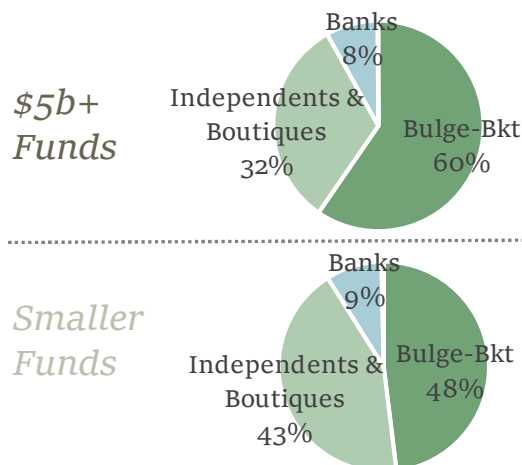
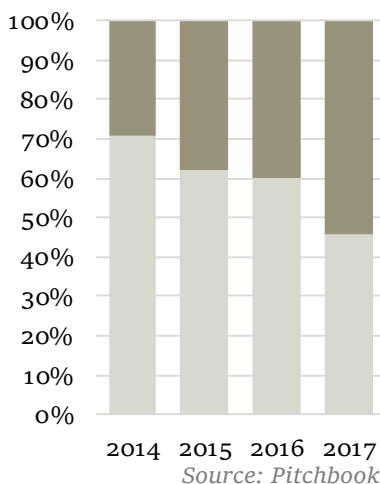
Non-Bank Lenders	▲55%
Full-Svc Indp. IBs	▲30%
N. American Banks	▲26%
Asian Banks	▲23%
U.S. Bulge-Bkt.	▲19%
Euro. Bulge-Bkt.	▲15%
European Banks	▲11%
Mega-Boutiques	▲4%
Trad. Boutiques	▲4%

U.S. market; Growth in IB fees for last 12M vs. 12M ending a year ago

IN FOCUS: TODAY'S FUNDRAISING & TOMORROW'S M&A

PE fundraising shift could pressure Independent advisors

U.S. Fundraising by Size | LTM M&A Fees by Bank Type



- Funds larger than \$5b are becoming a larger component of U.S. private equity fundraising, pointing to large-cap sponsors' increased ammunition for deal-making in the coming years
- The size of the funds raised may influence future winners of buyout and exit advisory mandates
- As Independent banks underperform with large-cap sponsors, they will need to compensate by winning new relationships or gaining share in the middle market

GROWTH LEADERS: U.S. LEVERAGED FINANCE

Top 3 Banks by Y/Y Growth in Underwriting & Arrangement Fees

- | | | |
|-------------|-------|--|
| • KKR | ▲501% | Top beneficiary of U.S. leveraged lending guidance |
| • Jefferies | ▲158% | Reorged Leveraged Finance unit early '16 |
| • Macquarie | ▲158% | Broke into the top 20 |